

7th September 2012

# **AUGUST 2012 TRAFFIC**

- Passenger: 0.6% rise in traffic and good progress of unit revenues excurrency
- Cargo: capacity adjustment (-5.2%) limits the decline in load factor (-1.7 point)

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**

August

Year to date

| Passenger  | activity | (in milli              | ons) |
|------------|----------|------------------------|------|
| i asscrige | activity | <b>\ 111 1 1111111</b> | Uliu |

|  |   | August  |  |  | rear to date   |   |
|--|---|---|--|--|--|---|
| Total Group  | 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   |
| Load factor (%)  | 03.7%   | 03.0%   | (0.1)  | 03.3%  | 01.770   | 1.7   |
| Europe (including France)  | •   | •   | ·  |  | •  | •   |
| 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%  |
| ` '  |   |   |  | •  | · ·  | - 1   |
| Load factor (%)  | 78.7%   | 78.1%   | 0.6  | 74.8%  | 73.9%  | 0.8   |
| Americas   |   |   |  |  |  |   |
| 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   |
| (1.1)  |   |   |  |  |  | 1   |
| Asia / Pacific   |   | •   |  |  |  | -   |
| 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   |
|  |   |   |  |  |  | _   |
| Africa / Middle East   | 1   |   | (0.551)  |  | 1 2  |   |
| 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   |
|  |   |   |  |  |  |   |
| Caribbean / Indian,Ocean   |   | T   |  |  | ſ  |   |
| Passengers carried (000s)  | 323   | 339   | (4.8%)   | 2,311  | 2,404  | (3.9%)  |
|  |   |   |  |  |  | (2.60/)   |
| Revenue pax-kilometers (RPK)   | 2,272   | 2,394   | (5.1%)   | 16,707   | 17,328   | (3.0%)  |
| Revenue pax-kilometers (RPK) Available seat-kilometers (ASK)   | 2,272<br>2,695  | 2,394<br>2,836  | (5.1%)   | 16,707<br>19,947   | 17,328<br>21,004   |   |
| •  |   | · · · · · · · · · · · · · · · · · · ·   |  |  | t  | (5.0%)  |
| Available seat-kilometers (ASK) Load factor (%)  | 2,695<br>84.3%  | 2,836   | (5.0%)   | 19,947   | 21,004   | (5.0%)  |
| Available seat-kilometers (ASK)  | 2,695<br>84.3%  | 2,836   | (5.0%)   | 19,947<br>83.8%  | 21,004<br>82.5%  |   |
| Available seat-kilometers (ASK) Load factor (%)  Cargo activity (in million  | 2,695<br>84.3%  | 2,836<br>84.4%<br>August  | (5.0%)   | 19,947<br>83.8%  | 21,004<br>82.5%  | (5.0%)  |
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| Available seat-kilometers (ASK) Load factor (%)  Cargo activity (in million total Group Revenue tonne-km (RTK)   | 2,695<br>84.3%<br>ons)<br>2012<br>858   | 2,836<br>84.4%<br>August<br>2011<br>930   | (5.0%)<br>(0.1)<br>Variation<br>(7.8%)   | 19,947<br>83.8%<br>2012<br>7,023   | 21,004<br>82.5%<br>Year to date<br>2011<br>7,512   | (5.0%)<br>1.3<br><b>Variatio</b><br>(6.5%)  |
