





WELCOME TO PARIS REGION, HOME OF BUSINESS OPPORTUNITIES

Paris Region Key Figures 2018 lays out a panorama of the region's economic dynamism and social life, positioning it among the leading regions in Europe and worldwide.

With its fundamental key indicators, the brochure "Paris Region Key Figures 2018" is a tool for decision and action for companies and economic stakeholders. It is useful to economic and political leaders of the region and to all those who want to have a global vision of this dynamic regional economy.

Paris Region Key Figures 2018 is a collaborative publication produced by Paris Region Entreprises, the Paris IIe-de-France Regional Chamber of Commerce and Industry and the Paris Region Urban Planning and Development Agency (IAU île-de-France).









PARIS REGION, A MAJOR GLOBAL BUSINESS HUB

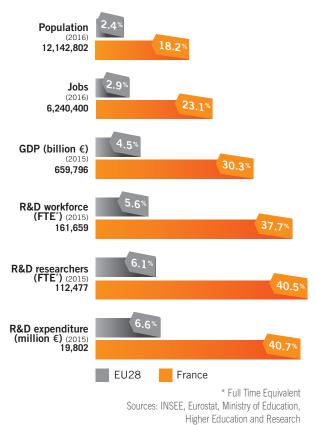
Standing at the crossroads of European and worldwide trade, Paris Region is France's leading economic region and one of the world's foremost business hubs.

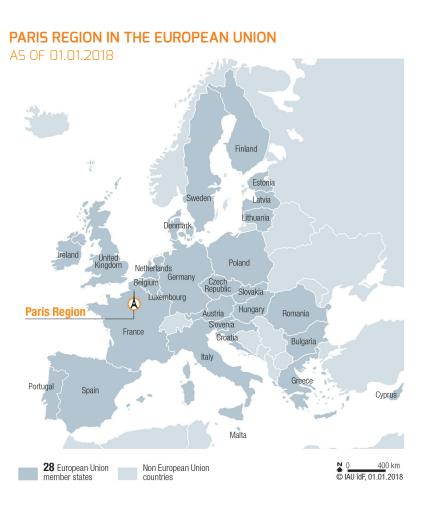
Its main assets:

- A major global region with the highest GDP in the European Union (EU28) in billions of euros: 30.3% of the French nation's GDP and 4.5% of the EU28's GDP, ahead of Greater London and Lombardy (Italy).
- The concentration of jobs, corporate headquarters, SMEs, technology companies, startups, world-class competitiveness clusters, foreign groups...
- Its **wide range of business sectors**, its deeply rooted industrial tradition, and one of the highest concentrations of activity in the science and technology sectors.
- A consumer marketplace of considerable importance: **12.1 million inhabitants** in the region, **9.1 million visitors** in the Region's main conference and exhibition centers, **44.9 million tourists**.
- A young and cosmopolitan population, and a highly qualified and productive workforce at competitive rates: **18.2%** of France's population, **26.4%** of students in France, **23.1%** of jobs in France, **35%** of French executives.
- The #1 innovation hub in Europe with the highest R&D spending and the largest pool of R&D workers.
- Internationally renowned for excellence in education, science and technology (top business, engineering and specialized higher educational institutions, Fields Medals, Abel and Nobel prizes, innovative companies).
- World-class infrastructure: Europe's second-largest airport; most efficient public transport system further reinforced by the Grand Paris development project; Europe's number one road network; second largest European river port (70 ports, 500 km of navigable waterways); an excellent broadband communication network.
- A region in reinvention with major infrastructure and urban planning projects.
- The largest stock of commercial property in Europe, and attractive, diversified and very competitive real estate, with new office districts and business parks, as well as the opening of coworking spaces, "startup factories"...
- **Global business event hub** for the MICE industry (Meetings, Incentives, Conventions, Exhibitions). With 700,000 m² in exhibition space, Paris Region is **an outstanding world-class**
 - destination for tradeshows and Paris is the world's leading destination for international congresses.
- A world-class destination for tourism.



PARIS REGION vs. FRANCE & EUROPE





AN INTERNATIONAL REGION

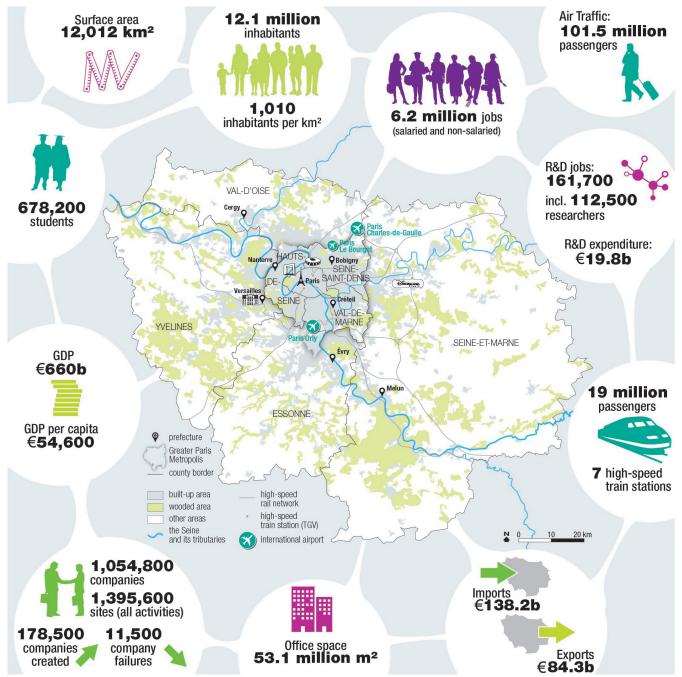
1.6 million foreigners (13.4% of the population) (2014)
111,678 foreign students in higher education, including
75,137 in Paris Region's public universities (2016-17)
4,740 foreign researchers in Paris Region (2016)
18.4 million foreign visitors (2016)

15,100 foreign sites and 620,000 jobs,
1 out of 6 jobs in Paris Region is in a foreign company (16.7%) (2013)
359 foreign companies created 6,635 jobs in 2016

PARIS REGION KEY FIGURES + 2018

OVERVIEW

PARIS REGION ECONOMIC DATA



© IAU ÎdF 2018 Sources: French customs, Insee (National Institute of Statistics and Economic Studies), French Ministry of Education, Higher Education and Research, ORIE (Regional Observatory of Commercial Real Estate in Paris Region), Paris Aéroport, SNCF (National Railways of France)



Pompidou Center Fountain © Capelle Tourn / Ooshot / CRT Paris Ile-de-France

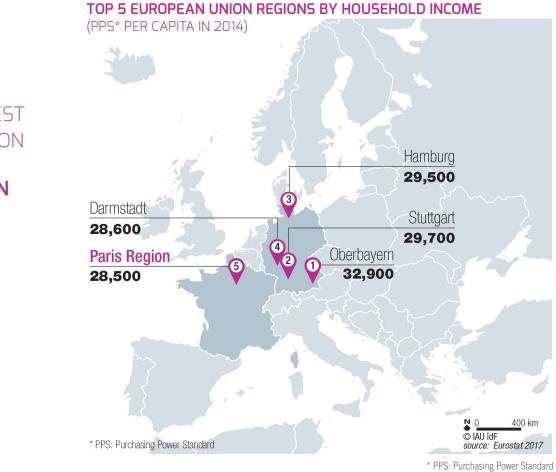


EUROPE'S MOST POPULATED REGION

12.1 million inhabitants **18.2%** of France's population **2.4%** of the European Union's population Europe's most populated region ahead of Lombardy, Greater London, Andalucia, Catalonia and Auvergne-Rhône-Alpes

5 towns in Paris Region with more than 100,000 inhabitants: Paris, Boulogne-Billancourt, Saint-Denis, Argenteuil and Montreuil

(INSEE, Eurostat 12/17, data 2016)



THE 5TH WEALTHIEST POPULATION IN THE **EUROPEAN** UNION

8



A YOUNG, DYNAMIC POPULATION

177,983 births 74,621 deaths

14.8‰: birth rate

(12‰ for France)

