



AÉROPORT
NICE CÔTE D'AZUR

OPPORTUNITIES SURVEY

MIDDLE EAST FROM/TO NICE AIRPORT

Routes Online 2012

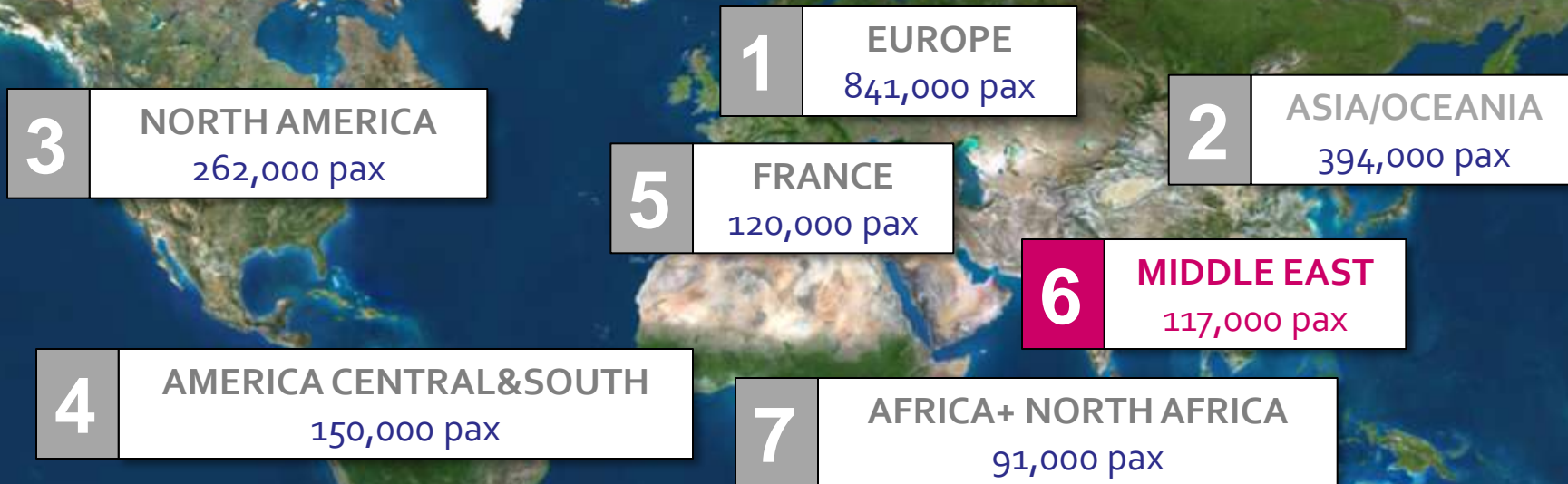


2011- Middle East traffic from/to Nice = **117,000 pax**

This represents **6%** of the whole indirect traffic from/to Nice

(TOTAL 2011 INDIRECT TRAFFIC = 1,975,000 pax)

NICE MIDDLE EAST






Variation of Middle East indirect traffic from/to Nice
between 2011/2010


+3%

SUMMARY

Click on the button  to reach the part of your choice

-  Georegion trend

-  Nice-Beirut route
-  Nice-Riyadh route

-  Incentive Policy

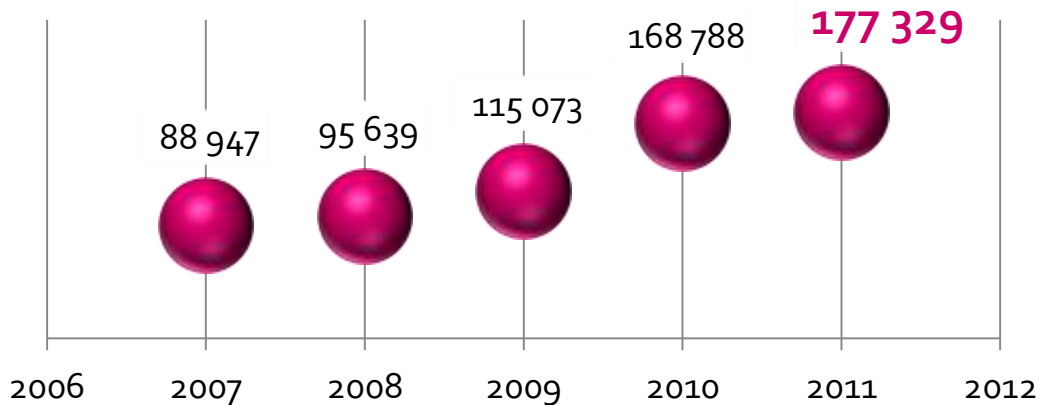


MENU

VOLUME & TREND

GEOREGION
MIDDLE EAST

Middle East - Nice
local traffic (pax)



