

AIR FRANCE KLM

Setting the scene



Pierre-Henri Gourgeon
Deputy CEO, Air France-KLM

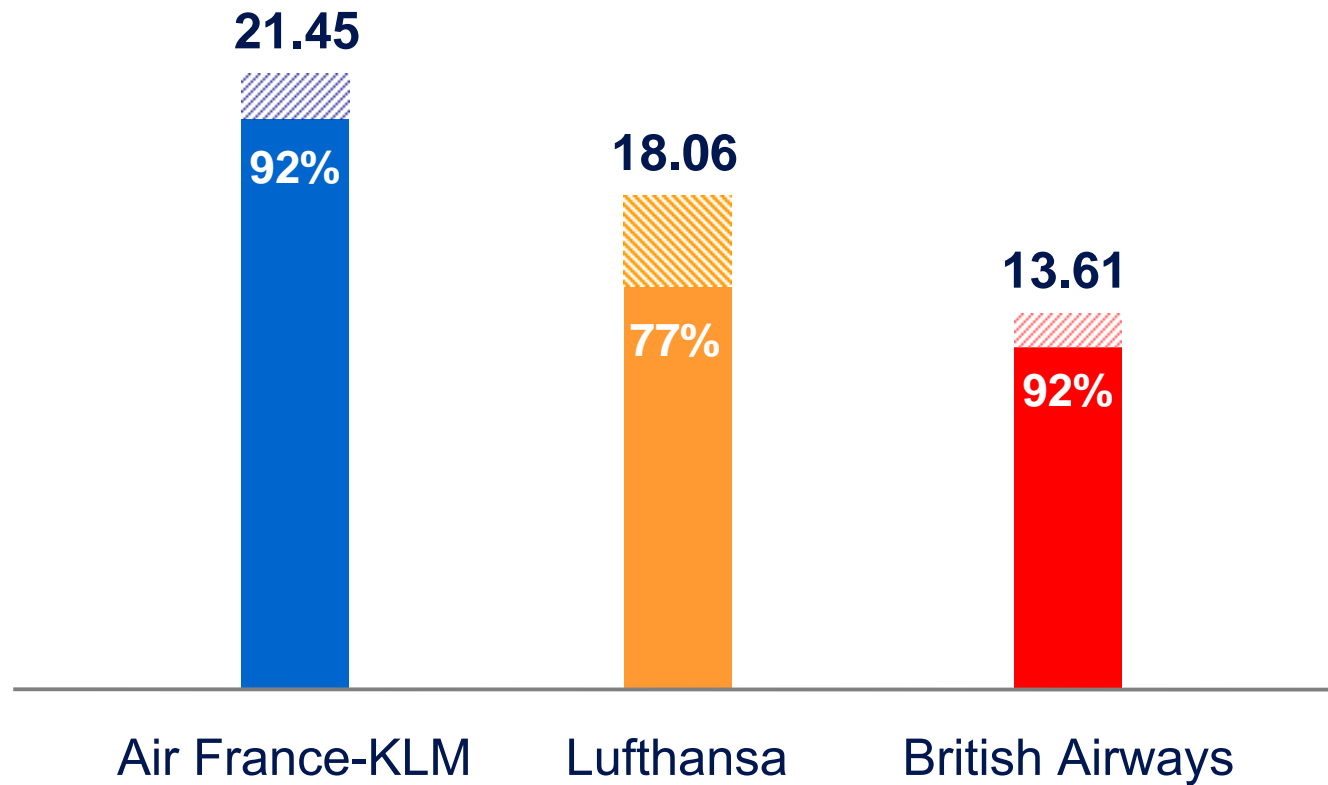
Agenda



- Air France-KLM: a leader in the airline industry
- Why do passengers prefer Air France-KLM ?
- The keys to increasing our competitiveness

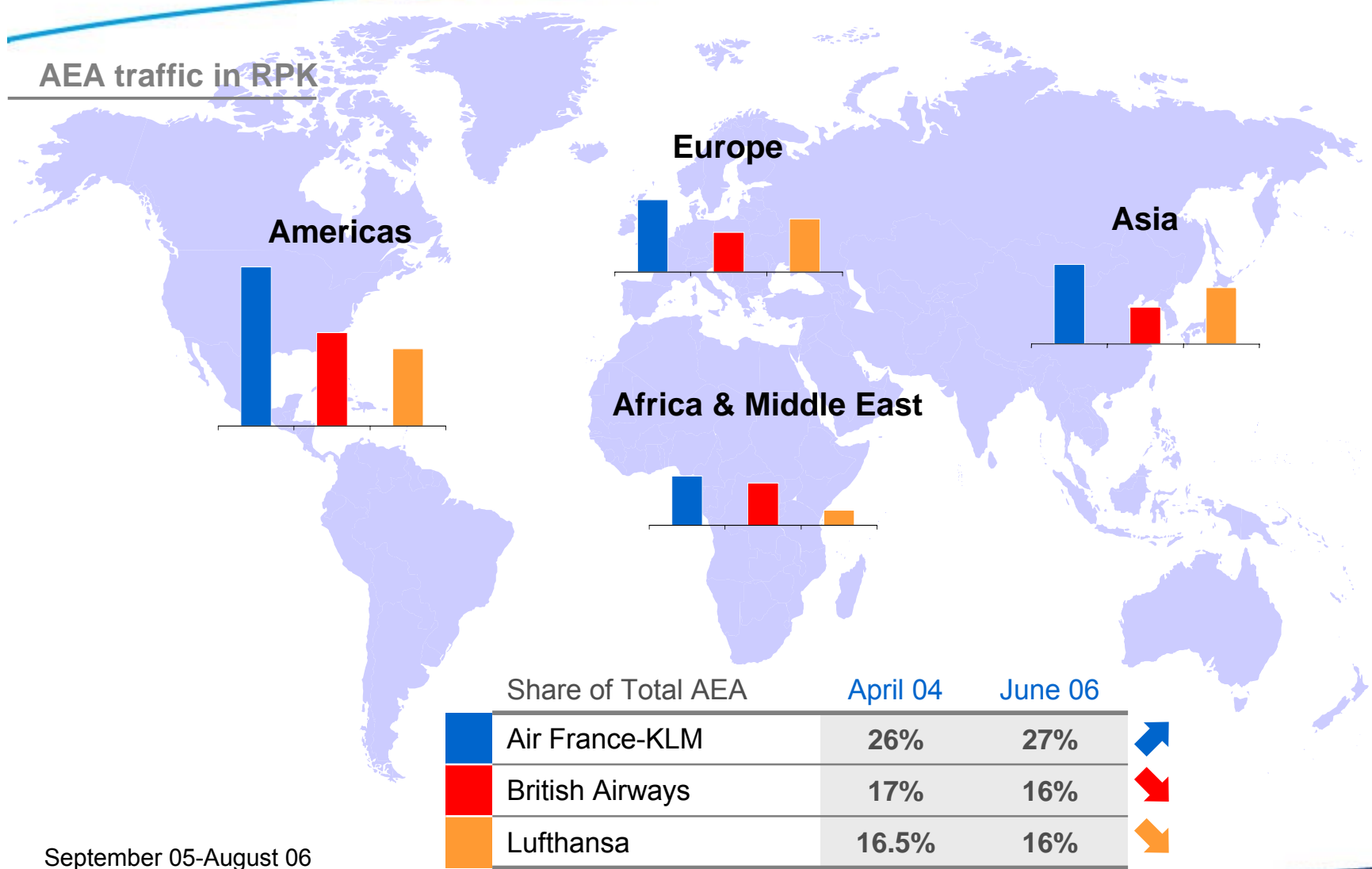
Air France-KLM: the largest and one of the purest airlines....

■ Flight revenues in €bn ▨ Other revenues % Flight revenues / total revenues



Source: Lastest full financial year

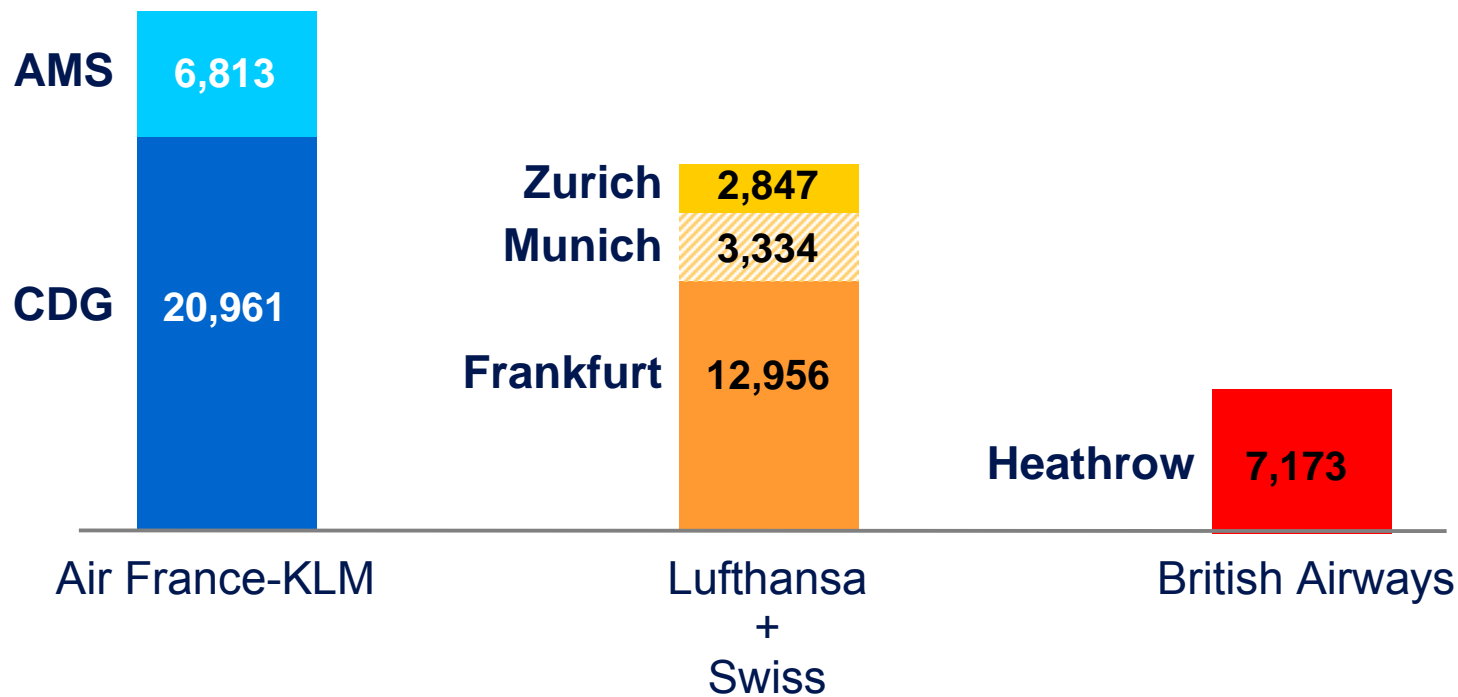
...with the highest traffic levels in all markets



September 05-August 06

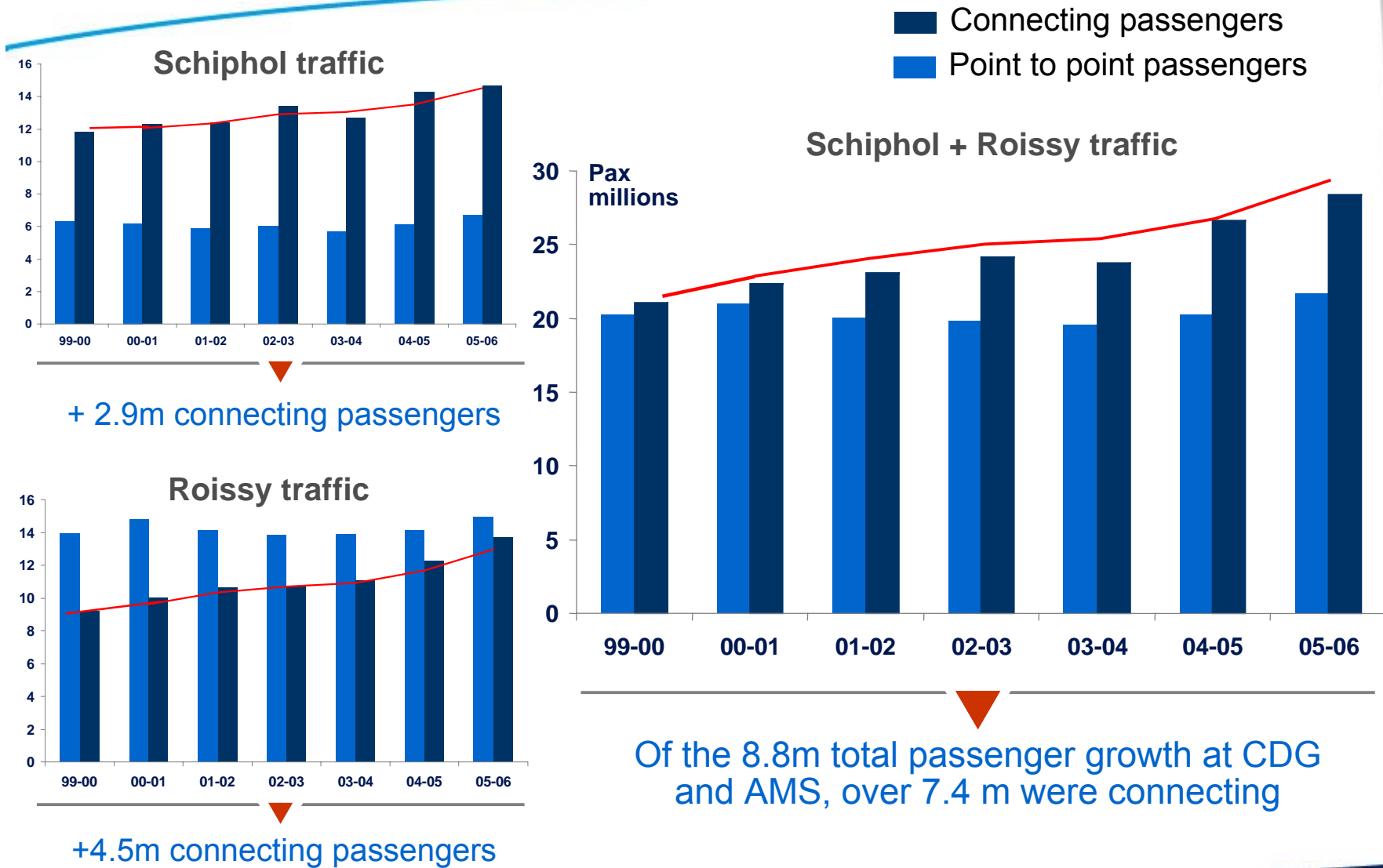
...and the most attractive dual-hub system in Europe

Weekly medium-haul/long-haul connections
In less than 2 hrs – Summer 2006



Source: OAG (Week 36)

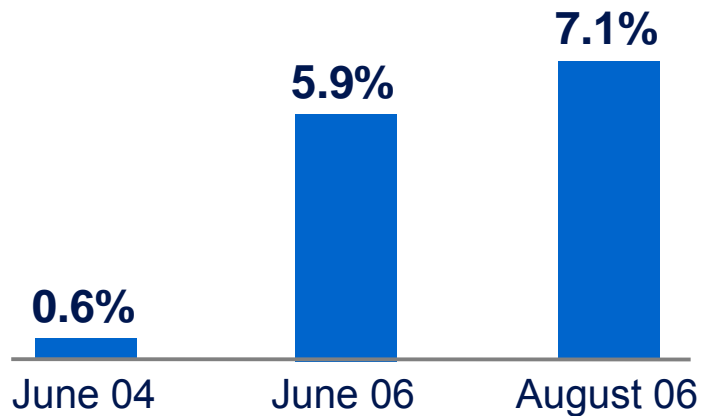
Connecting passengers fuel our growth



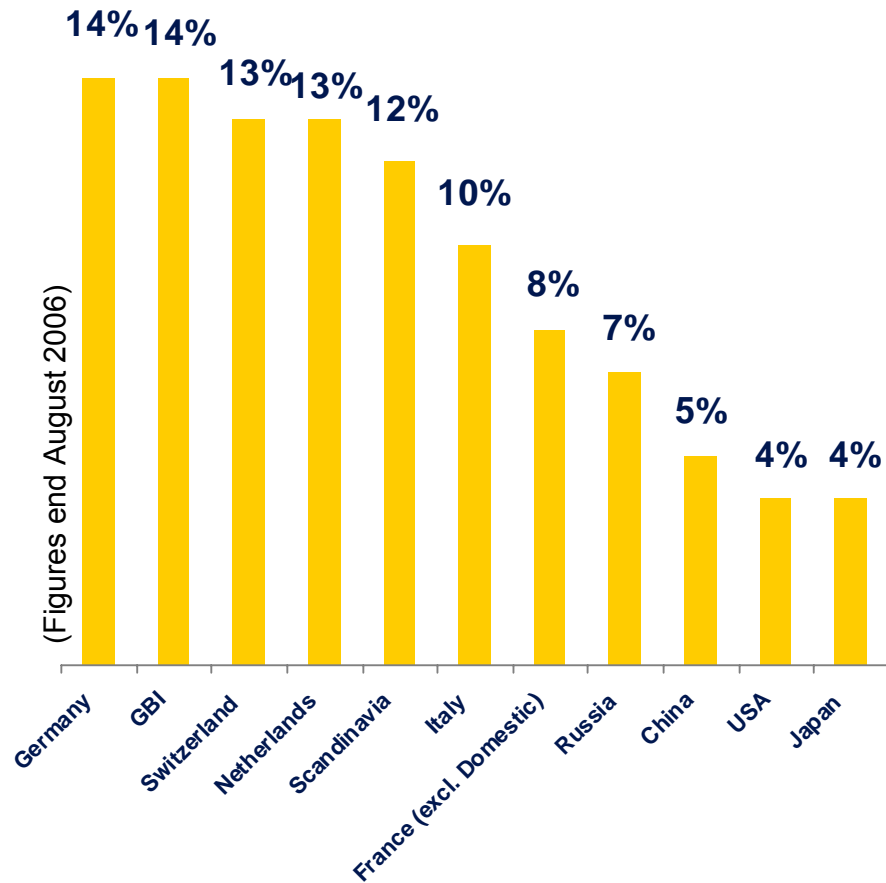
They take advantage from our combined networks...