Men's life expectancy **80.6 years** (France: 79.3)

Women's life expectancy **85.6 years** (France: 85.4)

Paris fertility rate: **2.01** children per woman (Berlin: 1.46, Brussels: 1.85, Catalonia: 1.40, London: 1.71, Lombardy: 1.46, OberBayern: 1.48)

(INSEE 10/17, data as of 1/1/17 and 2015, Eurostat 1/18, data 2015, panel of regions)

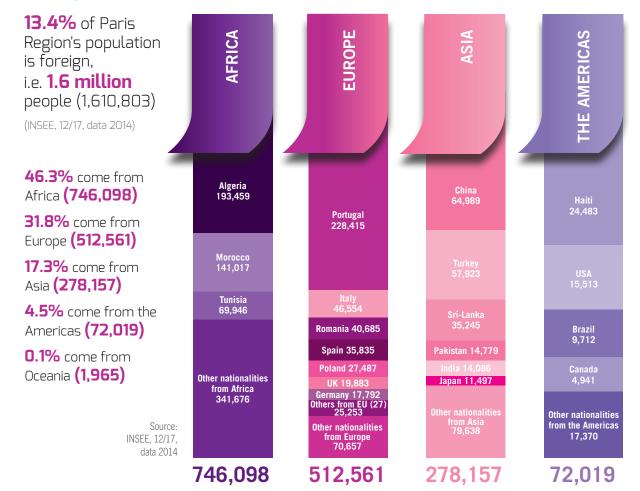
55% OF PARIS REGION'S POPULATION IS UNDER 40

Age	Paris Region		France		Region France	
	Total	%/Total Paris Region	Total	%/Total France		
0-19	3,096,338	25.74%	16,152,009	24.51%		
20-39	3,449,408	28.68%	16,033,405	24.33%		
40-59	3,181,496	26.45%	17,652,107	26.78%		
60-74	1,490,652	12.40%	10,010,731	15.19%		
Over 75	809,670	6.73%	6,058,911	9.19%		
	12,027,564	100%	65,907,163	100%		

Source: INSEE 6/17, data 2014

A COSMOPOLITAN **POPULATION**

Paris Region is like a new Babel, a place where people from all over the world live, study, work or visit.



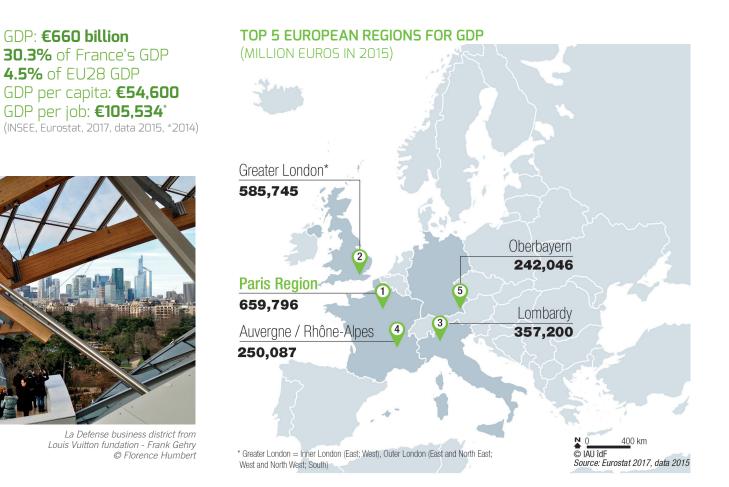


Paris La Défense Business District @ Fotolia



EUROPE'S TOP GROWTH DOMESTIC PRODUCT

The Paris Region's economic dynamism benefits from its position at the heart of the world economy. The Paris Region's GDP is equivalent to that of the Netherlands, and higher than that of Sweden, Poland, Belgium or Norway.





A MAJOR BUSINESS HUB IN EUROPE

1,054,827 companies

(INSEE, 31.12.2015, Commercial activities, excluding agriculture)

1,395,594 sites (INSEE, 31.12.2015, Total activities)

178,500 businesses created (INSEE, 1/18, data 2017)

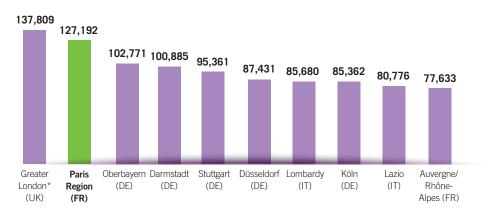
8-10 thousand startups

The primary strength of Paris Region's economy is the concentration of jobs, corporate headquarters, SMEs/SMIs and business startups.

All of France's very large businesses (> 1,500 employees each) have a site in the region.

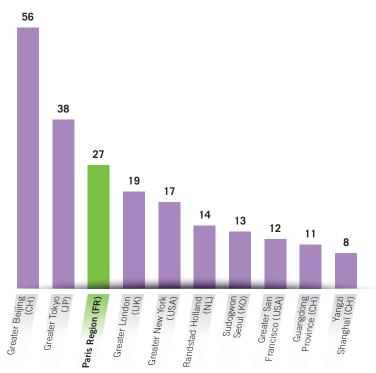
Paris Region is also the top French region in terms of hosting foreign companies and it accounts for over a quarter of all new business startups in France.

EUROPE'S 2nd LEADING REGION FOR LABOR PRODUCTIVITY



Apparent Labor Productivity - Source: Eurostat GDP in million euros 2015 (NUTS 2) divided by total number employed 15-64 years old (2015), processed by PRE. *Greater London= Inner + Outer London

PARIS REGION #1 IN EUROPE AND #3 WORLDWIDE FOR HOSTING THE WORLD'S TOP 500 CORPORATE HEADQUARTERS



Source: Fortune Magazine, Global 500, July 2017 - Ranking by metropolitan regions. Processed by Paris Region Entreprises

TOP 10 CORPORATE HEADQUARTERS IN PARIS REGION -FORTUNE GLOBAL 500

	Revenues in million €	Total workforce
AXA	116,673	97,707
Total	103,829	102,168
BNP Paribas	88,497	184,839
Carrefour	70,624	384,151
Credit Agricole	65,066	70,830
Électricité de France	63,834	154,808
ENGIE	59,749	153,090
Groupe BPCE	57,174	102,827
Societe Générale	56,215	151,341
PSA Peugeot Citroën	48,445	175,341

Source: Fortune Magazine, Global 500, July 2017



EUROPE'S #2 REGION FOR **MAJOR FOREIGN COMPANIES**

15,100 sites depending on a foreign company**620,000** jobs, 1 out of 6 jobs in Paris Region (16.7%)

90 countries

Main countries: USA (165,000 jobs), Germany and UK (80,000 jobs each) Main sectors: wholesale (132,000 jobs), industry (82,000), scientific and technical activities (75,000 jobs), information and communication activities (71,000 jobs) (Insee, Esane, Clap and Lifi 2013, (11/17)



2016 ARRIVALS

359 foreign companies coming from **35** countries and creating **6,635** jobs, including:

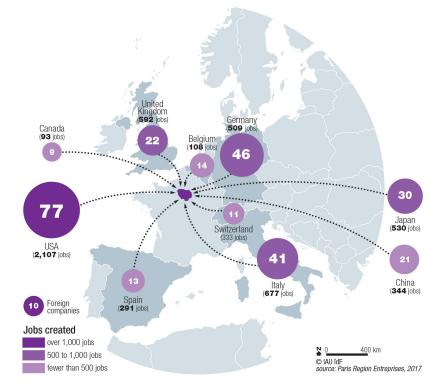
- **187** from European groups (52%) (**3,150** jobs)
- **88** from American groups (24.5%) (**2,212** jobs)
- **63** from Asian groups (17.5%) (**1,014** jobs)
- 21 from other countries (6%) (259 jobs)

(Paris Region Entreprises)



BNP Paribas © Vincent Gollain / IAU îdF

FOREIGN DIRECT INVESTMENTS: MAIN COUNTRIES BY BUSINESS ORIGIN (2016)



TOP MAJOR PARIS REGION COMPANIES **DEPENDENT ON FOREIGN GROUPS**

(BASED ON SALARIED WORKFORCE)

