

MAY 2012 TRAFFIC

- ▶ **Passenger: stable traffic (-0.2%) for capacity down 1.4%, rise in load factor (+1.0 point)**
 - ▶ **Cargo: decline in traffic (-8.8%) and load factor (-3.9 points)**
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In order to facilitate year on year comparisons, last year's passenger data has been restated to include the passenger business of Martinair.

Passenger business

Passenger traffic was stable (-0.2%) for capacity down 1.4%. The load factor improved by one point to 80.8%. The number of passengers stood at 6.55 million (-0.8%).

In France, May saw four additional public holidays compared to last year, which weighed on the leisure/business mix. As a result, unit revenue per available seat kilometer (RASK) ex-currency was stable compared with May 2011.

- ▶ On the Americas network, traffic and capacity declined by 1.8% and 2.6% respectively. The load factor stood at 86.7% (+0.7 points).
- ▶ The Asia network, which was affected in 2011 by the impact of the Japanese tsunami, saw a 4.3% increase in traffic for capacity up by 3.4%. The load factor improved by 0.7 points to 81.9%.
- ▶ The Africa and Middle East network recorded a 1.8% drop in traffic, considerably lower than the reduction in capacity of 6.8%. The load factor gained 3.9 points to 75.2%.
- ▶ On the Caribbean and Indian Ocean network, traffic was virtually stable (-0.3%) for capacity down by 3.2%. As a result, the load factor gained 2.3 points to 80.9%.
- ▶ The European network saw a rise in traffic of 2.6% for capacity up by 3.2%. The load factor declined slightly to 74.2% (-0.4 points).

Cargo business

The cargo business recorded an 8.8% drop in traffic for capacity reduced by 3.9%. The load factor declined by 3.4 points to 64.3%. Unit revenue per available ton kilometer (RATK) ex-currency decreased relative to May 2011.

Recent developments

- ▶ The group is pursuing its expansion in Africa: On 15th May, KLM launched three weekly flights to Lusaka (Zambia) operated by an Airbus A330, and Air France launched on 4th June a daily flight to Abuja (Nigeria), also operated by an Airbus A330.
- ▶ Saudia joined SkyTeam, taking the number of members to 16. Saudia is the first SkyTeam member based in the Middle East, and represents a solid base for the alliance in this region.
- ▶ Air France launched a daily flight to Los Angeles, operated by an Airbus A380, the third US destination to be served by this aircraft after New York and Washington. Air France flies to Los Angeles from Paris-Charles de Gaulle with two daily flights by Airbus A380 and Boeing B777.

Agenda

- ▶ 6th July 2012 at 8:00 CET: June 2012 traffic
- ▶ 30th July 2012 at 7:15 CET: First Half 2012 results

STATISTICS

Passenger activity (in millions)

Total Group	May			Year to date		
	2012	2011	Variation	2012	2011	Variation
Passengers carried (000s)	6,550	6,602	(0.8%)	30,528	29,529	3.4%
Revenue pax-kilometers (RPK)	18,119	18,147	(0.2%)	88,138	84,956	3.7%
Available seat-kilometers (ASK)	22,436	22,755	(1.4%)	107,787	107,046	0.7%
Load factor (%)	80.8%	79.8%	1.0	81.8%	79.4%	2.4

Europe (including France)						
Passengers carried (000s)	4,646	4,631	0.3%	20,960	20,126	4.1%
Revenue pax-kilometers (RPK)	3,889	3,791	2.6%	17,058	16,189	5.4%
Available seat-kilometers (ASK)	5,240	5,079	3.2%	23,645	23,025	2.7%
Load factor (%)	74.2%	74.6%	(0.4)	72.1%	70.3%	1.8

Americas						
Passengers carried (000s)	823	862	(4.5%)	3,697	3,589	3.0%
Revenue pax-kilometers (RPK)	6,326	6,443	(1.8%)	28,748	27,213	5.6%
Available seat-kilometers (ASK)	7,299	7,490	(2.6%)	33,072	32,596	1.5%
Load factor (%)	86.7%	86.0%	0.7	86.9%	83.5%	3.4

Asia / Pacific						
Passengers carried (000s)	476	470	1.2%	2,362	2,308	2.3%
Revenue pax-kilometers (RPK)	4,177	4,004	4.3%	20,321	19,653	3.4%
Available seat-kilometers (ASK)	5,098	4,929	3.4%	23,986	23,637	1.5%
Load factor (%)	81.9%	81.2%	0.7	84.7%	83.1%	1.6

Africa / Middle East						
Passengers carried (000s)	378	390	(3.1%)	2,057	2,014	2.1%
Revenue pax-kilometers (RPK)	2,063	2,100	(1.8%)	11,419	11,045	3.4%
Available seat-kilometers (ASK)	2,742	2,942	(6.8%)	14,544	14,754	(1.4%)
Load factor (%)	75.2%	71.4%	3.9	78.5%	74.9%	3.6

Caribbean / Indian, Ocean						
Passengers carried (000s)	228	250	(8.8%)	1,453	1,493	(2.7%)
Revenue pax-kilometers (RPK)	1,665	1,809	(8.0%)	10,592	10,856	(2.4%)
Available seat-kilometers (ASK)	2,059	2,315	(11.1%)	12,540	13,034	(3.8%)
Load factor (%)	80.9%	78.1%	2.7	84.5%	83.3%	1.2

Cargo activity (in millions)

Total Group	May			Year to date		
	2012	2011	Variation	2012	2011	Variation
Revenue tonne-km (RTK)	901	988	(8.8%)	4,370	4,712	(7.3%)
Available tonne-km (ATK)	1,401	1,458	(3.9%)	6,762	6,955	(2.8%)
Load factor (%)	64.3%	67.8%	(3.4)	64.6%	67.7%	(3.1)

Europe (including France)						
Revenue tonne-km (RTK)	6	8	(21.2%)	28	31	(8.5%)
Available tonne-km (ATK)	47	51	(8.1%)	216	221	(2.2%)
Load factor (%)	12.7%	14.8%	(2.1)	13.2%	14.1%	(0.9)

Americas						
Revenue tonne-km (RTK)	344	397	(13.4%)	1,705	1,880	(9.3%)
Available tonne-km (ATK)	554	579	(4.3%)	2,635	2,668	(1.2%)
Load factor (%)	62.1%	68.7%	(6.5)	64.7%	70.5%	(5.8)

Asia / Pacific						
Revenue tonne-km (RTK)	375	395	(5.1%)	1,762	1,878	(6.2%)
Available tonne-km (ATK)	484	511	(5.2%)	2,273	2,441	(6.9%)
Load factor (%)	77.6%	77.5%	0.1	77.5%	76.9%	0.6

Africa / Middle East						
Revenue tonne-km (RTK)	134	149	(9.9%)	677	726	(6.8%)
Available tonne-km (ATK)	224	230	(2.9%)	1,143	1,160	(1.5%)
Load factor (%)	60.0%	64.7%	(4.7)	59.2%	62.6%	(3.3)

Caribbean / Indian Ocean						
Revenue tonne-km (RTK)	42	39	8.1%	198	196	0.8%
Available tonne-km (ATK)	93	87	6.5%	497	465	6.9%
Load factor (%)	45.0%	44.4%	0.6	39.8%	42.2%	(2.4)