

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



**OPPORTUNITIES SURVEY**  
**NORDIC COUNTRIES 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-BILLUND ROUTE SURVEY**
-  **NICE-STAVANGER ROUTE SURVEY**
-  **INCENTIVE POLICY**



## NORDIC COUNTRIES – LOCAL TRAFFIC FROM / TO NICE

COUNTRY	2007	2008	2009	2010	VAR 10/09
★ DENMARK	244 549	218 716	254 377	231 534	-9%
★ NORWAY	217 868	211 337	194 718	187 326	-4%
SWEDEN	196 884	211 303	150 888	164 982	9%
FINLAND	63 744	70 168	66 370	58 147	-12%
ICELAND	355	708	734	1 849	152%
GREENLAND		3	8	-	-100%
<b>Total NORDIC COUNTRIES</b>	<b>723 400</b>	<b>712 234</b>	<b>667 096</b>	<b>643 838</b>	<b>-3%</b>

[ local traffic = direct traffic + indirect traffic ]

## NORDIC COUNTRIES FROM / TO NICE BREAKDOWN BY DIRECT AND INDIRECT TRAFFIC

COUNTRY	2010 DIRECT TRAFFIC	2010 INDIRECT TRAFFIC	% INDIRECT
SWEDEN	108 461	56 521	34%
★ NORWAY	141 229	46 097	25%
FINLAND	29 321	28 826	50%
★ DENMARK	204 286	27 248	12%
ICELAND	-	1 849	100%
<b>Total NORDIC COUNTRIES</b>	<b>483 298</b>	<b>160 540</b>	<b>25%</b>

(source : readjusted BSP IATA)



## Split of local traffic on Nordic destinations from/to Nice





DESTINATION	COUNTRY	2010 DIRECT TRAFFIC	2010 INDIRECT TRAFFIC	%INDIRECT
Copenhagen	DENMARK	197 064	14 677	6,9%
Oslo	NORWAY	113 581	22 159	16,3%
Stockholm Arlanda	SWEDEN	86 254	38 495	30,9%
Helsinki	FINLAND	29 321	24 701	45,7%
Gothenburg	SWEDEN	22 207	14 408	39,3%
Trondheim	NORWAY	9 780	2 965	23,3%
Bergen	NORWAY	9 264	6 308	40,5%
★ Stavanger	NORWAY	8 604	6 815	44,2%
★ Billund	DENMARK	6 787	6 403	48,5%
Aalborg	DENMARK	435	3 273	88,3%
Kristiansand	NORWAY	-	2 538	100,0%
Aarhus	DENMARK	-	2 190	100,0%
Stockholm Bromma	SWEDEN	-	1 900	100,0%
Reykjavik	ICELAND	-	1 849	100,0%
Turku	FINLAND	-	1 824	100,0%
Tromso	NORWAY	-	1 062	100,0%
Oulu	FINLAND	-	1 049	100,0%
Sandefjord	NORWAY	-	1 044	100,0%
Haugesund	NORWAY	-	864	100,0%
Norrkoping	SWEDEN	-	652	100,0%
Aalesund	NORWAY	-	587	100,0%
Linkoping	SWEDEN	-	504	100,0%
Molde	NORWAY	-	457	100,0%
Longyearbyen	NORWAY	-	437	100,0%
OTHERS		-	3 380	100,0%
<b>NORDIC COUNTRIES</b>		<b>529 606</b>	<b>267 402</b>	<b>33,6%</b>

(source : readjusted BSP IATA)

[ local traffic = direct traffic + indirect traffic ]

