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## “Together, we can make a greater impact”

Paris, March 14, 2023

Dear Trading Partners,

Our industry is critical for our economies and connects billions of people worldwide. The increasing sustainability challenges we face, affect us directly. That is why we feel it is imperative to integrate ESG goals into our companies' strategies. Our sustainable procurement approach is no exception. For the future of our industry, we want to drive positive change beyond regulatory requirements, throughout our value chain.

For this reason, AirFrance- KLM is one of the founding member of the “[Sustainable Airlines Initiative](#) powered by EcoVadis” whose purpose is to improve sustainability throughout the entire aviation supply chain, to use and share common tools and create efficiencies.

You receive this letter because the goods or services you provide have an impact on the sustainability ambitions of the airline industry. We have chosen EcoVadis, a globally well-recognized sustainability rating company, to help our supply chain partners conduct assessments on their sustainability performance and collect metrics. This enables us to manage and monitor the sustainability performance of our supplier base whilst enabling our vendors to position themselves as sustainable business partners for all Initiative members.

This assessment comes at a [cost](#), but the benefits of joining our antitrust and competition-compliant community of global industry leaders will be immediately available to you. As a group, we seek to do business with companies showing actionable commitment to sustainable business practices.

Your customized assessment will support you in this, providing with powerful insight into your risks, impact, and placement among industry benchmarks. Through the EcoVadis platform, you will get access to resources such as training and documentation giving you valuable insights that help your business to become more sustainable, and more competitive in our industry.

*The participation in an EcoVadis assessment is a key factor of our sourcing and supplier review processes. I strongly encourage you to register on the EcoVadis platform, start the assessment and share your result with all existing and future members of the “Sustainable Airlines Initiative”.*

Your participation in this process is critical to our shared sustainability resilience and global impact. I thank you in advance for your investment in time and in our relationship by completing this assessment and joining this strategic initiative for a more sustainable future.

Best Regards,

Jurriaan Lombaers

Christian Gauthier