

The future of Air Connectivity in Cyprus



21 February 2025

Where are we today

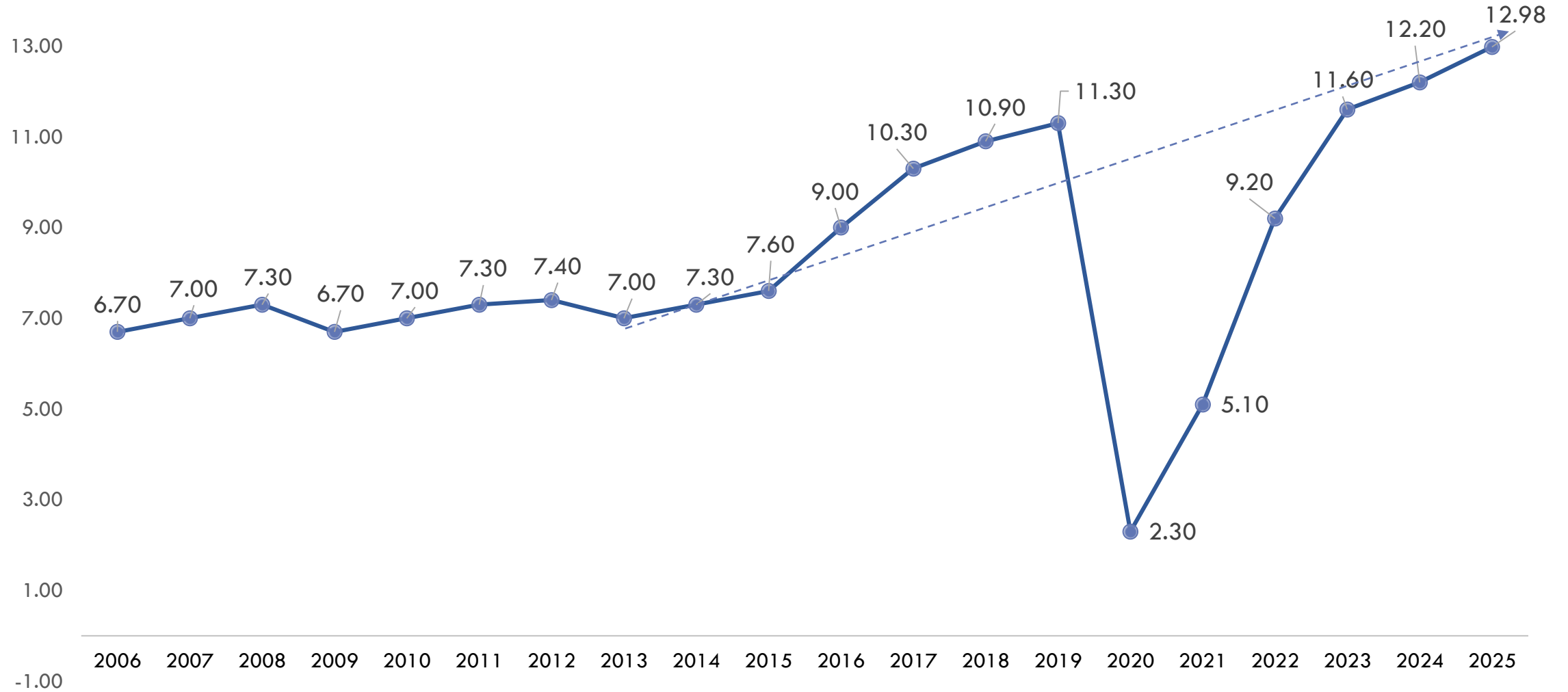


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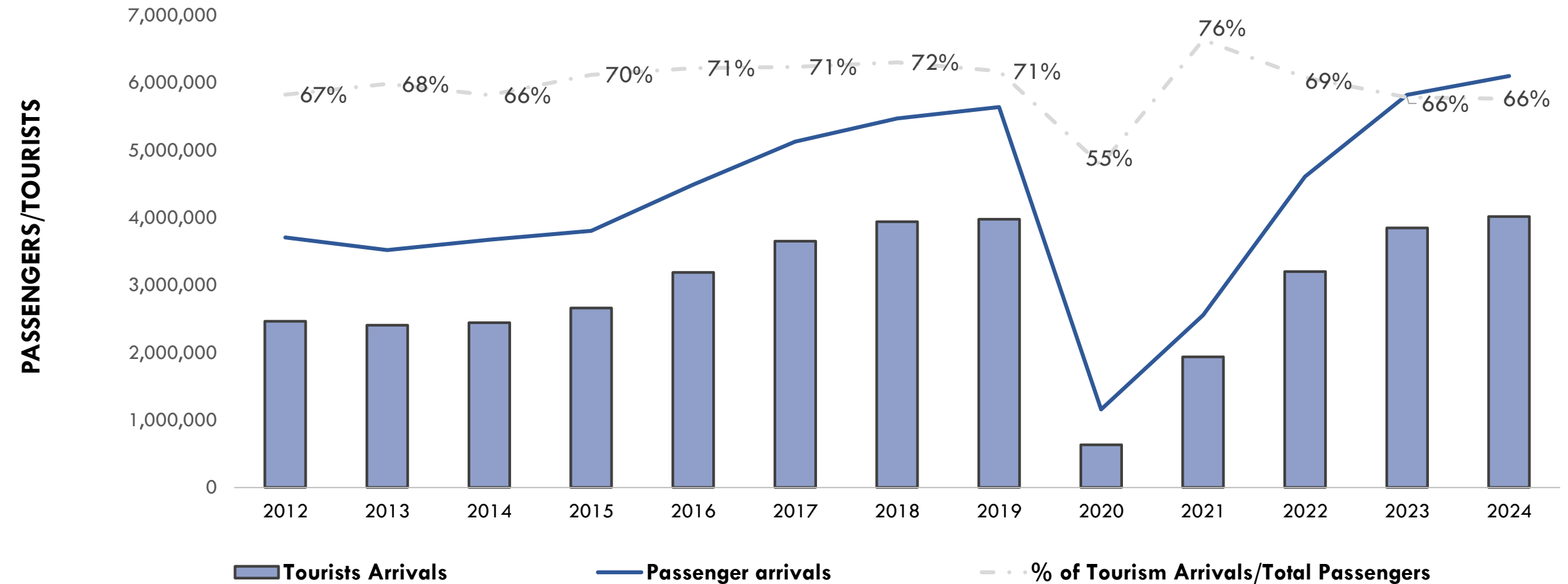


+85%

TOTAL PASSENGERS, MIL.



