

**NICE CÔTE D'AZUR**  
**AIRPORT**  
NETWORK DEVELOPMENT  
DEPARTMENT



**OPPORTUNITIES SURVEY**  
**DOMESTIC TRAFFIC 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

- ▶ **COUNTRY TREND**
- ▶ NICE-BIARRITZ
- ▶ NICE-BORDEAUX
- ▶ NICE-BREST
- ▶ NICE-CAEN
- ▶ NICE-CLERMONT FERRAND
- ▶ NICE-LILLE
- ▶ NICE-LORIENT
- ▶ NICE-METZ/NANCY
- ▶ NICE-MULHOUSE/BASEL
- ▶ NICE-NANTES
- ▶ NICE-RENNES
- ▶ NICE-STRASBOURG
- ▶ INCENTIVE POLICY



## FRANCE – LOCAL TRAFFIC FROM / TO NICE

FRANCE	2007	2008	2009	2010	VAR 10/09
DIRECT LOCAL TRAFFIC	3 768 983	3 732 106	3 544 470	3 078 158	-13%
INDIRECT LOCAL TRAFFIC	108 123	104 215	132 720	92 929	-30%
<b>TOTAL LOCAL TRAFFIC</b>	<b>3 877 105</b>	<b>3 836 321</b>	<b>3 677 190</b>	<b>3 171 087</b>	<b>-14%</b>

[ local traffic = direct traffic + indirect traffic ]

CODE	DESTINATION	2010 DIRECT TRAFFIC	2010 LOCAL INDIRECT TRAFFIC	% indirect
★ BES	Brest	5 990	14 386	71%
★ NTE	Nantes	76 550	10 435	12%
★ BOD	Bordeaux	65 816	9 541	13%
★ BIQ	Biarritz	5 183	6 201	54%
★ LRT	Lorient	0	5 666	100%
★ RNS	Rennes	25 815	5 319	17%
★ SXB	Strasbourg	71 261	4 926	6%
★ LIL	Lille	85 678	4 773	5%
★ ETZ	Metz/Nancy	18 277	4 432	20%
★ CFR	Caen	342	4 374	93%
★ CFE	Clermont Ferrand	12 275	3 279	21%
★ MLH	Mulhouse	0	3 009	100%
TLS	Toulouse	63 987	2 794	4%
LIG	Limoges	1 369	2 555	65%
PUF	Pau	0	2 454	100%
UIP	Quimper	0	1 985	100%
LDE	Lourdes/Tarbes	0	1 539	100%
MPL	Montpellier	0	1 426	100%
CDG	Paris CDG	433 310	676	0%
ORY	Paris Orly	1 987 434	443	0%
DOL	Deauville	424	410	49%
LYS	Lyon	61 672	351	1%
FSC	Figari	23 136	31	0%
BIA	Bastia	63 619	-	0%
AJA	Ajaccio	60 472	-	0%
CLY	Calvi	15 228	-	0%

(source : readjusted BSP IATA)

## ROUTE SURVEYS

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

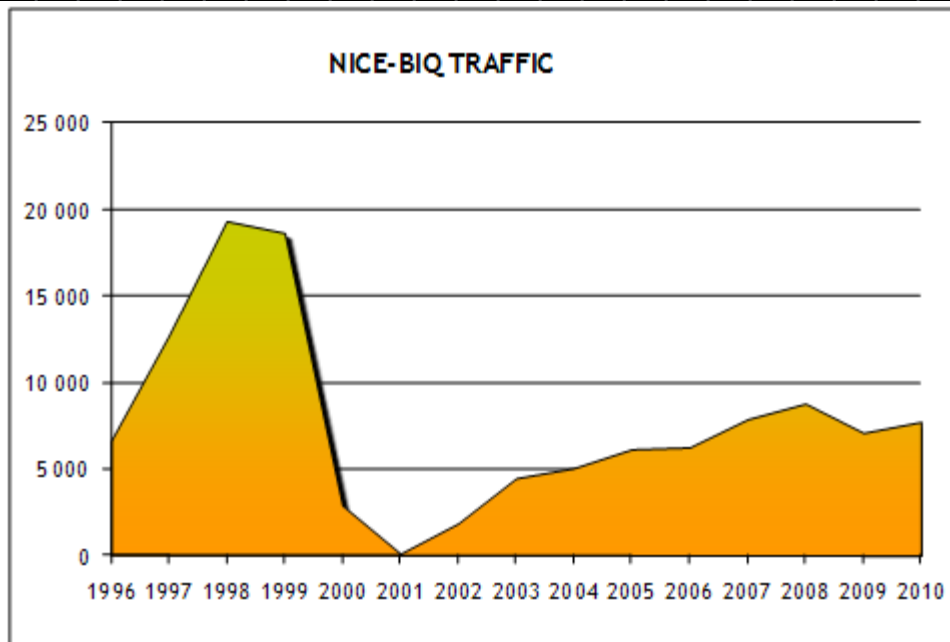
- ▶ **COUNTRY TREND**
- ▶ NICE-BIARRITZ
- ▶ NICE-BORDEAUX
- ▶ NICE-BREST
- ▶ NICE-CAEN
- ▶ NICE-CLERMONT FERRAND
- ▶ NICE-LILLE
- ▶ NICE-LORIENT
- ▶ NICE-METZ/NANCY
- ▶ NICE-MULHOUSE/BASEL
- ▶ NICE-NANTES
- ▶ NICE-RENNES
- ▶ NICE-STRASBOURG
- ▶ INCENTIVE POLICY



## PAST PERFORMANCE

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010	
BIARRITZ	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
AIR FRANCE													1		1	1	2	2	2		2	1	2	2	5	2	2	2	2	2
AIR LITTORAL	5	5	9	7	7	7	7	7																						

Summer 2011  
**2 weekly services**



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
6 657	12 767	19 386	18 703	2 903	113	1 874	4 489	5 075	6 170	6 276	7 910	8 813	7 121	7 753

DIRECT + BEYOND PASSENGERS

(source : Statistics Nice Côte d'Azur Airport)



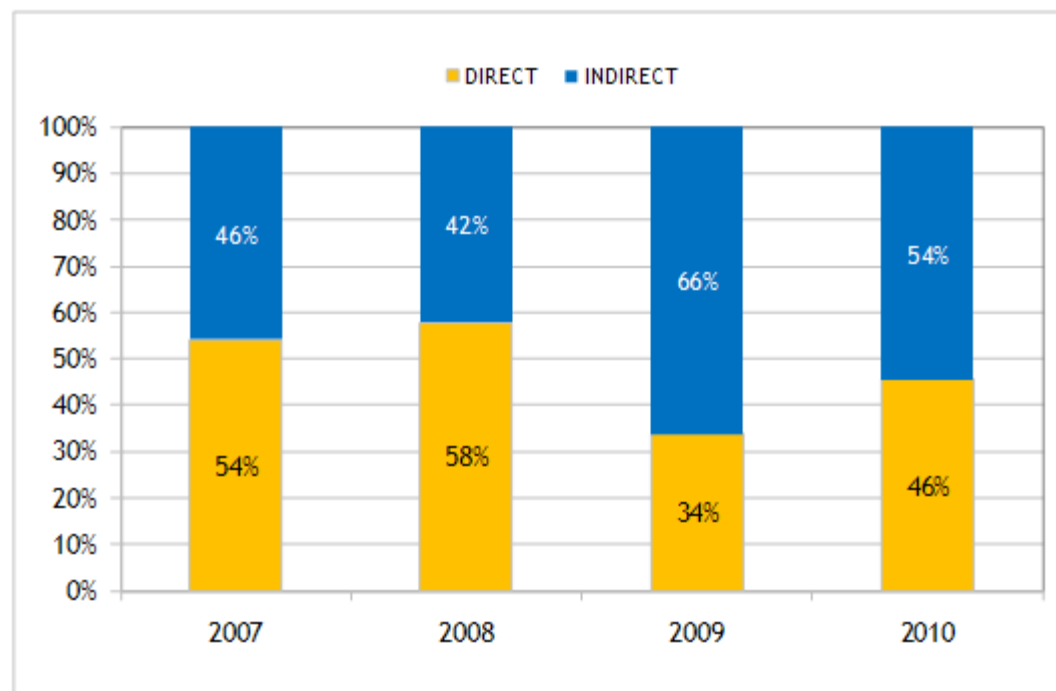
## DISTANCE

439 Miles

707 Kms

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

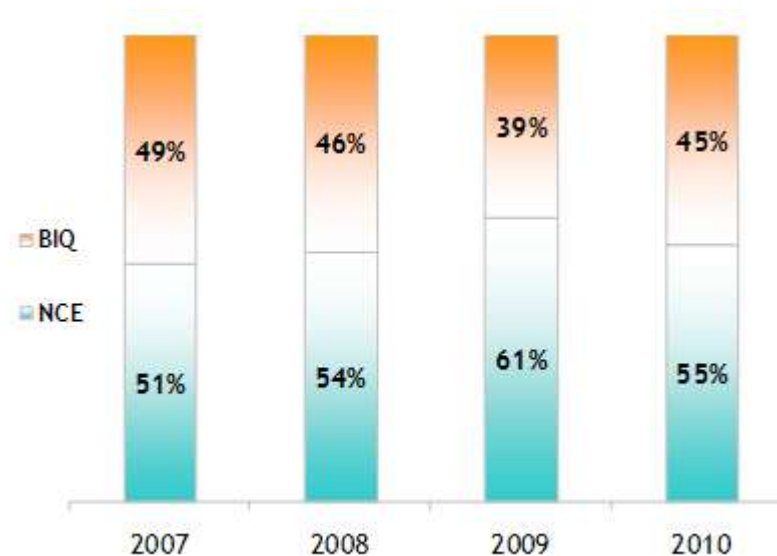
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	5 183	6 201	-25%	-54%
2009	6 914	13 540	-21%	111%
2008	8 802	6 420	11%	-4%
2007	7 910	6 707		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	41%	37%	36%	16%
<b>LOW FARE</b>	59%	63%	64%	84%

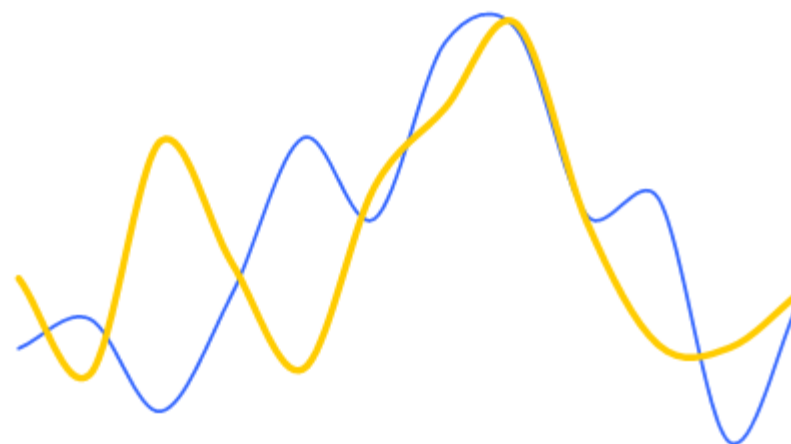
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
ORY	3 554	57%
LYS	2 640	43%
GVA	7	0%
Total BIQ	6 201	100%

## SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	5%	6%	3%	7%	12%	9%	15%	16%	9%	10%	2%	7%
— 2010 IND	7%	4%	12%	8%	4%	10%	13%	16%	9%	5%	5%	7%

## ROUTE SURVEYS

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

- ▶ **COUNTRY TREND**
- ▶ NICE-BIARRITZ
- ▶ NICE-BORDEAUX
- ▶ NICE-BREST
- ▶ NICE-CAEN
- ▶ NICE-CLERMONT FERRAND
- ▶ NICE-LILLE
- ▶ NICE-LORIENT
- ▶ NICE-METZ/NANCY
- ▶ NICE-MULHOUSE/BASEL
- ▶ NICE-NANTES
- ▶ NICE-RENNES
- ▶ NICE-STRASBOURG
- ▶ INCENTIVE POLICY

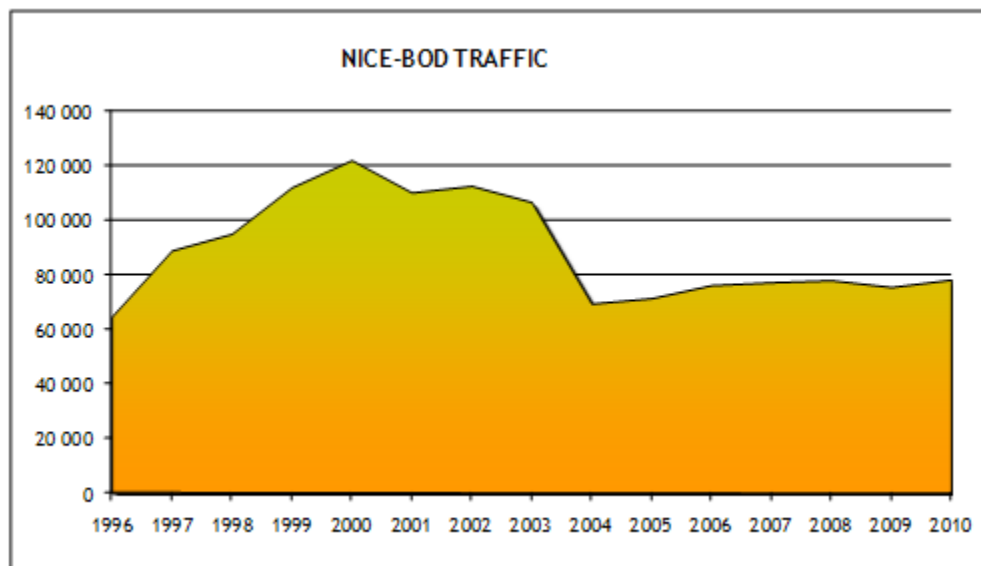


## PAST PERFORMANCE

(source : Statistics Nice Côte d'Azur Airport)

