

## **Ireland West Airport Knock (the “Airport”)**

**The Airport is owned and operated by Connaught Airport Development Company Limited, a private company. Our fees and charges policy is funded from our commercial operational revenues, unsupported by any form of State funding.**

### **FEES & CHARGES POLICY – Scheduled Airlines**

The range of Airport charges for scheduled airlines and aircraft is based on a composite fee described as a Passenger Load Supplement (PLS). This PLS is based on the Airport providing a set of core services, set out in the Service Level Agreement (SLA) with the airline. Any services required by any airline that are not included in the core SLA are charged to the airline based on the standard General Aviation fees and charges.

The Airport offers airlines incentives for the development of routes in line with the Airport’s strategic development objectives. The PLS and the airline incentive structure are set out below. Offers are made to airlines and contracts are negotiated on the basis of the objectives identified in the Airport’s Strategic Plans. Where the Airport seeks to develop a particular route, it will approach a wide range of airlines who may potentially be interested in providing the route. In establishing charges and incentives to airlines, the Airport seeks to provide an appropriate rate of return to each aircraft turnaround.

Different routes will be granted different incentives, reflecting the degree of investment required by airlines to establish and develop such routes and on the basis of the compatibility of the proposed route with the Airport’s strategic objectives. Offers are made to each airline competing equally for similar routes operating to similar conditions.

The following elements constitute the make-up of the fees, charges and incentives in operation at Ireland West Airport Knock for scheduled routes:

#### **Basic Charges**

##### **Passenger Load Supplement (PLS)**

The core charge for all airlines operating scheduled routes agreed with Ireland West Airport Knock is a composite PLS fee. Every airline is invoiced for each passenger departing the Airport according to the terms and conditions agreed between the airline and the Airport. The same base fee is applied to all departing scheduled passengers.

##### **Security Screening Charge (SSC)**

EU regulations require the Airport to screen passengers and baggage. A charge is levied upon airlines to provide a contribution towards the costs of providing this service. The current SSC is €1 per departing passenger. The Airport reserves the right to increase the SSC if additional security requirements result in additional costs. Any increase will be charged to all departing passengers on a per passenger basis at the same level.

##### **Variations to Charges**

Variations to the basic charges are applied based on the frequency, capacity, type, slot time and dwell time of the aircraft. Such variations seek to ensure that the overall charges per aircraft turnaround are consistent.

## **Incentives**

Ireland West Airport Knock operates an incentive program for scheduled airlines toward developing and marketing agreed routes. All funding for this programme is derived from non-core commercial activities.

Route development supports are informed by the strategic objectives of the Airport in relation to route development. The Airport's business plan sets out the route development strategy and target destinations. In particular, new brands, key route development, increased frequency and capacity are priorities for the Airport that inform this programme.

Route marketing support funding will be provided from the Airport's commercial revenues, and is subject to an agreed marketing plan between the airline and the Airport. The airport encourages airlines to seek additional support from Tourism Ireland, the regional tourism agencies and overseas agencies.

## **Development Fee – passenger service charge**

A Development Fee of €10 is charged to all departing passengers aged 12 years and over. This is a service charge which the Airport charges for the use of its facilities and as a contribution toward infrastructure development, including passenger and airline services, ongoing maintenance and operation of this Airport. The services include terminal facilities, car parking, safety and security, airline services such as air traffic control, navigational aids, runway systems, aircraft parking, and fire services. This requires huge ongoing investment. Where Government grant aid is provided, this must be matched by the Airport from its own resources. The service charge is critical to this funding.

All airlines, tour operators and travel agents are made aware of the Development Fee service charge. In addition, Airport management formally and regularly briefs airlines, travel trade and tour operators. The airlines and travel trade are requested through these briefings and formally in writing to make intending passengers aware of the charge before booking by publishing this charge on all their relevant communication materials, including their websites. The Development Fee policy is fully explained on the Airport website, [www.irelandwestairport.com](http://www.irelandwestairport.com).

The airline accepts that the Development Fee forms part of the Airport charges and that this is levied on the passenger prior to departure from the Airport. The Airport reserves the right to refuse access to its departure and airside facilities to any passenger who refuses to pay this charge. The Airport reserves the right to negotiate the collection of this fee, as part of overall Airport charges, by the airline and include it in the passenger ticket price.