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| Available seat-kilometers (ASK) Load factor (%)  Cargo activity (in million  Total Group Revenue tonne-km (RTK) Available tonne-km (ATK) Load factor (%)  Europe (including France) Revenue tonne-km (RTK) Available tonne-km (ATK) Load factor (%)  Americas Revenue tonne-km (RTK) Available tonne-km (RTK) Available tonne-km (ATK) Load factor (%)  Asia / Pacific   | 2,695<br>84.3%<br>2012<br>858<br>1,415<br>60.6%<br>5<br>47<br>10.8%<br>358<br>598<br>59.8%                        | 2,836 84.4%  August 2011 930 1,493 62.3%  7 51 14.1%  | (5.0%)<br>(0.1)<br>Variation<br>(7.8%)<br>(5.2%)<br>(1.7)<br>(28.2%)<br>(6.7%)<br>(3.2)<br>(3.6%)<br>0.7%<br>(2.7)   | 19,947<br>83.8%<br>2012<br>7,023<br>11,048<br>63.6%<br>45<br>357<br>12.6%  | 21,004<br>82.5%<br>/ear to date<br>2011<br>7,512<br>11,352<br>66.2%<br>53<br>372<br>14.3%<br>2,986<br>4,399<br>67.9%   | (5.0%) 1.3  Variatic (6.5%) (2.7%) (2.6)  (15.4%) (4.1%) (1.7)  (7.1%) 0.2% (5.0)   |
| Available seat-kilometers (ASK) Load factor (%)  Cargo activity (in million of the content of th | 2,695<br>84.3%<br>2012<br>858<br>1,415<br>60.6%<br>5<br>47<br>10.8%<br>358<br>598<br>59.8%                        | 2,836 84.4%  August 2011 930 1,493 62.3%  7 51 14.1%  371 594 62.5%                               | (5.0%)<br>(0.1)<br>Variation<br>(7.8%)<br>(5.2%)<br>(1.7)<br>(28.2%)<br>(6.7%)<br>(3.2)<br>(3.6%)<br>0.7%<br>(2.7)   | 19,947<br>83.8%<br>2012<br>7,023<br>11,048<br>63.6%<br>45<br>357<br>12.6%<br>2,773<br>4,408<br>62.9%   | 21,004<br>82.5%<br>Year to date<br>2011<br>7,512<br>11,352<br>66.2%<br>53<br>372<br>14.3%<br>2,986<br>4,399<br>67.9%   | (5.0%) 1.3  Variatic (6.5%) (2.7%) (2.6)  (15.4%) (4.1%) (1.7)  (7.1%) 0.2% (5.0)   |
| Available seat-kilometers (ASK) Load factor (%)  Cargo activity (in million mi | 2,695<br>84.3%<br>2012<br>858<br>1,415<br>60.6%<br>5<br>47<br>10.8%<br>358<br>598<br>59.8%                        | 2,836 84.4%  August 2011 930 1,493 62.3%  7 51 14.1%  371 594 62.5%                               | (5.0%)<br>(0.1)<br>Variation<br>(7.8%)<br>(5.2%)<br>(1.7)<br>(28.2%)<br>(6.7%)<br>(3.2)<br>(3.6%)<br>0.7%<br>(2.7)   | 19,947<br>83.8%<br>2012<br>7,023<br>11,048<br>63.6%<br>45<br>357<br>12.6%<br>2,773<br>4,408<br>62.9%   | 21,004<br>82.5%<br>/ear to date<br>2011<br>7,512<br>11,352<br>66.2%<br>53<br>372<br>14.3%<br>2,986<br>4,399<br>67.9%<br>3,030<br>3,995                                     | (5.0%<br>1.3<br>Variation<br>(6.5%<br>(2.7%)<br>(2.6)<br>(15.4%<br>(4.1%)<br>(1.7)<br>(7.1%)<br>0.2%<br>(5.0)<br>(6.4%)<br>(8.1%) |
