

Corrections, supplements or changes to the conditions of tender

Supplementary information

The Ministry of Transport has received a request for information regarding section 5.12 of the contract:

Flights covered by the contract shall be performed by the tenderer. Leasing aircraft with crew ("wet-lease") is only exceptionally accepted, and only if the Ministry accepts it beforehand.

If a tenderer plans to use a wet lease agreement on a regular basis either internally in the airline or with another operator, both airlines must sign the tender and the contract if it's awarded. All tenderers must have a valid operating licence in accordance with Regulation (EC) 1008/2008 of 24 September 2008 on common rules for the operation of air services in the Community, cf. the rules for the tender procedure section 3.2. Such a solution will not be covered by the provision limiting wet lease. We emphasize that the tenderers as a whole must meet the requirements set out in the contract and conditions of tender.

We would also like to point out that this does not exclude any form of wet lease later in the contract period with an operator who has not signed the tender or contract, but this is only exceptionally permitted and will be assessed against section 5.12 of the contract.

Questions and answers

Question 1:

We intend to use fiscal and Avinor charges that apply from 1 January 2022 respectively when VAT returns to 12%, G2 is reintroduced and other Avinor charges are at the same level as before Covid-19. We also propose that all passenger dependent fees (G2 - 77 NOK, ZN - 112 NOK local / 166 NOK transit and VAT) that are to be charged to the customer, shall be calculated as part of the maximum price. We want to see that the tenderers use the same levels when costs and revenues are calculated. This so that taxes and fees do not become decisive for the level of compensation. Can the Ministry of Transport confirm that the tax levels used are in accordance with our interpretation?

Answer 1:

The tenderers shall use the current level for taxes and charges for the period 1 October 2021 - 31 December 2021. As of 1 January 2022, the tenderers may base the tender on the assumptions described by the questioner. Changes in taxes and charges beyond this between the award of the contract and the start of a new contract period or later in the agreement period will instead provide a basis for renegotiation, cf. section 9.2 of the contract in Annex 2.

Question 2:

What is the basis for the passenger forecast and how does the Ministry of Transport assess the uncertainty for the tender period?

Answer 2:

The forecast has been prepared based on Avinor's forecasts from March. The forecast is based on air traffic returning to the 2019 level during 2023. This is in line with the assumptions made by the Institute of Transport Economics in its new long-term forecast for Avinor. Passenger development in the short term is very sensitive to pandemic control measures, the government's travel advice and vaccine implementation. It is therefore great uncertainty about the development, and Avinor will update its forecasts in line with changes in infection control measures and travel advice.

Question 3:

Avinor's total domestic forecast states that 2022 will have 83% of the 2019 level, and that it will be 97% in 2023.

Routes	2019	2020	2021 Forecast	2022 Forecast	2023 Forecast	Jan - March 2024 Forecast
Ørsta-Volda – Oslo	80 320	35 829	51 153	69 494	78 078	18 849
Florø – Oslo	51 115	30 465	33 334	45 978	47 697	11 205

	2022	2023
FRO	91,2 %	94,6 %
HOV	85,3 %	95,8 %
 Avinor	 83 %	 97 %

At Florø, a significantly better development is estimated in 2022. What is the basis for the increase on Florø, given that the production that is required is somewhat lower than the historical production?

Answer 3:

Future passenger development depends on vaccination, infection development and the government's travel advice.

Avinor prepares new forecasts when there are changes in the above mentioned factors. Avinor has more than 40 airports and the forecasts are prepared at an overall level per division as Avinor is organized. In the Regional Airports (DRL) division, all airports are located except for the 4 largest. The passenger figures stated are based on Avinor's forecasts from March 2021 for DRL. There are major differences in this group of airports and between the different routes at each airport. For example, the number of passengers in 2019 was about the same from Florø to Oslo and Bergen, while as of May in 2021, there were more than twice as many passengers to Bergen as to Oslo.

In May, Avinor updated its forecasts and for the DRL division, 15% fewer domestic passengers are expected in 2022 than in 2019. The tenderers must make their own calculations of passenger numbers and consider the uncertainty associated with future passenger flows.