

NICE CÔTE D'AZUR
AIRPORT
NETWORK DEVELOPMENT
DEPARTMENT



OPPORTUNITIES SURVEY
CARRIBEAN FROM/TO NICE AIRPORT
Routes Online 2011





2010 - INDIRECT TRAFIC FROM/TO NICE



(source : readjusted BSP IATA)

Summary

Click on the left button to reach the part of your choice

-  **GEO REGION TREND**
-  **NICE-FORT DE FRANCE ROUTE SURVEY**
-  **NICE-POINTE A PITRE ROUTE SURVEY**
-  **INCENTIVE POLICY**



CARRIBEAN – LOCAL TRAFFIC FROM / TO NICE

COUNTRY	2007	2008	2009	2010	VAR 10/09
★ GUADELOUPE	15 149	15 254	12 867	13 015	1%
★ MARTINIQUE	13 709	12 503	11 234	10 401	-7%
DOMINICAN REPUBLIC	9 716	7 647	2 871	4 390	53%
CUBA	4 555	4 396	3 493	4 274	22%
NETHERLANDS ANTILLES	5 311	4 799	3 466	3 204	-8%
HAITI	283	219	445	1 041	134%
BAHAMAS	631	739	658	503	-24%
PUERTO RICO	1 116	1 238	470	430	-9%
CAYMAN ISLANDS	177	147	168	290	73%
ANTIGUA AND BARBUDA	218	202	273	161	-41%
JAMAICA	177	194	257	114	-56%
TRINIDAD AND TOBAGO	74	91	257	62	-76%
BARBADOS	371	368	207	62	-70%
TURCS AND CAICOS ISLANDS	94	60	71	48	-32%
GRENADA	25	39	-	21	
VIRGIN ISLANDS	62	62	20	14	-29%
SAINT LUCIA	42	14	44	9	-81%
ANGUILLA		12	-	-	
SAINT KITTS AND NEVIS		11	-	-	
SAINT VINCENT AND THE GRENADINES	4		5	-	-100%
Total CARRIBEAN	51 714	47 996	36 808	38 040	3%

(source : readjusted BSP IATA)



CARRIBEAN FROM / TO NICE BREAKDOWN BY DIRECT AND INDIRECT TRAFFIC

COUNTRY	2010 DIRECT TRAFFIC	2010 INDIRECT TRAFFIC	% INDIRECT
★GUADELOUPE	-	13 015	100%
★MARTINIQUE	-	10 401	100%
DOMINICAN REPUBLIC	-	4 390	100%
CUBA	-	4 274	100%
NETHERLANDS ANTILLES	-	3 204	100%
HAITI	-	1 041	100%
BAHAMAS	-	503	100%
PUERTO RICO	-	430	100%
CAYMAN ISLANDS	-	290	100%
ANTIGUA AND BARBUDA	-	161	100%
JAMAICA	-	114	100%
TRINIDAD AND TOBAGO	-	62	100%
BARBADOS	-	62	100%
TURCS AND CAICOS ISLANDS	-	48	100%
GRENADA	-	21	100%
VIRGIN ISLANDS	-	14	100%
SAINT LUCIA	-	9	100%
Total CARRIBEAN	-	38 040	100%

(source : readjusted BSP IATA)



Split of local traffic on Carribean destinations from/to Nice


DESTINATION	COUNTRY	2010 DIRECT TRAFFIC	2010 INDIRECT TRAFFIC	%INDIRECT
★ Pointe A Pitre	GUADELOUPE	-	12 523	100,0%
★ Fort De France	MARTINIQUE	-	10 401	100,0%
Havana	CUBA	-	4 241	100,0%
St Maarten	NETHERLANDS ANTILLES	-	3 199	100,0%
Santo Domingo	DOMINICAN REPUBLIC	-	3 174	100,0%
Punta Cana	DOMINICAN REPUBLIC	-	1 091	100,0%
Port Au Prince	HAITI	-	1 041	100,0%
St Barthelemy	GUADELOUPE	-	493	100,0%
San Juan	PUERTO RICO	-	430	100,0%
Nassau	BAHAMAS	-	427	100,0%
Grand Cayman Island	CAYMAN ISLANDS	-	290	100,0%
Saint Johns / Antigua	ANTIGUA AND BARBUDA	-	161	100,0%
Puerto Plata	DOMINICAN REPUBLIC	-	125	100,0%
Montego Bay	JAMAICA	-	90	100,0%
Freeport	BAHAMAS	-	76	100,0%
Bridgetown	BARBADOS	-	62	100,0%
Port Of Spain	TRINIDAD AND TOBAGO	-	58	100,0%
Providenciales	TURCS AND CAICOS ISLANDS	-	48	100,0%
Varadero	CUBA	-	32	100,0%
Kingston	JAMAICA	-	23	100,0%
St Georges/Grenada	GRENADA	-	21	100,0%
Tortola/Beef Island	VIRGIN ISLANDS	-	14	100,0%
St Lucia Hewanorra	SAINT LUCIA	-	9	100,0%
Willemstad / Curacao Island	NETHERLANDS ANTILLES	-	4	100,0%
Tobago	TRINIDAD AND TOBAGO	-	4	100,0%
CARRIBEAN		-	38 040	100,0%

