

NICE CÔTE D'AZUR
AIRPORT
NETWORK DEVELOPMENT
DEPARTMENT



OPPORTUNITIES SURVEY
SOUTH AND CENTRAL AMERICA 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-BUENOS AIRES**
-  **NICE-CARACAS**
-  **NICE-MEXICO CITY**
-  **NICE-RIO DE JANEIRO**
-  **NICE-SAO PAULO**
-  **INCENTIVE POLICY**



SOUTH AND CENTRAL AMERICA LOCAL TRAFFIC FROM / TO NICE

(source : readjusted BSP IATA)

	COUNTRY	2007	2008	2009	2010	VAR 10/09
★	BRAZIL	14 942	18 259	19 819	47 732	141%
★	MEXICO	11 504	11 621	8 638	15 679	82%
★	ARGENTINA	6 151	6 442	6 849	11 674	70%
★	VENEZUELA	2 463	2 600	2 793	6 574	135%
	PERU	2 519	2 843	3 149	4 752	51%
	CHILE	2 089	2 495	2 435	3 684	51%
	COSTA RICA	1 687	1 713	1 776	2 386	34%
	ECUADOR	1 503	1 240	1 276	2 243	76%
	COLOMBIA	1 242	1 339	1 781	2 008	13%
	URUGUAY	602	700	689	1 061	54%
	FRENCH GUIANA	2 286	2 142	6 062	954	-84%
	PANAMA	684	665	620	909	47%
	GUATEMALA	488	472	667	855	28%
	BOLIVIA	151	166	79	334	321%
	PARAGUAY	252	226	272	213	-22%
	EL SALVADOR	100	135	138	141	3%
	NICARAGUA	176	162	306	116	-62%
	HONDURAS	63	74	417	54	-87%
	ARUBA	99	71	20	9	-57%
	SURINAM	2	31	-	9	
	BELIZE	20	15	22	-	-100%
	GUYANA		71	833	-	-100%
	Total SOUTH AND CENTRAL AMERICA	49 025	53 483	58 642	101 388	73%

[local traffic = direct traffic + indirect traffic]



SOUTH AND CENTRAL AMERICA FROM / TO NICE BREAKDOWN BY DIRECT AND INDIRECT TRAFFIC

	COUNTRY	2010 DIRECT TRAFFIC	2010 INDIRECT TRAFFIC	% INDIRECT
★	BRAZIL	-	47 732	100%
★	MEXICO	-	15 679	100%
★	ARGENTINA	-	11 674	100%
★	VENEZUELA	-	6 574	100%
	PERU	-	4 752	100%
	CHILE	-	3 684	100%
	COSTA RICA	-	2 386	100%
	ECUADOR	-	2 243	100%
	COLOMBIA	-	2 008	100%
	URUGUAY	-	1 061	100%
	FRENCH GUIANA	-	954	100%
	PANAMA	-	909	100%
	GUATEMALA	-	855	100%
	BOLIVIA	-	334	100%
	PARAGUAY	-	213	100%
	EL SALVADOR	-	141	100%
	NICARAGUA	-	116	100%
	HONDURAS	-	54	100%
	ARUBA	-	9	100%
	SURINAM	-	9	100%
	Total SOUTH AND CENTRAL AMERICA	-	101 388	100%

(source : readjusted BSP IATA)



