

Schiphol: Air France-KLM announces a review of its strategy

I Letter from the Director of Air France-KLM

At the forefront of more responsible European aviation, we bring people together to build the world of tomorrow.

(Raison d'être of the Air France-KLM group)



François Robardet

Representative of PS and PNC employee and former employee shareholders

N°920, July 10, 2023

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Editorial

Dear readers,

This week, we're back with our bonus article, based on a Senate report.

It discusses at length the financial and technical capacity to produce sustainable aviation fuels in the coming decades.

I recommend it to you

Enjoy your reading.

François

Monday's Press Review

> Air France-KLM announces revised capacity reduction strategy at Schiphol

(source Bloomberg, translated with Deepl) July 7 - Air France-KLM said it may be

forced to adjust its operations after the Dutch government obtained permission to reduce capacity at Amsterdam Schiphol, the KLM subsidiary's main airport.

The number of flights at Schiphol airport can be reduced between the end of this year and October 2024, an appeals court ruled on Friday, revoking an earlier decision by a local court. The state has submitted plans to reduce Schiphol airport's annual capacity to 440,000 flights by 2024, which corresponds to a 12% reduction.

The verdict is a loss for airlines such as KLM, Delta Airlines Inc, EasyJet Plc and the lobby group International Air Transport Association, which has called Amsterdam Airport the worst in the world due to what it sees as a mismatch between poor performance and high charges.

Almost 53 million passengers passed through Schiphol last year. According to data from Airports Council International Europe, **Schiphol is the European airport with the highest number of direct flights, ahead of Istanbul and London Heathrow.**

"The Air France-KLM group will have no choice but to adjust its strategy to maintain its European market share within a global industry", if the Dutch government implements this reduction, according to a statement from the airline group. The Dutch Cabin Crew Association has also expressed concern about possible job cuts, as airlines risk shifting capacity to other destinations.

The decision comes three months after a court ruled that the government's attempts to reduce noise pollution by reducing the number of flights allowed in and out of Schiphol airport had not followed the correct procedures.

In its ruling, the court stated that the airlines' fear of suffering serious damage as a result of the proposed measures was not a reason to reach a different result.

The court found that the measures proposed by the government were not contrary to the rules of national and European law, nor to "general principles of good administration", according to a statement. It added that the European rules of the balanced approach, which is a process describing best practice for the implementation of airport capacity restrictions for noise control purposes, did not apply to the government's proposal.

Airlines and pressure groups argue that the reduction plan violates international regulations and causes inconvenience to travellers. As a first step, the government proposed temporary regulations to cap the number of flights at 460,000 from November this year, compared with the current 500,000.

Schiphol Airport said it expects the Dutch government to provide details on the number of flights within two months, which will be necessary to determine the capacity declaration for the 2024 summer season. It plans to press ahead with the plans announced in April for night closures, a ban on private jets and the noisiest aircraft.

Pressure group IATA recently called Schiphol "the worst airport in the world", in reference to a recent increase in landing fees.

(...)

My comment: The Dutch court's decision is bad news for airlines operating at Schiphol.

The downside is that the fall of the Dutch ruling coalition will lead to new parliamentary elections by the end of the year. A new coalition will then have to be put in place (this took almost a year following the previous elections).

This long transitional period would suspend the process of reducing activity at Schiphol. It would also allow the airlines to refine their arguments and demonstrate that they are capable of proposing more effective solutions for reducing noise and CO2 emissions than simply reducing the number of flights.

> 65th 737-800 for Transavia, 1st 'new' Air France A350 in sight

(source Air Journal) July 10 - Low-cost airline Transavia France has taken delivery of its 65th Boeing 737-800, while parent company Air France led the acceptance flight of its 21st Airbus A350-900, the first to be fitted with the new cabins.

Last week, the French flag carrier's low-cost flight subsidiary received its 65th single-aisle aircraft from leasing company SMBC Aviation Capital, out of 71 expected by the end of the year. **The 737-800** with the registration F-HUYX (MSN39825) was previously operated by Batik Air in Indonesia, and **like the others will be configured to seat 189 passengers**.

