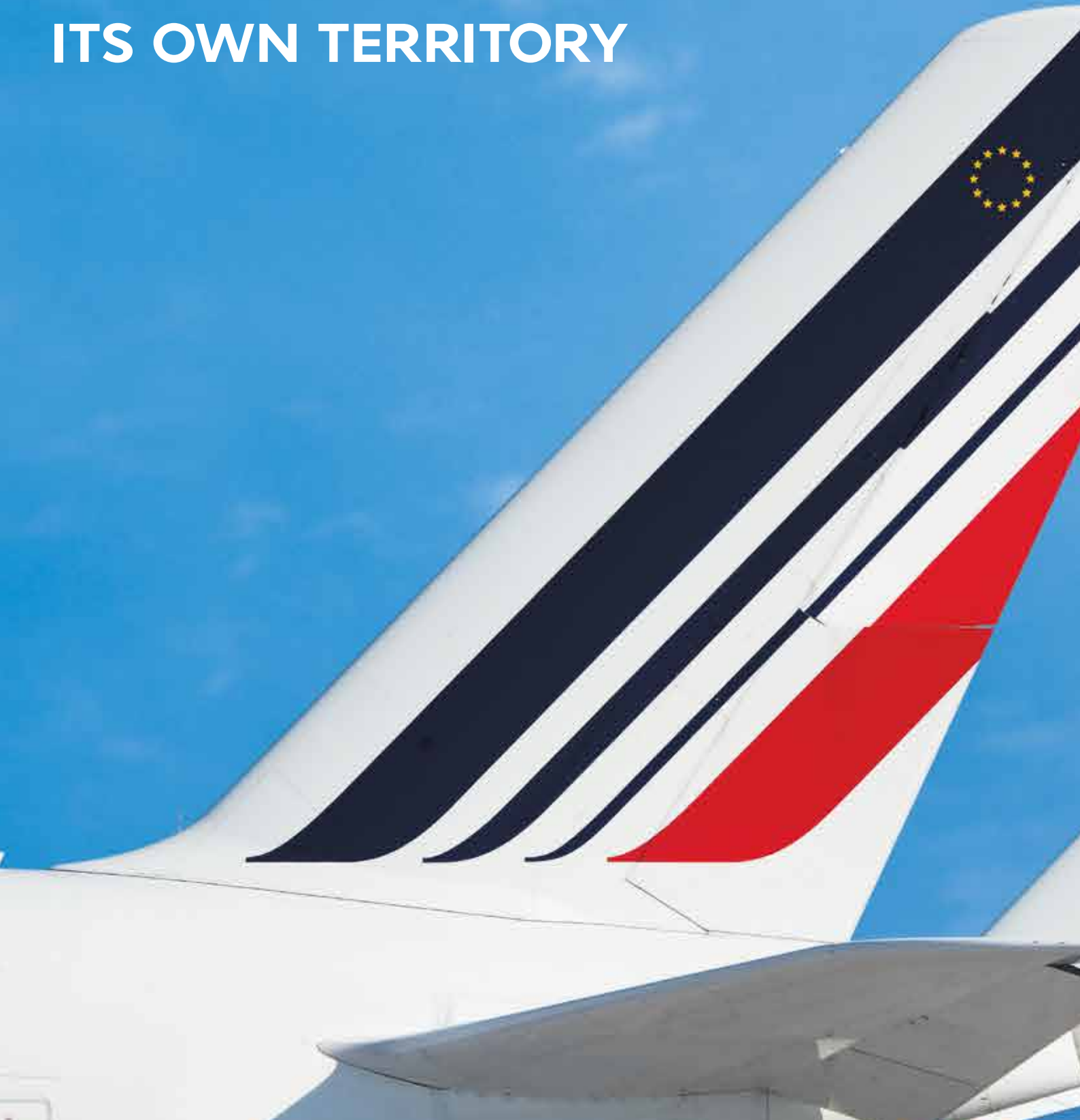