Strong Correlation between Tourist and Passenger Arrivals



- On average 65-70% of the passenger arrivals are leisure visitors(including Visiting Friends & Relatives).

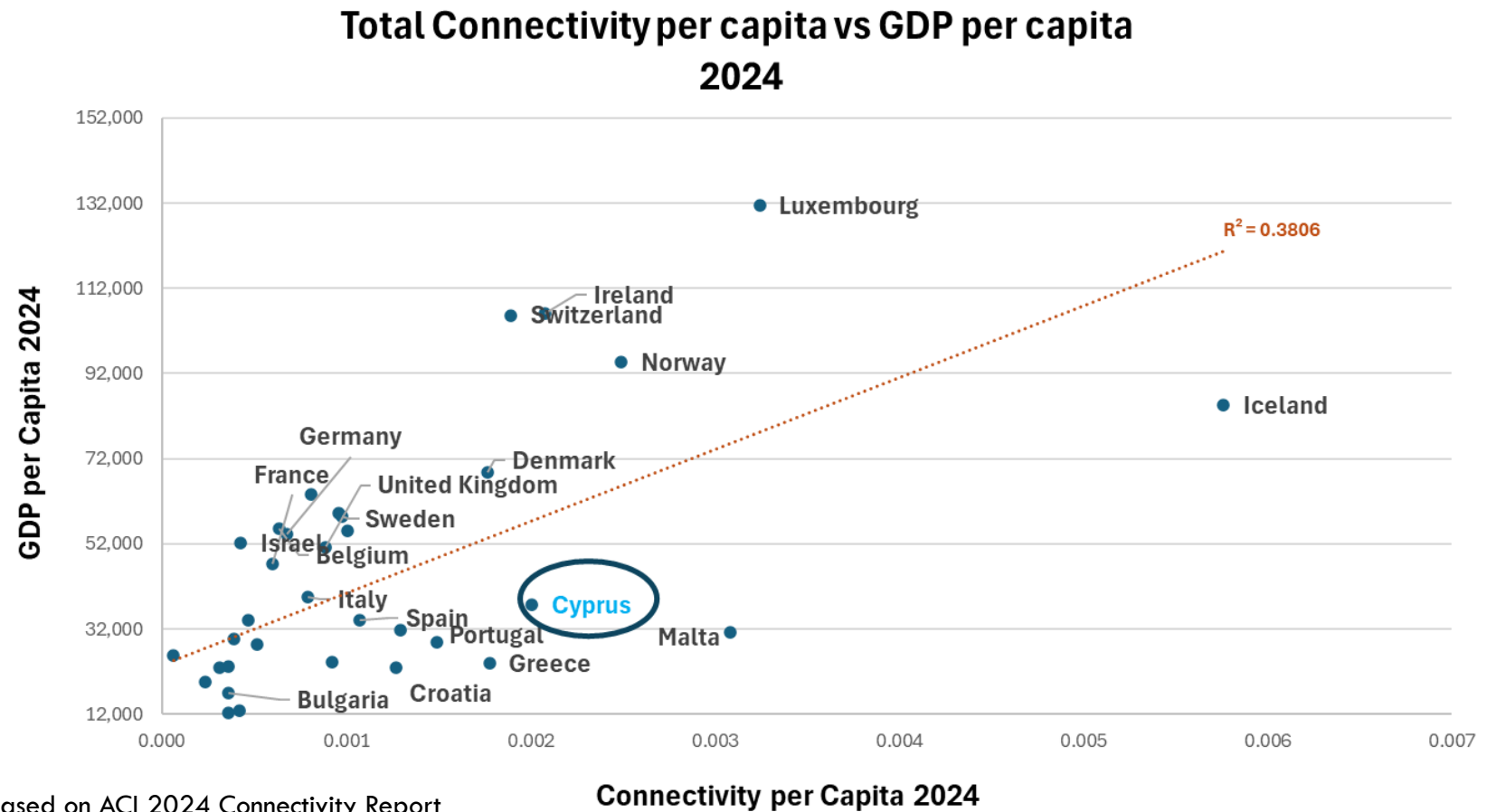
Airports Council International Connectivity Analysis