Early next year, Transavia France expects the first A320neo Family aircraft from the giant order placed in December 2021 by the Franco-Dutch group Air-France-KLM, for 100 firm re-engined single-aisle aircraft, with purchase rights for a further 60 (they will mainly go to Transavia in the Netherlands and KLM). The Dutch low-cost operator has already started to enter the first routes for its future A321neo aircraft into the GDS, which are expected to start in December.

At Air France, the A350-900 registered F-HUVA ("Aix-en-Provence", its 21st) operated its customer acceptance flight on July 7, 2023, suggesting delivery in the next few days. The aircraft will be the first of the 41 ordered by the SkyTeam airline to be equipped with the new A350 cabins, which will seat 48 passengers in Business class, 32 in Premium and 212 in Economy (292 seats compared with 324 at present).

My comment: Transavia France continues to grow, and should reach its target of operating 71 B737 aircraft by the end of the year.

> Volotea entrusts most of its maintenance to AFI KLM E&M

(source Aerobuzz) July 6 - Spanish low-cost carrier **Volotea and Air France Industries KLM Engineering & Maintenance** (AFI KLM E&M) **have signed a long-term**, **six-year maintenance agreement**.

The partnership between Volotea and Air France Industries KLM Engineering & Maintenance has been in force since October 2022. It was made official at the 2023 Paris Air Show. Under the

terms of the agreement, AFI KLM E&M will provide extended base maintenance services, representing 65% of Volotea's maintenance requirements.

My comment: This agreement with a low-cost airline testifies to the good performance of AFI KLM E&M's teams.

> Deutsche Bank to manage Lufthansa's Miles & More program from 2025

(source MT Newswires) July 10 - **Deutsche Bank** (DBK.F) **will manage German flag carrier Lufthansa's** (LHA.F) **Miles & More frequent flyer program** from 2025. The deal is expected to more than double the German investment bank's annual credit card transaction volume, with industry experts estimating the lender's annual revenue from the collaboration at 100 million euros, London's Financial Times reported on Monday.

Payment processor Mastercard will provide the technology and network required for the partnership.

My comment: Airline loyalty programs are a little-known source of revenue and are stirring up covetousness.

Here's what the journalist at Les Echos wrote in 2018:

<== Beginning of quote

According to the annual study by consulting firm IdeaWorksCompany, carried out in partnership with US car rental site CarTrawler, the sale of "miles" and loyalty points would today account for half of the ancillary revenues of the major airlines, estimated at \$92.9 billion in 2018. The four major U.S. airlines alone - American, United, Southwest and Delta - pocketed more than \$17 billion in 2018, mainly thanks to financial organizations and their co-branded cards.

Air France-KLM and Lufthansa do not detail their ancillary revenues in their accounts. Furthermore, the two largest European airlines in terms of passenger numbers - Ryanair and easyJet - have not developed loyalty programs comparable to those of traditional airlines.

==> end of quote

Last month, Flying Blue signed an exclusive partnership with Amazon to enable its members to "make your travel dreams come true and enjoy even more rewards with your Miles!".

> Airbus A321: Toulouse's new final assembly line comes on stream

(source Journal de l'Aviation) July 10 - Airbus today officially inaugurated its latest final assembly line for the A321neo in Toulouse. The highest-capacity version of the Airbus A320neo family, and the most profitable for the European aircraft manufacturer, was not yet assembled in France, an anomaly now corrected with the transformation of the Jean-Luc Lagardère site over two years ago. The event was particularly eagerly awaited, given the large number of government officials (Bruno Le Maire, Roland Lescure, Clément Beaune, Dominique Faure) present at the ceremony to accompany Guillaume Faury, CEO of the European aircraft manufacturer, during the visit, as well as numerous elected representatives from the region, including Carole Delga , President of the Occitanie Region.

The former A380 assembly site has been extensively transformed to accommodate a new-generation FAL (automated logistics system, new processes, FlexTrack automated drilling, paperless assembly, etc.), which will gradually ramp up to support the A320neo program's scheduled ramp-up to 75 aircraft per month by 2025 (64 next year). The new FAL will eventually employ over 1,400 people.

