

# New Business Opportunities Closer Than Expected

RIX Incentive Schemes

# RIX Incentive Schemes

## New Destination Incentive

Applicable to:

- Passenger Service Charge
- Take-Off / Landing Charge

## Passenger Growth Incentive

Applicable to  
Passenger Service Charge

# Revised RIX Incentive Schemes

RIX Riga Airport is committed to airline growth – updated incentives for New Destinations and Passenger Growth

Revised New  
Destination Incentive

Applicable to Passenger  
Service Charge

Revised Passenger  
Growth Incentive

Applicable to Passenger  
Service Charge

# Revised New Destination Incentive / Overview

## Incentive

Applicable to direct services to new destinations from RIX

Previously, incentive scheme supported only new routes above 3 000 km (Great Circle distance)

## Recipient

Any carrier operating scheduled flights

## Contribution

Launch of flights to an unserved destination

## Criteria

Within 6 months after the start of flight operations, the minimum threshold of direct passengers as set by RIX is reached

### Main Conditions and Rules:

- Only scheduled traffic qualify for incentive
- Only scheduled carriers that have not operated scheduled flights on the respective route for at least 2 years prior to start of operations, qualify for the incentive
- **Minimum threshold to qualify for the incentive is set at 3500 departing direct passengers during first 6 months of operation on the new route.** Only new services fulfilling minimum threshold criteria qualify for the incentive scheme
- Incentive will be applied to for a period of 3 years after the start of operations on the new route (for details, please see next slide)
- New services to destinations are entitled to receive a discount on the passenger service charge. In addition, new services to destinations more than 6,000 km from RIX will also receive a discount on the take-off/landing charge (for details, please see the next slide) – **remains unchanged from the existing incentive scheme.**

### Incentive will be applied as follows:

- The carrier will pay the full charges for the services during the first six months from the commencement of flights on the new route
- After 6 months, RIX Riga Airport will recalculate the fees and refund the incentive amount if the conditions for granting the incentives are met
- During the subsequent flight period, the carrier will be charged a reduced fee in line with the conditions of the incentive scheme for all traffic on the new route.

# Revised New Destination Incentive

Incentive Amount

Year 1

Year 2

Year 3

For all flights to new destinations

Discount amount from the Passenger Service Charge

100%  
3.39 EUR

70%  
2.37 EUR

50%  
1.69 EUR

Applicable Passenger Service Charge

0 EUR

1.02 EUR

1.70 EUR

Additional incentive for all flights to new destinations above 6000km

Discount amount from Take-Off / landing Charge  
+ first 3h of aircraft parking free of charge

100%  
3.39 EUR

70%  
2.37 EUR

50%  
1.69 EUR

Applicable Take-Off / Landing Charge

0 EUR

1.02 EUR

1.70 EUR

# Revised Passenger Growth Incentive / Overview

## Incentive

For the increase in direct passengers compared to the reference period traffic of 2019

## Recipient

Any carrier operating scheduled flights

## Contribution

- Launch of flights to a serviced destination
- Increased flight frequency
- Increased seat capacity
- Increased load factor

## Criteria

The volume of direct departing passengers carried exceeds the traffic volume threshold in the reference period

### Main Conditions and Rules:

- Only scheduled traffic qualifies for the incentive, and all airlines operating scheduled traffic at RIX Riga Airport are eligible
- The incentive will be granted for an increase in scheduled direct passenger traffic above the traffic volume threshold of the reference period as defined by RIX Riga Airport (for details, please see the next slide)
- Traffic already covered by the new destination incentive will be excluded from the calculation of the passenger growth incentive.

### Incentive will be applied as follows:

- The carrier will pay the full charges for the services during the current year
- After the completion of a full year, RIX Riga Airport will calculate the respective incentive amounts for each carrier and compensate them accordingly.

# Revised Passenger Growth Incentive

Reference Period	Traffic Volume Threshold	Traffic Growth Interval <small>(direct dep. passengers)</small>	Discount Amount from Passenger Service Change	Applicable Passenger Service Charge
2026 Q1	2025 Q1 traffic	0-7500 passengers above threshold	50% 1.69 EUR	1.70 EUR
		> 7500 passengers above threshold	100% 3.39 EUR	0 EUR
2026 Q2-Q4	2019 Q2-Q4 traffic	Every passenger above threshold	100% 3.39 EUR	0 EUR
2027 Q1-Q4	2019 Q1-Q4 traffic	Every passenger above threshold	100% 3.39 EUR	0 EUR

**2026 Q1:** Progressive discount applied to direct passenger volumes exceeding the previous year's level – 50% discount for the first 7,500 passengers, and 100% discount for each additional passenger.

**2026 Q2–Q4:** 100% discount applied to direct passenger growth exceeding 2019 Q2–Q4 traffic levels.

**2027 Q1–Q4:** 100% discount applied to direct passenger growth exceeding 2019 Q1–Q4 traffic levels.

**Starting from 2028:** 100% discount applied to direct passenger growth exceeding the number of passengers carried by the carrier in the preceding year.

Let's grow together!

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**RIX**