Active Flying Blue members with experience of our two brands

Active Flying Blue members
on KL and AF – All markets

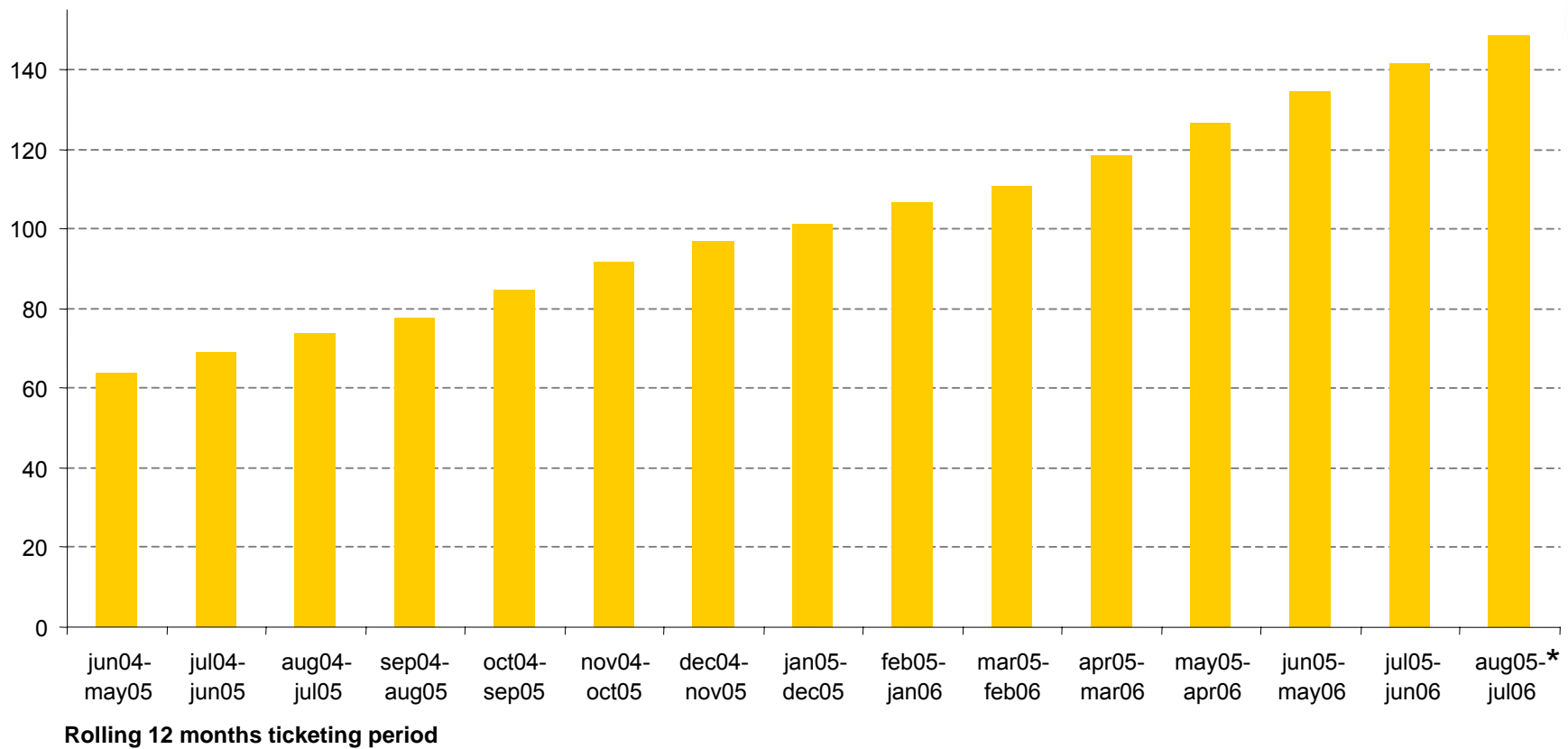


In August 06, they accounted for 7%
of active Flying Blue members



...and can use the two hubs in one single return trip

Revenues on AF and KL tickets (€m), per ticketing period



* July results estimated for KL tickets

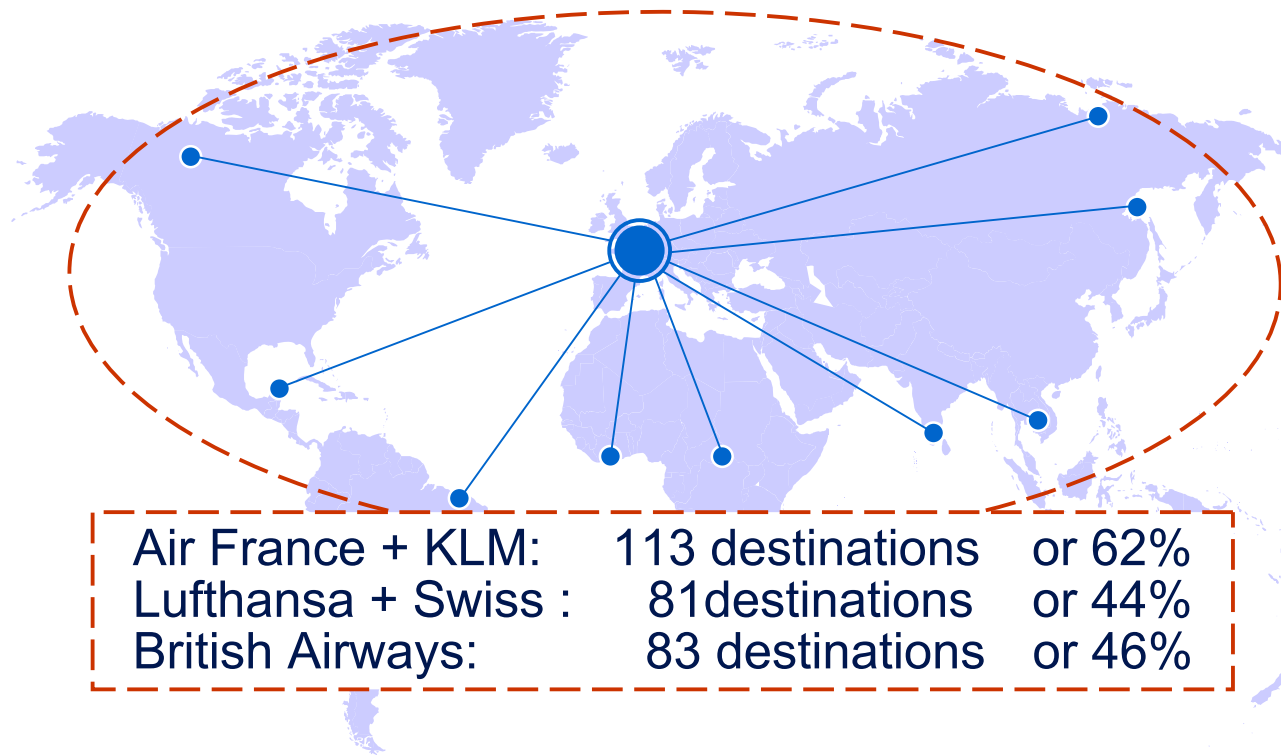
Agenda



- Air France-KLM leading the airline industry
- Why do passengers prefer Air France-KLM ?
- The keys to increasing our competitiveness

Because of the attractiveness of our network

182 long-haul destinations* operated out of Europe by AEA members

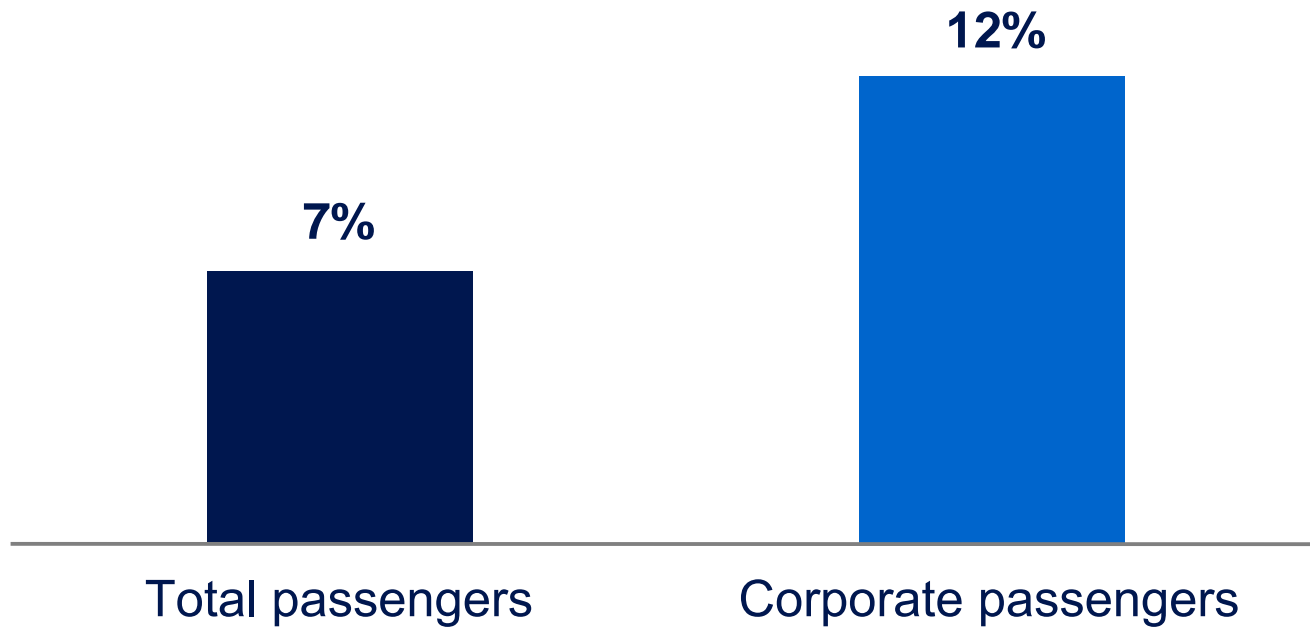


* Operating flights+ marketing flights

Because our corporate contracts are key for our corporate customer loyalty

+ Corporate contracts represent 44% of business segment revenues

Long-haul passengers AF-KL
April-July 2006

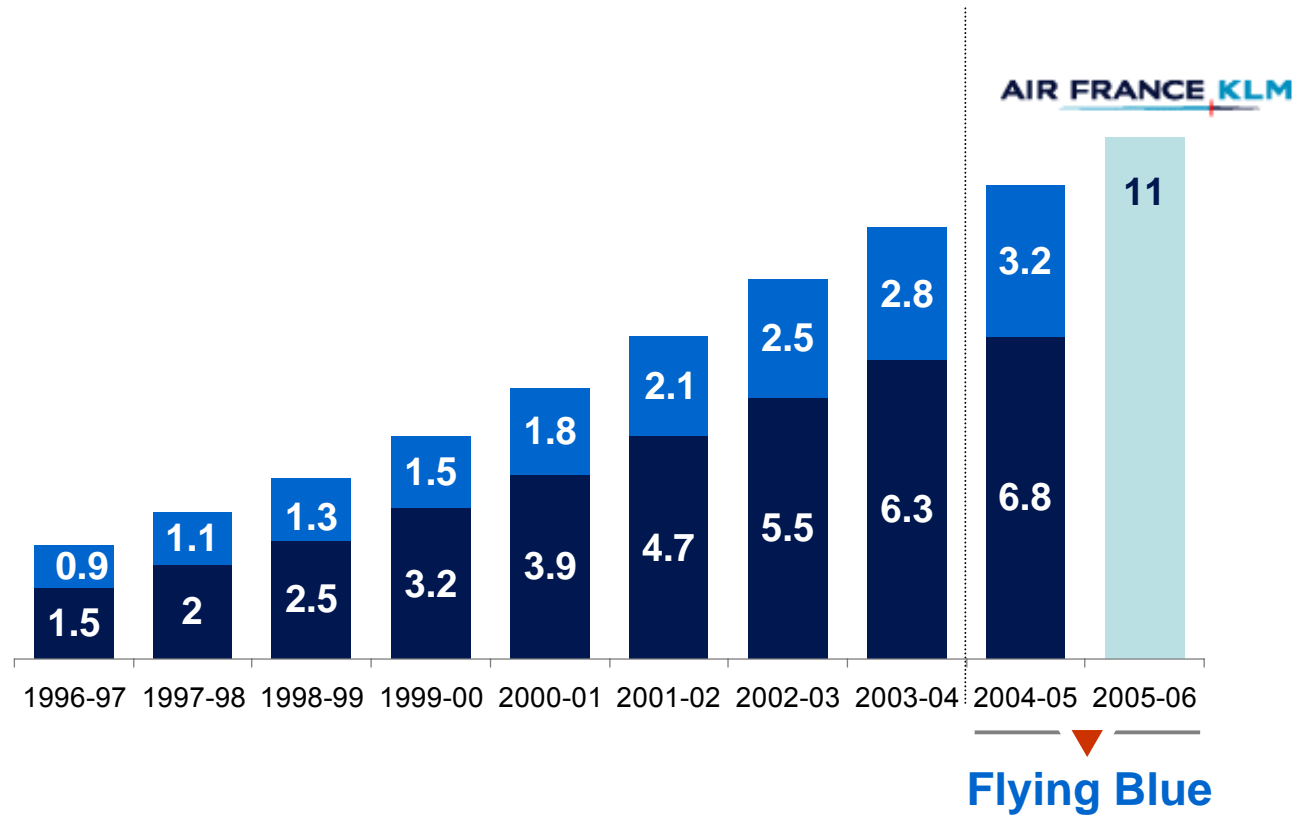


Because the Frequent Flyer Programme is key for our customer loyalty

Number of members (million)

Fréquence +

Flying Dutchman



Flying Blue

Agenda

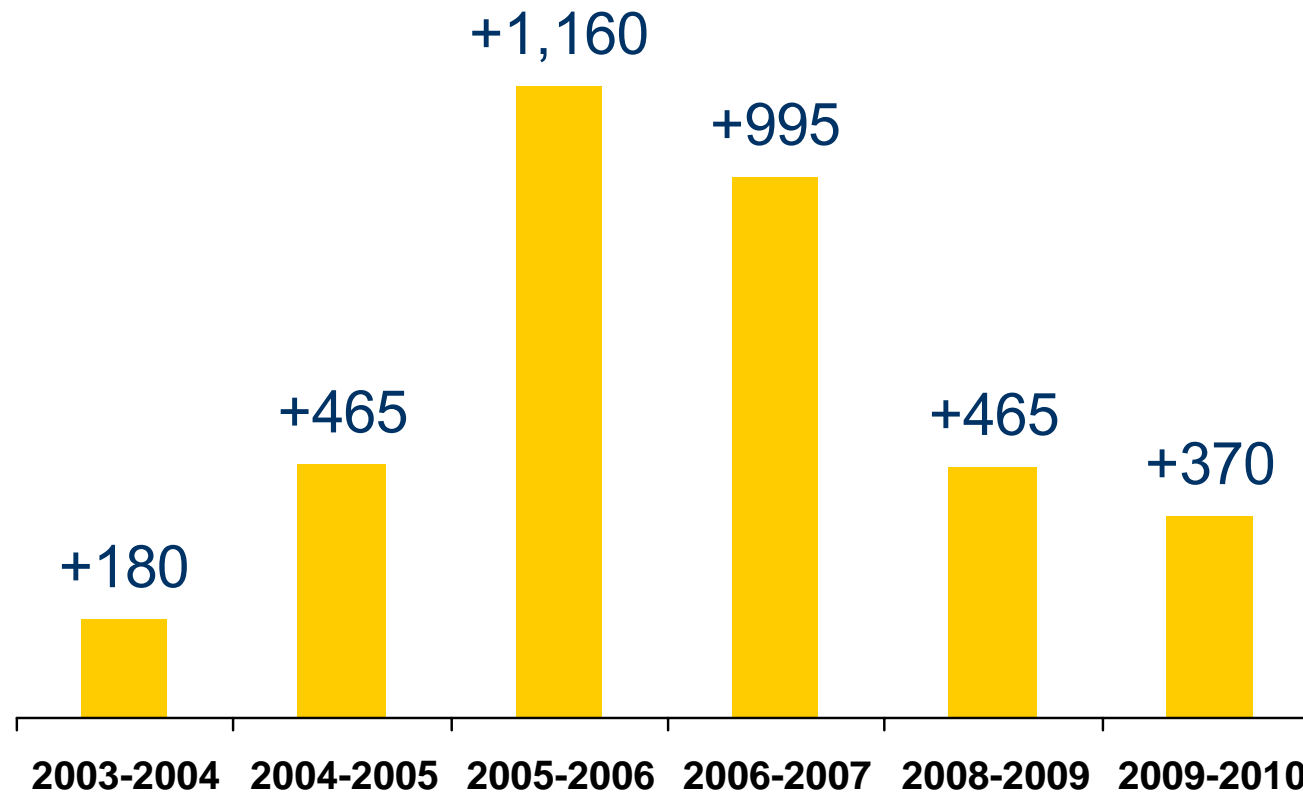


- Air France-KLM leading the airline industry
- Why do passengers prefer Air France-KLM ?
- **The keys to increasing our competitiveness**

Our hedging policy: a short term competitive advantage which will be transformed into long term benefits