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010	
BORDEAUX	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
AIR FRANCE				7	7	7	7	7	7	7	7	7	14	7	7	7	13	13	13	13	13	13	13	13	13	13	13	13	13	13
AIR INTER	7	7	12																											
AIR LIBERTE/AIR LIB	6																													
AIR LITTORAL		18	18	18	19	18	28	27	28	25	28	18	26	24	26	25														
REGIONAL AIRLINES		10																												

Summer 2011  
13 weekly services



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
64 800	89 073	95 190	112 232	122 182	110 351	112 768	106 869	69 611	71 558	76 358	77 416	78 155	75 643	78 388

DIRECT + BEYOND PASSENGERS



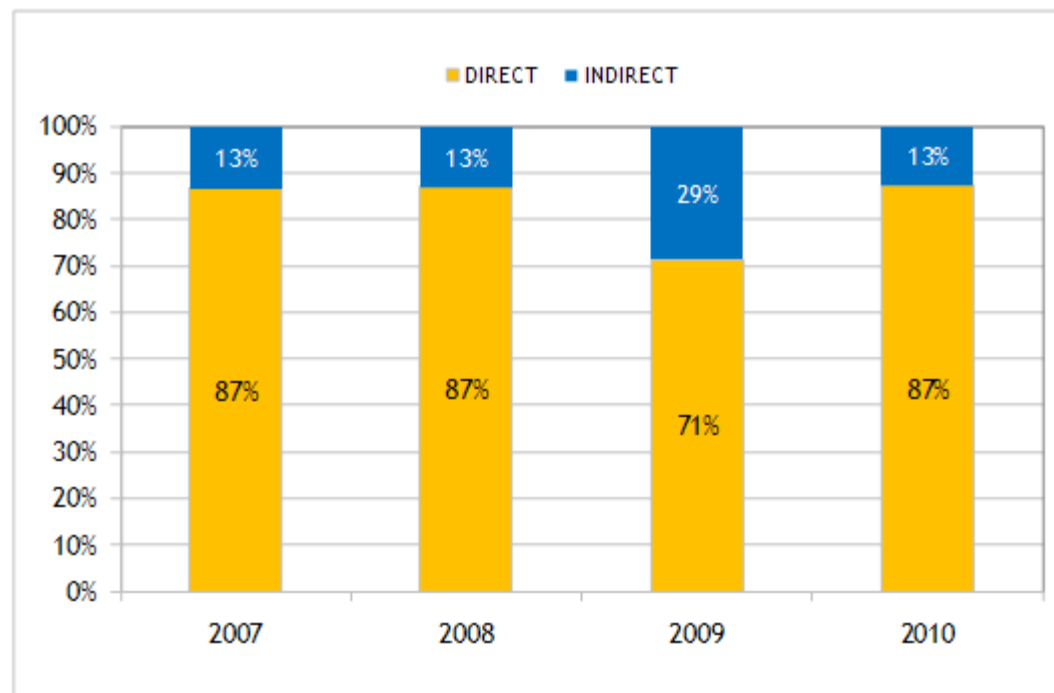
## DISTANCE

402 Miles

647 Kms

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

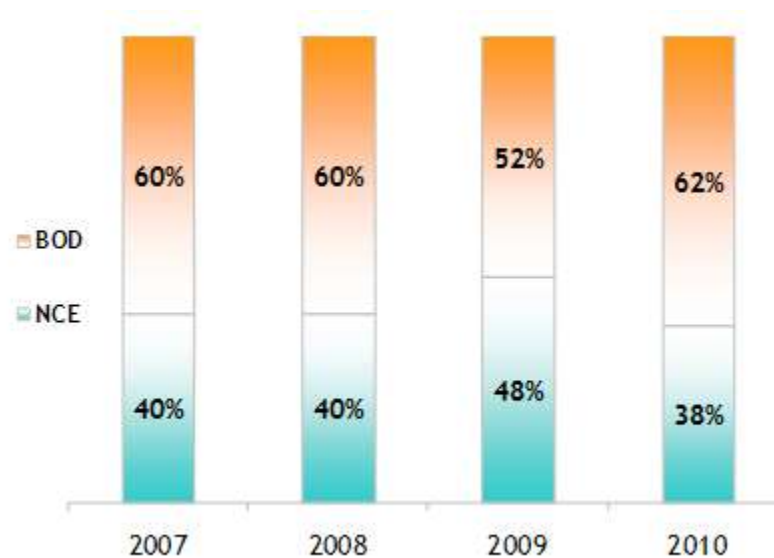
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	65 816	9 541	-7%	-67%
2009	71 016	28 545	-8%	147%
2008	76 810	11 539	1%	-2%
2007	75 974	11 793		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	50%	45%	39%	23%
<b>LOW FARE</b>	50%	55%	61%	77%

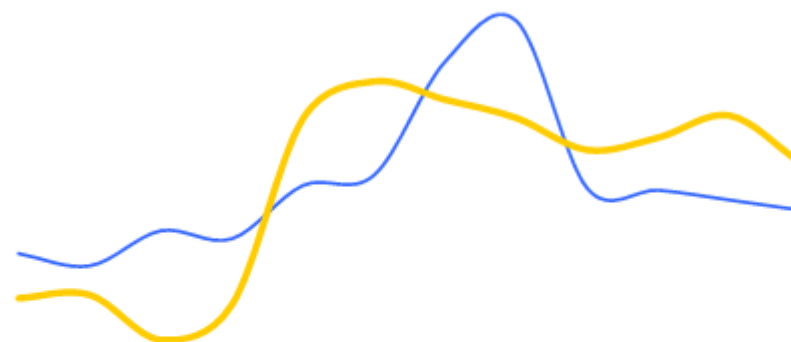
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
ORY	5 339	56%
LYS	3 899	41%
CDG	119	1%
LIL	95	1%
OTHERS	89	1%
<b>Total BOD</b>	<b>9 541</b>	<b>100%</b>

## SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	7%	6%	7%	7%	8%	9%	12%	13%	8%	8%	8%	8%
— 2010 IND	5%	5%	4%	5%	10%	11%	11%	10%	9%	10%	10%	9%

## ROUTE SURVEYS

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

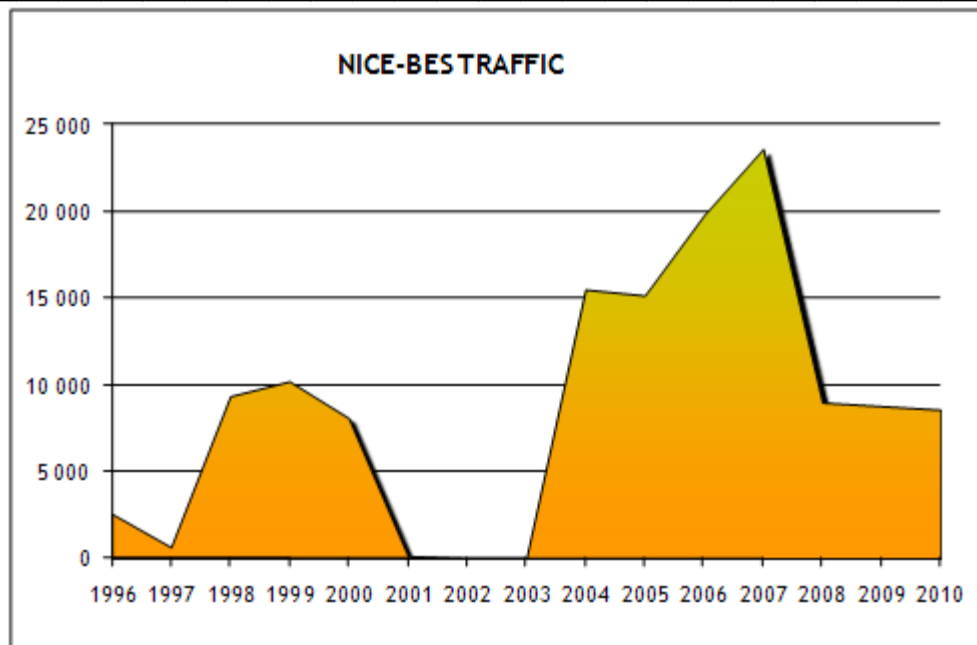
- ▶ **COUNTRY TREND**
- ▶ NICE-BIARRITZ
- ▶ NICE-BORDEAUX
- ▶ NICE-BREST
- ▶ NICE-CAEN
- ▶ NICE-CLERMONT FERRAND
- ▶ NICE-LILLE
- ▶ NICE-LORIENT
- ▶ NICE-METZ/NANCY
- ▶ NICE-MULHOUSE/BASEL
- ▶ NICE-NANTES
- ▶ NICE-RENNES
- ▶ NICE-STRASBOURG
- ▶ INCENTIVE POLICY



## PAST PERFORMANCE

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010	
BREST	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
AIR FRANCE					7	7	7	2	1								7	5	7	4	7	4	7	2	2	2	2	2	2	2
AIR INTER	1	1																												

Summer 2011  
2 weekly services



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2 581	645	9 365	10 226	8 102	138	1		15 535	15 184	19 824	23 658	9 010	8 797	8 588

DIRECT + BEYOND PASSENGERS

(source : Statistics Nice Côte d'Azur Airport)



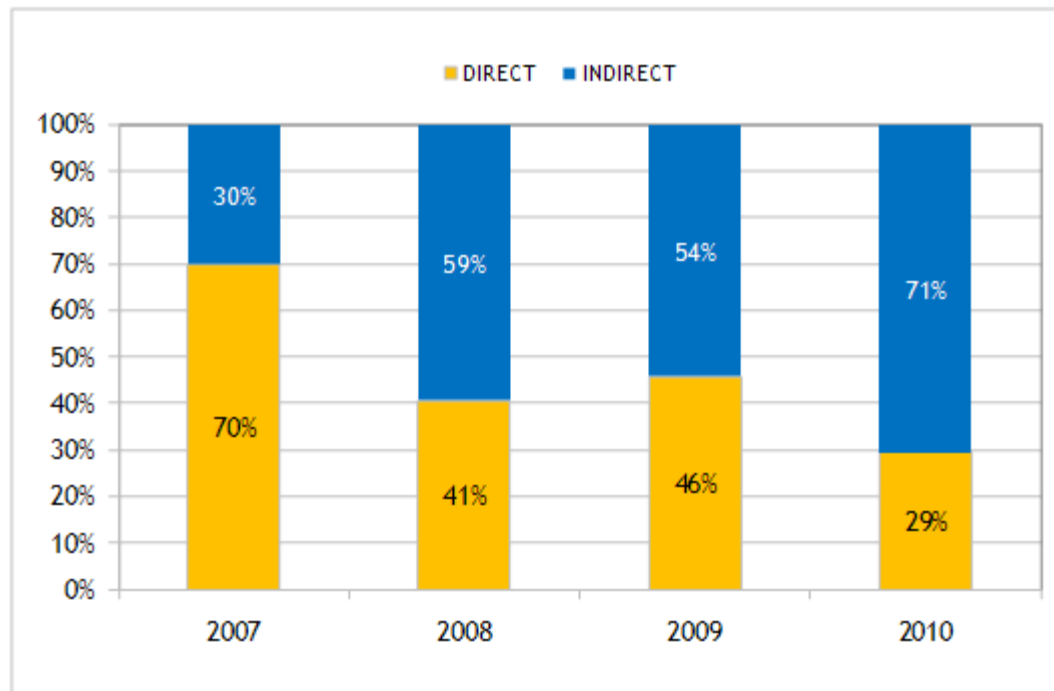
## DISTANCE

649 Miles

1,044 Kms

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

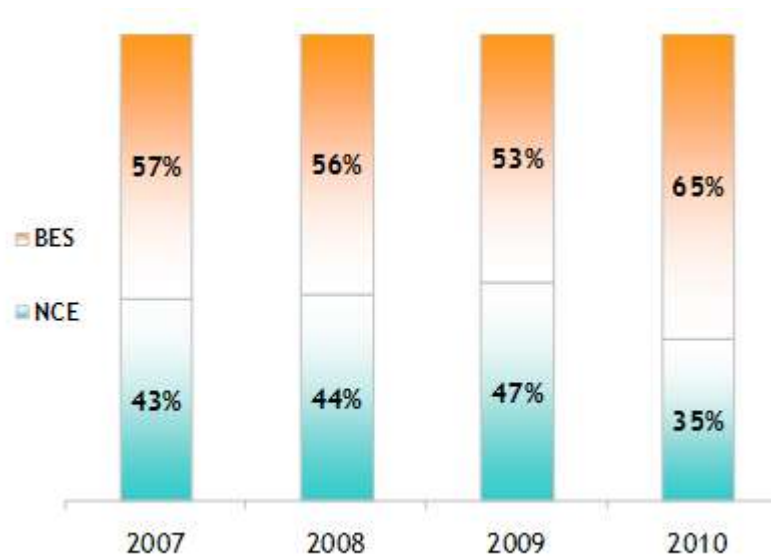
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	5 990	14 386	-31%	39%
2009	8 709	10 340	-7%	-25%
2008	9 358	13 712	-60%	35%
2007	23 612	10 149		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	41%	52%	31%	11%
<b>LOW FARE</b>	59%	48%	69%	89%

