

Athens International Airport



The Journey has
...just began

Athens, 19th December 2019

Last year's all time record performance, 24,14mio PAX, continues through 2019, +6.0% during 11M2019



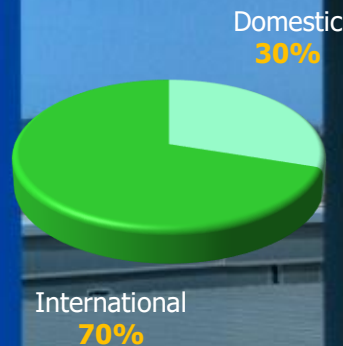
Domestic
+ 0.7%
@ 7,29mio PAX



International
+ 8.5%
@ 16,65mio PAX

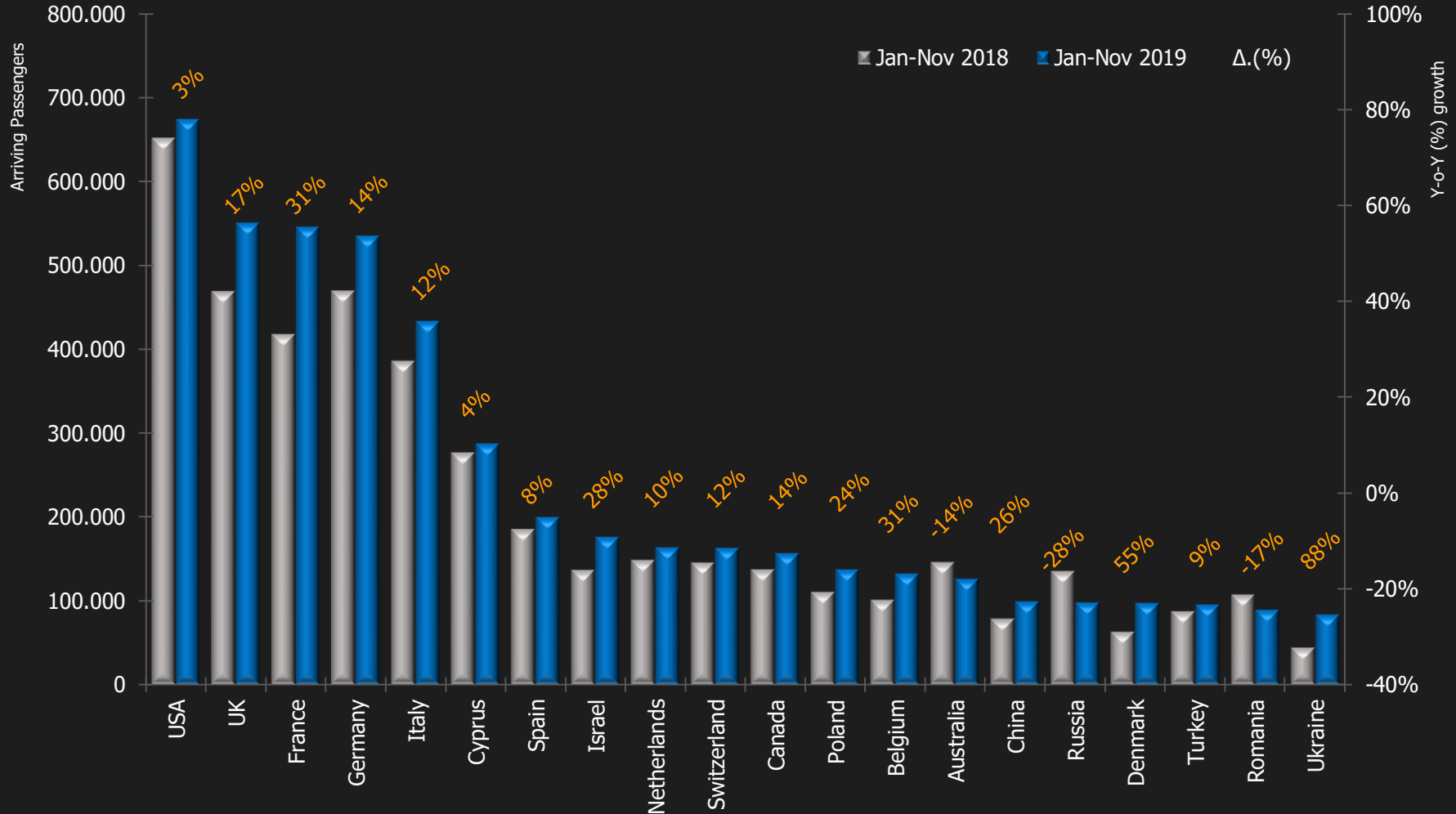


Traffic Share



January to November 2019

11M 2019 Foreign Int'l Arrivals @ 6,1mio an impressive growth of 12.2%