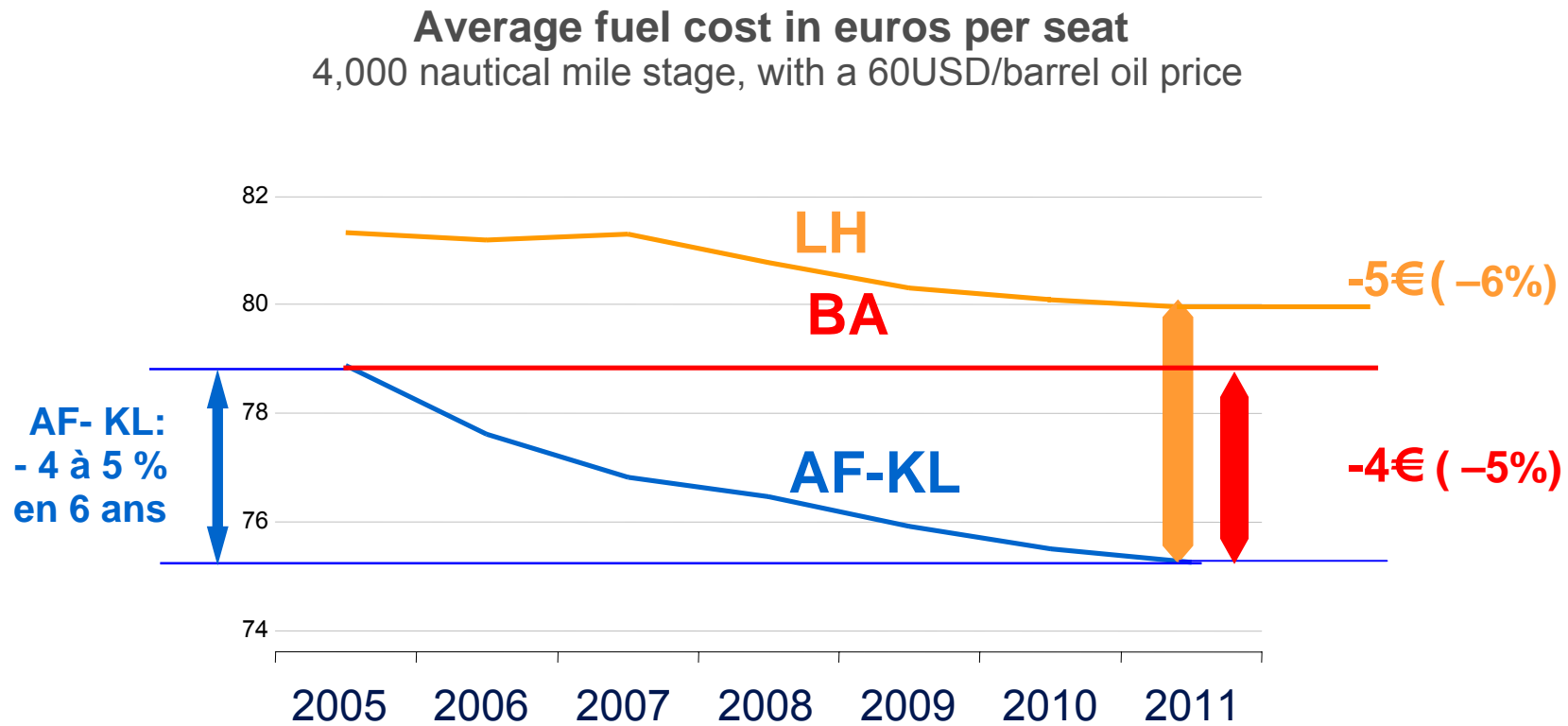
2003-07: cash saving of \$2.8 bn

Air France-KLM payouts
(\$m)



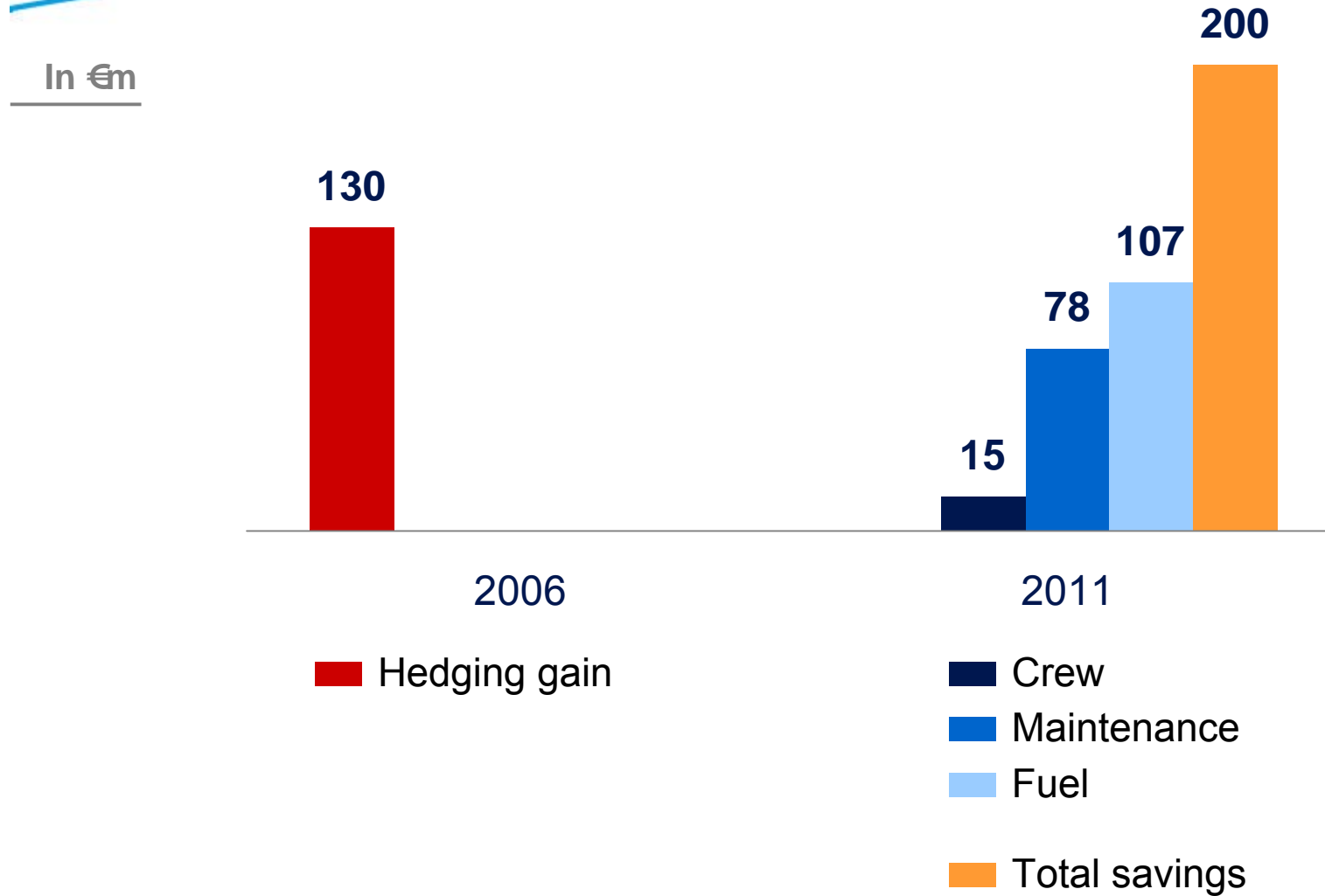
* Based on the futures at 29 September 2006

Investment in the fleet will lead to enhanced efficiency in energy consumption, costs and environment

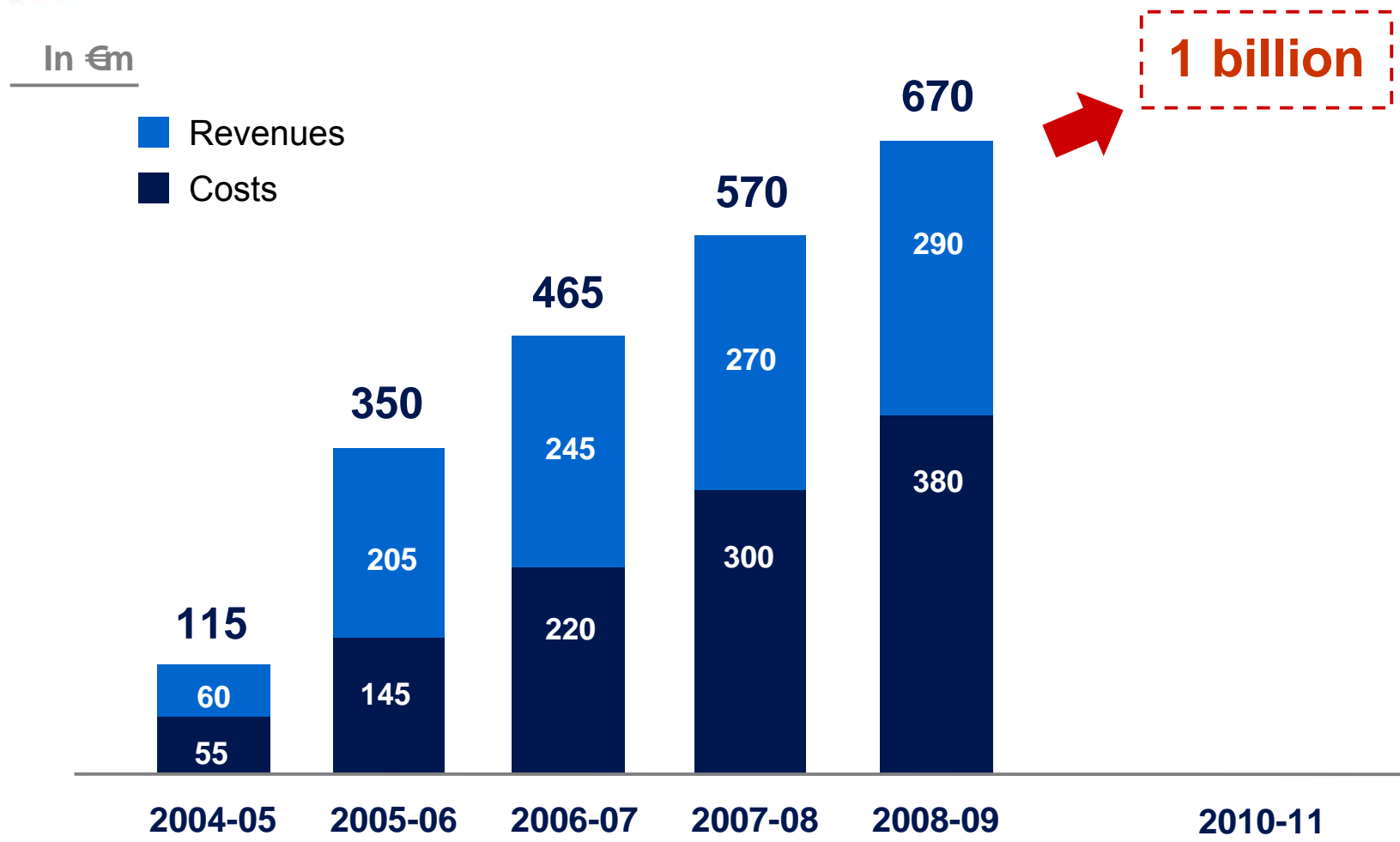


Source: Air France

The cargo example: productivity gains will far outweigh current hedging gains



Moreover, IT and revenue management integration will boost synergy reserves



AIR FRANCE KLM

Our financial strategy



Philippe Calavia
CFO, Air France-KLM

Frédéric Gagey
CFO, KLM

Our approach: separate financing, strong coordination...

- ✦ Separate financing optimizes each company's advantages
 - ▶ Air France's strong balance sheet which gives access to the debt markets at highly favorable rates
 - ▶ KLM's access to export credit financing (Exim, ECA)
- ✦ Central definition of main financial guidelines ensures consistency and tight risk control
 - ▶ Group financial targets defined by the SMC
 - ▶ Fuel, currency and interest hedging policies defined by the SMC Risk Committee

...facilitates the development of synergies...

✦ Credit cards

- ▶ Around 50% of passenger revenues are paid by credit card
- ▶ Fees paid to the acquirers represent circa €100 million per annum
- ▶ Remittance of credit card files and back-office operations are time consuming

✦ Air France and KLM launched a joint RFP for selecting new credit card acquirers worldwide, looking for:

- ▶ Lower fees: full year savings of €10 million from 2007
- ▶ Increasing competition amongst acquirers
- ▶ Streamlined process

...and the exchange of best practices

- ✦ Centralization of currency exchange
 - ▶ Centralization of a larger number of currencies within Air France
- ✦ Investments funds
 - ▶ Opportunity for KLM to invest in monetary funds, a French specificity, selected by Air France
- ✦ Financial instruments
 - ▶ Pooling of expertise on options

AIR FRANCE KLM

Risk management



Risk management is at the heart of our business

- ✦ RMC includes the COO and CFO of both companies
- ✦ RMC meets quarterly and decides on hedging and its different durations
 - ▶ Multi-year for fuel, foreign currency investments and interest rate risk
 - ▶ Annual operating income currency risk
 - ▶ Targets for hedging ratios, deadlines to meet these targets and the preferred types of hedging instrument

Our exposure on debt remains extremely limited

At June 30, 2006

- ★ Low currency exposure on debt
 - ▶ 88% of debt in euros and 8% in dollars
- ★ Limited floating interest rate exposure (In €bn)

Cumulated gross debt	8.9
Cumulated floating debt	4.7
Swaps	(2.4)
Investments	(4.2)
<u>Net floating rate exposure</u>	<u>(1.9)</u>

- ★ Investments are higher than the floating rate debt at after swaps, so higher interest rates are favourable for the group

Our policy is focused on limiting capex dollar risk

- ★ Optimizing the benefits of dollar weakness
 - ▶ EU/US over the past 10 years: 1.09

In \$bn	2006-07	2007-08	2008-09	2009-10	2010-11
Aircraft investment* (downpayments and payments on delivery)	1.0	0.8	0.7	1.0	0.7
Hedged amount	1.0	0.8	0.6	0.8	0.3
Average minimum rate	1.19	1.24	1.25	1.28	1.29

* updated on the basis of latest A380 delivery schedule

Our flexible fleet management enables us to take the A380 delivery delays in our stride

- ✦ The shortfall will be absorbed in terms of number of planes on a one-for-one basis, and in terms of capacity through a policy of densification
 - ▶ Acceleration of B777-300 ER deliveries
 - ▶ Postponement of the phase-out of the B747-400s

- ✦ Impact on unit costs
 - ▶ Prolonged use of less fuel- and maintenance-efficient aircraft
 - ▶ Costs incurred ahead of delivery (hangars, pilot training etc.)

- ✦ Financial compensation
 - ▶ Negotiations underway

Active management of the currency exposure on operating activities

- ✦ Net operating exposure
 - ▶ US dollar: short position
 - ▶ Other main currencies (e.g. GBP, JPY, CHF): long position
- ✦ Principles
 - ▶ Central cash management of the main currencies
 - ▶ Hedging of the net exposure only
 - ▶ Trading forbidden
 - ▶ Use of IFRS compliant tools

Air France-KLM (in bn)	USD	GBP	JPY
Exposure in currency	(2.6)	0.5	63
Hedged ratio	68%	39%	33%
Average hedged level	1.27	0.69	136.4
Instruments	Options & forwards	Options & forwards	Options & forwards

Fuel hedging: strategy to be aligned progressively



Horizon

4 rolling years

3 financial years

Hedge ratios

0-12 months	60-90%
12-24 months	40-60%
24-36 months	10-30%
36-48 months	0-20%

Current financial year	50% min
Financial year +1	25% min
Financial year +2	5% min

Priority is now given to a progressive alignment of the two strategies

Systematic hedging strategy

Underlying

Brent
Gasoil
Gasoline
Jet

Brent
Gasoil
Gasoline
Jet

Instruments

Swaps
Options

Swaps
Options

**Diversification of underlying
IFRS compliant transactions**

An efficient fuel hedging policy

	2006-07	2007-08	2008-09
Consumption hedged	83%	55%	30%
Jet fuel market price* (in \$/t)	\$674	\$702	\$696
Brent market price* (in \$/bl)	\$68	\$68	\$68
AF-KLM hedge price	\$52	\$58	\$54
AF-KLM final purchase price (in \$/bl) (physical + hedging)	\$54	\$62	\$63
Hedging gains (in \$bn)	0.99	0.46	0.37
Expense <u>after</u> hedging (in \$bn)	5.40	6.40	6.70

* Futures prices as at 29th September 2006

Our cash management is prudent but active

- ✦ Objective: increase the proportion of dynamic investment
 - ▶ Investments raised up to two years for part of the assets
 - ▶ Invested in money market/bank market with at least A-1/P1 rating
 - ▶ Primarily invested at variable rates in order to hedge the variable rate debt

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Financing and future opportunities



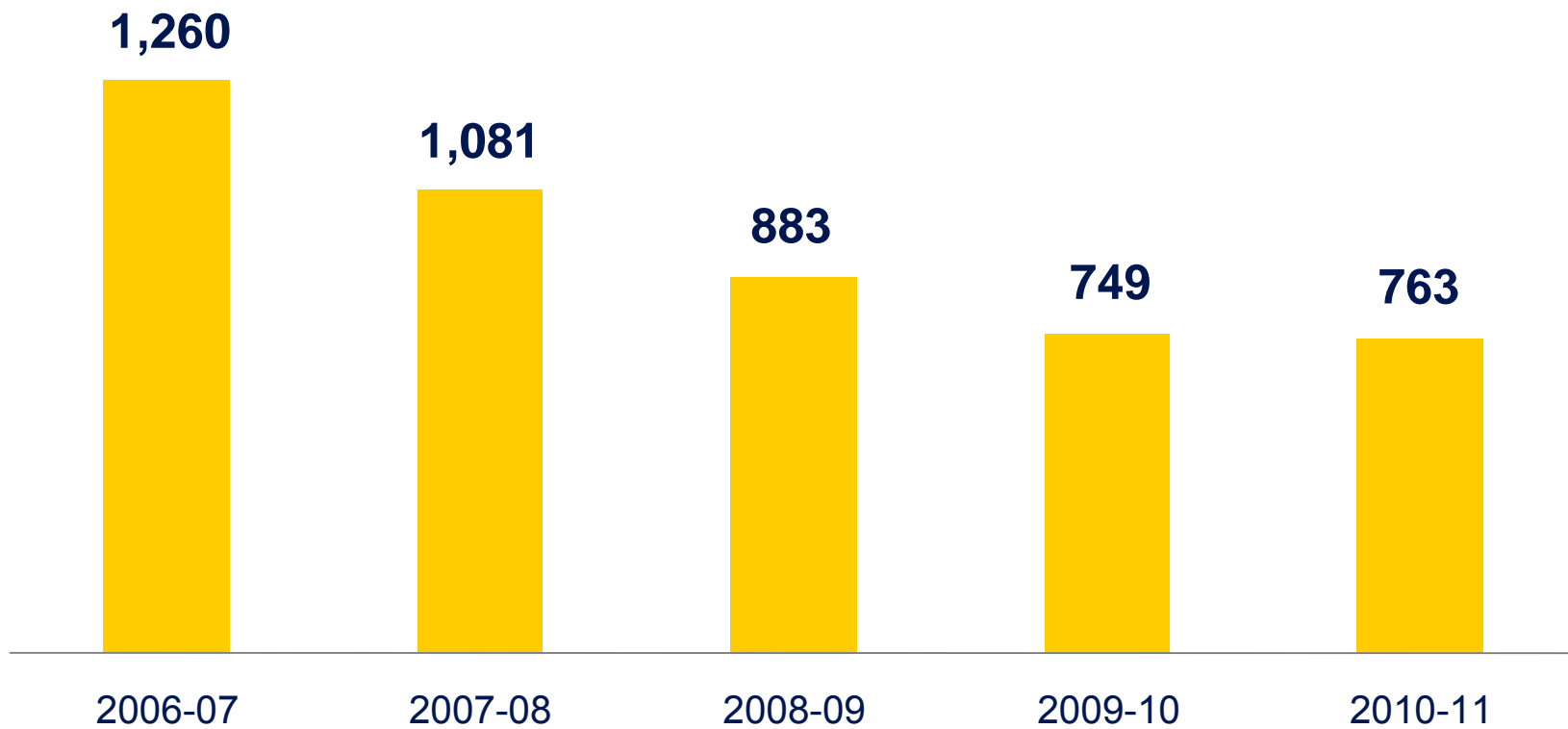
Financing policy

- ★ Highly favourable market conditions in the last couple of years enabled us to diversify in favour of unsecured debt
 - ▶ 2005 OCEANE: €500 m at 2.75%
 - ▶ 2006 Bonds (unrated): €550 m at 3.94% + 92 bp margin
 - ▶ Unsecured loan: €75 m at 50pb
 - ▶ Credit facilities: €1.7 bn at EURIBOR + 21 bp and 31 bp margins

