

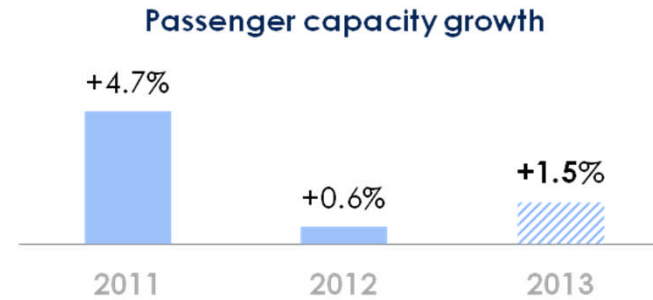


3 May 2013

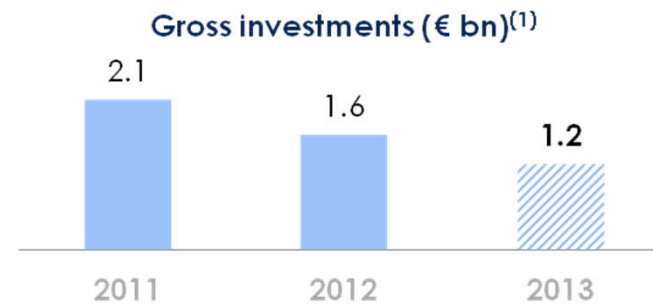
First Quarter 2013 Results

Reminder of our priorities for 2013

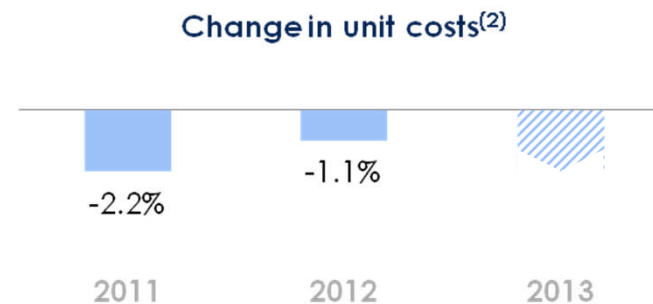
Capacity discipline



Controlled investments



Cost reduction



(1) Net investments: 2011: €1.3 bn, 2012: €0.9 bn, 2013: €1.1 bn

(2) Ex-currency and at constant fuel price, excluding increase in pension charge (non cash)

A first quarter in line with our objectives

- ✦ Strict capacity control in passenger and cargo
- ✦ Investments curtailed
- ✦ Further reduction in unit costs, in line with Transform 2015
- ✦ Operating loss further reduced
- ✦ Positive operating free cash flow and net debt reduction
- ✦ Successful €550m convertible bond issue

Key data for the quarter

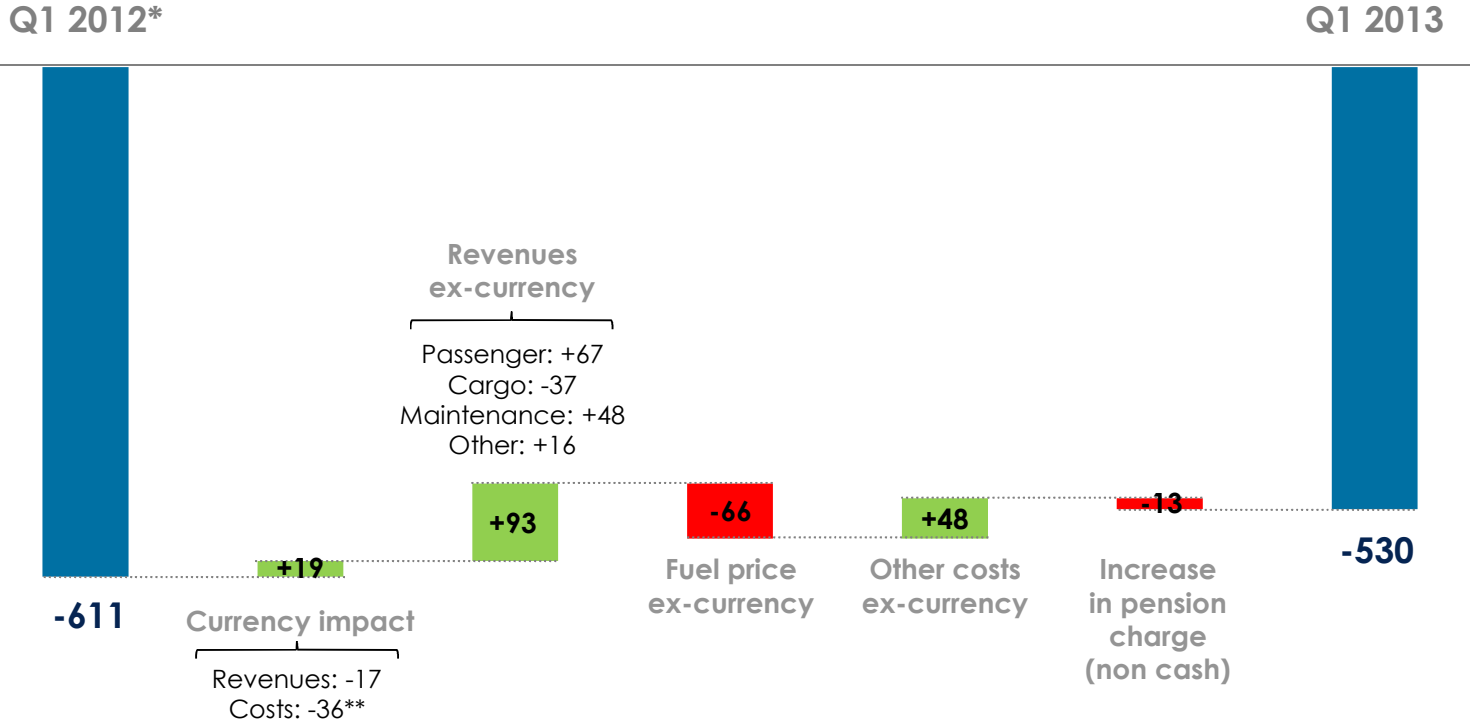
In € millions	January-March 2013	January-March 2012*	Change
Revenues	5,721	5,645	+1,3%
EBITDAR	123	23	+100
Operating result	-530	-611	+81
<i>Operating margin</i>	<i>-9.3%</i>	<i>-10.8%</i>	<i>+1.6 pt</i>
Adjusted operating result**	-451	-535	+84
Net income, group	-630	-379	
Operating free cash flow	38	-449	+487
Net debt at end of period	5,896	6,432	-536

