

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



**OPPORTUNITIES SURVEY**  
**NORTH AFRICA 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-AGADIR**
-  **NICE-CAIRO**
-  **NICE-MARRAKECH**
-  **INCENTIVE POLICY**



## NORTH AFRICA – LOCAL TRAFFIC FROM / TO NICE

	COUNTRY	2007	2008	2009	2010	VAR 10/09
	TUNISIA	143 595	149 971	146 994	160 615	9%
★	MOROCCO	82 523	78 667	71 398	70 097	-2%
	ALGERIA	16 424	18 598	28 707	32 523	13%
★	EGYPT	11 033	12 135	13 370	13 805	3%
	LIBYA	822	664	2 254	315	-86%
	<b>Total NORTH AFRICA</b>	<b>254 397</b>	<b>260 034</b>	<b>262 723</b>	<b>277 354</b>	<b>6%</b>

[ local traffic = direct traffic + indirect traffic ]

## NORTH AFRICA FROM / TO NICE BREAKDOWN BY DIRECT AND INDIRECT TRAFFIC

	COUNTRY	2010 DIRECT TRAFFIC	2010 INDIRECT TRAFFIC	% INDIRECT
★	EGYPT	-	13 805	100%
★	MOROCCO	60 179	9 917	14%
	ALGERIA	31 797	726	2%
	TUNISIA	159 906	709	0%
	LIBYA	-	315	100%
	<b>Total NORTH AFRICA</b>	<b>251 882</b>	<b>25 473</b>	<b>9%</b>

(source : readjusted BSP IATA)



## Split of local traffic on North Africa destinations from/to Nice






DESTINATION	COUNTRY	2010 DIRECT TRAFFIC	2010 INDIRECT TRAFFIC	%INDIRECT
Tunis	TUNISIA	106 358	674	0,6%
Monastir	TUNISIA	33 752	3	0,0%
Casablanca	MOROCCO	32 307	2 045	6,0%
★ Marrakech	MOROCCO	27 872	4 361	13,5%
Algiers	ALGERIA	15 953	541	3,3%
Constantine	ALGERIA	14 658	26	0,2%
Djerba	TUNISIA	14 131	-	0,0%
Tozeur	TUNISIA	5 664	32	0,6%
Oran	ALGERIA	1 185	43	3,5%
★ Cairo	EGYPT	-	13 229	100,0%
★ Agadir	MOROCCO	-	1 495	100,0%
Rabat	MOROCCO	-	751	100,0%
Ouarzazate	MOROCCO	-	483	100,0%
Dakhla	MOROCCO	-	472	100,0%
Tripoli	LIBYA	-	315	100,0%
Hurghada	EGYPT	-	174	100,0%
Tangier	MOROCCO	-	161	100,0%
Luxor	EGYPT	-	153	100,0%
Sharm El Sheikh	EGYPT	-	142	100,0%
Annaba	ALGERIA	-	116	100,0%
Alexandria	EGYPT	-	58	100,0%
Fez	MOROCCO	-	54	100,0%
Laayoune	MOROCCO	-	43	100,0%
Aswan	EGYPT	-	35	100,0%
Oujda	MOROCCO	-	32	100,0%
Errachidia	MOROCCO	-	21	100,0%
Alexandria	EGYPT	-	14	100,0%
<b>NORTH AFRICA</b>		<b>251 882</b>	<b>25 473</b>	<b>9,2%</b>

(source : readjusted BSP IATA)

[ local traffic = direct traffic + indirect traffic ]

