

NICE CÔTE D'AZUR
AIRPORT
NETWORK DEVELOPMENT
DEPARTMENT



OPPORTUNITIES SURVEY
CENTRAL AND EAST EUROPE FROM/TO NICE AIRPORT
Routes Online 2011

2010 - INDIRECT TRAFIC FROM/TO NICE



(source : readjusted BSP IATA)

ROUTE SURVEYS

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

-  **GEO REGION TREND**
-  **NICE-BELGRADE**
-  **NICE-BUDAPEST**
-  **NICE-KRAKOW**
-  **NICE-PRAGUE**
-  **NICE-SOFIA**
-  **NICE-ST PETERSBURG**
-  **NICE-TALLINN**
-  **NICE-VILNIUS**
-  **INCENTIVE POLICY**



CENTRAL AND EAST EUROPE LOCAL TRAFFIC FROM / TO NICE

(source : readjusted BSP IATA)

COUNTRY	2007	2008	2009	2010	VAR 10/09
★ RUSSIAN FEDERATION	81 330	130 236	107 845	135 919	26%
★ POLAND	41 976	39 080	40 023	49 924	25%
ROMANIA	22 023	26 333	29 658	44 724	51%
★ CZECH REPUBLIC	27 575	25 853	19 720	22 609	15%
UKRAINE	15 335	19 888	15 655	19 118	22%
★ HUNGARY	24 098	14 980	15 215	18 459	21%
★ ESTONIA	5 832	7 246	4 243	9 393	121%
★ BULGARIA	9 378	12 482	9 153	8 076	-12%
★ LITHUANIA	5 555	6 955	4 290	8 075	88%
LATVIA	5 814	11 033	18 521	7 687	-58%
CROATIA	5 383	5 799	4 130	5 491	33%
★ REPUBLIC OF SERBIA	5 841	6 142	3 557	4 497	26%
SLOVENIA	1 591	2 014	1 490	768	-48%
ALBANIA	322	861	529	741	40%
ARMENIA	2 317	968	1 716	667	-61%
BELARUS	525	426	633	651	3%
MOLDAVIA	664	458	317	643	103%
BOSNIA AND HERZEGOWINA	567	817	487	454	-7%
GEORGIA	824	291	366	410	12%
MACEDONIA	288	261	261	267	2%
SLOVAKIA	426	362	175	258	47%
MONTENEGRO	192	303	183	183	0%
Total CENTRAL AND EAST EUROPE	257 856	312 786	278 168	339 013	22%

[local traffic = direct traffic + indirect traffic]



CENTRAL AND EAST EUROPE FROM / TO NICE BREAKDOWN BY DIRECT AND INDIRECT TRAFFIC

COUNTRY	2010 DIRECT TRAFFIC	2010 INDIRECT TRAFFIC	% INDIRECT
★ RUSSIAN FEDERATION	93 839	42 080	31%
★ POLAND	21 910	28 014	56%
★ CZECH REPUBLIC	-	22 609	100%
★ HUNGARY	-	18 459	100%
ROMANIA	30 572	14 152	32%
UKRAINE	7 547	11 571	61%
★ BULGARIA	-	8 076	100%
★ LITHUANIA	-	8 075	100%
CROATIA	-	5 491	100%
★ ESTONIA	3 903	5 490	58%
★ REPUBLIC OF SERBIA	-	4 497	100%
LATVIA	4 286	3 401	44%
SLOVENIA	-	768	100%
ALBANIA	-	741	100%
ARMENIA	-	667	100%
BELARUS	-	651	100%
MOLDAVIA	-	643	100%
BOSNIA AND HERZEGOWINA	-	454	100%
GEORGIA	-	410	100%
MACEDONIA	-	267	100%
SLOVAKIA	-	258	100%
MONTENEGRO	-	183	100%
Total CENTRAL AND EAST EUROPE	162 057	176 955	52%

(source : readjusted BSP IATA)



Split of local traffic on Central and East Europe destinations (excl. Russian Federation and Poland) from/to Nice

(source : readjusted BSP IATA)

DESTINATION	COUNTRY	2010 DIRECT TRAFFIC	2010 INDIRECT TRAFFIC	%INDIRECT
Bucharest	ROMANIA	30 572	11 455	27,3%
Kiev	UKRAINE	7 547	9 031	54,5%
Riga	LATVIA	4 286	3 401	44,2%
★ Tallinn	ESTONIA	3 903	5 034	56,3%
★ Prague	CZECH REPUBLIC	-	22 532	100,0%
★ Budapest	HUNGARY	-	18 459	100,0%
★ Sofia	BULGARIA	-	7 500	100,0%
★ Vilnius	LITHUANIA	-	7 001	100,0%
★ Belgrade	REPUBLIC OF SERBIA	-	4 362	100,0%
Split	CROATIA	-	2 039	100,0%
Zagreb	CROATIA	-	1 700	100,0%
Dubrovnik	CROATIA	-	1 645	100,0%
Timisoara	ROMANIA	-	1 332	100,0%
Odessa	UKRAINE	-	1 158	100,0%
Ljubljana	SLOVENIA	-	768	100,0%
Palanga	LITHUANIA	-	744	100,0%
Tirana	ALBANIA	-	741	100,0%
Cluj	ROMANIA	-	717	100,0%
Yerevan	ARMENIA	-	667	100,0%
Minsk	BELARUS	-	651	100,0%
Kishinev	MOLDAVIA	-	643	100,0%
Varna	BULGARIA	-	558	100,0%
Dnepropetrovsk	UKRAINE	-	509	100,0%
Donetsk	UKRAINE	-	464	100,0%
Tartu	ESTONIA	-	456	100,0%
Sarajevo	BOSNIA AND HERZEGOWINA	-	454	100,0%
Tbilisi	GEORGIA	-	410	100,0%
OTHERS		-	2 432	100,0%
CENTRAL&EAST EUROPE (Excl. Russian Federation&Poland)		46 308	106 862	69,8%

[local traffic = direct
traffic + indirect traffic]



Split of local traffic on Russian Federation from/to Nice

DESTINATION	2010 DIRECT TRAFFIC	2010 INDIRECT TRAFFIC	%INDIRECT
Moscow Sheremetyevo	79 446	9 643	10,8%
★ St Petersburg	14 394	8 034	35,8%
Moscow Domodedovo	-	17 160	100,0%
Ekaterinburg	-	2 727	100,0%
Samara	-	754	100,0%
Rostov	-	658	100,0%
Novosibirsk	-	498	100,0%
Chelyabinsk	-	428	100,0%
Omsk	-	363	100,0%
Perm	-	338	100,0%
Krasnodar	-	333	100,0%
Ufa	-	240	100,0%
Kaliningrad	-	190	100,0%
Kazan	-	167	100,0%
Krasnojarsk	-	150	100,0%
Others	-	396	100,0%
RUSSIAN FEDERATION	93 839	42 080	31,0%

(source : readjusted BSP IATA)

[local traffic = direct traffic + indirect traffic]



Split of local traffic on Poland from/to Nice

DESTINATION	2010 DIRECT TRAFFIC	2010 INDIRECT TRAFFIC	%INDIRECT
Warsaw	21 910	12 429	36,2%
★ Krakow	-	5 368	100,0%
Gdansk	-	4 393	100,0%
Wroclaw	-	2 134	100,0%
Poznan	-	2 099	100,0%
Katowice	-	1 412	100,0%
Rzeszow	-	124	100,0%
Szczecin	-	49	100,0%
Bydgoszcz	-	5	100,0%
POLAND	21 910	28 014	56,1%

(source : readjusted BSP IATA)

[local traffic = direct traffic + indirect traffic]

ROUTE SURVEYS

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

-  **GEO REGION TREND**
-  **NICE-BELGRADE**
-  **NICE-BUDAPEST**
-  **NICE-KRAKOW**
-  **NICE-PRAGUE**
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-  **NICE-ST PETERSBURG**
-  **NICE-TALLINN**
-  **NICE-VILNIUS**
-  **INCENTIVE POLICY**



