

OCTOBER 2011 TRAFFIC

Passenger

- ▶ Rise in traffic (+5.7%)
- ▶ Slight decline in load factor to 83.9% (-0.3 points)

Cargo

- ▶ Decline in traffic (-5.2%)
- ▶ Four point decline in load factor to 66.3%

Passenger business

Traffic was affected by the flight attendants strike at Air France during the final three days of October. Traffic increased by an overall 5.7% for capacity growth of 6.1%, leading to a modest 0.3 point decline in load factor to 83.9%. The growth in capacity was also the result of the gradual transfer of Martinair capacity to KLM. The number of passengers stood at 6.76 million, up by 4.9%. Unit revenue per available seat kilometer (RASK) excluding currency was down relative to its level of October 2010.

- On the Americas network, traffic rose 8.6% for capacity up 7.8%. The load factor gained 0.7 points to 88.9%.
- The Asia network posted traffic growth of 5.8% and, with capacity having increased by 8.4%, the load factor declined by 2.2 points to 87.3%.
- The Africa and Middle East network saw virtually stable traffic (-0.2%) for capacity down by 1.5%, leading to a one point increase in load factor to 80.1%. While traffic to/from Ivory Coast was higher than in October 2010, traffic to/from Egypt, Syria and Tunisia remained well down.
- On the Caribbean and Indian Ocean network, traffic was up by 2.8% for capacity up 3.3%. The load factor declined by 0.4 of a point to 82.7%.
- The European network saw capacity growth of 7.4%, part of which was linked to the launch of the Marseille base in early October. With traffic increasing by 5.9%, the load factor declined by 1.1 points to 75.7%.

Cargo business

Cargo traffic declined by 5.2% while capacity increased by 0.6%. The low capacity growth was due to strict control of the capacity in full freighters (-8.8%). The load factor fell by 4 points to 66.3%. Unit revenue per available ton kilometer (RATK) excluding currency was down relative to its level of October 2010.

Recent developments

- On 2nd October, the Marseille base was launched with flights to 13 new destinations in France, Europe and the Mediterranean Basin. The initial operational results being satisfactory, the company plans to reinforce the frequencies some destinations and open three new services in the Summer 2012 schedule.
- Air France and KLM signed reciprocal code-share agreements with Aerolinas Argentinas.
- KLM's Winter schedule was introduced offering four new destinations in Latin America: Rio de Janeiro, Buenos Aires, Havana and Punta-Cana, reinforcing the dual-hub strategy through Amsterdam-Schiphol and Paris-Charles de Gaulle.

- On 13th October, Air France operated a flight between Toulouse and Paris using a 50% mix of sustainable biofuel. The emissions on this flight were 54g of CO₂ per passenger per km, i.e. half those emitted on a conventional flight.
- On 7th October, KLM presented no.92 in its collection of Delft Blue houses in celebration of its 92nd anniversary. World Business Class passengers have been receiving the miniature houses on flights since the 1950s.

Agenda

- ▶ 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
- ▶ 7th December 2011 at 8h00 CET: November 2011 traffic

STATISTICS

Passenger activity (in millions)

Total Group	October			Year to date		
	2011	2010	Variation	2011	2010-11	Variation
Passengers carried (000s)	6,758	6,443	4.9%	47,362	43,770	8.2%
Revenue pax-kilometers (RPK)	19,260	18,226	5.7%	134,105	123,965	8.2%
Available seat-kilometers (ASK)	22,956	21,636	6.1%	160,234	148,629	7.8%
Load factor (%)	83.9%	84.2%	(0.3)	83.7%	83.4%	0.3

Europe (including France)						
	2011	2010	Variation	2011	2010-11	Variation
Passengers carried (000s)	4,670	4,439	5.2%	32,703	30,009	9.0%
Revenue pax-kilometers (RPK)	3,836	3,623	5.9%	27,134	24,761	9.6%
Available seat-kilometers (ASK)	5,065	4,717	7.4%	35,022	32,586	7.5%
Load factor (%)	75.7%	76.8%	(1.1)	77.5%	76.0%	1.5