* Pro forma IAS19R

** Adjusted by the portion of financial costs within operating leases (34%)

Analysis of change in operating result

In € millions



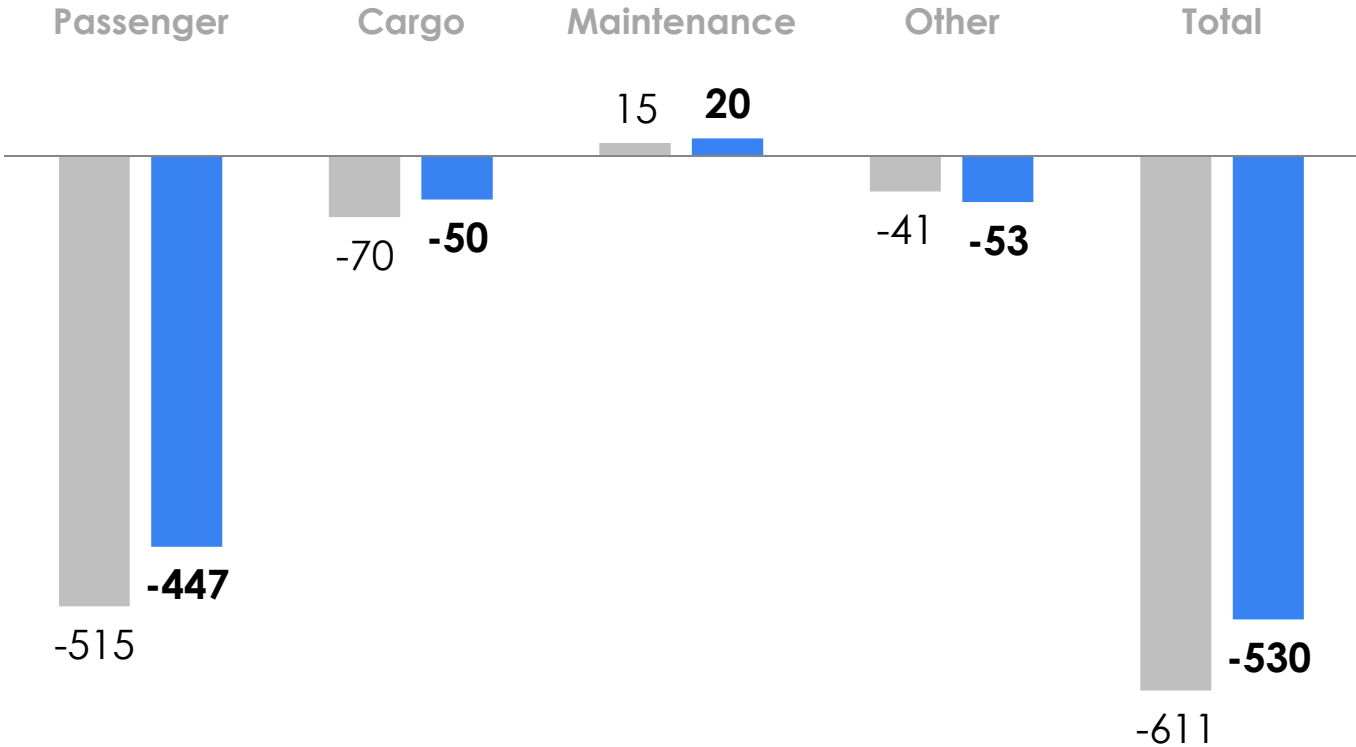
* Pro forma IAS19R

** o/w lower profit on currency hedging: -€4m

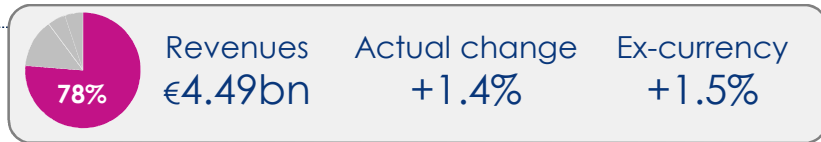
Operating result by business

In € millions

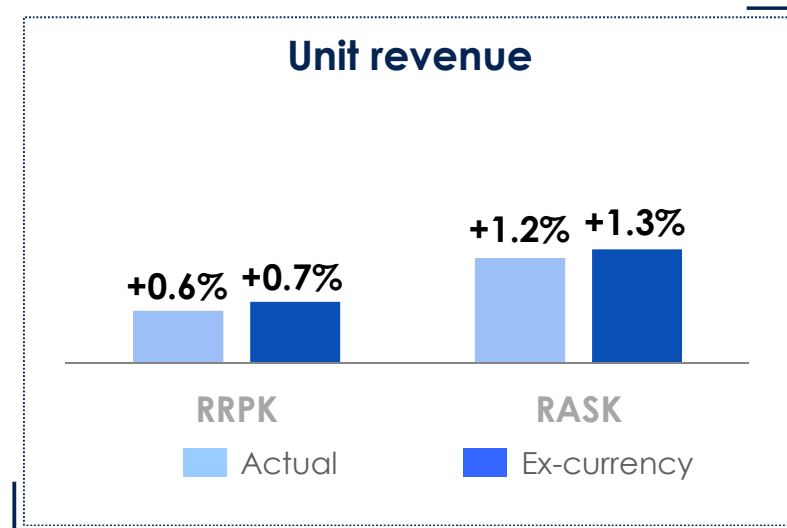
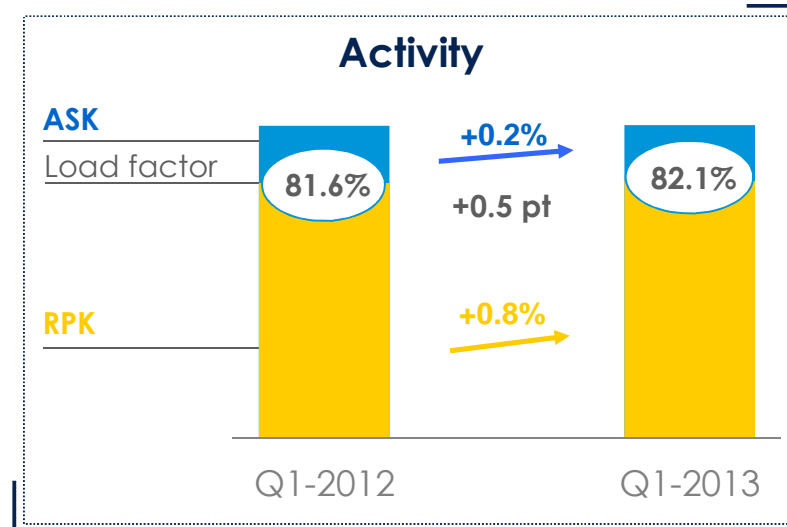
- Q1-2012
(Pro forma IAS 19R)
- Q1-2013



Passenger



- + Strict capacity discipline
- + Revenues driven by long-haul
 - ▶ Long-haul RASK +2.2%*
 - ▶ Medium-haul RASK: +0.0%*
- + Growth in unit revenues in spite of one-off impacts:
 - ▶ Weather conditions
 - ▶ Timing of holidays impacting mix
 - Premium long-haul RASK: +1.4%*
 - Economy long-haul RASK: +4.2%*

