## EMBARGO 17:45

## FINANCIAL YEAR 2008-09

## FY RESULTS REFLECT DETERIORATING OPERATING ENVIRONMENT IN THE SECOND HALF

- Revenues stable at 23.97 billion euros
- Operating loss of 129 million euros


## FOURTH QUARTER

- Revenues of 5.01 billion euros, down 12.2\%
- Reduction in unit costs underpinned by the cost-savings plan
- Operating loss of 574 million euros, after negative impact of 243 million euros in respect of fuel hedges

The Board of Directors of Air France-KLM, chaired by Jean-Cyril Spinetta, convened on $19^{\text {th }}$ May 2009 to approve the accounts for Financial Year 2008-09.

Pierre-Henri Gourgeon, Chief Executive Officer, made the following comments: "The financial year 2008-09 was one of contrasting halves, with a resilient performance in the first half, wiped out by the full force of the economic crisis in the second. Business traffic and cargo were especially affected, leading to a decline in revenues which accelerated in the fourth quarter. The sharp decline in oil prices had a negative impact on the fuel bill in the second half, whereas our hedging policy had been efficient in the first half. In the face of these unprecedented conditions we moved rapidly to lower capacity, reinforce cost-saving measures, reduce our investments and unwind part of our fuel hedges. The current year is likely to be equally challenging. Visibility remains low, even though we have seen some signs of stabilisation in recent weeks. We will therefore continue our strategy of adapting capacity and costs, while at the same time reinforcing our fundamentals, notably via the strategic partnership with Alitalia and the North Atlantic joint venture with Delta. Our responsiveness will continue to help us face up to the current challenges while ensuring we are prepared for the economic recovery."

In view of the challenging environment, the Board decided not to propose a dividend in respect of Financial Year 2008-09.

## Key data

| € millions (per share data in €) | Fourth Quarter to $31^{\text {st }}$ March |  |  | Full Year to $31^{\text {st }}$ March |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 | $2008{ }^{1}$ | Change | 2009 | $2008{ }^{1}$ | Change |
| Revenues | 5,014 | 5,713 | (12.2)\% | 23,970 | 24,123 | (0.6)\% |
| Operating income / (loss) | (574) | (37) | nm | (129) | 1,414 | Nm |
| Income / (loss) from operating activities | (624) | (523) | nm | (193) | 1,281 | Nm |
| Net income / (loss), group share | (505) | (534) | nm | (814) | 756 | Nm |
| Restated net income / (loss) ${ }^{2}$ | nm | nm | nm | (578) | 790 | Nm |
| Earnings / (loss) per share | (1.71) | (1.84) | nm | (2.76) | 2.66 | Nm |
| Diluted earnings / (loss) per share | (1.71) | (1.84) | nm | (2.76) | 2.49 | Nm |

[^0]Please note that the French version of this press release prevails
Air France Corporate Communications
KLM Corporate Communications

## Fourth Quarter

The impact of the economic crisis deepened in the fourth quarter, with a marked decline in both passenger and cargo traffic. The $2.7 \%$ reduction in capacity in the passenger business was insufficient to offset the $5.8 \%$ drop in traffic (including VLM) which was, moreover, accompanied by a decline in unit revenues. The medium-haul network was worse affected than long-haul both in terms of volumes and revenues.

As in the previous quarter, cargo traffic experienced a sharp deterioration. Excluding Martinair, which the group took over in January 2009, traffic was down 21.3\% for capacity down 9.8\%. Consolidating Martinair, traffic was virtually stable (+0.2\%) with capacity up $11.5 \%$. Unit revenues also fell sharply.

Total revenues declined by $12.2 \%$ to 5.01 billion euros after a positive currency effect of $0.8 \%$, for production measured in equivalent available seat kilometers (EASK) up 1.7\%. Excluding Martinair, revenues declined by $15.0 \%$. Unit revenue measured in EASK fell by $14.8 \%$ and by $15.4 \%$ on a constant currency basis. Our costcontrol measures proved efficient, with operating costs down by $2.8 \%$ ( $-5.9 \%$ excluding Martinair) to 5.6 billion euros. Cost-savings in the fourth quarter amounted to 185 million euros. Unit costs measured in EASK were consequently reduced by $4.7 \%$, and by $2.6 \%$ on a same currency and fuel price basis.