12,3m passengers

57 airlines

155 routes

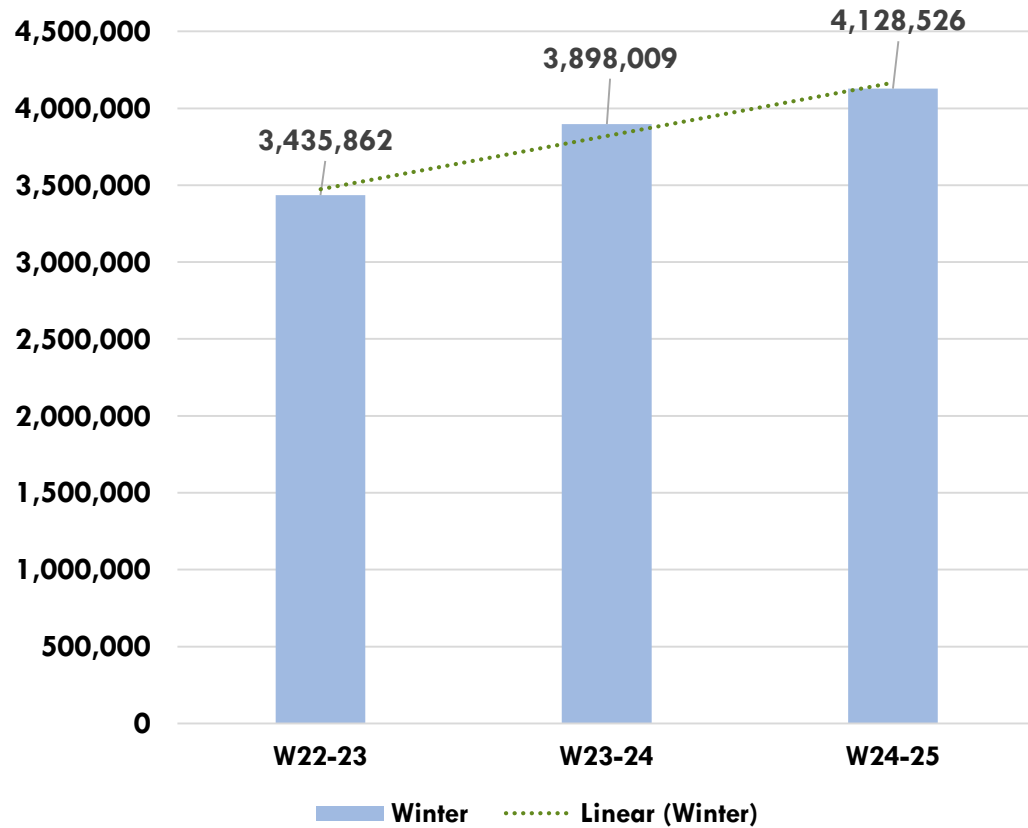
38 markets



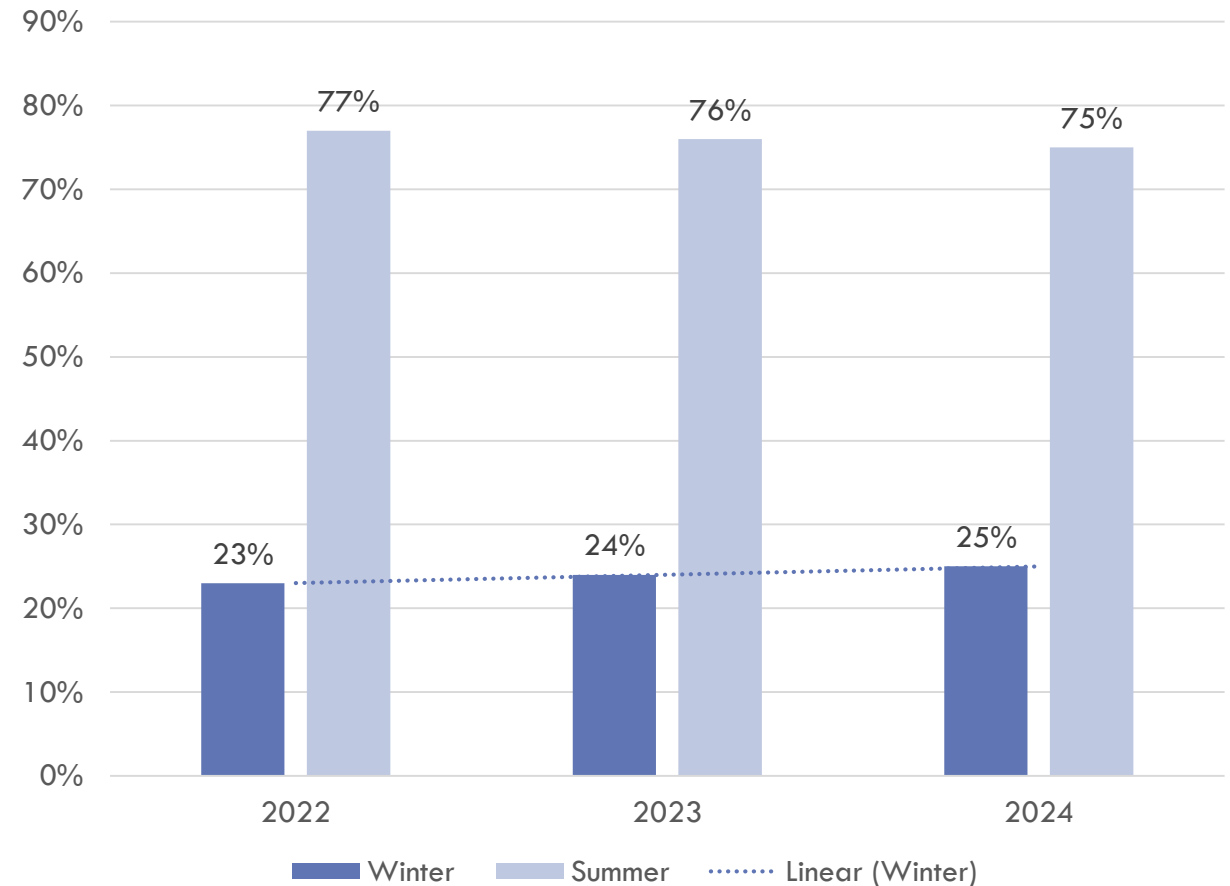
- Cyprus ranked 6th in Connectivity per capita terms and well below the GDP-Connectivity relationship line.

