

August 5<sup>th</sup> 2008

#### **FINANCIAL YEAR 2008-09**

#### FIRST QUARTER

- Dynamic premium traffic and robust unit revenue in passenger activity
- Marked improvement in cargo profitability
- ▶ Operating income comfortably positive at 234 million euros despite an increase of 266 million euros in the fuel bill
- Objective for Full Year 2008-09 confirmed

## First Quarter to 30<sup>th</sup> June 2008: 234 million euros in operating income

Despite the slowdown in global growth and the increase in fares designed to absorb a part of the rise in oil prices, the passenger activity achieved a 3.7% rise in traffic and a high load factor of 80.3%. Premium traffic remains dynamic, underpinning unit revenues. The recovery in profitability at the cargo division was confirmed, with a significant increase in unit revenues. Maintenance and the other activities also made a positive contribution to group results.

Key data	First Quarter to 30 <sup>th</sup> June					
(in € millions, except for per share data in €)	2008	2007	Change			
Revenues	6,288	5,945	5.8%			
Current operating income	234	415	(43.6)%			
Income from operating activities	251	537	(53.3)%			
Pre-tax income of fully integrated companies	251	603	(58.4)%			
Net income, group share	168	415	(59.4)%			
Earnings per share	0.57	1.49	(61.7)%			
Fully diluted earnings per share	0.54	1.34	(59.7)%			

Total revenues rose 5.8% to 6.29 billion euros after a negative currency impact of 3.9%, for production measured in equivalent available seat kilometers (EASK) up 6.2%. Unit revenues per EASK were stable (-0.1%) and up 3.9% on a constant currency basis. Operating costs increased by 9.5% to 6.05 billion euros. Excluding fuel costs, the rise would have been 5.8%. Unit costs per EASK rose 3.9%, but by just 0.9% on a constant currency and fuel cost basis. In the context of the 'Challenge 10' cost-savings programme, the group realised savings of 114 million euros against its initial annual target of 430 million euros.

The main changes in operating costs were as follows:

- The fuel bill amounted to 1.36 billion euros against 1.09 billion euros at 30<sup>th</sup> June 2007, a rise of 266 million euros (+24.3%) under the combined effect of a 3% rise in volume, an increase in jet fuel costs after hedging of 40% and a favourable currency impact of 14%.
- Employee costs amounted to 1.87 billion euros, up 8.0%. Changes in the consolidation perimeter (AirChef, transavia and VLM) accounted for 0.8% of this rise, while a further 1.6% was due to the effect of a 1 point increase (4.5 to 5.5%) in the retirement benefit discount rate, following the subprime crisis.
- Catering expenses were up 12.7% to 124 million euros, in line with the significant increase in activity at Servair (+52.6%).
- Commercial and distribution costs fell 7.8% to 282 million euros, mainly reflecting the decline in commissions.

Operating income amounted to 234 million euros against 415 million euros at 30<sup>th</sup> June 2007 (-43.6%). The adjusted operating margin<sup>1</sup> declined 3.3 points to 4.5%.

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<sup>&</sup>lt;sup>1</sup> Operating income adjusted by the portion of financial costs of operating leases (34%) - Refer to definition in the 2007-08 Reference Document

Income from operating activities amounted to 251 million euros versus 537 million euros for the quarter to 30<sup>th</sup> June 2007; the latter included 122 million euros in non-recurrent financial operations.

Net interest costs continued to fall, from 31 million euros at 30<sup>th</sup> June 2007 to 11 million euros at 30<sup>th</sup> June 2008. Other financial income and costs saw a significant change (11 million euros of income at 30<sup>th</sup> June 2008 versus 97 million euros at 30<sup>th</sup> June 2007), linked to the impact of the change in fair value of derivative instruments.

As a result, the pre-tax income of consolidated companies stood at 251 million euros, against 603 million euros at 30<sup>th</sup> June 2007 (-58.4%).

After tax of 75 million euros (174 million euros at 30<sup>th</sup> June 2007) and a contribution from associates of 6 million euros, net income, group share amounted to 168 million euros versus 415 million euros at 30<sup>th</sup> June 2007. Undiluted earnings per share stood at 0.57 euros and diluted earnings per share was 0.54 euros at 30<sup>th</sup> June 2008 (versus 1.49 euros and 1.34 euros respectively at 30<sup>th</sup> June 2007).