The main changes in operating costs related to the fuel bill, marketing and distribution costs (-21.8\%) and other costs ( $-11.7 \%$ ). For the first time since the beginning of the year, the fuel bill was down $y-0-y$, amounting to 1.1 billion euros ( $-4.6 \%$ ) under the combined effect of a $1 \%$ drop in volumes, a decline in the fuel price limited to $14 \%$ by a 243 million euros negative impact from our fuel hedging and a negative currency effect of $10 \%$. Employee costs rose by $0.6 \%$, but declined $1.0 \%$ on a comparable basis, in line with the reduction in headcount.

The operating loss stood at 574 million euros versus a loss of 37 million euros at $31^{\text {st }}$ March 2008.
Net interest costs increased from 20 million euros to 46 million euros under the impact of lower financial income linked to the decline in interest rates. 'Other financial charges' amounted to 96 million euros compared with 32 million euros at $31^{\text {st }}$ March 2008. After a tax credit of 255 million euros and income from associates of 9 million euros, the net loss stood at 505 million euros (versus a loss of 534 million euros in the previous year which included a provision of 530 million euros in respect of the cargo fine).

## Full year results reflect deteriorating environment in the second half

Despite a relatively resilient performance in the first half, results for the full year were clearly affected by the sharp downturn in the second half, and especially the fourth quarter. Revenues amounted to 23.97 billion euros, down $0.6 \%$ after a negative currency impact of $1.9 \%$, for production measured in EASK (equivalent available seat kilometer) up $3.6 \%$. Unit revenue measured in EASK declined by $4.0 \%$ and by $2.2 \%$ on a constant currency basis. Operating costs reflected the high oil price, rising $6.1 \%$ to 24.1 billion euros. Excluding fuel the rise was contained to $1.4 \%$. Unit cost per EASK was up $3.3 \%$, but fell $0.8 \%$ on a constant fuel and currency basis, thanks to 675 million euros in cost-savings under the 'Challenge 12' program.

The main operating costs evolved broadly in line with activity levels with the exception of fuel and marketing and distribution costs. The fuel bill recorded a 1.1 billion euro ( $+24.7 \%$ ) rise to 5.70 billion euros under the combined effect of a $1 \%$ increase in volumes, a $9 \%$ increase in price after hedging and a positive currency effect of $3 \%$. Marketing and distribution costs were reduced by $14.1 \%$ thanks to the further reduction in commissions and a cut in advertising spend.

The operating loss amounted to 129 million euros versus income of 1.41 billion euros at $31^{\text {st }}$ March 2008. Adjusted operating income ${ }^{1}$ stood at 91 million euros and the corresponding adjusted operating margin at $0.4 \%$, down 6.3 points.

The loss from operating activities stood at 193 million euros, compared with income of 1.28 billion euros at $31^{\text {st }}$ March 2008. Lastly, as indicated in March, Air France's practice of settling its fuel bill on the basis of the previous month's price resulted in a 200 million euro negative impact which would not have existed had the invoiced prices been in synch with consumption.

The pre-tax loss of fully consolidated companies amounted to 1.2 billion euros after 'Other financial charges' of 911 million euros, of which 179 million euros relating to currencies and 715 million euros in respect of the

[^1]change in the fair value of hedging instruments, mainly fuel. The net loss, group share stood at 814 million euros versus income of 756 million euros at $31^{\text {st }}$ March 2008.

The loss per share and diluted loss per share both amounted to 2.76 euros, against earnings per share of 2.63 euros and diluted earnings per share of 2.47 euros at $31^{\text {st }}$ March 2008.

## Financial position: robust balance sheet

Investments amounted to 2.04 billion euros at $31^{\text {st }}$ March 2009 down from 2.34 billion euros in financial year 2007-08, reflecting the reduction in the investment program during the year. Nevertheless, operating cash flow of 798 million euros and proceeds from aircraft disposals of 141 million euros were insufficient to fund the totality of these investments. In spite of the difficult second half, the group's financial position remains robust, with cash of 4.3 billion euros and available credit lines of 1.2 billion euros.

Shareholders' equity amounted to 5.68 billion euros, after a negative impact of 1.50 billion euros relating to the fair value of hedging instruments versus a positive impact of 1.82 billion euros the previous year. Net debt stood at 4.44 billion euros ( 2.69 billion euros at 31st March 2008). The gearing ratio ${ }^{1}$ therefore stood at 0.78 , and 0.62 excluding the valuation of hedging instruments against 0.27 and 0.33 respectively at $31^{\text {st }}$ March 2008 after restating shareholders' funds by 636 million euros for the application of IFRIC 13 to the frequent flyer program for financial year 2008-09.