DISTANCE

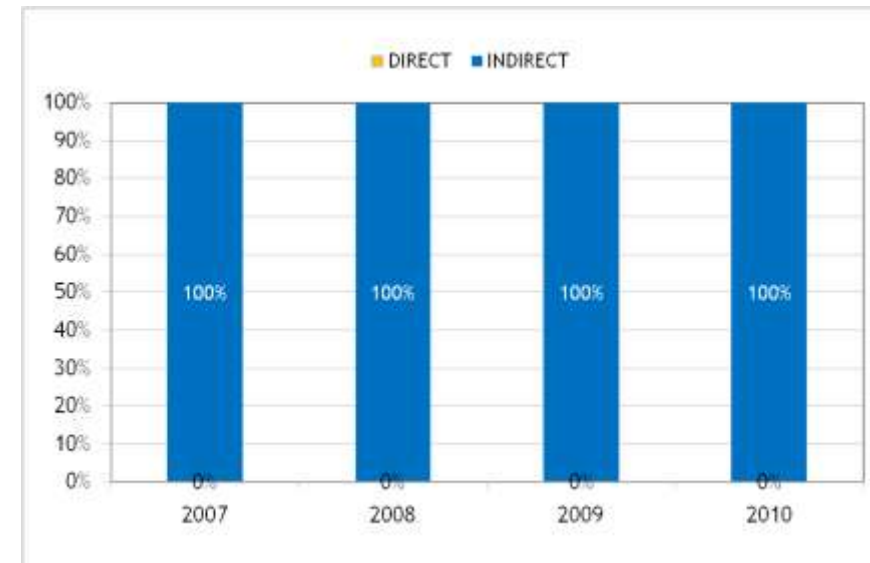
654 Miles
1,053 Kms

PAST PERFORMANCE

No scheduled program on Nice-Belgrade

TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

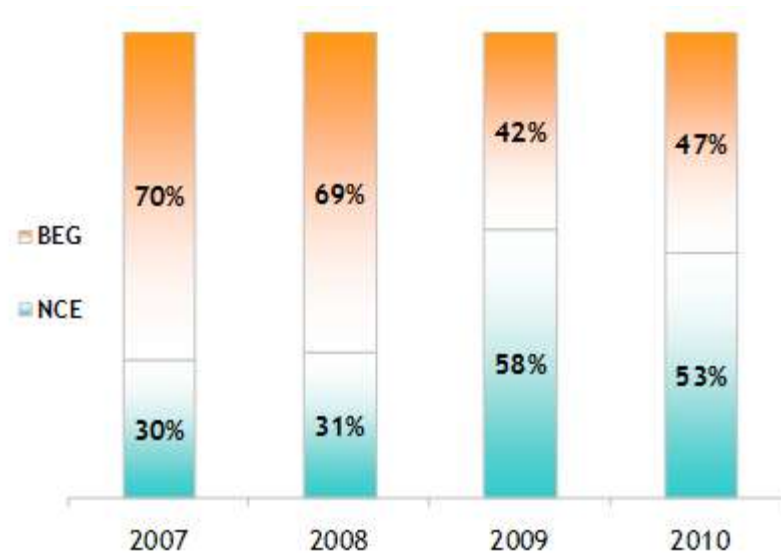
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	4 362		26%
2009	-	3 464		-42%
2008	-	5 944		7%
2007	-	5 565		



(source : readjusted BSP IATA)



POINT OF ORIGIN



HIGH FARE TRAFFIC

	2007	2008	2009	2010
HIGH FARE	18%	19%	28%	33%
LOW FARE	82%	81%	72%	67%

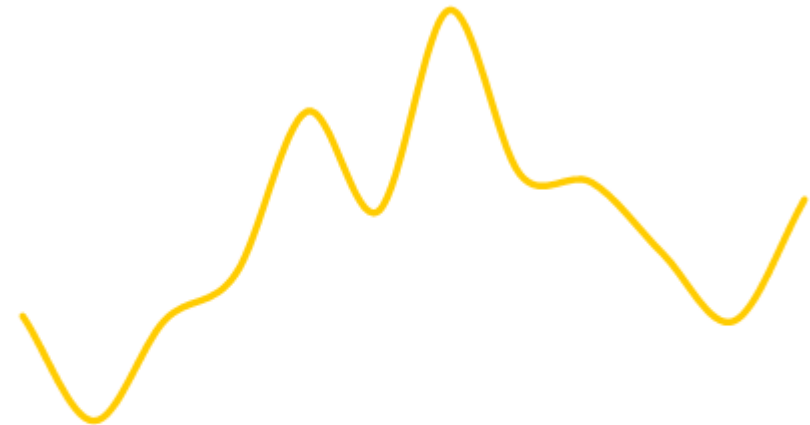
(source : readjusted BSP IATA)



HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
MUC	1 629	37%
VIE	1 532	35%
ZRH	478	11%
CDG	318	7%
FRA	301	7%
OTHERS	104	2%
Total BEG	4 362	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	5%	2%	5%	7%	13%	9%	16%	10%	10%	8%	5%	9%

ROUTE SURVEYS

Click on the left
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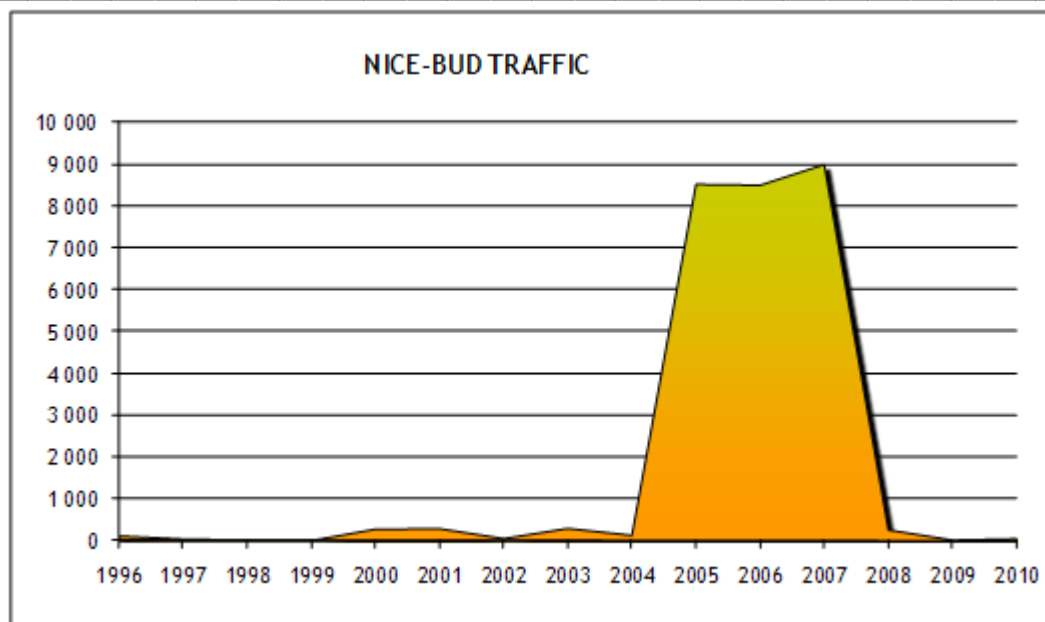
- ▶ **GEO REGION TREND**
- ▶ **NICE-BELGRADE**
- ▶ **NICE-BUDAPEST**
- ▶ **NICE-KRAKOW**
- ▶ **NICE-PRAGUE**
- ▶ **NICE-SOFIA**
- ▶ **NICE-ST PETERSBURG**
- ▶ **NICE-TALLINN**
- ▶ **NICE-VILNIUS**
- ▶ **INCENTIVE POLICY**



PAST PERFORMANCE

Summer 2011
No direct service

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010	
BUDAPEST	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W
SKYEUROPE																			3		3		3							



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
124	50	29	16	286	298	63	306	140	8 525	8 503	8 996	269	27	55

DIRECT + BEYOND PASSENGERS

(source : Statistics Nice Côte d'Azur Airport)



