GENEVA

Your post-COVID resilient market
GENÈVE AÉROPORT TRAFFIC EVOLUTION

Traffic evolution until 2019

- 2020: 5.6 million pax (-68.8% vs. 2019)
- 2021: 5.9 million pax (-67.0% vs. 2019)
Scheduled Airlines

- Skyteam
  - Air France
  - KLM
  - MEA
  - Saudia

- Oneworld
  - British Airways
  - Qatar Airways
  - Finnair
  - Iberia

- Star Alliance
  - Swiss
  - Brussels Airlines
  - Air China
  - Air Canada
  - TAP Portugal
  - Lufthansa
  - Ethiopian
  - SAS
  - Scandinavian Airlines
  - Turkish Airlines

- Legacy Carriers
  - Icelandair
  - Emirates
  - Etihad
  - Luxair
  - Air Algerie
  - Tunisair

- Low Cost Carriers
  - easyJet
  - Vueling
  - Norwegian
  - HOP!
  - Eurowings
  - Pegasus Airlines
  - Wizz Air
  - Aer Lingus
  - Austrian
## Long-Haul Development until 2019

<table>
<thead>
<tr>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>2003</td>
</tr>
<tr>
<td>2004</td>
</tr>
<tr>
<td>2007</td>
</tr>
<tr>
<td>2009</td>
</tr>
<tr>
<td>2011</td>
</tr>
<tr>
<td>2013</td>
</tr>
<tr>
<td>2018</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Carrier</th>
<th>Route</th>
<th>Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td>SWISS</td>
<td>GVA-JFK</td>
<td>7x / week</td>
</tr>
<tr>
<td>Ethiopian</td>
<td>GVA-ADD</td>
<td>3x / week (now 4x)</td>
</tr>
<tr>
<td>Air China</td>
<td>GVA-PEK</td>
<td>4x / week</td>
</tr>
<tr>
<td>Kenya Airways</td>
<td>GVA-NBO</td>
<td>4x / week</td>
</tr>
<tr>
<td>Continental Airlines</td>
<td>GVA-EWR</td>
<td>7x / week</td>
</tr>
<tr>
<td>Etihad Airways</td>
<td>GVA-AUH</td>
<td>5x / week (now 7x)</td>
</tr>
<tr>
<td>Qatar Airways</td>
<td>GVA-DOH</td>
<td>5x / week (now 7x)</td>
</tr>
<tr>
<td>Emirates</td>
<td>GVA-DXB</td>
<td>7x / week (now 14x)</td>
</tr>
<tr>
<td>United Airlines</td>
<td>GVA-IAD</td>
<td>7x / week</td>
</tr>
<tr>
<td>Air Canada</td>
<td>GVA-YUL</td>
<td>7x / week</td>
</tr>
</tbody>
</table>
Genève Aéroport is a real multimodal airport with an easy access by:

- Public transportation: 9 bus city lines; efficient taxi service and hotel shuttles; regular coaches to Annecy, Chambéry, Grenoble, Lyon
- Road: connected to Swiss and French highway networks
- Rail: train station within the airport connected to regional and international networks (170 trains/day); 7 min to reach Geneva city center

New regional rail network launched in December 2019 with direct access to 45 train stations including ski resorts

Source: OFS; INSEE; ISTAT; Lemanis; Genève Aéroport
TRAVELERS PROFILE (2019)

Reason of travel

- Family visit: 15%
- Business: 26%
- Leisure: 59%

Number of trips per year

<table>
<thead>
<tr>
<th>Industry Average</th>
<th>GVA</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 to 2</td>
<td>8% 11%</td>
</tr>
<tr>
<td>3 to 5</td>
<td>22% 24%</td>
</tr>
<tr>
<td>6 to 10</td>
<td>35% 35%</td>
</tr>
<tr>
<td>11 to 20</td>
<td>6% 9%</td>
</tr>
<tr>
<td>21 or more</td>
<td>9% 17%</td>
</tr>
</tbody>
</table>

Source: Genève Aéroport Service Quality (ASQ) satisfaction survey; GVA Arrivals Survey
**HIGH PURCHASING POWER**

- Swiss households generally earn high income and allocate higher budget for holidays compared to other main Western Europe countries.

<table>
<thead>
<tr>
<th></th>
<th>Average budget for summer holidays</th>
<th>Average monthly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Switzerland</strong></td>
<td>€ 2'856</td>
<td>$7'125</td>
</tr>
<tr>
<td>Germany</td>
<td>€ 2'467</td>
<td>$4'043</td>
</tr>
<tr>
<td>France</td>
<td>€ 2'201</td>
<td>$3'533</td>
</tr>
<tr>
<td>Italy</td>
<td>€ 1'757</td>
<td>$2'871</td>
</tr>
<tr>
<td>Austria</td>
<td>€ 2'627</td>
<td>$4'275</td>
</tr>
<tr>
<td>Spain</td>
<td>€ 1'798</td>
<td>$2'533</td>
</tr>
<tr>
<td>Belgium</td>
<td>€ 2'242</td>
<td>$4'653</td>
</tr>
<tr>
<td>UK</td>
<td>€ 2'151</td>
<td>$3'946</td>
</tr>
</tbody>
</table>

Source: OFS, INSEE, OECD
International Geneva is the heart of the world's global governance:

- **38** International Organizations (IOs)
- **380** Non-governmental Organizations (NGOs)
- **177** States represented by a Permanent Mission
- **32,107** persons employed in IOs, NGOs and permanent missions
- **47,000** diplomats and int’l Civil Servants (incl. families)
- **3,364** meetings and International conferences
- **221,166** delegates and experts attending

Source: OCSTAT; Permanent Mission of Switzerland to the UN; Federal Department of Foreign Affairs; Republic and State of Geneva
MULTINATIONAL CORPORATIONS

- There are 1,651 multinational companies in the GVA catchment area.
- Multinationals account for 90,688 jobs in Geneva (i.e.: 29% of total employment in the city) and 88,000 in the canton Vaud.
- 190 different nationalities are represented among the population (41% of Geneva’s residents are foreign nationals).
- The city counts 130 EMEA headquarters due to its central location in Europe and proximity to Africa and the Middle East.