The evolution of the Athenian network 2013 – 2019_(LE) in a snapshot



| | Y13 | Y19 | Δ. 19/13 |
|-----------------------------|-------|--------------|---------------|
| Countries | 41 | 53 | ↑ +12 |
| Destinations <i>(a/p's)</i> | 106 | 169 | ↑ +63 |
| Airlines | 55 | 65 | ↑ +10 |
| Weekly Departures | 1,350 | 2,200 | ↑ +850 |
| Low Cost Carriers | 11 | 23 | ↑ +12 |

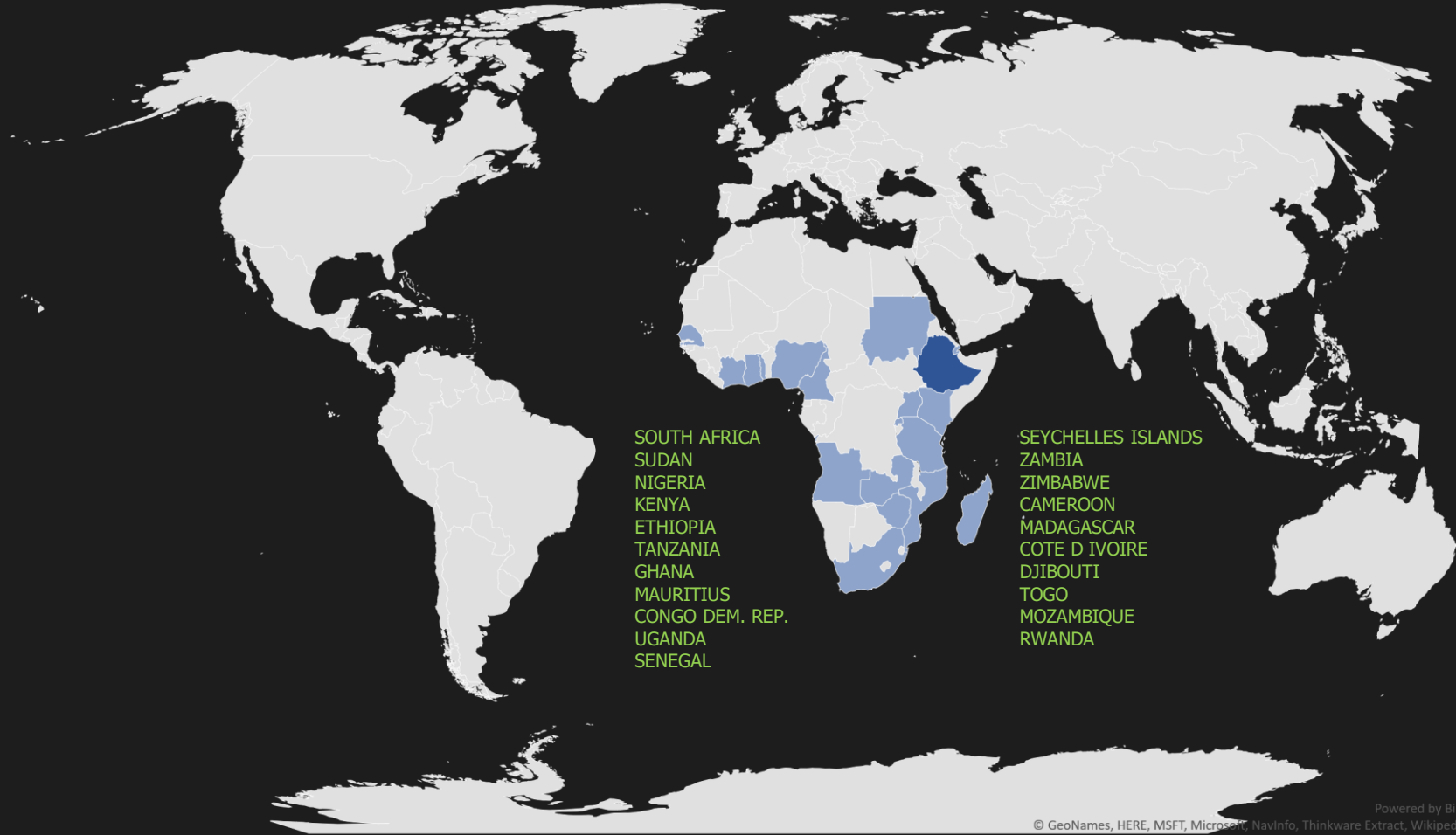
Traffic between Sub-Saharan Africa and Greece