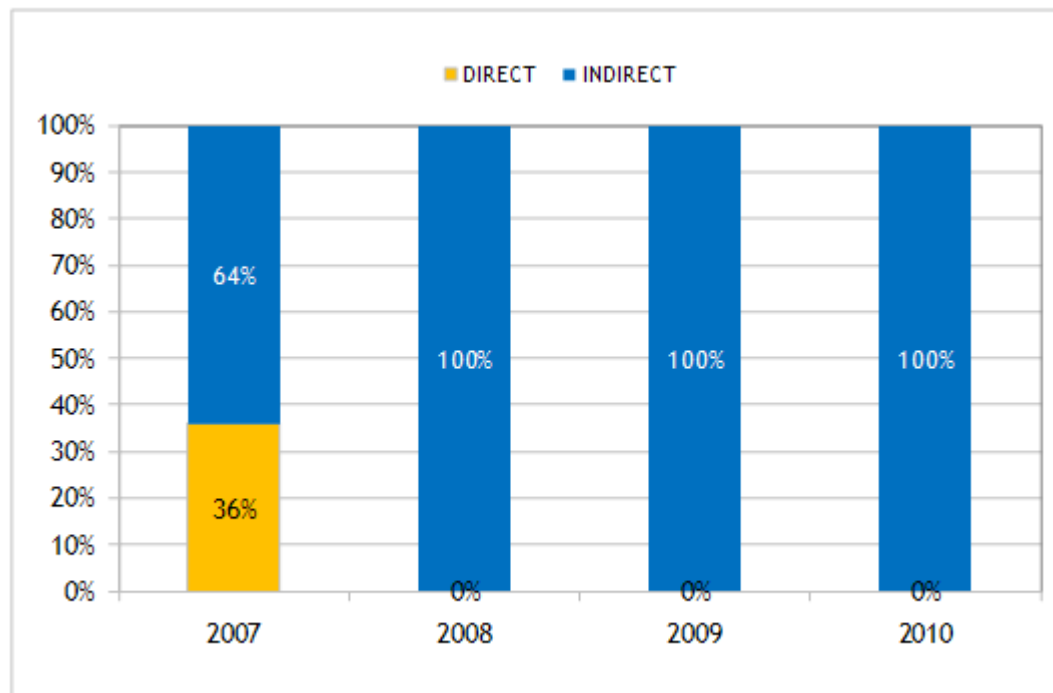
DISTANCE

638 Miles

1,027 Kms

TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

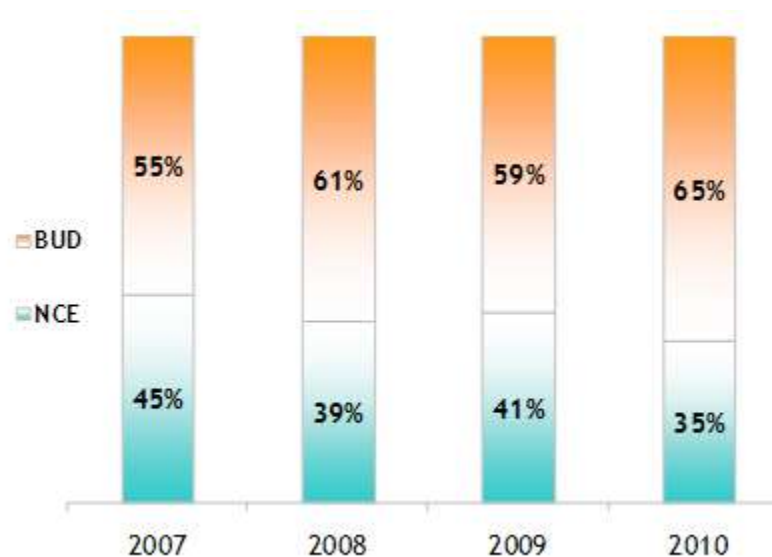
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	18 459		21%
2009	-	15 215		2%
2008	-	14 980	-100%	-3%
2007	8 658	15 440		



(source : readjusted BSP IATA)



POINT OF ORIGIN



HIGH FARE TRAFFIC

	2007	2008	2009	2010
HIGH FARE	19%	24%	20%	28%
LOW FARE	81%	76%	80%	72%

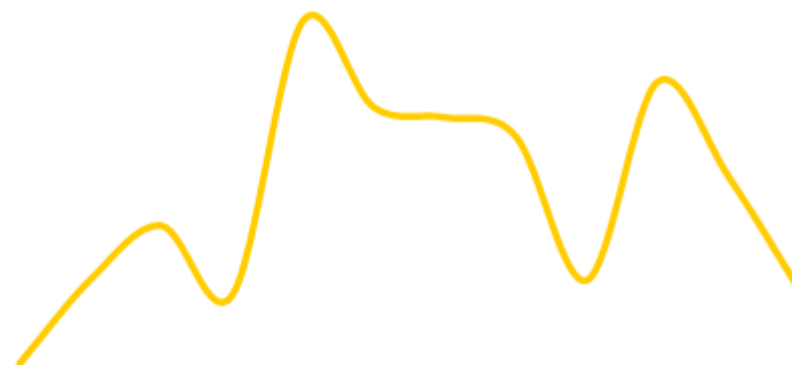
(source : readjusted BSP IATA)



HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
MUC	5 513	30%
ZRH	5 168	28%
VIE	2 325	13%
CDG	2 314	13%
FRA	1 477	8%
BRU	761	4%
OTHERS	901	5%
Total BUD	18 459	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	4%	6%	8%	6%	13%	11%	10%	10%	6%	11%	9%	6%

ROUTE SURVEYS

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-  **NICE-ST PETERSBURG**
-  **NICE-TALLINN**
-  **NICE-VILNIUS**
-  **INCENTIVE POLICY**



DISTANCE

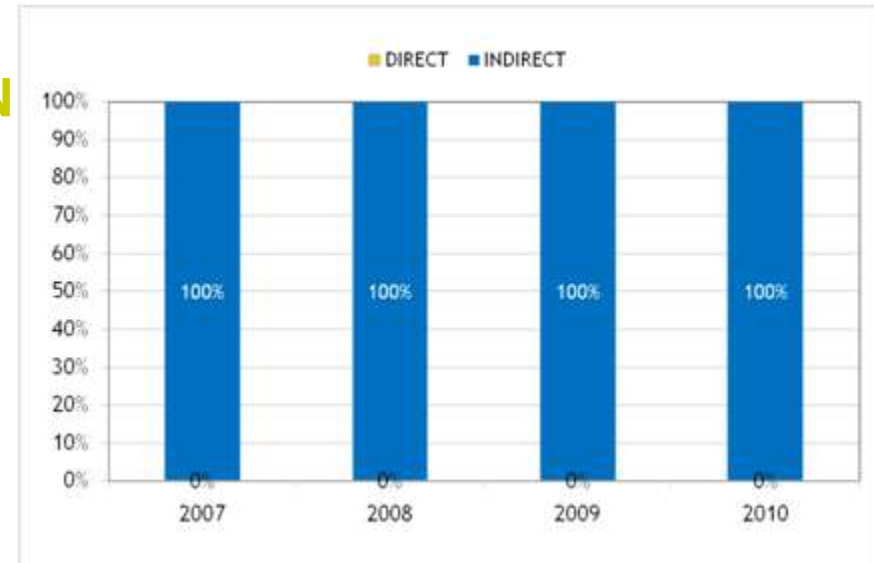
741 Miles
1,193 Kms

PAST PERFORMANCE

No scheduled program on Nice-Krakow

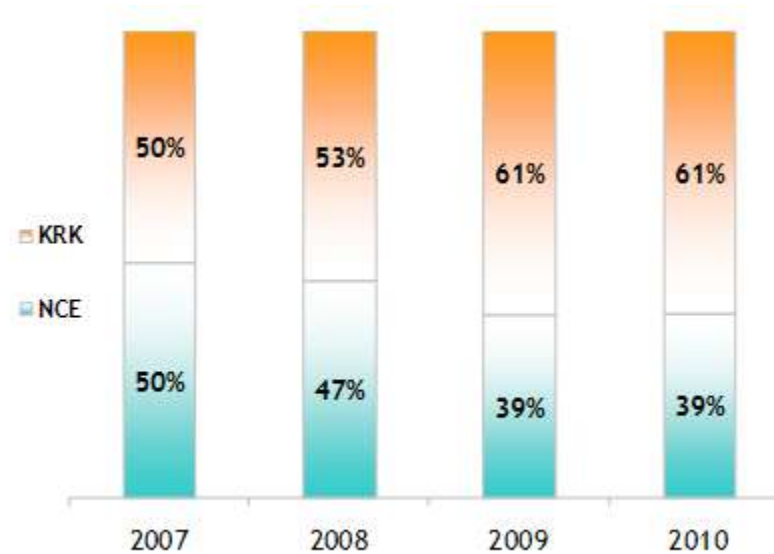
TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	5 368		93%
2009	-	2 787		6%
2008	-	2 620		-12%
2007	-	2 972		