## Outlook for Full Year 2009-10

Trading conditions in the first half of the current year remain challenging and visibility for the second half of the year is still low. Although we have experienced some signs of stabilization in our operating environment in recent weeks in both the cargo and passenger activities, it is too early to tell whether they indicate the start of an economic recovery. We therefore continue to take appropriate measures to protect our business, including a reduction in capacity of $4.5 \%$ in passenger and $11 \%$ in cargo for summer ' 09 and a reduction in the initial investment plan of 2.9 billion euros to 1.4 billion euros. We have also increased our cost-savings target to 600 million euros, including the adaptation of our workforce in line with current activity levels. These measures, combined with a 1.9 billion dollar reduction in the fuel bill (on a comparable consolidation basis and based on the forward curve at $14^{\text {th }}$ May) should offset a significant proportion of the anticipated drop in revenues. These measures will not compromise our ability to rebound once signs of a recovery become more pronounced.

## Agenda

Tuesday $19^{\text {th }}$ May 2009:
The Press Conference will be broadcast live today at 18:00 am CET on the Air France website: http://corporate.airfrance.com, with:

- Pierre-Henri Gourgeon, President \& CEO of Air France-KLM
- Peter Hartman, President \& CEO of KLM
- Philippe Calavia, Executive Vice President and CFO of Air France-KLM

[^2]Information by business
Passenger business

|  | Fourth Quarter to 31st March |  | Full Year to 31st March |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $2009^{\star}$ | $2008^{\star *}$ | Chg | $2009^{*}$ | $2008^{* *}$ | Chg |
| Traffic (RPK millions) | 46,214 | 49,056 | $(5.8) \%$ | 209,060 | 207,227 | $(1.2) \%$ |
| Capacity (ASK millions) | 61,235 | 62,930 | $(2.7) \%$ | 262,359 | 256,314 | $2.4 \%$ |
| Load factor | $75.5 \%$ | $78.0 \%$ | $(2.5) p t s$ | $79.7 \%$ | $80.8 \%$ | $(1.2) p t$ |
| Total passenger revenues (€ m) | 3,893 | 4,540 | $(14.3) \%$ | 18,832 | 19,165 | $(1.7) \%$ |
| Revenues from scheduled <br> passenger business (€m) | 3,685 | 4,293 | $(14.1) \%$ | 17,937 | 18,194 | $(1.4) \%$ |
| Unit revenue per RPK (€ cts) | 7.97 | 8.75 | $(8.8) \%$ | 8.58 | 8.78 | $(2.2) \%$ |
| Unit revenue per RPK ex currency <br> (€ cts) | - | - | $(9.0) \%$ | - | - | $(0.1) \%$ |
| Unit revenue per ASK (€ cts) | 6.02 | 6.82 | $(11.8) \%$ | 6.84 | 7.10 | $(3.7) \%$ |
| Unit revenue per ASK ex currency <br> (€ cts) | - | - | $(11.9) \%$ | - | - | $(1.6) \%$ |
| Unit cost per ASK (€ cts) | 6.60 | 6.74 | $(2.0) \%$ | 6.78 | 6.52 | $3.9 \%$ |
| Unit cost per ASK at constant <br> currency and fuel price (€ cts) | - | - | $0.2 \%$ | - | - | $0.1 \%$ |
| Operating income (€m) | $(402)$ | 8 | $n m$ | $(21)$ | 1,300 | $N m$ |