Air France-KLM in bn as at March 31, 2006	Secured debt	% total debt	Encumbered assets	% total assets
Total	7,572	83%	6,163	53%
Fleet financing	7,216	79%	5,675	57%

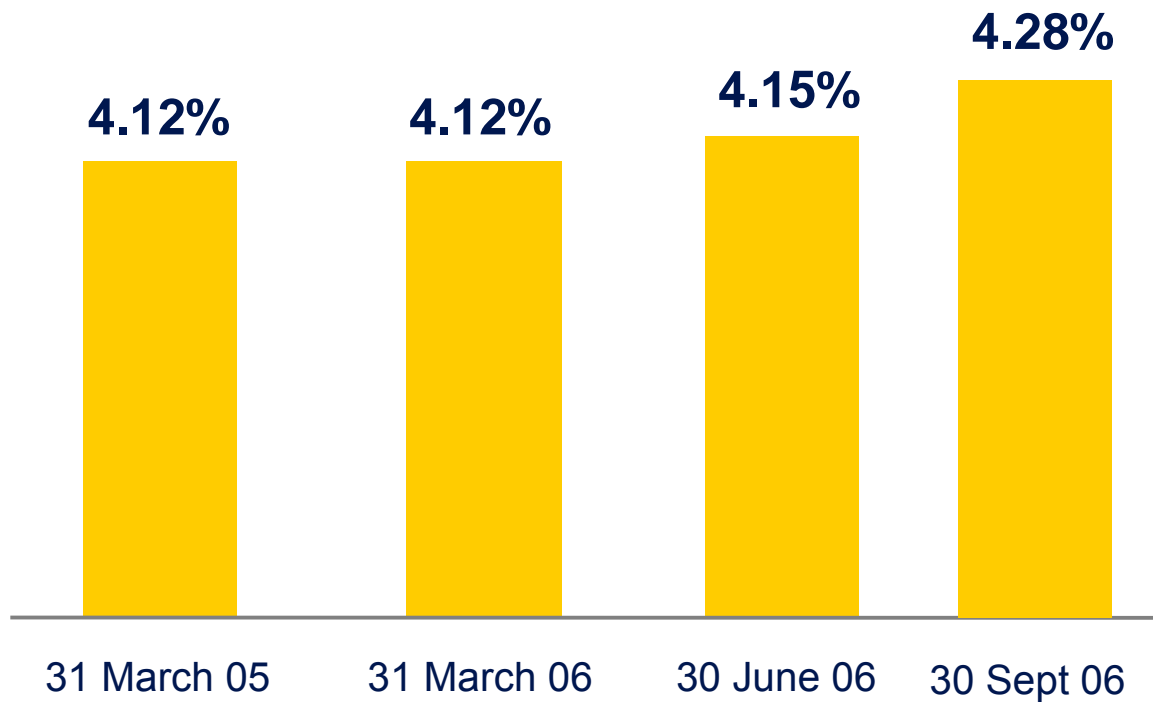
Debt repayment schedule

Financial debt repayment schedule (in €m)
as at 31 March 2006



A low cost of debt

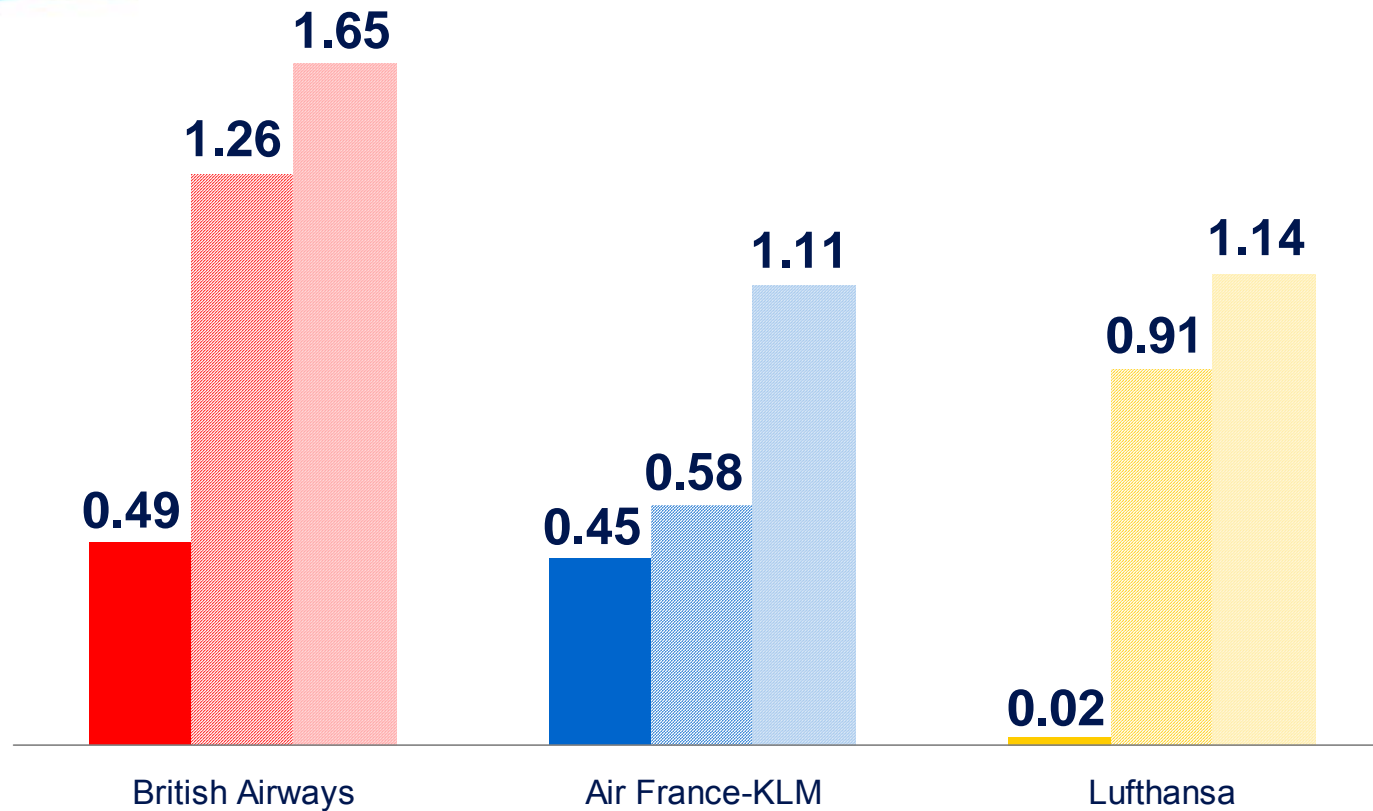
Air France-KLM weighted average cost of debt after swaps



Cash position is at a peak

- ✦ Cash position of €4.3 bn at 30 June 2006, reinforced by the bond issue of €550m
- ✦ A surplus of around €2.5 bn relative to our internal cash target. Will be used to:
 - ▶ Finance forthcoming investments
 - ▶ Reimburse debt with rates above the average rate

Extremely healthy financial position...



- net on-balance sheet debt / shareholder's equity
- ▨ net on-balance sheet debt + pension obligations / shareholder's equity
- ▩ net on-balance sheet debt + pension obligations + capitalised operating leases (7x) / shareholder's equity

Based on figures at 30 June 2006 (BA adjusted for latest pension deficit estimate)

...and a safe position for pension obligation

✦ Air France

- ▶ Majority defined contributions paid into the national pension scheme
- ▶ Limited or residual defined benefit obligations, fully recognized in the balance sheet for an amount of €0.7 bn

✦ KLM

- ▶ The three main defined benefits pension funds (pilots, cabin crew, ground staff) amount to an asset of €10.6 bn
- ▶ Fulfil the Dutch legal minimum funding requirements
- ▶ The three pension funds are overfunded under IFRS
- ▶ Recognition of the IFRS excess of funding under IAS 19 in the balance sheet after asset ceiling test

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Optimizing our tax situation



Air transport activities and the OECD tax treaty model

- ✦ OECD rules (article 8) determine for international air transport activities a specific place of taxation, being the country of location of the effective management of the company

- ✦ These rules also apply to:
 - ▶ Ancillary activities
 - ▶ Joint business

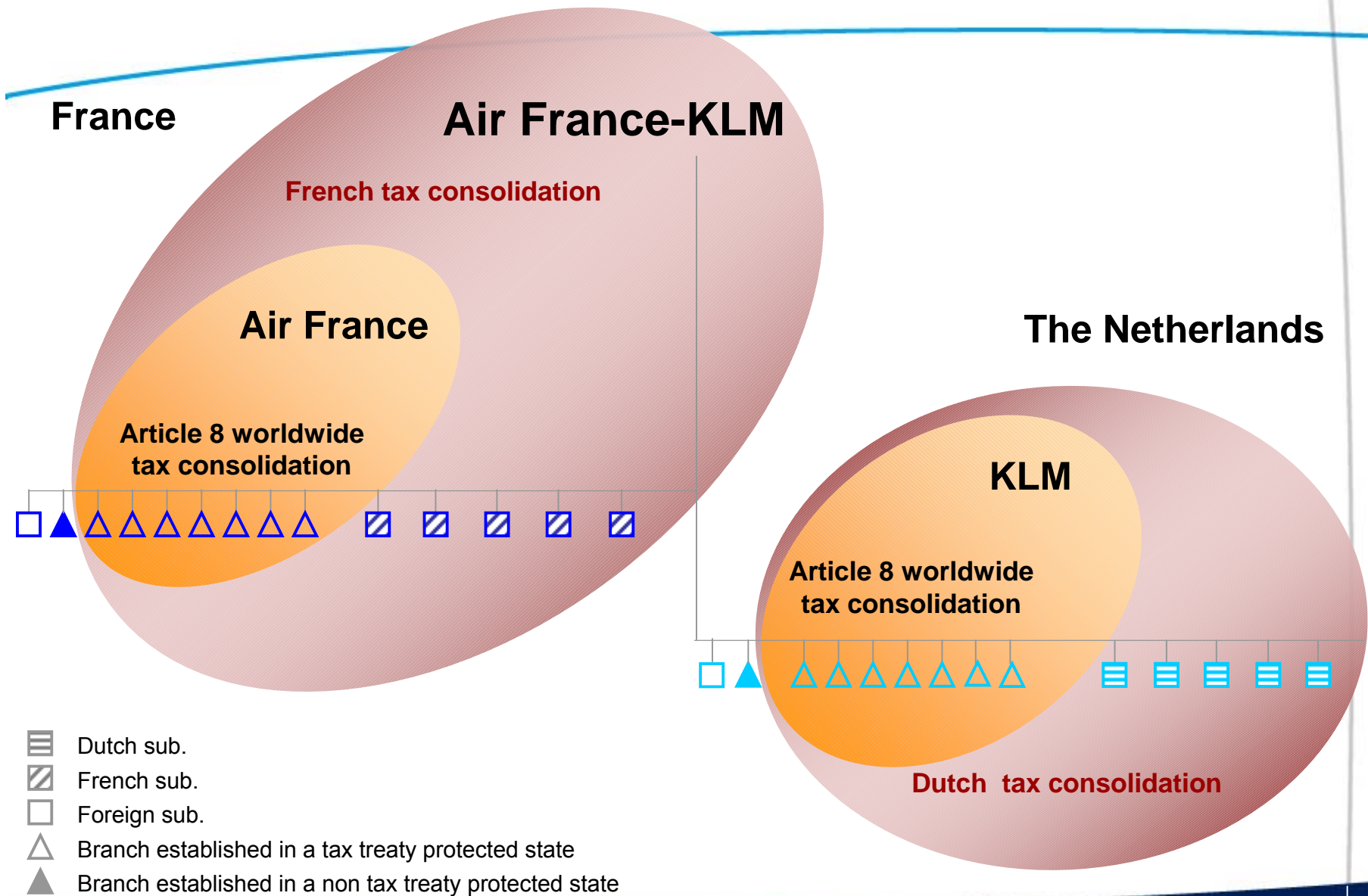
The Franco-Dutch tax treaty amendment

- ✦ On the occasion of the merger of Air France and KLM, France and the Netherlands amended their tax treaty so as to maintain the taxation of KLM's revenues in the Netherlands
- ✦ Two key points:
 - ▶ This amendment removes any discussion over the effective location of management of KLM with the tax authorities
 - ▶ It introduces a real derogation to the OECD tax treaty model

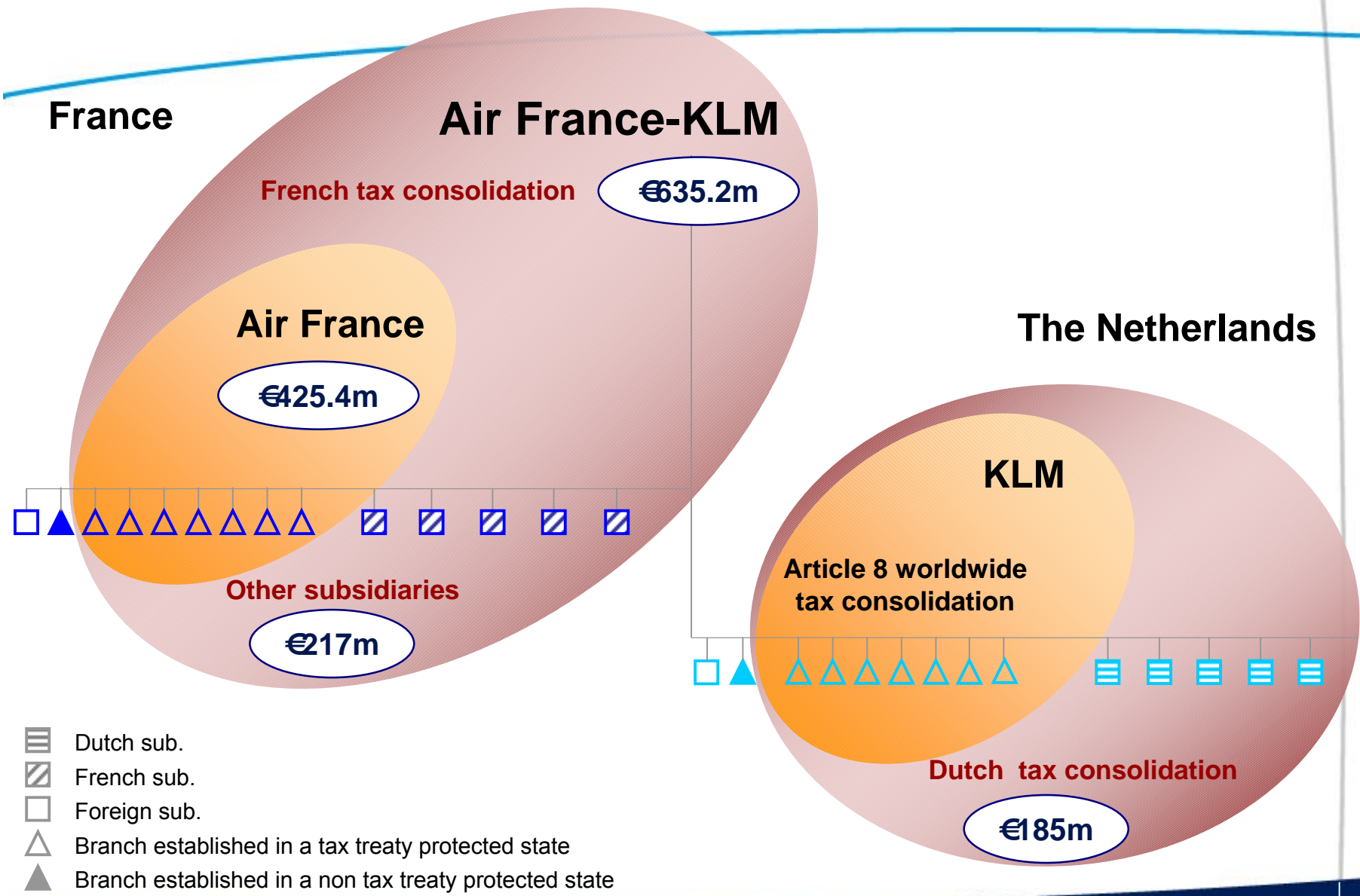
The national rules: two tax groups

- ✦ The Air France-KLM holding company and KLM have elected for fiscal consolidation with their respective domestic subsidiaries
- ✦ Each parent company computes the consolidated taxable income of its group by netting off the fiscal profits and losses of the integrated companies
- ✦ Each parent company is liable for the payment of corporate income tax due on the consolidated income
- ✦ Consolidated losses may be offset by the parent company against future group profits

Income tax consolidation mechanism



Tax loss carry-forwards of €1.2bn....