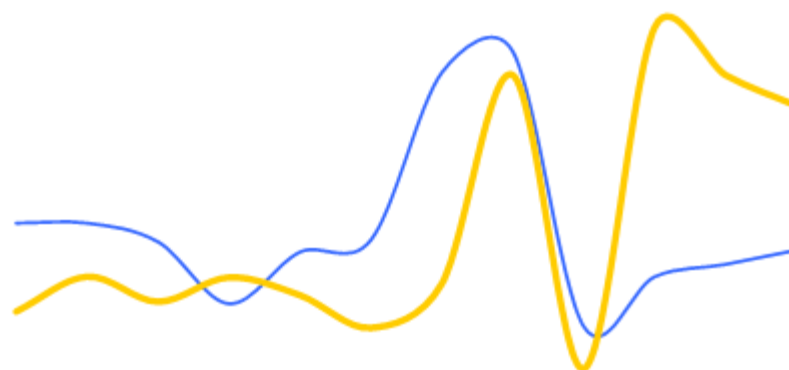
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
ORY	9 940	69%
LYS	4 254	30%
CDG	192	1%
<b>Total BES</b>	<b>14 386</b>	<b>100%</b>

## SEASONALITY ON THE ROUTE



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

## ROUTE SURVEYS

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

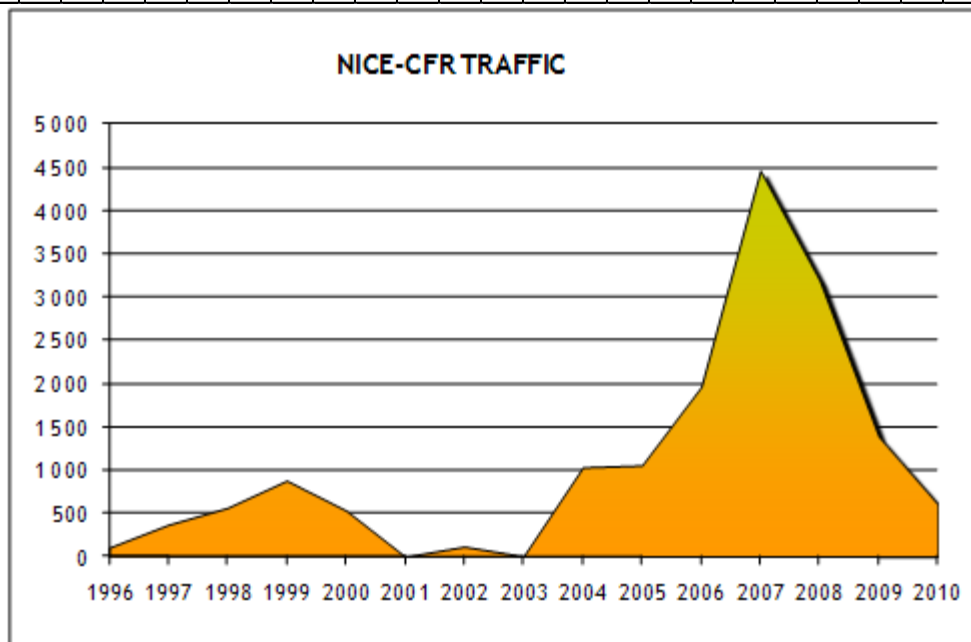
- ▶ **COUNTRY TREND**
- ▶ NICE-BIARRITZ
- ▶ NICE-BORDEAUX
- ▶ NICE-BREST
- ▶ NICE-CAEN
- ▶ NICE-CLERMONT FERRAND
- ▶ NICE-LILLE
- ▶ NICE-LORIENT
- ▶ NICE-METZ/NANCY
- ▶ NICE-MULHOUSE/BASEL
- ▶ NICE-NANTES
- ▶ NICE-RENNES
- ▶ NICE-STRASBOURG
- ▶ INCENTIVE POLICY



## PAST PERFORMANCE

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010	
CAEN	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
AIR FRANCE					1		1										1		1		1		2		1		1		1	0
BRIT AIR			1																											

Summer 2011  
**1 weekly service**



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
104	370	565	880	534		117	4	1 034	1 057	1 965	4 465	3 196	1 387	604

DIRECT + BEYOND PASSENGERS

(source : Statistics Nice Côte d'Azur Airport)



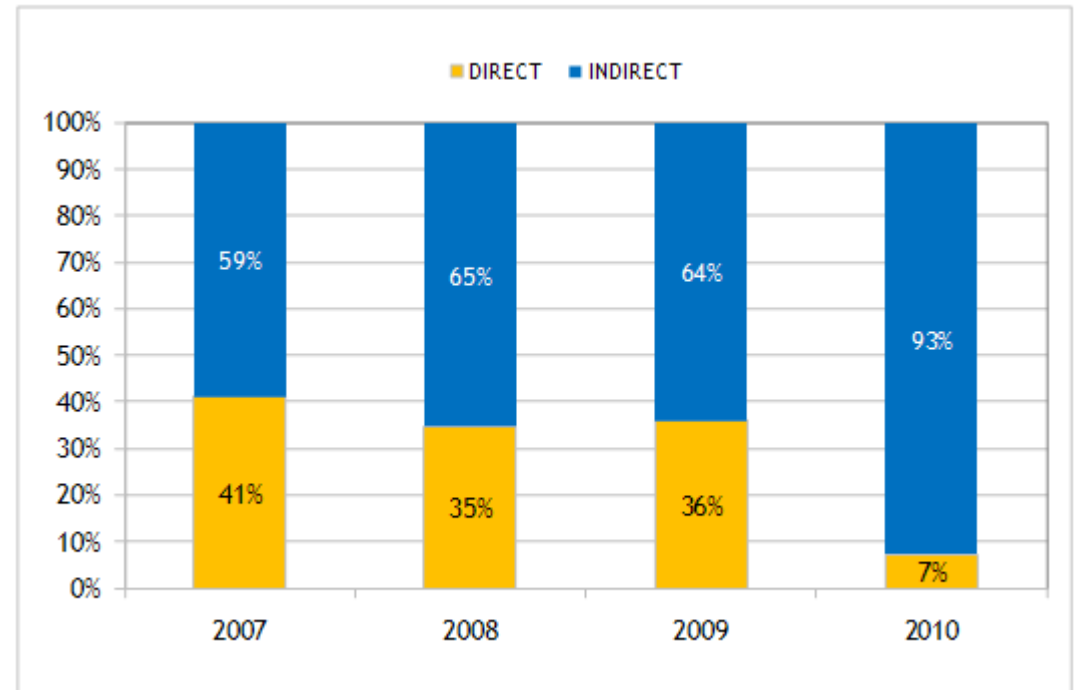
## DISTANCE

528 Miles

850 Kms

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

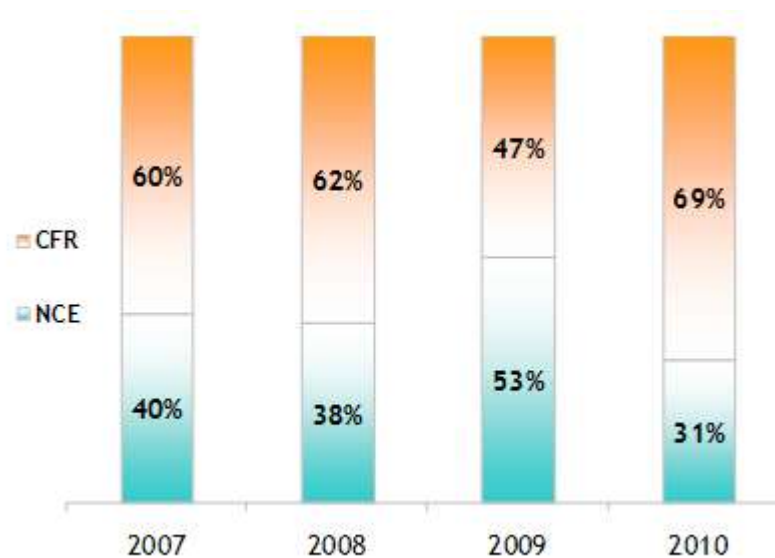
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	342	4 374	-72%	103%
2009	1 209	2 156	-62%	-64%
2008	3 196	6 009	-28%	-6%
2007	4 465	6 380		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	46%	42%	30%	22%
<b>LOW FARE</b>	54%	58%	70%	78%

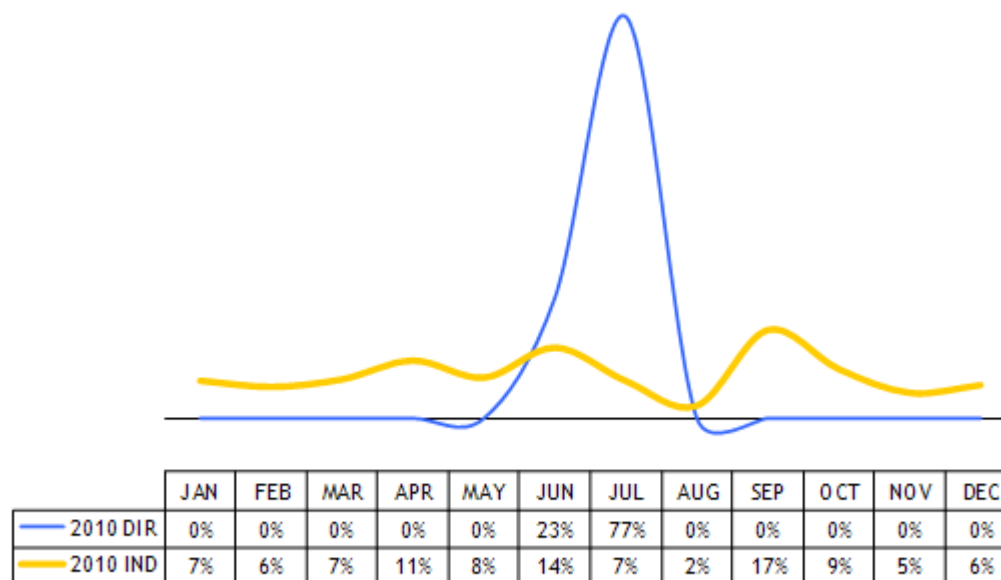
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
<b>LYS</b>	<b>4 282</b>	<b>98%</b>
ORY	92	2%
<b>Total CFR</b>	<b>4 374</b>	<b>100%</b>

## SEASONALITY ON THE ROUTE



## ROUTE SURVEYS

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

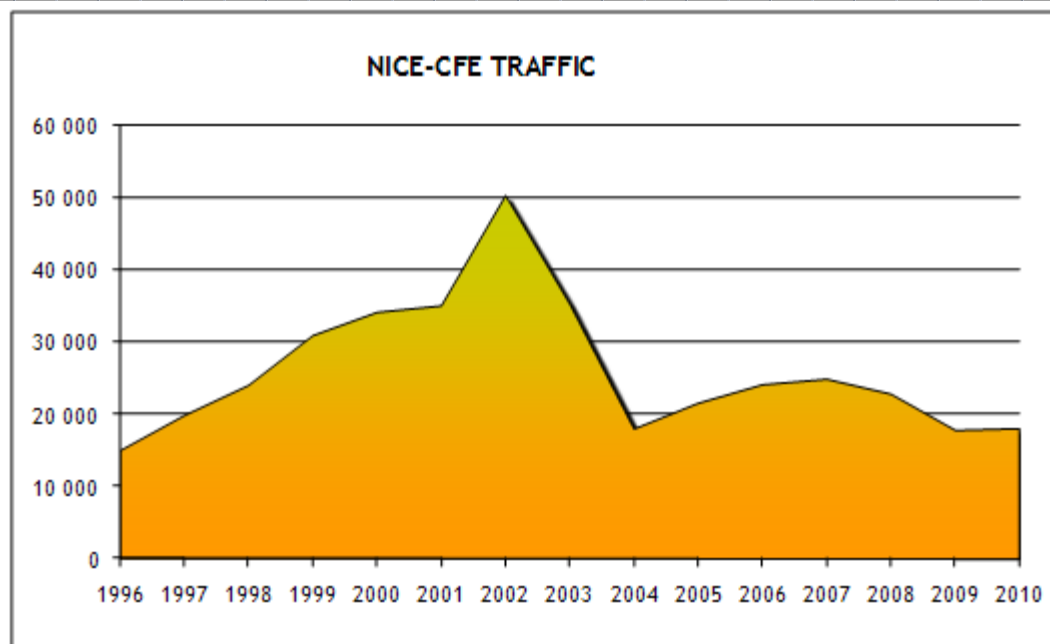
- ▶ **COUNTRY TREND**
- ▶ NICE-BIARRITZ
- ▶ NICE-BORDEAUX
- ▶ NICE-BREST
- ▶ NICE-CAEN
- ▶ NICE-CLERMONT FERRAND
- ▶ NICE-LILLE
- ▶ NICE-LORIENT
- ▶ NICE-METZ/NANCY
- ▶ NICE-MULHOUSE/BASEL
- ▶ NICE-NANTES
- ▶ NICE-RENNES
- ▶ NICE-STRASBOURG
- ▶ INCENTIVE POLICY



## PAST PERFORMANCE

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010	
CLERMONT-FERRAND	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
AIR FRANCE									12	12	18	24	19	19	12	7	7	7	7	12	12	9	12	7	12	6	6	6	7	5
AIR LITTORAL	9																													
REGIONAL AIRLINES	11	10	11	10	11	11	12	11	12																					

Summer 2011  
4 weekly services



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
15 093	19 999	24 178	31 105	34 340	35 246	50 592	35 501	18 118	21 692	24 260	25 026	22 960	17 924	18 170

