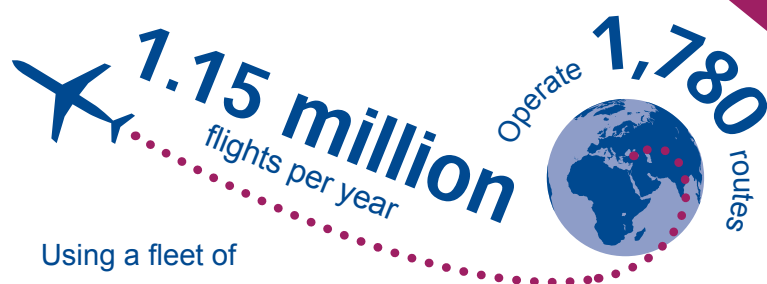




Membership
Information

Manufacturers

— ERA in numbers —



Using a fleet of

730
passenger
aircraft



105
cargo
aircraft



57%
jet
aircraft



43%
prop
aircraft



80 seats
average seating
capacity

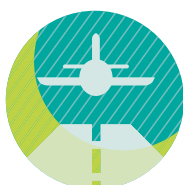
BOARDING PASS

Carrying
74 million
passengers per year

— WHO WE ARE – our members —



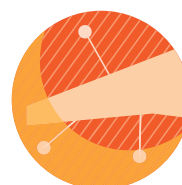
50
airlines



22
airports



11
manufacturers



119
suppliers

Who we are

ERA (European Regions Airline Association) represents the European aviation industry; its strength and influence spans more than three decades and it is the only European airline trade association inclusive of airlines, airports, manufacturers and suppliers. With over 190 members, ERA

promotes and protects the interests of its members with one voice and one vision. The future stability, growth and development of the business is stronger with ERA and its members working together in unity.

Putting our members first

Our members are THE most important aspect of the association. Representing their interests and providing services and benefits is paramount to the work of the association. How do we do this and how does this happen?

- ERA provides high-level networking opportunities to meet with airlines and other key industry companies.
- ERA is the only association fully inclusive of all aviation companies, including airlines, airports, manufacturers and suppliers.
- ERA is the only aviation association to run its own events for members in-house (not outsourced) to ensure that the needs of the members are met (Regional Airline Conference and the General Assembly).
- The association offers beneficial business opportunities for senior management to take part in focussed peer-to-peer networking events and functions as well as specialist groups.
- Members can take part in and contribute to our operations, industry affairs, air safety and chief financial officers' groups so they can be better informed on legislation and regulation that will impact their businesses.
- ERA provides key market intelligence on developments affecting the industry through its regular communications to key personnel within member organisations.
- The association provides its members with the opportunity to be part of a highly-respected and credible industry body that makes a difference to the aviation community.
- Being part of an association that represents more than 50 airlines and over 150 associate members is powerful and the collective voice of the association is extremely influential.
- ERA represents its members at the highest level within Europe's legislative and regulatory authorities including the European Aviation Safety Agency (EASA), the European Civil Aviation Conference (ECAC), the future European air traffic management entities that are part of the SESAR programme, the European Commission, the European Parliament and Eurocontrol, ensuring that current and future policy is workable, manageable and realistic and that the effect on our airlines is minimal and necessary.
- ERA acts as your outsourced government affairs department with access to ERA staff for advice on regulatory compliance, disputes with regulators and other specific problems where intervention by a neutral party can provide assistance.
- The association provides its members with the opportunity to steer, influence and develop ERA policy.