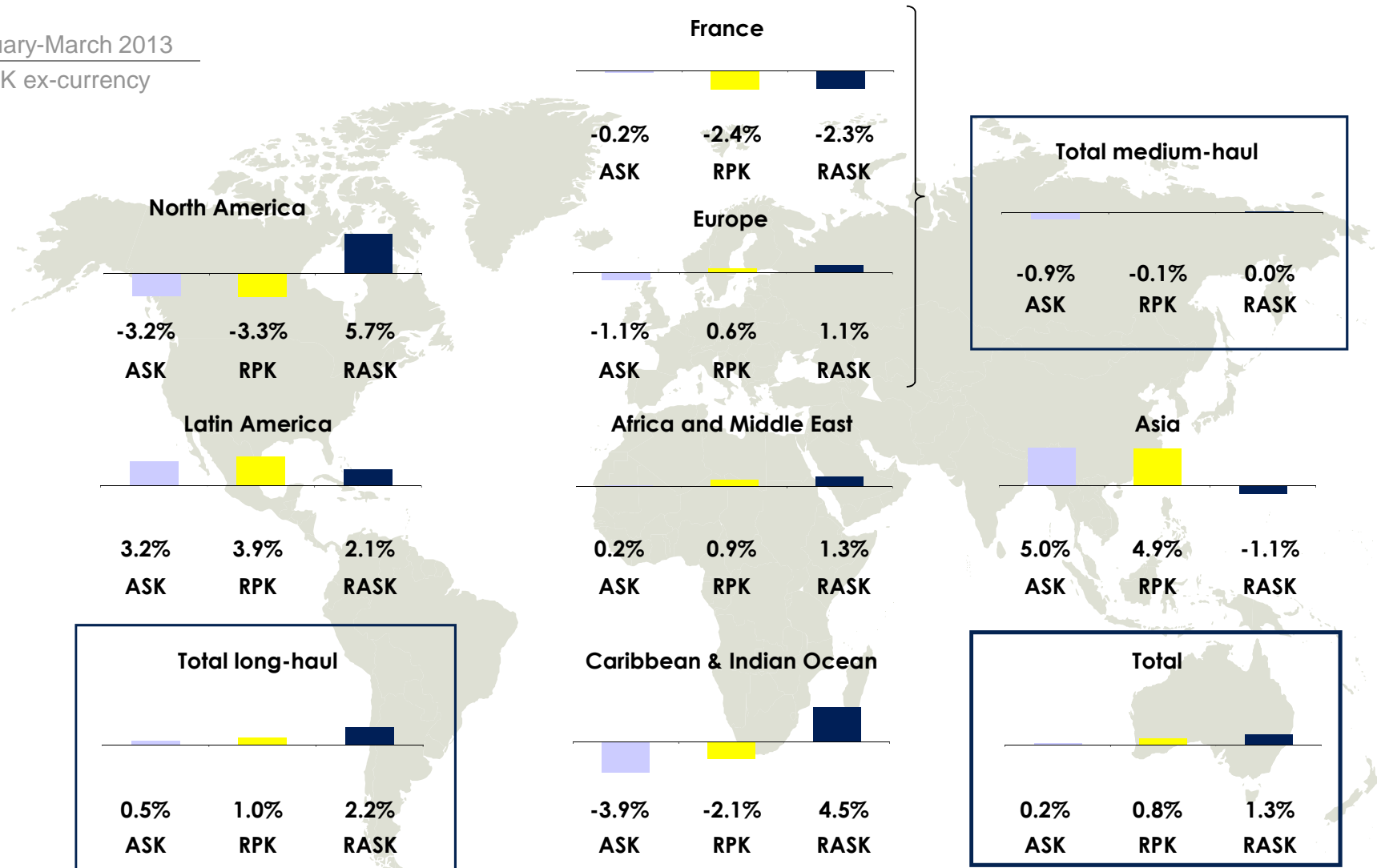


* Ex-currency

Unit revenue by network

January-March 2013

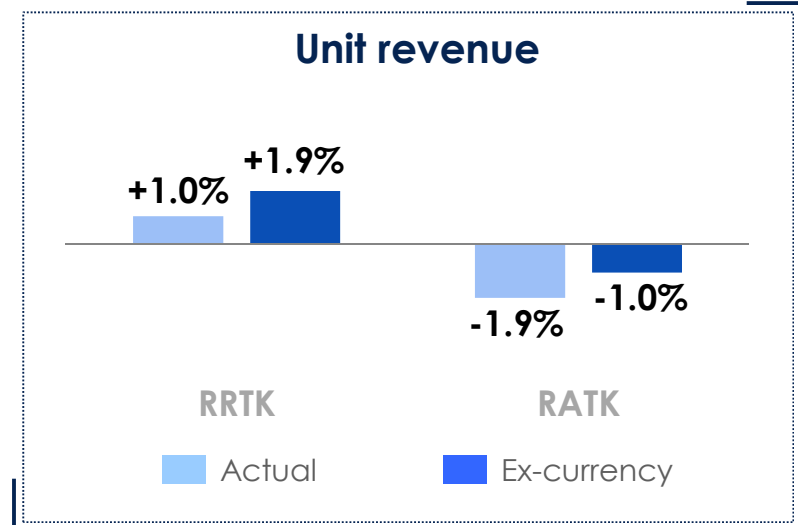
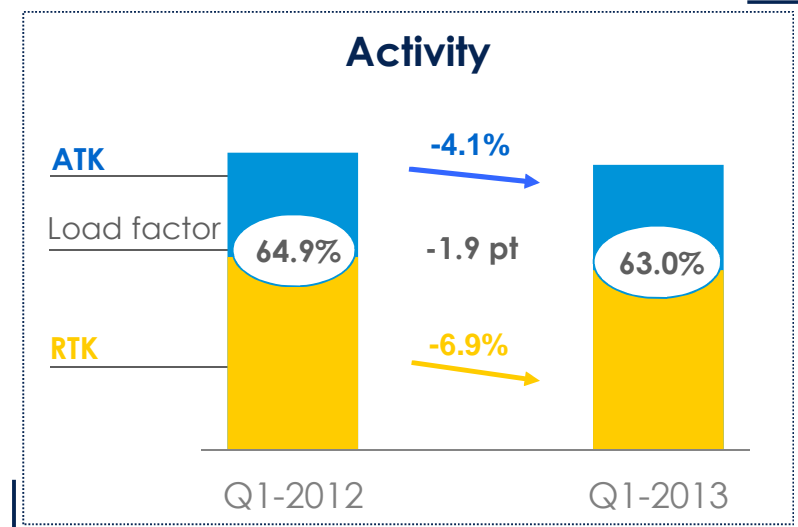
RASK ex-currency



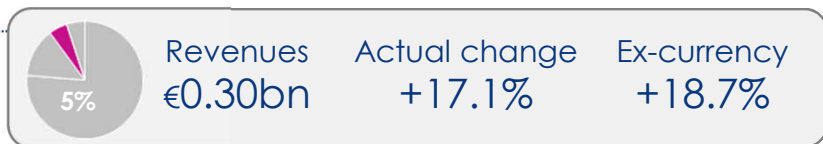
Cargo



- + Weak global trade environment and industry overcapacity
- + Strict capacity control
 - ▶ Bellies & combis: -1.7%
 - ▶ Full freighters: -9.3%
- + Losses reduced thanks to good performance on unit costs (-5.1%)



Maintenance



In € millions	January-March 2013	January-March 2012*	Change
Total revenue	788	772	+2.1%
Third party revenue	302	258	+17.1%
Operating result	20	15	+33.3%
Operating margin	2.5%	1.9%	+0.6 pt