DIRECT + BEYOND PASSENGERS

(source : Statistics Nice Côte d'Azur Airport)



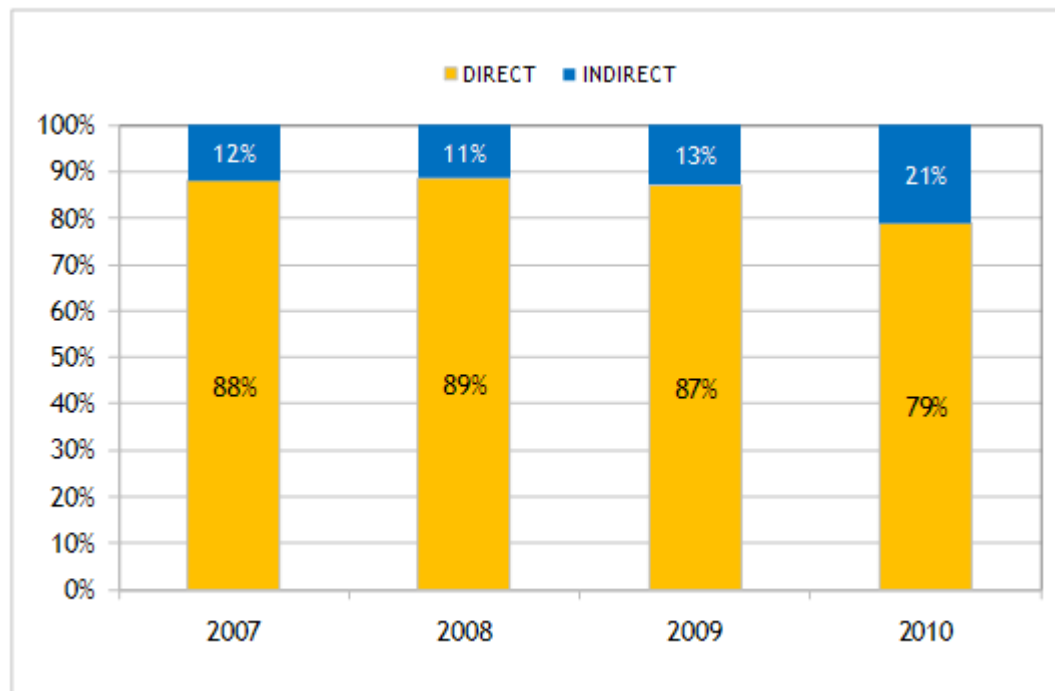
## DISTANCE

247 Miles

398 Kms

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

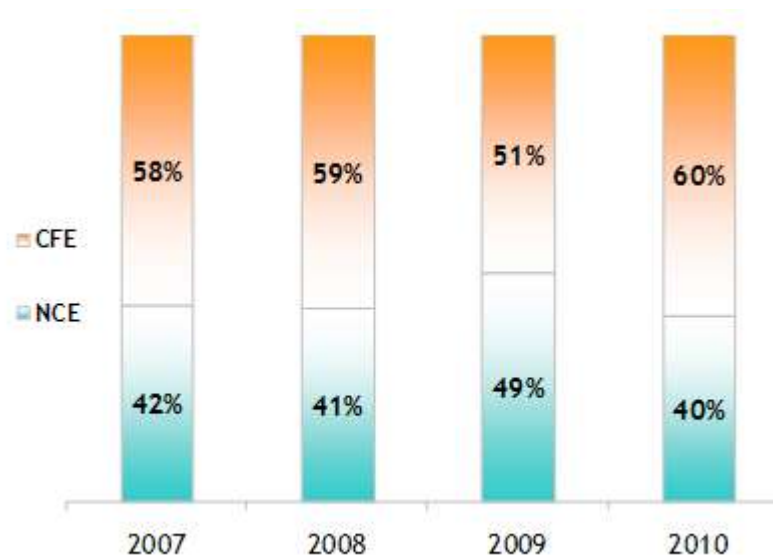
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	12 275	3 279	-28%	30%
2009	16 959	2 513	-18%	-5%
2008	20 702	2 659	1%	-5%
2007	20 448	2 807		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	47%	45%	22%	19%
<b>LOW FARE</b>	53%	55%	78%	81%

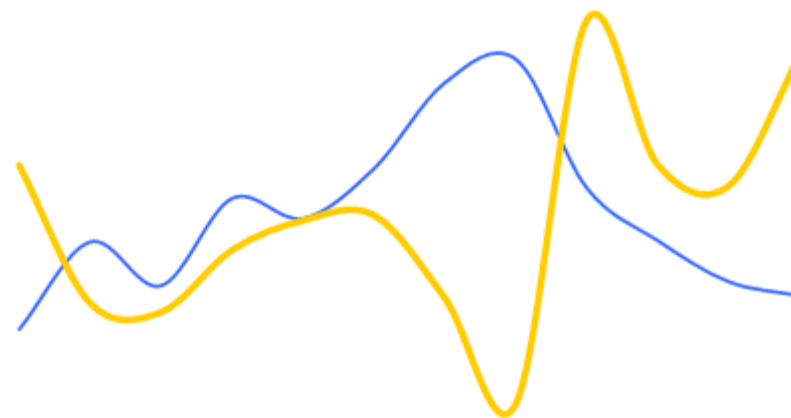
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
LYS	1 751	53%
ORY	1 462	45%
CDG	66	2%
Total CFE	3 279	100%

## SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	5%	8%	6%	9%	8%	10%	12%	13%	9%	8%	6%	6%
— 2010 IND	10%	6%	5%	7%	8%	8%	6%	3%	14%	10%	9%	13%

## ROUTE SURVEYS

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

- ▶ **COUNTRY TREND**
- ▶ NICE-BIARRITZ
- ▶ NICE-BORDEAUX
- ▶ NICE-BREST
- ▶ NICE-CAEN
- ▶ NICE-CLERMONT FERRAND
- ▶ NICE-LILLE
- ▶ NICE-LORIENT
- ▶ NICE-METZ/NANCY
- ▶ NICE-MULHOUSE/BASEL
- ▶ NICE-NANTES
- ▶ NICE-RENNES
- ▶ NICE-STRASBOURG
- ▶ INCENTIVE POLICY

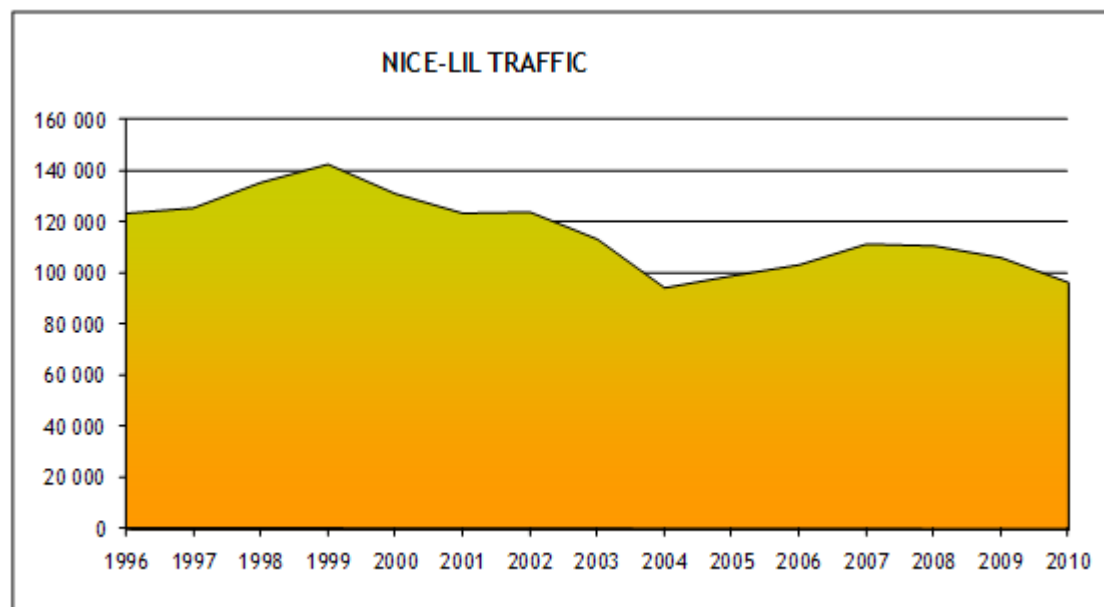


## PAST PERFORMANCE

(source : Statistics Nice Côte d'Azur Airport)

Summer 2011  
**13 weekly services**

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010	
LILLE	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
AIR FRANCE					8	13	13	7	7	7	7	7	7	7	7	7	13	13	13	13	13	13	13	13	13	13	13	13	13	13
AIR INTER	7	7	7																											
AIR LIBERTE/AIR LIB	7	7	7	18	7	3							7																	
AIR LITTORAL							12	21	19	21	20	21	17	19	18	18														



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
123 846	125 990	135 935	143 104	131 557	123 915	124 361	113 760	94 645	99 352	103 671	111 840	111 094	106 427	96 718

DIRECT + BEYOND PASSENGERS



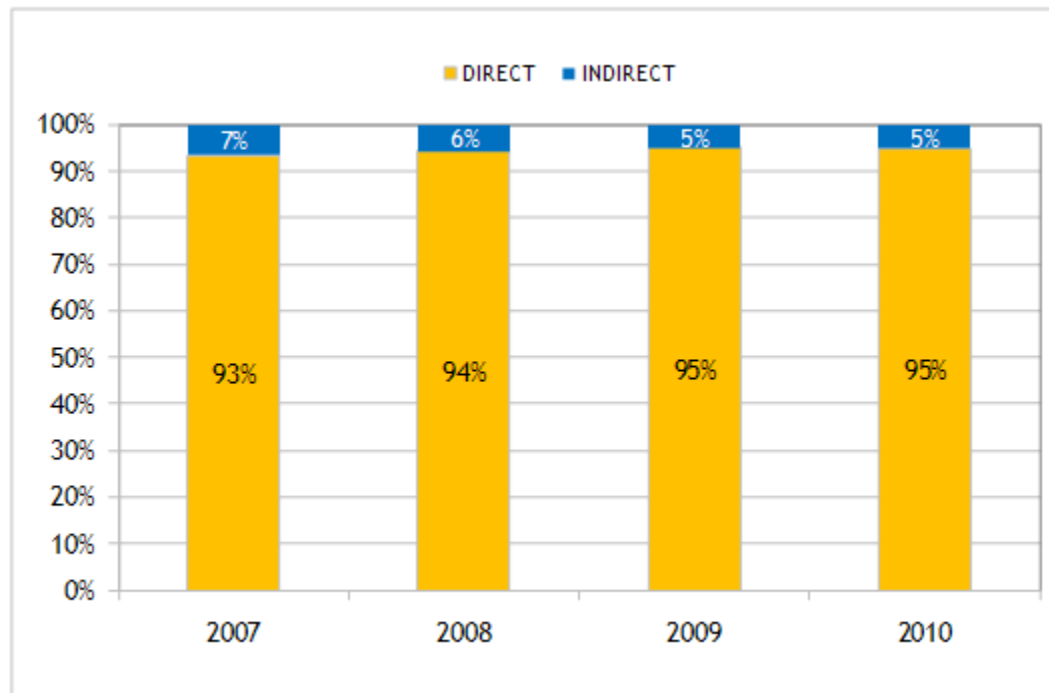
## DISTANCE

515 Miles

829 Kms

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

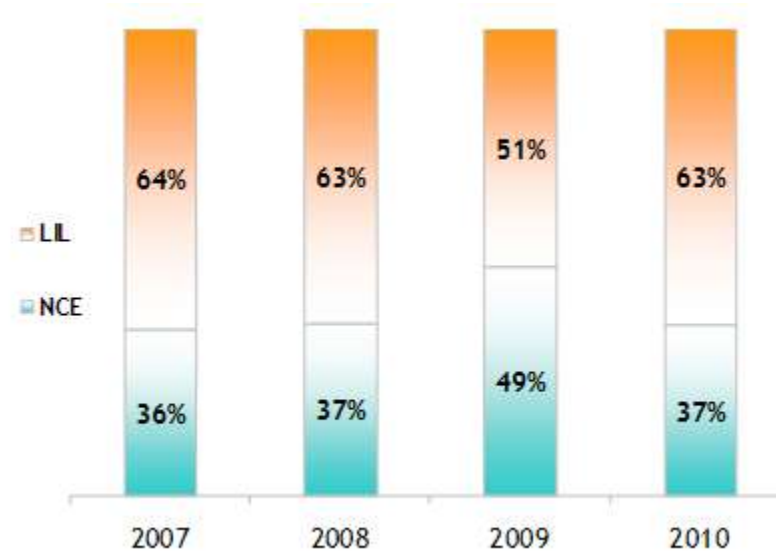
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	85 678	4 773	-15%	-10%
2009	100 480	5 319	-9%	-21%
2008	110 664	6 731	-1%	-15%
2007	111 602	7 922		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	43%	41%	29%	15%
<b>LOW FARE</b>	57%	59%	71%	85%

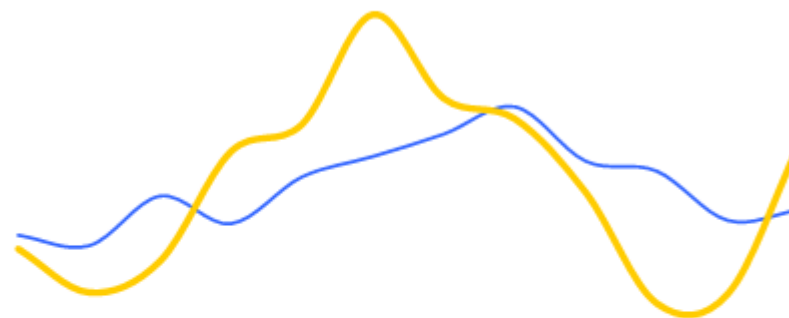
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
<b>LYS</b>	<b>4 432</b>	<b>93%</b>
SXB	142	3%
BOD	129	3%
TLS	71	1%
<b>Total LIL</b>	<b>4 773</b>	<b>100%</b>

## SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	7%	7%	8%	7%	9%	9%	10%	11%	9%	9%	7%	8%
— 2010 IND	6%	5%	6%	9%	10%	14%	11%	10%	8%	5%	5%	10%

## ROUTE SURVEYS

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

- ▶ **COUNTRY TREND**
- ▶ NICE-BIARRITZ
- ▶ NICE-BORDEAUX
- ▶ NICE-BREST
- ▶ NICE-CAEN
- ▶ NICE-CLERMONT FERRAND
- ▶ NICE-LILLE
- ▶ NICE-LORIENT
- ▶ NICE-METZ/NANCY
- ▶ NICE-MULHOUSE/BASEL
- ▶ NICE-NANTES
- ▶ NICE-RENNES
- ▶ NICE-STRASBOURG
- ▶ INCENTIVE POLICY



## DISTANCE

587 Miles

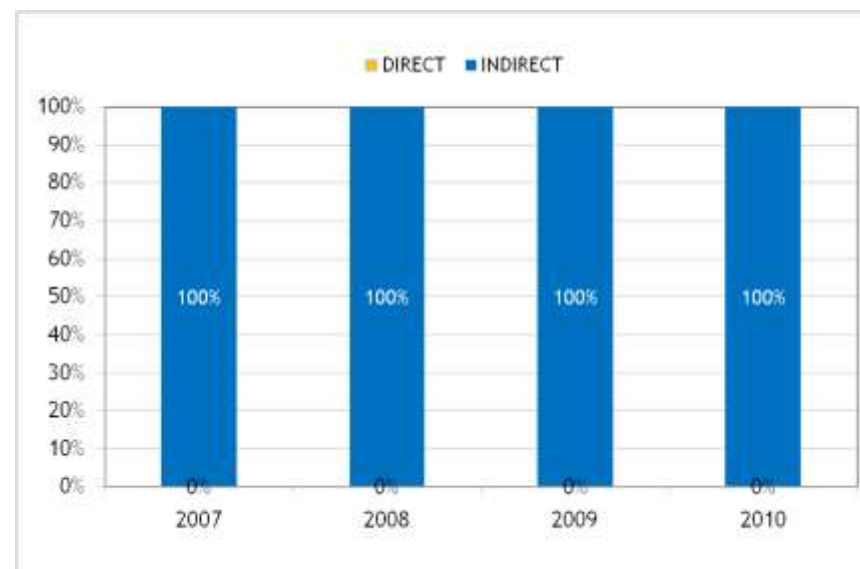
945 Kms

## PAST PERFORMANCE

No scheduled program on Nice-Lorient

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

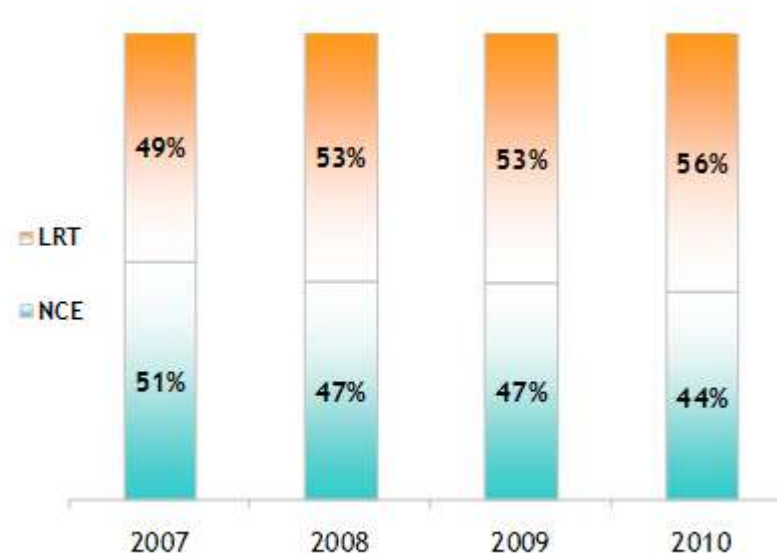
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	5 666		0%
2009	-	5 670		14%
2008	-	4 965		-5%
2007	-	5 242		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	54%	52%	38%	28%
<b>LOW FARE</b>	46%	48%	62%	72%

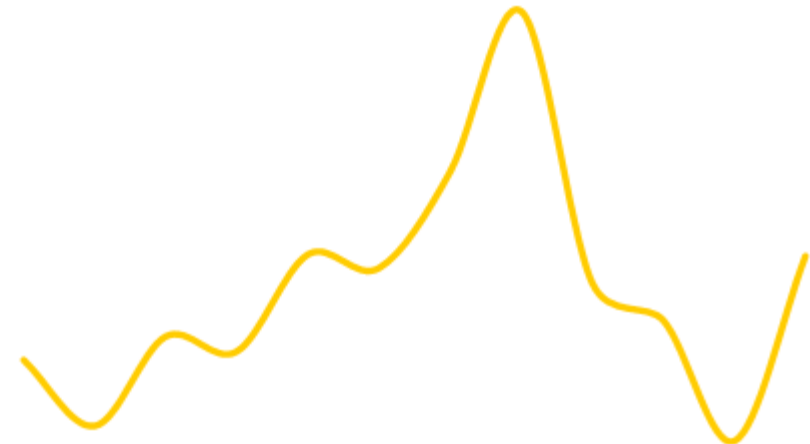
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
ORY	3 108	55%
LYS	2 558	45%
Total LRT	5 666	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%	7%	6%	10%	9%	13%	19%	9%	7%	3%	10%

## ROUTE SURVEYS

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

- ▶ **COUNTRY TREND**
- ▶ NICE-BIARRITZ
- ▶ NICE-BORDEAUX
- ▶ NICE-BREST
- ▶ NICE-CAEN
- ▶ NICE-CLERMONT FERRAND
- ▶ NICE-LILLE
- ▶ NICE-LORIENT
- ▶ NICE-METZ/NANCY
- ▶ NICE-MULHOUSE/BASEL
- ▶ NICE-NANTES
- ▶ NICE-RENNES
- ▶ NICE-STRASBOURG
- ▶ INCENTIVE POLICY

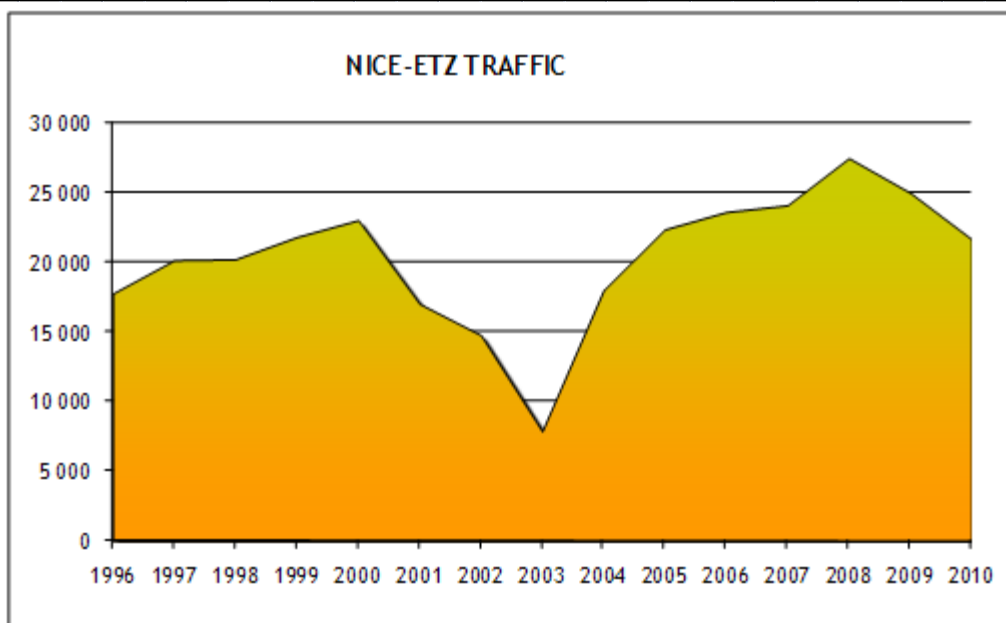


## PAST PERFORMANCE

(source : Statistics Nice Côte d'Azur Airport)

Summer 2011  
**7 weekly services**

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010	
<b>METZ/NANCY</b>	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
AIR FRANCE															1	2	7	5	7	4	7	4	7	5	7	5	7	5	7	5
AIR LIBERTE/AIR LIB			4	5	5	4	4	4	4	6	6	3	3	3																
T.A.T.	6	4	7																											



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
17 787	20 174	20 249	21 844	23 062	17 052	14 801	7 895	18 034	22 392	23 641	24 130	27 515	25 016	21 689

DIRECT + BEYOND PASSENGERS



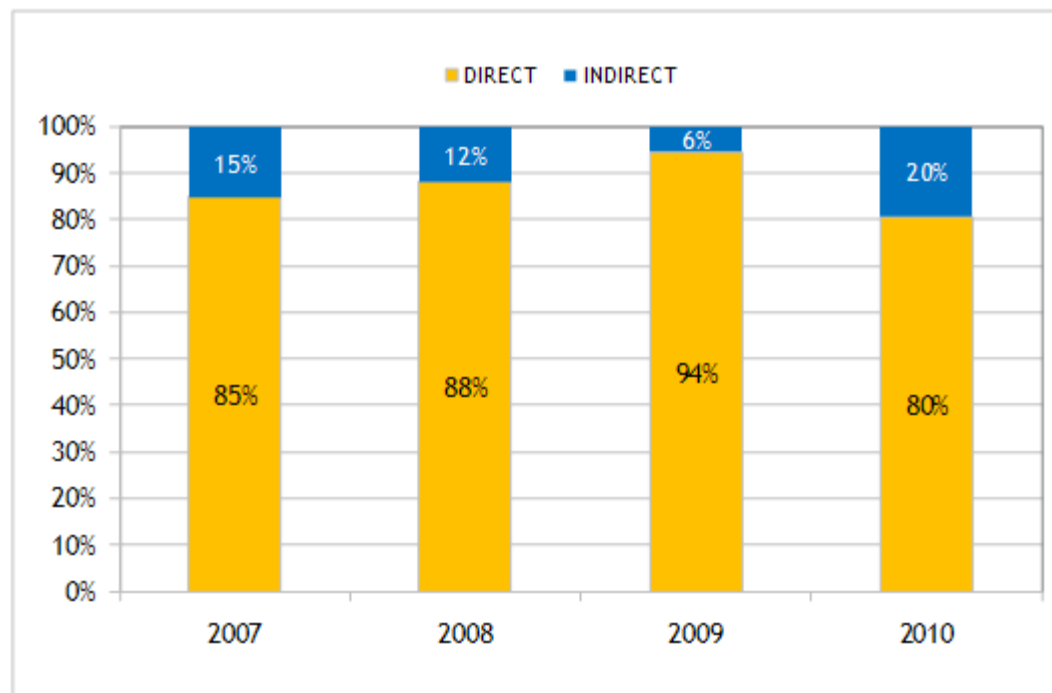
## DISTANCE

370 Miles

595 Kms

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

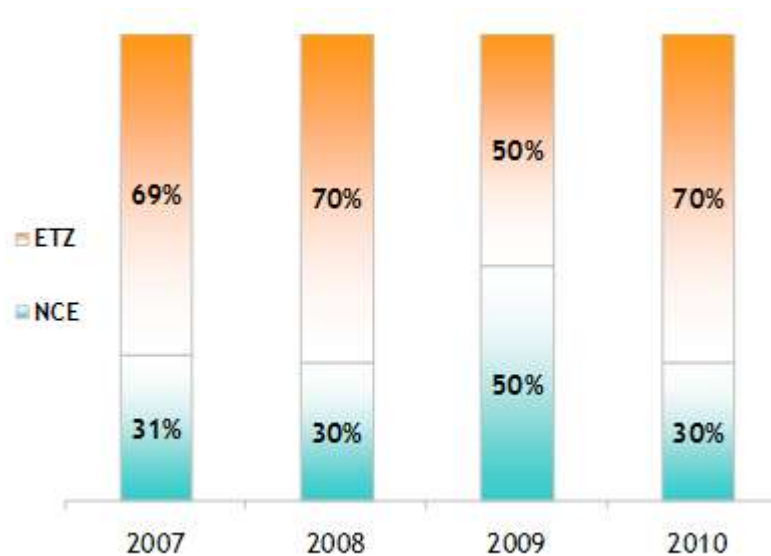
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	18 277	4 432	-27%	200%
2009	24 952	1 477	-9%	-61%
2008	27 512	3 758	14%	-14%
2007	24 118	4 369		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	35%	32%	18%	11%
<b>LOW FARE</b>	65%	68%	82%	89%