Winter Vs summer Operation

Winter Capacity (Total Seats)
throughout the years



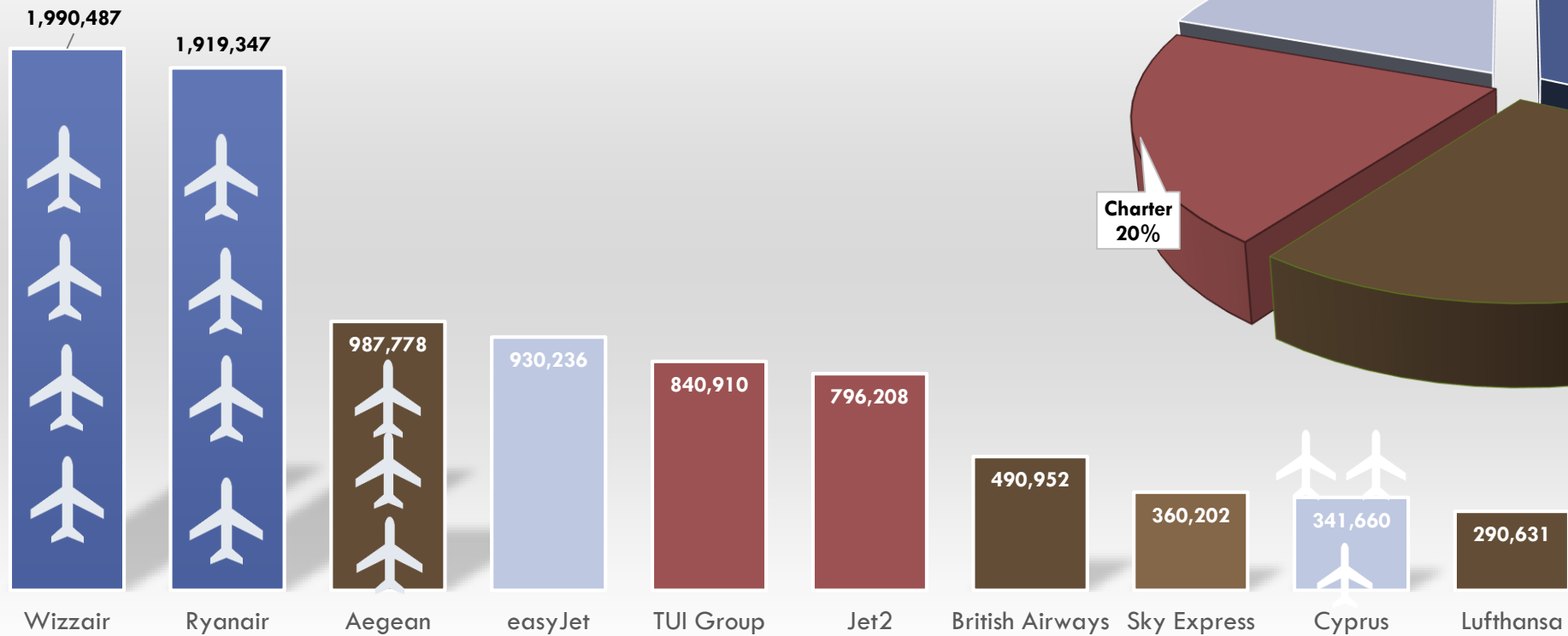
Winter Vs Summer performance



- Winter traffic grows both in absolute numbers and in traffic contribution terms.
- 32 airlines operating 85 routes in 33 markets during the W24-25