Split of local traffic on South&Central America from/to Nice








DESTINATION	COUNTRY	2010 DIRECT TRAFFIC	2010 INDIRECT TRAFFIC	%INDIRECT
★ Sao Paulo	BRAZIL	-	24 529	0,0%
★ Buenos Aires / Eze Ezeiza International Airport	ARGENTINA	-	11 481	0,0%
★ Mexico City	MEXICO	-	11 299	0,0%
★ Rio De Janeiro	BRAZIL	-	11 215	0,0%
★ Caracas	VENEZUELA	-	6 398	0,0%
Lima	PERU	-	4 245	0,0%
Santiago Comodoro Arturo Merino Benitez	CHILE	-	3 631	0,0%
San Jose Juan Santamaria	COSTA RICA	-	2 294	0,0%
Porto Alegre	BRAZIL	-	1 667	0,0%
Salvador	BRAZIL	-	1 604	0,0%
Bogota	COLOMBIA	-	1 444	0,0%
Belo Horizonte / Aeropuerto Internacional Tancredo Neves	BRAZIL	-	1 412	0,0%
Quito	ECUADOR	-	1 320	0,0%
Curitiba	BRAZIL	-	1 147	0,0%
Fortaleza	BRAZIL	-	1 089	0,0%
Montevideo	URUGUAY	-	1 061	0,0%
Florianopolis	BRAZIL	-	987	0,0%
Cancun	MEXICO	-	982	0,0%
Brasilia	BRAZIL	-	954	0,0%
Cayenne	FRENCH GUIANA	-	954	0,0%
Guayaquil	ECUADOR	-	923	0,0%
Panama City Tocumen	PANAMA	-	909	0,0%
Guadalajara	MEXICO	-	876	0,0%
Guatemala City	GUATEMALA	-	855	0,0%
OTHERS		-	8 110	0,0%
SOUTH AND CENTRAL AMERICA		-	101 388	100,0%

(source : readjusted BSP IATA)

[local traffic = direct traffic + indirect traffic]

ROUTE SURVEYS

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-  **NICE-SAO PAULO**
-  **INCENTIVE POLICY**

2010 Buenos Aires-Nice



DISTANCE

6,802 Miles

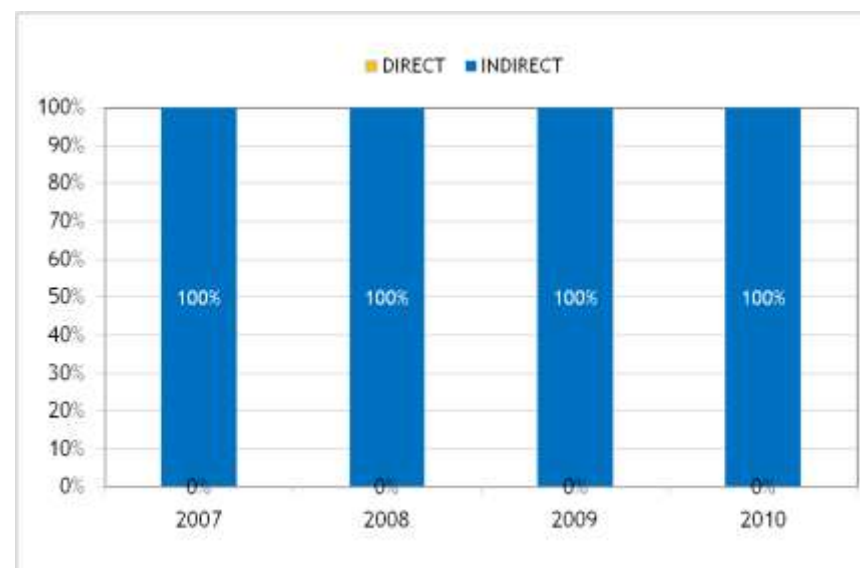
10,947 Kms

PAST PERFORMANCE

No scheduled program on Nice-Buenos Aires

TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

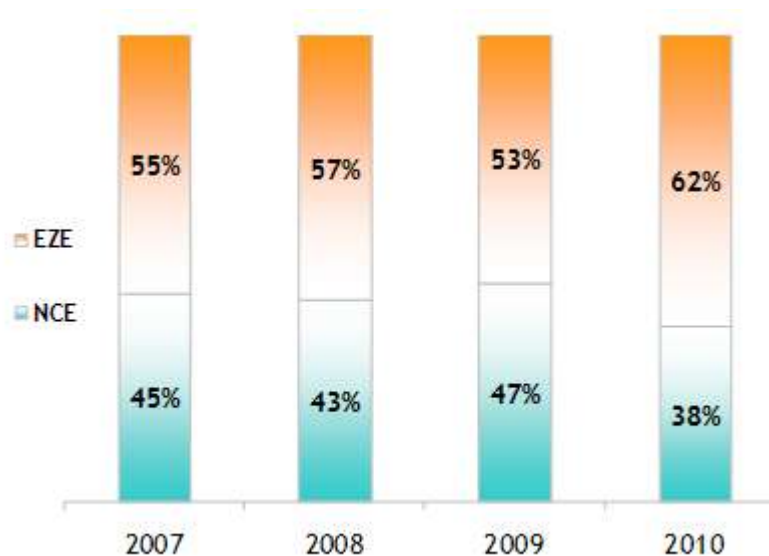
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	11 481		71%
2009	-	6 715		8%
2008	-	6 221		4%
2007	-	5 972		