* Including VLM ** Restated IFRIC 13


## Cargo business

|  | Fourth Quarter to 31st March |  | Full Year to 31st March |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 | 2008 | Change | 2009 | 2008 | Change |
| Traffic (RTK millions) | 2,729 | 2,724 | $0.2 \%$ | 10,840 | 11,365 | $(4.6) \%$ |
| Capacity (ATK millions) | 4,542 | 4,073 | $11.5 \%$ | 17,247 | 16,842 | $2.4 \%$ |
| Load factor | $60.1 \%$ | $66.9 \%$ | $(6.8) p t s$ | $62.9 \%$ | $67.5 \%$ | $(4.6) p t s$ |
| Traffic excluding Martinair (RTK <br> millions) | 2,142 | 2,724 | $(21.3) \%$ | 10,253 | 11,365 | $(9.8) \%$ |
| Capacity excluding Martinair (ATK <br> millions) | 3,673 | 4,073 | $(21.3) \%$ | 16,378 | 16,842 | $(2.8) \%$ |
| Load factor excluding Martinair | $58.3 \%$ | $66.9 \%$ | $(8.5) p t s$ | $62.6 \%$ | $67.5 \%$ | $(4.9) p t s$ |
| Total cargo business revenues (€m) | 602 | 720 | $(16.4) \%$ | 2,857 | 2,928 | $(2.4) \%$ |
| Revenues from the transportation of <br> cargo (€m) | 550 | 677 | $(18.7) \%$ | 2,674 | 2,739 | $(2.4) \%$ |
| Unit revenue per RTK (€ cts) | 20.14 | 24.81 | $(18.8) \%$ | 24.67 | 24.09 | $2.4 \%$ |
| Unit revenue per RTK ex currency <br> (€ cts) | - | - | $(21.6) \%$ | - | - | $3.3 \%$ |
| Unit revenue per ATK (€ cts) | 12.11 | 16.58 | $(26.9) \%$ | 15.49 | 16.26 | $(4.7) \%$ |
| Unit revenue per ATK ex currency <br> (€ cts) | - | - | $(29.4) \%$ | - | - | $(3.9) \%$ |
| Unit cost per ATK (€ cts) | 15.49 | 16.44 | $(5.8) \%$ | 16.51 | 15.89 | $3.9 \%$ |
| Unit cost per ATK on constant <br> currency and fuel price (€ cts) | - | - | $(4.4) \%$ | - | - | $(3.0) \%$ |
| Operating income (€m) | $(165)$ | $(1)$ | $n m$ | $(207)$ | 39 | $N m$ |

## Maintenance business

The maintenance business put in a good performance in the fourth quarter. Revenues rose by $1.2 \%$ to 246 million euros while operating income was 47 million euros after a loss of 2 million euros a year earlier. Revenues for the full year rose by $0.5 \%$ and by $3.0 \%$ on a constant currency basis to 947 million euros and operating income was up $51 \%$ to 95 million euros ( 63 million euros at $31^{\text {st }}$ March 2008). The strong rise in operating income was driven by the engines and components activities and the turnaround of the airframes business.

## Other activities

Revenues from other activities amounted to 273 million euros in the fourth quarter, up $30 \%$. The leisure business recorded revenues of 175 million euros ( $+56.0 \%$ ) while the catering business was stable. Other activities recorded an operating loss of 54 million euros versus a loss of 42 million in 2007-08. For the full year, revenues stood at 1.31 billion euros, up $23.5 \%$, of which 877 million euros for the leisure business and 430 million euros for catering. Operating income was 4 million euros compared with 12 million euros a year earlier.

FLEET AS OF 31 MARCH 2009
AIR FRANCE FLEET
AIRFRANCE

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 |
| B747-400 | 6 | 6 |  |  | 7 | 7 | 13 | 13 | 13 | 13 |
| B747-300/200 | 3 |  |  |  |  |  | 3 |  |  |  |
| B777-200/300 | 30 | 32 | 4 | 4 | 15 | 15 | 49 | 51 | 49 | 51 |
| A340-300 | 10 | 10 | 3 | 3 | 6 | 6 | 19 | 19 | 19 | 19 |
| A330-200 | 6 | 6 | 1 | 1 | 9 | 9 | 16 | 16 | 16 | 16 |
| Long-haul fleet | 55 | 54 | 8 | 8 | 37 | 37 | 100 | 99 | 97 | 99 |
| B747-400 | 5 | 5 |  |  | 5 | 4 | 10 | 9 | 10 | 6 |
| B747-200 | 3 | 3 |  |  |  |  | 3 | 3 |  |  |
| B777-F Cargo |  | 2 |  |  |  |  |  | 2 |  | 2 |
| Cargo | 8 | 10 |  |  | 5 | 4 | 13 | 14 | 10 | 8 |
| A321 | 11 | 12 |  |  | 9 | 9 | 20 | 21 | 20 | 21 |
| A320 | 50 | 48 |  |  | 17 | 17 | 67 | 65 | 65 | 65 |
| A319 | 19 | 20 | 4 | 4 | 22 | 21 | 45 | 45 | 45 | 45 |
| A318 | 18 | 18 |  |  |  |  | 18 | 18 | 18 | 18 |
| Medium-haul fleet | 98 | 98 | 4 | 4 | 48 | 47 | 150 | 149 | 148 | 149 |
| Total Air France fleet | 161 | 162 | 12 | 12 | 90 | 88 | 263 | 262 | 255 | 256 |