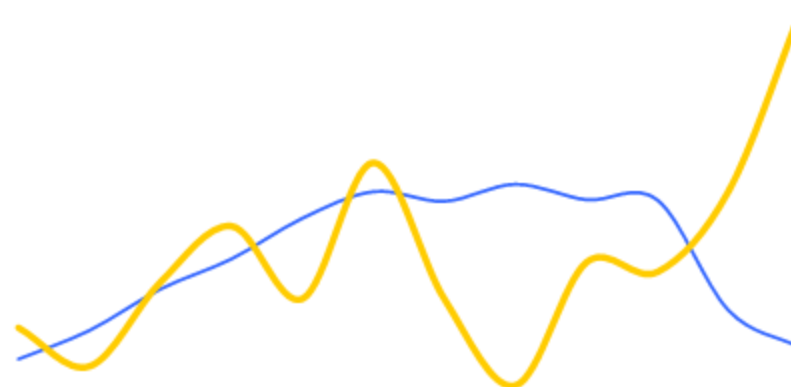
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
LYS	4 432	100%
Total ETZ	4 432	100%

## SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2010 DIR	4%	6%	7%	8%	10%	11%	10%	11%	11%	11%	6%	5%
2010 IND	6%	4%	7%	10%	7%	12%	7%	3%	8%	8%	11%	18%

## ROUTE SURVEYS

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

- ▶ **COUNTRY TREND**
- ▶ NICE-BIARRITZ
- ▶ NICE-BORDEAUX
- ▶ NICE-BREST
- ▶ NICE-CAEN
- ▶ NICE-CLERMONT FERRAND
- ▶ NICE-LILLE
- ▶ NICE-LORIENT
- ▶ NICE-METZ/NANCY
- ▶ NICE-MULHOUSE/BASEL
- ▶ NICE-NANTES
- ▶ NICE-RENNES
- ▶ NICE-STRASBOURG
- ▶ INCENTIVE POLICY

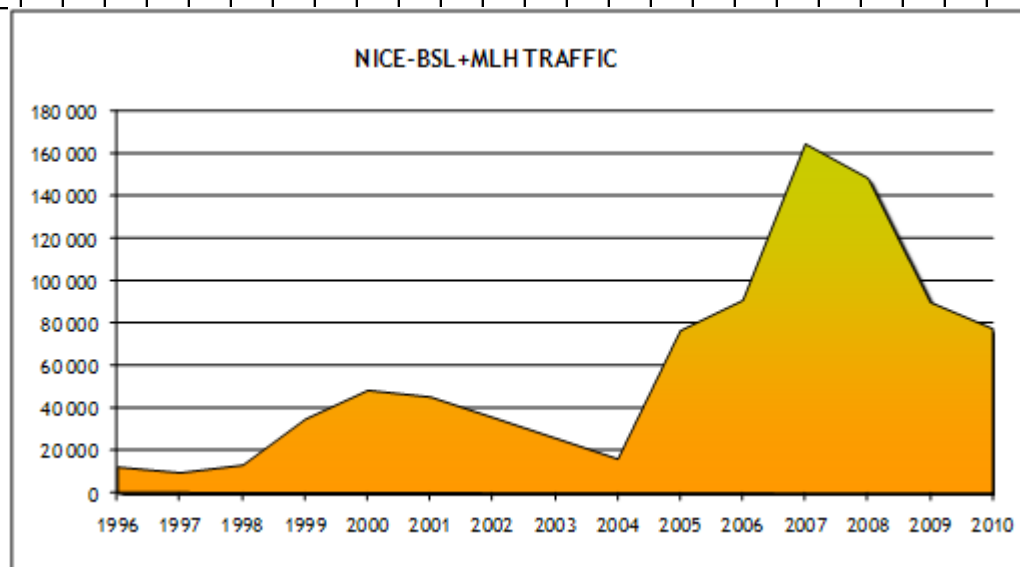


## PAST PERFORMANCE

(source : Statistics Nice Côte d'Azur Airport)

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010	
BASEL/MULHOUSE	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
AIR FRANCE													7	7	7	7	7	7												
AIR LIBERTE/AIR LIB				5	12	5	4																							
CROSSAIR	2		2		2		20	20	20	20	21	7	7																	
EASY JET																			14	7	7	7	14	11	14	8	7	7	7	7
SWISSAIR/SWISS													7	7								4	4	2						
T.A.T.	11	5	6																											

Summer 2011  
14 weekly services



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
12 600	9 963	13 511	35 212	48 806	45 674	35 980	26 225	16 451	76 941	91 247	164 989	148 845	90 302	77 824

DIRECT + BEYOND PASSENGERS



## DISTANCE

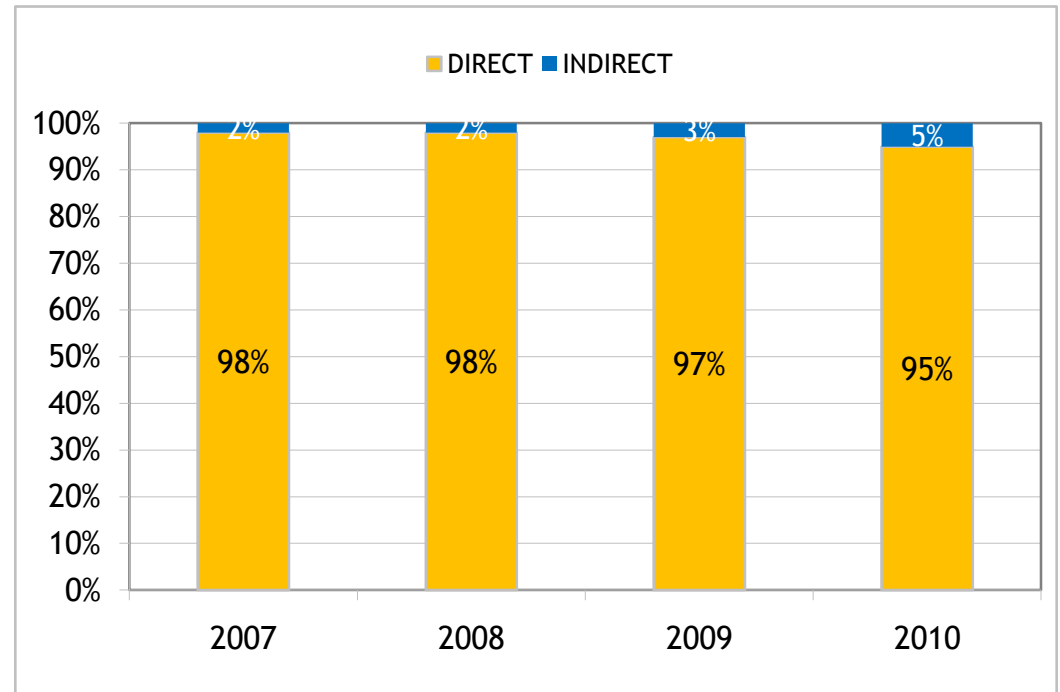
272 Miles

438 Kms

(source : readjusted BSP IATA)

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	77 737	3 916	-10%	49%
2009	86 688	2 633	-40%	-3%
2008	143 593	2 705	-8%	-16%
2007	156 608	3 201		





## HIGH FARE TRAFFIC

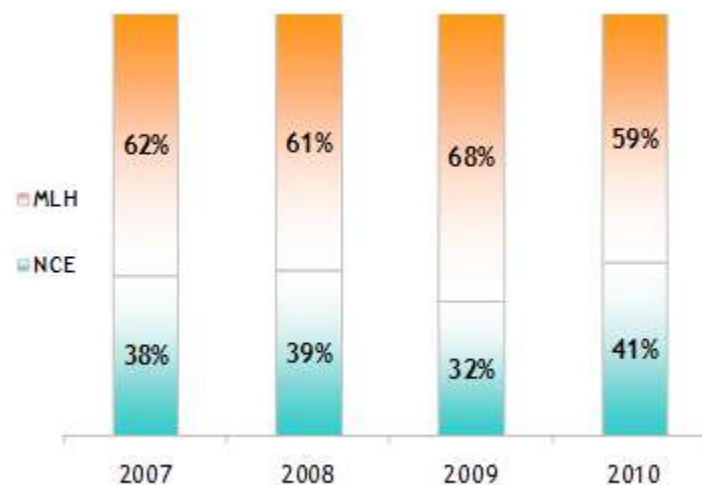
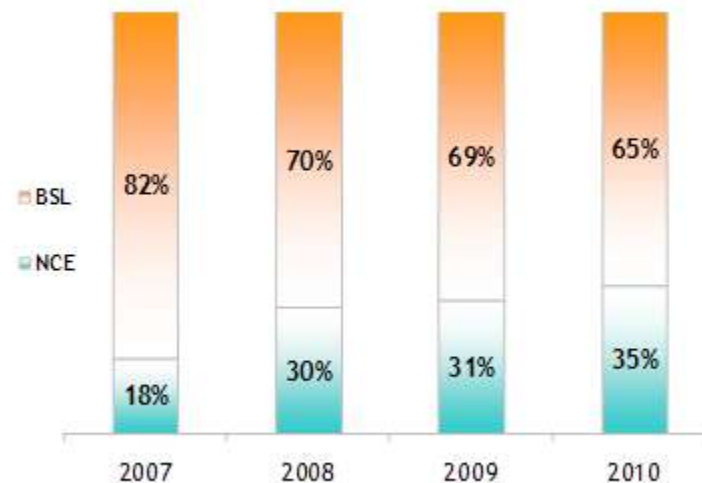
### BSL

	2007	2008	2009	2010
<b>HIGH FARE</b>	1%	0%	0%	23%
<b>LOW FARE</b>	99%	100%	100%	77%

### MLH

	2007	2008	2009	2010
<b>HIGH FARE</b>	62%	63%	31%	31%
<b>LOW FARE</b>	38%	37%	69%	69%

## POINT OF ORIGIN



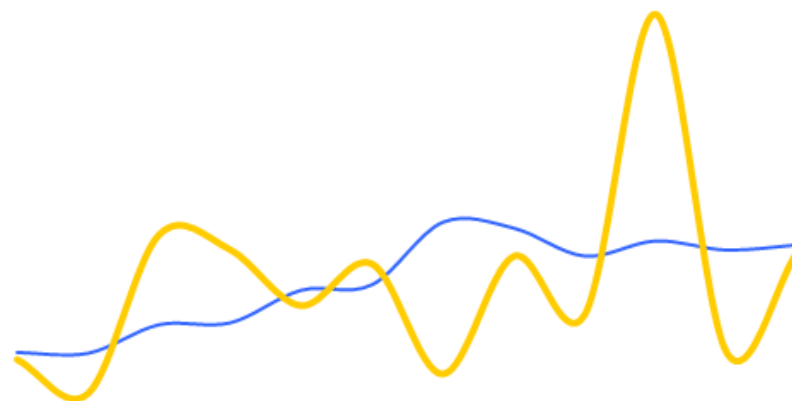
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
ORY	2 200	56%
LYS	1 231	31%
CDG	212	5%
FRA	91	2%
MUC	75	2%
ZRH	72	2%
OTHERS	34	1%
<b>TOTAL</b>	<b>3 916</b>	<b>100%</b>

## SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	5%	5%	6%	6%	8%	8%	11%	11%	10%	10%	10%	10%
— 2010 IND	5%	3%	11%	10%	7%	9%	4%	10%	7%	21%	5%	10%

## ROUTE SURVEYS

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

- ▶ **COUNTRY TREND**
- ▶ NICE-BIARRITZ
- ▶ NICE-BORDEAUX
- ▶ NICE-BREST
- ▶ NICE-CAEN
- ▶ NICE-CLERMONT FERRAND
- ▶ NICE-LILLE
- ▶ NICE-LORIENT
- ▶ NICE-METZ/NANCY
- ▶ NICE-MULHOUSE/BASEL
- ▶ NICE-NANTES
- ▶ NICE-RENNES
- ▶ NICE-STRASBOURG
- ▶ INCENTIVE POLICY

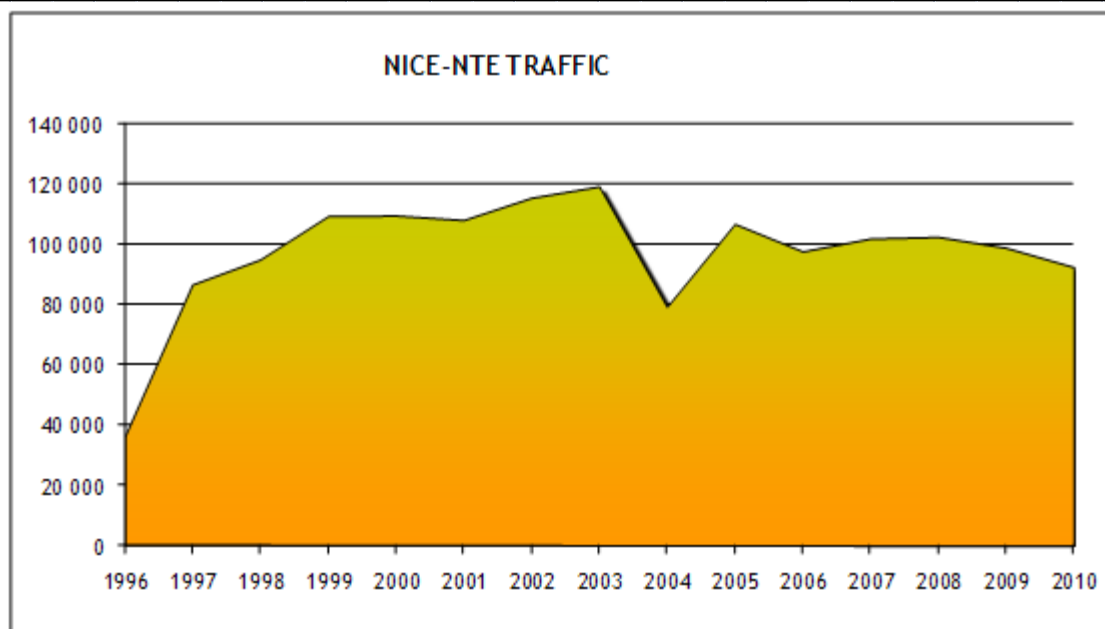


## PAST PERFORMANCE

(source : Statistics Nice Côte d'Azur Airport)

