

Annex 5 Template for the business plan for the committed operations

[As documentation to support the credibility of the bid, the tenderer must submit a realistic and well-founded business plan for the proposed Committed Operations. At a minimum, the business plan should include the information outlined in the template below. Use of this template is voluntary.]

The information provided in the business plan will be used to assess the credibility and operational feasibility of the proposed Committed Operations under the aid scheme.

The awarding authority will assess whether the plan appears robust. The assessment will consider whether:

- it appears realistic that the tenderer intends to carry out the Committed Operations,*
- the tenderer has an organisational setup capable of operating the Committed Operations,*
- there is a viable market for the Committed Operations, and*
- the tenderer has a credible business plan for operating the Committed Operations using SAF.*

If a tenderer uses this template, the tenderer shall fill in the relevant information marked with yellow colour. Guidelines marked with grey colour may be deleted before submitting the tender.

This document is part of the tender material for the tender of an aid scheme for sustainable aviation fuels (SAF) in domestic aviation. For more information, please visit <https://www.trafikstyrelsen.dk/arbejdsumraader/luftfart/puljer>

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Business plan for the Committed Operations

Tenderer information

[Please complete the following details:]

Name: **[Insert company name of the tenderer]**

Address: **[Insert registered business address]**

CVR No. (Business Registration No.) / VAT No.: **[Insert number]**

Contact Person – Name: **[Insert name and title]**

Contact Person – Email and Telephone: **[Insert contact details]**

I hereby confirm that the information provided in this business plan is accurate and complete to the best of my knowledge.

[Insert name and signature of authorised representative] Date: **[Insert date]**

Business model and route network

[Describe the airline's overall business model, including how the proposed route fits into its existing or planned route network.]

Domestic Air Route

[Specify the Domestic Air Route the airline intends to operate under the scheme.]

Expected start date

[Provide the planned commencement date for the Committed Operations.]

Operational setup of the Committed Operations

Types of aircraft to be used on the Committed Operations

[Insert details]

Planned frequency of operations

[Insert details. If only part of the Operator Route is covered by Committed Operations, please indicate which operations fall within the commitment.]

Expected fuel consumption in MJ on the Committed Operations

[Insert estimate and calculations]

Other relevant operational information

[Insert as applicable]

Market assessment

[Provide an assessment of the market, including the expected market size and your expected market share.]

Fuel supply and SAF commitment

[Attach or summarise the fuel purchase agreement, including SAF blending commitments and terms. Please state if the agreement with the fuel supplier is a fixed price contract.]

Refuelling arrangements

[Indicate the airport(s) where refuelling will take place, and describe any refuelling arrangements.]

Previous operational experience

[Describe any experience operating domestic or international routes, in Denmark or elsewhere.]

Sales and marketing

[Describe the airline's sales and marketing organisation and how the route will be promoted.]

Ownership structure

[Provide a brief overview of the airline's ownership structure.]