.... will contribute to preserving our cash position in the medium term

- ✦ Air France-KLM's investment policy in terms of fleet expansion and renewal generates a significant depreciation capacity
- ✦ Tax depreciation is effected over a shorter period than economic depreciation, representing the main source of our tax loss carry-forwards
- ✦ Air France-KLM has a prudent approach to tax depreciation
 - ▶ Smoothing of the tax depreciation charge over time

**Limitation of our tax cash-out
and reinforcement of our cash position**

To conclude



- ✦ A comfortable cash position
- ✦ An improving gearing ratio
- ✦ Access to favourable financing conditions
- ✦ Value-creation through management of our tax position

AIR FRANCE KLM

Passenger Business



Patrick Alexandre
EVP International Commercial Division,
Air France

Paul Gregorowitsch
EVP Commercial, KLM

High level of motivation among employees to build the leading airline group*

- + Shared priorities
- + Clear objectives
- + Ethos of fair decision-making
- + Recognition of positive results

The right conditions for the implementation of our
Common Strategy

* Based on internal surveys

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Network

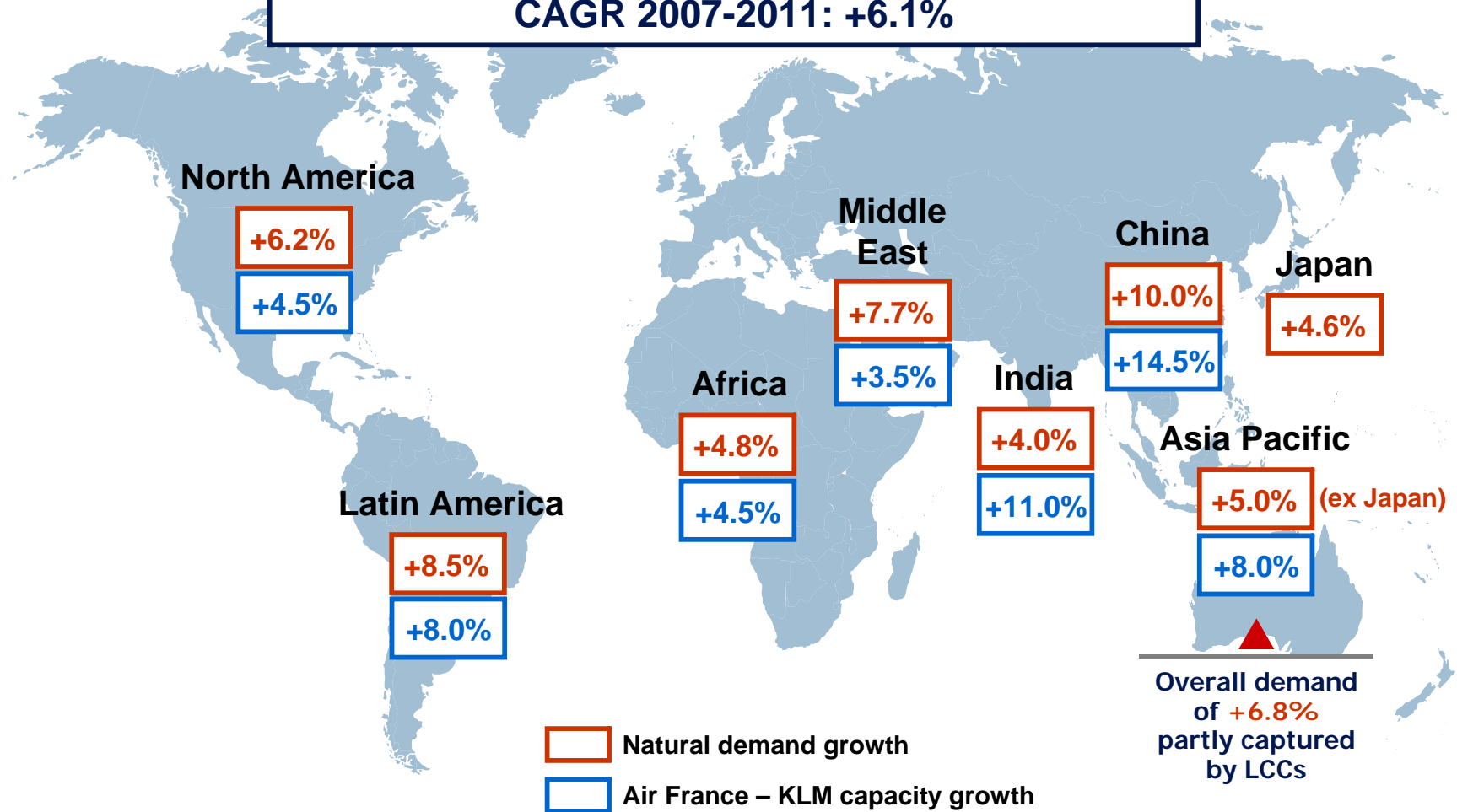


Air France-KLM: network priorities 2007-11

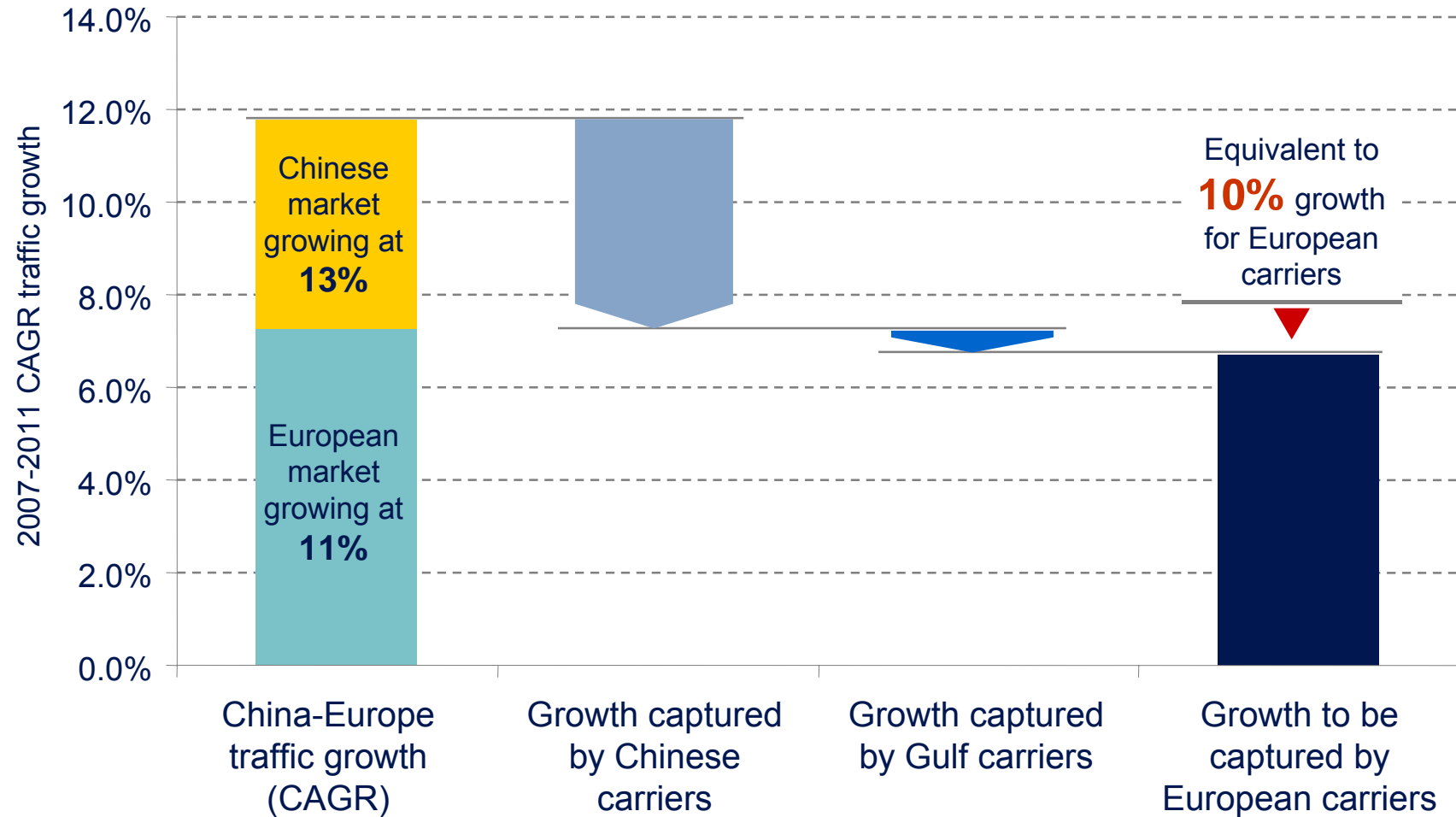
- ✦ Bolster our positions on existing markets
- ✦ Focus on emerging and high growth markets
- ✦ Reinforce positions of strength on niche markets
- ✦ Capitalize on our strengths in North America
- ✦ Generate further dual hub developments
- ✦ Enhance the Schiphol seventh wave

Demand growth forecasts for network carriers

Demand growth from Europe/long haul
CAGR 2007-2011: +6.1%



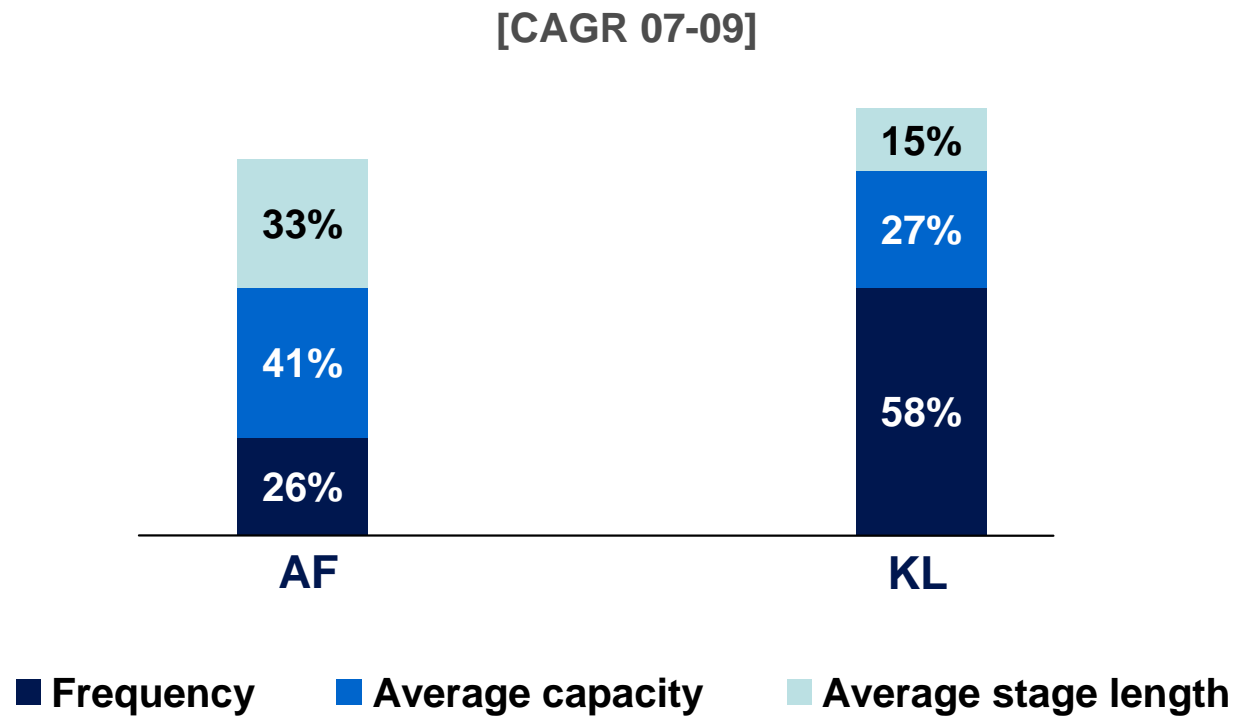
Rise in China-Europe traffic gives European carriers plenty of room for growth



Bolstering Air France-KLM's position on existing markets

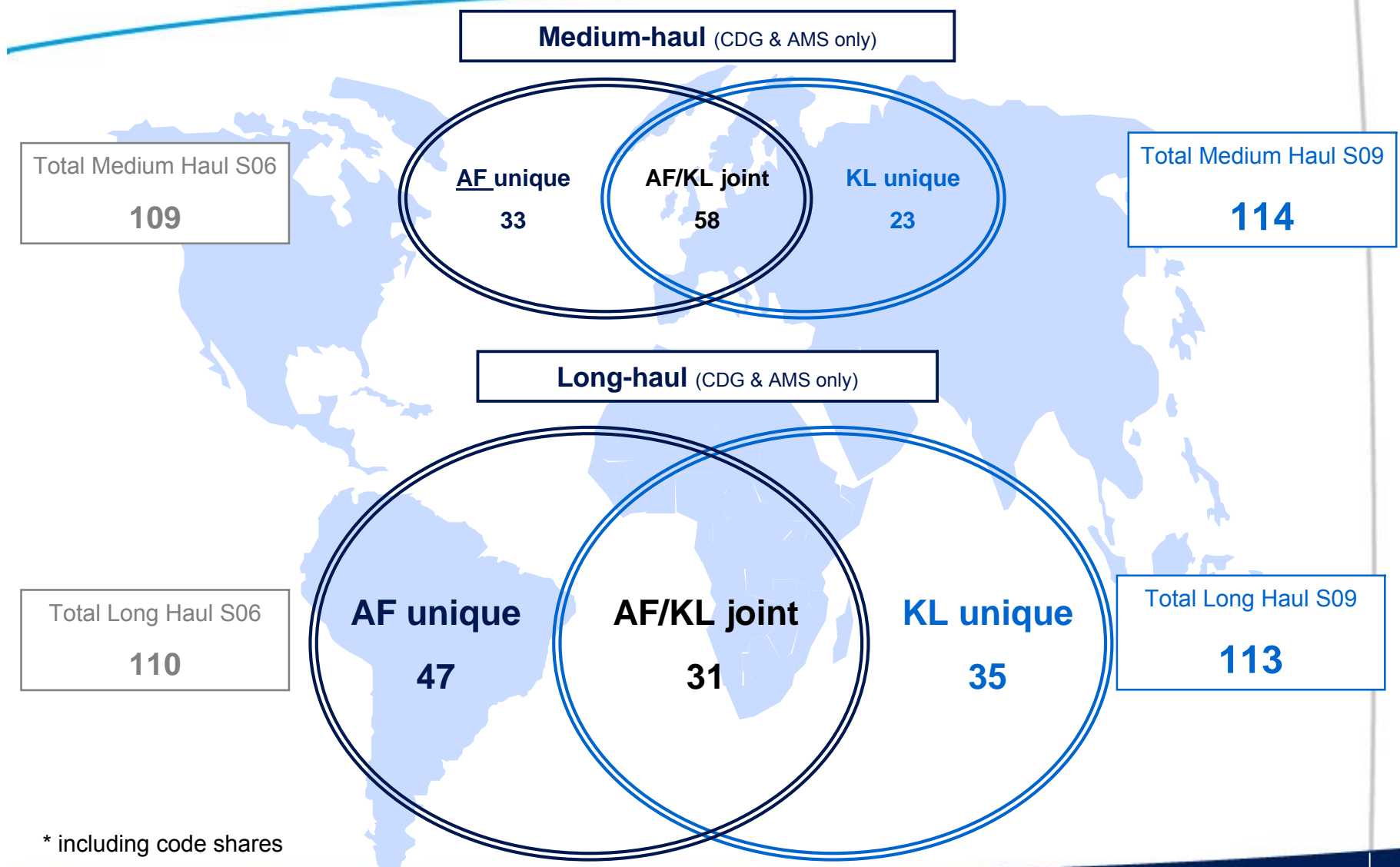
- ✦ 87% of total (weighted) Europe/long-haul O&Ds are serviced by Air France-KLM
- ✦ Representing 48,620 O&Ds
- ✦ Optimization between opening new routes, adding frequencies, upgauging services and developing partnerships
- ✦ 221 joint stations (CDG, AMS, own operations and JVs)
 - of which 112 long-haul and 109 medium haul
 - of which 38% joint and 62% unique

Air France-KLM in Europe: two different growth models



- ★ European developments focus, particularly for AF, on longest routes, less exposed to low costs carriers competition.

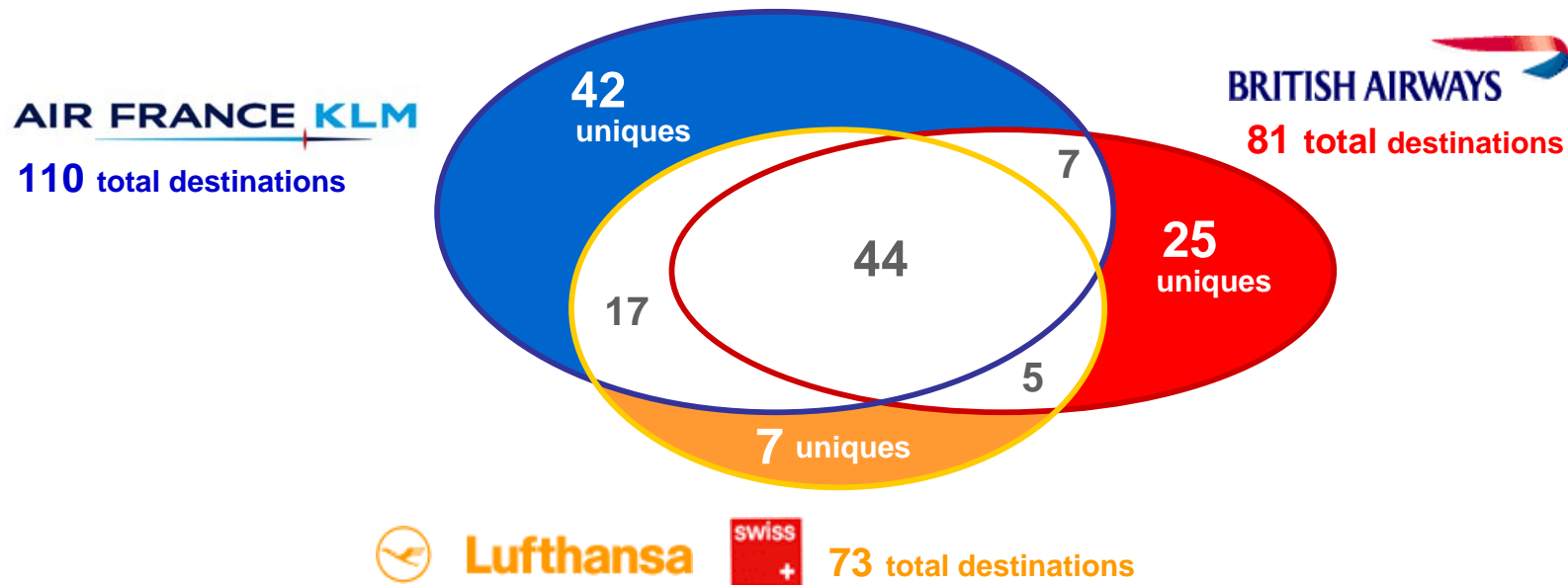
Air France and KLM: two complementary networks....



