Your high-yield market

High appetite for travel
High economic resilience
High diplomatic activity
High expat presence

GENÈVE AÉROPORT
marketing@gva.ch | www.gva.ch/b2b
GVA LATEST NEWS

- The **flight offer has come back** almost to normal pre-pandemic level
- **Long-haul** connectivity in GVA is **totally back**
- **Demand**, especially leisure and VFR, is **booming**
- **Corporate** and **diplomatic** segments are **gradually coming back**
- Globally, the **market and economy** have proven to be **highly resilient**
- **Cargo demand** is vibrant and for some segments (valuables, chemistry, etc.) **higher than before the crisis**
- **Purchasing power** of the population remains one of the **highest**
- **New seasonal daily service** launched by Delta on **GVA-JFK** as of 10-April 2023
HISTORIC TRAFFIC EVOLUTION

Traffic evolution

Million of pax

<table>
<thead>
<tr>
<th>Year</th>
<th>Traffic Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>+4.9%</td>
</tr>
<tr>
<td>2011</td>
<td>+10.5%</td>
</tr>
<tr>
<td>2012</td>
<td>+5.9%</td>
</tr>
<tr>
<td>2013</td>
<td>+3.9%</td>
</tr>
<tr>
<td>2014</td>
<td>+5.0%</td>
</tr>
<tr>
<td>2015</td>
<td>+4.1%</td>
</tr>
<tr>
<td>2016</td>
<td>+4.8%</td>
</tr>
<tr>
<td>2017</td>
<td>+5.0%</td>
</tr>
<tr>
<td>2018</td>
<td>+1.9%</td>
</tr>
<tr>
<td>2019</td>
<td>+1.4%</td>
</tr>
<tr>
<td>2020</td>
<td>-68.7%</td>
</tr>
<tr>
<td>2021</td>
<td>+5.4%</td>
</tr>
<tr>
<td>2022</td>
<td>+139.0%</td>
</tr>
<tr>
<td>2023</td>
<td>+14.0%</td>
</tr>
</tbody>
</table>
LONG-HAUL DEVELOPMENT

2003

Continental Airlines
GVA-EWR
7x / week

2004

GVA-AUH
5x / week
(now 7x)

2007

GVA-DOH
5x / week
(now 7x)

2009

GVA-YUL
7x / week

2011

GVA-IAD
7x / week

UNITED

2013

GVA-PEK
4x / week

2018

Ethiopian Airlines
GVA-ADD
3x / week
(now 4x)

2023

Delta
GVA-JFK
7x / week

NEW

GVA-DOH
5x / week
(now 7x)

GVA-DXB
7x / week
(now 14x)

GVA-JFK
7x / week

GVA-ADD
3x / week
(now 4x)

2018

Air China
GVA-PEK
4x / week

2023

Emirates

2018

4x / week
# Top Unservied Long-Haul Routes

<table>
<thead>
<tr>
<th>Airport</th>
<th>City</th>
<th>Market Characteristics</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NORTH AMERICA</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MIA</td>
<td>Miami</td>
<td>A mix of leisure, business and ethnic traffic</td>
</tr>
<tr>
<td>LAX</td>
<td>Los Angeles</td>
<td>Good mix leisure / business</td>
</tr>
<tr>
<td>SFO</td>
<td>San Francisco</td>
<td>Mainly leisure demand + some high tech / IT business traffic</td>
</tr>
<tr>
<td>BOS</td>
<td>Boston</td>
<td>Around 30% of high-yield traffic; low seasonality</td>
</tr>
<tr>
<td>ORD</td>
<td>Chicago</td>
<td>Good mix leisure / business</td>
</tr>
<tr>
<td><strong>ASIA</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BKK</td>
<td>Bangkok</td>
<td>Mainly leisure market + connecting to South-East Asia</td>
</tr>
<tr>
<td>TYO</td>
<td>Tokyo</td>
<td>Predominantly incoming demand (from Japan)</td>
</tr>
<tr>
<td>SIN</td>
<td>Singapore</td>
<td>Business traffic with around 50% of high-yield</td>
</tr>
<tr>
<td>PVG</td>
<td>Shanghai</td>
<td>Important business relations</td>
</tr>
<tr>
<td>ICN</td>
<td>Seoul</td>
<td>Steadily increasing demand for both business and leisure traffic</td>
</tr>
<tr>
<td>DEL</td>
<td>Delhi</td>
<td>Very strong governmental + business traffic demand</td>
</tr>
<tr>
<td><strong>LATIN AMERICA</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GRU</td>
<td>Sao Paulo</td>
<td>Largest LATAM market; good mix of business, leisure &amp; ethnic markets; could be combined with GIG</td>
</tr>
<tr>
<td>EZE</td>
<td>Buenos Aires</td>
<td>Good mix of tourism &amp; business traffic demand</td>
</tr>
<tr>
<td><strong>AFRICA</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MRU</td>
<td>Mauritius</td>
<td>Mainly leisure &amp; ethnic market</td>
</tr>
<tr>
<td>JNB</td>
<td>Johannesburg</td>
<td>High corporate traffic demand</td>
</tr>
</tbody>
</table>
Scheduled Airlines