REGIONAL FLEET
BRIT AIR

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 |
| Canadair Jet 100 | 2 | 5 | 11 | 8 | 2 | 2 | 15 | 15 | 15 | 15 |
| Canadair Jet 700 | 6 | 6 | 9 | 9 |  |  | 15 | 15 | 15 | 15 |
| F100-100 | 5 | 5 |  |  | 8 | 8 | 13 | 13 | 13 | 13 |
| Total | 13 | 16 | 20 | 17 | 10 | 10 | 43 | 43 | 43 | 43 |

CITY JET

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 |
| BAE146-200/300 | 5 | 1 |  |  | 2 |  | 7 | 1 | 6 |  |
| AVRO RJ 85 | 14 | 15 |  |  | 9 | 12 | 23 | 27 | 22 | 25 |
| Total | 19 | 16 |  |  | 11 | 12 | 30 | 28 | 28 | 25 |

REGIONAL

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 |
| BEECH 1900-D | 3 |  | 1 |  | 1 |  | 5 |  |  |  |
| EMB190 |  | 2 |  |  | 6 | 6 | 6 | 8 | 6 | 8 |
| EMB170 |  | 2 |  | 1 |  |  |  | 3 |  | 3 |
| EMB145-EP/MP | 4 | 5 | 17 | 17 | 7 | 6 | 28 | 28 | 28 | 28 |
| EMB135-ER | 3 | 4 | 3 | 3 | 3 | 2 | 9 | 9 | 9 | 9 |
| EMB120-ER | 6 | 5 |  |  |  |  | 6 | 5 | 6 |  |
| F100-100 | 3 | 3 |  |  | 6 | 6 | 9 | 9 | 9 | 8 |
| F70-70 | 5 | 2 |  |  |  |  | 5 | 2 | 5 | 2 |
| Total | 24 | 23 | 21 | 21 | 23 | 20 | 68 | 64 | 63 | 58 |

VLM AIRLINES

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 |
| Fokker 50 | 15 | 15 |  |  | 3 | 3 | 18 | 18 | 18 | 18 |
| Total | 15 | 15 |  |  | 3 | 3 | 18 | 18 | 18 | 18 |
| Total Regional fleet | 71 | 70 | 41 | 38 | 47 | 45 | 159 | 153 | 152 | 144 |

OTHER FLEET
TRANSAVIA FRANCE

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 |
| B737 800 |  |  |  |  | 5 | 7 | 5 | 7 | 5 | 7 |
| Total |  |  |  |  | 5 | 7 | 5 | 7 | 5 | 7 |


| TOTAL <br> Air France Group | 232 | 232 | 53 | 50 | 142 | 140 | 427 | 422 | 412 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

FLEET AS OF 31 MARCH 2009

## KLM FLEET

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 |
| B747-400 | 13 | 15 | 9 | 7 |  |  | 22 | 22 | 22 | 22 |
| B777-300 | 2 |  |  | 2 |  |  | 2 | 2 | 2 | 2 |
| B777-200 |  |  | 6 | 6 | 9 | 9 | 15 | 15 | 15 | 15 |
| MD11 | 6 | 8 | 2 |  | 2 | 2 | 10 | 10 | 10 | 10 |
| A330-200 |  |  | 6 | 6 | 4 | 4 | 10 | 10 | 10 | 10 |
| Long-haul fleet | 21 | 23 | 23 | 21 | 15 | 15 | 59 | 59 | 59 | 59 |
| B747-400 |  |  | 3 | 3 |  | 1 | 3 | 4 | 3 | 4 |
| Cargo |  |  | 3 | 3 |  | 1 | 3 | 4 | 3 | 4 |
| B737-900 |  |  | 2 | 2 | 3 | 3 | 5 | 5 | 5 | 5 |
| B737-800 |  |  | 13 | 13 | 5 | 8 | 18 | 21 | 18 | 21 |
| B737-700 |  | 1 |  | 3 |  |  |  | 4 |  | 4 |
| B737-400 | 6 | 6 |  |  | 7 | 6 | 13 | 12 | 13 | 12 |
| B737-300 | 6 | 7 | 1 |  | 7 | 3 | 14 | 10 | 14 | 10 |
| Medium-haul fleet | 12 | 14 | 16 | 18 | 22 | 20 | 50 | 52 | 50 | 52 |
| Total | 33 | 37 | 42 | 42 | 37 | 36 | 112 | 115 | 112 | 115 |