- + Strong growth in third party engine revenues due to new contracts and higher volume of activity within GE contract
- + Development of component activity driven by new contracts
- + Flat third party airframe activity

* Pro forma IAS19R

Other businesses



Transavia	January-March 2013	January-March 2012*	Change
Transport revenues	124	106	+17.1%
Operating result	-51	-45	nm
Capacity (bn ASK)	3.0	2.6	+16.6%
Load factor	85.7%	83.5%	+2.2 pts
RASK (€ cents per ASK)	4.08	4.07	+0.4%

Catering & other

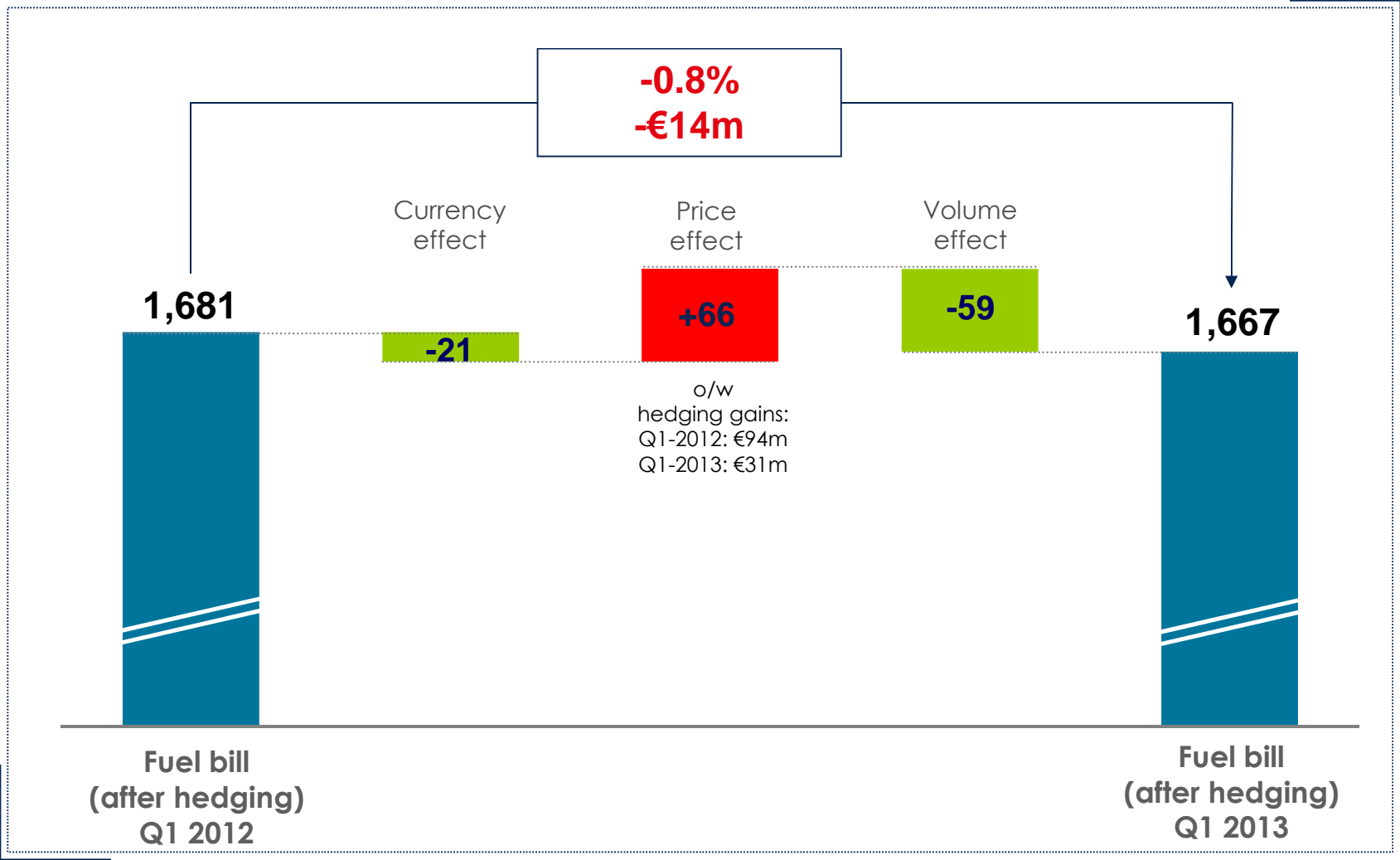
Third party revenues	95	96	-1.0%
Operating result	-2	4	nm

- + Transavia: higher activity levels impact quarterly operating result, on track to achieve positive operating result for full year
- + Catering: stable revenues and improved operating result

* Pro forma IAS19R


Stable fuel bill thanks to lower volumes

In € millions



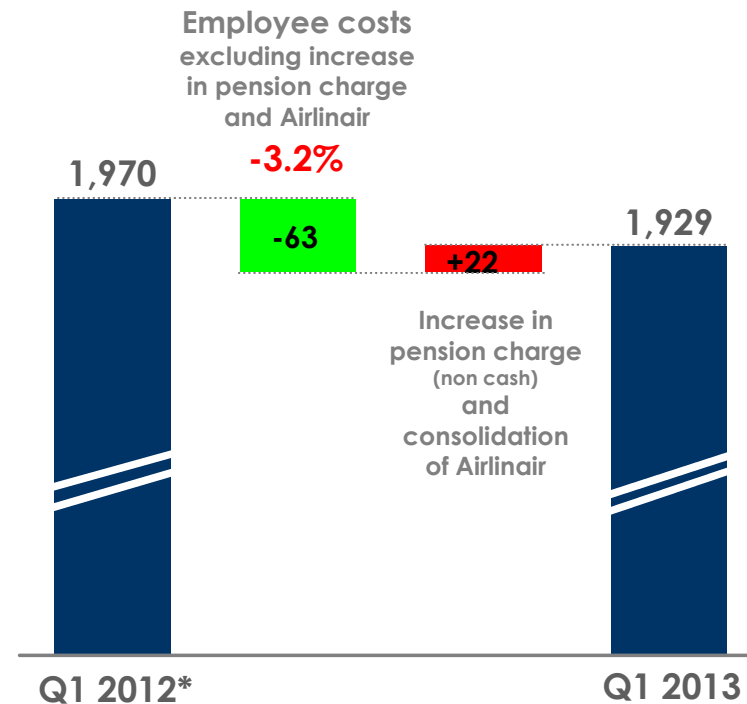
Employee costs down

- + Freeze in general pay rises at both Air France and KLM
- + Reduction in headcount:
 - ▶ -3,300 FTEs in March 2013 compared to March 2012⁽¹⁾
 - ▶ Success of Air France Voluntary Departure Plans
- + New labor agreement for Air France cabin crew
- + Positive effect of French tax credit⁽²⁾ (€10m in quarter)


 Reduction in annual employee costs ahead of objective⁽³⁾




(1) Corrected for integration of Airlinair
 (2) "CICE": French tax credit for competitiveness and employment
 (3) €200m excluding increase in pension charge and integration of Airlinair