# Financial position: available cash flow of 532 million euros and a further reduction in the gearing ratio<sup>2</sup>

Operating cash flow stood at 1.01 billion euros at 30<sup>th</sup> June 2008 against 769 million euros after non-recurrent payments of 308 million euros (linked to the 2005 shares-for-salary scheme and the contribution to the fund managing the retirement of Air France employees) a year earlier. Proceeds from disposals amounted to 119 million euros and investments amounted to 597 million euros. Available cash flow therefore stood at 532 million euros.

The balance sheet was further strengthened with net debt down by 518 million euros to 2.17 billion euros (2.69 billion euros at 31<sup>st</sup> March 2008) and shareholders' funds of 13.36 billion euros (10.61 billion euros at 31<sup>st</sup> March 2008) of which 4.37 billion euros relating to the fair value of derivative instruments, versus 1.82 billion euros at 31<sup>st</sup> March 2008. The gearing ratio was reduced from 0.25 at 31<sup>st</sup> March 2008 to 0.16 at 30<sup>th</sup> June 2008. Excluding the value of derivative instruments, it fell from 0.31 at 31<sup>st</sup> March 2008 to 0.24 at 30<sup>th</sup> June 2008. The group has cash of 4.7 billion euros and credit facilities of an additional 2 billion euros at its disposal.

## Outlook for Full Year 2008-09: objectives confirmed

In response to the new economic environment, Air France-KLM will reinforce the 'Challenge 10' plan with an additional 190 million euros in cost-savings, bringing the total for financial year 2008-09 to 620 million euros; moreover Air France-KLM will adjust its capacity plans, with a rise of the order of 2% for the Winter 2008 and Summer 2009 seasons. On the basis of a forward price of oil of \$126.82/bbl at 25<sup>th</sup> July 2008 and a euro/dollar exchange rate of 1.56, the fuel bill for the full year is estimated at 5.86 billion euros.

Air France-KLM confirms that its First Quarter 2008-09 results are in line with its objective of operating income of the order of 1 billion euros for the Full Year.

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<sup>&</sup>lt;sup>2</sup> Refer to definition in the 2007-08 Reference Document

## Information by business

#### Passenger business

Traffic rose 3.7% with a 5.1% rise in capacity. The load factor stood at 80.3% (-1.1 point). The group carried 19.7 million passengers (+2.2%). Long-haul activity remained dynamic with traffic up 4.1%, underpinned by premium traffic and robust unit revenues. Total passenger revenues rose 4.0% despite a negative currency impact of 3.7% to 4.95 billion euros. Operating income was comfortably in the black at 179 million euros despite a rise of 230 million euros in the fuel bill which weighed on unit costs. The adjusted operating margin<sup>1</sup> stood at 4.5% (versus 8.3% at 30<sup>th</sup> June 2007).

Passenger business	First	: Quarter to 30 <sup>th</sup>	June
	2008	2007	Change
Total passenger revenues (€ m)	4,951	4,762	4.0%
Revenues from scheduled passenger business (€ m)	4,713	4,519	4,3%
Unit revenue per RPK(€cts)	8.80	8.76	0.4%
Unit revenue per ASK (€ cts)	7.06	7.13	(1.0)%
Unit cost per ASK (€ cts)	6.73	6.44	4.5%
Operating income (€ m)	179	396	(54.6)%

On a constant currency basis, unit revenues per passenger kilometer (RRPK) progressed by 4.3% and per available seat kilometer (RASK) by 2.9%. Unit costs per available seat kilometer rose by 1.9% on a constant currency and fuel cost basis.

#### Cargo business

Cargo traffic increased by 1.5% with capacity up 3.0% leading to a load factor of 66.2%, down 1.0 point on the previous year. The group transported 372,000 tons. The strong rise in unit revenues and the containment of unit costs, notably thanks to the rejuvenation of the Air France fleet, led to a significant improvement in the profitability of this business. Total cargo revenues rose 10.5% to 762 million euros, after a negative currency impact of 6.1%. Operating income was 17 million euros after a loss of 17 million euros at 30<sup>th</sup> June 2007.

Cargo business	First	Quarter to 30 <sup>th</sup>	June
	2008	2007	Change
Total cargo business revenues (€ m)	762	689	10.5%
Revenues from the transportation of cargo (€m)	717	642	11.6%
Unit revenue per RTK (€ cts)	25.47	23.16	9.9%
Unit revenue per ATK (€ cts)	16.78	15.54	8.0%
Unit cost per ATK (€ cts)	16.24	15.81	2.7%
Operating income (€ m)	17	(17)	nm

Unit revenues per ton kilometer (RRTK) and per available ton kilometer (RATK) rose by 17.1% and 15.0% respectively on a constant currency basis. Unit costs per available ton kilometer fell 2.3% on a constant currency and fuel cost basis.