Country		Company	Salaried workforce
	Netherlands	RANDSTAD	66,352
	USA	EURO DISNEY ASSOCIES	15,089
l	Inited Kingdom	COMPASS GROUP FRANCE	13,702
	Sweden	SECURITAS FRANCE SARL	13,516
*	Canada	CGI FRANCE	9,619
	Netherlands	MEUBLES IKEA FRANCE	9,401
	Germany	METRO CASH & CARRY FRANCE	9,103
	Netherlands	CONFORAMA FRANCE	8,663
l	Inited Kingdom	BRICO DEPOT	7,663
	Belgium	TFN PROPRETE ILE DE FRANCE	7,608
	Luxembourg	ARCELORMITTAL ATLANTIQUE ET LORRAINE	7,317
	USA	CIE IBM FRANCE	6,982
-	Sweden	H&M HENNES & MAURITZ	6,886

ECONOMY AND BUSINESS





PARIS REGION AT THE HEART OF WORLD TRADE FLOWS (2016)

Paris Region's main trading partners are **Europe** (exports: 58.7%, imports: 59.2%), **the Americas** (exports: 15.4%, imports: 11%) and **Asia** (exports: 14.1%, imports: 24.3%). The top 3 most exported products are indicative of the specialization of Paris Region's industries (aeronautics, automotive, pharmaceuticals).

Imports: €138.2b

27.2% of France's imports

Main regional imports

Automotive manufacturing products **€18.6b, 13.4%**

Telephones and communication equipment **€8.5b, 6.1%** Pharmaceutical products **€8.4b, 6%**

Exports: €84.3b

18.6% of France's exports

Main regional exports

Space and aeronautics manufacturing products €10.5b, 12.5%

Automotive manufacturing products **€9.6b, 11.4%**

Pharmaceutical products **€6.1b, 7.2%** (French Customs, 2016) © SIAE 2017 - Anthony Guerra / Alex Marc



© artstudio_pro / Fotolia

Main suppliers			Ма	in customers	
Imports			Exports		
Country	Value (€ billion)	%	Country	Value (€ billion)	%
China	18.8	13.6	United States	9.7	11.5
Germany	16.7	12.1	Germany	9.4	11.1
United States	12.3	8.9	United Kingdom	5.8	6.8
Belgium	11.4	8.2	Switzerland	5.5	6.6
Italy	9	6.5	Belgium	5.3	6.2
Spain	8.8	6.4	Spain	5.2	6.2
United Kingdom	6.3	4.6	Italy	5.1	6
Netherlands	6.1	4.4	China	3.0	3.6
Switzerland	5.1	3.7	Netherlands	2.2	2.6
Japan	3.6	2.6	Hong-Kong	1.9	2.3
Total Paris Region	138.2		Total Paris Region	84.3	

PARIS REGION'S LEADING BUSINESS PARTNERS (2016)

Source: French Customs, 2016







PARIS REGION ON THE PODIUM OF GLOBAL CITIES

fDi European Regions of the Future 2018/19 (fDi Intelligence 2/18)

#1 Paris Region, **#2** Dublin Region, **#3** North Rhine-Westphalia.

Global Cities Index 2017 on economic performances (A.T. Kearney)

#1 New York, #2 London, #3 Paris

Global Cities Outlook 2017 on the potential of a city to attract and retain global capital, people, and ideas in coming years (A.T. Kearney) #1 San Francisco, #2 New York, #3 Paris

Global Cities Investment monitor 2017

(KPMG – Paris Ile-de-France Capitale Economique) International investors' perceptions of future attractiveness.

#1 New York, #2 London, #3 Paris

Cities of Influence, Where to find the best talent (Colliers International, 5/17)

#1 London, **#2 Paris**, #3 Manchester

Cities of opportunity 2016 (PriceWaterhouse Coopers)

#1 London, #2 Singapore, #3 Toronto
#4 Paris, #1 for its quality of life with NY,
2nd international hub for business

VERY COMPETITIVE COSTS TO SET UP AMONG GLOBAL CITIES

OVERALL RESULTS - AVERAGE OF SERVICES AND MANUFACTURING SECTORS

10-Year Average Annual Total Location Sensitive Costs (in thousand US\$)

	Paris	Токуо	London	New York
Initial Investment	13,679	20,910	15,689	15,271
Rank, total investment	1	4	3	2
Total labor	7,595	7,267	8,029	11,002
Rank, total labor	2	1	3	4
Total transportation	810	465	1,010	854
Rank, transportation	2	1	4	3
Total utilities	280	376	367	321
Rank, electricity	1	2	3	4
Total operating costs	9,326	8,941	10,520	12,616
Rank, operating costs	2	1	3	4
Total costs	21,849	22,302	22,741	24,956
Overall rank	1	2	3	4

Source: Competitive Alternatives, KPMG 2016, Panel of regions and criteria

PARIS 33% CHEAPER **THAN LONDON** (IN \in)

HOUSING	Paris	London
Average rent (monthly rent for a 3-bedroom central apartment)	€2,400	€4,400
Electricity, heating, water for a house of 85 m ²	€178,36	€183,75
HEALTH CARE	Paris	London
Dentist's appointment	€23	€130
General practitioner's appointment	€23	€108

TRANSPORT

	Paris	London
1 single ticket	€1.80	€3.20
Monthly pass	€75	€165
Taxi 1 km	€1.2	€3

LEISURE

	Paris	London
	€51	€61
membership		
Cinema ticket	€10	€15

Davia

Source: The cost of Expat, Banque populaire 2018



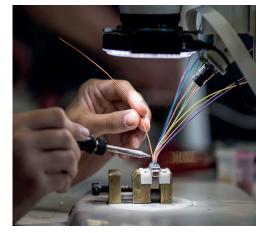


A HIGHLY QUALIFIED WORKFORCE

6.2 million jobs, **23.1%** of all jobs in France, **35%** of French executives (INSEE, 2016) Unemployment rate: **9.2%** (EUROSTAT 2016) Average gross annual salary: **€45,463** (INSEE, 11/16, data 2014)

THE PARIS REGION'S POPULATION BY PROFESSIONAL CATEGORY

Others Total active population 15-64 years old	93,023 6,086,336	1.5% 100%
Farm, fishing & forest operators	5,474	0.1%
Skilled tradesmen & business directors	287,110	4.7%
Laborers & automobile drivers	860,713	14.1%
Skilled & mid-level employees	1,560,222	25.6%
Service workers, sales & admin support	1,624,321	26.7%
Managerial and highly-skilled occupations	1,655,473	27.2%



Source: Insee 6/17, data 2014 - Total population 15-64 years

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CHARACTERISTICS OF THE WORKING POPULATION IN PARIS REGION

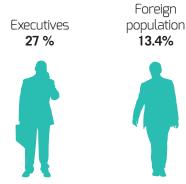
University

graduates





39.5 %



© IAU îdF 2018 / source: Insee, data 2014

PARIS REGION KEY FIGURES > 2018



SECTOR BREAKDOWN OF **BUSINESS SITES AND JOBS IN PARIS REGION IN 2015**

Business sector	Sites	Jobs
Trade of automotive vehicles and motorcycles	202,981	711,415
Public administration	6,787	500,932
Administrative services and support activities	114,336	421,021
Education	53,753	409,185
Legal, accounting, management, architecture, engineering, technical testing and analysis	205,324	384,573
Transportation and storage	57,622	366,212
Financial and insurance activities	55,565	330,212
Accommodation and food	57,582	290,740
Construction	117,783	279,493
Activities for human health	82,853	276,857
Supportive housing and social work	12,350	223,321
Computer and information services	50,671	204,805
Other service activities	62,720	128,303
Publishing, audiovisual and broadcasting	30,665	127,204
Arts, entertainment and recreation	86,902	101,439
Other professional, scientific and technical	56,357	85,401
Real estate activities	82,212	76,620
Manufacturing of transport equipment	484	73,275
Scientific research and development	3,495	63,050
Manufacturing of food products, beverages and tobacco products	7,629	51,452
Electricity, gas, steam and air conditioning supply	3,439	46,100
Other manufacturing; repair and installation of machinery and equipment	10,486	42,898
Manufacturing of computer, electronic and optical products	988	42,107
Telecommunications	2,450	42,071
Production and distribution of water; sewerage, waste management and remedia- tion activities	2,245	38,521
Metallurgy and metal products manufacturing, except machinery and equipment	2,494	26,514
Chemical industry	764	25,337
Manufacturing of rubber and plastic products and other non-metallic mineral products	1,644	18,449
Pharmaceutical industry	6,424	17,535
Manufacturing of textiles, clothing industry, leather and footwear industries	7,250	16,148
Woodworking, paper and printing industries	925	16,091
Manufacturing of machinery and equipment	193	15,350
Manufacturing of electrical equipment	636	13,548
Agriculture, forestry and fishing	7,154	4,936
Extra-territorial organizations	269	3,988
Coking and refining	23	2,413
Mining and quarrying	287	1,961