A variety of exciting destinations across the continent
- a strong market to be further developed



TOP 20 destinations to the region

O&D traffic between Greece and the region (2018)



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O&D traffic, GR to the region, Jan-Dec 2018, non-directional

ET network in the Sub-Saharan region offers great connections and **unlocks new market** for ATHs



Africa – Major Cities

Abidjan, Abuja, Accra, Antananarivo, Asmara, Bahir dar, Bamako, Blantyre, Brazzaville, Bujumbura, Cairo, Cape Town, Comoros, Conakry, Cotonou, Dakar, Dar-Es-Salaam, Dire dawa, Djibouti, Douala, Durban, Entebbe, Enugu, Gaborone, Goma, Harare, Hargeisa, Johannesburg, Juba, Kaduna, Kano, Khartoum, Kigali, Kilimanjaro, Kinshasa, Kisangani, Lagos, Libreville, Lilongwe, Lomé, Luanda, Lubumbashi, Lusaka, Malabo, Maputo, Mbuji-Mayi, Mekele, Mombasa, N'Djamena, Nairobi, Ndola, Niamey, Nosy Be Ouagadougou, Pointe-Noire, Seychelles, Victoria Falls, Windhoek, Yaoundé, Zanzibar

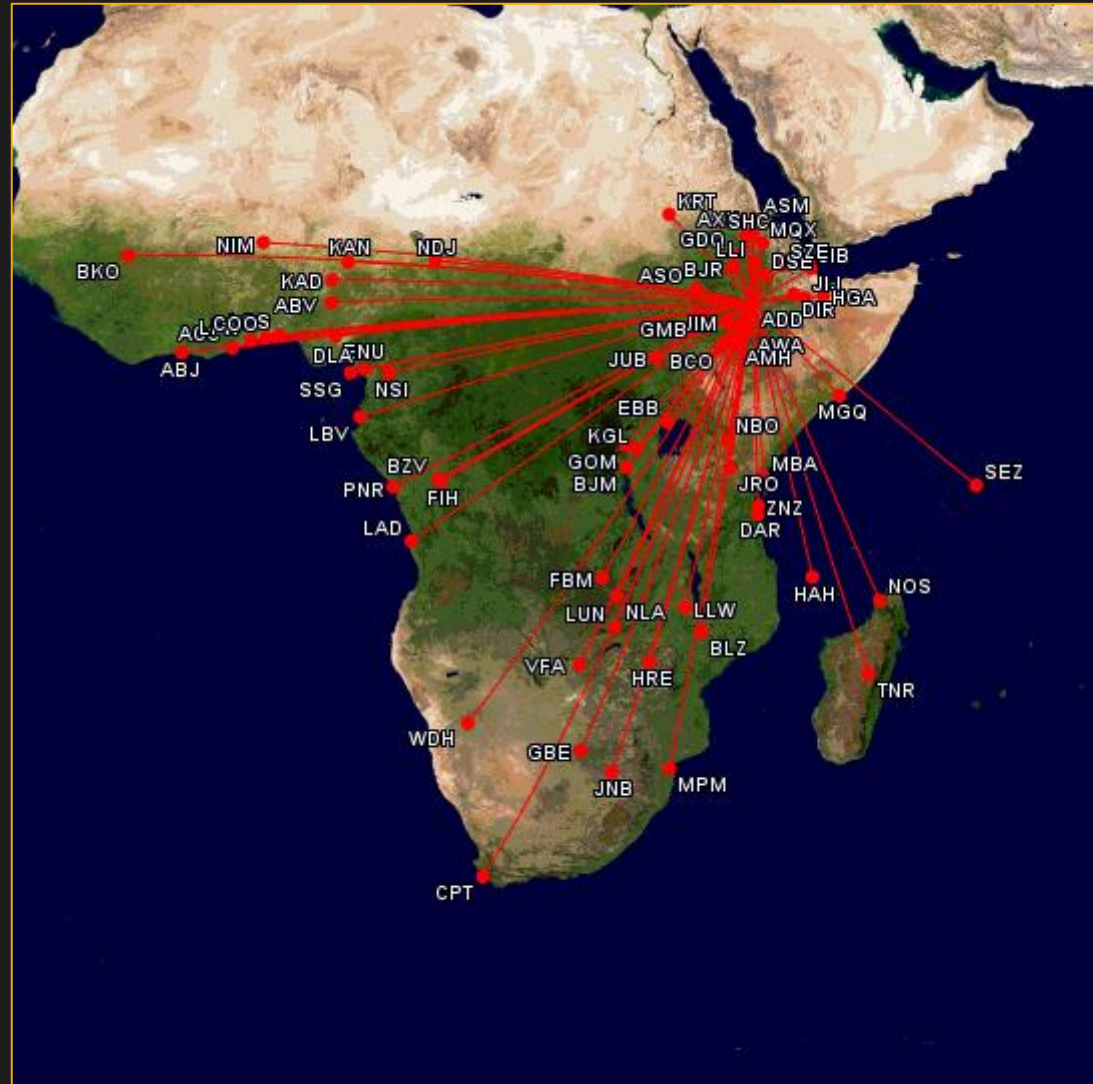
plus

Europe, North and South America -

20 Cities

Gulf, Middle East & Asia –

25 Cities

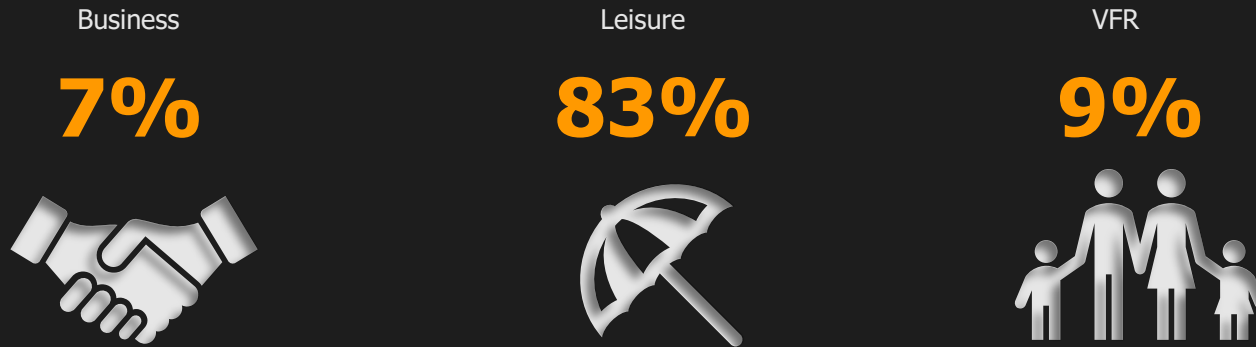


Demographics for the Sub-Saharan African market

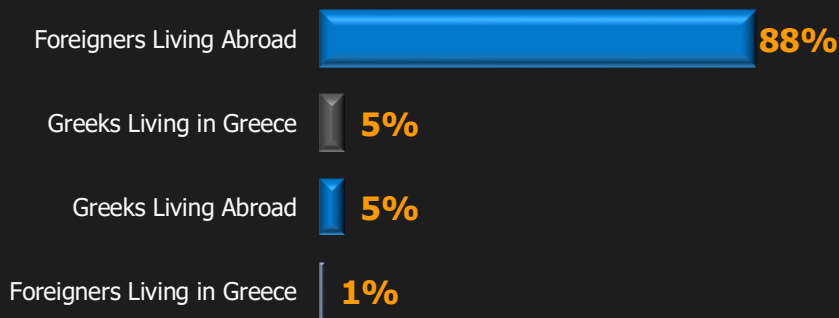
rolling 12 months trends (ending Nov) – Greek and Foreigners



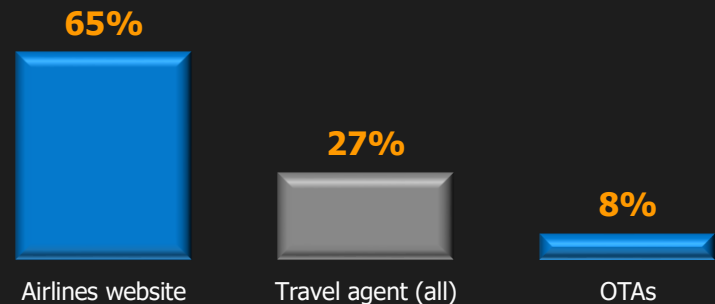
Trip Purpose



Nationality vs Residency



Booking means






The Africans _ "Esayas"



the Africans



47 years old

- Private sector
- Holiday (89%) 
- & VFR (8%) 
- City break
- Good purchasers
(21%, 82 €) 

- Booking via airlines website
- Ticket reservation on average **93 days before flight**
- **1.1** trips/year on average from-to AIA
- Average length of trip **12 days**



Thank you



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