* including code shares

...and the most powerful linking Europe to the rest of the world

Summer 2006 long-haul destinations served by
Air France-KLM, Lufthansa/Swiss and British Airways

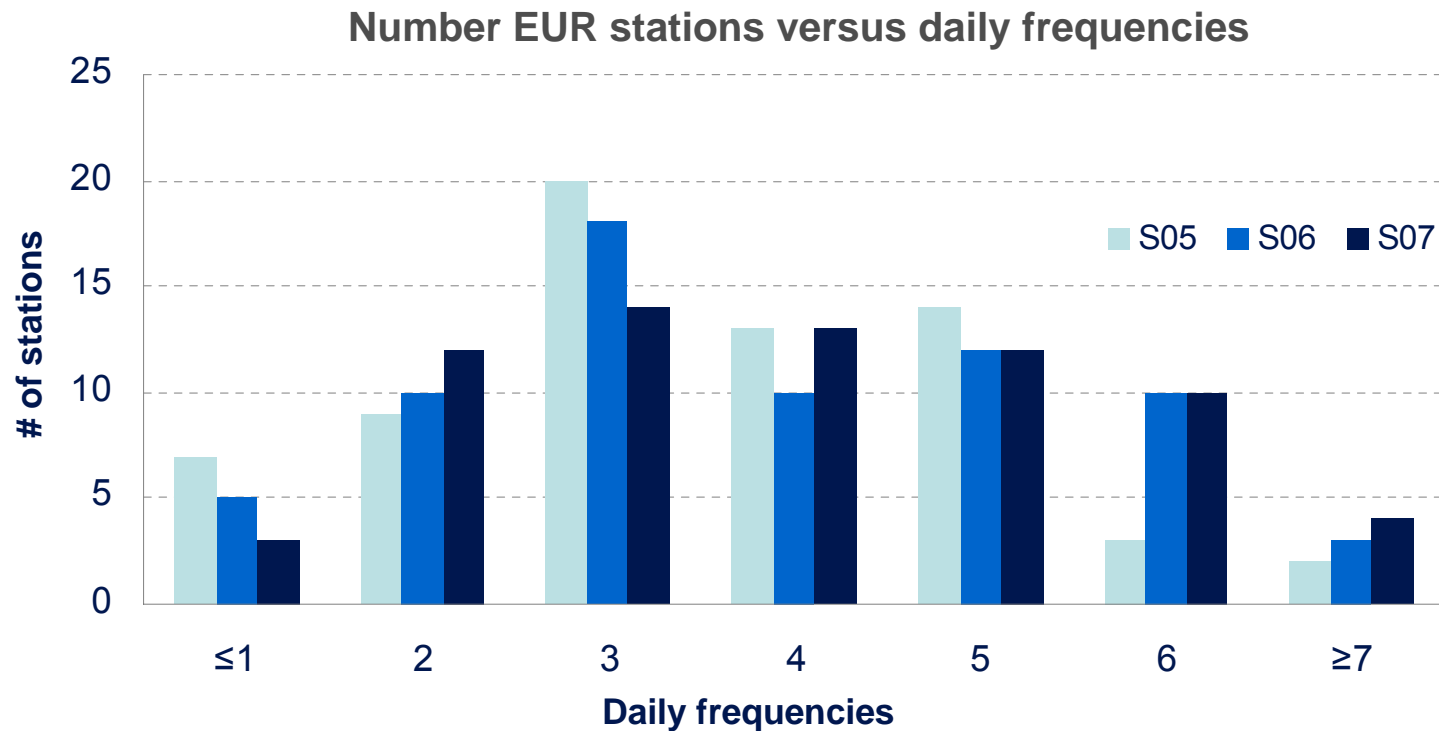


- + 38% of Air France-KLM destinations are served neither by British Airways, nor Lufthansa/Swiss
- + Destinations served by all three (44) represent only 40% of the Air France-KLM network, versus 54% for British Airways and 60% for Lufthansa/Swiss.

Source: OAG data week 36 (S06)

Schiphol: Seventh wave improves productivity

- ✦ Creating a new platform for growth
- ✦ Objective: All European flights to be operated multiple times daily within the 7 wave bank system (5x to 6x for primary stations, 3x to 4-5x for secondary stations)



Ongoing focus on improving the network

Long haul network quality key priority indicators (KPI's)

	DESTINATIONS		DENSITY	
	S06	S09	S06	S09
AF	78	80	7.6	8.1
KL	62	61	6.3	6.8

	% OF NON-STOP FLIGHTS		% OF DAILY (or more) SERVICES	
	S06	S09	S06	S09
AF	94%	97%	63%	65%
KL	85%	86%	65%	66%

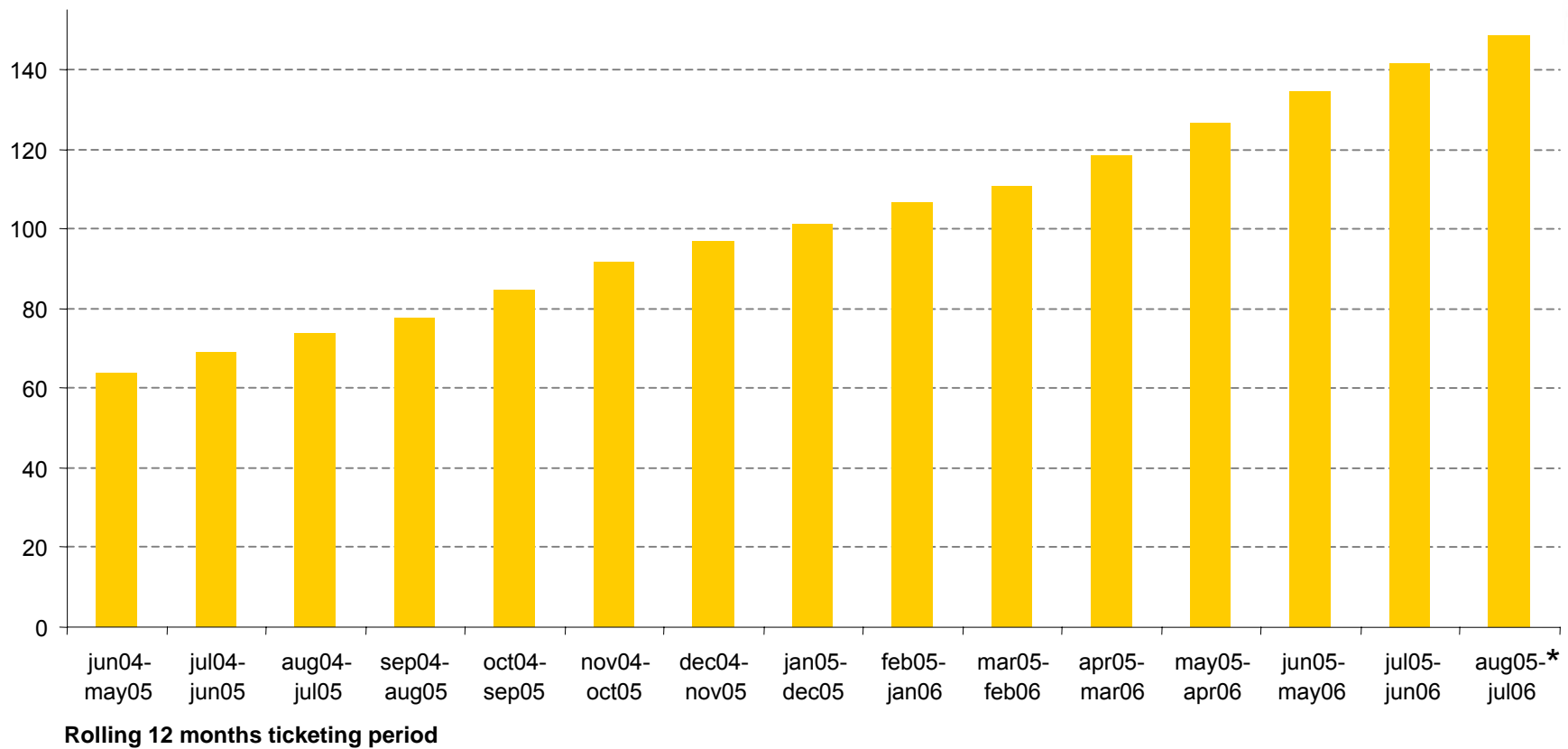
AIR FRANCE KLM

Pricing & Revenue Management and Marketing



Fare combinability still rising

Revenue on AF and KL tickets (M€), per ticketing period



* July results estimated for KL tickets

Four major projects for the coming years

- ✦ Revenue management system (RMS)
- ✦ Pricing structure
- ✦ Flying Blue
- ✦ Customer relationship management (CRM)

Common revenue management system

- ✦ Competitive advantage
- ✦ Revenue enhancement potential
- ✦ Best practice and expertise sharing between AF and KLM to develop a system that outperforms competitors
- ✦ Identical approach
- ✦ Alignment of processes and working methods

Be “fit” for the future

Markets dynamics call for a new pricing approach, especially in Europe

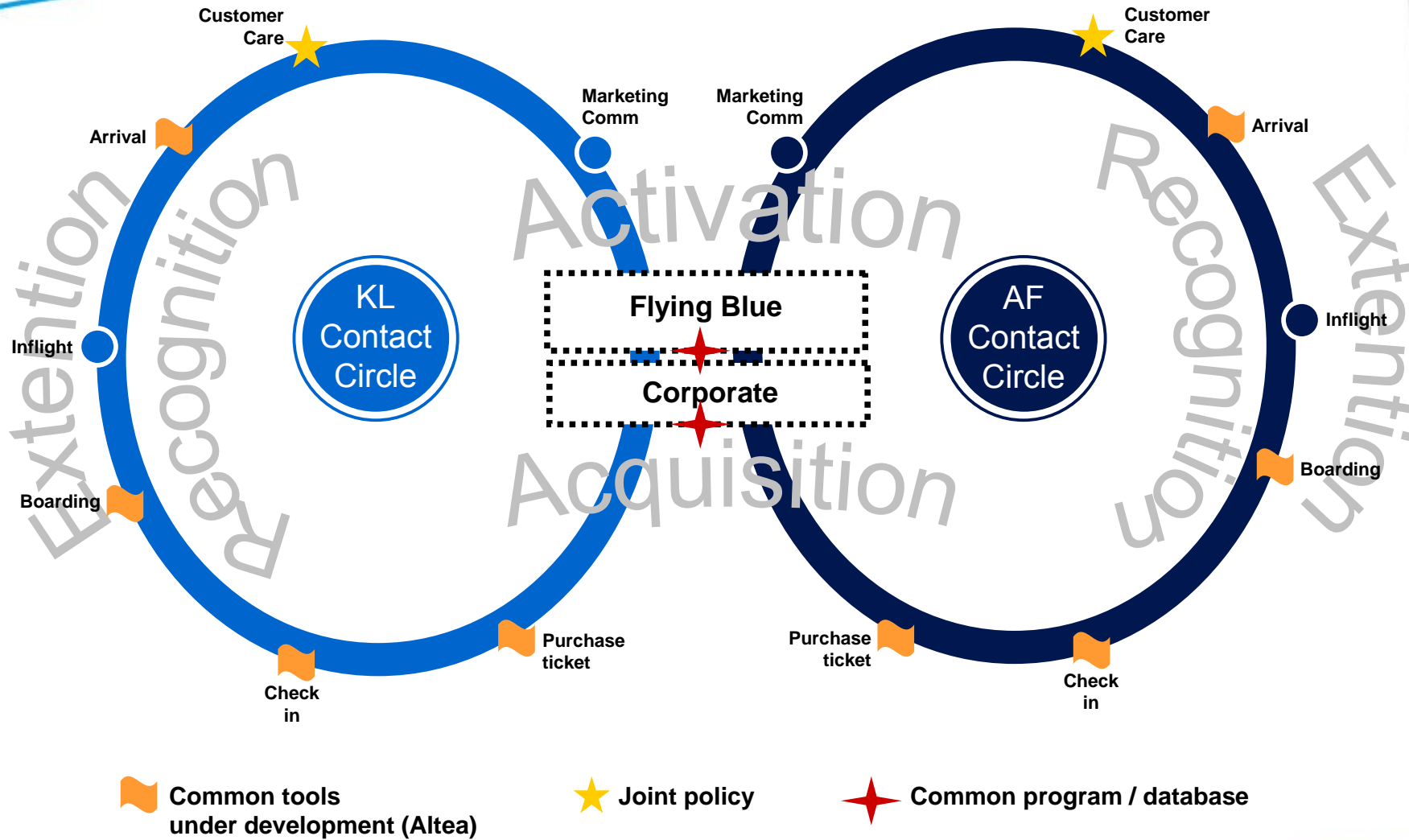
Fare type	Availability	Flexibility	Services
Full Fare	Last available seat	For free: Bkg change, Refund, Spec. Itinerary	For free: Extra bag allowance, Lounge access
Option Fare	Willingness to pay	For a fee: Booking change (ltd), time to think, partial refund, Open-jaw/Stopover	For a fee: Seat choice , Excess luggage
Fully restricted Extreme low fares	Limited	No flexibility	Basic services

Flying Blue: the most popular loyalty program in Europe

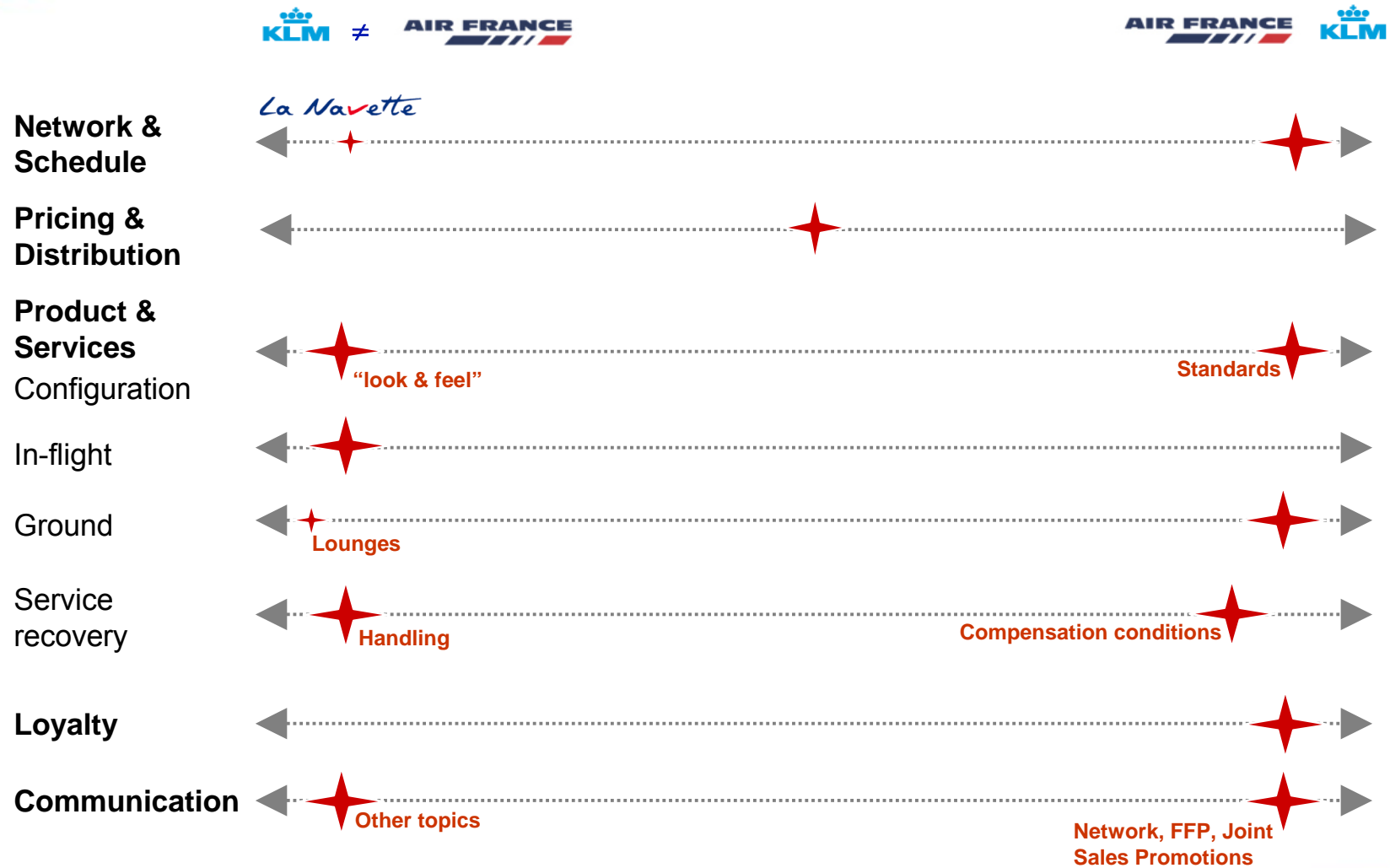
- ✦ 11.4 million members
- ✦ Strengthen leading position in terms of size and customer appreciation
- ✦ Additional value inherent in Flying Blue database
- ✦ Welcome new hosted carriers
- ✦ Best E-FFP (on-line functionality) in Europe
- ✦ A powerful joint marketing tool for Air France and KLM



The CRM strategy circle



Dual branding externally, convergence of processes and IT systems reinforced behind the scenes