Number of active establishments and salaried positions as of 31/12/2015 by business sector (A38) ©Insee 1/8/17 - Sources : Connaissance Locale de l'Appareil Productif (CLAP)



THE FRENCH EDUCATIONAL SYSTEM

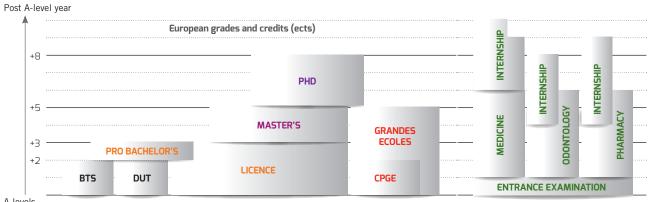
The educational system is operated by the French Public Education Authority. Schooling is free, and compulsory from 6 to 16 years old in the French system. Public pre-school is available for children from 2 years old.

Primary and secondary education



1,325,439 pupils and 1,051,983 students in primary and secondary education (public and private)

Higher education



A-levels

Source: MESR (French Ministry of Higher Education and Research)

BTS: Technical programs - DUT: University Diploma of Technology - Grandes Ecoles: Engineering & Business schools - CPGE: class which prepares students to enter the Grandes Ecoles

A REGION FULL OF **HIGHLY EDUCATED TALENTS**

678,159 students (26.4% of France's student population), including 381,080 in Paris Region's public universities 28,055 PhD Students, 38% of French PhD Students, 45% of PhD Students in mathematics 16 Public universities

70 "Grandes Ecoles" (elite schools): Engineering and business schools

Main branches of higher education in 2017

- Bachelor's, Master's degree and PhD: 294,347
- Engineering schools: 39,833
- University Diploma of Technology: 17,004
- Other university diplomas, including health: 109,190
- Advanced technician programs: 44,430
- Preparatory classes for the Grandes Ecoles: 31,109
- Business schools, management and accounting: 38,863
- Paramedical and human services schools: 27,979
- Others (art, architecture, private universities, etc): 75,404

population holds at least a bachelor's degree (2016)

34.9% of the adult

18



AN ATTRACTIVE REGION FOR FOREIGN TALENTS

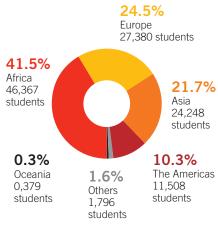
Paris #2 best student city in the world (QS Best Student Cities, 2016)

111,678 foreign students, in Paris Region, **35%** of all foreign students in French higher education

Of these, **75,137** in Paris Region's public universities, which is **20%** of the region's public university students.

8,968 foreign PhD students **36%** of France's PhD students

FOREIGN STUDENTS IN PARIS **REGION HIGHER EDUCATION**



Source: Ministry of Education, Higher Education and Research, 2016-17



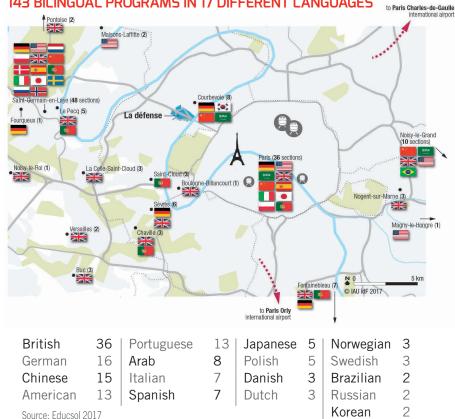
Collective Scientific Projects © Ecole Polytechnique / J. Barande

NUMEROUS OPTIONS FOR INTERNATIONAL EDUCATION

From pre-school (3-6 years old) to high school (15-18 years old), Paris Region has an extensive selection of bilingual programs and international schools open to foreign and French pupils. Diplomas: French Baccalauréat (high-school diploma) with an International option.

143 bilingual programs in 17 different languages, leading to the "international option" of France's high school graduation exam OIB, affiliated with the French public education authority. Fees are modest (€0-5,000/year). **38** international schools.

143 BILINGUAL PROGRAMS IN 17 DIFFERENT LANGUAGES



BREAKDOWN OF THE STUDENTS IN PARIS REGION'S PUBLIC UNIVERSITIES IN 2016-2017, BY FIELD OF STUDY

Fields of study	Total Students	%
Law, Political Science	56,785	14.90
Economics, Administration	46,024	12.08
Letters, Art, Languages, Humanities and Social Sciences	128,573	33.74
Sciences (Basic and Applied sciences / Natural and Life sciences / Interdisciplinary sciences)	73,416	19.26
Sports	7,359	1.93
Subtotal General Fields	312,157	81.91
Health sector	51,825	13.60
University Institute of Technology Fields	17,098	4.48
Grand Total	381,080	100,00

Source: Ministry of Education, Higher Education and Research, data 2016-17



EDUCATION WITH A WORLDWIDE REPUTATION

Internationally recognized business schools, specialized schools and universities

MBAs and Business Schools

- Financial Times Rankings (2017)
 - INSEAD has the world's best Global MBA program, ahead of Stanford Graduate School of Business, University of Pennsylvania: Wharton, Harvard Business School... Also, HEC Paris is #20
 - → 2 of the Top 5 best European Business Schools: HEC Paris (#2) and INSEAD (#5)
 - ➡ 3 of the Top 10 best world's Masters in Management: HEC Paris (#2), Essec Business School (#5), ESCP Europe (#6)
 - ➡ 4 of the Top 10 best world's Executive MBA programs: Tsinghua University/INSEAD (#3), HEC/LSE/ NYU (#5), INSEAD (#8), ESCP Europe (#10)



© Hec Paris 2017



GOBELINS, best animation school in the world © Aurélia Blanc



Cité de la Mode et du Design © CRT Paris Ile-de-France / Capelle Tourn-Ooshot

The Economist Masters in Management 2017 Ranking
 HEC Paris, world's best Masters in Management; ESSEC Business School, #4

Specialized schools

- GOBELINS, the school of the image, best school of animation in the world (2017 Top 100 International Animation Schools)
- Ecole 42, best coding school of the world (CodinGame 2017)
- Institut Français de la Mode, best management training in the world and second best Master of Fashion in the world, behind Central Saint Martins of London (Business of Fashion, 2017)

Universities

- Academic Ranking of World Universities 2017
- 3 higher education institutions in the Top 100: Pierre and Marie Curie
 University (#40), University of Paris-Sud (#41), Ecole Normale Superieure (#69)
 2 universities in the top 10 in natural sciences and mathematics ARWU (2016):
 Pierre and Marie Curie University, Paris Sud University
- Times Higher Education World University Ranking 2018
 5 higher education institutions in the Top 200: Paris Sciences et Lettres PSL Research University Paris (#72), École Polytechnique (#115), Pierre and Marie Curie University (#123), Paris-Sud University (#181), Paris-Sorbonne University (#196)
- QS World University Rankings: Global MBA Rankings 2018
 INSEAD and HEC 2nd and 3rd best Global MBA in the world, the two best European Global MBAs



