

## **JULY 2012 TRAFFIC**

- ▶ **Passenger: 1.1% rise in traffic and good progress of unit revenues ex-currency**
  - ▶ **Cargo: 5.5% decline in traffic with 2.5 point lower load factor**
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*In order to facilitate year on year comparison passenger data has been restated to include the passenger business of Martinair.*

### **Passenger business**

July 2012 traffic rose 1.1% for capacity up 1.6%, leading to a slight (-0.4 point) decline in load factor, which remained at the high level of 86.9%. The number of passengers amounted to 7.43 million, up 1.5%. Unit revenue per available seat kilometre (RASK) ex-currency was up relative to July 2011.

On the Americas network traffic and capacity rose by 2.0% and 1.5% respectively. The load factor improved by 0.4 points to 90.7%.

The Asia network saw traffic rise by 3.3% for capacity up by 5.6%. The load factor declined by 2.0 points to 89.4%.

The Africa and Middle East network saw a decline in traffic of 4.0% with capacity down by 4.1%. The load factor was stable at 85.1% (+0.1 point).

On the Caribbean and Indian Ocean network traffic declined by 3.3% for capacity down 5.7%. The load factor gained 2.1 points to 85.5%.

The European network recorded a 3.2% rise in traffic for capacity up by 5.2% under the effect of the provincial bases. The load factor declined by 1.6 points to 80.4%.

### **Cargo business**

The cargo business saw a 5.5% decline in traffic for capacity down 1.6%. The load factor stood at 61.6% (-2.5 points). Unit revenue per available tonne kilometre (RATK) ex-currency was lower than in July 2011.

### **Agenda**

7th September 2012, 08.00h CET: August 2012 traffic  
5th October 2012, 08.00h CET: September 2012 traffic  
31st October 2012, 07.15h CET: Third Quarter 2012 Results

## STATISTICS

### Passenger activity (in millions)

Total Group	July			Year to date		
	2012	2011	Variation	2012	2011	Variation
Passengers carried (000s)	7,425	7,313	1.5%	44,859	43,577	2.9%
Revenue pax-kilometers (RPK)	21,517	21,272	1.1%	129,070	124,798	3.4%
Available seat-kilometers (ASK)	24,756	24,375	1.6%	155,604	154,055	1.0%
Load factor (%)	86.9%	87.3%	(0.4)	82.9%	81.0%	1.9
<b>Europe (including France)</b>						
Passengers carried (000s)	5,112	4,965	2.9%	30,904	29,804	3.7%
Revenue pax-kilometers (RPK)	4,320	4,187	3.2%	25,391	24,239	4.8%
Available seat-kilometers (ASK)	5,373	5,108	5.2%	34,226	33,065	3.5%
Load factor (%)	80.4%	82.0%	(1.6)	74.2%	73.3%	0.9
<b>Americas</b>						
Passengers carried (000s)	981	982	(0.0%)	5,599	5,461	2.5%
Revenue pax-kilometers (RPK)	7,542	7,397	2.0%	43,344	41,289	5.0%
Available seat-kilometers (ASK)	8,318	8,194	1.5%	49,200	48,472	1.5%
Load factor (%)	90.7%	90.3%	0.4	88.1%	85.2%	2.9
<b>Asia / Pacific</b>						
Passengers carried (000s)	546	541	1.0%	3,425	3,327	3.0%
Revenue pax-kilometers (RPK)	4,810	4,658	3.3%	29,627	28,388	4.4%
Available seat-kilometers (ASK)	5,382	5,099	5.6%	34,533	33,560	2.9%
Load factor (%)	89.4%	91.4%	(2.0)	85.8%	84.6%	1.2
<b>Africa / Middle East</b>						
Passengers carried (000s)	462	488	(5.4%)	2,943	2,921	0.7%
Revenue pax-kilometers (RPK)	2,536	2,642	(4.0%)	16,274	15,948	2.0%
Available seat-kilometers (ASK)	2,981	3,110	(4.1%)	20,393	20,789	(1.9%)
Load factor (%)	85.1%	85.0%	0.1	79.8%	76.7%	3.1
<b>Caribbean / Indian Ocean</b>						
Passengers carried (000s)	324	337	(3.9%)	1,987	2,064	(3.7%)
Revenue pax-kilometers (RPK)	2,309	2,388	(3.3%)	14,435	14,935	(3.3%)
Available seat-kilometers (ASK)	2,701	2,864	(5.7%)	17,252	18,169	(5.0%)
Load factor (%)	85.5%	83.4%	2.1	83.7%	82.2%	1.5

### Cargo activity (in millions)

Total Group	July			Year to date		
	2012	2011	Variation	2012	2011	Variation
Revenue tonne-km (RTK)	900	952	(5.5%)	6,165	6,582	(6.3%)
Available tonne-km (ATK)	1,461	1,486	(1.6%)	9,630	9,859	(2.3%)
Load factor (%)	61.6%	64.1%	(2.5)	64.0%	66.8%	(2.7)
<b>Europe (including France)</b>						
Revenue tonne-km (RTK)	6	7	(26.4%)	40	46	(13.4%)
Available tonne-km (ATK)	48	51	(6.5%)	309	321	(3.8%)
Load factor (%)	11.5%	14.7%	(3.1)	12.9%	14.3%	(1.4)
<b>Americas</b>						
Revenue tonne-km (RTK)	360	374	(3.9%)	2,416	2,615	(7.6%)
Available tonne-km (ATK)	597	581	2.8%	3,810	3,804	0.2%
Load factor (%)	60.2%	64.4%	(4.2)	63.4%	68.7%	(5.3)
<b>Asia / Pacific</b>						
Revenue tonne-km (RTK)	369	397	(6.9%)	2,504	2,653	(5.6%)
Available tonne-km (ATK)	485	527	(8.0%)	3,235	3,473	(6.9%)
Load factor (%)	76.1%	75.2%	0.9	77.4%	76.4%	1.0
<b>Africa / Middle East</b>						
Revenue tonne-km (RTK)	134	141	(4.7%)	942	1,004	(6.2%)
Available tonne-km (ATK)	229	230	(0.5%)	1,591	1,615	(1.5%)
Load factor (%)	58.6%	61.3%	(2.6)	59.2%	62.2%	(3.0)
<b>Caribbean / Indian Ocean</b>						
Revenue tonne-km (RTK)	32	33	(3.7%)	264	264	(0.2%)
Available tonne-km (ATK)	102	96	6.7%	685	646	6.1%
Load factor (%)	31.0%	34.3%	(3.3)	38.5%	40.9%	(2.4)