

SEPTEMBER 2012 TRAFFIC

- ▶ **Passenger: rise in traffic (+0.9%) and unit revenue ex-currency**
 - ▶ **Cargo: capacity adjustment (-4.5%) limits decline in load factor (-1.4 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 September 2012, traffic rose by 0.9% for capacity up by 0.8%. The load factor therefore remained stable at 85.2% (+0.1 point). The number of passengers amounted to 6.91 million (+0.5%). Unit revenue per available seat kilometer (RASK) ex-currency increased relative to September 2011.

- On the Americas network, capacity was up 0.7%, with a 1.5% rise in traffic and a load factor up 0.8 points to 91.0%.
- The Asia network recorded a 1.1% rise in traffic for capacity up by 1.7%. The load factor declined by 0.6 points to 88.3%.
- The Africa and Middle East network recorded declines in traffic and capacity of 1.9% and 2.7% respectively. The load factor, at 83.5%, was up by 0.7 points.
- On the Caribbean and Indian Ocean network, traffic was down 3.3% and capacity by 3.7%. The load factor gained 0.3 points to 76.9%.
- The European network saw a 3.0% rise in traffic for capacity up by 3.9% under the effect of the provincial bases. The load factor declined by 0.7 points to 77.5%.

Cargo business

The group continued to adjust its full-freighter schedule, leading to a 4.5% reduction in capacity. Traffic declined by 6.6%, with a 1.4 point deterioration in the load factor to 63.2%. Unit revenue per available ton kilometer (RATK) ex-currency was lower than in September 2011.

Recent developments

- ▶ The group announced its Winter 2012-13 schedule, effective on 28th October. In line with the Transform 2015 plan, the group has opted to stabilize capacity relative to Winter 2011-12, with a 0.5% increase on long haul and a 0.5% reduction on medium-haul. This minimal rise on long-haul reflects a reduction in capacity to North America and the Middle East and a slight increase to Asia and Africa.
- ▶ Air France confirmed it will invest several hundred million euros to reposition its product and services at the highest level within the industry. On its medium-haul network, the company will introduce a new catering offer in business and premium economy during the upcoming Winter season. In world premiere, the company will deploy, during 2013, a complimentary digital press service. This innovation will allow all passengers to upload daily press on their tablets and smartphones before boarding their flight. Finally as from 2014, the La Première and Business cabins on board the Company's Boeing 777 aircraft will be progressively redesigned.

- ▶ The Dow Jones Sustainability Index (DJSI), the main international index evaluating companies on their performance in terms of sustainable development, has once again ranked Air France-KLM air transport leader for the year 2012, for the 8th year running. Thanks to its performance, the group is also leader of the broader 'Transport and leisure' sector. This distinction ranks the 19 most responsible companies in the world, each in their own sector of activity.

Agenda

- 31 October 2012 at 07.15H CET: Third Quarter 2012 results
- 8 November 2012 at 08.00H CET: October 2012 traffic
- 7 December 2012 at 08.00H CET: November 2012 traffic

STATISTICS

Passenger activity (in millions)

Total Group	September			Year to date		
	2012	2011	Variation	2012	2011	Variation
Passengers carried (000s)	6,914	6,878	0.5%	58,714	57,296	2.5%
Revenue pax-kilometers (RPK)	19,655	19,486	0.9%	169,651	165,089	2.8%
Available seat-kilometers (ASK)	23,078	22,900	0.8%	203,093	201,215	0.9%
Load factor (%)	85.2%	85.1%	0.1	83.5%	82.0%	1.5

Europe (including France)						
Passengers carried (000s)	4,831	4,761	1.5%	40,401	39,087	3.4%
Revenue pax-kilometers (RPK)	4,030	3,915	3.0%	33,501	32,068	4.5%
Available seat-kilometers (ASK)	5,201	5,006	3.9%	44,608	43,082	3.5%
Load factor (%)	77.5%	78.2%	(0.7)	75.1%	74.4%	0.7

Americas						
Passengers carried (000s)	913	921	(0.9%)	7,465	7,352	1.5%
Revenue pax-kilometers (RPK)	7,036	6,931	1.5%	57,676	55,519	3.9%
Available seat-kilometers (ASK)	7,728	7,677	0.7%	65,138	64,301	1.3%
Load factor (%)	91.0%	90.3%	0.8	88.5%	86.3%	2.2

Asia / Pacific						
Passengers carried (000s)	523	524	(0.2%)	4,482	4,378	2.4%
Revenue pax-kilometers (RPK)	4,608	4,560	1.1%	38,949	37,529	3.8%
Available seat-kilometers (ASK)	5,221	5,133	1.7%	45,055	43,817	2.8%
Load factor (%)	88.3%	88.8%	(0.6)	86.4%	85.7%	0.8

Africa / Middle East						
Passengers carried (000s)	432	449	(4.0%)	3,840	3,853	(0.3%)
Revenue pax-kilometers (RPK)	2,396	2,441	(1.9%)	21,234	21,005	1.1%
Available seat-kilometers (ASK)	2,868	2,946	(2.7%)	26,286	26,873	(2.2%)
Load factor (%)	83.5%	82.9%	0.7	80.8%	78.2%	2.6

Caribbean / Indian, Ocean						
Passengers carried (000s)	215	222	(3.0%)	2,526	2,626	(3.8%)
Revenue pax-kilometers (RPK)	1,585	1,639	(3.3%)	18,292	18,967	(3.6%)
Available seat-kilometers (ASK)	2,060	2,139	(3.7%)	22,007	23,143	(4.9%)
Load factor (%)	76.9%	76.6%	0.3	83.1%	82.0%	1.2

Cargo activity (in millions)

Total Group	September			Year to date		
	2012	2011	Variation	2012	2011	Variation
Revenue tonne-km (RTK)	869	930	(6.6%)	7,893	8,443	(6.5%)
Available tonne-km (ATK)	1,375	1,439	(4.5%)	12,425	12,792	(2.9%)
Load factor (%)	63.2%	64.7%	(1.4)	63.5%	66.0%	(2.5)

Europe (including France)						
Revenue tonne-km (RTK)	6	7	(21.9%)	51	60	(16.1%)
Available tonne-km (ATK)	46	49	(7.4%)	402	422	(4.5%)
Load factor (%)	12.0%	14.3%	(2.2)	12.6%	14.3%	(1.7)

Americas						
Revenue tonne-km (RTK)	359	377	(4.7%)	3,133	3,363	(6.8%)
Available tonne-km (ATK)	585	572	2.3%	4,995	4,971	0.5%
Load factor (%)	61.3%	65.8%	(4.5)	62.7%	67.7%	(4.9)

Asia / Pacific						
Revenue tonne-km (RTK)	340	378	(10.1%)	3,177	3,409	(6.8%)
Available tonne-km (ATK)	436	511	(14.7%)	4,108	4,506	(8.8%)
Load factor (%)	78.0%	74.0%	4.0	77.3%	75.7%	1.7

Africa / Middle East						
Revenue tonne-km (RTK)	131	137	(4.3%)	1,204	1,283	(6.2%)
Available tonne-km (ATK)	220	225	(2.2%)	2,043	2,073	(1.4%)
Load factor (%)	59.4%	60.7%	(1.3)	58.9%	61.9%	(3.0)

Caribbean / Indian Ocean						
Revenue tonne-km (RTK)	34	32	5.9%	328	328	(0.0%)
Available tonne-km (ATK)	87	81	7.6%	877	820	6.9%
Load factor (%)	38.8%	39.4%	(0.6)	37.4%	40.0%	(2.6)