Le Journal de l'Aviation first visited this new A321 FAL last February, when the first aircraft had just entered their final assembly phase, to test the new industrial set-up. It was an opportunity to describe the innovations that may also be seen on other FALs dedicated to the A320neo family (read our report: Airbus opens the doors of its new A321 FAL in Toulouse).

Until now, only the A320neo was assembled at Saint-Martin-du-Touch for this single-aisle family, in Sud-Aviation/Aérospatiale's historic Caravelle building. The new Toulouse FAL will enable Airbus to assemble A321neo aircraft at all its commercial aircraft assembly sites, starting with Finkenwerder, near Hamburg (which also assembles the new long-range A321XLR, due to enter service next year), Mobile in the USA and Tianjin in China. It will also be able to assemble

A320neo aircraft.

Obviously, the arrival of this new final assembly line will above all enable Airbus to sell its huge order book, with 6720 aircraft still to be delivered for the A320neo family alone. Even at rate 75, the current backlog will take more than 7 years to clear. What's more, the various variants of the A321neo now represent over 4,000 aircraft to be produced, or 60% of the total A320neo Family aircraft to be delivered.

The A321neo has no real equivalent among Boeing's competitors, either in terms of maximum capacity (244 seats in dense single-class configuration) or maximum range (8,700 kilometers, 11 flight hours for the new A321XLR version).

Last November, the U.S. aircraft manufacturer even drew a definitive line under any new commercial aircraft program that might compete with Airbus in the "Middle of the Market", leaving the way clear for the various variants of the Airbus A321neo to face the 737 MAX 10, an aircraft launched in 2017 but still not certified.

My comment: The ability to fill orders within a reasonable timeframe is strategic for aircraft manufacturers.

Airbus has nearly 7,000 single-aisle aircraft on order, Boeing more than 4,000. These aircraft, equipped with engines that are more fuel-efficient than current aircraft, are needed to reduce the carbon footprint of airlines.

Provided, of course, that airlines don't take advantage of this to increase the size of their fleets.

> Failure to respect night-time opening hours at Toulouse-Blagnac airport: low-cost airlines get away with it

(source France3) July 7 - In a report published at the end of June 2023, the French airport nuisance control authority (ACNUSA) confirms a trend at Toulouse-Blagnac airport (ATB), already observed at several major French airports in 2022: the failure of airlines to respect night-time schedules.

The facts are clear. During the 2022/2023 winter season, **no commercial operations were scheduled between midnight and 6am**. And **yet...**Eight non-commercial flights, such as medical or public service flights, were carried out during this period, but above all **186 commercial flights scheduled outside this time slot were carried out as overflows.**(...)

"This is information of which we were aware", explains Jérôme Favrel, vice-president of the Collectif Contre les Nuisances Aériennes de l'Agglomération Toulousaine

(CCNAT). "There has nevertheless been a real effort to deprogram, but a certain number of companies continue to arrive after midnight."

In the association's sights are Ryanair, Volotea and EasyJet. Unlike Air France, the three low-cost carriers do not hesitate to take off again between 10pm and midnight.

As ACNUSA

reports, **these airlines have no shortage of explanations** for "shirking their responsibilities as carriers": staffing problems, inconvenience to passengers, poor weather conditions, safety checks or over-regulated air traffic management, particularly in France.

But for the French supervisory authority, these arguments don't hold water:

"The delays were essentially due to an unsustainable scheduling of flights for each day. With six, or even eight, flights scheduled for each daily rotation, the hazards inherent in air transport lead to cancellations, diversions or delays that are detrimental to air transport users, as well as to the communities and populations living near airports."

"These airlines schedule flights at the very end of the day in a way that is too busy, but the airport can do nothing against them from a legal point of view," laments Jérôme Favrel.