(source : readjusted BSP IATA)



POINT OF ORIGIN



HIGH FARE TRAFFIC

	2007	2008	2009	2010
HIGH FARE	32%	35%	37%	28%
LOW FARE	68%	65%	63%	72%

(source : readjusted BSP IATA)



HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
CDG	4 296	37%
MAD	4 213	37%
FCO	1 357	12%
FRA	801	7%
LHR	493	4%
ORY	321	3%
Total EZE	11 481	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%	6%	6%	5%	9%	11%	10%	10%	8%	12%	8%	8%

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-  **NICE-SAO PAULO**
-  **INCENTIVE POLICY**



DISTANCE

4,930 Miles

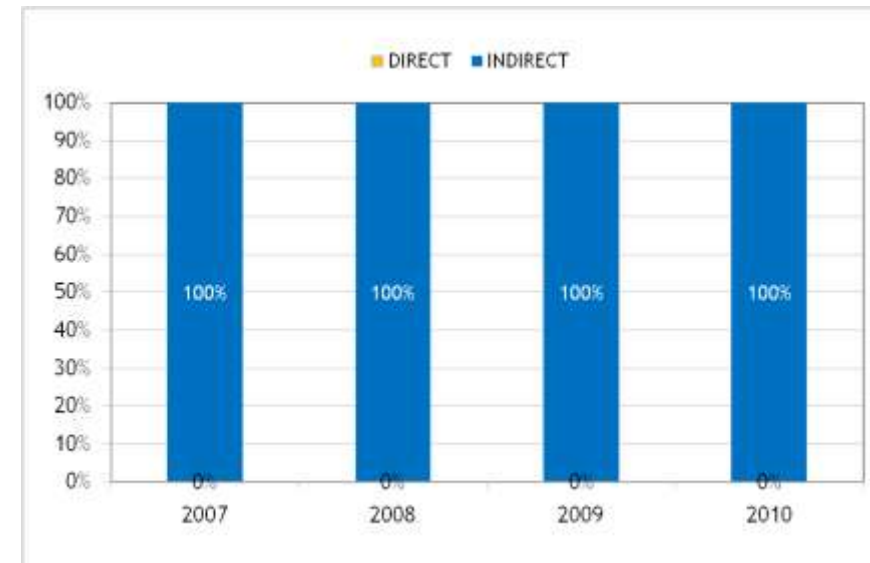
7,934 Kms

PAST PERFORMANCE

No scheduled program on Nice-Caracas

TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

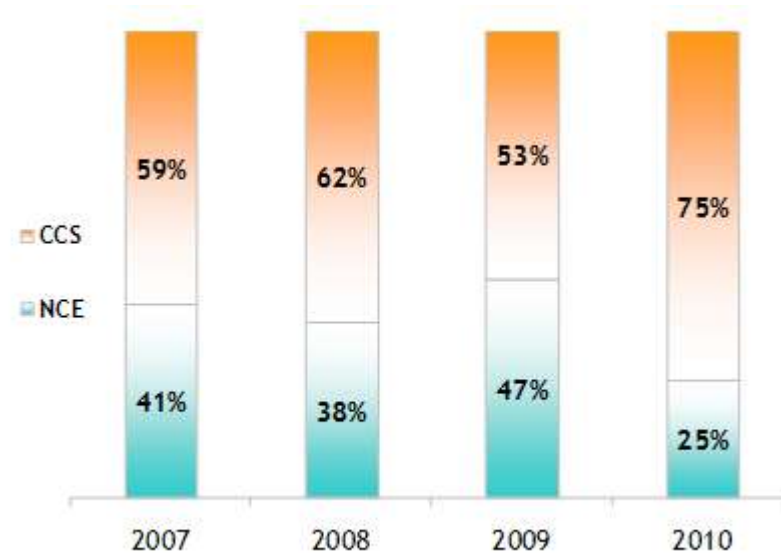
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	6 398		151%
2009	-	2 552		3%
2008	-	2 471		10%
2007	-	2 241		