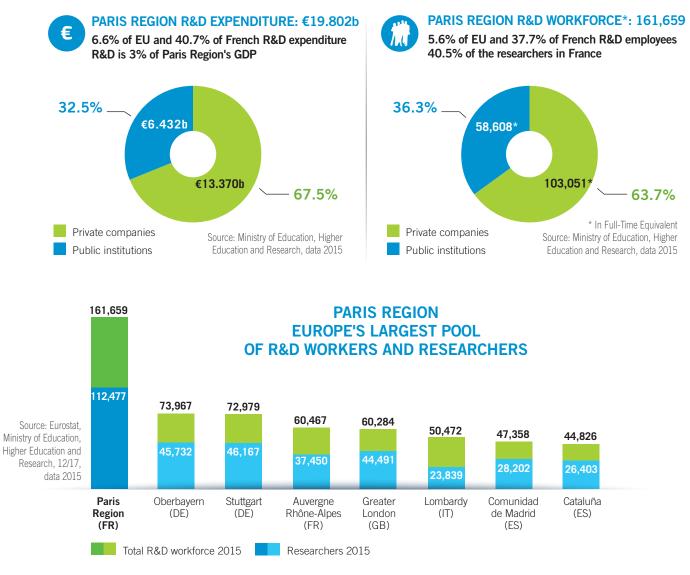
R&D AND INNOVATION



Science Festival © Ecole Polytechnique - J. Barande - © Fotolia / Capifrutta

PARIS REGION LEADING EUROPE IN R&D (2015)

The highest amount of R&D expenditures and the largest pool of R&D workers



THE PARIS REGION'S EXCELLENCE

31 Nobel Prizes

Ecole Normale Superieure, top Nobel-producing undergraduate institution in the world in 2016

11 Fields Medals and **4** Abel Prizes, the two most prestigious awards in mathematics

The highest number of people employed in the fields of science and technology in Europe (Eurostat data 2016)

26,200 enrolled in doctoral programs, 38% in France (Eurostat, data 2015)

4,740 foreign researchers in Paris Region, **46.5%** of foreign researchers ⁽⁶⁾ in France (FNAK, data 2016)



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Paris, European leader and #10 in the world of the Global Innovation Index 2017 of clusters (OMPI 2017)

7,682 patents filed, i.e almost half of the patents filed in France (INPI, data 2016)

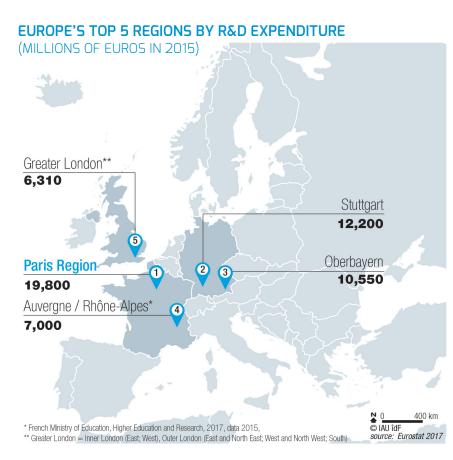
The Paris Region is the European leader, and accounts for **5.1%** of all European patent applications in EU-28. **#3 region in the world** in volume of papers in international journals (**51,000**) behind Beijing and Tokyo (Elsevier/scopus, data 2014)

Nearly **500,000 scientific publications** registered in Paris Region, mainly in the fields of medical research, physics and astronomy, engineering sciences, biochemistry, genetics, and molecular biology, according to the Scopus database, between 2004 and 2014. (IAU idF - Source OST)

THE #1 EUROPEAN REGION FOR RESEARCH & DEVELOPMENT EXPENDITURE



Collective Scientific Projects © Ecole Polytechnique / J. Barande



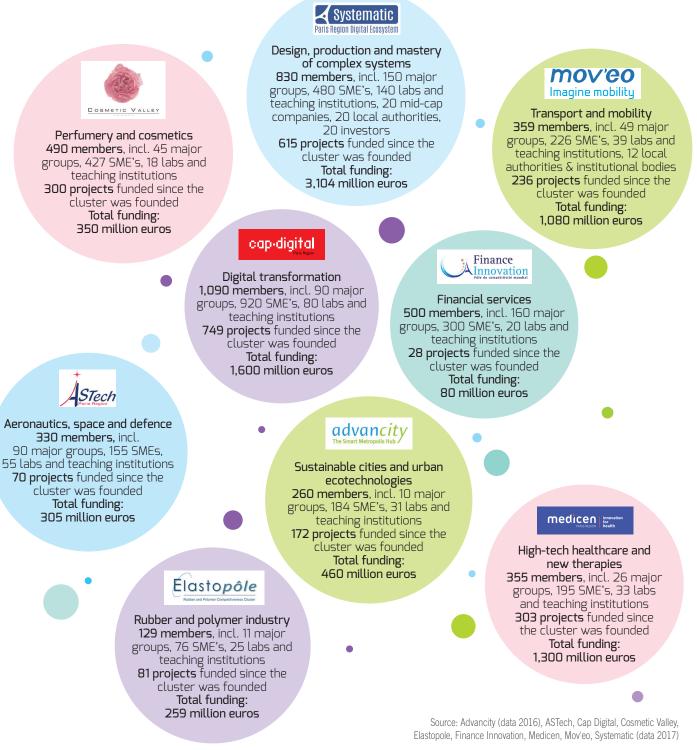


PARIS REGION, OUR CLUSTERS FOSTER YOUR INNOVATION

9 competitiveness clusters bring together businesses, laboratories, research centers and higher education institutions to focus on applied research and to develop synergies and stimulate the emergence of technology transfers, and collaborative and innovative projects.

Over 4,300 members including: 3,600 companies and 440 labs and teaching institutions, ...

2,554 projects **€8.5b** of total funding





• OFFICE **SPACE** (ORIE, BNP Paribas Real Estate, 2017)

BUSINESS **PREMISES** (CBRE, 03, 2017)

Surface area53Take up2.Immediate supply3.Vacancy rate6.Space under construction1.3

53.1 million m² (ORIE, 2016) 2.5 million m² 3.5 million m² 6.7% 1.3 million m²

30 million m²

2.5 million m²

1 million m²



5.6 million housing units

- 71.8% flats (4 million)
- 26.6% houses (1.5 million)

PRIVATE HOUSING RENTS IN PARIS REGION

	Paris	Inner suburbs	Outer suburbs	Paris Region
Rent in €/m ²	22.8	16.6	13.7	18
Average monthly rent in €€	1,137	861	798	949

Source: OLAP, 2017, Average rent as at 1/1/17

PARIS REGION IS VERY COMPETITIVE **ON REAL ESTATE BUSINESS COSTS**

Paris twice as cheap as London in occupancy cost



Surface area

Immediate supply

Take up

Paris La Defense business district © Florence Humbert

TOP 10 OFFICE SPACE MARKETS BY OCCUPANCY COSTS (2017)

Rank 2017	Country	City	Occupancy costs per workstation in \$
1	Hong Kong	Hong Kong	27,432
2	United Kingdom	London	22,665
3	Japan	Tokyo	18,111
4	USA	Fairfield County, Connecticut	17,414
5	USA	San Francisco	16,205
6	USA	New York	15,931
7	USA	Silicon Valley	15,004
8	Switzerland	Geneva	13,424
9	Australia	Sydney	11,997
10	France	Paris	11,756

Source: Office Space Across the World 2017, Cushman and Wakefield

REAL ESTATE



A MULTITUDE OF WORK SPACES

Around **1,500** business activity areas **34** business districts Paris La Défense, **4th** largest business district in the world **620** third places, comprising:

171 coworking spaces
146 shared offices

• 87 fablabs

- 216 business creation or development
- support sites



Station F Create Zone © Patrick Tourneboeuf



PARIS REGION, THE WORLD CAPITAL OF BUSINESS INCUBATORS

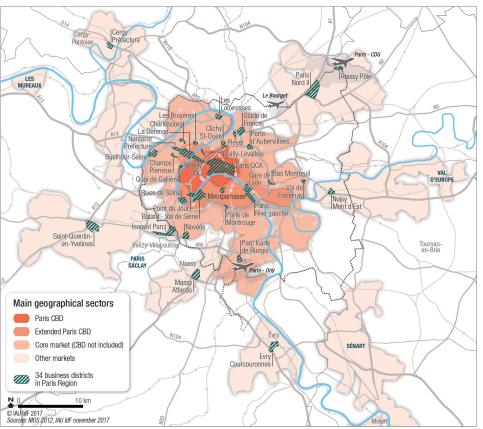
Over **130,000 m² of space** for startup incubators and accelerators By 2020, an additional **100,000 m²** will be made available, including **34,000 m²** at Station F, the world's biggest startup campus, hosting **1,000 startups**, with some **3,000 desks** (as of 2017).