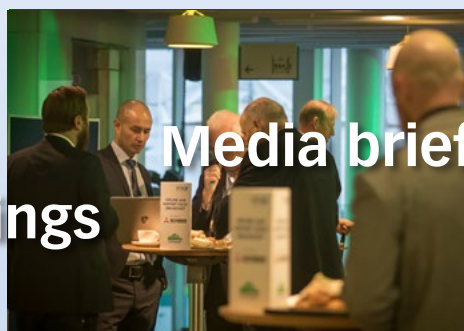
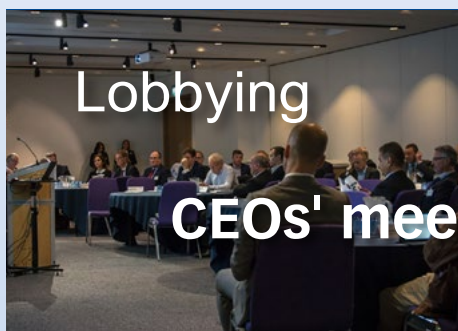
The ERA team

The ERA team works on behalf of the members and is guided and governed by an elected board, represented by ERA member companies. The team has four focussed departments:

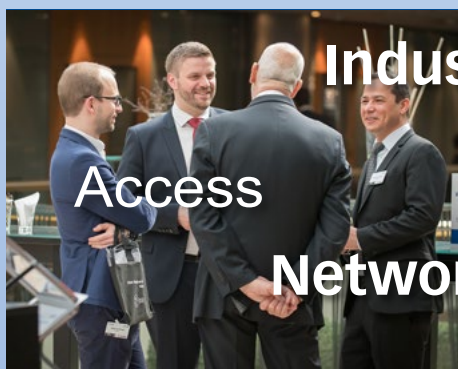
- **Policy and Technical Affairs** department's main challenge and focus is to lobby and protect the interests of the membership and the aviation sector.
- **Membership and Business Development** focusses on providing high-profile and much-needed networking opportunities for its members, enabling them to enhance and develop new business.
- **Corporate Communications** is the association's vital lifeline in communicating the work of ERA and its members to the wider aviation community.
- **Corporate Administration** handles all corporate governance, finance and personnel matters.

Bringing members together

ERA's business development department runs two main events a year for the association, the ERA Regional Airline Conference and its premier event, the ERA General Assembly. These two high-profile and high-quality events provide excellent networking opportunities with fellow members, key industry executives and business leaders.



Our events



ERA's policy and advocacy achievements

ERA's policy and technical advocacy work is a core part of what ERA does in addition to its communications and events work. Our policy work involves interaction on behalf of ERA's members with the key organisations that drive strategic aviation policy in Europe. This includes the European Aviation Safety Agency, the European Commission, the European Parliament, Eurocontrol, the SESAR entities and the European Civil Aviation Conference.

ERA has always been at the forefront of driving policy and strategic development across multiple different policy areas affecting members. ERA works as an outsourced government affairs department for its members, saving them time and resources that they would otherwise have to allocate themselves. We also provide a platform for guidance and assistance to members in technical, safety and security issues.

Just some of the highlights and achievements during the year have included:

- Attending over 100 separate consultations and meetings with regulatory bodies on behalf of members.
- Becoming a member of the European Commission's consultative forum on EU external aviation policy.
- Recognition by the EC of regional aviation as a key enabler of European policy in its Future EU Aviation Strategy.
- Responding to formal consultations on Public Service Obligation guidelines, Ownership and Control of EU airlines guidelines, the implementation of CORSIA in the EU, EASA's revision of its Basic Regulation and the deployment plans for SESAR.
- Publishing guidance to members on PRMs as well as guidance on GDPR and Brexit.
- Lobbying the EC to accept reasonable and justified exemptions for Enhanced Surveillance (ADS-B) retrofit.



ERA's policy work includes:

EU261

EU261 remains stalled in the European Parliament due to a dispute between the UK and Spain over Gibraltar, meaning that the important review of EU261 is not progressing. In the interim, various national and European courts are re-interpreting the current EU261 legislation which is frustrating for airlines. ERA is lobbying to protect airlines' interests on new issues surrounding EU261 such as collective redress and the proliferation of claim farms. ERA is also campaigning on the possible safety pressure on crews caused by the now widespread liability for payment of EU261 compensation.

Investment and financing

ERA has been working closely with the European Investment Bank (EIB) over the last few years to campaign for more lending finance for regional aircraft. The EIB issued a new lending guideline specifically for regional aircraft and two ERA members were awarded financing in July 2017. ERA is working with the EIB to promote this and other initiatives for ERA members.