+5%
[2011/2010]

[Local traffic = direct traffic + indirect traffic]



MENU

RANKING PER COUNTRY

	COUNTRY	2011	Var 11/10
1	ISRAEL	56 595	11%
2	UNITED ARAB EMIRATES	45 497	10%
3	LEBANON	41 726	-3%
4	SAUDI ARABIA	11 166	-8%
5	KUWAIT	7 185	44%
6	JORDAN	4 425	-30%
7	BAHRAIN	3 201	6%
8	QATAR	2 450	134%
9	OMAN	2 233	12%
10	SYRIA	1 419	-49%
11	IRAN	1 052	32%
12	IRAQ	214	269%
13	YEMEN	166	-42%
	Total MIDDLE EAST	177 329	5%

GEOREGION
MIDDLE EAST

[Local traffic = direct traffic + indirect traffic]



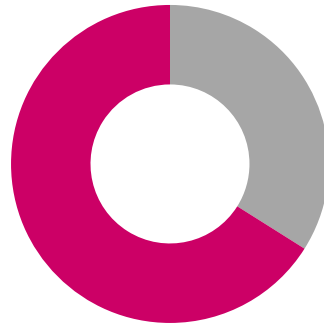
MENU

SHARE OF INDIRECT TRAFFIC

GEOREGION
MIDDLE EAST

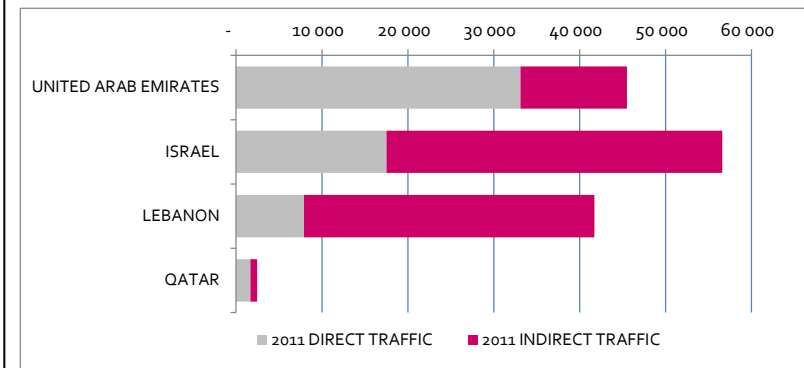
MIDDLE EAST - NICE

2011
INDIRECT
TRAFFIC
66%



2011
DIRECT
TRAFFIC
34%

COUNTRIES WITH DIRECT SERVICES FROM / TO NICE



All other countries of the Georegion have no direct service from/to Nice

Source : adjusted BSP - IATA

[Local traffic = direct traffic + indirect traffic]



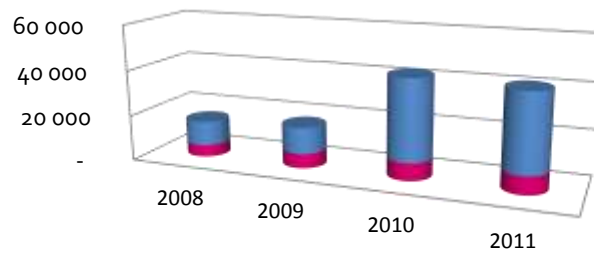
FOCUS ON **NICE-BEIRUT** ROUTE



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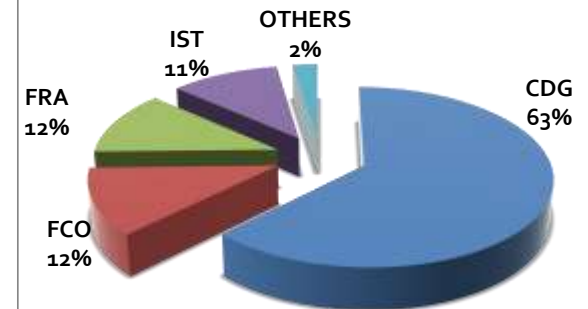
LOCAL TRAFFIC EVOLUTION