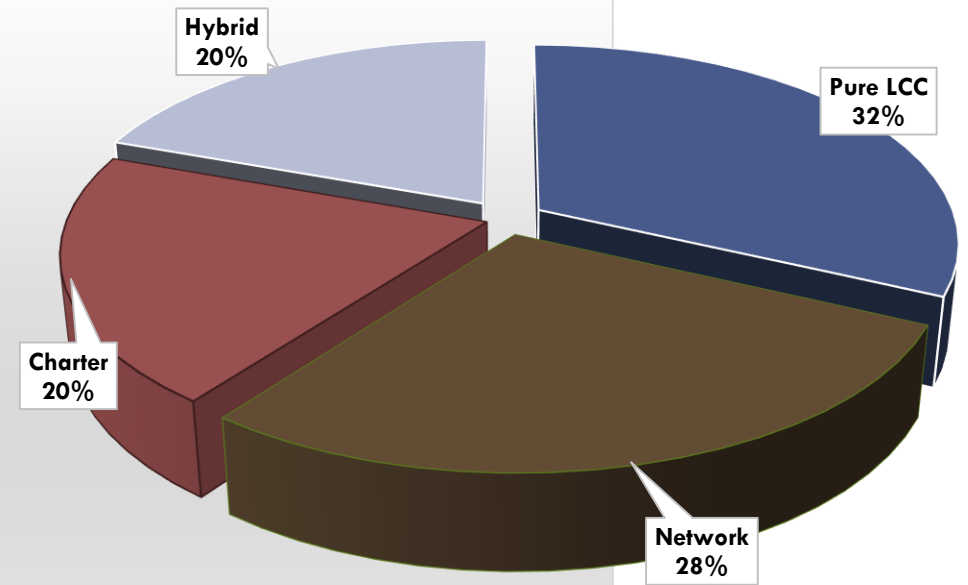
Airline mix

Main Airlines for LCA&PFO



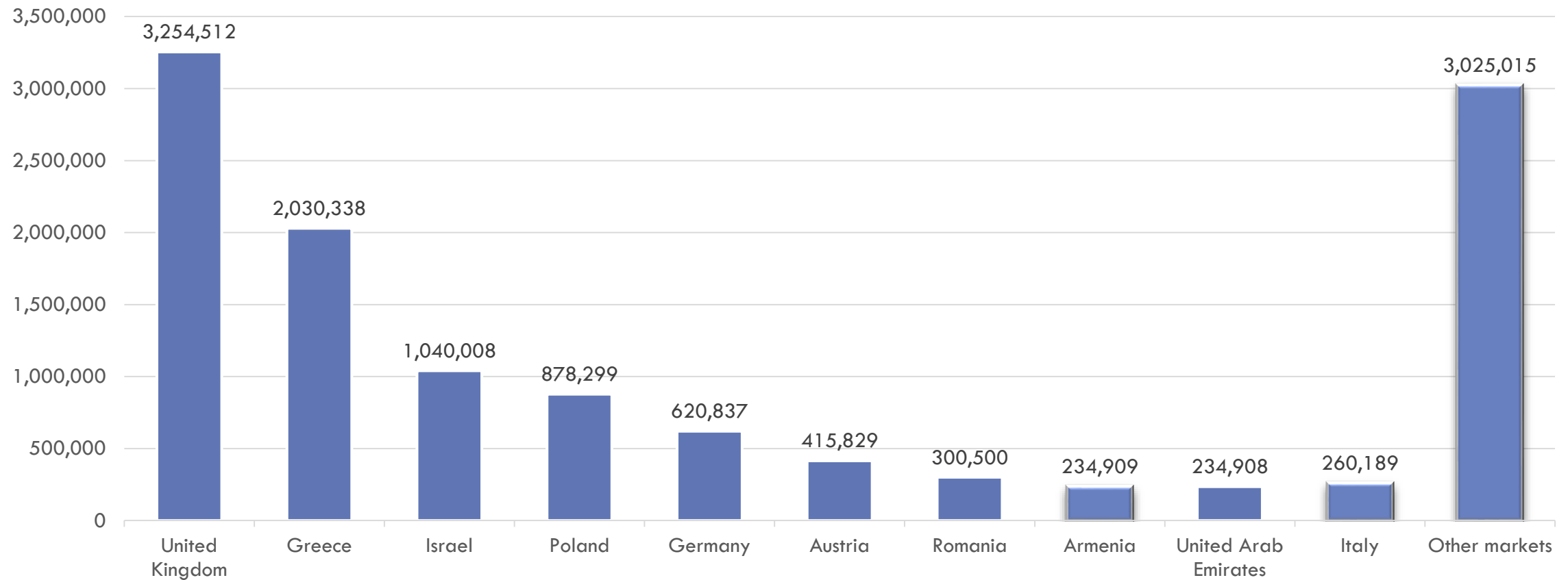
Based Aircraft

Type of airline



Main source markets - 2024

Main Markets by Passenger numbers



- Top ten markets account for 75% of the traffic with secondary markets growing over time.

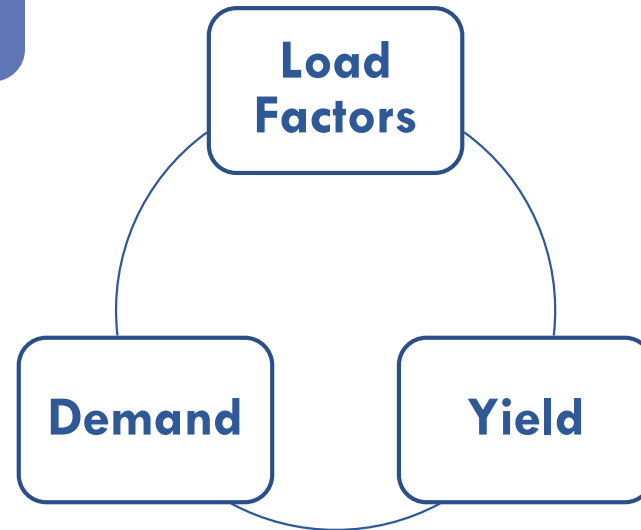
Drivers of Decision Making by Airline model