Change in employee costs (€m, including temporary staff)



* Pro forma IAS19R

Change in other operating costs

January-March 2013	€m	Actual change	Ex-currency
 Manageable external charges⁽¹⁾ <i>Excluding purchasing of maintenance services and parts</i>	1,437	+2.2%	+2.8%
	1,128	-0.2%	+0.3%
 Other charges linked to capacity⁽²⁾	770	-0.3%	+0.7%
 Non manageable external charges⁽³⁾	469	-2.3%	-1.7%
Total of other operating costs	2,676	+0.7%	+1.4%
Grand total⁽⁴⁾	6,251	-0.1%	+0.5%
Operating costs ex-fuel	4,584	+0.2%	+0.5%

(1) Catering, handling charges, maintenance, commercial and distribution, and other external expenses

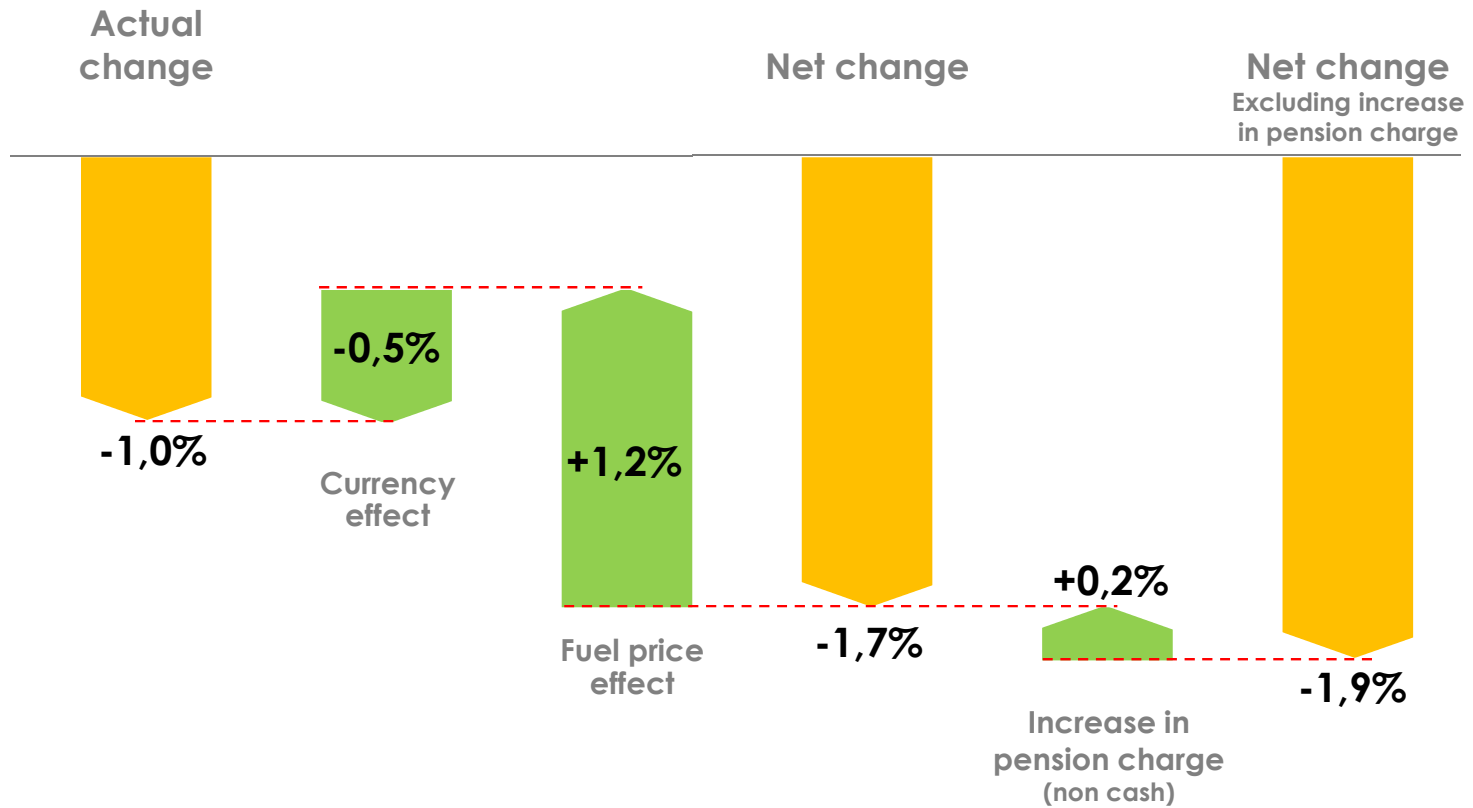
(2) Chartering (capacity purchases), aircraft operating leases, amortization, depreciation and provisions

(3) Landing fees and en-route charges, other taxes

(4) Including fuel, employee, other revenues and other income and expenses (16m in Q1 2013, -7m in Q1 2012)

Unit cost

Net cost: €5,571m (-0.8%)
Capacity in EASK: 76,503m (+0.2%)
Unit cost per EASK: €7.28 cents