#### **Maintenance business**

Third party maintenance revenues declined 2.1% to 238 million euros (243 million euros a year earlier) under the impact of the weaker dollar. Operating income was up 15.4% to 15 million euros (13 million euros at 30<sup>th</sup> June 2007).

#### Other activities

Revenues from other activities amounted to 337 million euros against 251 million euros at 30<sup>th</sup> June 2007 (+34%) of which 233 million euros from transavia.com and 87 million euros from catering. The operating income of other activities was stable at 23 million euros.

<sup>&</sup>lt;sup>1</sup> Operating income adjusted by the portion of financial costs of operating leases (34%) - Refer to definition in the 2007-08 Reference Document

## **Agenda**

## Tuesday 5<sup>th</sup> August 2008:

- audio-web conference at 15h00 (CET) in French and 16h00 (CET) in English
  - -To connect to the French call, dial 33 (0)1 70 99 32 12 (password: AKH)
  - -To connect to the English call, dial 44 (0) 207 162 0125 (UK) or 1 334 323 6203 (US) (password: AKH)
  - -To view the presentation, please visit the following website: http://airfranceklm.momentys.com (password: AKHQ1)
  - -To hear a recording of the French call, dial 33 (0)1 70 99 35 29 (code: 804197)
  - -To hear a recording of the English call, dial 44 (0) 207 031 4064 (UK) or 1 954 334 0342 (US) (code: 804201)

# Thursday 23<sup>rd</sup> and Friday 24<sup>th</sup> October 2008: ▶ Investor Day at Roissy

#### FLEET AS OF 30 JUNE 2008





Aircraft	Ow	ned	Financ	e lease	Operati	ng lease	TO	TAL	In ope	eration
	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08
B747-400	6	6			7	7	13	13	13	13
B747-300/200	3	3					3	3		
B777-200/300	30	32	4	4	15	15	49	51	49	51
A340-300	10	10	3	3	6	6	19	19	19	19
A330-200	6	6	1	1	9	9	16	16	16	16
Long-haul fleet	55	57	8	8	37	37	100	102	97	99
B747-400	5	5			5	5	10	10	10	10
B747-200	3	3					3	3		
Cargo	8	8			5	5	13	13	10	10
A321	11	11			9	9	20	20	20	20
A320	50	48			17	16	67	64	65	64
A319	19	19	4	4	22	22	45	45	45	45
A318	18	18					18	18	18	18
Medium-haul fleet	98	96	4	4	48	47	150	147	148	147
Total Air France fleet	161	161	12	12	90	89	263	262	255	256

## **REGIONAL FLEET**

## **BRIT AIR**

Aircraft	Owned		Finance lease		Operating lease		TOTAL		In operation	
	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08
Canadair Jet 100	2	2	11	11	2	2	15	15	15	15
Canadair Jet 700	6	6	9	9			15	15	15	15
F100-100	5	5			8	8	13	13	13	13
Total	13	13	20	20	10	10	43	43	43	43

## CITY JET

Aircraft	Owned		finance lease		Operating lease		TOTAL		In operation	
	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08
BAE146-200/300	5	4			2	1	7	5	6	1
AVRO RJ 85	14	14			9	12	23	26	22	24
Total	19	18			11	13	30	31	28	25

## **REGIONAL**

Aircraft	Ow	ned	Financ	Finance lease		ng lease	TOTAL		In operation	
	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08
BEECH 1900-D	3	3	1	1	1	1	5	5		
EMB190					6	6	6	6	6	6
EMB145-EP/MP	4	5	17	17	7	6	28	28	28	28
EMB135-ER	3	4	3	3	3	2	9	9	9	9
EMB120-ER	6	5					6	5	6	5
F100-100	3	3			6	6	9	9	9	9
F70-70	5	5					5	5	5	5
Total	24	25	21	21	23	21	68	67	63	62
Total Regional fleet	56	56	41	41	44	44	141	141	134	130

## OTHER FLEET

#### TRANSAVIA FRANCE

Aircraft	Owned		Owned Finance lease Ope		Operating lease		TOTAL		In operation	
	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08
B737 800					5	7	5	7	5	7
Total					5	7	5	7	5	7

