

## SEPTEMBER 2011 TRAFFIC

### Passenger

- ▶ Rise in traffic (+9.3%)
- ▶ 1.5 point improvement in load factor to 85.2%

### Cargo

- ▶ 3.4% decline in traffic
  - ▶ 3 point decline in load factor to 78.2%
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### Passenger business

Traffic progressed by 9.3% for capacity up by 7.5%, leading to an improvement in load factor of 1.5 points to 85.2%. Capacity grew by only 5.2% taking into account the impact of the air traffic control strikes of September 2010, cabin configuration changes on some B777s, and the progressive take-over of capacities operated by Martinair. The number of passengers stood at 6.86 millions, up by 8.4%. Unit revenue per available seat kilometer (RASK) excluding currency was slightly up on September 2010. However, given the volatility of recent months and based on currently available indicators, activity in October could be less dynamic.

- On the Americas network, traffic rose 12.2% for capacity up by 10.8%. The load factor gained 1.1 points to 90.6%.
- The Asia network remained dynamic. Traffic (+9.7%) kept pace with the rise in capacity (+9.4%), leading to a load factor of 88.8% (+0.3 points). Traffic to Japan returned to the level of September 2010, but unit revenue remained below pre-crisis.
- The Africa and Middle East network saw traffic rise by 2.9% for capacity down by 1.3%. The load factor gained 3.4 points to 82.9%. Traffic to/from Ivory Coast recovered strongly, but less so on Egyptian routes.
- On the Caribbean and Indian Ocean network, traffic was up by 6.4% for capacity up by 4.7%. The load factor gained 1.2 points to 76.6%.
- The European network saw the cancellation of 1,300 flights in September 2010, leading to a favorable comparison basis. Traffic progressed by 9.5% for capacity up by 7.3%. The load factor gained 1.6 points to 78.2%.

### Cargo business

Cargo traffic declined by 3.4% for capacity up by 1.0%. The load factor declined by 3 points to 64.7%. Unit revenues per available ton kilometer (RATK) excluding currency was slightly down versus September 2010.

### Recent developments

- The Air France-KLM group presented its Winter 2011 schedule (November 2011-March 2012). The rise in capacity is planned at 3.4% including a mechanical 0.7% rise linked to the 29 days in February next year. Long haul capacity is planned to rise by 1.9% excluding calendar effect, mainly targeted at Latin America and Asia. The rise in capacity on medium-haul of 6.2% is linked to the launch of the Marseilles base (which offers 13 new destinations of which ten international), as well as the reorganization of the Amsterdam hub banks in Summer 2011. Excluding the launch of the Marseille base and the calendar effect, the underlying medium-haul rise is limited to 1.7%. The group also announced that it will limit the rise in long-haul capacity for the Summer and Winter 2012 seasons to 3.0%.
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- Air France-KLM announced an order for 110 Airbus and Boeing aircraft, of which 50 firm orders and 60 options. This order is mainly aimed at replacing aircraft nearing end of life. First deliveries will take place in 2016, and will be spread over a period of some ten years.
- Air France-KLM was confirmed as member of the Dow Jones Sustainability World and European indices and leader in the aviation sector for the seventh consecutive year. In addition, it was recognized for the third year running as super-sector leader in the broader “Travel and Leisure” sector.
- China Airlines officially joined the SkyTeam Alliance on 28th September 2011, becoming its 15<sup>th</sup> member.

## **Agenda**

- ▶ 8th November 2011 at 8h00 CET: October 2011 traffic
- ▶ 9th November 2011 at 17h45 CET: Half Year Results (April-September 2011)
- ▶ 10th November 2011 at 10h00 CET: Half Year Results presentation at Pavillon Gabriel, Paris

## STATISTICS

### Passenger activity (in millions)

Total Group	September			Year to date		
	2011	2010	Variation	2011	2010-11	Variation
Passengers carried (000s)	6,857	6,328	8.4%	40,605	37,327	8.8%
Revenue pax-kilometers (RPK)	19,314	17,663	9.3%	114,845	105,739	8.6%
Available seat-kilometers (ASK)	22,662	21,090	7.5%	137,277	126,993	8.1%
Load factor (%)	85.2%	83.8%	1.5	83.7%	83.3%	0.4