Americas						
	2011	2010	Variation	2011	2010-11	Variation
Passengers carried (000s)	880	819	7.4%	6,255	5,691	9.9%
Revenue pax-kilometers (RPK)	6,661	6,133	8.6%	47,027	42,321	11.1%
Available seat-kilometers (ASK)	7,490	6,949	7.8%	53,171	47,913	11.0%
Load factor (%)	88.9%	88.3%	0.7	88.4%	88.3%	0.1

Asia / Pacific						
	2011	2010	Variation	2011	2010-11	Variation
Passengers carried (000s)	530	504	5.3%	3,521	3,273	7.6%
Revenue pax-kilometers (RPK)	4,611	4,360	5.8%	30,323	28,306	7.1%
Available seat-kilometers (ASK)	5,285	4,874	8.4%	35,100	32,329	8.6%
Load factor (%)	87.3%	89.5%	(2.2)	86.4%	87.6%	(1.2)

Africa / Middle East						
	2011	2010	Variation	2011	2010-11	Variation
Passengers carried (000s)	443	450	(1.6%)	3,084	3,133	(1.6%)
Revenue pax-kilometers (RPK)	2,421	2,426	(0.2%)	16,738	16,782	(0.3%)
Available seat-kilometers (ASK)	3,023	3,069	(1.5%)	20,991	20,898	0.4%
Load factor (%)	80.1%	79.0%	1.0	79.7%	80.3%	(0.6)

Caribbean / Indian, Ocean						
	2011	2010	Variation	2011	2010-11	Variation
Passengers carried (000s)	235	231	1.7%	1,799	1,664	8.1%
Revenue pax-kilometers (RPK)	1,732	1,684	2.8%	12,883	11,795	9.2%
Available seat-kilometers (ASK)	2,094	2,027	3.3%	15,950	14,903	7.0%
Load factor (%)	82.7%	83.1%	(0.4)	80.8%	79.1%	1.6

Cargo activity (in millions)

Total Group	October			Year to date		
	2011	2010	Variation	2011	2010-11	Variation
Revenue tonne-km (RTK)	981	1,034	(5.2%)	6,660	6,720	(0.9%)
Available tonne-km (ATK)	1,479	1,471	0.6%	10,190	9,863	3.3%
Load factor (%)	66.3%	70.3%	(4.0)	65.4%	68.1%	(2.8)

Europe (including France)						
	2011	2010	Variation	2011	2010-11	Variation
Revenue tonne-km (RTK)	8	6	22.0%	51	41	22.9%
Available tonne-km (ATK)	50	44	13.3%	349	298	17.3%
Load factor (%)	15.4%	14.3%	1.1	14.5%	13.8%	0.7

Americas						
	2011	2010	Variation	2011	2010-11	Variation
Revenue tonne-km (RTK)	388	405	(4.1%)	2,634	2,605	1.1%
Available tonne-km (ATK)	586	575	1.9%	4,000	3,818	4.8%
Load factor (%)	66.2%	70.3%	(4.2)	65.8%	68.2%	(2.4)

Asia / Pacific						
	2011	2010	Variation	2011	2010-11	Variation
Revenue tonne-km (RTK)	396	422	(6.2%)	2,720	2,783	(2.3%)
Available tonne-km (ATK)	516	517	(0.3%)	3,602	3,485	3.3%
Load factor (%)	76.8%	81.7%	(4.8)	75.5%	79.8%	(4.3)

Africa / Middle East						
	2011	2010	Variation	2011	2010-11	Variation
Revenue tonne-km (RTK)	152	162	(5.8%)	1,003	1,044	(3.9%)
Available tonne-km (ATK)	243	250	(2.9%)	1,617	1,661	(2.7%)
Load factor (%)	62.7%	64.6%	(1.9)	62.0%	62.8%	(0.8)

Caribbean / Indian Ocean						
	2011	2010	Variation	2011	2010-11	Variation
Revenue tonne-km (RTK)	36	39	(6.9%)	252	247	2.3%
Available tonne-km (ATK)	85	85	0.0%	622	600	3.7%
Load factor (%)	43.0%	46.2%	(3.2)	40.5%	41.1%	(0.6)