#### **VLM AIRLINES**

Aircraft	Ow	Owned		Finance lease		Operating lease		TAL	In operation	
	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08
Fokker 50	15	15			3	3	18	18	18	18
Total	15	15			3	3	18	18	18	18
Total Other Fleet	15	15			8	10	23	25	23	25
TOTAL Air France Group	232	232	53	53	142	143	427	428	412	411

#### FLEET AS OF 30 JUNE 2008



#### KLM FLEET

Aircraft	Ow	ned	Financ	e lease	Operatir	ng lease	TO	TAL	In ope	eration
	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08
B747-400	13	15	9	7			22	22	22	22
B777-300	2	2						2	2	2
B777-200			6	6	9	9	15	15	15	15
MD11	6	6	2	2	2	2	10	10	10	10
A330-200			6	6	4	4	10	10	10	10
Long-haul fleet	21	23	23	21	15	15	57	59	59	59
B747-400			3	3			3	3	3	3
Cargo			3	3			3	3	3	3
B737-900			2	2	3	3	5	5	5	5
B737-800			13	13	5	8	18	21	18	21
B737-400	6	6			7	7	13	13	13	13
B737-300	6	7	1		7	5	14	12	14	12
Medium-haul fleet	12	13	16	15	22	23	50	51	50	51
Total	33	36	42	39	37	38	110	113	112	113

## **REGIONAL FLEET**

**KLM Cityhopper** 

Aircraft	Owned		Finance lease		Operating lease		TOTAL		In operation	
	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08
F100	9	9	11	11			20	20	20	20
F70	18	18	3	3			21	21	21	21
F50	6	6			8	7	14	13	14	13
Total	33	33	14	14	8	7	55	54	55	54

#### OTHER FLEET

## TRANSAVIA Netherlands

Aircraft	Owned		Finance lease		Operating lease		TOTAL		In operation	
	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08
B737-800	1		7	7	10	11	18	18	18	18
B737-700			5	5	5	5	10	10	10	10
Total	1		12	12	15	16	28	28	28	28

	07	60	00	05	00		400	405	105	105
TOTAL KLM Group	07	69	68	65	60	01	193	195	195	195

Aircraft	Owned		Finance lease		Operating lease		TOTAL		In operation	
	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08	3/31/08	6/30/08
TOTAL Air France-KLM Group	299	301	121	118	202	204	620	623	607	606

## INCOME STATEMENT FROM APRIL 1, 2008 TO JUNE 30, 2008

In € millions	1 <sup>st</sup>	1 <sup>st</sup> quarter (April to June)				
	2008-09	2007-08	Variation			
SALES	6 288	5 945	E 90/			
Other revenues	0 288	<b>5 945</b> 0	· ·			
Official revenues	0	U	na			
EXTERNAL EXPENSES	-3 687	-3 371	9,4%			
Aircraft fuel	-1 359	-1 093				
Chartering costs	-165	-160	3,1%			
Aircraft operating lease costs	-150	-151	-0,7%			
Landing fees and en route charges	-455	-443	2,7%			
Catering	-124	-110	12,7%			
Handling charges and other operating costs	-340	-322	,			
Aircraft maintenance costs	-262	-264	-0,8%			
Commercial and distribution costs	-282	-306	· · · · · · · · · · · · · · · · · · ·			
Other external expenses	-550	-522	5,4%			
Salaries and related costs	-1 867	-1 729	8,0%			
Taxes other than income taxes	-64	-57	12,3%			
Amortization and depreciation	-410	-387	5,9%			
Provisions	-22	-11	na			
Other income and expenses	-4	25	na			
INCOME FROM CURRENT OPERATIONS	234	415	na			
Sales of aircraft equipment	4		na			
Sales of subsidiaries	3	40	na			
Other non-current income and expenses	10	82	na			
INCOME FROM OPERATING ACTIVITIES	251	537	na			
Income from cash and cash equivalents	78	65	20,0%			
Cost of financial debt	-89	-96				
Net cost of financial debt	-11	-31	-64,5%			
			0.,070			
Foreign exchange gains (losses), net	3	11	na			
Change in fair value of financial assets and liabilities	12	94	na			
Other financial income and expenses	-4	-8	na			
INCOME BEFORE TAX	251	603	na			
Income toyon	75	174	no			
Income taxes	-75	-174	na			
NET INCOME OF CONSOLIDATED COMPANIES	176	429	na			
Share of profits (losses) of associates	-6	-9	-33,3%			
INCOME FROM CONTINUING OPERATIONS	170	420	na			
Net income from discontinued operations						
NET INCOME FOR THE REPIOR	470	400				
NET INCOME FOR THE PERIOD	170	420	na			
Minority interest	-2	-5	-60,0%			
NET INCOME FOR THE PERIOD - GROUP	168	415	na			