| Available seat-kilometers (ASK) Load factor (%)  Cargo activity (in million of the content of th | 2,695<br>84.3%<br>2012<br>858<br>1,415<br>60.6%<br>5<br>47<br>10.8%<br>358<br>598<br>59.8%                        | 2,836 84.4%  August 2011 930 1,493 62.3%  7 51 14.1%  371 594 62.5%                               | (5.0%)<br>(0.1)<br>Variation<br>(7.8%)<br>(5.2%)<br>(1.7)<br>(28.2%)<br>(6.7%)<br>(3.2)<br>(3.6%)<br>0.7%<br>(2.7)   | 19,947<br>83.8%<br>2012<br>7,023<br>11,048<br>63.6%<br>45<br>357<br>12.6%<br>2,773<br>4,408<br>62.9%   | 21,004<br>82.5%<br>Year to date<br>2011<br>7,512<br>11,352<br>66.2%<br>53<br>372<br>14.3%<br>2,986<br>4,399<br>67.9%   | (5.0%) 1.3  Variatic (6.5%) (2.7%) (2.6)  (15.4%) (4.1%) (1.7)  (7.1%) 0.2% (5.0)   |
| Available seat-kilometers (ASK) Load factor (%)  Cargo activity (in million mi | 2,695<br>84.3%<br>2012<br>858<br>1,415<br>60.6%<br>5<br>47<br>10.8%<br>358<br>598<br>59.8%                        | 2,836 84.4%  August 2011 930 1,493 62.3%  7 51 14.1%  371 594 62.5%                               | (5.0%)<br>(0.1)<br>Variation<br>(7.8%)<br>(5.2%)<br>(1.7)<br>(28.2%)<br>(6.7%)<br>(3.2)<br>(3.6%)<br>0.7%<br>(2.7)   | 19,947<br>83.8%<br>2012<br>7,023<br>11,048<br>63.6%<br>45<br>357<br>12.6%<br>2,773<br>4,408<br>62.9%   | 21,004<br>82.5%<br>/ear to date<br>2011<br>7,512<br>11,352<br>66.2%<br>53<br>372<br>14.3%<br>2,986<br>4,399<br>67.9%<br>3,030<br>3,995                                     | (5.0%) 1.3  Variatio (6.5%) (2.7%) (2.6)  (15.4%) (4.1%) (1.7)  (7.1%) 0.2% (5.0)  (6.4%) (8.1%)                                  |
| Available seat-kilometers (ASK) Load factor (%)  Cargo activity (in million mi | 2,695<br>84.3%<br>2012<br>858<br>1,415<br>60.6%<br>5<br>47<br>10.8%<br>358<br>598<br>59.8%                        | 2,836 84.4%  August 2011 930 1,493 62.3%  7 51 14.1%  371 594 62.5%                               | (5.0%)<br>(0.1)<br>Variation<br>(7.8%)<br>(5.2%)<br>(1.7)<br>(28.2%)<br>(6.7%)<br>(3.2)<br>(3.6%)<br>0.7%<br>(2.7)   | 19,947<br>83.8%<br>2012<br>7,023<br>11,048<br>63.6%<br>45<br>357<br>12.6%<br>2,773<br>4,408<br>62.9%   | 21,004<br>82.5%<br>/ear to date<br>2011<br>7,512<br>11,352<br>66.2%<br>53<br>372<br>14.3%<br>2,986<br>4,399<br>67.9%<br>3,030<br>3,995                                     | (5.0%) 1.3  Variatio (6.5%) (2.7%) (2.6)  (15.4%) (4.1%) (1.7)  (7.1%) 0.2% (5.0)  (6.4%) (8.1%)                                  |