(source : readjusted BSP IATA)



POINT OF ORIGIN



HIGH FARE TRAFFIC

	2007	2008	2009	2010
HIGH FARE	26%	26%	31%	41%
LOW FARE	74%	74%	69%	59%

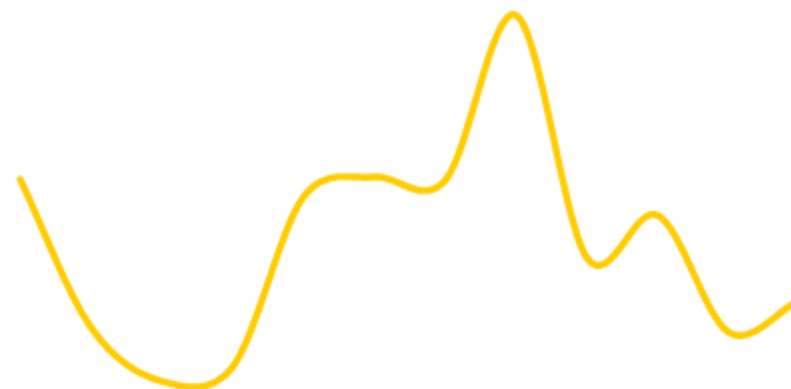
(source : readjusted BSP IATA)



HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
CDG	2 566	40%
MAD	2 142	33%
FRA	1 193	19%
LIS	236	4%
FCO	141	2%
OTHERS	121	2%
Total CCS	6 398	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	11%	5%	4%	4%	10%	11%	11%	16%	8%	9%	5%	6%

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-  **NICE-RIO DE JANEIRO**
-  **NICE-SAO PAULO**
-  **INCENTIVE POLICY**

