



## Interview with Matthieu Glasson

### Ryanair in the sun !

MP2 (Marseille Provence Airport Terminal 2) has only just opened, but is already proud of being the first base of Ryanair, Europe's leading low cost airline. Ryanair's arrival was helped by Provence Promotion among others, and is not passing unnoticed! With two aircraft at all times, personnel at the airport and 12 new destinations, Ryanair's choice of Marseille Provence airport to expand its activity is much more than a test! It is planning no less than 1 000 direct or indirect jobs in the long term.



Matthieu Glasson

#### > What are the reasons for such an installation at Marignane?

Matthieu Glasson: We were looking for a dynamic geographic area with a large development potential in which we could install our base. Marseille-Provence airport satisfied all conditions for our company to develop its activity in the region, particularly with the opening of the terminal dedicated to low cost companies in October. Thus, the site will become Ryanair's biggest base in France, with a market of more than 5 million potential arriving and departing passengers..

#### > What are the company's objectives?

Matthieu Glasson: Our company now has two Boeing 737-800 based at MP2 airport. Our main objective is to obtain two more aircraft in the medium term to match the number of travellers that is continuously increasing. Ryanair was not even present at the airport in 2005, while today's estimates for 2007 are for more than a million passengers. The growth curve is impressive, but it is typical of our company's vitality and the capacity of Marseille-Provence airport to absorb these flows.

#### > What is your organisation at the airport?

Matthieu Glasson: Unlike Beauvais airport that was simply a reception airport for the company, MP2 is the home base of our two aircraft and our personnel. A total of 16 pilots and thirty hostesses and stewards have been transferred to the region and have settled in it. The chief pilot responsible for the base is a native of the region. Airport personnel are responsible for a part of customer reception.

#### > What effect does your installation have on the employment basin?

Matthieu Glasson: The airport is at the centre of a region's development. It is an inescapable contributor to the vitality of a geographic area. Creation of the low cost zone will create jobs. In opening up new lines, there is no doubt that Ryanair will create jobs. The estimated traffic is more than a million persons. With this growth, there will be one new job for every 1000 new passengers. We estimate that 1000 direct or indirect jobs will eventually be created in the region, and the economic outfall will be 420 million Euros.

#### > What was Provence Promotion's role in this new setup?

A project of this type can never be implemented without local assistance. Therefore, we met a number of local organizations such as Provence Promotion, and in particular they assisted our personnel in getting settled in the department to help them become familiar with essential formalities and to help them integrate into their new life to the best of their ability.

#### 12 Ryanair lines for the MP<sup>2</sup> base camp

Ryanair has opened 12 new lines from Marseille to Europe and North Africa in addition to its lines to Dublin and Glasgow that it was already operating. Passengers from the region can now travel to Madrid, Brussels, Eindhoven, Frankfurt, Karlsruhe, London, Oslo, Porto, Rome, Marrakech, Oujda and Fez, with the latter three lines to Morocco starting up in December this year.