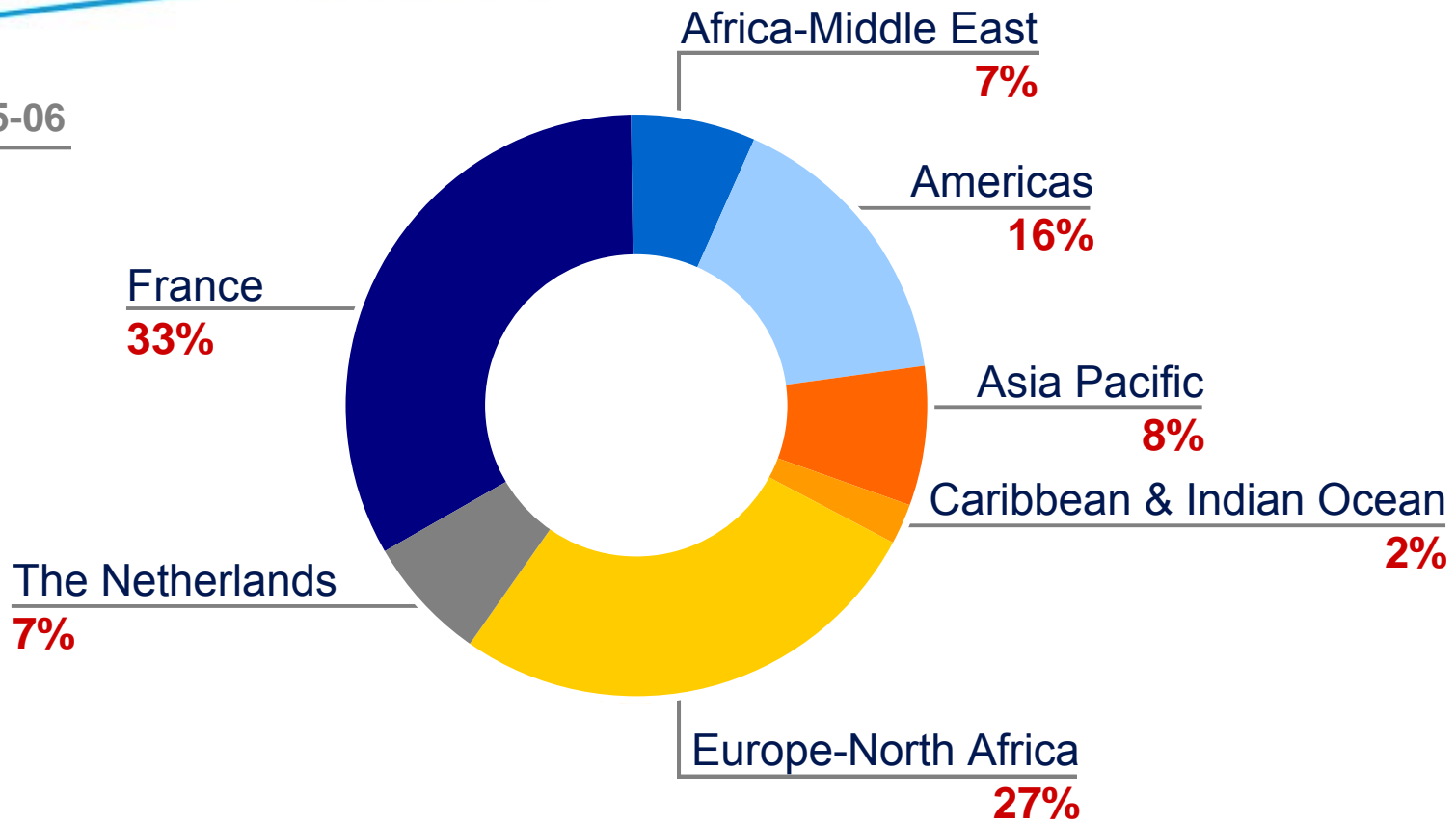
AIR FRANCE KLM

Our commercial priorities



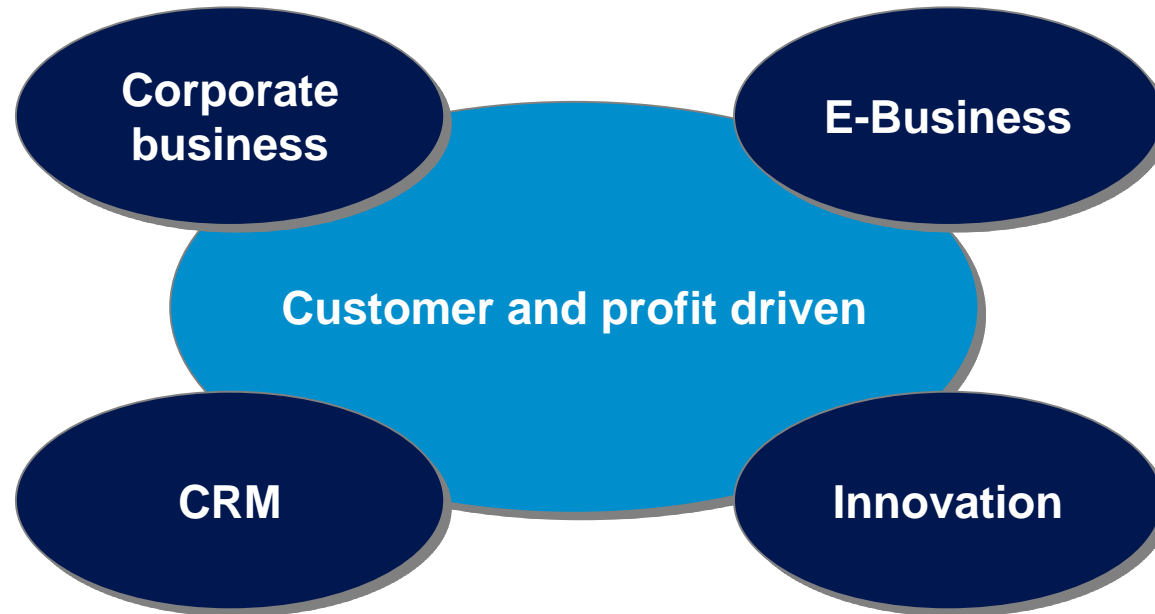
Air France-KLM: Revenues by sales area

FY 2005-06



60% of Group revenues come from international markets

Air France-KLM: key commercial priorities



Our strategy

- ✦ Increase comfort and autonomy of our customers
 - ▶ E-Sales & Services development targeting new e-customer segments
 - ▶ E-Sales & Services development of new functionalities
 - ▶ Innovative e-services such as mobile check-in and biometrics

- ✦ Improve quality and efficiency of our customer relationship at a lower cost
 - ▶ A seamless service along our multi-channel offer
 - ▶ Sales & Service Centre concept : “single point of service for our customer”

- ✦ Achieve synergies and simplification while maintaining the dual brands
 - ▶ Fully aligned Sales & Distribution policies
 - ▶ Integrated commercial organisations
 - ▶ Common tools and management information
 - ▶ Innovation

- ✦ Reduce our distribution costs

Targets and implementation

+ Our targets

- ▶ 100% E-tickets by end of 2007
- ▶ 40% of sales on-line in 2009/10
- ▶ 60% self service check-in in 2009/10

+ Our global projects to accelerate the implementation of our strategy

- ▶ Anticipate the evolution of our 2 jobs “Sales“ and “Stations” with the development of new technologies
- ▶ Improve the efficiency of Air France functional Supports (HR, Finance,...)
- ▶ Innovate and create added value for the Group and for customers
- ➔ “CInergy” and “Innovation” programs launched worldwide with the commitment of the 2 airlines teams

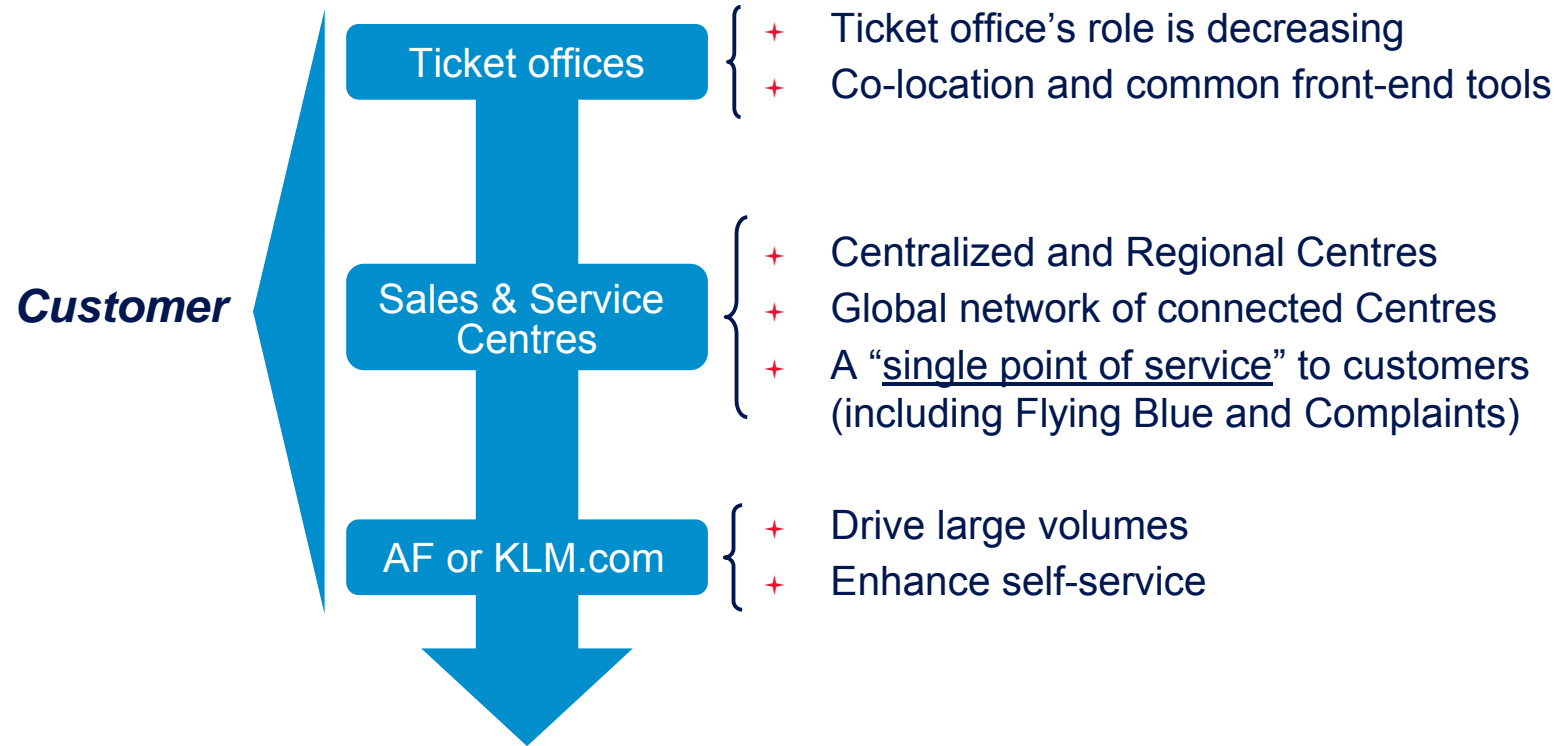
E-services: self service check-in and innovative services

- + Common **Internet Check-in** since April '06 worldwide, accessible via AF.com and KLM.com
 - ▶ Air France-KLM forecast rate of 30% in 2010

- + **Kiosk Check-in** at the airports: a positive experience for both airlines
 - ▶ Air France-KLM forecast rate of 50% in 2010

- + Other projects :
 - ▶ Transfer kiosks - launch planned for September 07 at Roissy
 - ▶ Mobile Check-in - concept being tested on the hubway between CDG and AMS
 - ▶ Biometric scanning tests being carried out at Roissy
 - ▶ RFID tests for baggage-tracking at Roissy and Schipol) all figures based as percentage on number of flown e-coupons; July '06

Multi-channel distribution: a seamless service for our clients



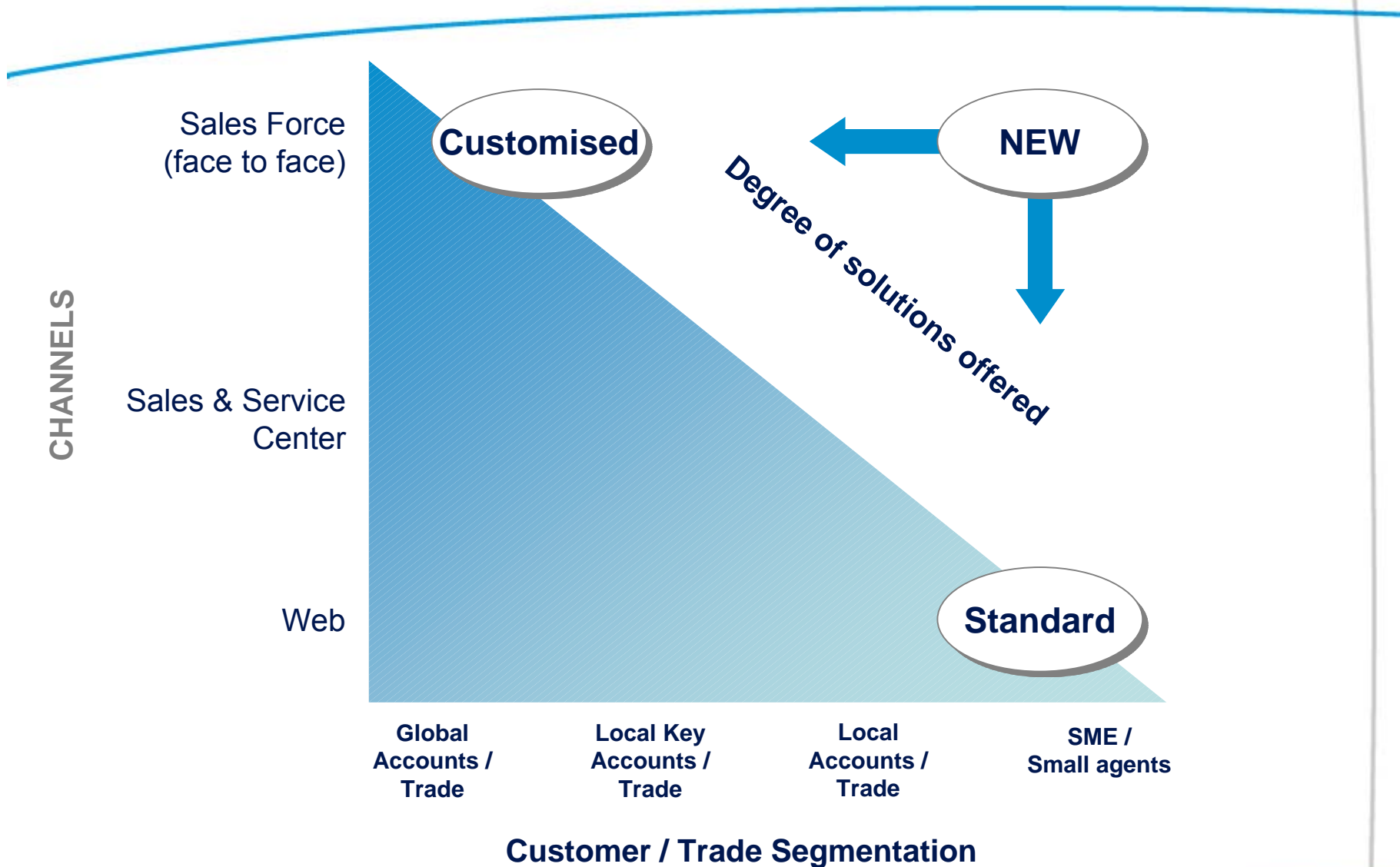
A consistent Customer Experience enforced by CRM

Sales & Service Centres: a single point of service

Our centralized global network



A more efficient match between distribution channels and customers



A joint commercial policy to secure our revenues

- ✦ Towards our business travellers
 - ▶ One Corporate Policy with 1 contact with Customer
52% of Air France Business Revenue and 25% of KLM Business Revenue under contracts

- ✦ Towards our individual customers
 - ▶ One Frequent Flyer Program, one CRM
 - ▶ 2 brands with 2 contacts with the end-customer (2 websites...) and 1 back-office

- ✦ Towards agents
 - ▶ One Distribution Policy: focus on Direct Sales (internet and call centres), Joint contracting policy and common Sales tools

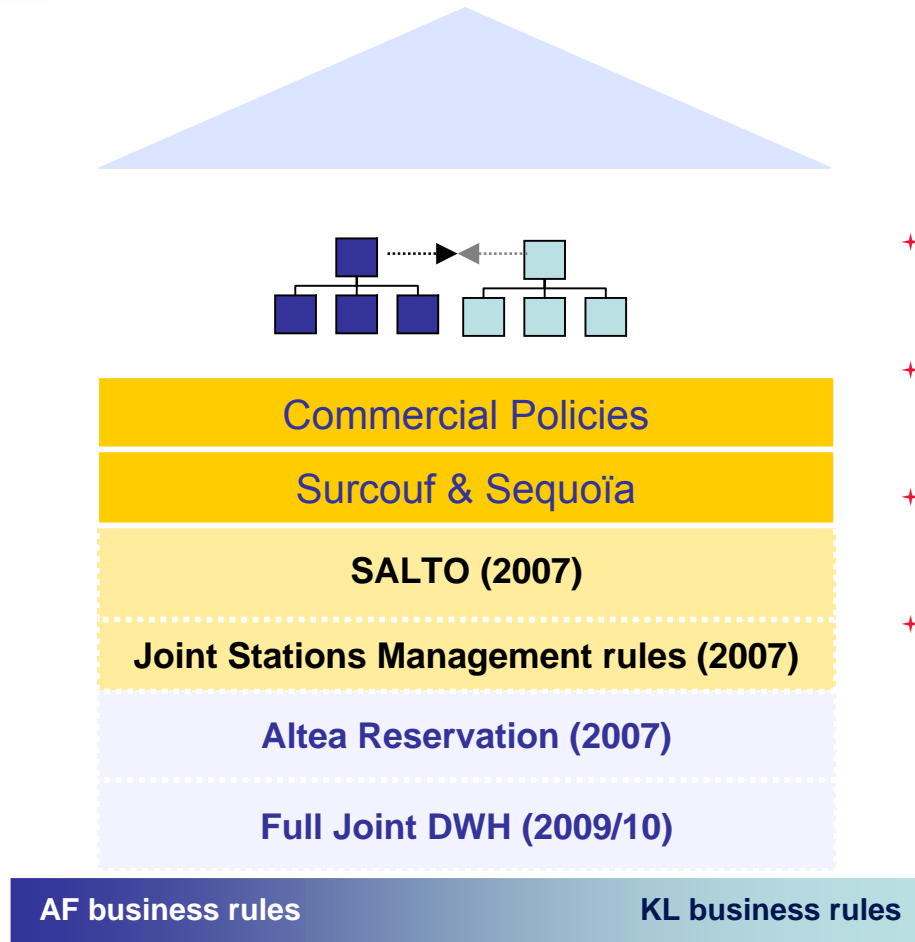
Reach synergies

- + More than €60 million already achieved by the end of 2006-07
 - ▶ The Air France-KLM Global Account Team
 - ▶ Joint Sales Forces with 3,469 joint Trade and Corporate contracts
 - ▶ Four joint Sales & Service Centres in 2006 and one opening in 2007
 - ▶ 80% of eligible co-locations achieved , 100% planned in March 2007
 - ▶ Common purchasing (handling, catering...)

- + Expanding our Joint Regional Management
 - ▶ Complementary markets (only one airline on-line): one single management
 - ▶ Coordinated markets (2 airlines on-line): 9 joint regions with single management in 2006; full integration forecasted by the end of 2007-08
 - ▶ 75 joint managers by end 2006
(Regional, Commercial, Station managers...)