Local traffic evolution on NCE-BEY



	2008	2009	2010	2011
■ INDIRECT	10 625	11 452	35 454	33 826
■ DIRECT	5 332	6 369	7 669	7 900

HUBS USED BY INDIRECT TRAFFIC IN 2011



Source : adjusted BSP - IATA

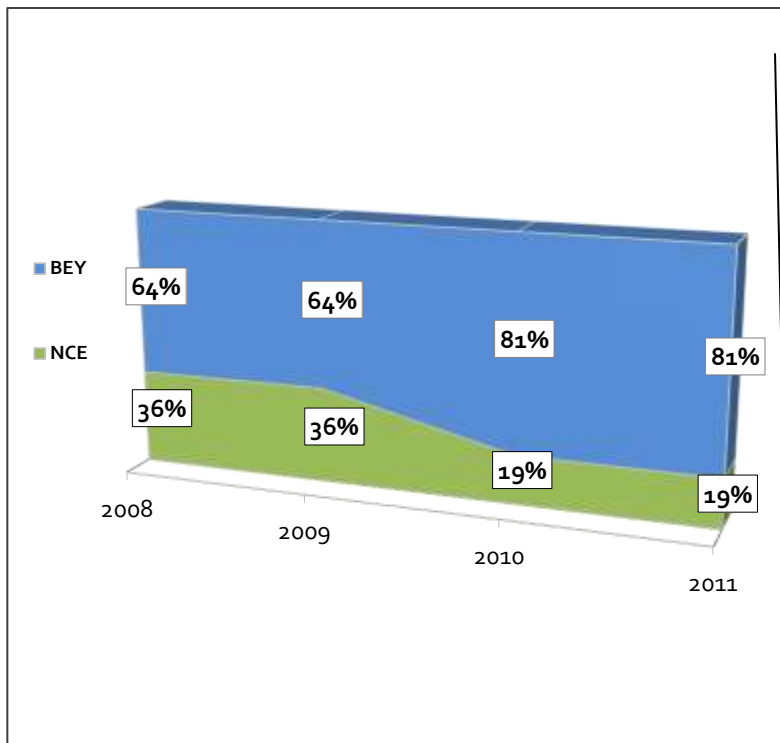
[Local traffic = direct traffic + indirect traffic]



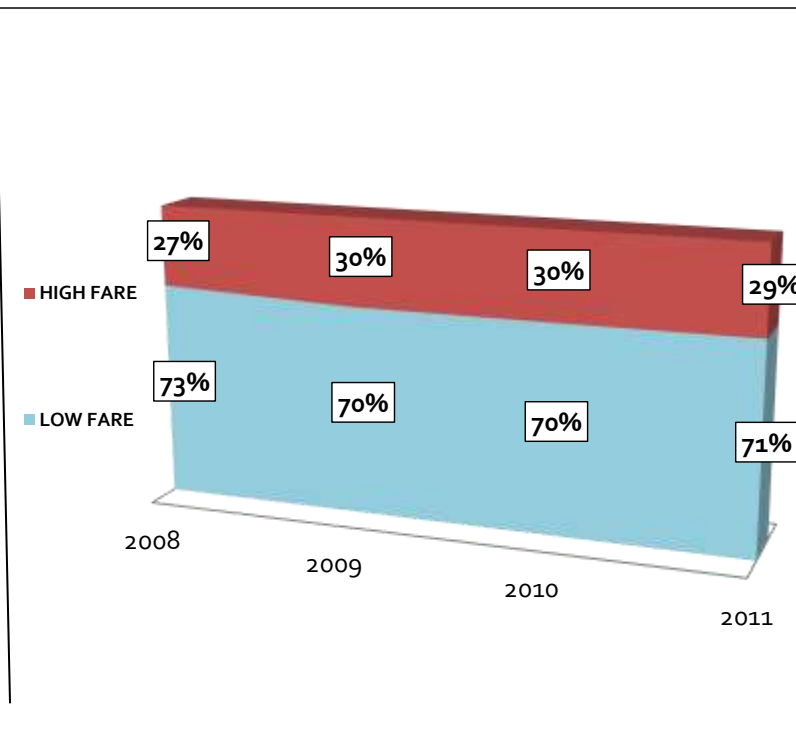
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DESTINATION BEIRUT