Europe (including France)						
Passengers carried (000s)	4,761	4,387	8.5%	28,033	25,571	9.6%
Revenue pax-kilometers (RPK)	3,915	3,576	9.5%	23,298	21,138	10.2%
Available seat-kilometers (ASK)	5,006	4,667	7.3%	29,957	27,868	7.5%
Load factor (%)	78.2%	76.6%	1.6	77.8%	75.8%	1.9

Americas						
Passengers carried (000s)	917	826	11.0%	5,375	4,871	10.3%
Revenue pax-kilometers (RPK)	6,894	6,145	12.2%	40,367	36,188	11.5%
Available seat-kilometers (ASK)	7,613	6,869	10.8%	45,681	40,964	11.5%
Load factor (%)	90.6%	89.4%	1.1	88.4%	88.3%	0.0

Asia / Pacific						
Passengers carried (000s)	524	478	9.7%	2,991	2,769	8.0%
Revenue pax-kilometers (RPK)	4,560	4,157	9.7%	25,712	23,945	7.4%
Available seat-kilometers (ASK)	5,133	4,692	9.4%	29,815	27,455	8.6%
Load factor (%)	88.8%	88.6%	0.3	86.2%	87.2%	(1.0)

Africa / Middle East						
Passengers carried (000s)	449	443	1.6%	2,641	2,683	(1.5%)
Revenue pax-kilometers (RPK)	2,441	2,372	2.9%	14,317	14,357	(0.3%)
Available seat-kilometers (ASK)	2,946	2,985	(1.3%)	17,968	17,829	0.8%
Load factor (%)	82.9%	79.5%	3.4	79.7%	80.5%	(0.8)

Caribbean / Indian,Ocean						
Passengers carried (000s)	205	194	5.5%	1,564	1,433	9.1%
Revenue pax-kilometers (RPK)	1,504	1,414	6.4%	11,152	10,112	10.3%
Available seat-kilometers (ASK)	1,964	1,875	4.7%	13,855	12,877	7.6%
Load factor (%)	76.6%	75.4%	1.2	80.5%	78.5%	2.0

### Cargo activity (in millions)

Total Group	September			Year to date		
	2011	2010	Variation	2011	2010-11	Variation
Revenue tonne-km (RTK)	931	964	(3.4%)	5,680	5,685	(0.1%)
Available tonne-km (ATK)	1,439	1,425	1.0%	8,711	8,394	3.8%
Load factor (%)	64.7%	67.6%	(3.0)	65.2%	67.7%	(2.5)

Europe (including France)						
Revenue tonne-km (RTK)	7	5	29.0%	43	35	23.0%
Available tonne-km (ATK)	49	42	16.9%	300	254	18.0%
Load factor (%)	14.3%	12.9%	1.3	14.3%	13.7%	0.6

Americas						
Revenue tonne-km (RTK)	377	375	0.5%	2,246	2,200	2.1%
Available tonne-km (ATK)	572	552	3.6%	3,414	3,244	5.2%
Load factor (%)	65.8%	67.9%	(2.0)	65.8%	67.8%	(2.0)

Asia / Pacific						
Revenue tonne-km (RTK)	378	403	(6.1%)	2,324	2,360	(1.5%)
Available tonne-km (ATK)	511	518	(1.4%)	3,086	2,968	4.0%
Load factor (%)	74.1%	77.7%	(3.7)	75.3%	79.5%	(4.2)

Africa / Middle East						
Revenue tonne-km (RTK)	137	146	(6.1%)	851	882	(3.5%)
Available tonne-km (ATK)	225	234	(3.9%)	1,374	1,411	(2.6%)
Load factor (%)	60.7%	62.1%	(1.5)	61.9%	62.5%	(0.6)

Caribbean / Indian Ocean						
Revenue tonne-km (RTK)	32	35	(8.1%)	216	207	4.0%
Available tonne-km (ATK)	81	77	4.8%	538	516	4.3%
Load factor (%)	39.5%	45.0%	(5.6)	40.1%	40.2%	(0.1)