(IAU île-de-France, 2017, data 2016, Apur, Ernst and Young/ULI)



REINVENTING PARIS REGION

To enhance its attractiveness and competitiveness, Paris Region is undertaking major infrastructure and urban planning projects, including the Grand Paris project, the largest urban project in Europe providing a new transport network, new residential projects, office districts, and R&D hubs open to international competitions to reinvent Paris Region.



THE PARIS REGION OFFICE MARKET



Gare du Nord © Paris Tourist Office / Jacques Lebar -Signage Shuttle © Air France / Guillaume Grandin - Tramway ligne T3 © RATP / Eric Touzé



PARIS REGION, **YOUR GATEWAY TO EUROPE AND THE WORLD** Reach 510 million consumers within 2 hours by plane

Paris Region's high quality infrastructure ensures the seamless flow of people, goods, capital and data.

By plane (Paris Aéroport, 2017)

3 international airports

101.5 million passengers,705,547 flights, 165 airlines119 countries served from Paris Region

Paris-Charles de Gaulle

#2 in Europe for passenger traffic
69.5 million passengers
475,556 flights

Paris-Orly

32 million passengers **229,981** flights

Le Bourget Europe's leading business airport

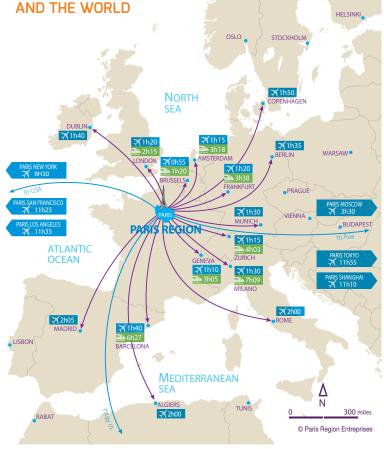
53,000 flights

10 airfields and 1 heliport

By train (SNCF, Arafer, 2016 and Ile-de-France Mobilités)

10 main stations, including 7 TGV (high-speed train) stations
Gare du Nord, #1 European station for passenger traffic
5 railway stations have traffic that exceeds 100,000 travellers daily
19 million TGV passengers travelling from Paris to main European destinations
1,800 km of railway tracks

PARIS REGION, CONNECTED TO EUROPE



TRANSPORT AND MOBILITY



AN EFFICIENT MOBILITY SYSTEM AT REGIONAL LEVEL

Public transport

1,280 km of metro, train and tramway network 6,200 regional trains every day

14 SNCF lines, for a regional network with multiple transport options

At rush hour, more than **650** trains simultaneously. **385** stations at key points throughout the network **250** green buses (electric or gas) in circulation (2017), more than **5,000** by 2025

47 night bus lines serving 200 towns and cities

4.7 BILLION TRIPS BY PUBLIC TRANSPORT IN PARIS REGION IN 2016

Mode of traffic	Lines	Millions of trips
Underground / Subway	16	1,519
Train - RER* (SNCF - RATP)	14	1,441
Tramways	9	0,287
Bus (including night buses)	1,500	1,421
Total	1,539	4,668

Source: Île-de-France Mobilités d'après Optile, RATP, SNCF, OMNIL (2016) * High-speed metro



THE GRAND PARIS PROJECT,

Shared transport for alternative mobility

Self-service and free-floating bikes

(IAU Ile-de-France, JC Decaux/Velib-data 2007-17, Velib Metropole)

- **Velib Metropole**, the world's largest self-service bicycle system (in number of bikes) since 2007
 - → 105,000 uses per day (in 2017)
 - ➡ 300,000 long-term subscribers (in 2016)
 - A new operator as of 1/18: 200 new stations, an enlarged territory (68 municipalities), a new service with 30% of the fleet being electric power-assisted bicycles
- Several free-floating bike operators as of 11/17: 2,000 Gobee Bikes, 500 O'Bikes, 1,000 Ofo bikes, 4,000 Mobikes in Paris City and the close suburbs

Self-service and free-floating cars and mopeds

• Autolib (2016 Annual Report)

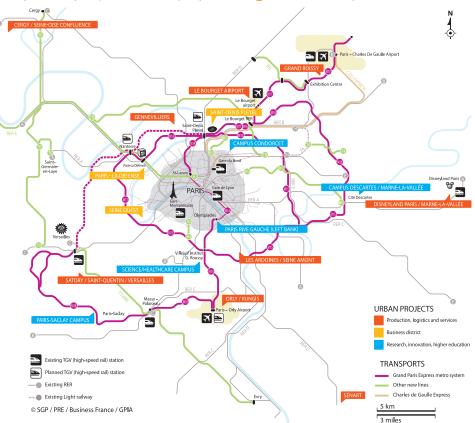
- ➡ 3,950 car-sharing vehicles in service
- ➡ 1,100 Autolib stations
- 110,000 annual subscribers and 25,000 "as-needed" subscribers
- 5.76 million rentals in 2016, ie. 110,000 Autolib rentals per week
- 6,300 tonnes of CO2 and 3 million liters of gas saved in 2016
- ➡ 100 member municipalities
- 2,100 electric mopeds in free-floating (Cityscoot and COUP) in Paris City

the largest urban development project in Europe providing a new transport network

200 km of additional automated metro lines 68 new stations 2 million passengers everyday €28b invested through 2030

The project is set to link Paris Region's three airports, as well as business districts and scientific clusters **600,000 m²** of construction projects associated with the Grand Paris Express project **200,000 m²** of commercial space Over **6,100** residential projects

Source: Société du Grand Paris, 2017





Gennevilliers platform © Port Autonome de Paris - Barge © Fotolia / Coco -Containers and transport trucks © Fotolia / Soleg



Warehouses > 5,000 m²

Surface area 19 million m² (ORIE 2016)

Available now 1.4 million m² (1/10/17)



Road, waterway and railway logistics

#1 road network in Europe

12,000 km of roads, including 1,300 km of highways and national roads

French #1 and Europe's #2 river port

60 urban ports, 10 multimodal platforms

500 km of navigable waterways

1,000 ha of port areas

6 container terminals

Railway freight relies on 111 freight stations and **640** facilities connected to them (DIRIF 2016, Haropa, 2017)

infrastructure

VERY COMPETITIVE LOGISTICS COSTS

Prime rents in Q2 2017 per year **Warehouses** over 5,000 m² (in €)

London (United Kingdom)	196
Helsinki (Finland)	155
Dublin (Ireland)	97
Stockholm (Sweden)	88
Munich (Germany)	82
Frankfurt (Germany)	76
Barcelona (Spain)	74
Madrid (Spain)	70
Hamburg (Germany)	68
Amsterdam - Rotterdam (Netherlands)	60
Warsaw (Poland)	60
Berlin (Germany)	59
Paris Region (France)	56

Source: European Logistics Market, Property Report, H12017 (data Q2 2017) -Panel of regions - BNP Paribas Real Estate

Freight

Air: 2.24 million tonnes of cargo (Paris Aéroports 2016) Paris-Charles de Gaulle Airport, **#1** in Europe for cargo

Rail: 10 million tonnes of goods (estimates DRIEA)