POINT OF ORIGIN



HIGH FARE TRAFFIC



Source : adjusted BSP - IATA

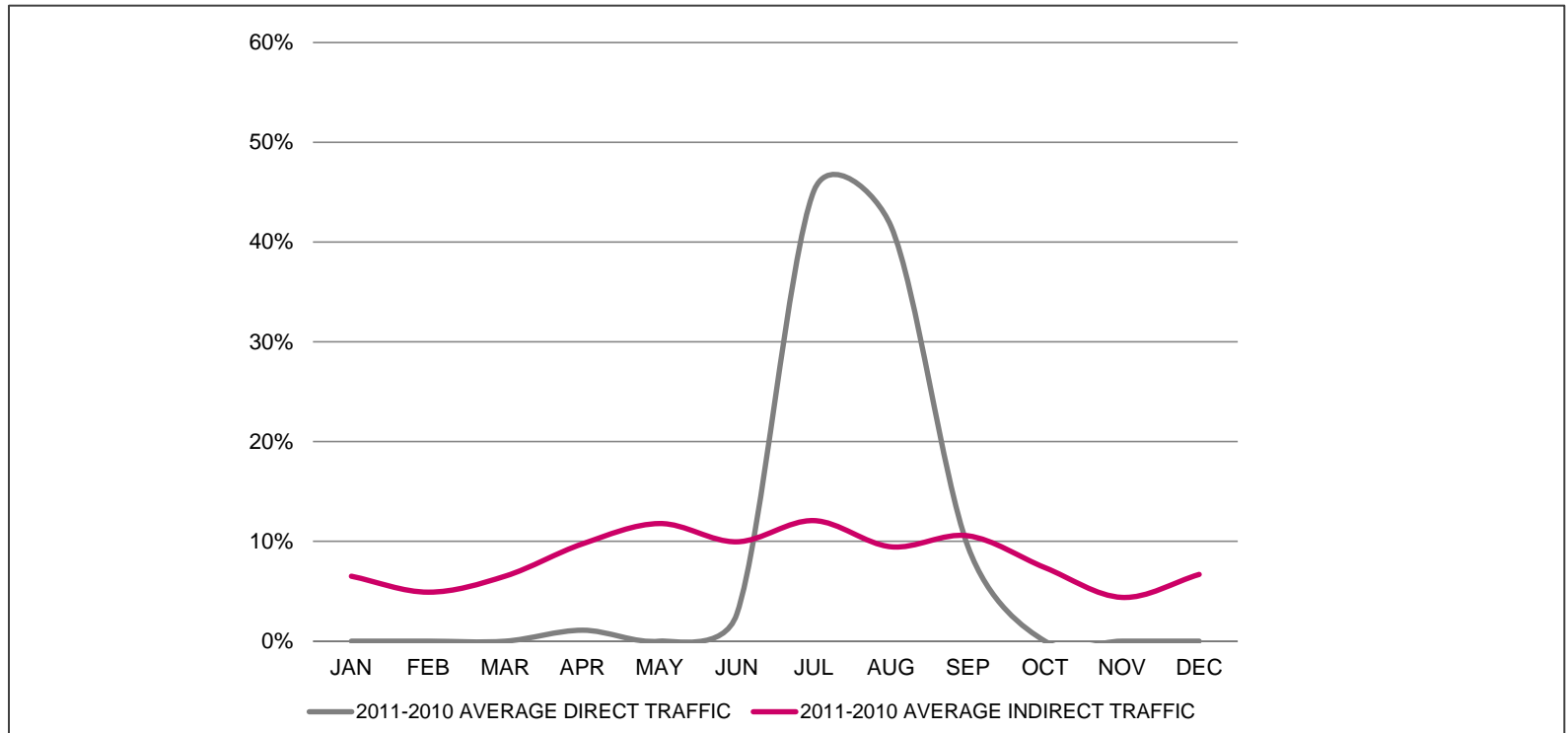
[Local traffic = direct traffic + indirect traffic]



MENU

DESTINATION BEIRUT

ROUTE SEASONALITY



Source : adjusted BSP - IATA

[Local traffic = direct traffic + indirect traffic]