Low Cost

- Unit Cost
- Support by Governments and Stakeholders
- Opportunity cost

Chartered

- Agreements with hotels & other surface providers
- Own investment



Hybrid

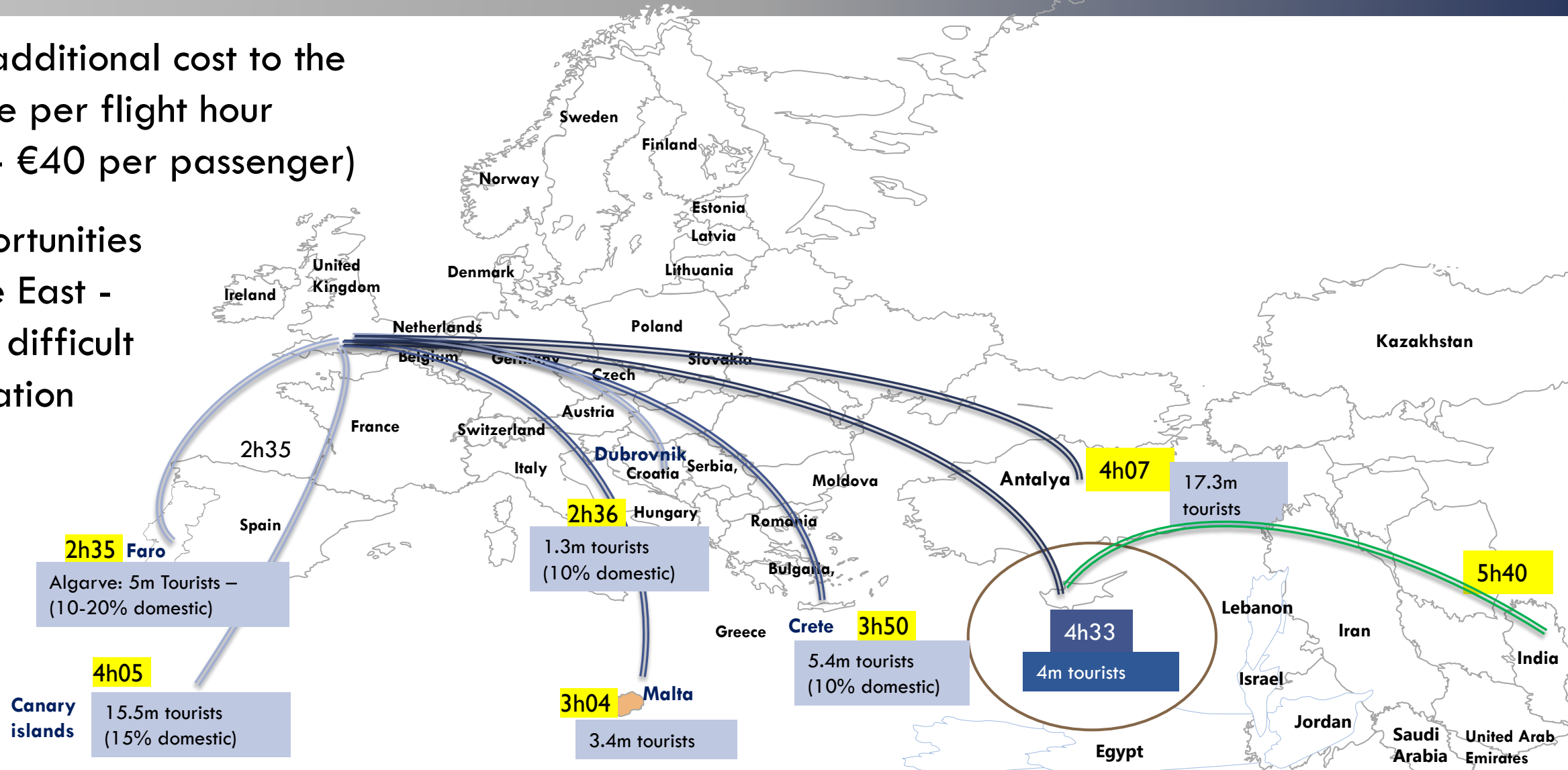
- Point to point operation
- Some options for interlining
- Work with T/Os or own holiday branch