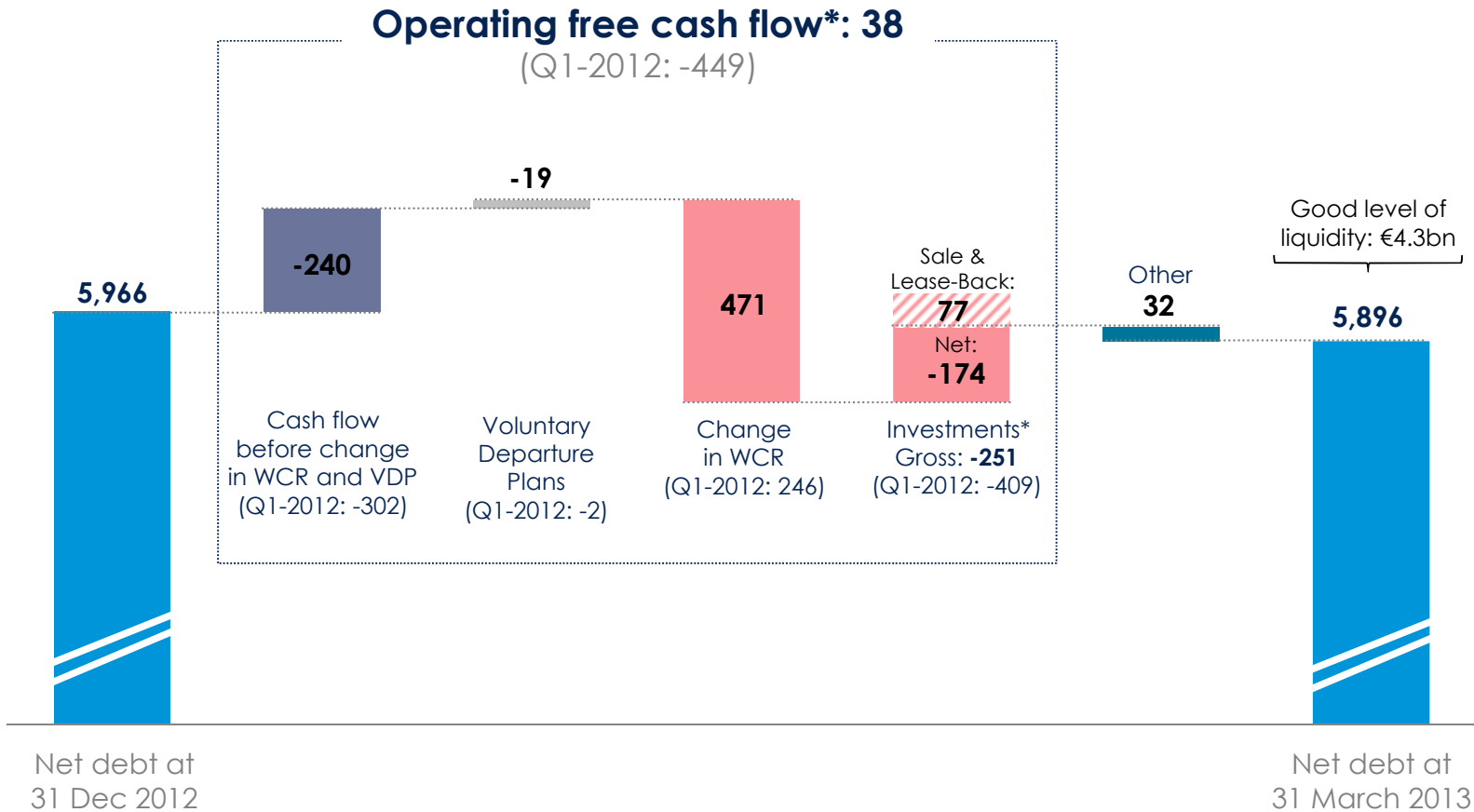
Net result

€m	First quarter	
	2013	2012
Income from current operations	-530	-611
Non current income and expenses	-27	95
<i>o/w Amadeus operation</i>	0	98
<i>o/w restructuring*</i>	-3	-4
<i>o/w other</i>	-24	1
Income from operating activities	-557	-516
Net cost of financial debt	-97	-82
Net foreign exchange	4	54
Change in fair value of financial assets and liabilities	43	220
Other financial income and expenses	4	2
Income taxes	28	-19
Share of profit (losses) of associates, minority interest	-55	-38
Net income, group	-630	-379

* Additional restructuring charges are compensated by reversals

Change in net debt over full year

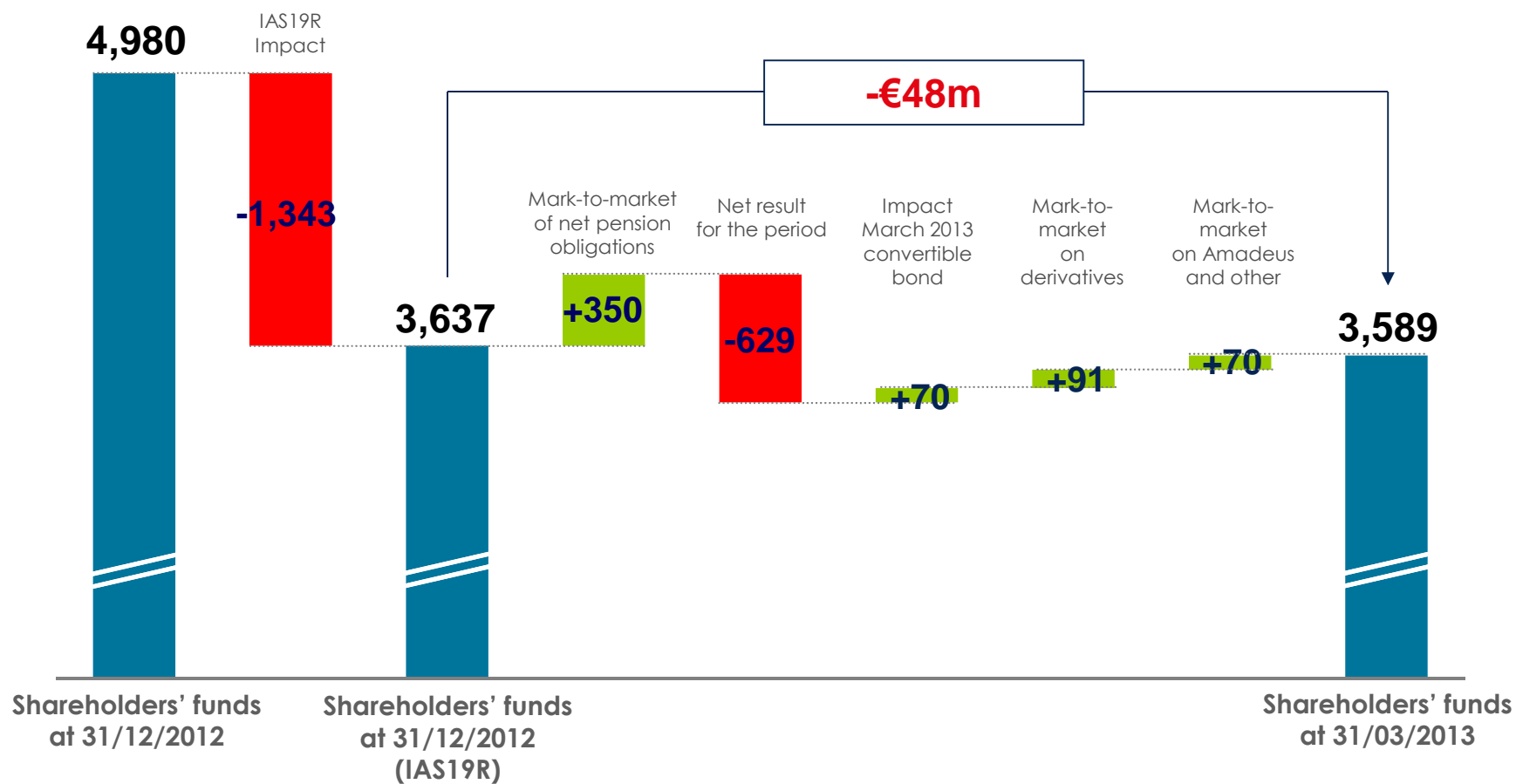
In € millions



* Net cash flow from operating activities less net capex on tangibles and intangibles.