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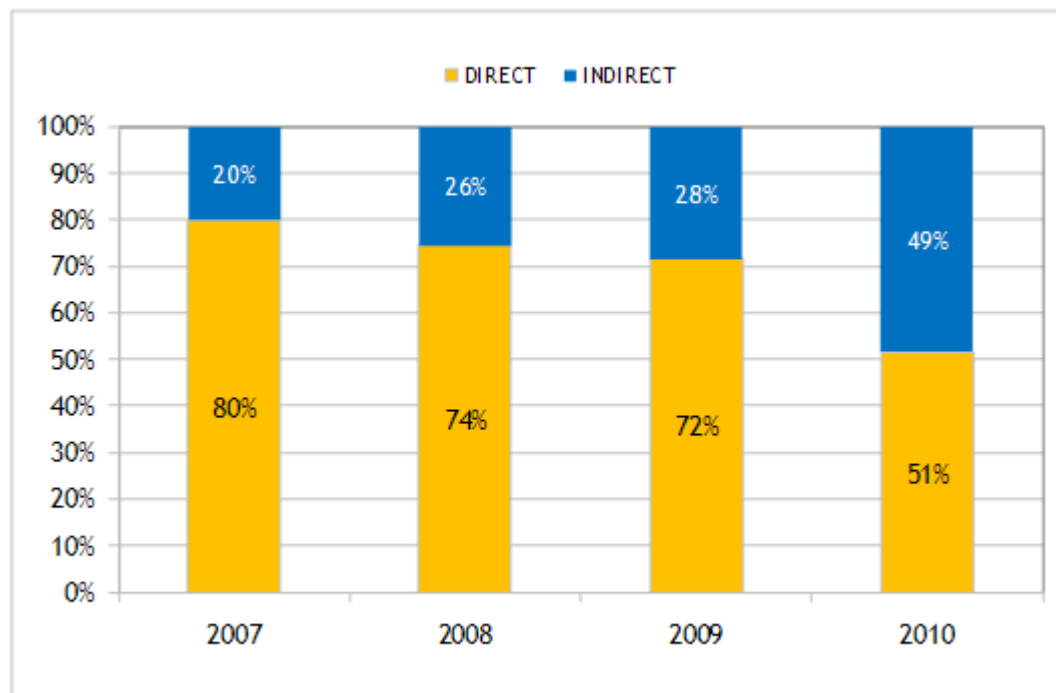
## DISTANCE

839 Miles

1,350 Kms

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

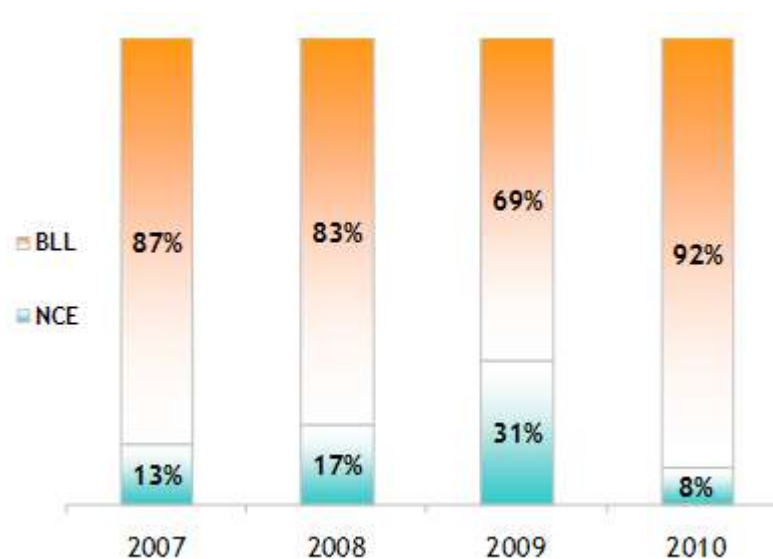
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	6 787	6 403	-41%	40%
2009	11 456	4 564	-23%	-10%
2008	14 818	5 098	-20%	8%
2007	18 473	4 712		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	10%	7%	14%	18%
<b>LOW FARE</b>	90%	93%	86%	82%