Summer 2011  
**14 weekly services**

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010	
NANTES	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
AIR FRANCE					7	7	7	7	7	7	7	7	7	7	7	7	13	13	20	19	14	14	14	14	14	14	14	14	14	14
AIR INTER	7	7	7																											
AIR LITTORAL		18	18	18	19	18	21	19	21	19	21	18	26	24	26	25														



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
36 128	86 672	94 952	109 324	109 546	108 065	115 422	119 208	79 302	106 759	97 666	101 912	102 442	98 871	92 413

DIRECT + BEYOND PASSENGERS



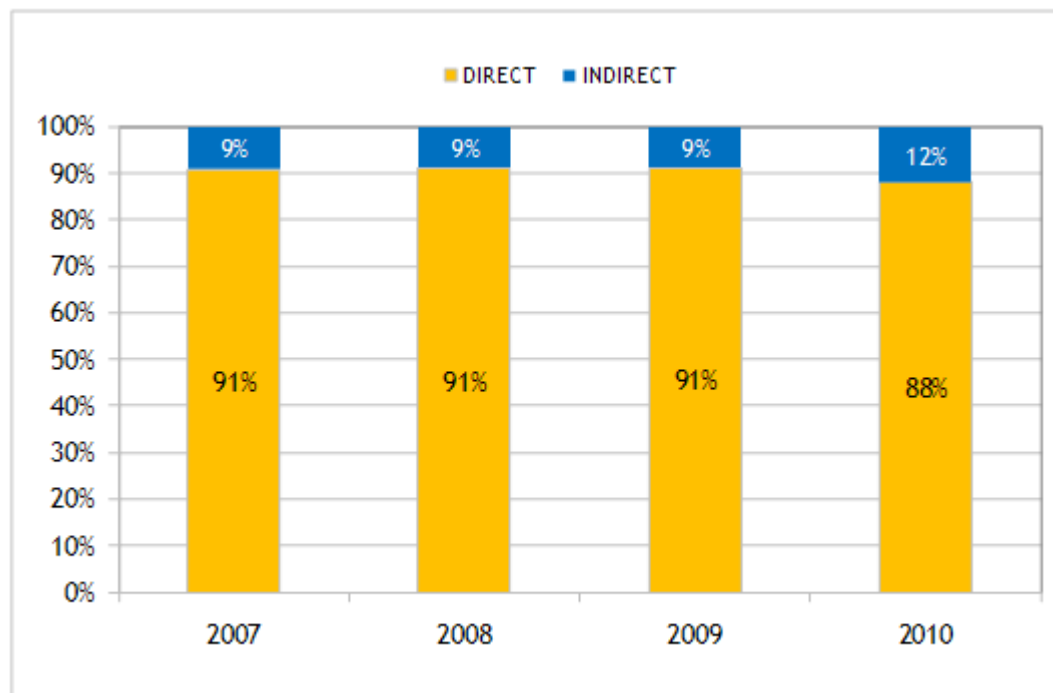
## DISTANCE

492 Miles

792 Kms

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

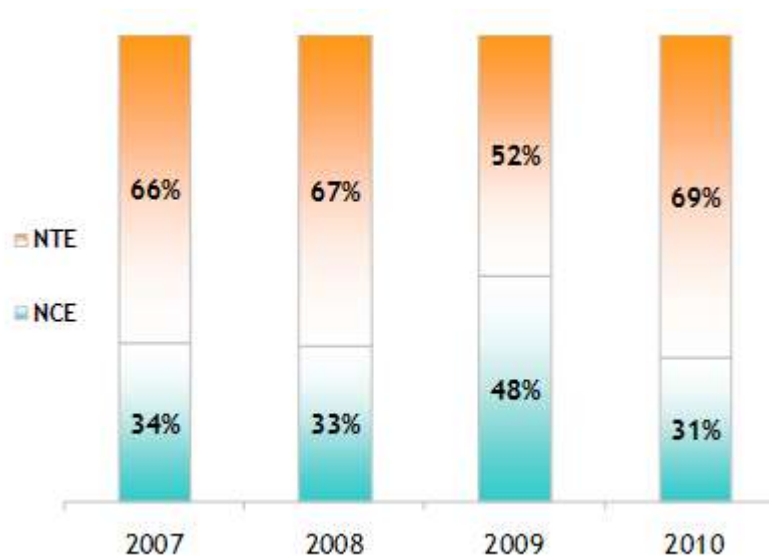
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	76 550	10 435	-21%	11%
2009	97 357	9 425	-5%	-6%
2008	102 197	10 029	1%	-2%
2007	101 143	10 251		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	37%	39%	25%	10%
<b>LOW FARE</b>	63%	61%	75%	90%

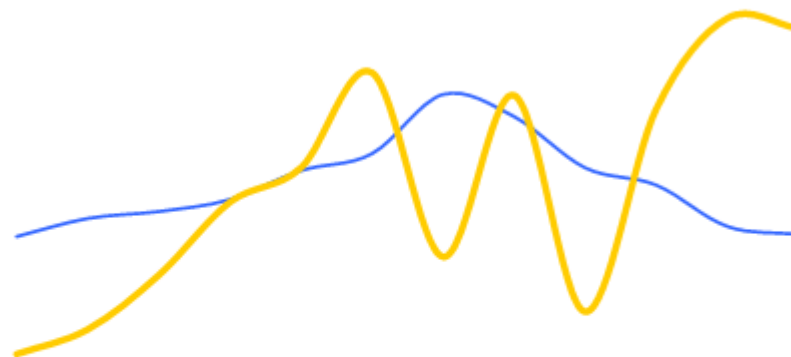
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
<b>LYS</b>	<b>7 305</b>	<b>70%</b>
CFE	1 300	12%
CDG	557	5%
ORY	323	3%
TLS	283	3%
BOD	257	2%
SXB	189	2%
LIL	174	2%
OTHERS	47	0%
<b>Total NTE</b>	<b>10 435</b>	<b>100%</b>

## SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	7%	7%	8%	8%	9%	9%	11%	10%	9%	8%	7%	7%
— 2010 IND	3%	4%	6%	8%	9%	12%	6%	11%	4%	11%	13%	13%

## ROUTE SURVEYS

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

- ▶ **COUNTRY TREND**
- ▶ NICE-BIARRITZ
- ▶ NICE-BORDEAUX
- ▶ NICE-BREST
- ▶ NICE-CAEN
- ▶ NICE-CLERMONT FERRAND
- ▶ NICE-LILLE
- ▶ NICE-LORIENT
- ▶ NICE-METZ/NANCY
- ▶ NICE-MULHOUSE/BASEL
- ▶ NICE-NANTES
- ▶ NICE-RENNES
- ▶ NICE-STRASBOURG
- ▶ INCENTIVE POLICY

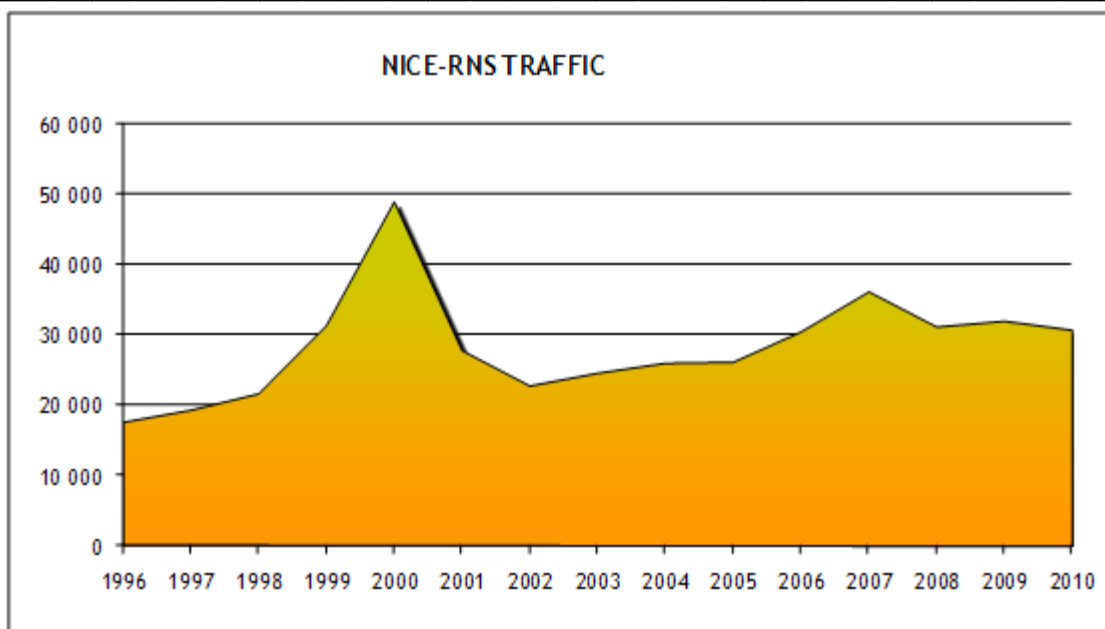


## PAST PERFORMANCE

(source : Statistics Nice Côte d'Azur Airport)

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010	
RENNES	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
AIR FRANCE					7	7	7	7	7	4	7	3	8	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7
AIR LITTORAL							14	13	14	11																				
BRIT AIR	13	7	9																											

Summer 2011  
7 weekly services



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
17 661	19 385	21 699	31 435	49 008	27 863	22 824	24 636	26 066	26 198	30 516	36 212	31 210	32 037	30 758

DIRECT + BEYOND PASSENGERS



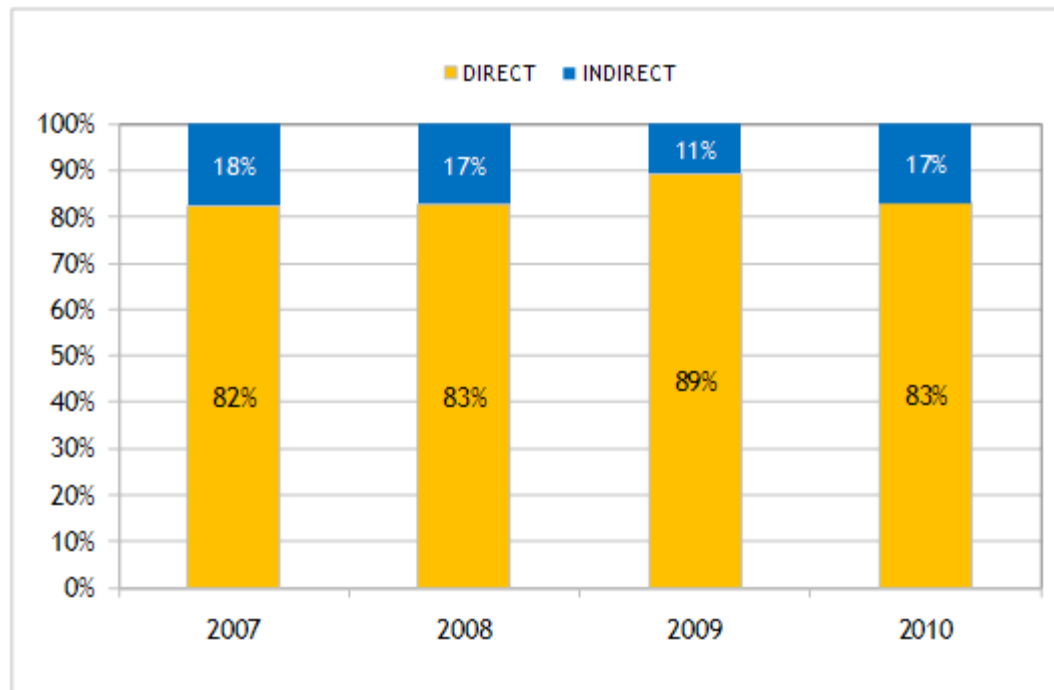
## DISTANCE

528 Miles

850 Kms

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

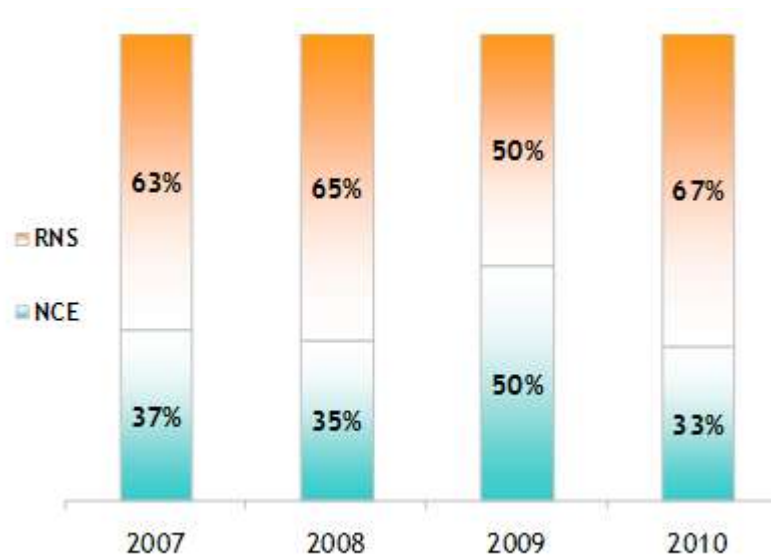
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	25 815	5 319	-19%	41%
2009	31 784	3 784	2%	-42%
2008	31 191	6 574	-14%	-15%
2007	36 150	7 763		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	39%	44%	27%	13%
<b>LOW FARE</b>	61%	56%	73%	87%