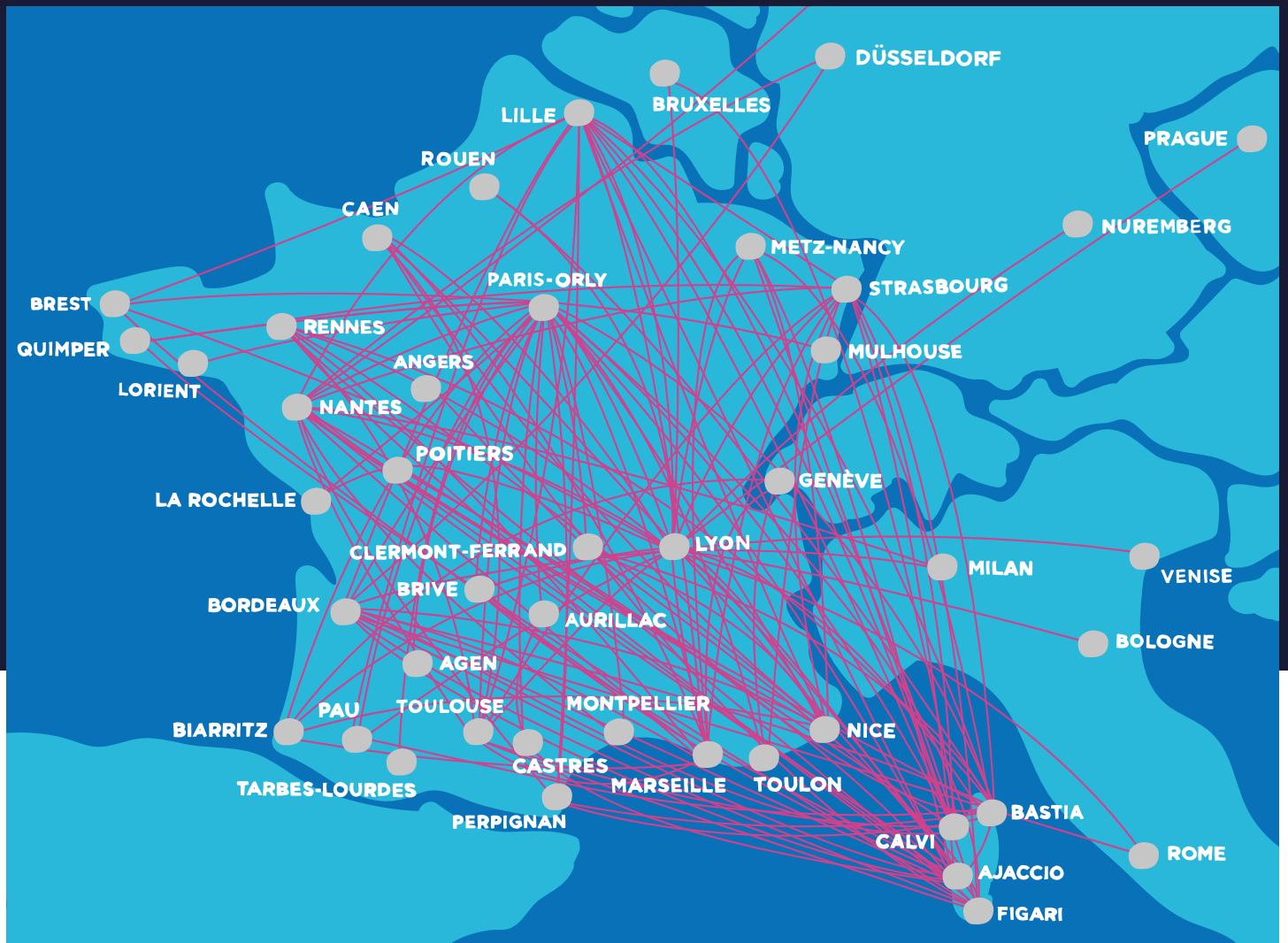