## REGIONAL FLEET

KLM Cityhopper

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 |
| F100 | 9 | 20 | 11 |  |  |  | 20 | 20 | 20 | 16 |
| F70 | 18 | 21 | 3 | 3 |  |  | 21 | 24 | 21 | 23 |
| F50 | 6 | 6 |  |  | 8 | 6 | 14 | 12 | 14 | 12 |
| EMB190 |  | 3 |  |  |  |  |  | 3 |  | 3 |
| Total | 33 | 50 | 14 | 3 | 8 | 6 | 55 | 59 | 55 | 54 |

OTHER FLEET
TRANSAVIA Netherlands

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 |
| B737-800 | 1 |  | 7 | 7 | 10 | 11 | 18 | 18 | 18 | 18 |
| B737-700 |  |  | 5 | 5 | 5 | 5 | 10 | 10 | 10 | 10 |
| Total | 1 |  | 12 | 12 | 15 | 16 | 28 | 28 | 28 | 28 |

MARTINAIR

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 |
| B767-300 |  | 3 |  |  |  | 3 |  | 6 |  | 6 |
| Long-haul fleet |  | 3 |  |  |  | 3 |  | 6 |  | 6 |
| B747-400 BCF |  |  |  |  |  | 4 |  | 4 |  | 4 |
| MD-11-CF |  | 3 |  |  |  | 1 |  | 4 |  | 4 |
| MD-11-F |  | 2 |  |  |  | 1 |  | 3 |  | 3 |
| Cargo |  | 5 |  |  |  | 6 |  | 11 |  | 11 |
| Total |  | 8 |  |  |  | 9 |  | 17 |  | 17 |
| Total other fleet | 1 | 8 | 12 | 12 | 15 | 25 | 28 | 45 | 28 | 45 |


| TOTAL KLM Group | 67 | 95 | 68 | 57 | 60 | 67 | 195 | 219 | 195 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 | 3/31/08 | 3/31/09 |
| TOTAL <br> Air France-KLM Group | 299 | 327 | 121 | 107 | 202 | 207 | 622 | 641 | 607 | 621 |