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## DISTANCE

1,298 Miles

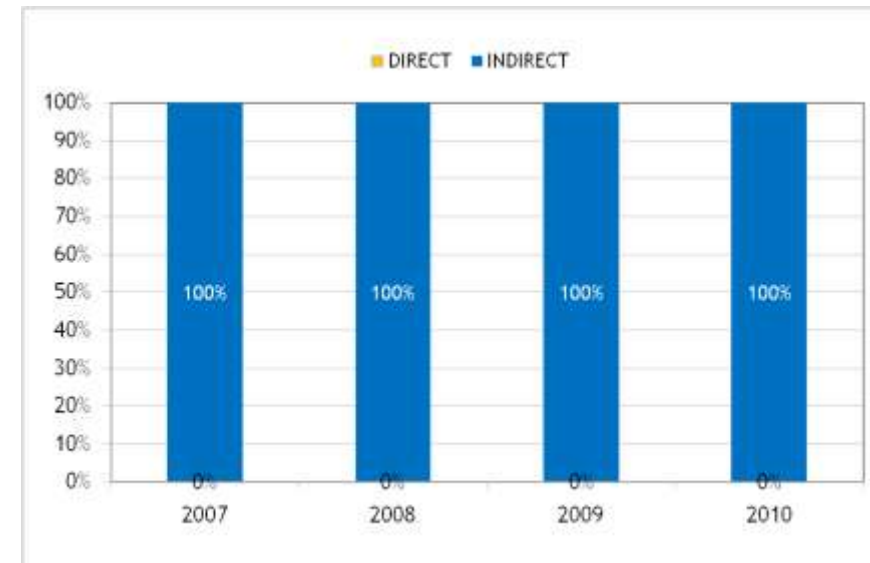
2,089 Kms

## PAST PERFORMANCE

No scheduled program on Nice-Agadir

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

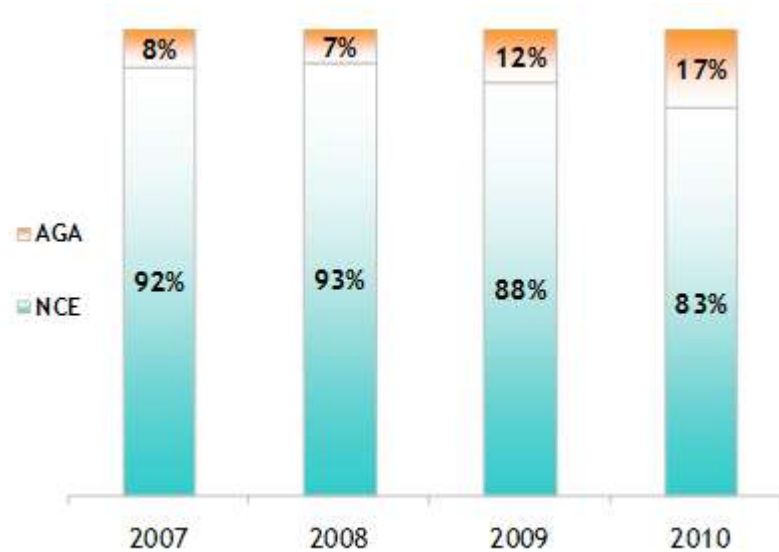
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	1 495		-18%
2009	-	1 829		-53%
2008	-	3 916		-1%
2007	-	3 967		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	1%	2%	5%	4%
<b>LOW FARE</b>	99%	98%	95%	96%

(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
CMN	1 458	98%
OTHERS	37	2%
<b>Total AGA</b>	<b>1 495</b>	<b>100%</b>