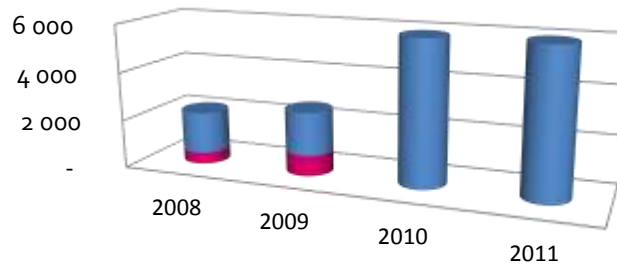
FOCUS ON NICE-RIYADH ROUTE



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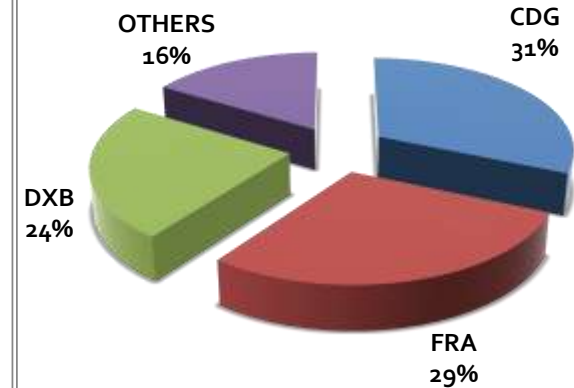
LOCAL TRAFFIC EVOLUTION

Local traffic evolution on NCE-RUH



	2008	2009	2010	2011
■ INDIRECT	1 714	1 773	5 926	5 987
■ DIRECT	473	856	-	-

HUBS USED BY INDIRECT TRAFFIC IN 2011



Source : adjusted BSP - IATA

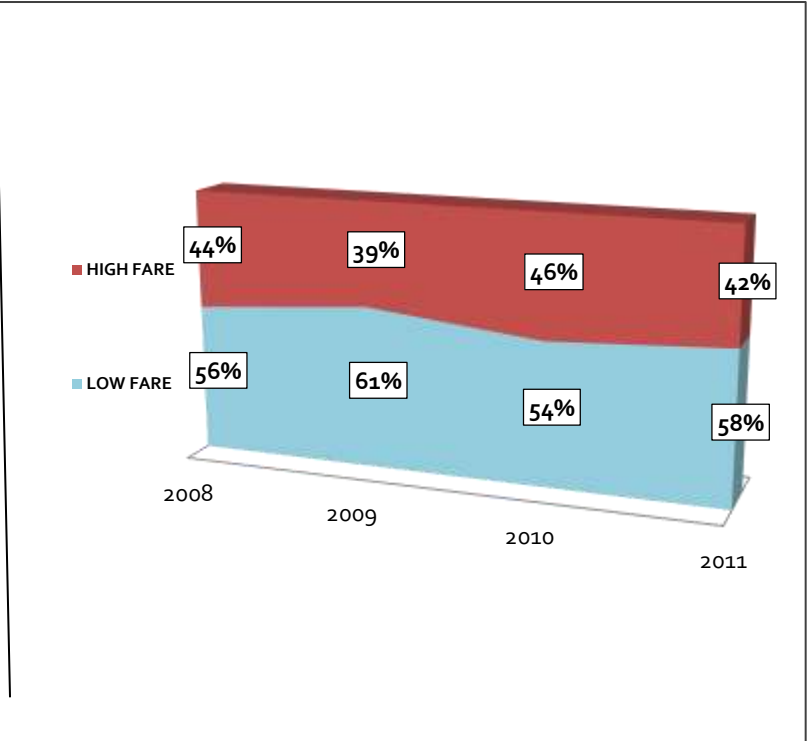
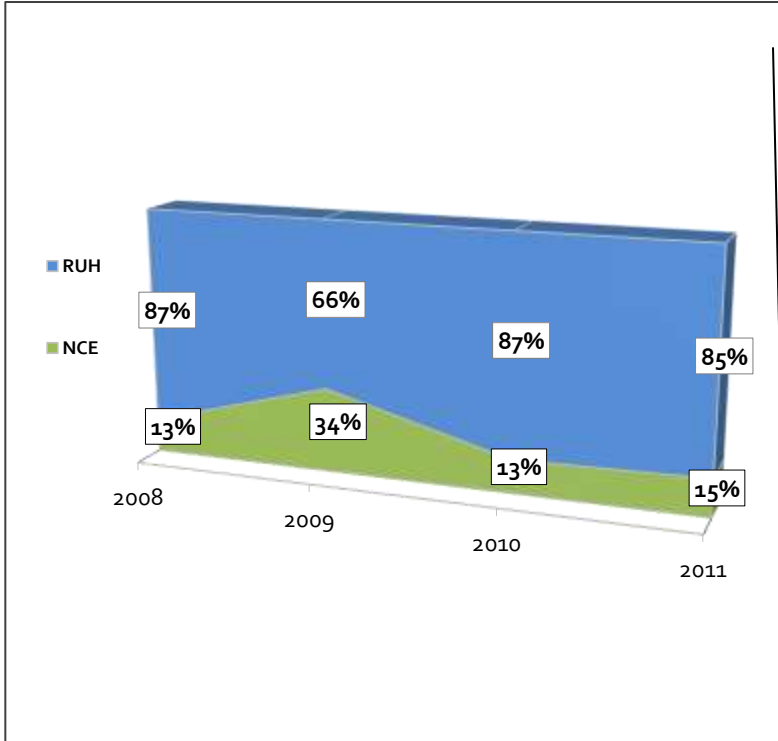
[Local traffic = direct traffic + indirect traffic]