For example, on Wednesday, July 5, Ryanair took off from Toulouse-Blagnac at 1:15 a.m. with a Boeing 737, whose noise signature is known to be one of the loudest

 (\ldots)

In order to avoid further deterioration of the situation, and to preserve the interests of all stakeholders, "including airlines concerned about their customers and the environment", the supervisory authority recommends that the prefects of the departments concerned take concrete measures "so as not to give the impression that time restrictions are simply 'in the planning stage'".

(...)

In their sights: an outright ban on passenger flights between midnight and 6 a.m., with no exceptions, as at Nantes airport. Since April 2022, a curfew has been in place from midnight to 6 a.m. at Nantes Atlantique airport, to reduce night-time noise pollution. This means that airlines cannot schedule flights (departures or arrivals) during this period.

Last May, the collective against air pollution in the Toulouse area, several associations and elected representatives demonstrated to demand this curfew and accused Toulouse Blagnac Airport - which did not respond to our requests - of becoming "a 'low-cost' place for the night". For June and July 2023 alone, Ryanair is increasing the number of its night flights by over 40%.

My comment: Last month (see my newsletter no. 916) it was Volotea, Wizz Air and

EasyJet that were "nabbed" for failing to comply with curfews in France.

As indicated in last month's article, these infringements are "the consequence of over-ambitious flight schedules by these carriers, whose model requires up to eight rotations per aircraft per day".

This time we're talking about Ryanair, which in 2018 was one of the top 10 biggest polluters in Europe, along with nine coal-fired power stations (see my letter n°698).

The lack of reaction from local authorities is puzzling.

Unless they don't have the contractual means to act, since most of them directly or indirectly subsidize low-cost airlines to serve their region.

Article Bonus

> Green fuels: a budgetary and fiscal time bomb

(source La Tribune) July 6 - There's a consensus on the solution: green fuels have emerged as a response to the necessary ecological transition that, like all sectors, the transport sector must make. And in his report on "the development of a biofuels, sustainable synthetic fuels and green hydrogen sector" for the decarbonization of transport, Senator and Quaestor Vincent Capo-Canellas (Union Centriste) is clear: these new energies "will not provide the whole answer, but they will play a central role".

And the 27 proposals in his report all point in the same direction: France must make strategic choices without delay to "stimulate" the creation of green fuel sectors, "support" the development of production and uses, and "simplify" the regulatory and fiscal framework, or risk seeing the gap with other nations widen irretrievably. And yet, behind this strong desire for a sovereign France on the offensive, a "nebulous" situation is emerging: the question of financing requirements, described as "massive", which are intertwined with revenue losses and the emergence of new costs.

What kind of financial contribution from governments?

Behind the term "nebulous" used by Vincent Capo-Canellas, several phenomena are intertwined. First of all, there is the question of the financial contributions that will be made by the State. For the time being, French and European policies are essentially based on incorporation mandates (a percentage of green fuel integrated into fossil fuels), although Brussels does allow States to grant tax reductions on road biofuels. However, the report advocates the need for temporary incentives to support the entire chain, following the example of the Inflation reduction act in the United States. This includes research & development (R&D), the investments needed to launch the sectors (Capex), but also the financing of operating costs

(Opex) until the sectors have reached a sufficient level of maturity, and finally purchase subsidies to support use until the massification of production brings prices down.

An incomplete support system As in the case

of sustainable aviation fuels (SAF), only part of this spectrum is covered today. France has stepped up its support for R&D through the Council for Civil Aeronautics Research (CORAC), with 1.5 billion euros granted between 2020 and 2022, and a further contribution of up to 300 million euros a year over the period 2024-2030 announced by Emmanuel Macron before the Paris Air Show. Even if this envelope is not directly targeted at SAF, it should contribute to the low-carbon aircraft.

Beyond R&D, the rest of the financing needs are less well provided for. In his address on June 16, the French President pledged an additional (one-off) 200 million euros directly earmarked for the creation of a French SAF production sector, but as Vincent Capo-Canellas points out, this may prove insufficient: "It's always a positive thing to help finance a plant, but 200 million euros is just a few barrels of renewable fuel in an ocean of kerosene. A plant costs more than 1 billion euros. If this sum is enough of an impetus, that's a good thing, but we have to bear in mind that the need for investment is still likely to be very substantial."