2010 Mexico City-Nice



DISTANCE

6,076 Miles

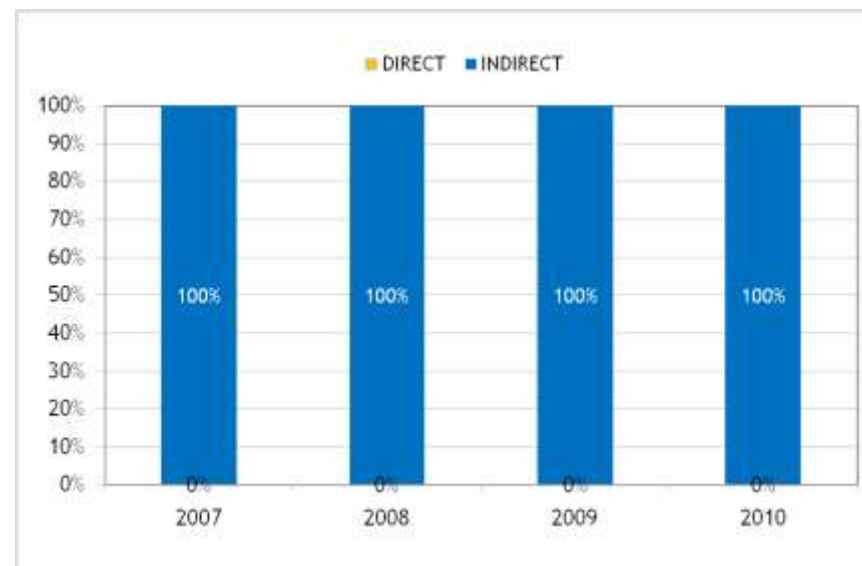
9,778 Kms

PAST PERFORMANCE

No scheduled program on Nice-Mexico City

TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

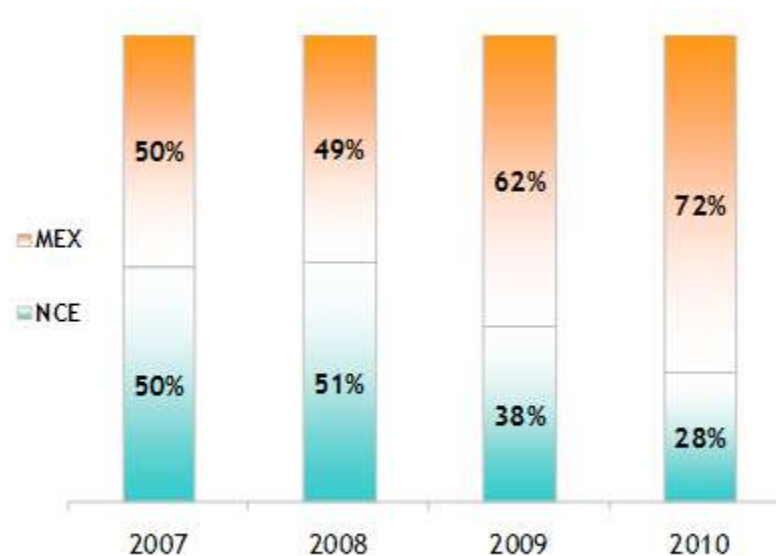
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	11 299		107%
2009	-	5 448		-10%
2008	-	6 028		-7%
2007	-	6 468		



(source : readjusted BSP IATA)



POINT OF ORIGIN



HIGH FARE TRAFFIC

	2007	2008	2009	2010
HIGH FARE	27%	27%	29%	33%
LOW FARE	73%	73%	71%	67%

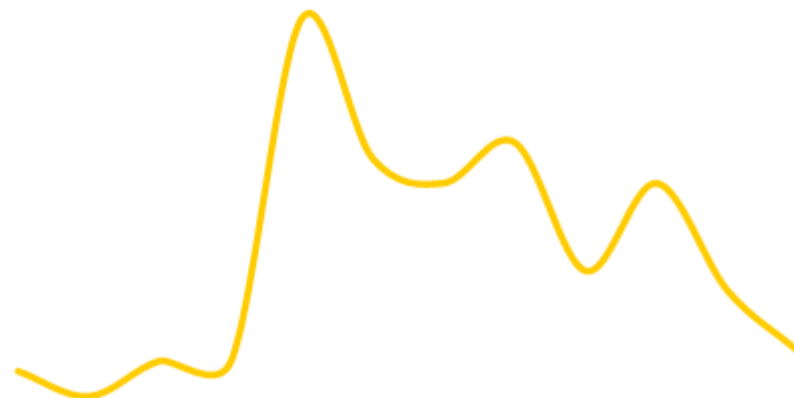
(source : readjusted BSP IATA)



HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
CDG	6 915	61%
MAD	1 603	14%
FRA	1 460	13%
LHR	684	6%
OTHERS	638	6%
Total MEX	11 299	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%	3%	4%	4%	17%	12%	11%	13%	8%	11%	7%	5%

ROUTE SURVEYS

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-  **NICE-SAO PAULO**
-  **INCENTIVE POLICY**