## **CONSOLIDATED BALANCE SHEETS**

Assets In € millions	June 30, 2008	March 31, 2008
Goodwill	379	377
Intangible assets	486	475
Flight equipment	12 336	12 280
Other property, plant and equipment	2 188	2 193
Investments in equity associates	179	177
Pension assets	2 297	2 245
Other financial assets (which includes € 736 million of deposits related to financial leases as of June 30, 2008, € 735 million as of March 31, 2008)	949	956
Deferred tax assets	30	29
Other non-current assets	4 269	1 810
Total non current assets	23 113	20 542
Other short term financial assets (which includes € 346 million of deposits related to financial leases and investments between 3 months and 1 year as of June 30, 2008, € 266 million as of March 31, 2008)	385	303
Inventories	572	507
Trade accounts receivable	2 858	2 569
Income tax receivables	3	3
Other current assets	4 152	2 385
Cash and cash equivalents	4 610	4 381
Total current assets	12 580	10 148
Total assets	35 693	30 690

Liabilities and equity	June 30, 2008	March 31,
In € millions		2008
Issued capital	2 552	2 552
Additional paid-in capital	765	765
Treasury shares	(120)	(119)
Reserves and retained earnings	10 065	7 338
Equity attributable to equity holders of Air France-KLM	13 262	10 536
Minority interest	94	78
Total Equity	13 356	10 614
Provisions and retirement benefits	1 445	1 439
Long-term debt	6 705	6 914
Deferred tax	2 913	1 713
Other non-current liabilities	690	819
Total non-current liabilities	11 753	10 885
Provisions	457	441
Current portion of long-term debt	889	905
Trade accounts payable	2 588	2 218
Deferred revenue on ticket sales	2 815	2 279
Current tax liabilities	32	25
Other current liabilities	3 599	3 151
Bank overdrafts	204	172
Total current liabilities	10 584	9 191
Total liabilities	22 337	20 076
Total liabilities and equity	35 693	30 690

## **CONSOLIDATED STATEMENTS OF CASH FLOWS**

Period from April 1 to June 30,	2008	2007
In € millions  Net income for the period – Group	168	415
Minority interests	2	5
Amortization, depreciation and operating provisions	432	398
Financial provisions	3	5
Gain on disposals of tangible and intangible assets	(20)	5
Loss / (gain) on disposals of subsidiaries and associates	(3)	(40)
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Gain on WAM (ex Amadeus GTD) transaction  Derivatives – non monetary result	(12)	(82) (94)
Unrealized foreign exchange gains and losses, net	(10)	(9)
Share of (profits) losses of associates	(10)	( <del>9)</del> 9
Deferred taxes		144
Other non-monetary items	(158)	(16)
Subtotal	464	735
(Increase) / decrease in inventories	(60)	(3)
(Increase) / decrease in trade receivables	(249)	(182)
Increase / (decrease) in trade payables	343	51
Change in other receivables and payables	512	476
Net cash flow from operating activities before non-	1 010	1 077
recurring items	1010	
Payment of the ESA 2003 soulte	-	(110)
Additional contribution to pension fund	-	(198)
Net cash flow from operating activities	1 010	769
Acquisitions of subsidiaries and investments in associates, net of cash acquired	(5)	(5)
Purchase of property, plant and equipment and intangible assets	(597)	(720)
Proceeds on disposal of subsidiaries and investments in	,	, ,
associates	4	79
Proceeds on WAM (ex Amadeus GTD) transaction	-	82
Proceeds on disposal of property, plant and equipment and	440	
intangible assets	119	13
Dividends received	-	2
Decrease (increase) in investments, net between 3 months and	(00)	70
1 year	(82)	73
Net cash used in investing activities	(561)	(476)
Issuance of common stock	-	193
Issuance of long-term debt	3	221
Repayments on long-term debt	(47)	(169)
Payment of debt resulting from finance lease liabilities	(220)	(62)
New loans	(12)	(22)
Repayments on loans	25	17
Dividends paid	(1)	
Decrease in equity	-	-
Net cash flow from financing activities	(252)	178
Effect of exchange rate on cash and cash equivalents	-	1
Change in cash and cash equivalents and bank	197	472
overdrafts	131	412
Cash and cash equivalents and bank overdrafts at beginning of period	4 209	3 364
Cash and cash equivalents and bank overdrafts at end of period	4 406	3 836
•		