Not to mention operating costs (Opex), which are not taken into account.

The senator adds that the next priority is to bring prices down. As Anne Rigail, CEO of Air France, explained at the Paris Air Forum: "At present, a tonne of SAF in France costs 5,000 euros. The average price worldwide is 3,500 euros. And we can find a tonne for 2,000 euros in the United States". While Vincent Capo-Canellas admits that the massification of production will contribute to this drop in prices, he believes - contrary to the government - that temporary purchase incentives will also be needed to offset the extra cost compared with fossil kerosene.

Vincent Capo-Canellas, Quaestor at the French Senate, is well aware of government budgetary constraints, but is not calling for spending sprees. He insists on the necessarily temporary nature of these subsidies, to avoid having "an industry on life support". Without denying the principle of technological neutrality, his first proposal calls for "directing public funding towards the launch of new sectors, to create the conditions for mature markets, then evaluating and redirecting public efforts", and thus prioritizing the sectors that are most difficult to decarbonize and where alternatives are lacking.

But the problem is likely to go far beyond direct support for the production or use of biofuels, particularly when it comes to transforming the energy mix. Transport is the biggest consumer of final energy in France, with 501 terawatt-hours (TWh) consumed in 2021, out of a total of 1,618 TWh. Ninety-one percent of this energy comes from petroleum products (gasoline, diesel, jet fuel), 7% from incorporated biofuels and only 2% from electricity (mainly for rail use).

Doing without fossil fuels will mean mobilizing biomass, which will require infrastructure and logistical capacity, to produce biofuels. Above all, it will require increased use of electricity to power vehicles directly - particularly with the migration of passenger cars to all-electric - but also for the production of synthetic fuels that

are to succeed biofuels. All this will require the rapid development of low-carbon electricity production capacity in France, as well as connections to distribution infrastructures and synthetic fuel and hydrogen production facilities. These too will require substantial investment.

The Senate report points out that electricity needs are set to grow exponentially, citing RTE's latest assessment for France: electricity consumption is set to rise from 460 terawatt-hours to between 580 and 640 terawatt-hours by 2035. And this could be largely due to transport. For synthetic aviation fuels alone, the report cites an initial estimate by Ademe which "shows that to meet the RefuelEU Aviation targets, additional electricity consumption of 80 to 130 TWh would be required by 2050 to produce the necessary e-kerosene". This is equivalent to the annual production of more than ten nuclear power plants.

Less petrol, less tax revenue

These additional expenses could well be combined with a loss of revenue for the State. The drop in fossil fuel consumption in the road sector will inevitably lead to a reduction in the tax base, and therefore in revenues from the domestic consumption tax on energy products (TICPE) and value-added tax (VAT), which bring in some 45 billion euros for the State every year. For the time being, only the Direction Générale de l'Energie et du Climat (DGEC) has put the net loss of tax revenue at 4.1 billion euros between 2019 and 2030, mainly as a result of the drop in diesel. But Vincent Capo-Canellas regrets that this point is never clearly addressed in depth, and therefore calls on the government "to assess the loss of tax revenue on fossil fuels as soon as possible".

The report is also concerned about the consequences for consumers, from road hauliers to air travellers, who will see their bills swell as a result of the higher price of non-fossil fuels. It also points to the problem of social acceptability, especially as this movement will also affect other sectors such as housing. According to the text, certain sectors require an adapted transition.

The time bomb from Brussels

The report also detects what Vincent Capo-Canellas describes as "a small time bomb" with the evolution of the European tax framework on fossil fuels. Specifically, he refers to the reform of the EU Emissions Trading Scheme (EU ETS), which provides for an annual reduction in the emissions cap, the gradual disappearance of free allowances by 2026, and an increase in the cost of allowances. As a result of these changes, the Air France group estimates that the EU ETS will cost it more than 100 million euros in 2023, more than 300 million euros in 2027, and 450 million euros in 2030.