Income Statement for the FY 2008-09

| In € millions | $4^{\text {th }}$ quarter (January to March) |  |  | 12 months (April to March) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008-09 | $\begin{array}{r} 2007-08 \\ \text { (adjusted) } \end{array}$ | Variation | 2008-09 | $\begin{array}{r} 2007-08 \\ \text { (adjusted) } \end{array}$ | Variation |
| SALES | 5,014 | 5,713 | -12,2\% | 23,970 | 24,123 | -0.6\% |
| Other revenues | 1 | 1 | nm | 5 | 4 | 25.0\% |
| EXTERNAL EXPENSES | -3,352 | -3,496 | -4,1\% | -14,930 | -13,814 | 8.1\% |
| Aircraft fuel | -1,134 | -1,188 | -4,5\% | -5,703 | -4,572 | 24.7\% |
| Chartering costs | -137 | -170 | -19,4\% | -624 | -658 | -5.2\% |
| Aircraft operating lease costs | -179 | -154 | 16,2\% | -646 | -611 | 5.7\% |
| Landing fees and en route charges | -419 | -414 | 1,2\% | -1,793 | -1,755 | 2.2\% |
| Catering | -111 | -114 | -2,6\% | -483 | -470 | 2.8\% |
| Handling charges and other operating costs | -327 | -330 | -0,9\% | -1,353 | -1,331 | 1.7\% |
| Aircraft maintenance costs | -286 | -298 | -4,0\% | -1,123 | -1,038 | 8.2\% |
| Commercial and distribution costs | -205 | -262 | -21.8\% | -1,010 | -1,176 | -14.1\% |
| Other external expenses | -554 | -566 | -2.1\% | -2,195 | -2,203 | -0.4\% |
| Salaries and related costs | -1,819 | -1,808 | 0.6\% | -7,317 | -7,018 | 4.3\% |
| Taxes other than income taxes | -59 | -64 | -7.8\% | -250 | -250 | 0.0\% |
| Amortization and depreciation | -400 | -400 | 0.0\% | -1,604 | -1,606 | -0.1\% |
| Provisions | -17 | 26 | nm | -115 | -17 | nm |
| Other income and expenses | 58 | -9 | nm | 112 | -8 | nm |
| INCOME FROM CURRENT OPERATIONS | -574 | -37 | nm | -129 | 1,414 | nm |
| Sales of aircraft equipment |  | 3 | nm | 5 | 9 | -44.4\% |
| Sales of subsidiaries | 6 | 1 | nm | 13 | 46 | nm |
| Negative goodwill | 1 | 40 | nm | 17 | 40 | nm |
| Other non-current income and expenses | -57 | -530 | nm | -99 | -228 | nm |
| INCOME FROM OPERATING ACTIVITIES | -624 | -523 | 19.3\% | -193 | 1,281 | nm |
| Income from cash and cash equivalents | 34 | 66 | -48.5\% | 268 | 288 | -6.9\% |
| Cost of financial debt | -80 | -86 | -7.0\% | -368 | -387 | -4.9\% |
| Net cost of financial debt | -46 | -20 | 130.0\% | -100 | -99 | 1,0\% |
| Foreign exchange gains (losses), net | -27 | -52 | nm | -179 | -71 | nm |
| Change in fair value of financial assets and liabilities | -66 | 29 | nm | -715 | 65 | nm |
| Other financial income and expenses | -3 | -9 | nm | -17 | -18 | -5.6\% |
| INCOME BEFORE TAX | -766 | -575 | 33.2\% | -1,204 | 1,158 | nm |
| Income taxes | 255 | 50 | nm | 439 | -359 | nm |
| NET INCOME OF CONSOLIDATED COMPANIES | -511 | -525 | -2.7\% | -765 | 799 | nm |
| Share of profits (losses) of associates | 9 | -8 | nm | -42 | -24 | nm |
| INCOME FROM CONTINUING OPERATIONS | -502 | -533 | -5.8\% | -807 | 775 | nm |
| Minority interest | -3 | -1 | nm | -7 | -19 | nm |
| NET INCOME FOR THE PERIOD - GROUP | -505 | -534 | -5.4\% | -814 | 756 | nm |

## Consolidated Balance Sheet

| Assets In € millions | March 31, 2009 | March 31, 2008 (adjusted) |
| :---: | :---: | :---: |
| Goodwill | 400 | 377 |
| Intangible assets | 559 | 475 |
| Flight equipment | 12,125 | 12,280 |
| Other property, plant and equipment | 2,313 | 2,193 |
| Investments in equity associates | 446 | 177 |
| Pension assets | 2,499 | 2,245 |
| Other financial assets (including $€ 740$ million of deposits related to financial leases as of March 31, 2009 and $€ 735$ million as of March 31, 2008) | 938 | 956 |
| Deferred tax assets | 811 | 29 |
| Other non-current assets | 629 | 1,810 |
| Total non-current assets | 20,720 | 20,542 |
| Assets held for sale | 93 | - |
| Other short-term financial assets (including $€ 538$ million of deposits related to financial leases and investments between 3 months and 1 year as of March 31, 2009 and $€ 266$ million as of March 31, 2008) | 580 | 303 |
| Inventories | 527 | 507 |
| Trade accounts receivable | 2,038 | 2,569 |
| Income tax receivables | 2 | 3 |
| Other current assets | 1,065 | 2,385 |
| Cash and cash equivalents | 3,748 | 4,381 |
| Total current assets | 8,053 | 10,148 |
| Total assets | 28,773 | 30,690 |