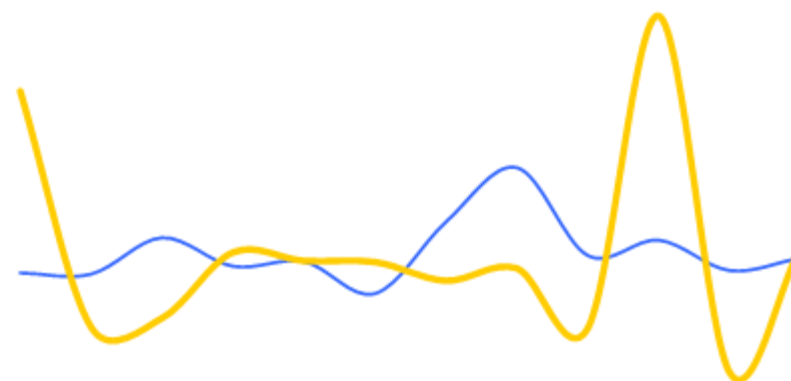
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
<b>LYS</b>	<b>4 610</b>	<b>87%</b>
CDG	610	11%
OTHERS	99	2%
<b>Total RNS</b>	<b>5 319</b>	<b>100%</b>

## SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	8%	7%	9%	8%	8%	7%	9%	12%	8%	9%	8%	8%
— 2010 IND	14%	5%	6%	8%	8%	8%	7%	8%	5%	17%	4%	8%

## ROUTE SURVEYS

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

- ▶ **COUNTRY TREND**
- ▶ NICE-BIARRITZ
- ▶ NICE-BORDEAUX
- ▶ NICE-BREST
- ▶ NICE-CAEN
- ▶ NICE-CLERMONT FERRAND
- ▶ NICE-LILLE
- ▶ NICE-LORIENT
- ▶ NICE-METZ/NANCY
- ▶ NICE-MULHOUSE/BASEL
- ▶ NICE-NANTES
- ▶ NICE-RENNES
- ▶ NICE-STRASBOURG
- ▶ INCENTIVE POLICY

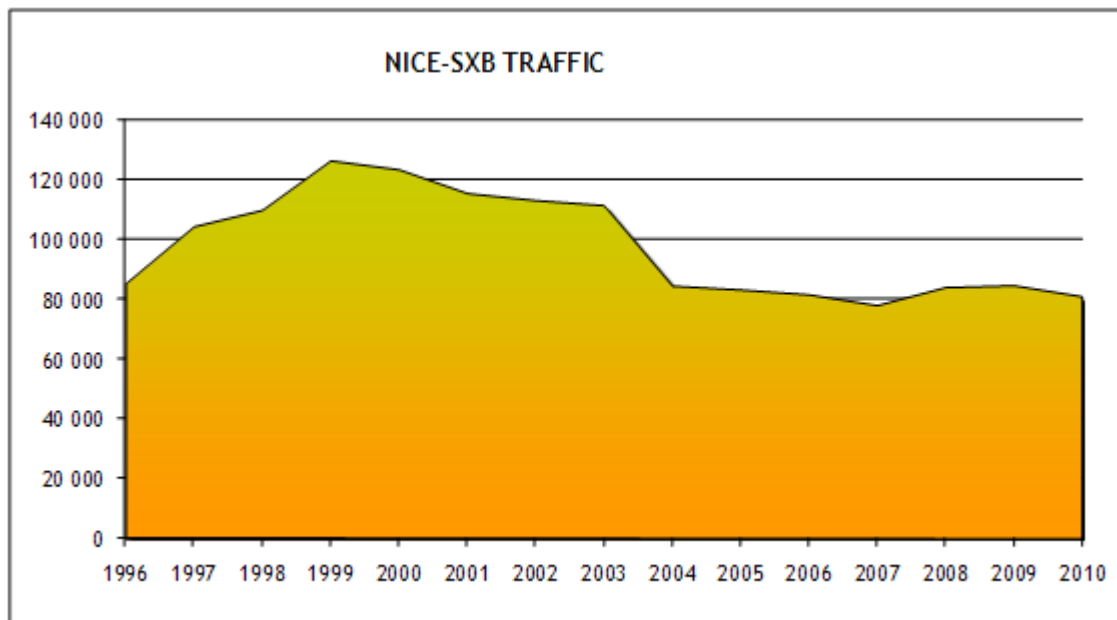


## PAST PERFORMANCE

(source : Statistics Nice Côte d'Azur Airport)

Summer 2011  
**13 weekly services**

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010	
STRASBOURG	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
AIR FRANCE			6	7	7	8	7	7	7	7	7	7	7	7	7	7	13	13	13	13	13	13	13	13	13	13	13	13	13	13
AIR INTER	7	6	12																											
AIR LIBERTE/AIR LIB	6	6	6	7																										
AIR LITTORAL			18	18	19	19	28	26	28	25	20	18	19	18	19	19														



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
85 426	104 528	110 010	126 566	123 590	115 628	113 293	111 625	84 678	83 363	81 729	78 130	84 190	84 803	81 140

DIRECT + BEYOND PASSENGERS



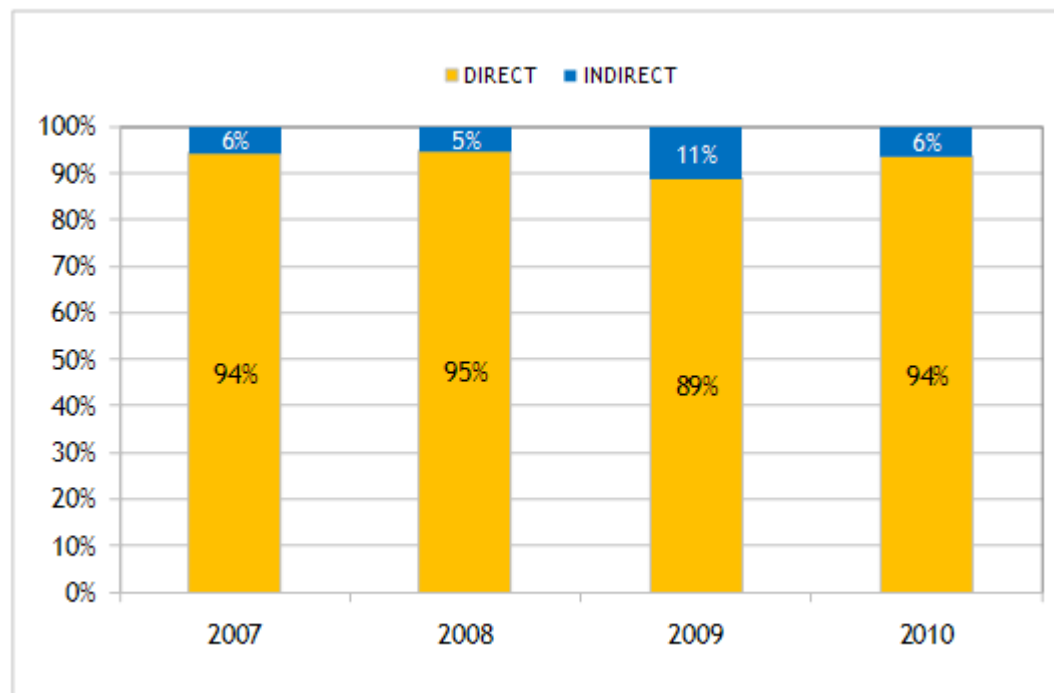
## DISTANCE

337 Miles

542 Kms

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

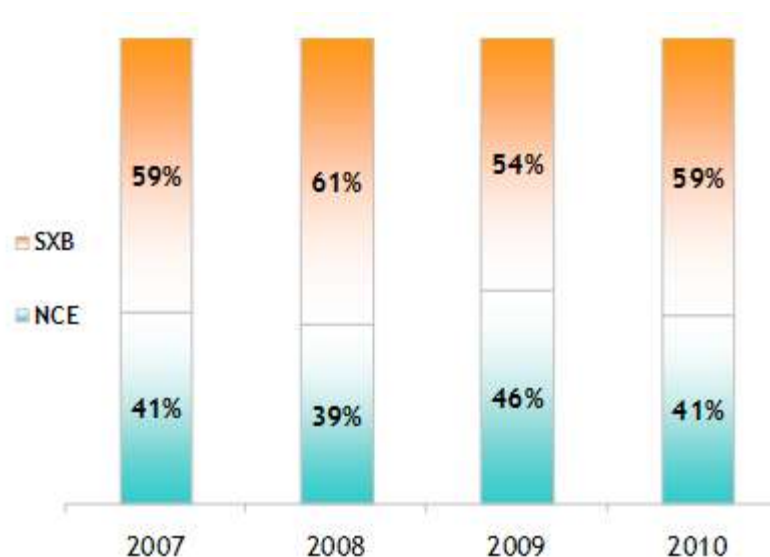
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	71 261	4 926	-12%	-52%
2009	80 729	10 303	-3%	116%
2008	83 033	4 771	8%	0%
2007	77 096	4 755		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	41%	36%	34%	19%
<b>LOW FARE</b>	59%	64%	66%	81%

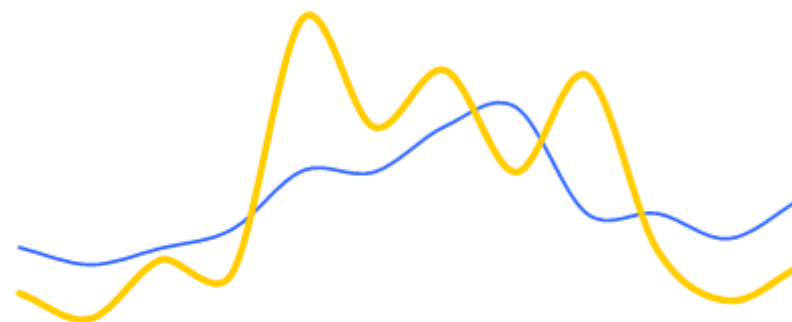
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
ORY	2 400	49%
LYS	2 161	44%
CDG	133	3%
BOD	97	2%
TLS	88	2%
LIL	47	1%
<b>Total SXB</b>	<b>4 926</b>	<b>100%</b>

## SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	7%	6%	7%	8%	9%	9%	11%	11%	8%	8%	7%	8%
— 2010 IND	6%	5%	7%	6%	14%	11%	12%	9%	12%	7%	5%	6%

## ROUTE SURVEYS

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

- ▶ **COUNTRY TREND**
- ▶ NICE-BIARRITZ
- ▶ NICE-BORDEAUX
- ▶ NICE-BREST
- ▶ NICE-CAEN
- ▶ NICE-CLERMONT FERRAND
- ▶ NICE-LILLE
- ▶ NICE-LORIENT
- ▶ NICE-METZ/NANCY
- ▶ NICE-MULHOUSE/BASEL
- ▶ NICE-NANTES
- ▶ NICE-RENNES
- ▶ NICE-STRASBOURG
- ▶ INCENTIVE POLICY



# NICE CÔTE D'AZUR AIRPORT NETWORK DEVELOPMENT DEPARTMENT

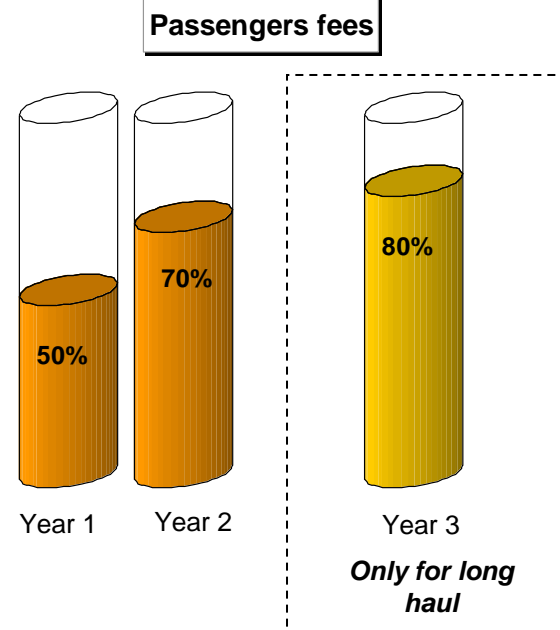
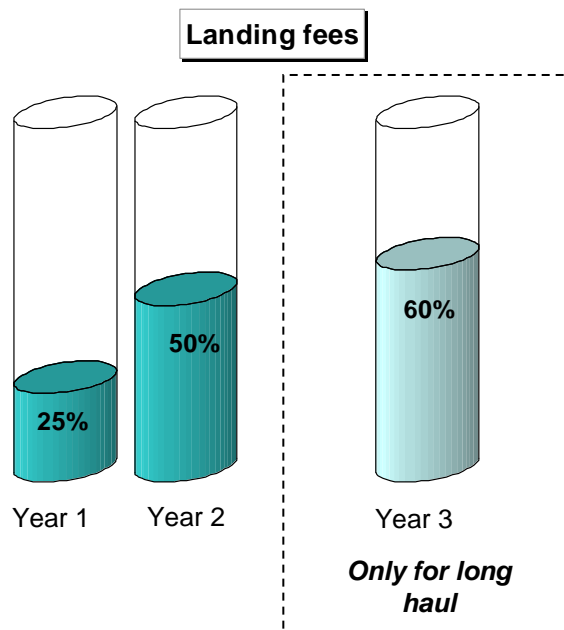


## NICE AIRPORT INCENTIVE POLICY

# 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](#)

