

## AUGUST 2012 TRAFFIC

- ▶ **Passenger: 0.6% rise in traffic and good progress of unit revenues ex-currency**
  - ▶ **Cargo: capacity adjustment (-5.2%) limits the decline in load factor (-1.7 point)**
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*In order to facilitate year on year comparison, passenger data has been restated to include the business of Martinair.*

### Passenger business

In August 2012, traffic rose by 0.6% for capacity up by 0.6%. The load factor therefore remained stable at 85.7% (-0.1 point). The number of passengers amounted to 6.94 million (+1.4%). Unit revenue per available seat kilometer (RASK) ex-currency increased relative to August 2011.

- Traffic on the Americas network was stable (-0.0%), with a slight rise in capacity (+0.8%); the load factor declined by 0.7 points to 88.8%.
- The Asia network recorded a 2.9% rise in traffic for capacity up by 3.5%. The load factor declined by 0.5 points to 88.9%.
- The Africa and Middle East network saw declines in both traffic and capacity of 2.0% and 3.6% respectively. The load factor of 84.8% represented a rise of 1.4 points.
- On the Caribbean and Indian Ocean network traffic declined by 5.1% for capacity down by 5.0%. The load factor remained stable at 84.3%.
- Traffic on the European network rose by 4.2% for capacity up by 3.4% under the effect of the provincial bases. The load factor gained 0.6 points to 78.7%.

### Cargo business

The group has adjusted its full-freighter flight schedule, leading to a 5.2% reduction in capacity. Traffic was down 7.8%, leading to a 1.7 point decline in the load factor to 60.6%. Unit revenue per available ton kilometer (RATK) ex-currency was lower than in August 2011.

### Recent developments

- ▶ KLM announced the opening of a route to Harare (Zimbabwe) as of 29<sup>th</sup> October 2012, with three weekly flights operated by Airbus A330. This new route further reinforces the group's presence in Africa, where three other routes have been opened in 2012: Amsterdam-Luanda (Angola), Paris-Abuja (Nigeria) and Amsterdam-Lusaka (Zambia).
- ▶ Aerolineas Argentinas joined the SkyTeam Alliance on 29<sup>th</sup> August 2012. This first Latin American member of the alliance adds 40 new destinations to the SkyTeam network. Following the entry in 2011 and 2012 of China Eastern, China Airlines, Saudia, Middle-East Airlines and Aerolineas Argentinas, the majority of SkyTeam's 18 members are now based in high growth markets.

### Agenda

- 5th October 2012, 08.00h CET: September 2012 traffic
- 31st October 2012, 07.15h CET: Third Quarter 2012 Results
- 8th November 2012, 08.00h CET: October 2012 traffic

## STATISTICS

### Passenger activity (in millions)

Total Group	August			Year to date		
	2012	2011	Variation	2012	2011	Variation
Passengers carried (000s)	6,940	6,841	1.4%	51,799	50,418	2.7%
Revenue pax-kilometers (RPK)	20,925	20,805	0.6%	149,996	145,603	3.0%
Available seat-kilometers (ASK)	24,416	24,261	0.6%	180,020	178,315	1.0%
Load factor (%)	85.7%	85.8%	(0.1)	83.3%	81.7%	1.7
<b>Europe (including France)</b>						
Passengers carried (000s)	4,665	4,522	3.2%	35,570	34,326	3.6%
Revenue pax-kilometers (RPK)	4,079	3,914	4.2%	29,470	28,153	4.7%
Available seat-kilometers (ASK)	5,181	5,011	3.4%	39,407	38,076	3.5%
Load factor (%)	78.7%	78.1%	0.6	74.8%	73.9%	0.8
<b>Americas</b>						
Passengers carried (000s)	952	970	(1.8%)	6,551	6,430	1.9%
Revenue pax-kilometers (RPK)	7,296	7,299	(0.0%)	50,640	48,588	4.2%
Available seat-kilometers (ASK)	8,215	8,153	0.8%	57,414	56,625	1.4%
Load factor (%)	88.8%	89.5%	(0.7)	88.2%	85.8%	2.4
<b>Asia / Pacific</b>						
Passengers carried (000s)	533	528	1.1%	3,959	3,854	2.7%
Revenue pax-kilometers (RPK)	4,714	4,582	2.9%	34,341	32,970	4.2%
Available seat-kilometers (ASK)	5,301	5,124	3.5%	39,834	38,684	3.0%
Load factor (%)	88.9%	89.4%	(0.5)	86.2%	85.2%	1.0
<b>Africa / Middle East</b>						
Passengers carried (000s)	466	482	(3.3%)	3,409	3,403	0.2%
Revenue pax-kilometers (RPK)	2,564	2,616	(2.0%)	18,837	18,564	1.5%
Available seat-kilometers (ASK)	3,024	3,137	(3.6%)	23,418	23,926	(2.1%)
Load factor (%)	84.8%	83.4%	1.4	80.4%	77.6%	2.9
<b>Caribbean / Indian Ocean</b>						
Passengers carried (000s)	323	339	(4.8%)	2,311	2,404	(3.9%)
Revenue pax-kilometers (RPK)	2,272	2,394	(5.1%)	16,707	17,328	(3.6%)
Available seat-kilometers (ASK)	2,695	2,836	(5.0%)	19,947	21,004	(5.0%)
Load factor (%)	84.3%	84.4%	(0.1)	83.8%	82.5%	1.3

### Cargo activity (in millions)

Total Group	August			Year to date		
	2012	2011	Variation	2012	2011	Variation
Revenue tonne-km (RTK)	858	930	(7.8%)	7,023	7,512	(6.5%)
Available tonne-km (ATK)	1,415	1,493	(5.2%)	11,048	11,352	(2.7%)
Load factor (%)	60.6%	62.3%	(1.7)	63.6%	66.2%	(2.6)
<b>Europe (including France)</b>						
Revenue tonne-km (RTK)	5	7	(28.2%)	45	53	(15.4%)
Available tonne-km (ATK)	47	51	(6.7%)	357	372	(4.1%)
Load factor (%)	10.8%	14.1%	(3.2)	12.6%	14.3%	(1.7)
<b>Americas</b>						
Revenue tonne-km (RTK)	358	371	(3.6%)	2,773	2,986	(7.1%)
Available tonne-km (ATK)	598	594	0.7%	4,408	4,399	0.2%
Load factor (%)	59.8%	62.5%	(2.7)	62.9%	67.9%	(5.0)
<b>Asia / Pacific</b>						
Revenue tonne-km (RTK)	333	378	(11.9%)	2,837	3,030	(6.4%)
Available tonne-km (ATK)	437	522	(16.4%)	3,671	3,995	(8.1%)
Load factor (%)	76.3%	72.4%	3.9	77.3%	75.9%	1.4
<b>Africa / Middle East</b>						
Revenue tonne-km (RTK)	131	142	(7.4%)	1,073	1,146	(6.4%)
Available tonne-km (ATK)	229	233	(1.6%)	1,823	1,848	(1.4%)
Load factor (%)	57.3%	60.9%	(3.6)	58.9%	62.0%	(3.2)
<b>Caribbean / Indian Ocean</b>						
Revenue tonne-km (RTK)	31	32	(5.2%)	294	296	(0.7%)
Available tonne-km (ATK)	104	93	12.1%	789	739	6.8%
Load factor (%)	29.5%	34.8%	(5.4)	37.3%	40.1%	(2.8)