(source : readjusted BSP IATA)

[local traffic = direct traffic + indirect traffic]

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-  **NICE-POINTE A PITRE ROUTE SURVEY**
-  **INCENTIVE POLICY**



DISTANCE

4,447 Miles

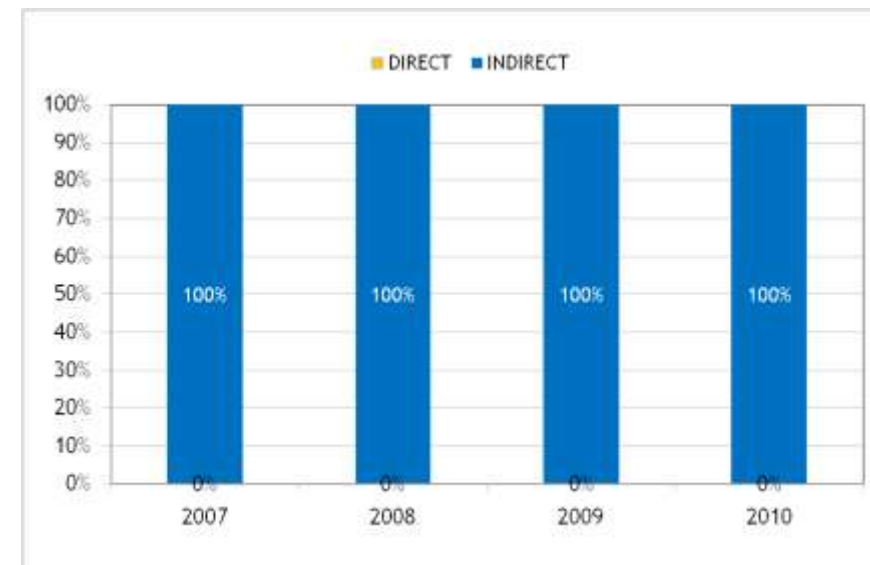
7,157 Kms

PAST PERFORMANCE

No scheduled program on Nice-Fort de France

TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

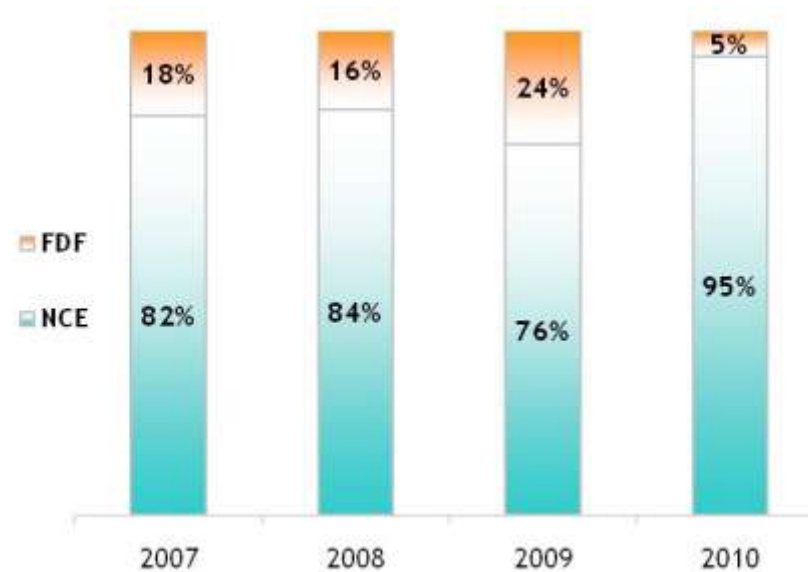
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	10 401		-7%
2009	-	11 234		-10%
2008	-	12 503		-9%
2007	-	13 709		



(source : readjusted BSP IATA)