POINT OF ORIGIN



HIGH FARE TRAFFIC

	2007	2008	2009	2010
HIGH FARE	26%	25%	20%	44%
LOW FARE	74%	75%	80%	56%

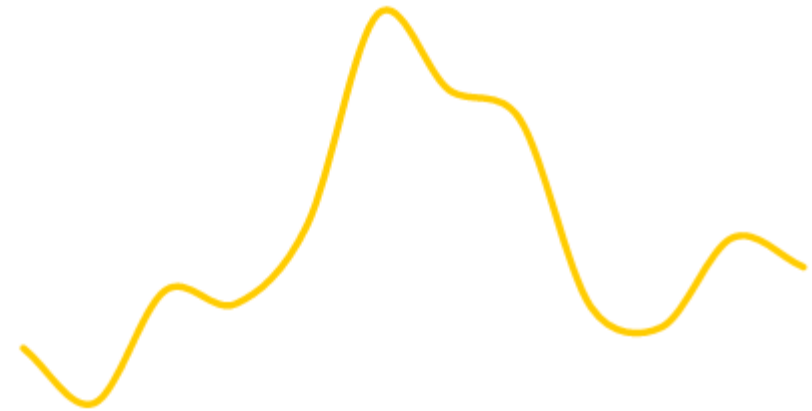
(source : readjusted BSP IATA)



HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
MUC	2 017	38%
VIE	1 827	34%
FRA	659	12%
WAW	635	12%
OTHERS	230	4%
Total KRK	5 368	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	5%	3%	7%	6%	9%	16%	14%	13%	6%	5%	9%	8%

ROUTE SURVEYS

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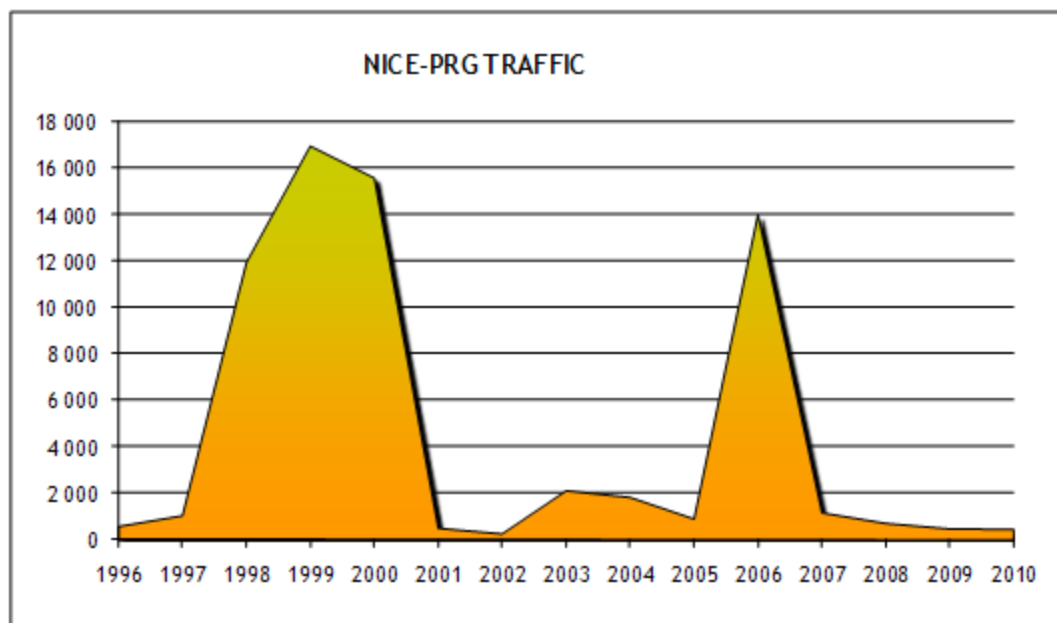
-  **GEO REGION TREND**
-  **NICE-BELGRADE**
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-  **INCENTIVE POLICY**



PAST PERFORMANCE

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010	
PRAGUE	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W
CZECH AIRLINES					4	4	4	4	4																					
SKYEUROPE																							3							

Summer 2011
2 weekly services



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
599	1 058	11 973	16 982	15 605	519	278	2 138	1 850	919	14 026	1 185	731	497	474

DIRECT + BEYOND PASSENGERS

(source : Statistics Nice Côte d'Azur Airport)



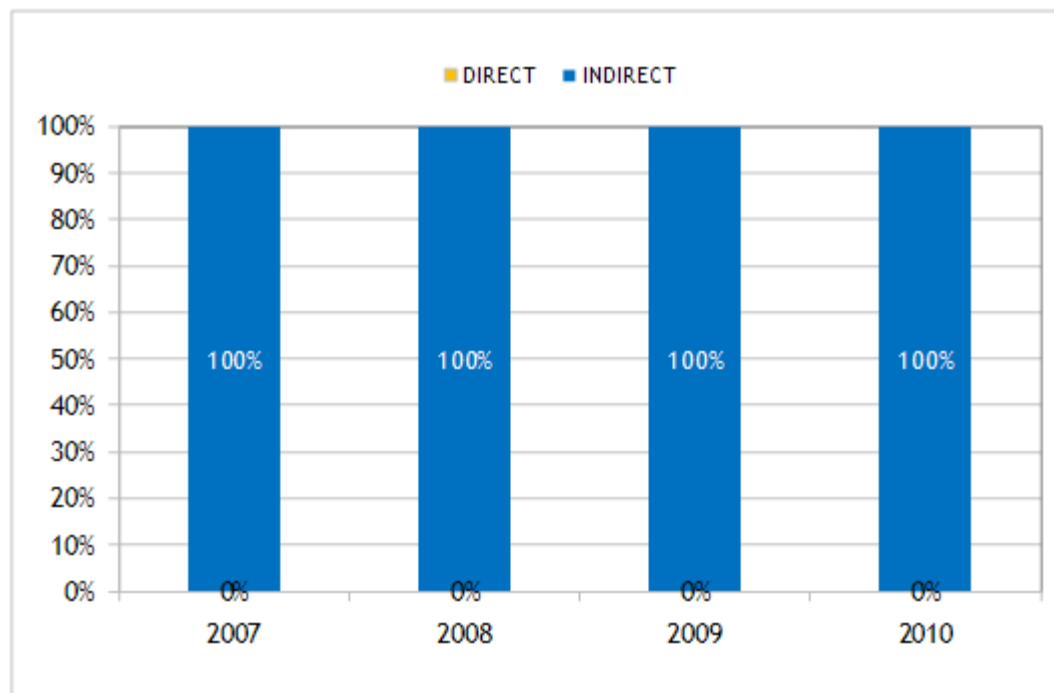
DISTANCE

555 Miles

893 Kms

TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

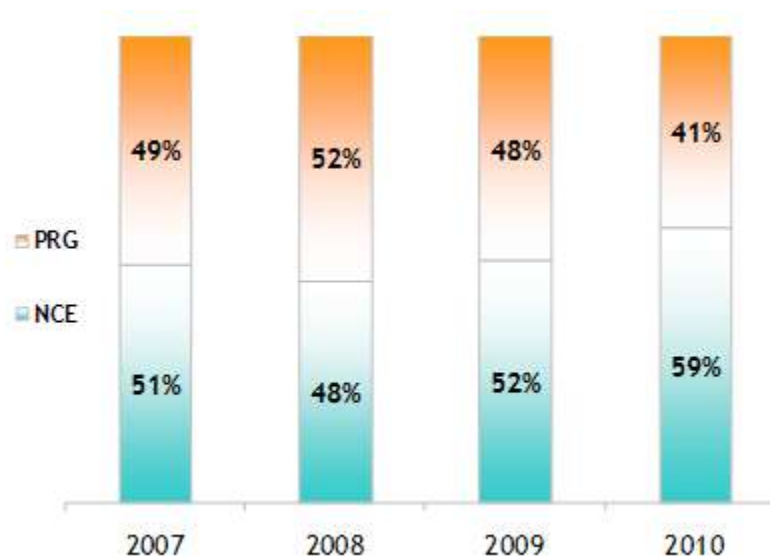
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	22 532		15%
2009	-	19 618		-24%
2008	-	25 702		-6%
2007	-	27 226		