## 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	9%	13%	2%	5%	8%	12%	2%	12%	7%	17%	5%	8%

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## DISTANCE

1,622 Miles

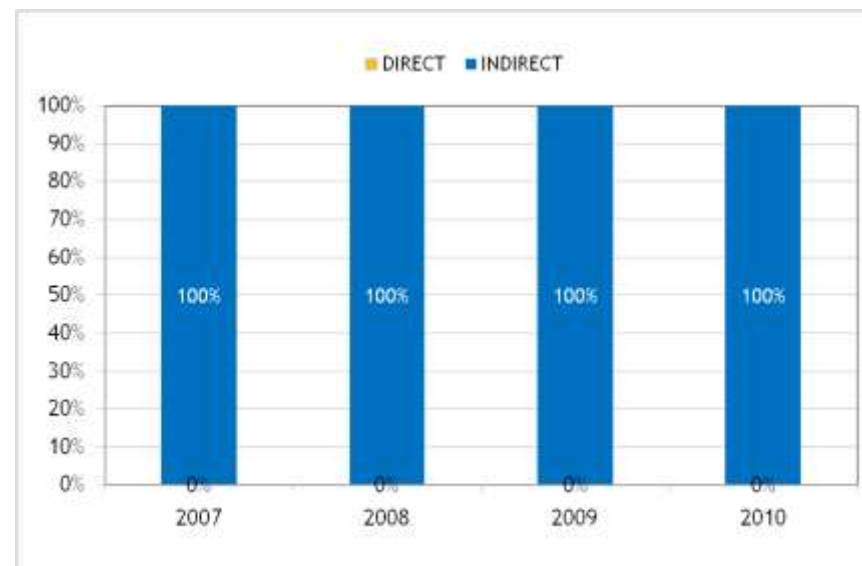
2,610 Kms

## PAST PERFORMANCE

No scheduled program on Nice-Cairo

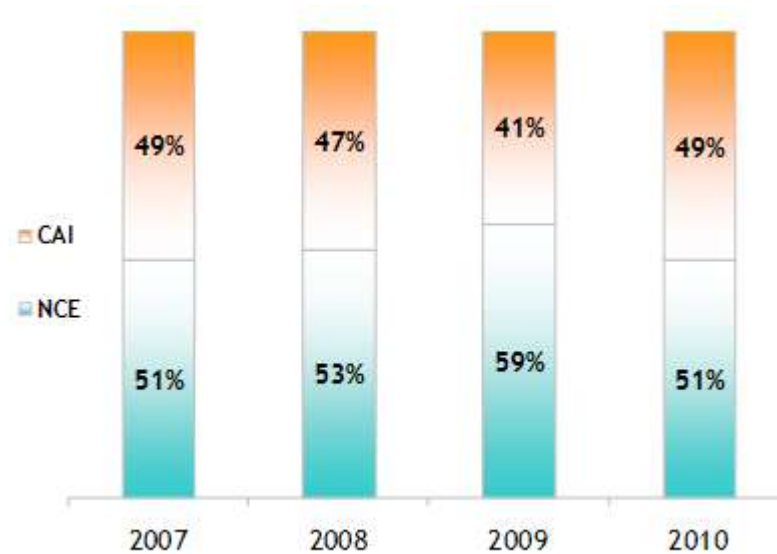
## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	13 229		5%
2009	-	12 659		9%
2008	-	11 624		11%
2007	-	10 504		





## POINT OF ORIGIN



## HIGH FARE TRAFFIC

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

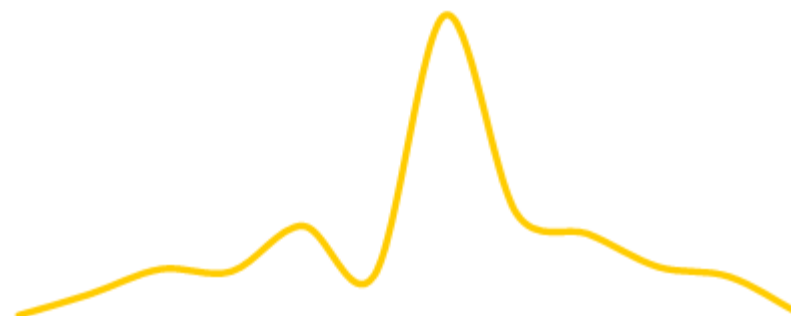
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
CDG	4 124	31%
ZRH	3 181	24%
FRA	2 118	16%
FCO	1 074	8%
VIE	941	7%
MUC	794	6%
AMS	443	3%
IST	288	2%
OTHERS	267	2%
<b>Total CAI</b>	<b>13 229</b>	<b>100%</b>






## 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%	6%	7%	7%	9%	7%	19%	10%	9%	7%	7%	5%

## ROUTE SURVEYS

Click on the left  
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part of your choice

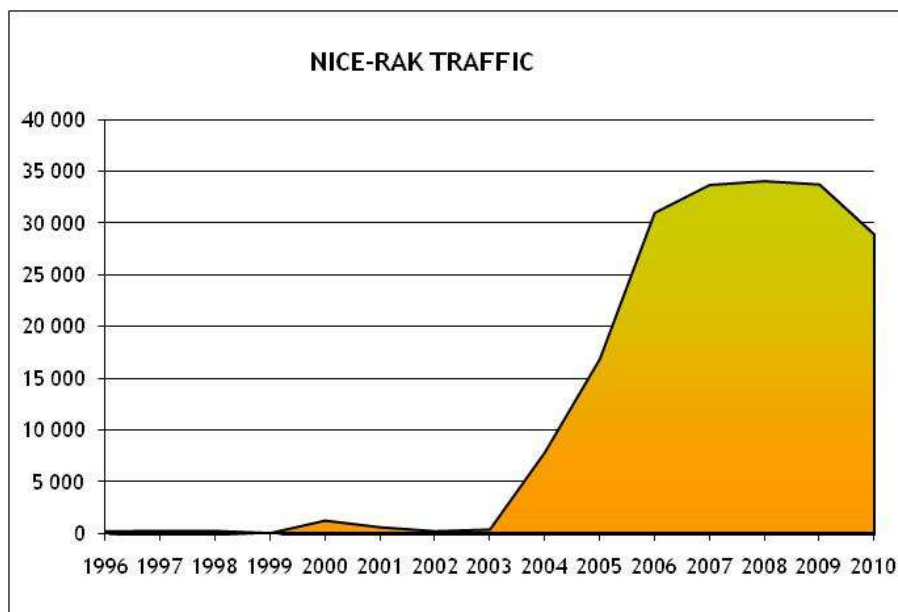
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## PAST PERFORMANCE