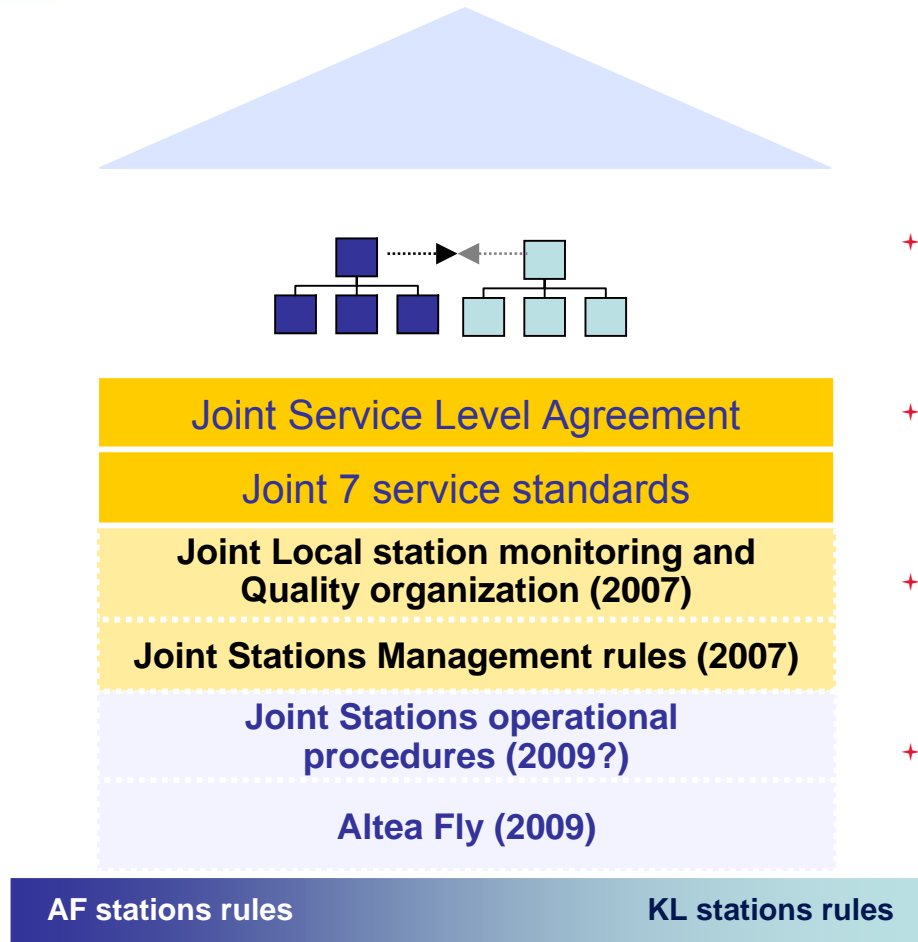
**€100 million commercial synergies
forecast in 5 years (2004-09)**

Increasing our sales margin and efficiency by integrating international sales organizations



- + Sales integration fully achieved in 2007-08
- + Selling two Brands (plus SkyTeam partners)
- + Integrated teams with common HR
- + Tools and policies to support integration in place or planned

Reducing our ground services costs and improving quality of service by integrating the international stations

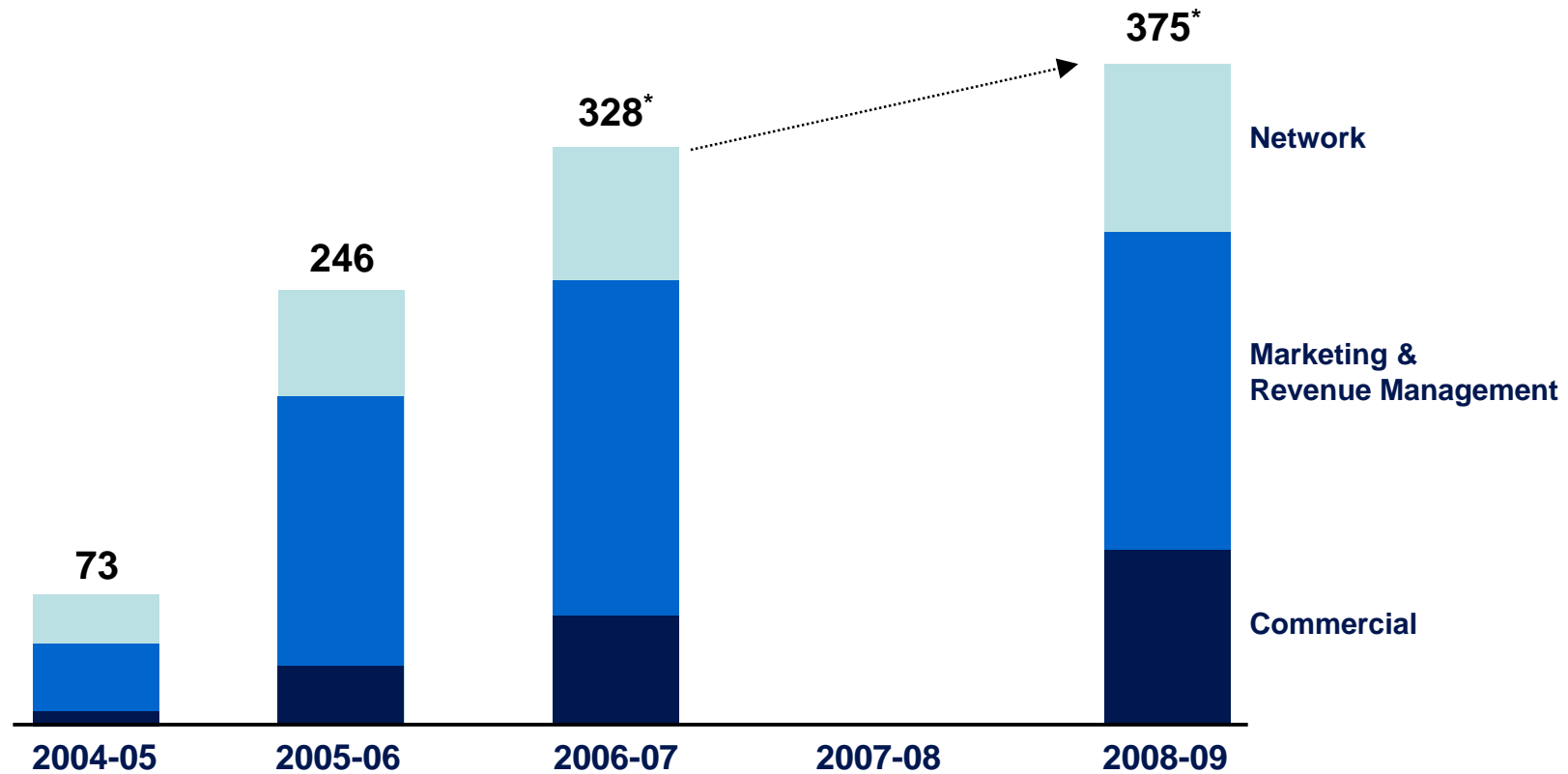


- + Joint Stations and de-complexing to continue over period 2007- 2008
- + Common purchasing or integrated teams with common HR in the field
- + Full harmonization of ground product and customer service standards
- + Tools and policies to the support integration in place or planned

Reduce our distribution costs

	Agent commissions
	Incentives
	GDS
	Credit Card
	E-Ticketing

To conclude:
our synergies are on track in the passenger business



* Estimated as at September 2006

The environmental challenge



Jan Ernst de Groot
EVP Corporate Center, KLM

Jean-Baptiste Rigaudias
VP Environment and Sustainable Development, Air France

The environmental challenges faced by the airline industry today

- ✦ Noise impact
- ✦ Local air quality
- ✦ Climate change

Key principles of regulation

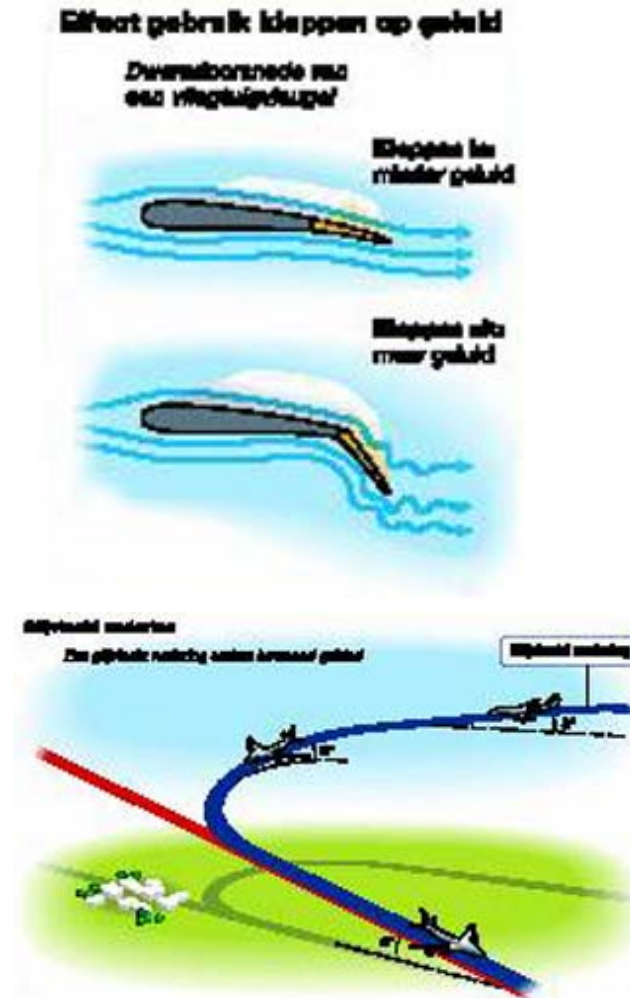
- ✦ For regulatory purposes, each airline operator is
 - ▶ anchored to its home base
 - ▶ and therefore, subject to both its domestic and international regulations
- ✦ Regulations at CDG and Schiphol are among the most stringent in the world
- ✦ Air France-KLM is therefore already at the forefront in terms of responding to constraints

Aircraft noise: Air France operates in one of the most vigilant markets in the world

- ✦ Level of noise exposure carries financial advantages and penalties:
 - ▶ Noise tax and airport charges partly linked to level of noise output
- ✦ Regulations at French airports are among the most stringent in the world
 - ▶ At CDG: noise cap, ban on noisiest Ch3 aircraft, cap on scheduled traffic between midnight and 5h30, fines for heaviest 747 400s night flights
 - ▶ At Orly: curfew and traffic cap

Aircraft noise: The number one environmental constraint at Schiphol

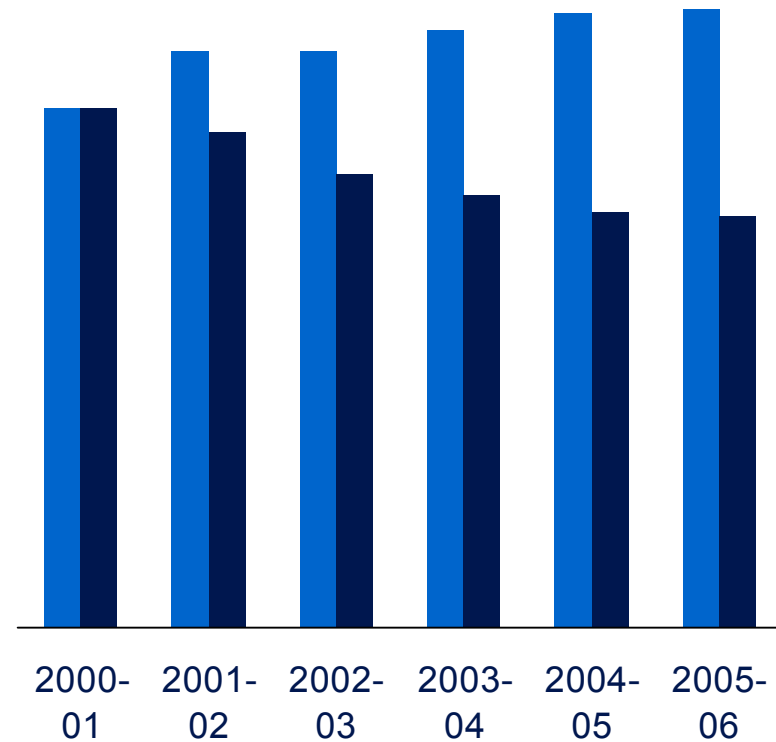
- ✦ Re-assessment by the Dutch parliament on the basis of 600,000 movements (2015-2020)
- ✦ KLM pursues active policy to acquire societal 'License to Grow':
 - ▶ Dialogue with stakeholders in Regional Review Board (CROS)
 - ▶ Consultation of CROS in experiments on further reduction of noise hindrance ('pilot projects')
 - ▶ Contribute to re-assessment current regulations to assure long term growth



Aircraft noise: Air France-KLM's response

- + Continue to invest in fleet modernization
- + Negotiate with manufacturers over aircraft noise characteristics
- + Ensure best procedures (Crews and ATS)
- + Communicate on noise exposure track record
- + Consult with local stakeholders and contribute to noise insulation programmes

**Traffic up 19%,
noise exposure down 21%**



Local air quality: flight NO_x

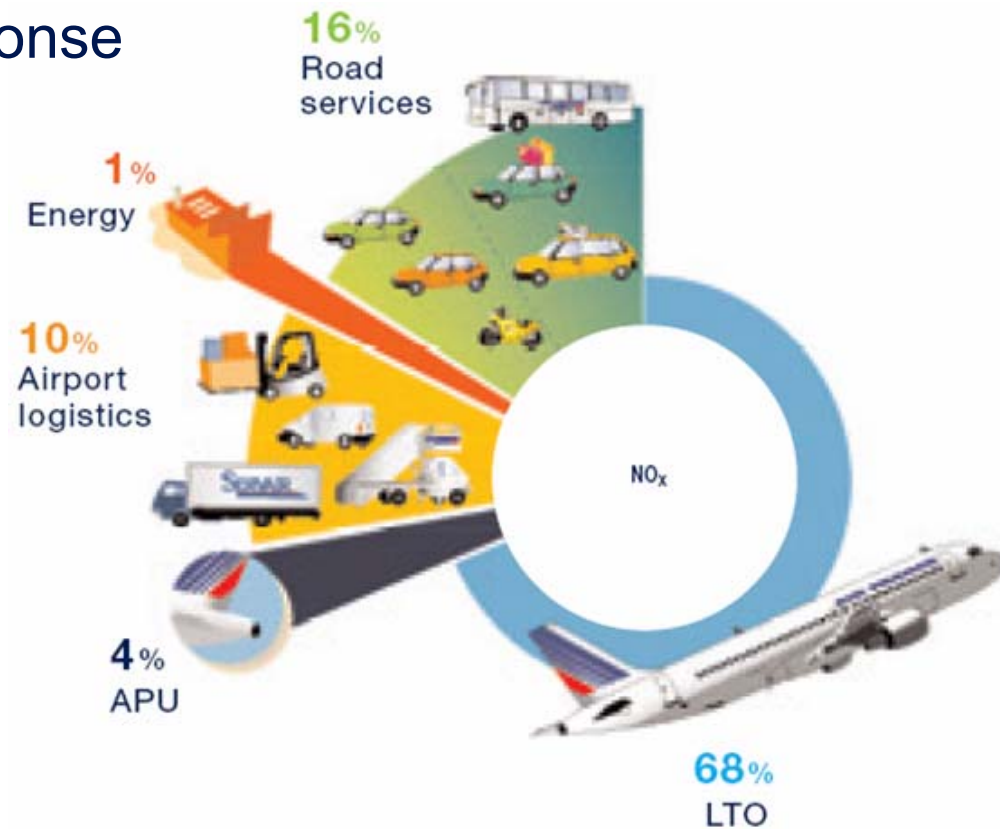
- ✦ In Paris and Amsterdam regions, NO_x from low-flying aircraft represents 6% of total NO_x produced in the regions
- ✦ 1981 ICAO engine NO_x standard, reviewed twice already, is set to become even more stringent by 2010
- ✦ European ACARE program (constructors) aims to divide current aircraft NO_x by five by 2020
- ✦ Air France-KLM response
 - ▶ We work actively alongside ACARE
 - ▶ We fully support increased stringency of ICAO NO_x standard between 2007 and 2010

Local air quality: Airport operation NO_x

Airport operation NO_x accounts for half of low-height aircraft NO_x

★ Air France-KLM response

- ▶ Renew ground vehicles
- ▶ Promote power for aircraft at gate
- ▶ Low NO_x staff displacement plan
- ▶ Low NO_x public transportation to the airport



Climate change: the impact of air transport

- ✦ The air transport industry has two types of emissions
 - ▶ CO2 emissions, (the only Greenhouse Gas (GHG) it emits), which last for 100 years and therefore have an impact on the climate in the long term
 - ▶ So-called “Non CO2” effects (claimed to be equal to CO2), which affect today’s climate, but which have no effect on the climate of the future

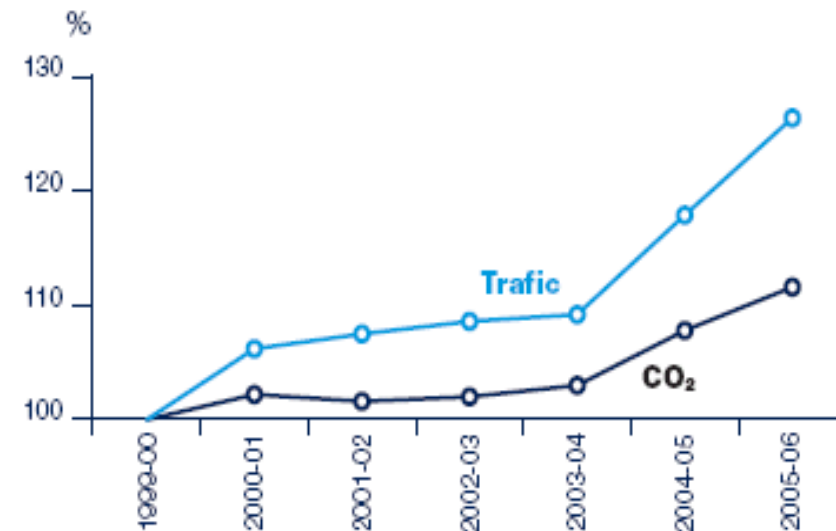
- ✦ Air Transport accounts for just 2% of annual “man made” CO2 emissions
 - ▶ Its share of the world’s existing CO2 is currently 1%
 - ▶ However, the air transport contribution will increase proportionately as CO2 generated by other industries decreases

- ✦ There are no realistic substitutes for technology, fuel or alternatives for most aviation

Air France-KLM response (1): manage our own assets

- + Renew the fleet
- + Operate best procedures (Crews and ATS)
 - ▶ Cooperate with authorities to improve Air Traffic Management
 - ▶ Cooperate with research institutes to accelerate innovation

Air France-KLM: evolution of CO2 emissions and traffic (passenger and cargo)



Our rate of CO₂ emissions growth is half that of our traffic growth

Air France-KLM response (2): support ETS over tax

- ✦ Tax is no a long term solution
 - ▶ No positive environmental effect
 - ▶ Supposed impact on consumer behavior not effective
 - ▶ Blunt measure that discourages airlines from seeking sustainable solutions
- ✦ ETS is the obvious way forward
 - ▶ Market based mechanism of ETS is economically and environmentally effective and efficient
 - ▶ Preferably on global scale, however as first step it can be introduces for intra-European flights
- ✦ ETS design features are crucial: e.g. access to open market, free initial allocation, distribution of allowance based on performance

To conclude

- ✦ Our efforts are already recognized
 - ▶ We are included in the ASPI Eurozone, FTSE4Good indices and the only airline included in both the DJSI world and DJSI Stoxx indices
 - ▶ KLM has corporate ISO14001 certification; Air France has some activities certified

- ✦ Our aims
 - ▶ Remain at the cutting edge of developments to meet the environmental challenge
 - ▶ Make sure that profitable development equals sustainable development