Source: Geneva Economic Development Office, Geneva Multinational Companies (GEM), OCSTAT
FINANCIAL CENTER

- Geneva is the birthplace and capital of international asset management with 120 banking firms, 3’200 financial intermediaries and 870 independent asset managers counting more than 37’000 employees (including insurance and law firms).
Thanks to its advantageous geographical position at the crossroads of European commercial routes, Geneva offers a unique and multilateral platform for the negotiation and improvement of the international management of commodities.

The commodity trading sector in Geneva consists of 311 international trading, certification and shipping companies, and approx. 4'200 persons employed in the sector.

Geneva hosts approx. 40% of global transactions and 50% of world traded coffee and sugar.
Geneva is part of BioAlps, the life science cluster in Western Switzerland:

- **750** biotechnology, pharma and medtech companies
- **500** research laboratories
- **20** research institutions, universities and university hospitals with relevant capabilities and expertise
- Numerous organizations supporting innovation (start-up incubators, science parks, venture capital funds, contract service organizations)
- **20’000** people employed in companies and **5’000** researchers

With the lengthening life expectancy and intensification of chronic diseases, global health care spend is expected to grow at 5% annually in the long-term.

Source: BioAlps; Geneva Economic Development Office; Deloitte Consulting
Switzerland is one of the best countries for the quality of its education, research and technologies. Université de Genève, Université de Lausanne (UNIL) and the Ecole Polytechnique Fédérale de Lausanne (EPFL) gather more than 27% (35’700) of total Swiss students.

World largest research centre in particle physics. Birthplace of the World Wide Web (www)
Freight Activity

Genève Aéroport offers a modern cargo terminal:

- Warehouse: 24'000 m² - Capacity: 100'000t/year
- Refrigerated storage (Pharma & Perishables)
- Safes for valuables
- Handling room for radioactive goods
- Loading platform adjustable for any type of lorry
- Free ports (10'000m²) inside the freight terminal
- French customs with possibility of direct customs clearance from the cargo building to all countries of the European Union
- Very short consignment time: 70-90 min. on average
- Reliability of services (punctual dispatch, no strikes, security for goods)

Main imported goods
- Spare parts for machinery
- Perishables
- Electronic components
- Computer equipment

Main exported goods
- Chemical and pharma products
- Watches, jewelry
- Machinery
- Electronic components

Source: Genève Aéroport, Swiss Customs
Since 2018, Genève Aéroport holds the ACA3+ accreditation from ACI, which is the highest level that certifies its carbon neutrality.

This is achieved by providing funds or resources to other projects that reduce carbon dioxide so as to make up for the emissions that the airport is not able to eliminate yet.

The airport infrastructure is continuously renovated in order to gain energetic efficiency, e.g.:
- 13,500 m² photovoltaic solar panels
- 6 fully electric busses for pax transportation
- New East Wing fully autonomous in electricity
- Lake Geneva water used for heating and cooling of buildings
- A specific noise absorber hangar to run engine tests is operational since 2016

Free public transport tickets are available for arriving pax to reach Geneva city center, and free night buses available for pax departing with early flights.
AIRPORT CHARGES COMPARISON

Average charges for a long-haul operation

Source: airportcharges.com (RDC Aviation)
NEW GENERATION AIRCRAFT SUPPORT

- Genève Aéroport adopted a scheme that recognizes the operation of new generation aircraft on the “best-in-class” principle.
- Narrow body aircraft categorized in noise class 5 as well as wide-body aircraft categorized in noise class 4 according to the Swiss AIP shall be entitled to the following rebates:
  1. discount of 20% on the landing charge
  2. reduction of CHF 0.40 on the PSC per departing passenger
  3. bonus on landing charges for incremented movements of NewGen aircrafts
  4. credit on the PSC if the load factor for a given year is greater than or equal 80%
- As an example, the benefit of an aircraft change from an A330-300 to a B787-8 can reach CHF ~500’000 per year for a daily operation.
**NEW LONG-HAUL INCENTIVE (SINCE 2021)**

- General applicable conditions:
  - Flight time of minimum 5 hours non-stop
  - No intermediate stop (exceptionally open for discussion)
  - Scheduled operation (not applicable to charters)
  - Year-round (not applicable to seasonal route)

<table>
<thead>
<tr>
<th>Type of incentive</th>
<th>Conditions</th>
<th>Reduction</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1. New route for GVA airport</strong></td>
<td>• Route has not been served by any airline in the last 3 years</td>
<td>1&lt;sup&gt;st&lt;/sup&gt; period of 12 months</td>
</tr>
<tr>
<td></td>
<td>• Minimum frequency of 3 flights per week</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; period of 12 months</td>
</tr>
<tr>
<td></td>
<td></td>
<td>3&lt;sup&gt;rd&lt;/sup&gt; period of 12 months</td>
</tr>
<tr>
<td><strong>2. Additional frequencies (per route)</strong></td>
<td>• Applicable only in the 4&lt;sup&gt;th&lt;/sup&gt; year of the new route</td>
<td>1&lt;sup&gt;st&lt;/sup&gt; period of 12 months</td>
</tr>
</tbody>
</table>
NEW EAST WING

- New pier dedicated to wide-body aircrafts.
- 6 stands for wide-body aircrafts + 1 for narrow-body (or mixed utilization with more stands).
- Start of operations on **14-December 2021**.