- Skyteam
  - Air France
  - KLM
  - Delta
  - Saudia
- Oneworld
  - British Airways
  - Qatar Airways
  - Finnair
  - Iberia
- Star Alliance
  - Swiss
  - Brussels Airlines
  - Lufthansa
  - Ethiopian Airlines
  - Scandinavian Airlines
  - Turkish Airlines
  - EgyptAir
  - Austrian
- Legacy Carriers
  - Icelandair
  - Emirates
  - Luxair
  - Etihad
  - Air Algerie
  - Tunisair
- Low Cost Carriers
  - easyJet
  - Hop!
  - Air Arabia
  - Vueling
  - Norwegian
  - Aer Lingus
  - Eurowings
  - Pegasus Airlines
  - Wizz
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
**Travelers Profile**

**Reason of travel**
- **15%** Family visit
- **26%** Business
- **59%** Leisure

**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>3 to 5</td>
</tr>
<tr>
<td>6%</td>
<td>9%</td>
</tr>
<tr>
<td>8%</td>
<td>11%</td>
</tr>
</tbody>
</table>

Source: Genève Aéroport Service Quality (ASQ) satisfaction survey 2019
HIGH PURCHASING POWER

- Swiss households generally earn high income and allocate higher budget for holidays compared to other main Western Europe countries.
- The majority of Swiss tourists prefer traveling abroad for holidays: 57% in Summer 2022 according to a recent study, which is the 2nd top result in European countries behind Austrian at 58%.

Average budget for summer holidays

<table>
<thead>
<tr>
<th>Country</th>
<th>Average Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Switzerland</td>
<td>€2'856</td>
</tr>
<tr>
<td>Germany</td>
<td>€2'467</td>
</tr>
<tr>
<td>France</td>
<td>€2'201</td>
</tr>
<tr>
<td>Italy</td>
<td>€1'757</td>
</tr>
<tr>
<td>Austria</td>
<td>€2'627</td>
</tr>
<tr>
<td>Spain</td>
<td>€1'798</td>
</tr>
<tr>
<td>Belgium</td>
<td>€2'242</td>
</tr>
<tr>
<td>UK</td>
<td>€2'151</td>
</tr>
</tbody>
</table>

Average monthly salary

<table>
<thead>
<tr>
<th>Country</th>
<th>Average Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Switzerland</td>
<td>$7'125</td>
</tr>
<tr>
<td>Germany</td>
<td>$4'043</td>
</tr>
<tr>
<td>France</td>
<td>$3'533</td>
</tr>
<tr>
<td>Italy</td>
<td>$2'871</td>
</tr>
<tr>
<td>Austria</td>
<td>$4'275</td>
</tr>
<tr>
<td>Spain</td>
<td>$2'533</td>
</tr>
<tr>
<td>Sweden</td>
<td>$4'653</td>
</tr>
<tr>
<td>Belgium</td>
<td>$3'946</td>
</tr>
<tr>
<td>UK</td>
<td>$3'530</td>
</tr>
</tbody>
</table>

Source: OFS, INSEE, OECD, OpinionWay (Allianz Partners)
**STRONG ECONOMY**

- Switzerland has a strong GPD/capita and very limited unemployment.

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![Unemployment % 2021 Graph](image1)

![GDP/Capita 2021 Graph](image2)

Source: SECO, OFS, OECD
The French-speaking side of Switzerland (aka CH romande) is growing faster than the rest of the country.

Moreover, the Swiss GDP performed better than neighboring countries during the post-pandemic recovery phase.

Source: SECO, OFS, OECD
Geneva International City & Diplomatic Capital

- International Geneva is the heart of the world 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
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 **35’000 employees** (including insurance and law firms).

Source: Swiss Banking Association; Geneva Financial Foundation; BAK Basel
TRADING & SHIPPING

- 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.
PHARMACEUTICAL & BIOTECH/MEDTECH

- 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 École 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)

Source: SER; swissworld.org; EPFL; IMD; Cern; CCIG
MICE industry is again extremely active in the Geneva region with international fairs & conferences attracting visitors from around the world.
**Freight Activity**

- Genève Aéroport offers a modern cargo terminal:
  - Warehouse: 24'000 m² - Capacity: 100'000 t/year
  - Refrigerated storage (Pharma & Perishables)
  - Safes for valuables
  - Handling room for radioactive goods
  - Loading platform adjustable for any type of lorry
  - Free ports (10'000 m²) 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)

<table>
<thead>
<tr>
<th>Switzerland</th>
<th>2022</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Evol. Exports of goods %</td>
<td>+4.2%</td>
<td>+3.7%</td>
</tr>
<tr>
<td>Evol. Imports of goods %</td>
<td>+4.7%</td>
<td>+3.9%</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**.
- Processing capacity of 3’000 pax/hours.
- Possibility to have Premium class dedicated gate.

- Design by Rogers Stirk Harbour + Partners (LHR-Terminal 5, MAD-Terminal 4).
- Positive-Energy Building:
  - 7’000 m² photovoltaic solar panels
  - Refrigerated through Geneva Lake (Genilac)
ENVIRONMENTAL EFFORTS

- 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.
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 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 then 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.
AIRPORT CHARGES COMPARISON

Average charges for a long-haul operation

Source: airportcharges.com (RDC Aviation)