Summer 2011  
3 weekly services

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010	
MARRAKECH	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
ATLAS BLUE																				2	2	3	3	3	3	2	3	2		
ROYAL AIR MAROC																												3	2	



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
162	225	212	1	1 212	568	190	347	7 808	16 834	30 991	33 693	34 061	33 738	28 884

DIRECT + BEYOND PASSENGERS

(source : Statistics Nice Côte d'Azur Airport)



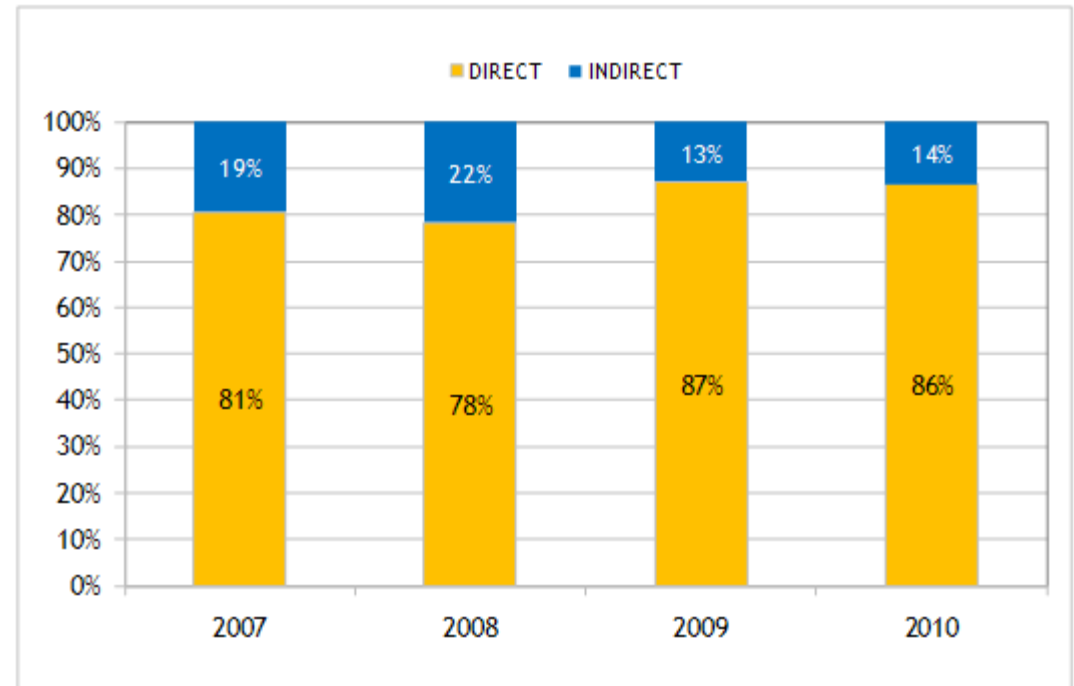
## DISTANCE

1,176 Miles

1,893 Kms

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

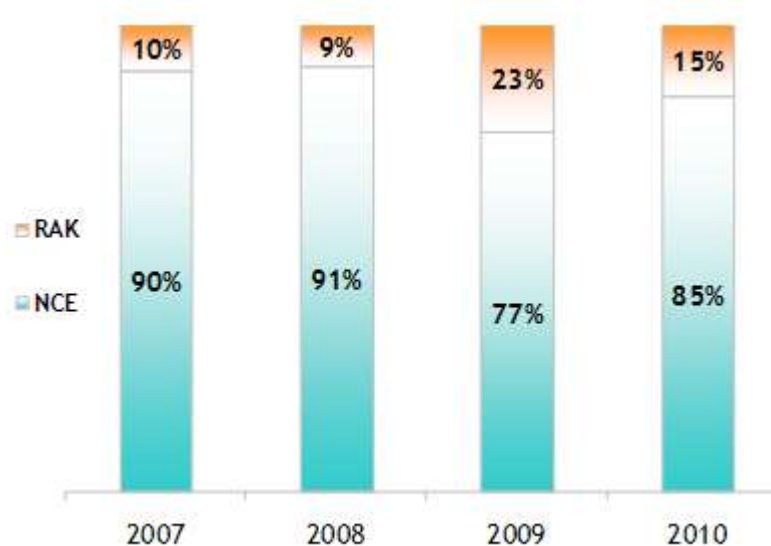
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	27 872	4 361	-15%	-11%
2009	32 787	4 894	-3%	-47%
2008	33 649	9 297	2%	17%
2007	33 054	7 976		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	3%	3%	9%	20%
<b>LOW FARE</b>	97%	97%	91%	80%