| Available seat-kilometers (ASK) Load factor (%)  Cargo activity (in million mi | 2,695<br>84.3%<br>2012<br>858<br>1,415<br>60.6%<br>5<br>47<br>10.8%<br>358<br>598<br>59.8%<br>333<br>437<br>76.3% | 2,836 84.4%  August 2011 930 1,493 62.3%  7 51 14.1%  371 594 62.5%  378 522 72.4%                | (5.0%)<br>(0.1)<br>Variation<br>(7.8%)<br>(5.2%)<br>(1.7)<br>(28.2%)<br>(6.7%)<br>(3.6%)<br>0.7%<br>(2.7)<br>(11.9%)<br>(16.4%)<br>3.9                                 | 19,947<br>83.8%<br>2012<br>7,023<br>11,048<br>63.6%<br>45<br>357<br>12.6%<br>2,773<br>4,408<br>62.9%<br>2,837<br>3,671<br>77.3%                            | 21,004<br>82.5%<br>Year to date<br>2011<br>7,512<br>11,352<br>66.2%<br>53<br>372<br>14.3%<br>2,986<br>4,399<br>67.9%<br>3,030<br>3,995<br>75.9%                            | (5.0%) 1.3  Variatic (6.5%) (2.7%) (2.6)  (15.4%) (4.1%) (1.7)  (7.1%) 0.2% (5.0)  (6.4%) (8.1%) 1.4                              |
| Available seat-kilometers (ASK) Load factor (%)  Cargo activity (in million mi | 2,695<br>84.3%<br>2012<br>858<br>1,415<br>60.6%<br>5<br>47<br>10.8%<br>358<br>598<br>59.8%<br>333<br>437<br>76.3% | 2,836 84.4%  August 2011 930 1,493 62.3%  7 51 14.1%  371 594 62.5%  378 522 72.4%                | (5.0%)<br>(0.1)<br>Variation<br>(7.8%)<br>(5.2%)<br>(1.7)<br>(28.2%)<br>(6.7%)<br>(3.6%)<br>0.7%<br>(2.7)<br>(11.9%)<br>(16.4%)<br>3.9                                 | 19,947<br>83.8%<br>2012<br>7,023<br>11,048<br>63.6%<br>45<br>357<br>12.6%<br>2,773<br>4,408<br>62.9%<br>2,837<br>3,671<br>77.3%                            | 21,004<br>82.5%<br>Year to date<br>2011<br>7,512<br>11,352<br>66.2%<br>53<br>372<br>14.3%<br>2,986<br>4,399<br>67.9%<br>3,030<br>3,995<br>75.9%                            | (5.0%) 1.3  Variatic (6.5%) (2.7%) (2.6)  (15.4%) (4.1%) (1.7)  (7.1%) 0.2% (5.0)  (6.4%) (8.1%) 1.4  (6.4%) (1.4%)               |
| Available seat-kilometers (ASK) Load factor (%)  Cargo activity (in million mi | 2,695<br>84.3%<br>2012<br>858<br>1,415<br>60.6%<br>5<br>47<br>10.8%<br>358<br>598<br>59.8%<br>333<br>437<br>76.3% | 2,836 84.4%  August 2011 930 1,493 62.3%  7 51 14.1%  371 594 62.5%  378 522 72.4%                | (5.0%)<br>(0.1)<br>Variation<br>(7.8%)<br>(5.2%)<br>(1.7)<br>(28.2%)<br>(6.7%)<br>(3.6%)<br>0.7%<br>(2.7)<br>(11.9%)<br>(16.4%)<br>3.9                                 | 19,947<br>83.8%<br>2012<br>7,023<br>11,048<br>63.6%<br>45<br>357<br>12.6%<br>2,773<br>4,408<br>62.9%<br>2,837<br>3,671<br>77.3%                            | 21,004<br>82.5%<br>Year to date<br>2011<br>7,512<br>11,352<br>66.2%<br>53<br>372<br>14.3%<br>2,986<br>4,399<br>67.9%<br>3,030<br>3,995<br>75.9%                            | (5.0%) 1.3  Variatic (6.5%) (2.7%) (2.6)  (15.4%) (4.1%) (1.7)  (7.1%) 0.2% (5.0)  (6.4%) (8.1%) 1.4                              |