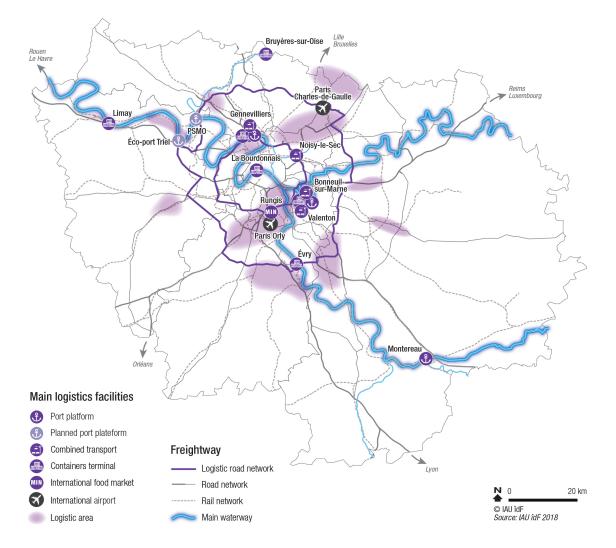
Waterway: 20.2 million tonnes of goods (Haropa, 2017)

Road: 189 million tonnes of goods (SOes, TRM survey, 2016)

PARIS REGION KEY FIGURES + 2018



LOGISTICS IN PARIS REGION



FLOW OF GOODS THROUGH MAIN PORTS IN PARIS REGION

	WATERWAY (thousand tonnes of goods)	CONTAINERS	RAILWAY (thousand tonnes of goods)
Gennevilliers	3,865	124,152	570
Limay	1,093	5,523	452
Bonneuil-sur-Marne	1,021	15,279	559
Evry	314	-	-
Bruyères-sur-Oise	246	1,575	-
Précy-sur-Marne	209	7,836	-
Paris-La Bourdonnais	93	14,732	-

* Twenty-Foot Equivalent Unit Source: Haropa-Port de Paris, 2017, data 2016



AN OUTSTANDING WORLD-CLASS DESTINATION FOR ORGANIZING TRADESHOWS (CCI PARIS ILE-DE-FRANCE, data 2016)

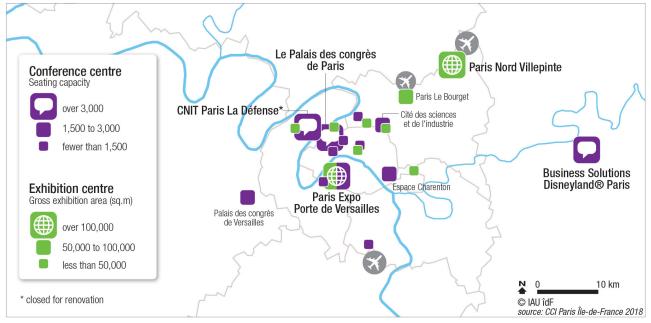
700,000 m² of covered exhibition and conference space
The #1 offer of exhibition space and the largest conference center in Europe with up to 35,000 participants
20 exhibition and conference venues
413 tradeshows, including 210 professional tradeshows
100,100 exhibiting companies, including 30,000 foreign companies (30%)
9.1 million visitors, including 564,400 foreigners (6.2%)
€4.2b in economic benefits
64,400 jobs generated by tradeshows
€20.2b turnover by exhibiting companies at tradeshows, of which €9b realized with foreign customers
6.3 million contracts concluded at trade fairs

TOP 10 INTERNATIONAL TRADESHOWS HELD IN PARIS REGION (BY NUMBERS OF VISITORS AND EXHIBITING COMPANIES)

Tradeshow Name	Business sector	Visitors (1 st visit)	Exhibiting companies	Year
Mondial de l'Automobile / Paris Motor Show	Transport, logistics, traffic and related equipment	1,253,513	240	2014
Salon International de l'Agriculture / Paris International Agricultural Show	Agriculture, horticulture, livestock farming, floristry, fishing and related equipment	552,207	905	2017
Foire internationale de Paris	Multi-sector tradeshows and trade fairs	542,004	2,129	2017
Salon international de l'Aéronautique et de l'Espace* / International Paris Air Show	Defence, civil and military security	322,000	2,381	2017
Salon Nautique International de Paris / Paris Boat Show	Tourism, sports and leisure activities	202,730	644	2016
Paris Games Week	Tourism, sports and leisure activities	198,791	162	2016
Maison&Objet	Home decor, interior design, architecture and lifestyle culture	161, 695	5,602	2015
SIMA, Mondial des Fournisseurs de l'Agriculture et de l'Elevage / Paris International Agribusiness Show	Agriculture, horticulture, livestock farming, floristry, fishing and related equipment	123,378	849	2017
Salon du livre de Paris / Paris Book Fair	Art, culture, music and shows	110,246	881	2017
SIAL Paris, Salon international de l'Alimentation / Inspire Food Business	Food, hotel and restaurant amenities	88,138	6,913	2016

PARIS REGION KEY FIGURES > 2018





THE PARIS CONVENTION CENTER, THE LARGEST CONVENTION CENTER IN EUROPE, made-to-measure spaces for large-scale international conferences at a site 15 minutes from the Eiffel Tower, in the heart of the Paris Expo Porte de Versailles Park.

It can accommodate up to 35,000 people in gigantic, fully modular spaces.

196

Paris

meetings
 participants



Lisbon

Seoul



PARIS, THE WORLD'S LEADING DESTINATION FOR INTERNATIONAL CONGRESSES

Vienna Barcelona Berlin London Singapore Amsterdam Madrid

Source: ICCA country and city ranking measured by number of meetings organized in 2016 (31/5/17)

OVER 1,000
 CONVENTIONS PER YEAR
 IN PARIS REGION
 (OTCR 2016)
 1,118 conventions in 343 venues

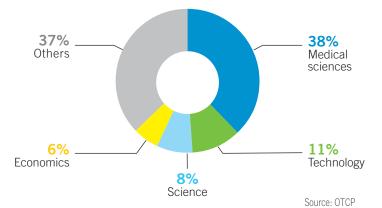
854,000 participants

27% were foreign visitors (**230,200**)

€1.2b in economic benefits

20,200 jobs created by conventions

BREAKDOWN OF CONVENTIONS BY BUSINESS SECTOR IN PARIS REGION (2016)





Rosa-Bonheur. Grand Palais. Nightlife © CRT Paris Ile-de-France / Van Viesen / Ooshot

AMONG THE WORLD'S FAVORITE **TOURIST DESTINATION**

44.9 million tourists, including 18.4 million foreigners (**41%**)

167.6 million night stays, half the total night stays in France, including **83.4 million** for international tourists (**50%**)

€19.2b in economic benefits, **93,000** businesses, **500,000** jobs (CRT Paris Île-de-France, 2017, data 2016)

TOP MOST VISITED TOURIST SITES IN PARIS REGION

(MILLIONS OF VISITORS) (2016)	
Disneyland® Paris	13.4
Notre-Dame de Paris*	12
Sacré Cœur de Montmartre*	10
Louvre Museum	7.4
Palace of Versailles	7.4
Eiffel Tower	5.9
Centre Pompidou	3.3
Musée d'Orsay	2.9
Cité des Sciences et de l'Industrie	2.2
Notre-Dame de la Médaille Miraculeuse Chapel*	2
National Natural History Museum	1.6
Arc de Triomphe	1.3
Army Museum	1.2
Grand Palais	1.1
Quai Branly Museum	1.1
Philharmonic of Paris	1.1
Louis Vuitton Foundation	1
Petit Palais	0.9
Sainte-Chapelle	0.9
Musée de l'Orangerie	0.8

* free admission, estimate - Source: CRT Paris Ile-de-France, 2017, data 2016

#1 WORLDWIDE IN HOTEL CAPACITY

156,400 rooms

61.5 million hotel night stays, half the total night stays in France, including 33.7 million for international tourists (55%)

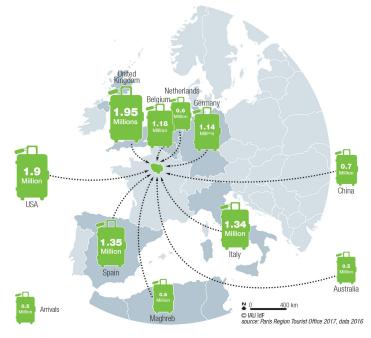
2.460 hotels

- 1,011 3-star hotels : 41%
- 557 4- or 5-star hotels : 22.7%

10 luxury hotels

(INSEE, data as of 01.01.17, CRT Paris Île-de-France, 2017, data 2016)