POINT OF ORIGIN



HIGH FARE TRAFFIC

	2007	2008	2009	2010
HIGH FARE	7%	7%	10%	3%
LOW FARE	93%	93%	90%	97%

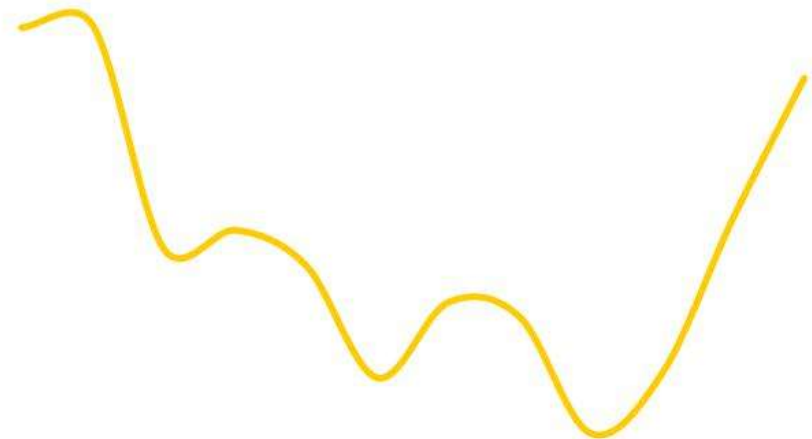
(source : readjusted BSP IATA)



HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
ORY	10 401	100%
Total FDF	10 401	100%





SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
— 2010 IND	16%	17%	8%	9%	7%	3%	6%	5%	1%	3%	9%	15%

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DISTANCE

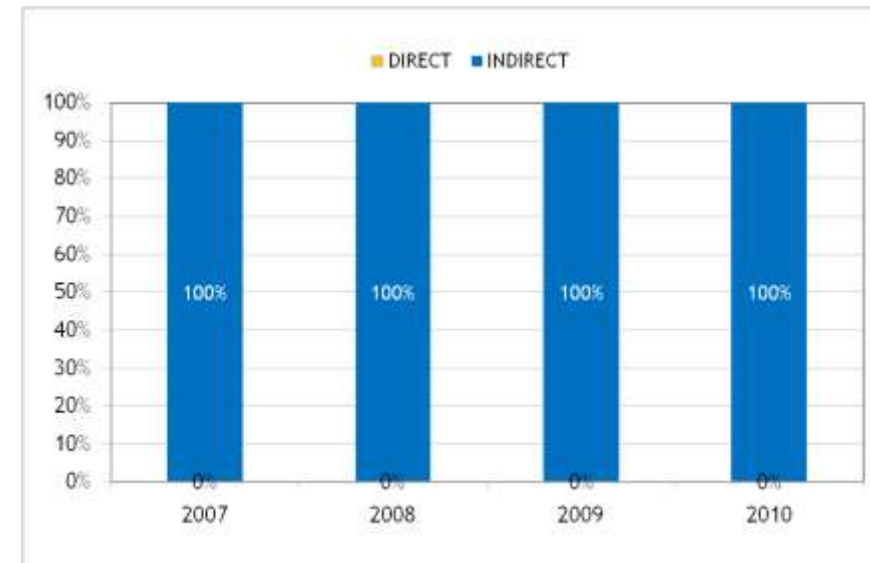
4,397 Miles
7,076 Kms

PAST PERFORMANCE

No scheduled program on Nice-Pointe à Pitre

TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

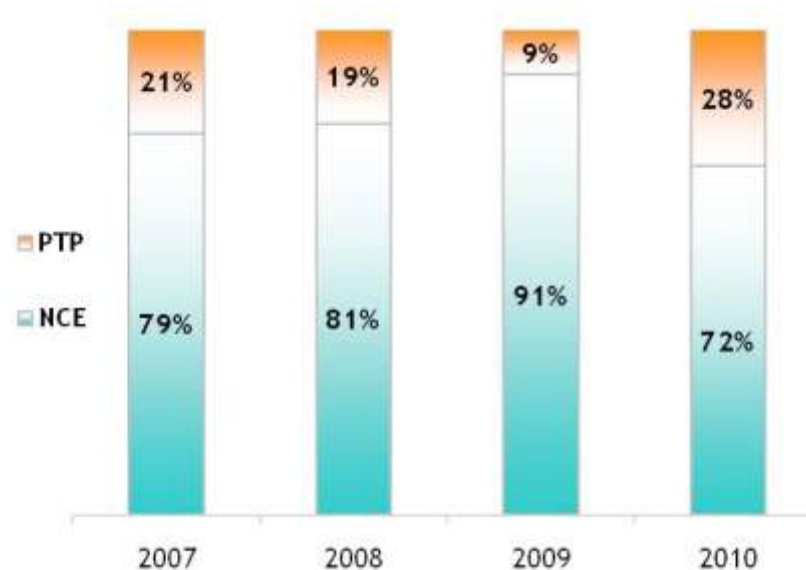
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	12 523		2%
2009	-	12 335		-16%
2008	-	14 600		1%
2007	-	14 434		



(source : readjusted BSP IATA)



POINT OF ORIGIN



HIGH FARE TRAFFIC

	2007	2008	2009	2010
HIGH FARE	9%	7%	4%	3%
LOW FARE	91%	93%	96%	97%

(source : readjusted BSP IATA)



HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
ORY	12 509	100%
CDG	13	0%
Total PTP	12 523	100%





SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
— 2010 IND	12%	11%	6%	8%	9%	3%	20%	6%	3%	5%	9%	7%

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NICE CÔTE D'AZUR AIRPORT NETWORK DEVELOPMENT DEPARTMENT

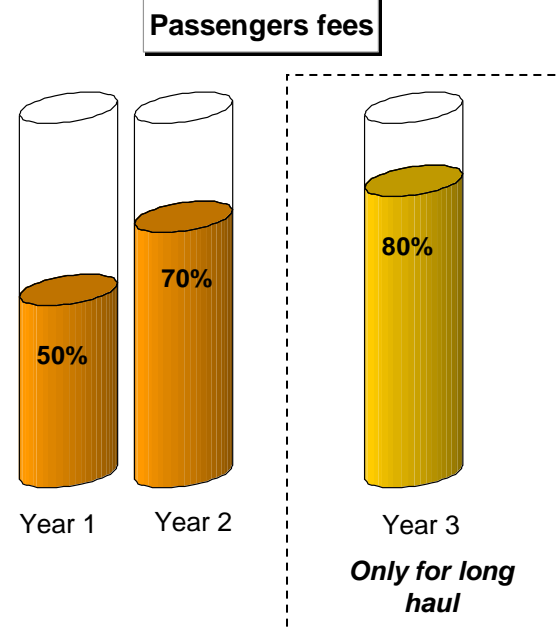
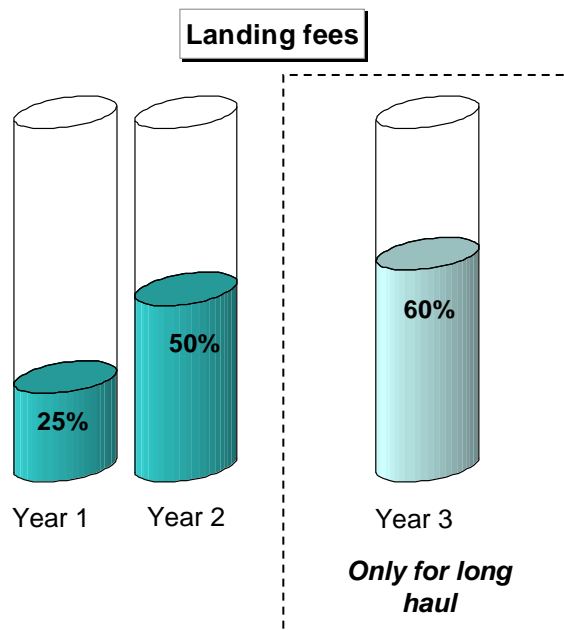


NICE AIRPORT INCENTIVE POLICY

2011 Incentive policy



Open a new destination
and pay only...



See conditions for application

2011 Incentive policy



Open a new destination and pay only...

Conditions for application – Short and medium haul

1. The route hasn't been operated for at least 12 months by the same airline
2. The route has to be operated for at least one aeronautical season and on the minimum basis of 24 rotations during summer and/or 16 rotations during winter
3. Night flight excluded (from 22:00 pm to 06:00 am local time)
4. The catchment area of the new destination must be independent of any other served catchment area from/to Nice
5. If a second airline operates the same new route, the latter will benefit from the same discount application for the remaining period

Conditions for application – Long haul

1. The route must be equal or longer than 3,400 km
2. The route hasn't been operated for at least 12 months by the same airline
3. The route has to be operated for at least one aeronautical season and on the minimum basis of 16 rotations during summer and/or 12 rotations during winter
4. Night flight excluded (from 22:00 pm to 06:00 am local time)
5. The catchment area of the new destination must be independent of any other served catchment area from/to Nice
6. If a second airline operates the same new route, the latter will benefit from the same discount application for the remaining period

Before each aeronautical season, a committee composed by Aéroports de la Côte d'Azur, 2 major Airlines, CSTA, SCARA, ratifies the discount applications for each new route.

2011 Incentive policy



**Develop your traffic at Nice
and be awarded with our BONUS !**

Winter Season

Overpass Nice Airport's growth objective of 3% for winter season 2011/2012

And be awarded with a **bonus of €5 excl. VAT**, per extra departing passenger, above the airport's winter growth objective

Summer Season

Overpass Nice Airport's growth objective of 4,7% for summer season 2011

And be awarded with a **bonus of €1.5 excl. VAT**, per extra departing passenger, above the airport's summer growth objective



See conditions for application

2011 Incentive policy



**Develop your traffic at Nice
and be awarded with our BONUS !**

Conditions for application

1. Unscheduled routes are excluded
2. Night flight excluded (from 22:00 pm to 06:00 am local time)



If you need more information
or a more detailed survey
please contact us :

[The Nice Airport
Network Development Team](#)