| Liabilities and equity In € millions | March 31, 2009 | March 31, 2008 (adjusted) |
| :---: | :---: | :---: |
| Issued capital | 2,552 | 2,552 |
| Additional paid-in capital | 765 | 765 |
| Treasury shares | (124) | (119) |
| Reserves and retained earnings | 2,429 | 6,702 |
| Equity attributable to equity holders of Air France-KLM | 5,622 | 9,900 |
| Minority interests | 54 | 75 |
| Total Equity | 5,676 | 9,975 |
| Provisions and retirement benefits | 1,334 | 1,439 |
| Long-term debt | 7,864 | 6,914 |
| Deferred tax | 339 | 1,416 |
| Other non-current liabilities | 2,170 | 819 |
| Total non-current liabilities | 11,707 | 10,588 |
| Liability related to assets held for sale | 7 |  |
| Provisions | 480 | 441 |
| Current portion of long-term debt | 1,353 | 905 |
| Trade accounts payable | 1,887 | 2,218 |
| Deferred revenue on ticket sales | 3,048 | 3,215 |
| Current tax liabilities | 11 | 25 |
| Other current liabilities | 4,322 | 3,151 |
| Bank overdrafts | 282 | 172 |
| Total current liabilities | 11,390 | 10,127 |
| Total liabilities | 23,097 | 20,715 |
| Total liabilities and equity | 28,773 | 30,690 |

## Consolidated Statement of Cash Flows

| Period from April 1 to March 31, In € millions | 2009 | $\begin{array}{r} 2008 \\ \text { (adjusted) } \end{array}$ |
| :---: | :---: | :---: |
| Net income for the period - Group | (814) | 756 |
| Minority interests | 7 | 19 |
| Amortization, depreciation and operating provisions | 1,719 | 1,623 |
| Financial provisions | 14 | 17 |
| Gain on disposals of tangible and intangible assets | (22) | (43) |
| Loss / (gain) on disposals of subsidiaries and associates | (13) | (46) |
| Gain on WAM (ex Amadeus GTD) transactions | - | (284) |
| Reversal of provision for cargo investigation | (225) | - |
| Derivatives - non monetary result | 333 | (65) |
| Unrealized foreign exchange gains and losses, net | 6 | 27 |
| Negative goodwill | (17) | (40) |
| Share of (profits) losses of associates | 42 | 24 |
| Deferred taxes | (340) | 262 |
| Other non-monetary items | (188) | 16 |
| Subtotal | 502 | 2,266 |
| (Increase) / decrease in inventories | 8 | (70) |
| (Increase) / decrease in trade receivables | 676 | 69 |
| Increase / (decrease) in trade payables | (401) | 118 |
| Change in other receivables and payables | 13 | 211 |
| Net cash flow from operating activities | 798 | 2,594 |
| Acquisitions of subsidiaries and investments in associates, net of cash acquired | (348) | (272) |
| Purchase of property, plant and equipment and intangible assets | $(2,043)$ | $(2,340)$ |
| Proceeds on disposal of subsidiaries and investments in associates | 16 | 84 |
| Proceeds on WAM (ex Amadeus GTD) transactions | - | 284 |
| Proceeds on disposal of property, plant and equipment and intangible assets | 141 | 282 |
| Dividends received | 6 | 5 |
| Decrease (increase) in investments, net between 3 months and 1 year | (246) | 349 |
| Net cash used in investing activities | $(2,474)$ | $(1,608)$ |
| Increase in capital | 1 | 597 |
| Issuance of long-term debt | 1,899 | 681 |
| Repayments on long-term debt | (312) | (414) |
| Payment of debt resulting from finance lease liabilities | (573) | (886) |
| New loans | (58) | (53) |
| Repayments on loans | 149 | 79 |
| Dividends paid | (177) | (137) |
| Decrease in equity | - | (10) |
| Net cash flow from financing activities | 929 | (143) |
| Effect of exchange rate on cash and cash equivalents and bank overdrafts | 4 | 2 |
| Change in cash and cash equivalents and bank overdrafts | (743) | 845 |
| Cash and cash equivalents and bank overdrafts at beginning of period | 4,209 | 3,364 |
| Cash and cash equivalents and bank overdrafts at end of period | 3,466 | 4,209 |


[^0]:    ${ }^{1}$ Restated for the impact of the application of IFRIC 13 to the frequent flyer plan
    ${ }^{2}$ Restated net income: a) non-recurrent items of 64 million euros in 2008-09 and 133 million euros in 2007-08; b) for the non-cash portion of the change in fair value of hedging instruments amounting to 333 million euros in 2008-09 and (64) million euros in 2007-08; c) a tax effect of 253 million euros in 2008-09 and (406) million in 2007-08; d) non-recurrent items in associates of 25 million euros in 2008-09 and 12 million euros in 2007-08.

[^1]:    ${ }^{1}$ Operating income adjusted by the portion of financial costs of operating leases (34\%)

[^2]:    ${ }^{1}$ See definition in the Reference Document 2007-08

