

JANUARY 2012 TRAFFIC

- ▶ **Passenger: 3.7% rise in traffic and 2.5 gain in load factor**
 - ▶ **Cargo: traffic down 10.3% and 3 points decline in load factor**
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In order to facilitate year on year comparisons passenger data since November 2011 has been restated to include the passenger business of Martinair.

Passenger business

January passenger activity remained on a positive trend with traffic up 3.7% for a 0.6% rise in capacity, leading of a 2.5 point gain in load factor to 81.6%. Passenger numbers stood at 5.75 million (+5.3%). The rise in unit revenue per available seat kilometer (RASK) was however insufficient to offset the increase in the fuel bill.

- On the Americas network the 3.8% increase in capacity was mainly driven by Latin America, with North America having recorded a capacity reduction. Traffic rose on both networks, (+8.3%). The load factor therefore gained 3.7 points.
- The timing of Chinese New Year in January this year, as well as the ongoing effects of last year's disaster in Japan saw a 2.3% decline in both traffic and capacity on the Asia network. The load factor remained stable at 85.3%.
- The Africa and Middle East network saw a 2.1% increase in traffic with capacity down 2.8%. The load factor therefore gained 3.9 points to 80.5%. The Africa network continues to recover, while the Middle East remains affected by political instability.
- On the Caribbean and Indian Ocean network, traffic rose 0.5% with capacity down by 0.5%. The load factor gained 0.9 points to 85.5%.
- The European network saw traffic up 8.1% for capacity up by 2.3%. The load factor stood at 68.2% (+3.6 points).

Cargo business

Cargo recorded a sharp drop in traffic (-10.3%) linked to the weak economy and the timing of CNY. A 6.0% reduction in capacity limited the decline in load factor to 3 points at 61.4%. Unit revenues ex-currency were down on January 2011.

Recent developments

- SkyTeam launched SkyPriority to improve the experience of Elite Plus, First and Business class passengers by offering dedicated services and priority access. SkyPriority will be rolled out in the 1,000 airports served by the alliance at the beginning of 2013.
- On January 12th, Air France became a partner of Bluenext, the global environment exchange, becoming its 108th member. Air France is the first airline to request membership of the emissions exchange market.
- Air France continues to invest in its business class product with the roll out of the 'full-sleep' seat.
- KLM launched a new service, 'Meet & Seat' allowing passengers to choose who they sit next to via Facebook and LinkedIn.
- KLM restarted direct flights between Amsterdam and Quito, with four weekly flights. Previously there was a stopover in Bonaire.

Agenda

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

STATISTICS

Passenger activity (in millions)

Total Group	January			Year to date		
	2012	2011	Variation	2012	2011	Variation
Passengers carried (000s)	5,756	5,466	5.3%	5,756	5,466	5.3%
Revenue pax-kilometers (RPK)	17,555	16,926	3.7%	17,555	16,926	3.7%
Available seat-kilometers (ASK)	21,504	21,379	0.6%	21,504	21,379	0.6%
Load factor (%)	81.6%	79.2%	2.5	81.6%	79.2%	2.5
Europe (including France)						
Passengers carried (000s)	3,795	3,538	7.3%	3,795	3,538	7.3%
Revenue pax-kilometers (RPK)	3,028	2,801	8.1%	3,028	2,801	8.1%
Available seat-kilometers (ASK)	4,438	4,336	2.3%	4,438	4,336	2.3%
Load factor (%)	68.2%	64.6%	3.6	68.2%	64.6%	3.6
Americas						
Passengers carried (000s)	716	677	5.8%	716	677	5.8%
Revenue pax-kilometers (RPK)	5,641	5,207	8.3%	5,641	5,207	8.3%
Available seat-kilometers (ASK)	6,486	6,250	3.8%	6,486	6,250	3.8%
Load factor (%)	87.0%	83.3%	3.7	87.0%	83.3%	3.7
Asia / Pacific						
Passengers carried (000s)	478	484	(1.2%)	478	484	(1.2%)
Revenue pax-kilometers (RPK)	4,025	4,121	(2.3%)	4,025	4,121	(2.3%)
Available seat-kilometers (ASK)	4,717	4,827	(2.3%)	4,717	4,827	(2.3%)
Load factor (%)	85.3%	85.4%	(0.0)	85.3%	85.4%	(0.0)
Africa / Middle East						
Passengers carried (000s)	438	438	0.1%	438	438	0.1%
Revenue pax-kilometers (RPK)	2,445	2,395	2.1%	2,445	2,395	2.1%
Available seat-kilometers (ASK)	3,038	3,126	(2.8%)	3,038	3,126	(2.8%)
Load factor (%)	80.5%	76.6%	3.9	80.5%	76.6%	3.9
Caribbean / Indian,Ocean						
Passengers carried (000s)	329	329	(0.0%)	329	329	(0.0%)
Revenue pax-kilometers (RPK)	2,415	2,402	0.5%	2,415	2,402	0.5%
Available seat-kilometers (ASK)	2,825	2,840	(0.5%)	2,825	2,840	(0.5%)
Load factor (%)	85.5%	84.6%	0.9	85.5%	84.6%	0.9

Cargo activity (in millions)

Total Group	January			Year to date		
	2012	2011	Variation	2012	2011	Variation
Revenue tonne-km (RTK)	801	894	(10.3%)	801	894	(10.3%)
Available tonne-km (ATK)	1,306	1,389	(6.0%)	1,306	1,389	(6.0%)
Load factor (%)	61.4%	64.3%	(3.0)	61.4%	64.3%	(3.0)
Europe (including France)						
Revenue tonne-km (RTK)	5	5	(1.7%)	5	5	(1.7%)
Available tonne-km (ATK)	41	40	1.6%	41	40	1.6%
Load factor (%)	13.0%	13.4%	(0.4)	13.0%	13.4%	(0.4)
Americas						
Revenue tonne-km (RTK)	323	360	(10.1%)	323	360	(10.1%)
Available tonne-km (ATK)	506	529	(4.4%)	506	529	(4.4%)
Load factor (%)	63.9%	68.0%	(4.1)	63.9%	68.0%	(4.1)
Asia / Pacific						
Revenue tonne-km (RTK)	306	355	(13.8%)	306	355	(13.8%)
Available tonne-km (ATK)	414	488	(15.2%)	414	488	(15.2%)
Load factor (%)	73.9%	72.7%	1.2	73.9%	72.7%	1.2
Africa / Middle East						
Revenue tonne-km (RTK)	126	142	(11.3%)	126	142	(11.3%)
Available tonne-km (ATK)	226	238	(5.0%)	226	238	(5.0%)
Load factor (%)	55.8%	59.8%	(4.0)	55.8%	59.8%	(4.0)
Caribbean / Indian Ocean						
Revenue tonne-km (RTK)	41	32	29.5%	41	32	29.5%
Available tonne-km (ATK)	120	95	26.7%	120	95	26.7%
Load factor (%)	34.4%	33.7%	0.7	34.4%	33.7%	0.7