AIR FRANCE'S CONTRIBUTION TO ITS OWN TERRITORY



A POSITIVE NATIONAL AND REGIONAL IMPACT



The leading customer of French airports, Air France makes a major economic and social contribution to the French national territory. The Air France group (Air France, Transavia France, HOP! and Joon) is present throughout the country, operating at **44 domestic airports and overseas departments**, thus developing employment, the economy and tourism in the regions served by these airports.

Air France operates a dense network between the regions, to and from the Paris airports at Orly and Paris-Charles de Gaulle, and offers domestic and international services necessary for economic development, tourism and job development in the French regions.

Every year, the Air France group contributes 1% of France's national GDP.

An important contribution to the French economy

Air France's activity has a significant impact on the territories, in terms of employment, contribution to the GDP, as well as the development of local economic activity. In 2017, **Air France made 2.16 billion euros in purchases in France**, contributing to the French economy and supporting the expertise of local companies.

Air France is a signatory of the SME pact and makes 21% of its purchases from French SMEs. The company also participates in the development of open innovation and collaborates with start-ups.

Every year, **Air France represents close to 1.6 billion in tax revenue for France.**



1%

of French GDP

1.6

billion euros in taxes and fees
paid in France

293.6

million euros in taxes and duties,
excluding air taxes

Generating employment in France

Air France's activity generates **more than 350,000 direct, indirect and induced jobs in France.**

As Air France is based in France, **1 direct job at Air France generates 4 jobs in the country.**

Although more than half of the company's turnover is generated internationally, **93% of its employees pay taxes in France and are spread over all French regions.**

Developing talent

The Air France group is developing its employees' expertise. **In 2017, more than 180 million euros were devoted to continuous staff training.**

Similarly, Air France welcomes and trains **close to 2,000 students on work/study contracts every year.**

The company also creates **specialized training programmes** (Cadet Pilots in particular) as well as **5 organizations specialized in orientation and training** (Airemploi, Jeremy, AFMAé, Ingénieurs pour l'école and Sodesi).

more than 350,000

direct, indirect and induced jobs
on a national level

22

billion euros
contribution to the French economy on average

2.16

billion euros
in purchases in France in 2017

44

Present at French airports

98.7

million passengers carried in 2017
by the Air France-KLM group

77 %

market share on domestic air routes in France

Air France's contribution in the French regions



Key

 Annual benefits per capita

 Jobs generated

Air France supports the economic buoyancy of all French regions in terms of employment and economic benefits per capita. Air France's average overall impact is estimated at 346 euros per year and per capita.

Source: Casteran / EM Strasbourg study conducted in 2016 on the contribution of the Air France group including its subsidiaries on its territory.

AIR FRANCE THE LEADING PRIVATE EMPLOYER IN THE PARIS REGION

52,913

directs jobs, 80% of which are in the Paris region

more than 192,000

direct, indirect and induced jobs in the Paris region

4,800

recruitments planned in 2018

approximately 2,000

apprentices trained every year

Founding member of **5** organisations
in the aviation industry

more than 180

million euros devoted to continuous training for its staff





A reference employer in the Paris region

The Air France group **is the leading private employer in the Paris region** and employs **more than 80 %** of its staff at Paris-Charles de Gaulle.

This trend is set to continue, since the group significantly resumed recruitment in 2017 with **approximately 4,800 recruitments planned in 2018.**

Every year, the company takes on apprentices on work/study contracts who are trained in all sectors of the company's activity. **80 % of the apprentices at Air France come from the Paris region.**

To accompany them at the end of their apprenticeship, actions have been developed by the company in collaboration with ADP, SODESI and GIP Emploi:



Interview simulation
workshops

Meetings with
recruiting companies

Conferences on the
world of work
(*Boost your Future*)

Coaching sessions

Air France paid an **apprenticeship tax of 15.7 million euros in 2017, nearly 80% of which was paid in the Paris region.**

Through its revitalization funds, the company finances structuring projects for the employment and development of SMEs in the Paris region, to the tune of several million euros since 2011.

Here are a few examples:

- Bond'Innov,
- STYX,
- Val d'Oise Technopole,
- Initiative 95,
- GIP Emploi.

Air France supports and participates in support schemes for people setting up businesses, for example :

- The CitésLab pitch contest,
- The regional competition «Créatrices d'Avenir» (more particularly dedicated to women entrepreneurs).

A MAJOR ECONOMIC PLAYER FOR PARIS AND ITS REGION



94.8

million euros in tax revenue
in the Paris region in 2017

1.7 %

of GDP in the Paris region

902

euros in economic benefits per inhabitant and per year in the Paris region

approximately 1.5

billion euros in purchases made in the Paris region

Leading foreign passenger carrier to France with **50** million
passengers residing outside France

184

destinations served from Paris in 116 countries

The Air France group, creator of wealth

Air France's activity creates wealth that benefits the entire region, particularly in and around Paris.

By connecting Paris and the Paris region to 184 destinations in France and around the world, the Air France group's network is a major asset for the attractiveness of the French capital. This dense and diversified network multiplies the development opportunities of the Paris region's economy and contributes to making Paris the world's leading tourist destination.

Air France
contributes



1.7 %

of GDP in the Paris region



902 €

of economic
benefits per year and per inhabitant

By paying taxes and duties, Air France contributes to the development of the Paris region. In this way, the Air France group paid 114.1 million euros in local taxes in 2017 (property tax, CFE, office space, CVAE, apprenticeship tax, training taxes and transport tax).