Airline bankruptcy

ERA lobbied on behalf of its members regarding some governments' new rules to address airline bankruptcy, such as the creation of a fund for repatriating or refunding passengers, which would decrease airlines' competitiveness and increase costs for consumers. Airline insolvencies are rare, and there are already sufficient mechanisms in place to ensure that passengers are looked after if an airline ceases operations.

Avionic equipage

ERA has been actively campaigning for a clear roadmap on future avionic equipage for its members' aircraft. In particular, this has focussed on the mandate for ADS-B retrofit. ERA lobbied the EC in the past year in favour of reasonable and justified exemptions for ERA members.

Brexit

ERA is the only airline trade body in Europe campaigning on Brexit. We maintain that Brexit is a European problem that needs an agreement for aviation before the UK formally leaves the EU. ERA's position is focussed on ensuring open and free traffic rights for all EU and UK carriers between the EU and the UK. ERA also wants to make sure that EASA rules continue to apply to UK carriers and that EU and UK carriers can continue to freely lease aircraft to each other without prior approval.

One-to-one advocacy

ERA's policy and technical advocacy work involves interaction with key decision makers including DG MOVE, EASA, Eurocontrol, ECAC, SESAR, the European Parliament and Council. ERA's policy team meets with these key policymakers on behalf of ERA members multiple times each month.

Unruly passengers

Unruly passenger behaviour has greatly increased in recent years as air transport has become more accessible as a means of travel. With both safety and security of an aircraft at risk from such behaviour,

ERA has been working with EASA and other stakeholders to determine what steps the industry can take to mitigate against this growing problem. With this in mind, a passenger education video highlighting the dangers of unruly behaviour will be produced and displayed at EU airports.

Security policy

ERA works closely with airline industry partners to provide advice and input to states and the EC on security matters. During 2018, ERA participated in numerous security initiatives with particular focus on the evolving threat from cyber attacks. In light of the constructive discussions, EU stakeholders have agreed to sign a joint declaration, supporting the need for the aviation community to

maintain a continuous and consistent effort to protect it against all identified and anticipated threats.

Shortage of pilot/engineering personnel

An industry-wide shortage of professional staff for ERA members has necessitated an initiative within ERA's Operations Group to identify sources of quality experienced and newly-qualified professionals seeking careers within ERA member airlines and MROs. This work also encompasses lobbying of EASA and individual national aviation authorities to examine the somewhat arbitrary retirement age of aircrew, where a performance-based approach might lead to retention of the more experienced pilots within member airlines.

Expanding the voice of our members

ERA's corporate communications activities have ensured that members are kept informed on ERA's work and other developments through our twice monthly Members' Update and a personal monthly message from the Director General which are distributed to 1,400 people in our member companies. Through communications and social media we have expanded the collective voice of our members and worked to raise the profile of their businesses with our social media following continuing to increase in 2018 and by issuing, on average, at least two press releases per month. ERA has also worked with the trade and international press to externally publish over 40 separate features and articles on ERA's work.



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linkedin.com/company/european-regions-airline-association

ERA in print

Throughout the year ERA strives to publish a number of quality and politically provocative documents outlining the work the association has completed on behalf of its members, together with publishing six issues of *Regional International*, the association's magazine, and the annual ERA Yearbook.



ERA Groups



The power of one collective voice, representing multiple companies and businesses, to promote and protect one industry sector is incredibly strong. ERA's ethos is to do just that and its regular groups contribute hugely to our industry's successes, in helping to grow and expand the future dynamics of the business and in providing a learning environment for our members.

ERA Groups have a simple concept; they are created for the members and the success of the groups is driven by the members.

ERA's groups provide our members with:

1. the chance to influence and steer policy and technical activities with regulators and industry stakeholders;
2. an ability to exchange views and experiences with other industry colleagues;
3. excellent networking opportunities with fellow members;
4. a forum to meet with ERA's dedicated policy and technical team of experts; and
5. the power to learn and expand their industry knowledge.



European Regions Airline Association

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