Network

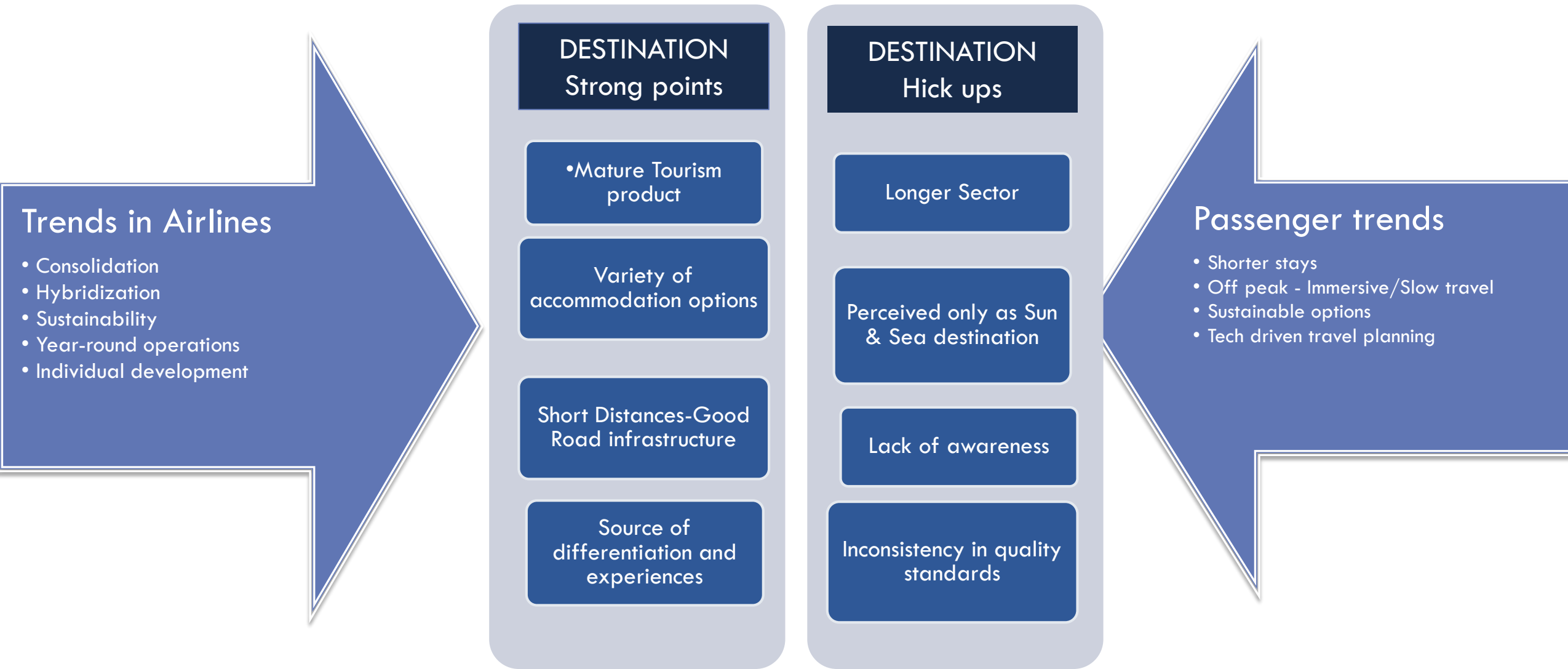
- Contribution to their network
- Feeder flights
- Leisure subsidiaries

Cyprus Geographic – Weakness or Opportunity

- €5k additional cost to the airline per flight hour (€30- €40 per passenger)
- Opportunities to the East - more difficult operation



Air Connectivity: A function of the destination's competitiveness



Way Forward - Strategy

- Target airlines that can offer growth – maintain a balanced portfolio of airline models to the extent possible
- Align market priorities with tourism development plan working together with Government and tourism stakeholders to take advantage of emerging markets and customer segments
 - Close gaps in main cities/capitals with no connectivity
 - Increase weekly frequency in existing routes of tourism /business interest
- Pursue year-round operations and work actively with stakeholders for the development of year-round tourism experiences and the promotional repositioning of Cyprus
- Pursue long haul direct operation to Cyprus in collaboration with other stakeholders
 - India, USA, Canada

Thank you

