

OCTOBER 2012 TRAFFIC

- ▶ **Passenger: decline in capacity (-0.6%) and slowdown in traffic (-2.0%) but rise in unit revenues ex currency**
- ▶ **Cargo: capacity adapted to traffic levels**

In order to facilitate year on year comparison passenger data has been restated to include the passenger business of Martinair.

Passenger business

October 2012 was marked by a decline in business traffic in the French market. Traffic was down by 2.0% for capacity down 0.6%. The load factor gave up 1.2 points to 82.7%. The number of passengers amounted to 6.74 million (-0.5%). Nevertheless, unit revenue per available seat kilometre (RASK) was higher than in October 2011.

- The Americas network, and particularly North America, performed satisfactorily in spite of hurricane Sandy. Capacity was reduced by 3.4% and traffic by 3.3%. The load factor was stable at 88.8% (+0.1%).
- The Asia network recorded a 1.4% decline in traffic for capacity up 1.0%. The load factor declined by 2.1 points to 85.2%.
- The Africa and Middle East network recorded stable traffic (+0.2%) for capacity up 0.8%. The load factor declined by 0.5 points to 79.8%.
- On the Caribbean and Indian Ocean network, traffic was down 8.9% for capacity reduced by 6.4%. The load factor declined 2.2 points to 80.7%.
- On the European network traffic rose by 1.7% for capacity up 3.8% on the back of the effect of the regional bases. The load factor declined by 1.5 points to 74.2%.

Cargo business

The group continued to adjust its full-freighter schedule. In consequence, traffic (-6.7%) declined less than capacity (-7.1%). The load factor improved slightly to 66.6% (+0.3 points). Unit revenue per available tonne kilometre (RATK) declined relative to October 2011.

Recent developments

- ▶ Air France-KLM continues to develop its long-haul network, with three new routes for the Summer 2013 program: Paris-Minneapolis (United States), Paris-Kuala Lumpur (Malaysia) and Amsterdam-Fukuoka (Japan).
- ▶ As of 28th October 2012, Air France, KLM and Etihad Airways have extended the choice of schedules and destinations available to their customers with the signature of a code-sharing agreement. In addition to the Paris-Charles de Gaulle-Abu Dhabi and Amsterdam-Abu Dhabi routes, this agreement gives access to five new destinations for Air France to KLM passengers in Asia and Australia, as well as 10 European destinations to Etihad passengers on flights operated by Air France and KLM.
- ▶ As of 1st October 2012, Air France customers at Paris-Charles de Gaulle benefit from a simplified transit within the airport's most modern infrastructures. The international activity is henceforth centered at Terminal 2E, while terminal 2F is exclusively dedicated to the European (Schengen) flights of Air France and its SkyTeam alliance partners. Finally, the regional airlines (Brit Air, Regional, Airlinair) now operate out of 2G.

Agenda

- 7th December 2012 at 08.00h CET: November 2012 traffic
- 10th December 2012: Air France-KLM Investor Day
- 8th January 2013 at 08.00h CET: December 2012 traffic
- 7th February 2013 at 08.00h CET: January 2013 traffic
- 22nd February 2013 at 07.15h CET: FY 2012 Results

STATISTICS

Passenger activity (in millions)

| Total Group | October | | | Year to date | | |
|---------------------------------|---------|--------|-----------|--------------|---------|-----------|
| | 2012 | 2011 | Variation | 2012 | 2011 | Variation |
| Passengers carried (000s) | 6,742 | 6,779 | (0.5%) | 65,456 | 64,075 | 2.2% |
| Revenue pax-kilometers (RPK) | 19,048 | 19,431 | (2.0%) | 188,700 | 184,519 | 2.3% |
| Available seat-kilometers (ASK) | 23,036 | 23,167 | (0.6%) | 226,127 | 224,383 | 0.8% |
| Load factor (%) | 82.7% | 83.9% | (1.2) | 83.4% | 82.2% | 1.2 |

| Europe (including France) | | | | | | |
|---------------------------------|-------|-------|-------|--------|--------|------|
| Passengers carried (000s) | 4,730 | 4,670 | 1.3% | 45,131 | 43,757 | 3.1% |
| Revenue pax-kilometers (RPK) | 3,900 | 3,836 | 1.7% | 37,401 | 35,904 | 4.2% |
| Available seat-kilometers (ASK) | 5,256 | 5,065 | 3.8% | 49,864 | 48,147 | 3.6% |
| Load factor (%) | 74.2% | 75.7% | (1.5) | 75.0% | 74.6% | 0.4 |

| Americas | | | | | | |
|---------------------------------|-------|-------|--------|--------|--------|------|
| Passengers carried (000s) | 832 | 883 | (5.7%) | 8,297 | 8,234 | 0.8% |
| Revenue pax-kilometers (RPK) | 6,468 | 6,686 | (3.3%) | 64,145 | 62,205 | 3.1% |
| Available seat-kilometers (ASK) | 7,285 | 7,539 | (3.4%) | 72,421 | 71,841 | 0.8% |
| Load factor (%) | 88.8% | 88.7% | 0.1 | 88.6% | 86.6% | 2.0 |