| Available seat-kilometers (ASK) Load factor (%)  Cargo activity (in million mi | 2,695<br>84.3%<br>2012<br>858<br>1,415<br>60.6%<br>5<br>47<br>10.8%<br>358<br>598<br>59.8%<br>333<br>437<br>76.3% | 2,836 84.4%  August 2011 930 1,493 62.3%  7 51 14.1%  371 594 62.5%  378 522 72.4%                | (5.0%)<br>(0.1)<br>Variation<br>(7.8%)<br>(5.2%)<br>(1.7)<br>(28.2%)<br>(6.7%)<br>(3.6%)<br>0.7%<br>(2.7)<br>(11.9%)<br>(16.4%)<br>3.9                                 | 19,947<br>83.8%<br>2012<br>7,023<br>11,048<br>63.6%<br>45<br>357<br>12.6%<br>2,773<br>4,408<br>62.9%<br>2,837<br>3,671<br>77.3%                            | 21,004<br>82.5%<br>Year to date<br>2011<br>7,512<br>11,352<br>66.2%<br>53<br>372<br>14.3%<br>2,986<br>4,399<br>67.9%<br>3,030<br>3,995<br>75.9%                            | (5.0%) 1.3  Variatic (6.5%) (2.7%) (2.6)  (15.4%) (4.1%) (1.7)  (7.1%) 0.2% (5.0)  (6.4%) (8.1%) 1.4  (6.4%) (1.4%)               |
| Available seat-kilometers (ASK) Load factor (%)  Cargo activity (in million mi | 2,695<br>84.3%<br>2012<br>858<br>1,415<br>60.6%<br>5<br>47<br>10.8%<br>358<br>598<br>59.8%<br>333<br>437<br>76.3% | 2,836 84.4%  August 2011 930 1,493 62.3%  7 51 14.1%  371 594 62.5%  378 522 72.4%                | (5.0%)<br>(0.1)<br>Variation<br>(7.8%)<br>(5.2%)<br>(1.7)<br>(28.2%)<br>(6.7%)<br>(3.6%)<br>0.7%<br>(2.7)<br>(11.9%)<br>(16.4%)<br>3.9                                 | 19,947<br>83.8%<br>2012<br>7,023<br>11,048<br>63.6%<br>45<br>357<br>12.6%<br>2,773<br>4,408<br>62.9%<br>2,837<br>3,671<br>77.3%                            | 21,004<br>82.5%<br>Year to date<br>2011<br>7,512<br>11,352<br>66.2%<br>53<br>372<br>14.3%<br>2,986<br>4,399<br>67.9%<br>3,030<br>3,995<br>75.9%                            | (5.0%) 1.3  Variatic (6.5%) (2.7%) (2.6)  (15.4%) (4.1%) (1.7)  (7.1%) 0.2% (5.0)  (6.4%) (8.1%) 1.4  (6.4%) (1.4%) (3.2)         |
| Available seat-kilometers (ASK) Load factor (%)  Cargo activity (in million of the content of th | 2,695 84.3%  2012 858 1,415 60.6%  5 47 10.8%  358 598 59.8%  333 437 76.3%  131 229 57.3%                        | 2,836 84.4%  August 2011 930 1,493 62.3%  7 51 14.1%  371 594 62.5%  378 522 72.4%  142 233 60.9% | (5.0%)<br>(0.1)<br>Variation<br>(7.8%)<br>(5.2%)<br>(1.7)<br>(28.2%)<br>(6.7%)<br>(3.6)<br>(0.7%)<br>(2.7)<br>(11.9%)<br>(16.4%)<br>(3.9)<br>(7.4%)<br>(1.6%)<br>(3.6) | 19,947<br>83.8%<br>2012<br>7,023<br>11,048<br>63.6%<br>45<br>357<br>12.6%<br>2,773<br>4,408<br>62.9%<br>2,837<br>3,671<br>77.3%<br>1,073<br>1,823<br>58.9% | 21,004<br>82.5%<br>/ear to date<br>2011<br>7,512<br>11,352<br>66.2%<br>53<br>372<br>14.3%<br>2,986<br>4,399<br>67.9%<br>3,030<br>3,995<br>75.9%<br>1,146<br>1,848<br>62.0% | (5.0%) 1.3  Variatic (6.5%) (2.7%) (2.6)  (15.4%) (4.1%) (1.7)  (7.1%) 0.2% (5.0)  (6.4%) (8.1%) 1.4  (6.4%) (1.4%)               |