(source : readjusted BSP IATA)



POINT OF ORIGIN



HIGH FARE TRAFFIC

	2007	2008	2009	2010
HIGH FARE	25%	21%	29%	32%
LOW FARE	75%	79%	71%	68%

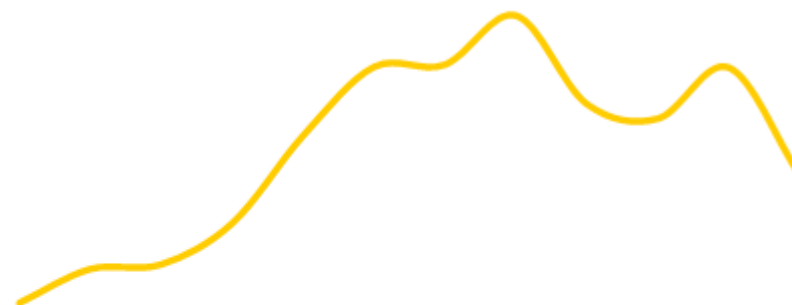
(source : readjusted BSP IATA)



HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
FRA	4 657	21%
ZRH	4 305	19%
VIE	3 321	15%
MUC	2 997	13%
LYS	2 476	11%
CDG	2 049	9%
BRU	1 069	5%
SXB	584	3%
DUS	337	1%
ORY	246	1%
AMS	150	1%
OTHERS	342	2%
Total PRG	22 532	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	4%	5%	5%	6%	9%	11%	11%	12%	10%	9%	11%	8%

ROUTE SURVEYS

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DISTANCE

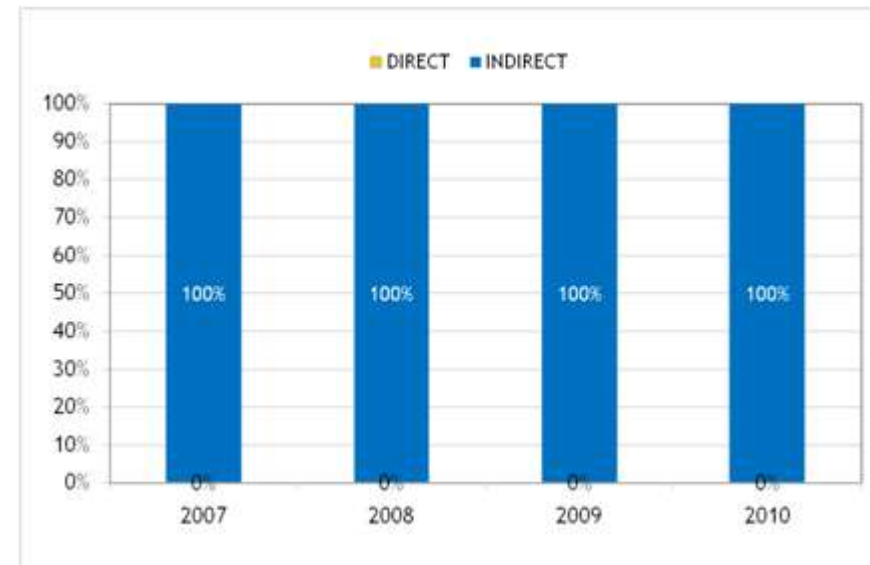
819 Miles
1,318 Kms

PAST PERFORMANCE

No scheduled program on Nice-Sofia

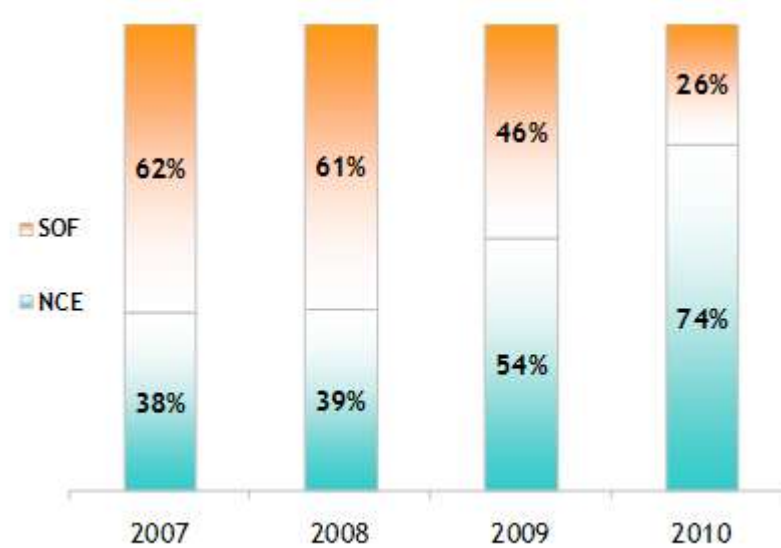
TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	7 500		-12%
2009	-	8 503		-28%
2008	-	11 742		38%
2007	-	8 518		





POINT OF ORIGIN



HIGH FARE TRAFFIC

	2007	2008	2009	2010
HIGH FARE	18%	18%	27%	31%
LOW FARE	82%	82%	73%	69%

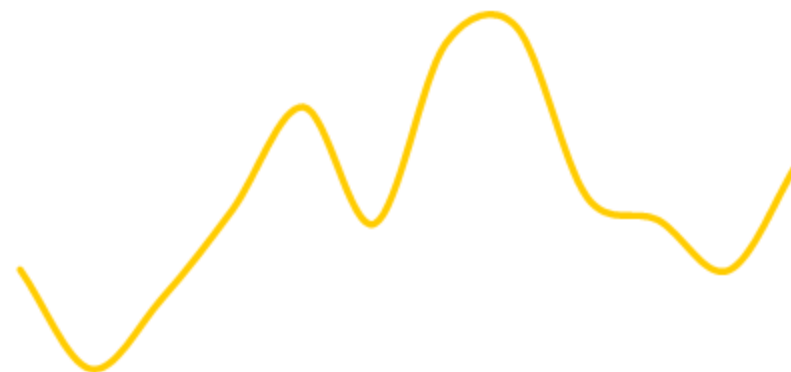
(source : readjusted BSP IATA)



HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
VIE	2 579	34%
MUC	1 855	25%
ZRH	1 783	24%
CDG	656	9%
FRA	426	6%
OTHERS	200	3%
Total SOF	7 500	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	6%	3%	5%	8%	11%	8%	13%	14%	8%	8%	6%	10%