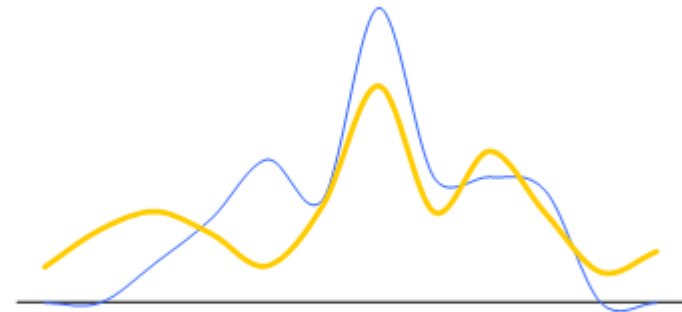
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
<b>CPH</b>	2 643	41%
<b>FRA</b>	2 504	39%
AMS	1 159	18%
MUC	35	1%
OSL	29	0%
CDG	20	0%
DUS	13	0%
<b>Total BLL</b>	<b>6 403</b>	<b>100%</b>





## SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	0%	0%	4%	8%	14%	10%	29%	12%	12%	11%	0%	0%
— 2010 IND	3%	7%	9%	7%	4%	9%	21%	9%	15%	9%	3%	5%

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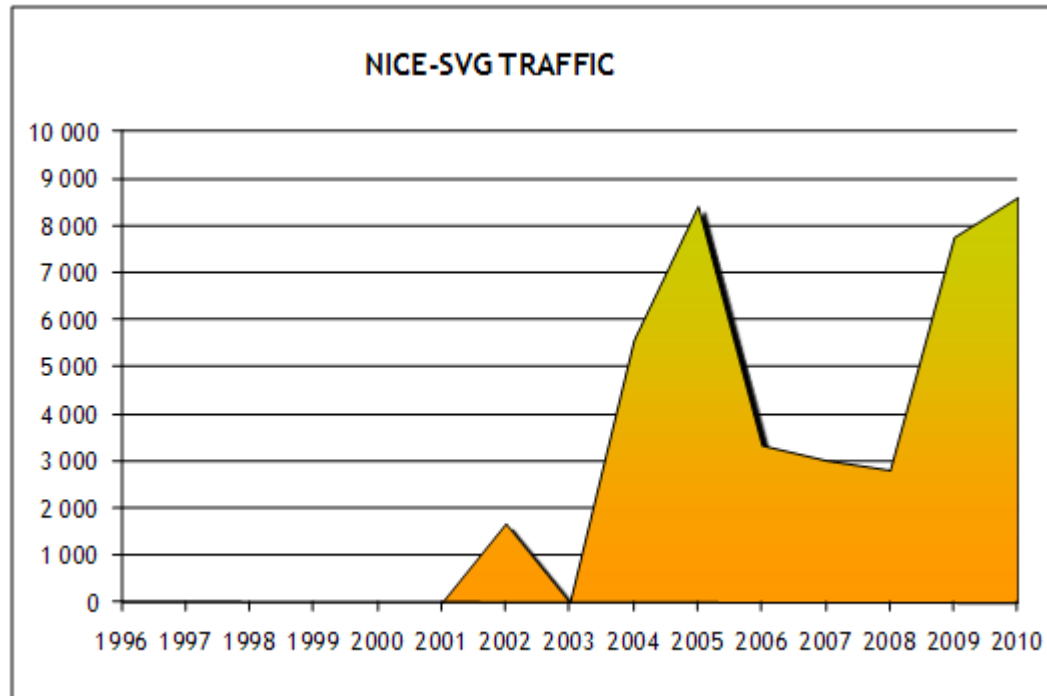


## PAST PERFORMANCE

(source : Statistics Nice Côte d'Azur Airport)

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010	
CARRIER	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
NORWEGIAN AIR SCHUTTLE																	1	2	2	2	2	2	2	2	2	2	2	2	2	0

Summer 2011  
2 weekly services



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
						1 681		5 581	8 420	3 340	3 022	2 816	7 762	8 609