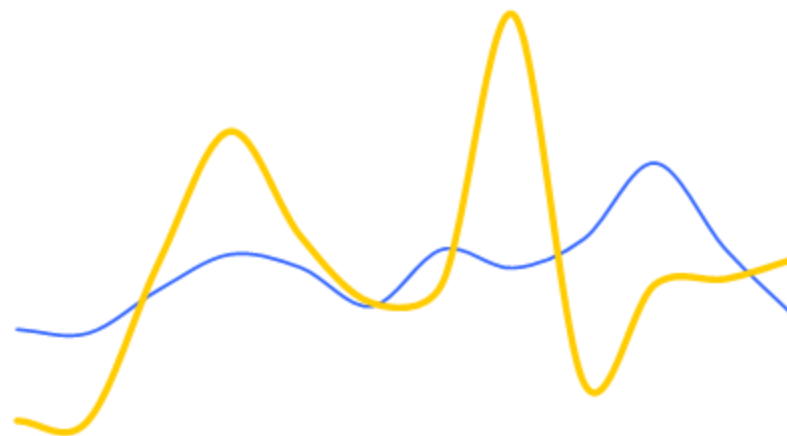
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
<b>CMN</b>	<b>3 303</b>	<b>76%</b>
MAD	449	10%
BCN	339	8%
OTHERS	271	6%
<b>Total RAK</b>	<b>4 361</b>	<b>100%</b>






## SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	6%	6%	8%	9%	9%	7%	9%	8%	10%	13%	9%	7%
— 2010 IND	3%	3%	9%	14%	10%	7%	8%	18%	4%	8%	8%	9%

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# NICE CÔTE D'AZUR AIRPORT NETWORK DEVELOPMENT DEPARTMENT

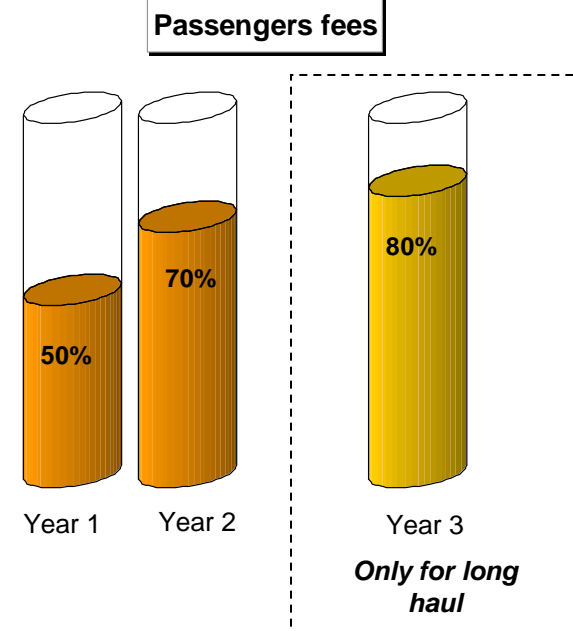
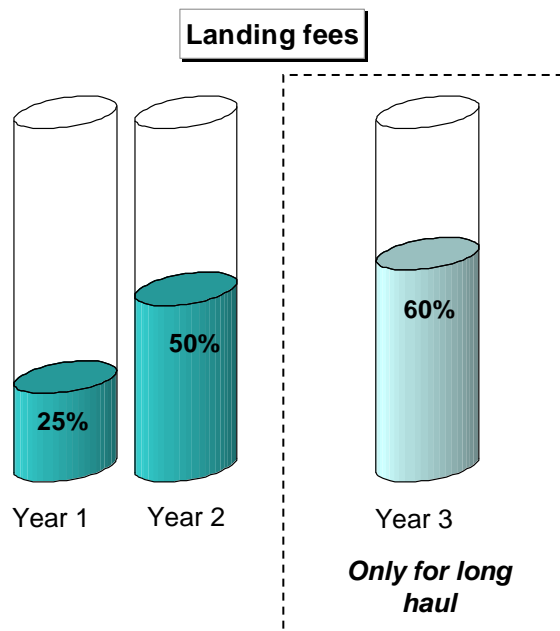


## NICE AIRPORT INCENTIVE POLICY

# 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](#)

