

FEBRUARY 2012 TRAFFIC

- ▶ **Passenger: 6.2% rise in traffic and 2.8 point gain in load factor**
- ▶ **Cargo: traffic down 5.1% and 4 point decline in load factor**

To facilitate year on year comparisons, passenger data since November 2011 has been restated to include the passenger business of Martinair.

February activity was affected by strike action at Air France. Elsewhere, the extra day relative to February 2011 represented an additional 3.5% of activity.

Passenger business

February 2012 passenger activity posted a 6.2% increase in traffic for capacity up by 2.5%, leading to a 2.8 point improvement in load factor to 80.5%. Passenger numbers stood at 5.34 million (+5.0%). Unit revenue per available seat kilometre (RASK) was up, but was not sufficient to offset the increase in the fuel bill.

- On the Americas network, traffic increased by 13.1% and capacity by 4.8%, leading to a 6.1 point gain in the load factor to 84.5%. While the increase in capacity was primarily linked to the Latin American network, the increase in traffic occurred on both the North and Latin American networks.
- The Asia network posted a traffic increase in line with that of capacity (+1.6% and +1.9% respectively), with the load factor virtually unchanged at 84.3% (-0.3 point).
- The Africa and Middle East network saw a 6.9% increase in traffic with capacity up by 3.1% thanks to the dynamic Africa network. As a result, the load factor gained 2.7 points to 77.2%.
- On the Caribbean and Indian Ocean network, traffic rose by 1.1% for a 0.6% reduction in capacity, the load factor gaining 1.4 points to 87.2%.
- The European network, most affected by the strike action, recorded a traffic increase of 4.9% for capacity up by 1.2%. The load factor stood at 69.1%, up 2.4 points.

Cargo business

Cargo recorded a 5.1% fall in traffic for a very limited increase in capacity (+0.8%), leading to a 4.0 points decline in load factor to 63.7%. Unit revenue per available tonne kilometre ex-currency (RATK) was down relative to February 2011 on the back of the decline in volumes, but unit revenue per revenue ton-kilometre held up well.

Recent developments

- Air France-KLM announced its Summer 2012 Schedule with capacity growth limited to 0.6%, of which +0.8% in long haul and -0.2% in medium haul excluding the provincial bases. Including the launch of the Marseille, Toulouse and Nice bases, where the Group's medium-haul business will see a 3.0% increase, total capacity will increase to 1.4%.
- KLM and Kenya Airways will shortly launch a twice-weekly joint cargo service between Nairobi and the Guangdong industrial zone in China. They are the first carriers to offer a non-stop cargo service between Africa and China.
- Air France is pursuing the development of its Marseille base with the launch of a twice-weekly non-stop service to Berlin, increasing the number of destinations served on departure from Marseille this summer to 34.

Agenda

- ▶ March 8th 2012: Full Year 2011 Results before market opening

STATISTICS

Passenger activity (in millions)

Total Group	February			Year to date		
	2012	2011	Variation	2012	2011	Variation
Passengers carried (000s)	5,339	5,084	5.0%	11,095	10,549	5.2%
Revenue pax-kilometers (RPK)	15,842	14,922	6.2%	33,397	31,847	4.9%
Available seat-kilometers (ASK)	19,673	19,201	2.5%	41,177	40,580	1.5%
Load factor (%)	80.5%	77.7%	2.8	81.1%	78.5%	2.6

Europe (including France)						
Passengers carried (000s)	3,585	3,422	4.8%	7,379	6,960	6.0%
Revenue pax-kilometers (RPK)	2,842	2,709	4.9%	5,871	5,511	6.5%
Available seat-kilometers (ASK)	4,112	4,062	1.2%	8,549	8,398	1.8%
Load factor (%)	69.1%	66.7%	2.4	68.7%	65.6%	3.0

Americas						
Passengers carried (000s)	618	561	10.0%	1,333	1,238	7.7%
Revenue pax-kilometers (RPK)	4,886	4,322	13.1%	10,528	9,530	10.5%
Available seat-kilometers (ASK)	5,781	5,514	4.8%	12,267	11,763	4.3%
Load factor (%)	84.5%	78.4%	6.1	85.8%	81.0%	4.8

Asia / Pacific						
Passengers carried (000s)	437	429	1.8%	915	913	0.2%
Revenue pax-kilometers (RPK)	3,697	3,639	1.6%	7,722	7,759	(0.5%)
Available seat-kilometers (ASK)	4,385	4,302	1.9%	9,102	9,129	(0.3%)
Load factor (%)	84.3%	84.6%	(0.3)	84.8%	85.0%	(0.2)

Africa / Middle East						
Passengers carried (000s)	398	375	6.2%	836	812	2.9%
Revenue pax-kilometers (RPK)	2,228	2,085	6.9%	4,673	4,480	4.3%
Available seat-kilometers (ASK)	2,885	2,799	3.1%	5,923	5,925	(0.0%)
Load factor (%)	77.2%	74.5%	2.7	78.9%	75.6%	3.3

Caribbean / Indian, Ocean						
Passengers carried (000s)	302	297	1.8%	631	626	0.8%
Revenue pax-kilometers (RPK)	2,189	2,166	1.1%	4,604	4,568	0.8%
Available seat-kilometers (ASK)	2,510	2,525	(0.6%)	5,335	5,365	(0.6%)
Load factor (%)	87.2%	85.8%	1.4	86.3%	85.1%	1.2

Cargo activity (in millions)

Total Group	February			Year to date		
	2012	2011	Variation	2012	2011	Variation
Revenue tonne-km (RTK)	797	840	(5.1%)	1,599	1,734	(7.8%)
Available tonne-km (ATK)	1,253	1,243	0.8%	2,559	2,632	(2.8%)
Load factor (%)	63.7%	67.6%	(4.0)	62.5%	65.9%	(3.4)

Europe (including France)						
Revenue tonne-km (RTK)	5	5	(3.0%)	11	11	(2.4%)
Available tonne-km (ATK)	38	38	1.6%	79	78	1.6%
Load factor (%)	13.9%	14.5%	(0.7)	13.4%	13.9%	(0.5)

Americas						
Revenue tonne-km (RTK)	312	357	(12.5%)	635	716	(11.3%)
Available tonne-km (ATK)	476	485	(1.8%)	981	1,013	(3.2%)
Load factor (%)	65.6%	73.6%	(8.0)	64.7%	70.7%	(6.0)

Asia / Pacific						
Revenue tonne-km (RTK)	315	303	4.2%	621	657	(5.5%)
Available tonne-km (ATK)	420	407	3.1%	833	895	(6.9%)
Load factor (%)	75.2%	74.4%	0.8	74.5%	73.4%	1.1

Africa / Middle East						
Revenue tonne-km (RTK)	127	139	(8.7%)	253	281	(9.9%)
Available tonne-km (ATK)	215	224	(4.0%)	442	462	(4.4%)
Load factor (%)	58.9%	61.9%	(3.0)	57.3%	60.8%	(3.5)

Caribbean / Indian Ocean						
Revenue tonne-km (RTK)	38	37	3.0%	79	69	15.3%
Available tonne-km (ATK)	104	90	15.9%	224	184	21.4%
Load factor (%)	36.4%	41.0%	(4.5)	35.4%	37.2%	(1.9)