But it could also affect a much wider audience with the extension of the mechanism. In 2025, it will apply to "entities releasing for consumption" fuels for road transport and housing (EU ETS2). Initially declaratory, from 2027 the system will represent "a financial burden that is intended to be passed on to end consumers", i.e. households.

This rise in the price of fossil fuels could also coincide with a rise in the price of... non-fossil fuels. On

June 23, the European Commission adopted a revision of the General Block Exemption Regulation (GBER), which excludes first-generation biofuels - such as biodiesel and bioethanol - from the list of energies eligible for reduced national taxation. This "concomitance of two European regulatory evolutions may prove disruptive, and in any case, the bill for the consumer will increase", says the report. When questioned on these issues, the Minister for Energy Transition, Agnès Pannier-Runacher, "was reassuring during her hearing", but that doesn't stop Vincent Capo-Canellas from worrying that there is too little awareness of what could be "a fiscal wall in front of us", which "could spell trouble for the future". He therefore calls on the government to "take the offensive in defending first-generation biofuels with the European Commission".

Figures yet to be compiled

Vincent Capo-Canellas is reluctant to put a figure on the energy transition in the transport sector. For him, his mission over the past four and a half months has been to clarify a situation that is far more complex than it first appears, and to draw lines that will make it easier to understand the issues and identify possible solutions. In short, to clear the way. Above all, he does not want these walls of investment or consumer spending to discourage the boldest, slowing the momentum of decarbonization and delaying decisions that are becoming urgent.

Nevertheless, the senator acknowledges that the next step is most certainly to put a figure on it. And that, above all, involves the State. In fact, several recommendations are along these lines, calling on the government to establish precise figures for the coming years.

Nevertheless, the information report cites several sources on the subject, most notably the report "Les incidences économiques de l'action pour le climat", by economists Jean Pisani-Ferry and Selma Mahfouz for France Stratégie. To reach the target of a 55% reduction in greenhouse gases by 2030, the report states that additional investments of €66 billion a year are needed in all sectors combined, part of which will be spent on transport.

The Institut de l'économie pour le climat (I4CE), based on Ademe 's "Transition(s) 2050" scenarios, estimates an average requirement of 22 billion euros per year (with a range between 14 and 30 billion euros). This is the minimum amount that needs to be invested in addition "in buildings, transport and energy production to get us on the road to carbon neutrality, as these minimum amounts do not cover the needs in agriculture, industry or adaptation to climate change", says the Senate report. The figures could therefore turn out to be even higher.

My comment: Little by little, each sector of the economy is drawing up its own decarbonization roadmap.

These roadmaps should make it possible to identify decarbonization levers and any obstacles to be overcome, as well as the levers mobilized by each party to achieve France's greenhouse gas emissions reduction targets.

To date, most sectors are focusing on replacing their fossil fuel sources (gas or oil) with electricity. This is particularly true of the aviation sector, which will need a huge volume of electrical energy to manufacture the sustainable aviation fuels it requires.

But this is almost the first time that the electricity needs of the French aviation industry have been quantified (in this article): 10 nuclear power plants would be needed, by 2050, to produce the volume of synthetic kerosene that airlines operating from France will need!

Is this financially feasible, and will it be accepted by public opinion?

Or, as the Senate report suggests, will we have to resort to first-generation biofuels, a type of fuel strongly criticized for competing with food?

As a reminder, a first-generation biofuel is an agrofuel produced from crops traditionally used for food. More specifically, the reserve organs of oil or sugar plants are used to produce biodiesel or bioethanol, or even biokerosene... es

End of press review

> Air France-KLM share price over the past year



Two events have had an impact on the share price over the past year:

. in June 2022, the capital increase of 2.256 billion euros

. in February 2023, the announcement of good results for 2022.

No further comments

> Air France-KLM share price trend

Air France-KLM shares closed at 1.722 euros on Monday July 10. It is down this week by -0.98%.

It was at 1.253 euros on January 2, 2023.