DIRECT + BEYOND PASSENGERS



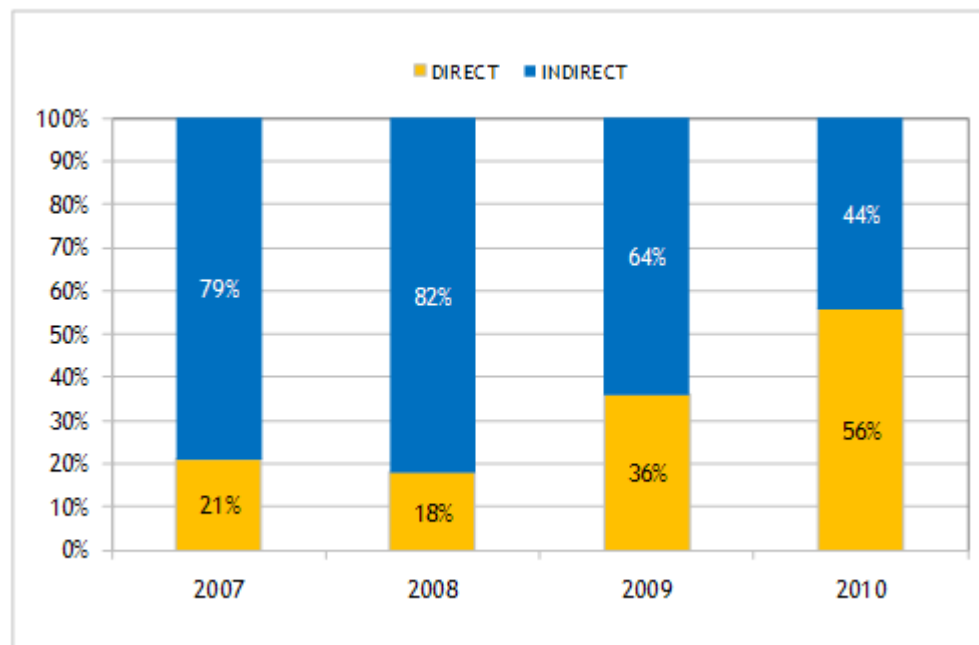
## DISTANCE

1,054 Miles

1,696 Kms

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

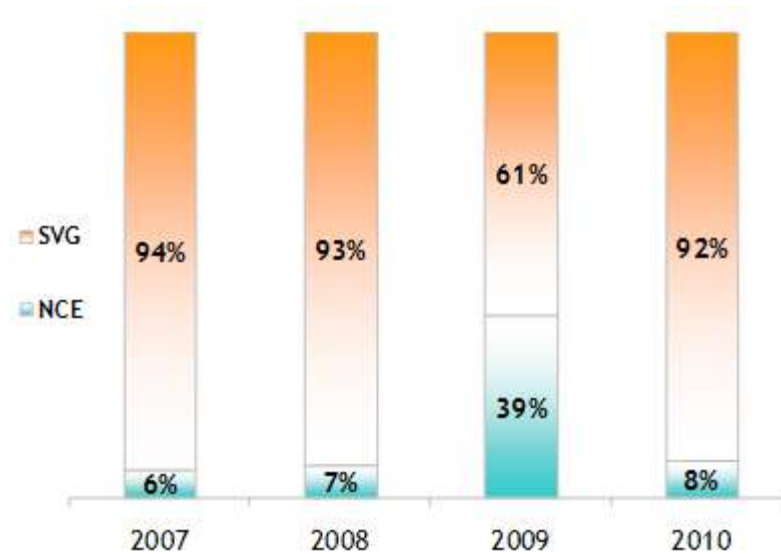
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	8 604	6 815	16%	-48%
2009	7 413	13 176	174%	7%
2008	2 708	12 334	-8%	11%
2007	2 934	11 116		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	15%	13%	7%	23%
<b>LOW FARE</b>	85%	87%	93%	77%