| Asia / Pacific | | | | | | |
|---------------------------------|-------|-------|--------|--------|--------|------|
| Passengers carried (000s) | 516 | 530 | (2.8%) | 4,998 | 4,909 | 1.8% |
| Revenue pax-kilometers (RPK) | 4,545 | 4,611 | (1.4%) | 43,493 | 42,140 | 3.2% |
| Available seat-kilometers (ASK) | 5,336 | 5,285 | 1.0% | 50,391 | 49,101 | 2.6% |
| Load factor (%) | 85.2% | 87.3% | (2.1) | 86.3% | 85.8% | 0.5 |

| Africa / Middle East | | | | | | |
|---------------------------------|-------|-------|--------|--------|--------|--------|
| Passengers carried (000s) | 433 | 443 | (2.2%) | 4,274 | 4,296 | (0.5%) |
| Revenue pax-kilometers (RPK) | 2,425 | 2,421 | 0.2% | 23,659 | 23,426 | 1.0% |
| Available seat-kilometers (ASK) | 3,038 | 3,013 | 0.8% | 29,324 | 29,885 | (1.9%) |
| Load factor (%) | 79.8% | 80.4% | (0.5) | 80.7% | 78.4% | 2.3 |

| Caribbean / Indian Ocean | | | | | | |
|---------------------------------|-------|-------|--------|--------|--------|--------|
| Passengers carried (000s) | 230 | 253 | (8.8%) | 2,757 | 2,879 | (4.2%) |
| Revenue pax-kilometers (RPK) | 1,711 | 1,877 | (8.9%) | 20,002 | 20,844 | (4.0%) |
| Available seat-kilometers (ASK) | 2,121 | 2,266 | (6.4%) | 24,128 | 25,408 | (5.0%) |
| Load factor (%) | 80.7% | 82.8% | (2.2) | 82.9% | 82.0% | 0.9 |

Cargo activity (in millions)

| Total Group | October | | | Year to date | | |
|--------------------------|---------|-------|-----------|--------------|--------|-----------|
| | 2012 | 2011 | Variation | 2012 | 2011 | Variation |
| Revenue tonne-km (RTK) | 915 | 981 | (6.7%) | 8,810 | 9,424 | (6.5%) |
| Available tonne-km (ATK) | 1,374 | 1,479 | (7.1%) | 13,792 | 14,267 | (3.3%) |
| Load factor (%) | 66.6% | 66.3% | 0.3 | 63.9% | 66.1% | (2.2) |

| Europe (including France) | | | | | | |
|---------------------------|-------|-------|---------|-------|-------|---------|
| Revenue tonne-km (RTK) | 6 | 8 | (24.8%) | 56 | 68 | (17.1%) |
| Available tonne-km (ATK) | 47 | 50 | (5.8%) | 449 | 471 | (4.7%) |
| Load factor (%) | 12.3% | 15.4% | (3.1) | 12.5% | 14.4% | (1.9) |

| Americas | | | | | | |
|--------------------------|-------|-------|--------|-------|-------|--------|
| Revenue tonne-km (RTK) | 369 | 388 | (4.9%) | 3,504 | 3,751 | (6.6%) |
| Available tonne-km (ATK) | 564 | 586 | (3.7%) | 5,552 | 5,556 | (0.1%) |
| Load factor (%) | 65.4% | 66.2% | (0.8) | 63.1% | 67.5% | (4.4) |

| Asia / Pacific | | | | | | |
|--------------------------|-------|-------|---------|-------|-------|--------|
| Revenue tonne-km (RTK) | 358 | 397 | (9.9%) | 3,535 | 3,805 | (7.1%) |
| Available tonne-km (ATK) | 446 | 516 | (13.6%) | 4,553 | 5,020 | (9.3%) |
| Load factor (%) | 80.2% | 77.0% | 3.3 | 77.6% | 75.8% | 1.8 |

| Africa / Middle East | | | | | | |
|--------------------------|-------|-------|--------|-------|-------|--------|
| Revenue tonne-km (RTK) | 147 | 152 | (3.8%) | 1,351 | 1,435 | (5.9%) |
| Available tonne-km (ATK) | 235 | 243 | (3.4%) | 2,278 | 2,315 | (1.6%) |
| Load factor (%) | 62.5% | 62.7% | (0.2) | 59.3% | 62.0% | (2.7) |

| Caribbean / Indian Ocean | | | | | | |
|--------------------------|-------|-------|--------|-------|-------|--------|
| Revenue tonne-km (RTK) | 36 | 36 | (0.9%) | 364 | 365 | (0.1%) |
| Available tonne-km (ATK) | 83 | 85 | (2.1%) | 959 | 905 | 6.0% |
| Load factor (%) | 43.4% | 42.8% | 0.6 | 38.0% | 40.3% | (2.3) |