The average (consensus) 12-month analyst price for AF-KLM shares is 1.95 euros (it was 1.50 euros at the beginning of January). The highest price target is 2.50 euros, the lowest 1.10 euros. I only take into account analysts' opinions subsequent to the May 2022 capital increase.

The Air France-KLM share price suffered from the announcement of mixed quarterly results and a weaker-than-expected full-year forecast (passenger business at 95% of 2019 levels). Since then, analysts have been won over by the prospect of strong activity this summer, and the end of the constraints imposed by the European Commission.

You can find details of the analyst consensus on my blog.

No further comments

> Fuel price trends in 2022

Since the start of the war in Ukraine, there has been no correlation between the price of a barrel of Brent crude oil and that of a barrel of Jet Fuel. In 2022, the gap between the two products hovered between \$30 and \$50, whereas in previous years it was no more than \$10.

Since the beginning of the year, the gap between the two products (Jet Fuel and crude oil) has narrowed, and is approaching the gap that existed before the war in Ukraine.

No further comments

> Fuel price trends this week

The price of a barrel of Jet Fuel in Europe has risen this week by \$5 to \$102. It was at \$79 before the outbreak of war in Ukraine.

Brent crude oil (North Sea) is up this week by \$3 to \$78.

From mid-February 2022 to the end of July 2023, it was yo-yoing between \$100 and \$120. Since then, it has oscillated between \$75 and \$99.

While oil has been back to its usual level for several weeks, **Jet Fuel is now very close to its usual level. The difference between Jet Fuel in Europe and a barrel of Brent crude oil is now \$25.** In 2022, at the start of the Ukrainian conflict, this gap was close to \$50.

No further comments

Good to know

> Advice for current and former employee shareholders

You'll find details of how to access the managers' websites on my navigaction site.

To avoid forgetting to change your contact details each time you change your postal address, **I advise you to enter a personal e-mail address**. This will be used for all correspondence with management bodies.

Keep all the documents relating to your Air France-KLM shares in one place: all the letters you receive from the various managers, Natixis, Société Générale, and your personal financial institution if you bought your shares through it.

My comment: If you have shares in one of the funds managed by Natixis, remember to log in to your account manager once a year, to avoid it being considered inactive.

PEE

inactivity is governed by the Eckert law.

After 5 years of inactivity, Natixis sends a letter/email to those concerned asking them to connect to their account or call Natixis to reactivate their account.

Natixis sends this information every year after 5 years of inactivity and until the 10th year. After 10 years of inactivity, the assets are transferred to CDC, which holds them for 20 years.

This is the old 30-year prescription period, which breaks down into 2 stages: 10 years with the account keeper and 20 years with CDC.

Inactivity means not carrying out any transactions and/or not logging on to your account and/or not calling and/or not writing to Natixis.

This system also applies to PERCO/PER since the PACTE law.

> FCPE management

When you invest in one of Air France's FCPE funds, you obtain shares in these funds. You do not hold shares directly.

It's the supervisory boards, which you elected in July 2021 for a five-year term, that manage the funds and make the decisions.

The Aeroactions, Majoractions and Concorde funds only hold Air France shares.

The Horizon Épargne Actions (HEA), Horizon Épargne Mixte (HEM) and Horizon Épargne Taux (HET) funds manage portfolios of various equities.

My comment: If you'd like to find out more about the management of the various Air France employee shareholding funds, please visit the <u>Air France-KLM employee</u> shareholding section of my website.

Details

This information does not constitute a solicitation to buy or sell Air France-KI M shares.

Please feel free to react to this press review, or to send me any information or thoughts that will help me better carry out my role as a director of the Air France-KLM Group.

By return, you can ask me any questions you may have about the Air France-KLM group or employee share ownership...

See you soon.

For the latest Monday press reviews, click here.

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| François Robardet

Director of Air France-KLM representing employees and former employees who are PNC and PS shareholders.

You can find me on my twitter account @FrRobardet

Substitute Nicolas Foretz, PNC



When I was elected, I received the support of the CFDT and the UNPNC.

This press review deals with subjects linked to Air France-KLM shareholding.

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