ROUTE SURVEYS

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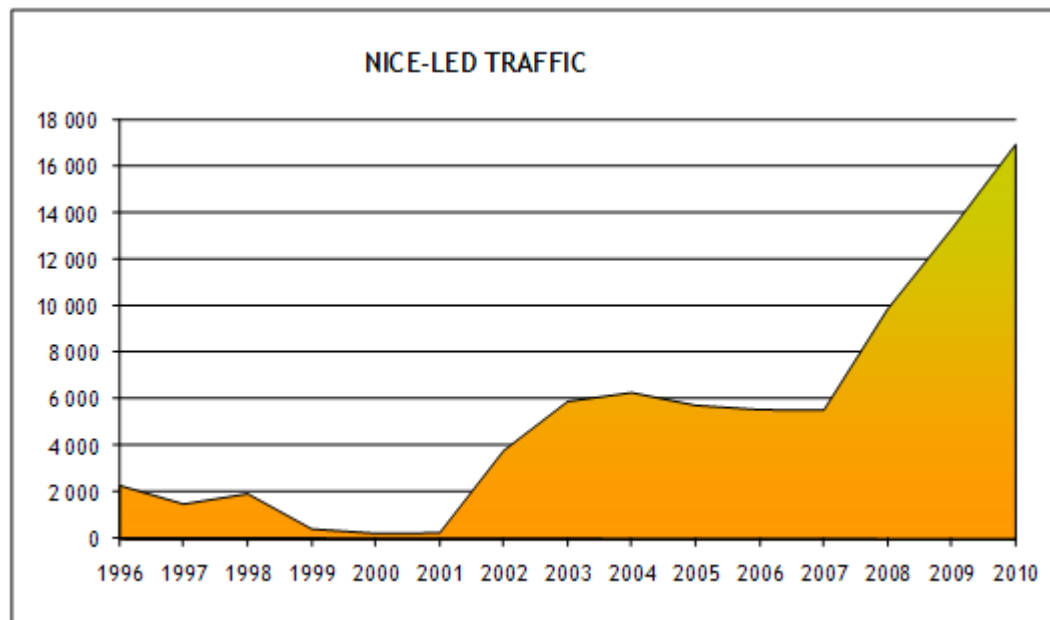
- ▶ **GEO REGION TREND**
- ▶ **NICE-BELGRADE**
- ▶ **NICE-BUDAPEST**
- ▶ **NICE-KRAKOW**
- ▶ **NICE-PRAGUE**
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- ▶ **NICE-ST PETERSBURG**
- ▶ **NICE-TALLINN**
- ▶ **NICE-VILNIUS**
- ▶ **INCENTIVE POLICY**



PAST PERFORMANCE

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010		
ST PETERSBURG	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	
ROSSIYA																								2		3	1	3	2	3	2

Summer 2011
4 weekly services



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2 310	1 513	1 956	444	251	273	3 817	5 931	6 312	5 759	5 579	5 552	9 915	13 353	17 001

DIRECT + BEYOND PASSENGERS

(source : Statistics Nice Côte d'Azur Airport)



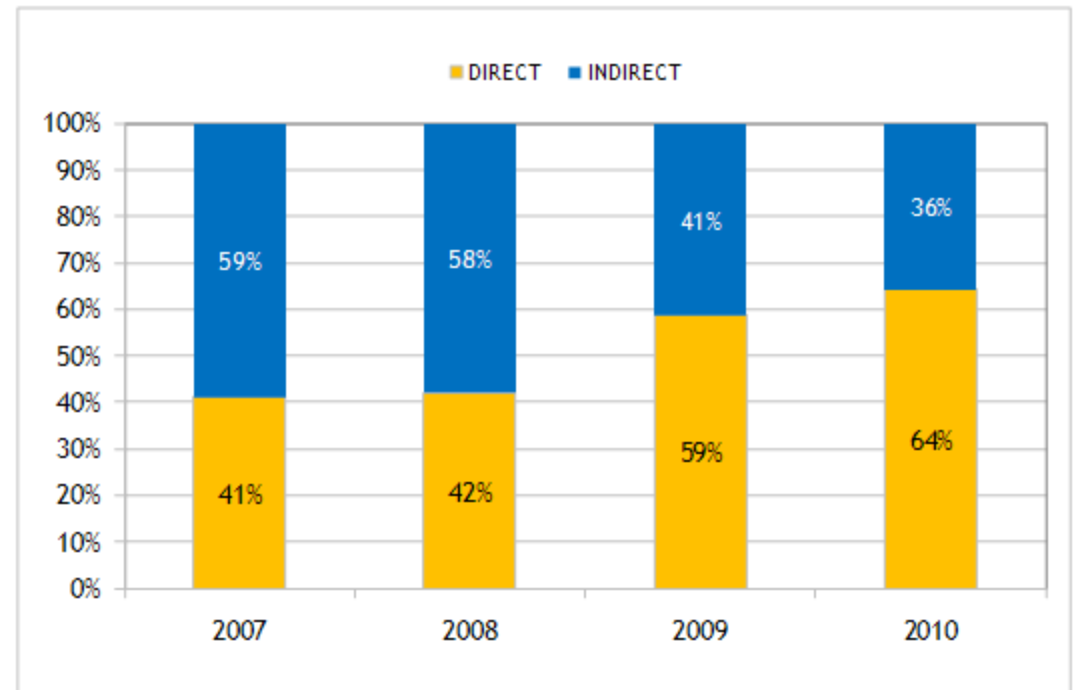
DISTANCE

1,477 Miles

2,377 Kms

TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

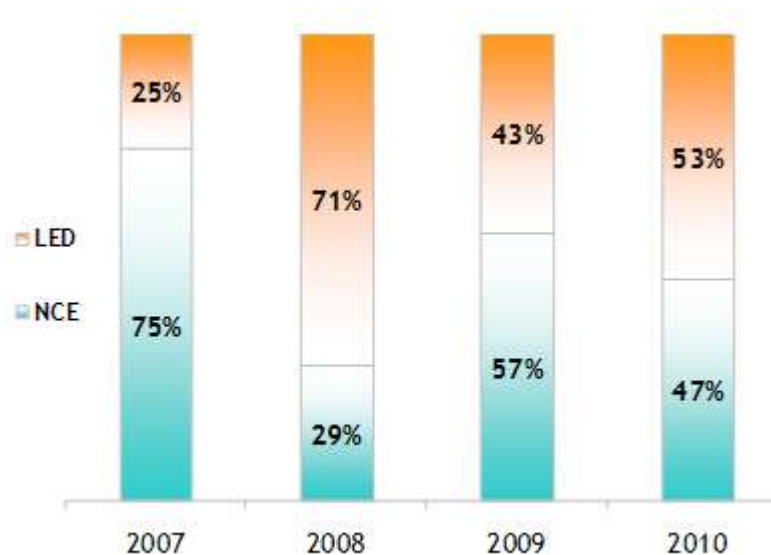
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	14 394	8 034	43%	13%
2009	10 058	7 105	7%	-45%
2008	9 363	12 952	115%	107%
2007	4 350	6 242		



(source : readjusted BSP IATA)



POINT OF ORIGIN



HIGH FARE TRAFFIC

	2007	2008	2009	2010
HIGH FARE	30%	37%	23%	33%
LOW FARE	70%	63%	77%	67%

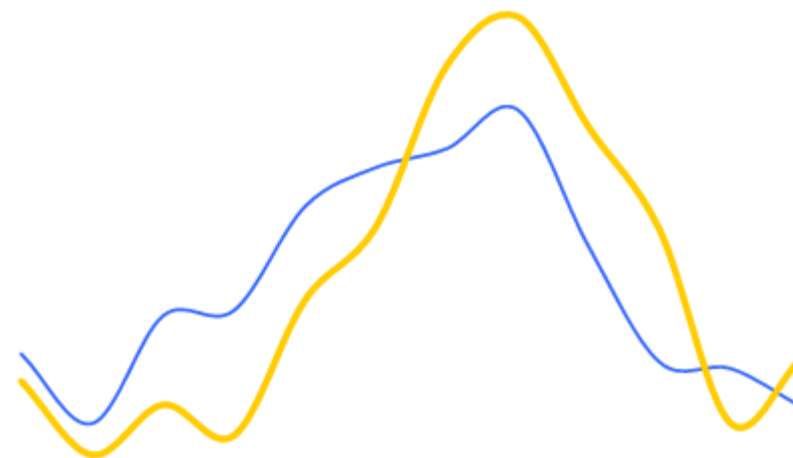
(source : readjusted BSP IATA)



HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
FRA	1 965	24%
MUC	1 328	17%
ZRH	1 153	14%
VIE	1 110	14%
CDG	782	10%
RIX	706	9%
SVO	662	8%
OTHERS	328	4%
Total LED	8 034	100%

SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	6%	3%	7%	7%	11%	13%	14%	15%	10%	5%	5%	4%
— 2010 IND	5%	2%	4%	3%	8%	11%	17%	19%	14%	10%	3%	6%

ROUTE SURVEYS

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

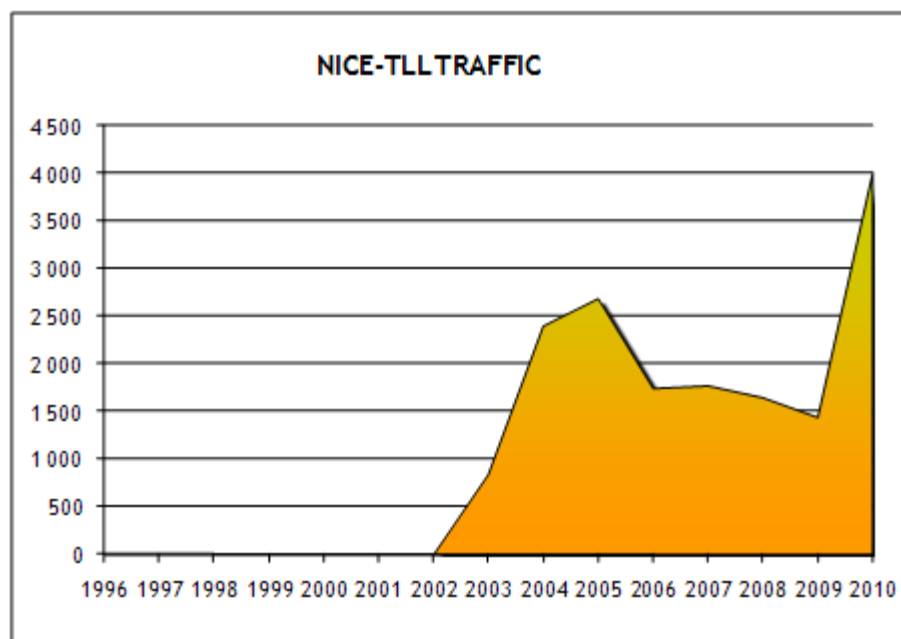
- ▶ **GEO REGION TREND**
- ▶ **NICE-BELGRADE**
- ▶ **NICE-BUDAPEST**
- ▶ **NICE-KRAKOW**
- ▶ **NICE-PRAGUE**
- ▶ **NICE-SOFIA**
- ▶ **NICE-ST PETERSBURG**
- ▶ **NICE-TALLINN**
- ▶ **NICE-VILNIUS**
- ▶ **INCENTIVE POLICY**



PAST PERFORMANCE

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010			
TALLINN	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W	S	W		
ESTONIAN AIR																															1	0

Summer 2011
1 weekly service



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
							846	2 408	2 697	1 752	1 779	1 654	1 446	4 021

DIRECT + BEYOND PASSENGERS

(source : Statistics Nice Côte d'Azur Airport)



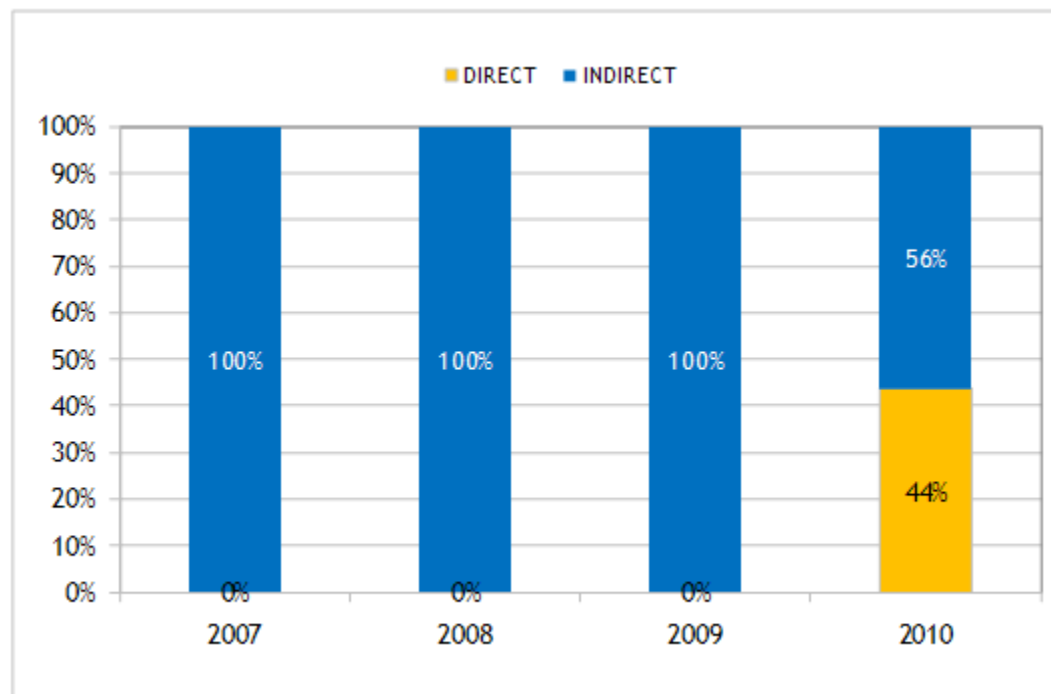
DISTANCE

1,318 Miles

2,121 Kms

TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

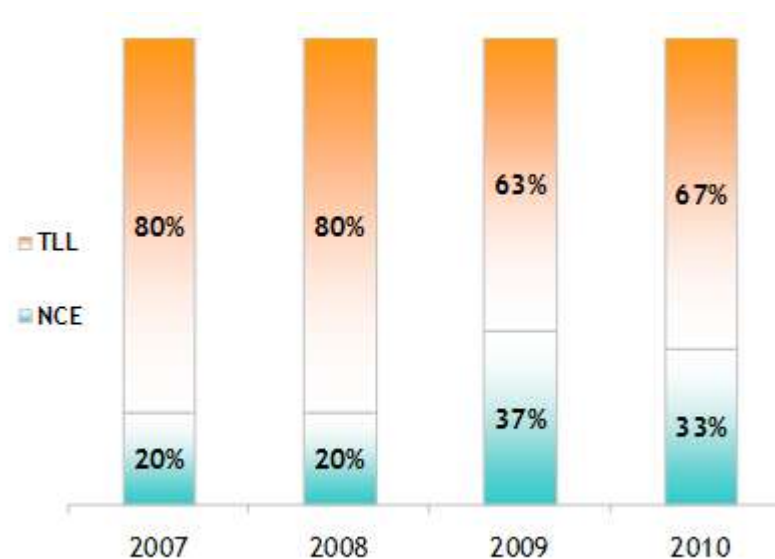
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	3 903	5 034		21%
2009	-	4 162		-43%
2008	-	7 246		24%
2007	-	5 832		



(source : readjusted BSP IATA)



POINT OF ORIGIN



HIGH FARE TRAFFIC

	2007	2008	2009	2010
HIGH FARE	16%	33%	37%	34%
LOW FARE	84%	67%	63%	66%

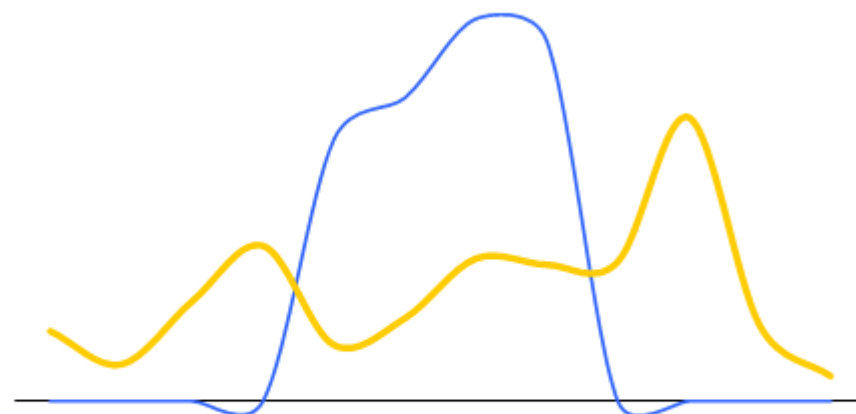
(source : readjusted BSP IATA)



HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
CPH	1 641	33%
FRA	1 244	25%
RIX	1 058	21%
MUC	562	11%
OSL	230	5%
AMS	190	4%
OTHERS	108	2%
Total TLL	5 034	100%

SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	0%	0%	0%	0%	20%	23%	29%	28%	0%	0%	0%	0%
— 2010 IND	5%	3%	8%	12%	4%	6%	11%	10%	11%	22%	6%	2%

ROUTE SURVEYS

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

-  **GEO REGION TREND**
-  **NICE-BELGRADE**
-  **NICE-BUDAPEST**
-  **NICE-KRAKOW**
-  **NICE-PRAGUE**
-  **NICE-SOFIA**
-  **NICE-ST PETERSBURG**
-  **NICE-TALLINN**
-  **NICE-VILNIUS**
-  **INCENTIVE POLICY**



DISTANCE

1,110 Miles

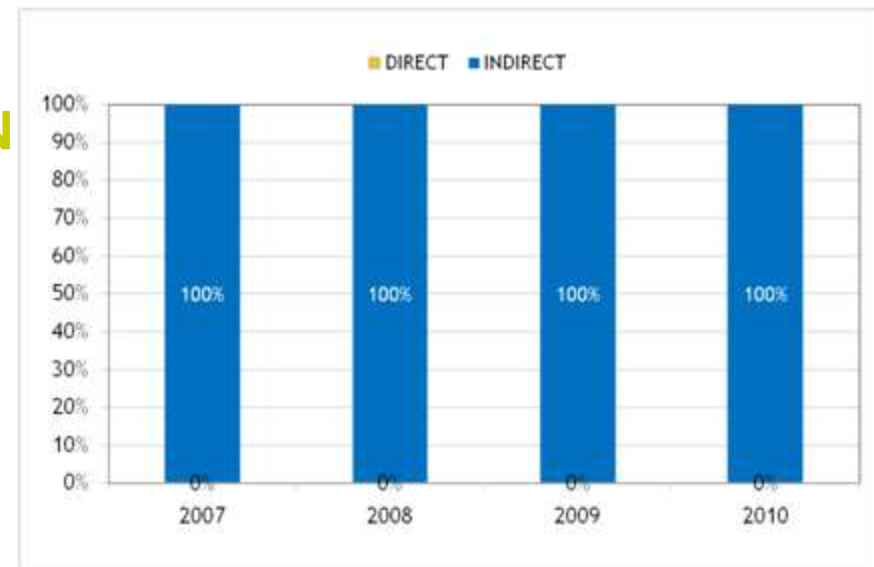
1,786 Kms

PAST PERFORMANCE

No scheduled program on Nice-Vilnius

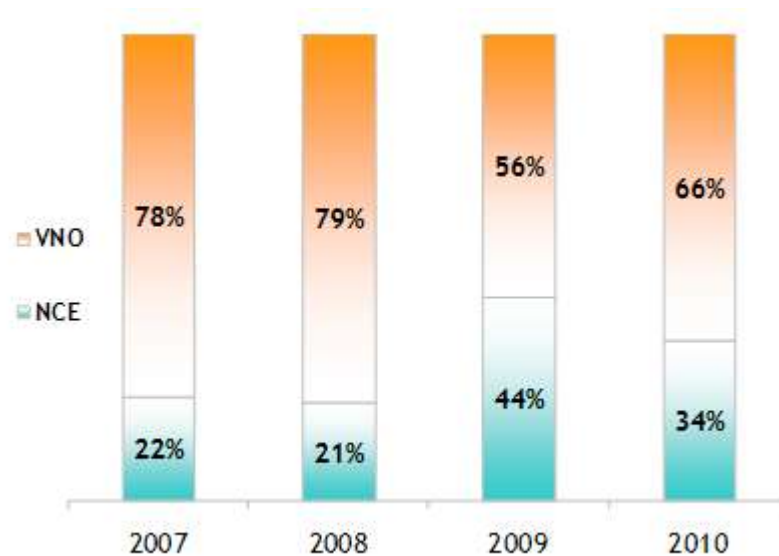
TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	7 001		85%
2009	-	3 780		-45%
2008	-	6 854		32%
2007	-	5 209		





POINT OF ORIGIN



HIGH FARE TRAFFIC

	2007	2008	2009	2010
HIGH FARE	41%	38%	39%	35%
LOW FARE	59%	62%	61%	65%

(source : readjusted BSP IATA)



HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
FRA	2 311	33%
CPH	1 732	25%
VIE	1 021	15%
RIX	915	13%
BRU	496	7%
WAW	331	5%
OTHERS	196	3%
Total VNO	7 001	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	4%	6%	6%	9%	10%	12%	12%	13%	15%	7%	3%	3%

ROUTE SURVEYS

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

- ▶ **GEO REGION TREND**
- ▶ **NICE-BELGRADE**
- ▶ **NICE-BUDAPEST**
- ▶ **NICE-KRAKOW**
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- ▶ **NICE-VILNIUS**
- ▶ **INCENTIVE POLICY**

NICE CÔTE D'AZUR AIRPORT NETWORK DEVELOPMENT DEPARTMENT

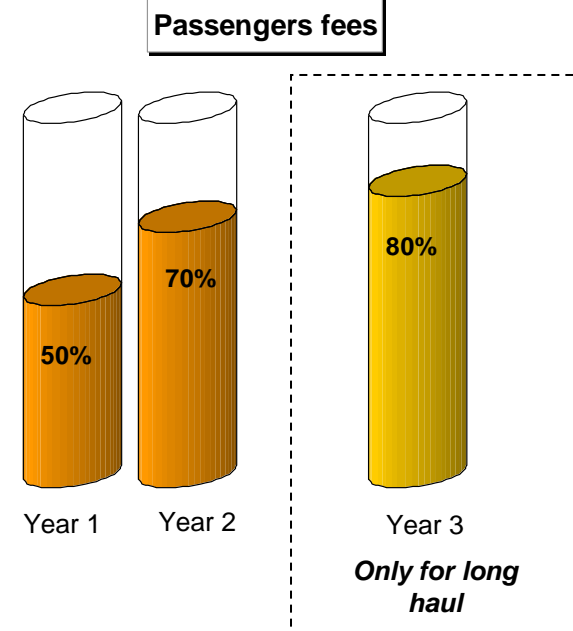
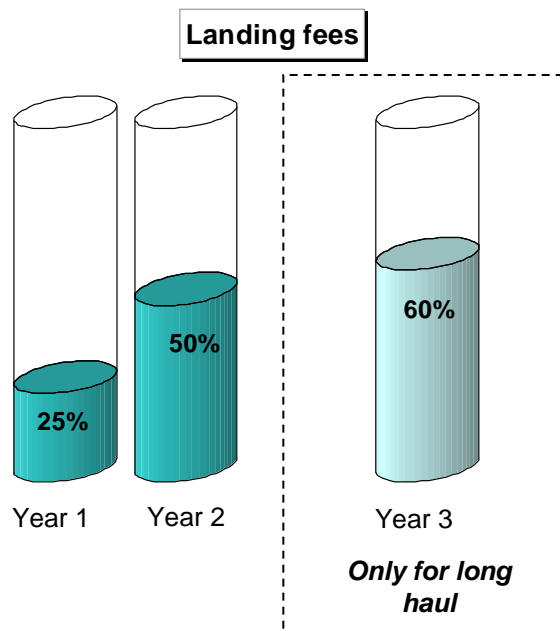


NICE AIRPORT INCENTIVE POLICY

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](#)