PROVENANCE OF MAIN FOREIGN TOURISTS IN PARIS REGION (2016)



PARIS REGION KEY FIGURES + 2018

TOURISM AND QUALITY OF LIFE



AN EXCEPTIONAL CULTURAL OFFER (2017)

4,000 historic monuments

140 museums, including **3** of the world's most visited museums: the Louvre, Centre Pompidou, Musée d'Orsay

307 cinemas, **1,073** screens

361 theatres

5 opera houses

47 foreign cultural institutes and centers (FICEP)

57.1 million people visited the **top 20**

Parisian cultural sites in 2016

4.7 million visitors at the **10** largest exhibitions in Paris in 2016

1/3 of the regional territory is remarkable for its built or landscape heritage

271 villages of character

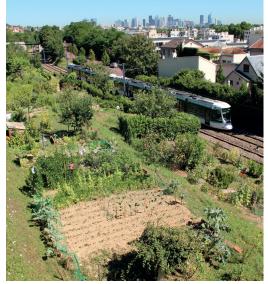
(INSEE, CRT Paris Île-de-France, 2017, data 2016)

TOP CULTURAL EVENTS IN PARIS REGION

(BY NUMBER OF VISITORS) (2016)

Over 12 million visitors nationwide
Over 300,000
200,000
110,000
53,000

*free admission, estimate Source: CRT Paris Île-de-France, 2017, data 2016



Saint-Cloud, Kitchen gardens © C.Legenne-IAU îdF



Versailles - The gardens © Christine Tarquis / IAU îdF



4 UNESCO SITES (2017)

- Palace of Versailles
- Paris, the Banks of the River Seine
- Fontainebleau Château and Park
- Medieval City of Provins

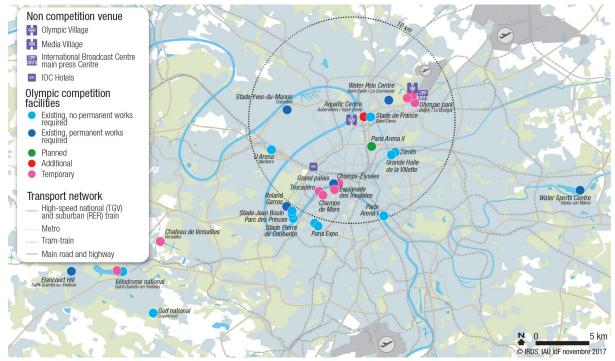
A GREEN **REGION**

50% agricultural land
24% forests
23% cityscape,
1% water
4 regional nature parks representing 18% of the land area (218,000 ha)
38 Natura 2000 sites
More than 700 sites of ecological interest
13,211 ha in organic farming
Short food circuits are in place for 800 farms (16%)
95,000 ha of forest open to the public
67 sustainable neighborhoods in Paris Region
113,000 homes programmed within these accredited neighborhoods.

250,000 inhabitants of the Paris Region should eventually live in one of these exemplary neighborhoods.

A very high level of urban services (water, waste, energy...) (INSEE, IAU îdF)

2024 OLYMPIC SITES IN PARIS REGION



GREAT DENSITY OF **SPORT FACILITIES** (2017)

19,000 sports clubs, 8,607 sports facilities
2.4 million sports club members
12 leisure resorts (3,000 hectares)
5,393 tennis courts, 419 swimming pools
620 equestrian centers, 106 golf courses (RES 2016, Sports Ministry, 2015-16, IRDS 2015)

SOME OF THE MOST POPULAR **SPORTING EVENTS** (2016/17)

Tour de France (cycling race): **545,000** spectators Roland-Garros French Open (tennis): **472,000** spectators Paris Marathon: **57,000** participants, **250,000** spectators NatWest **6** Nations Championship (rugby) : **220,000** spectators

Ice Hockey World Championship: **210,000** spectators (CRT Paris-Ile-de-France, IRDS, 2017, data 2016)

EVENTS 2018

- UCI BMX Supercross World, March-April 2018
- Show Jumping World Cup, April 2018
- INAS European Championship, July 2018
- Gay Games, August 2018
- Golf Ryder Cup, September 2018
- Table Tennis World Cup, October 2018
- European Women's Handball Championship, November-December 2018

PARIS 2024 OLYMPIC AND PARALYMPIC GAMES

Olympic Games: July 26th - August 11th **Paralympic Games**: August 28th - September 8th

VENUES

95% existing or temporary facilities
1 sports venue to be built specifically for the Games: the Aquatics Center in Saint-Denis
80% of venues located within a 10 km radius of the Village

22 sports within a 10 km radius of the Village 90,000 hotel rooms within 10 km of the city center

TRAVEL

85% of athletes accommodated within
30 minutes of their competition venue
30% of athletes accommodated within
5 minutes of their competition venue (Stade de France and Aquatics Center)
100% of training venues (excluding competition venues) within 20 minutes of the Village
100% of venues accessible by environmentally friendly public transport

400 meters maximum distance to a metro station from any location in Paris

SUSTAINABLE

55% smaller carbon footprints than London 2012 (Paris2024 media)



THE WORLD CAPITAL OF SHOPPING (2017)

218 shopping centers, including the recently renovated Forum des Halles, Vill'Up, the Carrousel du Louvre, Beaugrenelle, Bercy Village, La Vallée Village.

The commercial center Les Quatre Temps-Le CNIT (Defense), **#1** French and European shopping destination in attendance with **56.6** million visitors in 2016.

20 major department stores:

Galeries Lafayette, Printemps,

Le Bon Marché, BHV, etc.

(Panorama/tradedimensions, Le guide 2017 de la distribution, IAU îdF)



Galeries Lafayette @ Van Biesen - Ooshot - CRT Paris Ile-de-France

GASTRONOMY EXPERIENCE (2017)

Rungis International Market, the world's biggest fresh produce market
9 billion euros turnover, 18 million consumers,
1,200 companies, 6,650,000 visitors
1,720,000 tonnes of food products
5,600 m² the largest organic market in Europe

"Saveurs Paris Île-de-France" a regional food brand with **1,000** products and **70** kinds of fruits and vegetables: Brie cheese from Meaux and Melun, beer from Vexin, honey and saffron from Gâtinais, asparagus from Argenteuil, Montmorency cherry, ham from Paris, etc. Leading region in France for the production of parsley, watercress and radishes. **5,000** farms, **224** farms in organic farming



© Rungis International Market

3 PARIS REGION SHOPPING CENTERS ARE AMONG EUROPE'S TOP 10 CENTERS (ANNUAL FOOTFALL, IN MILLION VISITORS 2016)

Les Quatre Temps/Le CNIT 56.6 (La Défense, Paris Region, France) Westfield Stratford (London, United Kingdom) 45.5 La Part-Dieu (Lyon, France) 35.6 35.0* Galeria Krakowska (Krakow, Poland) Forum des Halles (Paris Region, France) 33.9 Westfield (London, United Kingdom) 28.0 Hoog Catharijne (Utrecht, Netherlands) 26.0 Shopping City Sud (Vienna, Austria) 24.7 Zlote Tarasy (Warsaw, Poland) 21.3 Créteil Soleil (Créteil, Paris Region, France) 21.0 La Vaguada (Madrid, Spain) 20.9

Source: Sites commerciaux nº 271, september 2017, *2015

16,683 restaurants with **118,000** jobs

130 Michelin-starred restaurants, including **38%** of France's 3-Michelin-star restaurants. (Rungis, Cervia, FAFIH, Guide Michelin)



© Ville d'Enghien-les-Bains



VivaTech - Paris Region © Jean-Claude Guilloux



Ride in Paris



Nature in Paris Region © Cédric Lavallart / IAU îdF

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Ecole Polytechnique Campus © Ecole Polytechnique / J. Barande Paris Air Show © SIAE 2017 - REA



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