MENU

POINT OF ORIGIN

HIGH FARE TRAFFIC



Source : adjusted BSP - IATA

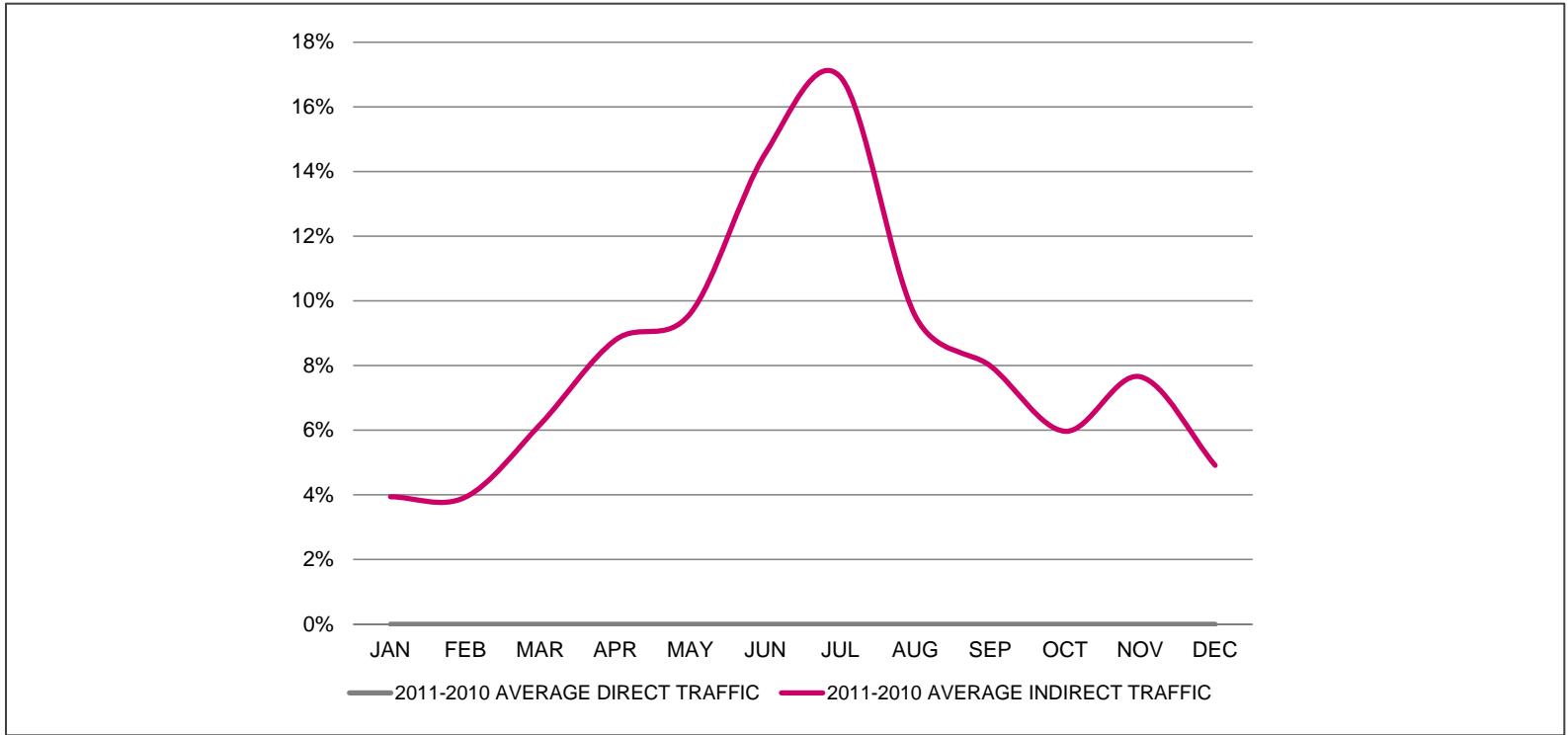
[Local traffic = direct traffic + indirect traffic]