2010 Rio de Janeiro-Nice



DISTANCE

5,581 Miles

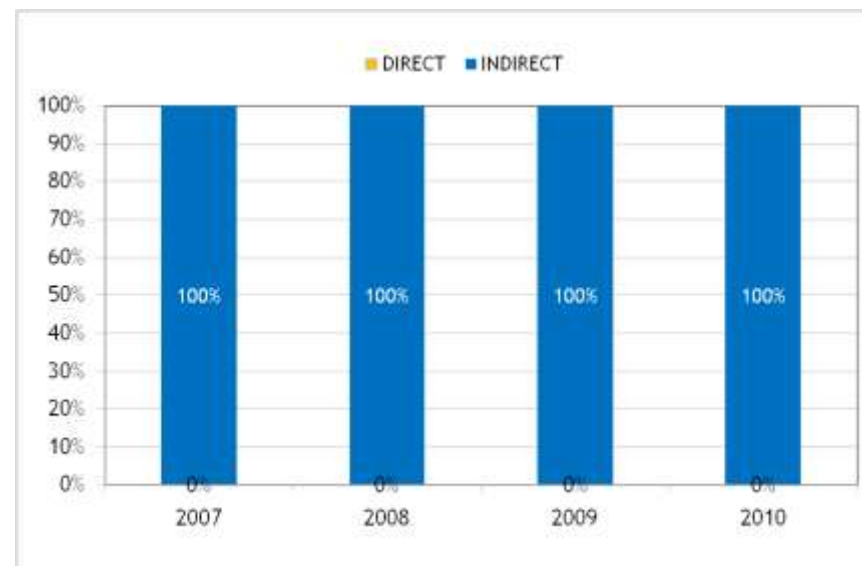
8,982 Kms

PAST PERFORMANCE

No scheduled program on Nice-Rio de Janeiro

TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

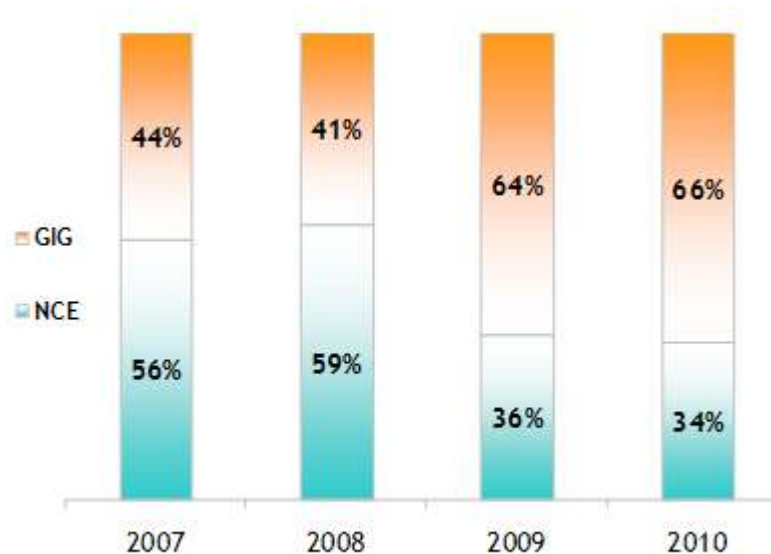
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	11 215		116%
2009	-	5 196		-9%
2008	-	5 688		20%
2007	-	4 725		



(source : readjusted BSP IATA)



POINT OF ORIGIN



HIGH FARE TRAFFIC

	2007	2008	2009	2010
HIGH FARE	31%	39%	35%	26%
LOW FARE	69%	61%	65%	74%

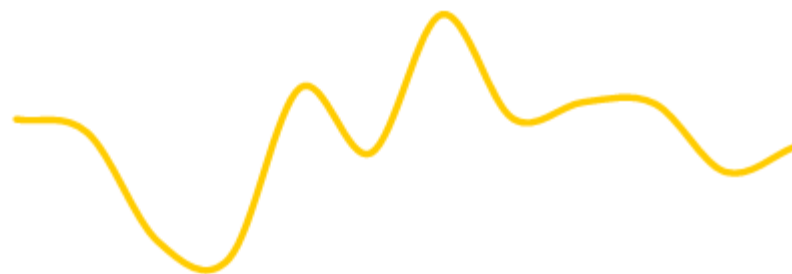
(source : readjusted BSP IATA)



HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
CDG	7 545	67%
MAD	1 411	13%
LIS	1 359	12%
LHR	350	3%
FRA	273	2%
ORY	169	2%
OTHERS	108	1%
Total GIG	11 215	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	9%	8%	6%	5%	10%	8%	12%	9%	9%	9%	7%	8%

ROUTE SURVEYS

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-  **NICE-RIO DE JANEIRO**
-  **NICE-SAO PAULO**
-  **INCENTIVE POLICY**



DISTANCE

5,735 Miles

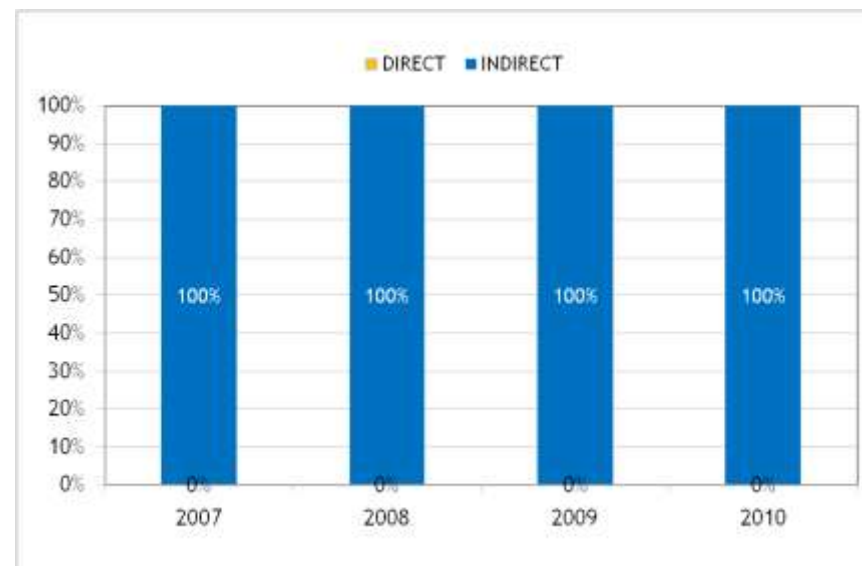
9,230 Kms

PAST PERFORMANCE

No scheduled program on Nice-Sao Paulo

TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

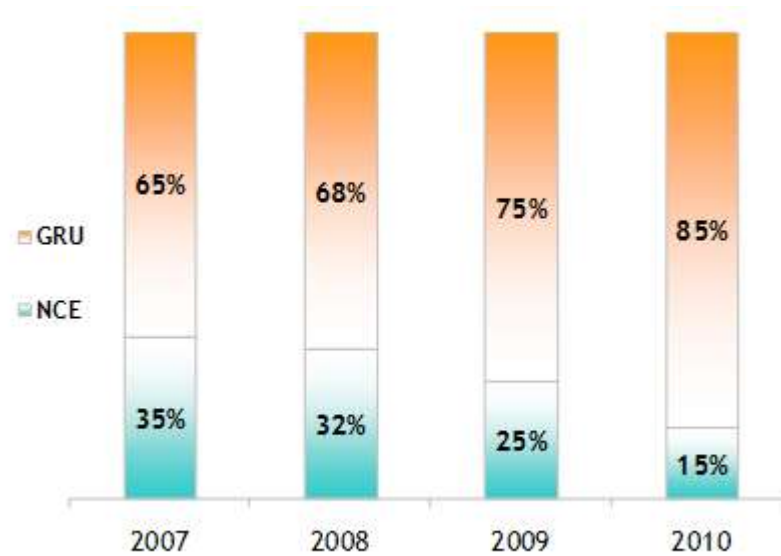
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	24 529		199%
2009	-	8 214		12%
2008	-	7 315		6%
2007	-	6 900		



(source : readjusted BSP IATA)