Change in shareholders' funds

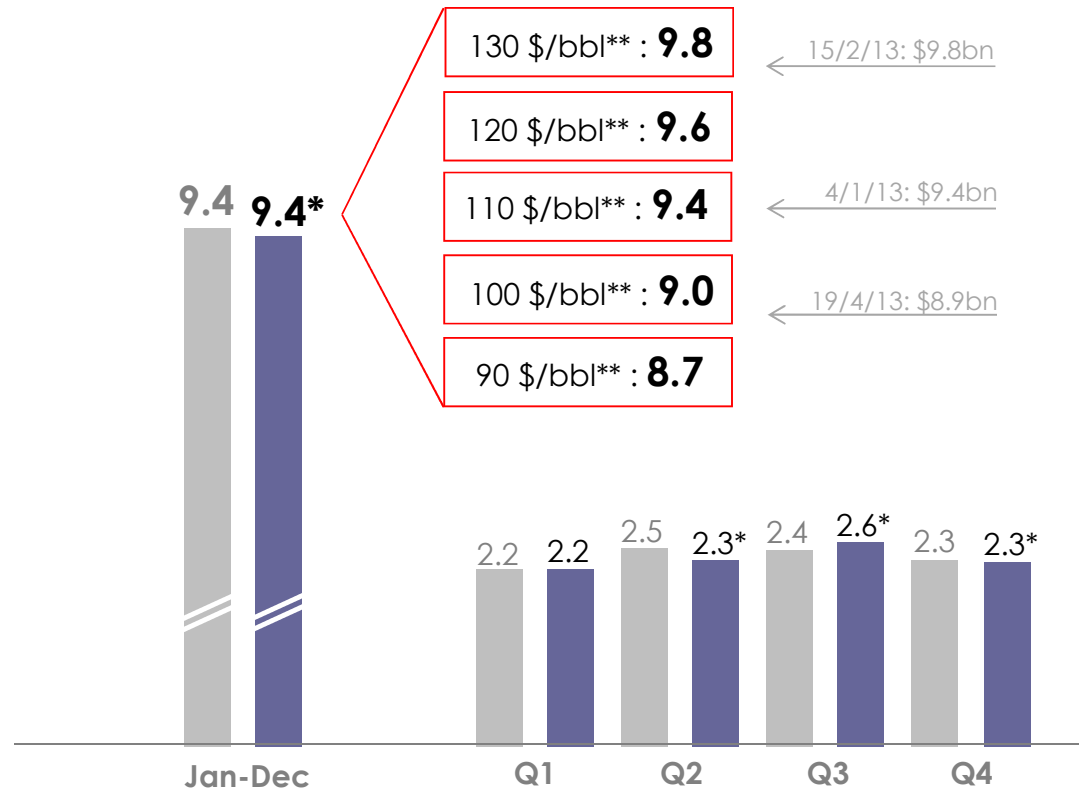
In € millions



Update on fuel bill

Fuel bill in billion dollars
after hedging

■ 2012
■ 2013



Market price	Brent (\$ per bbl)*	109	113	109	108	106
	Jet fuel (\$ per metric ton)*	1,010	1,040	990	1,000	1,000
	% of consumption already hedged	71%	71%	70%	69%	74%

* Q1 as reported + forward curve at 28 March 2013

** Over May-December 2013

Outlook for 2013

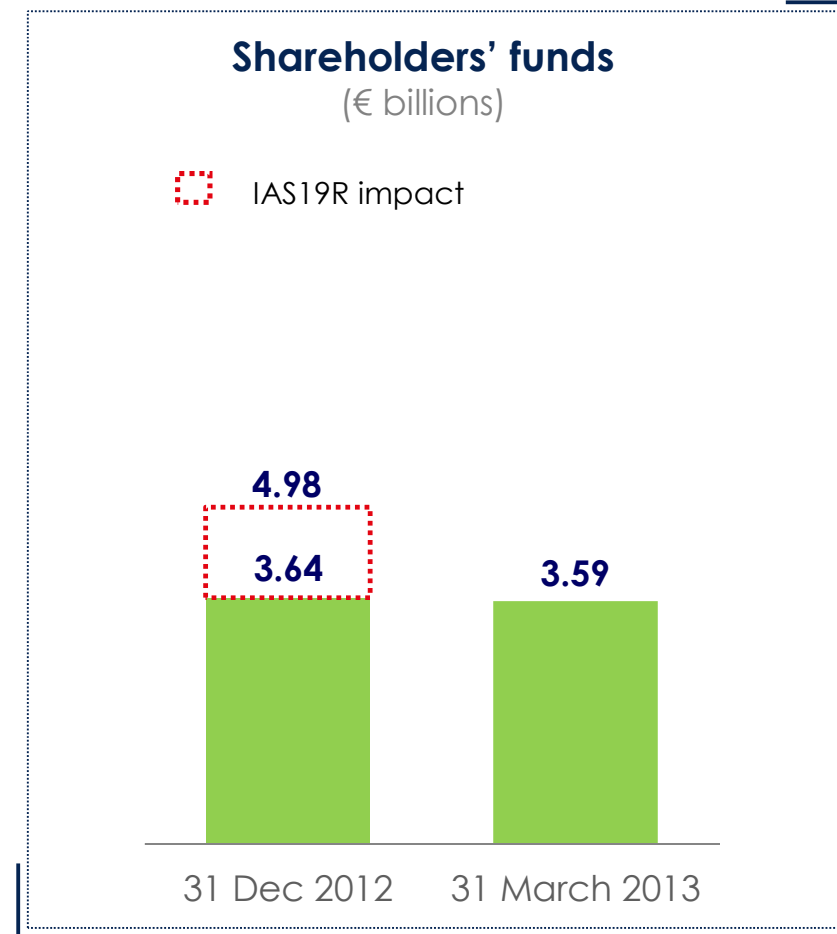
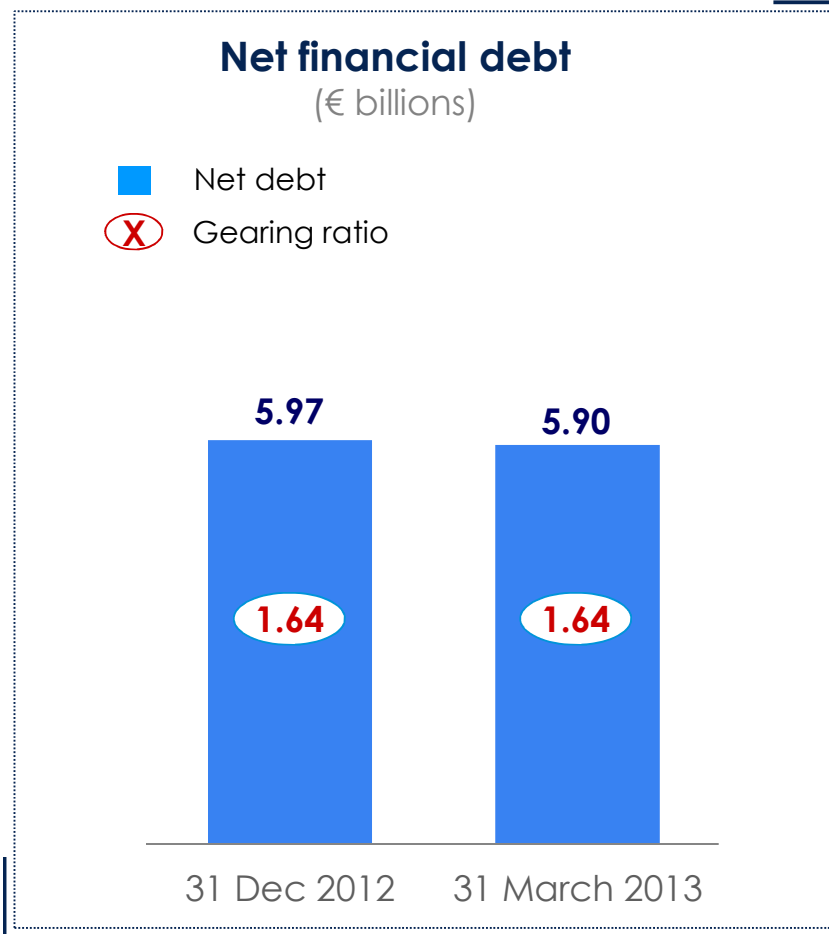
- + Ongoing tough economic environment in Europe
- + High currency and fuel price volatility
- + Full roll-out of Transform 2015 plan
- + 2013 objective: further reduction in unit costs* and net debt