MENU

DESTINATION RIYADH

ROUTE SEASONALITY



Source : adjusted BSP - IATA

[Local traffic = direct traffic + indirect traffic]



MENU

NICE AIRPORT SUPPORT INCENTIVE POLICY MARKETING

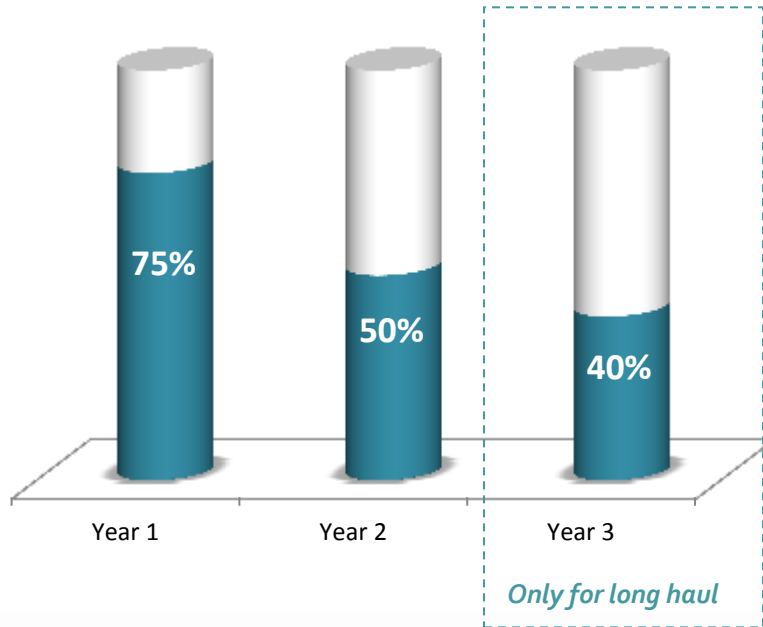


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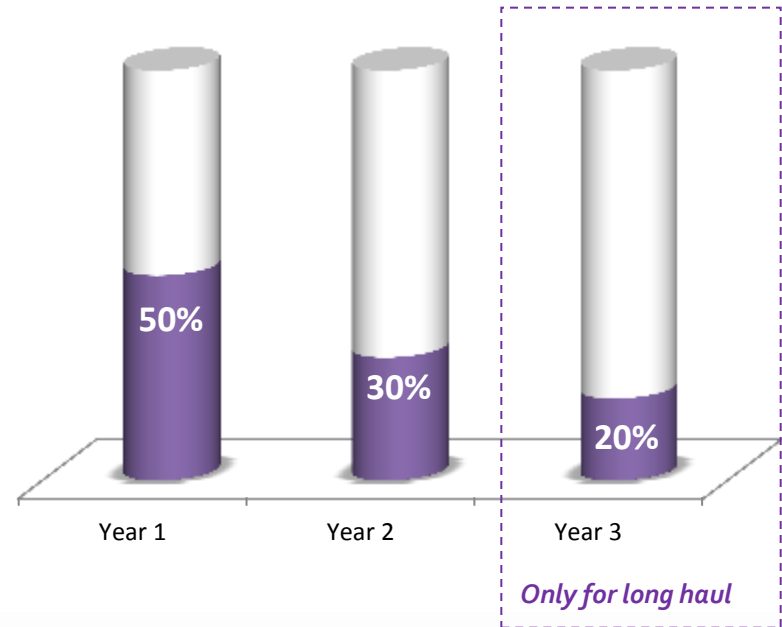
OPEN A NEW DESTINATION and benefit from a discount of...

INCENTIVE POLICY

LANDING FEES



PASSENGERS FEES





DEVELOP YOUR TRAFFIC and be awarded with a bonus...

Summer Season

Overpass Nice Airport's growth objective of 3% for summer season 2012

And be awarded with a **bonus of €1.5 excl. VAT**, per extra departing passenger, above the airport's summer growth objective

Available until summer 2015

Winter Season

Overpass Nice Airport's growth objective of 3% for winter season 2012/2013

And be awarded with a **bonus of € 3 excl. VAT**, per, extra departing passenger, above the airport's winter growth objective

Available until winter 2014/2015



MENU

DEVELOPMENT CONTRACT

Contract defining tariff reductions granted by Nice Côte d'Azur Airport to airlines.