POINT OF ORIGIN



HIGH FARE TRAFFIC

	2007	2008	2009	2010
HIGH FARE	32%	35%	37%	41%
LOW FARE	68%	65%	63%	59%

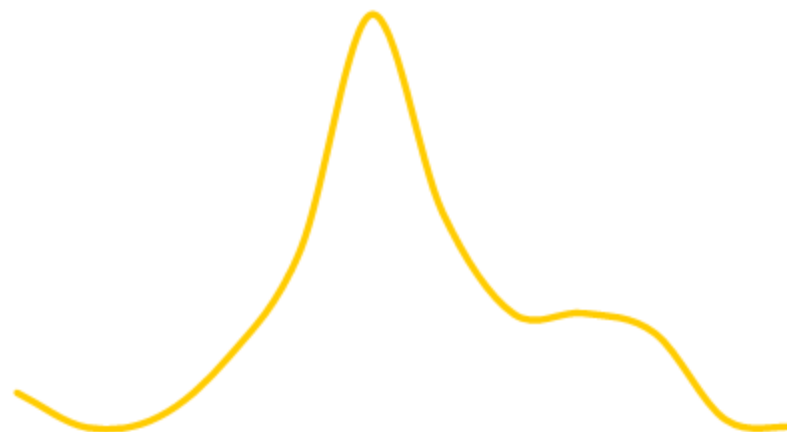
(source : readjusted BSP IATA)



HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
CDG	12 066	49%
MAD	4 032	16%
FRA	2 544	10%
LIS	1 759	7%
ZRH	1 747	7%
FCO	742	3%
LHR	692	3%
ORY	339	1%
MUC	313	1%
OTHERS	294	1%
Total GRU	24 529	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%	4%	7%	12%	23%	14%	9%	9%	8%	4%	3%

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NICE CÔTE D'AZUR AIRPORT NETWORK DEVELOPMENT DEPARTMENT

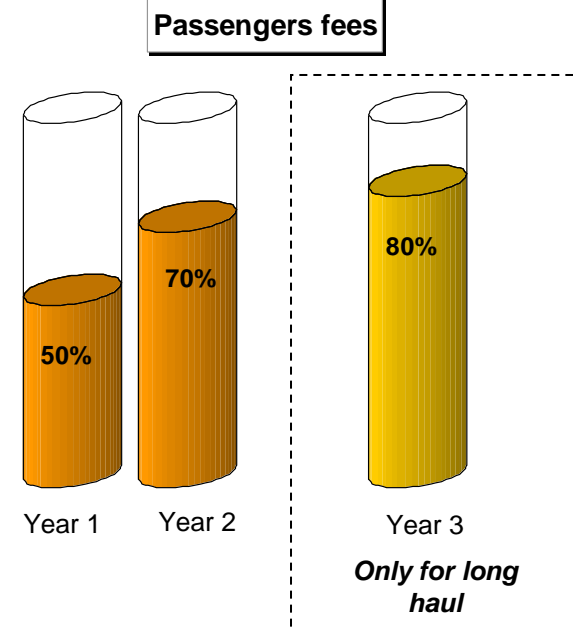
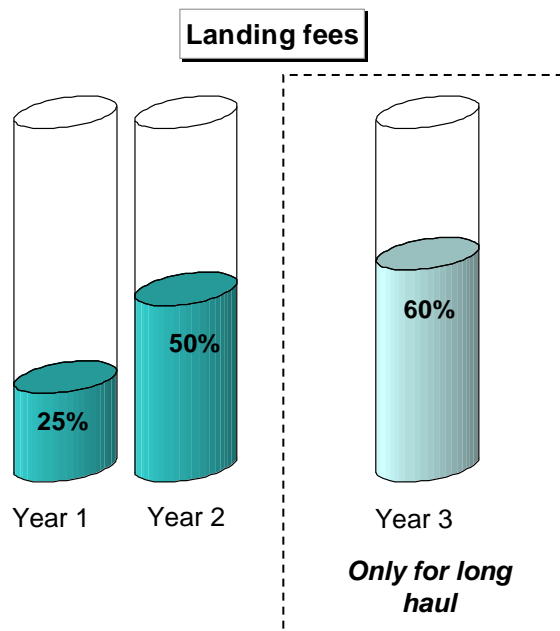


NICE AIRPORT INCENTIVE POLICY

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](#)