Its purchasing policy supports companies with approximately



1.5

billion euros in purchases in the Paris region.

Air France is also committed to **improving transport in the Paris region** and supports projects such as the CDG Express, which will link Paris to Charles de Gaulle airport in 20 minutes, and airport services via the Greater Paris Express network.

It helped to create the R'PRO'MOBILITE association with other companies from the airport to promote mobility around Charles de Gaulle airport.

Territorial presence and civic commitment

Air France works with local elected representatives and local companies to promote economic development projects, housing, transport and training in the areas where it operates. The creation of the **Club des Acteurs du Grand Roissy**, which succeeds the Pays de Roissy-CDG association, and its participation in Orly International, is a result of this.

The company is also a signatory of the “**Business and Neighbourhoods**” agreement, illustrating its desire to make a concrete contribution to the city’s priority neighbourhoods.



Paris-Orly Airport



"Paris vu d'ailleurs", Air France Magazine exhibition for Paris Plage in 2017

Air France, a brand ambassador for France

Air France is very closely linked to France and contributes to its tourist and cultural influence. On board, as on the ground, **most of its services highlight French products**. The company also promotes Paris, France and the French way of life with its inflight *Air France Magazine*, *Travel by Air France*, the digital travel guide and its advertising campaigns. On all its markets (116 countries), these initiatives represent **between 60 and 80 million euros every year devoted to promoting Paris and other French destinations**.

The influence of Paris and France as a destination

Air France is the leading carrier of foreign travellers to France and **carries approximately 50 million passengers residing outside France every year**.

The company is also involved in **cultural partnerships and major events** that attract the world to Paris. Also Atout France's leading partner among tourism companies, Air France promotes the French language and France as a destination in all its partnerships:



Air France is also part of the Escales Culture programme, a partnership with the French Ministry of Culture to promote France's artistic treasures and heritage, and is forging special relationships with emblematic sites.

Partner of innovative French companies

Since 2014, Air France has been a founding member of the Welcome City Lab, the leading French incubator dedicated to tourism. The company also provides support to innovative French companies, notably alongside French Tech with its partners in the sector and Business France.

SUSTAINABLE DEVELOPMENT: AT THE FOREFRONT OF THE AVIATION SECTOR



47 %

reduction in noise footprint at the 10 main French airports
since 2005

Target of 20 %

less CO₂ emissions compared to 2011

Boeing 787

6 latest generation Air France aircraft consuming 20 % less fuel
and emitting 20 % less CO₂

3.30

litres of fuel per 100 km is the average consumption of
an Air France-KLM group passenger

Quantity of water for aircraft cleaning divided by **100**
thanks to new cleaning techniques

93 %

of non-hazardous waste is recycled

Ongoing commitment to reducing its environmental footprint

Air France is aware of its responsibilities to reconcile economic performance with respect for the environment. To do this, the company is committed to taking action in 4 main areas:



reducing its carbon footprint

reducing or reusing its waste

reducing its water and energy consumption

reducing its noise footprint

Air France has implemented numerous initiatives to achieve its objective of reducing its CO₂ emissions by 20% by 2020:



Reducing the weight of aircraft by reducing the weight of seats, cargo equipment and aircraft paint

Adopting eco-piloting, in particular when approaching airports and during taxiing phases

Modernizing the fleet, with **6 Boeing 787s which consume 20% less fuel, emit 20% less CO₂ and are quieter**



Arrival of the first Air France Boeing 787 on 2 December 2016 at Paris-Charles de Gaulle

Air France committed to the future of transport



Commitment for Green Growth

with the Ministry of Ecological and Solidarity Transition, Transport, and the Ministry of Economy and Finance to promote sustainable aeronautical biofuel sectors in France

IAGOS programme with the CNRS to collect data for climate research

18-month biofuel flight test as part of the Lab Line for The Future programme: 78 flights completed and 37 tons of CO₂ saved

Ensuring the quality of life of local residents

Since 2005, thanks to various initiatives such as the adoption of adapted flight paths and the modernisation of the fleet, **the airline has reduced its noise footprint by 47% at the 10 main French airports**. By equipping its 116 Airbus aircraft in the medium-haul fleet with noise reduction kits, Air France has reduced the noise of these aircraft on approach by 8 to 11 dB.

Finally, through its contribution to the noise tax, **the Air France group contributes to the financing of sound insulation** in housing located near French airports.



Air France Hub at Paris-Charles de Gaulle

