

DECEMBER 2011 TRAFFIC

- ▶ **Passenger: Rise in both traffic (+7.5%) and load factor (+1 point)**
 - ▶ **Cargo: Slight decline in traffic and load factor (-0.3%)**
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In order to facilitate year-on-year comparisons, passenger traffic data since November 2011 is restated to include the business of Martinair.

Passenger business

Activity in December 2010 was affected by severe weather conditions in Europe and the United States which led to the cancellation of 5,100 flights, flattening the year-on-year comparison. December capacity was up by 6.3% and traffic rose 7.5%, leading to a one point gain in load factor to 81.5%. The group carried 6.11 million passengers, up 11.7%. Unit revenue per available seat kilometre (RASK) ex-currency was stable relative to December 2010.

- On the Americas network traffic and capacity rose 9.0% and 6.7% respectively, driven mainly by Latin America. The load factor gained 1.8 point to 86.7%.
- The Asia network saw a 4.0% rise in traffic for capacity up 3.2%, leading to a 0.7 point rise in load factor to 83.0%. However Japanese activity has yet to recover to the levels prior to last year's earthquake and tsunami.
- The Africa and Middle East network saw a 5.1% rise in traffic with capacity up by 0.8%. The load factor therefore gained 3.4 points to 82.1%. The Africa network continues to recover, but the Middle East remains affected by political instability.
- The Caribbean and Indian Ocean network recorded a 3.6% rise in traffic for capacity up by 4.1%. The load factor stood at 83.3% (-0.4 points).
- The European network was the most affected by the severe weather December 2010, contributing to the sharp year on year rise, which was also attributable to the opening of the Marseille Base in October 2011. Traffic and capacity rose 14.8% and 14.9% respectively. The load factor was stable at 71.0% (-0.1 point).

Cargo business

In December 2011 cargo traffic and capacity were virtually stable (-0.3% and +0.1% respectively). The load factor amounted to 68.1% (-0.3 point). Unit revenue per available tonne kilometre (RATK) ex-currency declined slightly.

Recent developments

- On December 5th, Air France confirmed the launch of the province bases of Nice and of Toulouse in Spring 2012. Nice will add six new destinations to the current 16, while Toulouse will add 16 destinations to the 12 currently served.
- In May 2012, KLM will launch a route from Amsterdam to Lusaka, in Zambia.
- From December 2011, Air France's fleet of Airbus A380 is fully equipped with the Premium Voyageur Cabin which is now available on all destinations of its long-haul network.

Agenda

- ▶ 7th February 2012 at 8h00 CET : January 2012 traffic
- ▶ 7th March 2012 at 8h00 CET: February 2012 traffic
- ▶ 8th March 2012 : Full Year 2011 Results

STATISTICS

Passenger activity (in millions)

Total Group	December			Year to date		
	2011	2010	Variation	2011	2010-11	Variation
Passengers carried (000s)	6,110	5,469	11.7%	59,513	55,217	7.8%
Revenue pax-kilometers (RPK)	17,972	16,714	7.5%	170,321	159,198	7.0%
Available seat-kilometers (ASK)	22,053	20,753	6.3%	205,177	192,651	6.5%
Load factor (%)	81.5%	80.5%	1.0	83.0%	82.6%	0.4

Europe (including France)						
Passengers carried (000s)	4,111	3,555	15.6%	40,844	37,460	9.0%
Revenue pax-kilometers (RPK)	3,276	2,853	14.8%	33,624	30,725	9.4%
Available seat-kilometers (ASK)	4,614	4,015	14.9%	44,224	41,008	7.8%
Load factor (%)	71.0%	71.1%	(0.1)	76.0%	74.9%	1.1

Americas						
Passengers carried (000s)	742	699	6.0%	7,720	7,153	7.9%
Revenue pax-kilometers (RPK)	5,774	5,298	9.0%	58,452	53,416	9.4%
Available seat-kilometers (ASK)	6,663	6,244	6.7%	66,600	61,207	8.8%
Load factor (%)	86.7%	84.8%	1.8	87.8%	87.3%	0.5

Asia / Pacific						
Passengers carried (000s)	478	458	4.5%	4,467	4,198	6.4%
Revenue pax-kilometers (RPK)	4,029	3,875	4.0%	38,354	36,194	6.0%
Available seat-kilometers (ASK)	4,856	4,708	3.2%	44,787	41,865	7.0%
Load factor (%)	83.0%	82.3%	0.7	85.6%	86.5%	(0.8)

Africa / Middle East						
Passengers carried (000s)	456	441	3.3%	3,951	4,014	(1.6%)
Revenue pax-kilometers (RPK)	2,537	2,414	5.1%	21,546	21,660	(0.5%)
Available seat-kilometers (ASK)	3,090	3,067	0.8%	27,021	27,200	(0.7%)
Load factor (%)	82.1%	78.7%	3.4	79.7%	79.6%	0.1

Caribbean / Indian, Ocean						
Passengers carried (000s)	324	316	2.6%	2,531	2,391	5.8%
Revenue pax-kilometers (RPK)	2,356	2,275	3.6%	18,345	17,204	6.6%
Available seat-kilometers (ASK)	2,830	2,719	4.1%	22,544	21,370	5.5%
Load factor (%)	83.3%	83.6%	(0.4)	81.4%	80.5%	0.9

Cargo activity (in millions)

Total Group	December			Year to date		
	2011	2010	Variation	2011	2010-11	Variation
Revenue tonne-km (RTK)	932	935	(0.3%)	8,530	8,674	(1.7%)
Available tonne-km (ATK)	1,369	1,368	0.1%	12,933	12,638	2.3%
Load factor (%)	68.1%	68.4%	(0.3)	66.0%	68.6%	(2.7)

Europe (including France)						
Revenue tonne-km (RTK)	6	6	0.0%	63	54	17.5%
Available tonne-km (ATK)	42	38	9.8%	433	377	14.8%
Load factor (%)	15.6%	17.1%	(1.5)	14.6%	14.2%	0.3

Americas						
Revenue tonne-km (RTK)	371	360	2.9%	3,378	3,363	0.4%
Available tonne-km (ATK)	522	517	1.0%	5,036	4,868	3.4%
Load factor (%)	71.1%	69.7%	1.4	67.1%	69.1%	(2.0)

Asia / Pacific						
Revenue tonne-km (RTK)	369	376	(1.9%)	3,473	3,579	(3.0%)
Available tonne-km (ATK)	469	480	(2.3%)	4,568	4,474	2.1%
Load factor (%)	78.6%	78.4%	0.3	76.0%	80.0%	(4.0)

Africa / Middle East						
Revenue tonne-km (RTK)	143	143	0.7%	1,286	1,341	(4.1%)
Available tonne-km (ATK)	234	236	(0.9%)	2,078	2,133	(2.6%)
Load factor (%)	61.4%	60.4%	1.0	61.9%	62.9%	(1.0)

Caribbean / Indian Ocean						
Revenue tonne-km (RTK)	43	50	(14.1%)	331	337	(2.0%)
Available tonne-km (ATK)	103	98	5.7%	818	786	4.1%
Load factor (%)	41.6%	51.2%	(9.6)	40.4%	42.9%	(2.5)