* At constant currency and fuel price

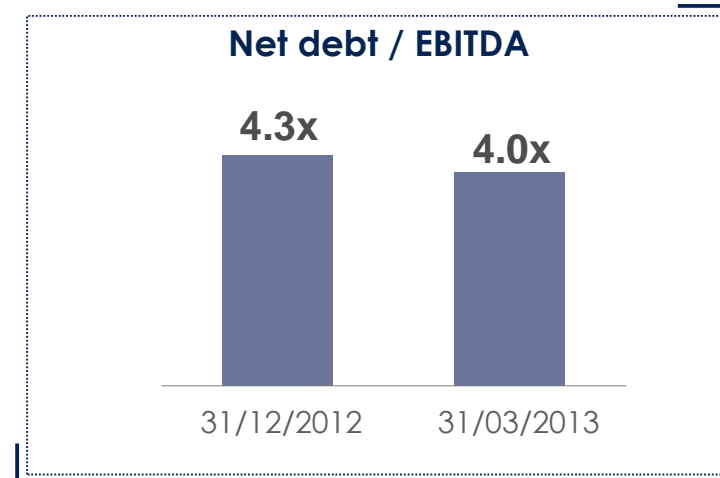
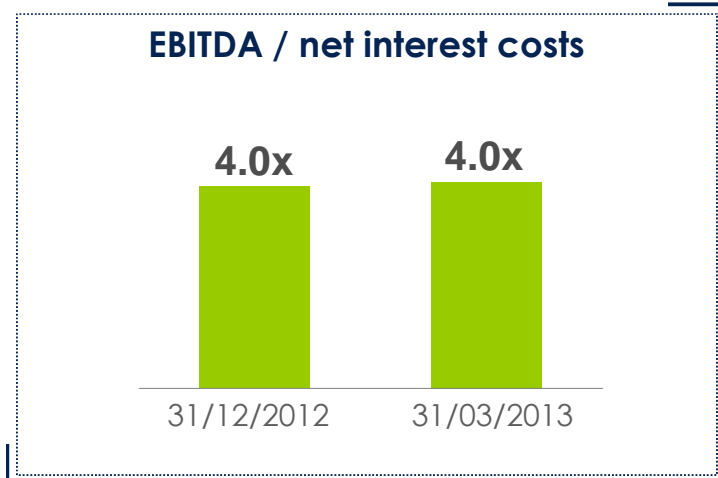
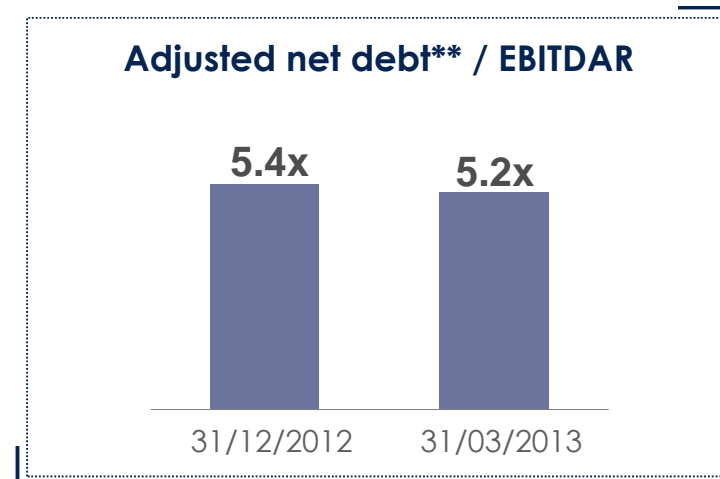
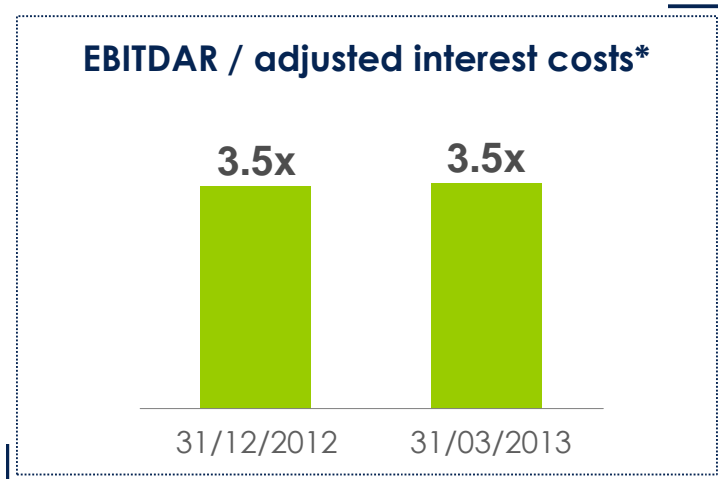


Appendices

Financial position



Financial ratios at 31 March 2013, sliding 12 months



* Adjusted by the portion of financial costs within operating leases (34%)

** Adjusted for the capitalisation of operating leases (7x yearly charge)

Net debt calculation

In € millions

	31 March 2013	31 Dec. 2012
Current and non-current financial debt	11,396	10,999
Deposits linked to financial debt	(652)	(650)
Financial assets pledged (OCEANE swap)	(393)	(393)
Currency hedge on financial debt	(6)	4
Accrued interest	(106)	(112)
= Financial debt	10,239	9,848
Cash and cash equivalents	3,730	3,420
Marketable securities	287	328
Available cash pledges	235	235
Deposits (Triple A bonds)	153	156
Bank overdrafts	(62)	(257)
= Net cash	4,343	3,882
Net debt	5,896	5,966
Consolidated shareholders' funds	3,589	3,637*
Net debt / shareholders' funds	1.64	1.64
EBITDA (Last twelve months)	1,487*	1,395*
Net debt / EBITDA	3.97	4.28

* 2012 pro forma IAS19R

Reminder: computation of net cost per EASK

In € millions

		Q1 2013	Q1 2012*
Scheduled passenger revenues		4,261	4,205
+ Scheduled cargo revenue		656	697
+ Transavia transport revenue		124	106
= Total transport revenue	A	5,041	5,008
- Operating result	B	(530)	(611)
= Net cost	A – B = C	5,571	5,619
Activity expressed in EASK	D	76,503	76,352
Net cost per EASK (€ cents)	C / D	7.28	7.36
Actual change		-1.0%	
Currency effect on net costs			-30
Fuel price effect			+66
Change at constant currency and fuel price		-1.7%	
Increase in pension charge (non cash)			+13
Net change		-1.9%	

* 2012 pro forma IAS19R