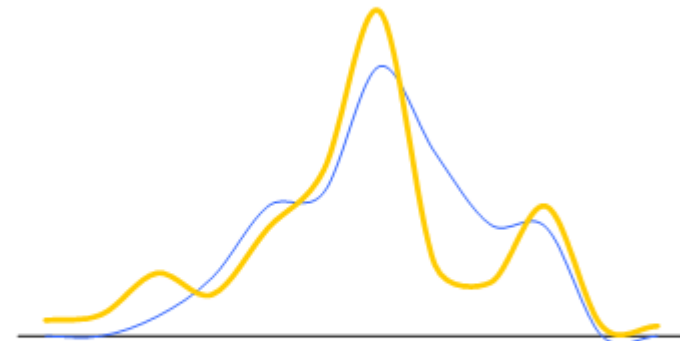
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
FRA	2 749	40%
AMS	1 704	25%
OSL	979	14%
CPH	721	11%
RIX	601	9%
DUS	32	0%
CDG	13	0%
MUC	12	0%
ZRH	4	0%
<b>Total SVG</b>	<b>6 815</b>	<b>100%</b>





## SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	0%	0%	2%	6%	13%	14%	26%	18%	11%	11%	0%	0%
— 2010 IND	2%	2%	6%	4%	11%	16%	32%	7%	5%	13%	1%	1%

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# NICE CÔTE D'AZUR AIRPORT NETWORK DEVELOPMENT DEPARTMENT

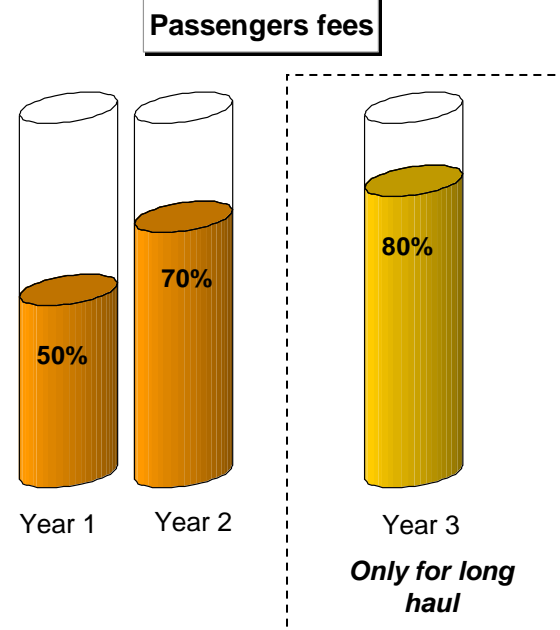
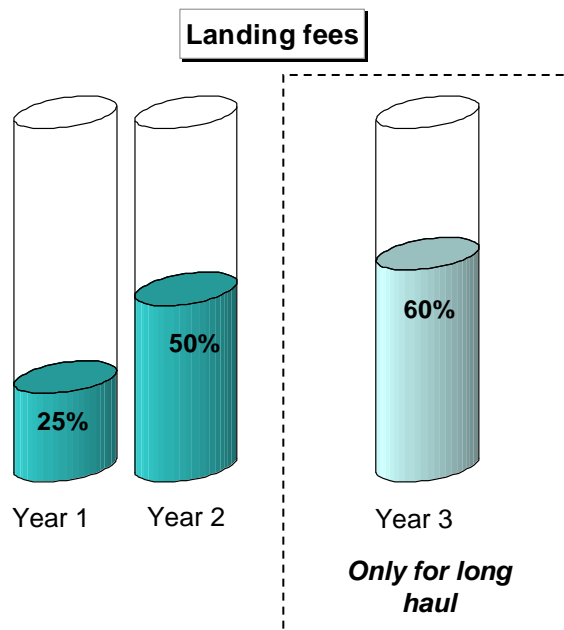


## NICE AIRPORT INCENTIVE POLICY

# 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](#)