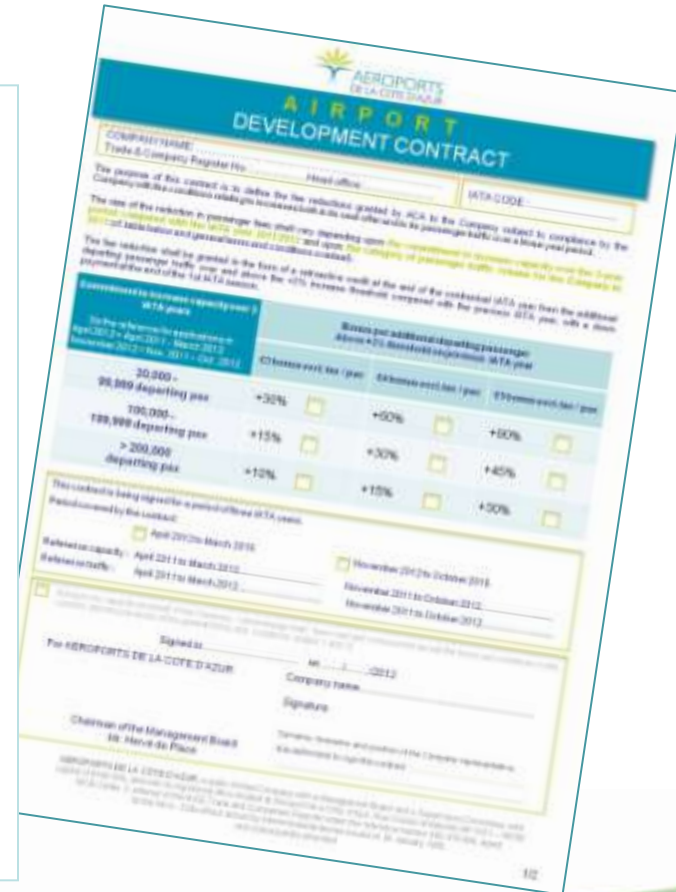
Contract term : 3 IATA years.

Tariff reductions are indexed to the 3-year capacity increase commitment using the IATA 2011/2012 year as a base, according to the airline's 2011 passenger traffic volume category.

The tariff reduction will be granted as retrospective credit at the end of the IATA contractual year on additional passenger traffic in excess of the 3% growth threshold compared to the previous IATA year, with an advance payment made at the end of the 1st IATA season.

Airlines concerned: airlines which have been present at Nice Airport for at least 1 year with a minimum of 20,000 passenger departures in the year preceding the signature of the contract.

The contract may not be combined with the "Creation of new destinations" and "Seasonal traffic development bonus" incentive measures.



AÉROPORTS DE LA CÔTE D'AZUR
AIRPORT DEVELOPMENT CONTRACT

COMPANYS NAME: _____
Trade & Company Register No: _____ Head office: _____ IATA CODE: _____

The purpose of this contract is to define the tariff reductions granted by AEA to the Company subject to compliance by the Company with the conditions relating to its commitment to increase its passenger traffic over a three year period.

The rate of the reduction in passenger fare shall vary depending upon the commitment to increase capacity over the 3-year period. The reduction shall be granted in the form of a retrospective credit at the end of the contractual IATA year from the additional capacity per additional departing passenger above +2% based on the previous IATA year, with a 3% advance payment made at the end of the 1st IATA season.

Capacity increase (IATA year)	30,000 - 99,999 departing pas	100,000 - 199,999 departing pas	> 200,000 departing pas
0 to 2% <td>+30%</td> <td>+15%</td> <td>+10%</td>	+30%	+15%	+10%
3 to 4% <td>+50%</td> <td>+30%</td> <td>+15%</td>	+50%	+30%	+15%
5 to 6% <td>+60%</td> <td>+40%</td> <td>+20%</td>	+60%	+40%	+20%
7 to 8% <td>+70%</td> <td>+50%</td> <td>+30%</td>	+70%	+50%	+30%
9 to 10% <td>+80%</td> <td>+60%</td> <td>+40%</td>	+80%	+60%	+40%
11 to 12% <td>+90%</td> <td>+70%</td> <td>+50%</td>	+90%	+70%	+50%

This contract is being signed in a period of 3 IATA years.

Period covered by the contract: April 2012 to March 2016 November 2012 to October 2016

Reference capacity: April 2011 to March 2012 November 2011 to October 2012

Reference traffic: April 2011 to March 2012 November 2011 to October 2012

Signed for AÉROPORTS DE LA CÔTE D'AZUR: _____ M. _____ 2012
Company name: _____
Signature: _____

Chairman of the Management Board
St. Honoré de France

Signature: _____
Name: _____
Title: _____