## FINANCIAL YEAR 2007-08

## 2007-08 OBJECTIVES ACHIEVED

- Record level of operating income, up 13.3\% to 1.41 billion euros
- A further rise in operating margin ${ }^{1}$ to $6.7 \%$ (+0.4 points)
- RoCE of 7.1\% (+0.6 points)
- A dividend of 0.58 euros (+21\%)

FINANCIAL YEAR 2008-09: OBJECTIVE OF OPERATING INCOME COMFORTABLY IN PROFIT IN THE REGION OF 1 BILLION EUROS

The Board of Directors of Air France-KLM convened under the chairmanship of Jean-Cyril Spinetta to approve the accounts for the Financial Year 2007-08. During the meeting, Mr Spinetta made the following comments:
"I must start by highlighting the excellent quality of our results, which met all our objectives. The Financial Year 2007-08 nevertheless witnessed a deterioration in the economic environment during the second half, linked to the crisis in the financial sector and the sharp rise in the oil price. We also booked a provision of 530 million euros on the basis of the current status of the investigation by the European and US competition authorities into the air cargo industry." The Chairman added: "The current year is set to be challenging, with the oil price and the global economy creating significant uncertainty. We believe however that our strategic advantages and the efficiency of our fuel hedging, combined with a tough stance on costs and further potential synergies made possible by the new, more integrated organisation between Air France and KLM, will ensure that we remain comfortably in profit. Under these conditions, and based on an oil price of $\$ 120 / \mathrm{bbl}$, our objective is of operating income in the region of 1 billion euros."

In consequence, the Board of Directors voted to propose a dividend of 0.58 euros, up $21 \%$.

## Consolidated key figures

| In € millions (except for per <br> share data in $€)$ | Fourth Quarter to 31st March |  |  | Full Year to 31st March |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 | Change | 2008 | 2007 | Change |
| Revenues | 5,704 | 5,389 | $+5.8 \%$ | 24,114 | 23,073 | $4.5 \%$ |
| Operating income | $(46)$ | 9 | nm | 1,405 | 1,240 | $13.3 \%$ |
| Pre-tax income of fully <br> integrated companies | $(584)^{(1)}$ | 72 | nm | 1,149 | 1,118 | $2.8 \%$ |
| Net income, group share | $(542)$ | 44 | nm | 748 | 891 | $(16.0 \%)$ |
| Net income, group share <br> excluding exceptional items | $(49)^{(2)}$ | 44 | nm | $987^{(3)}$ | 891 | $10.8 \%$ |
| Net earnings per share | $(1.84)$ | 0.16 | nm | 2.63 | 3.35 | $(21.5) \%$ |
| Diluted earnings per share | $(1.84)$ | 0.15 | nm | 2.47 | 3.05 | $(19.0) \%$ |

(1) After provision of 530 million euros iro of cargo investigation
(2) Excluding cargo provision
(3) Excluding cargo provision and Amadeus gain

[^0]
## Fourth Quarter to 31st March 2008

The operating environment worsened in the fourth quarter with a slowdown in global economic growth and a sharp rise in oil prices. The group's passenger business was impacted by calendar effects in March which weighed on revenue per available seat kilometer (RASK), while cargo continued its recovery. Revenues were up 5.8\% after a negative currency impact of 2.3\% to 5.70 billion euros, for production measured in equivalent available seat kilometer (EASK) up $6.4 \%$. Unit revenue per EASK declined by $0.8 \%$ but was up by $1.6 \%$ excluding the currency effect.

Operating costs rose by $6.9 \%$ but by only $3.3 \%$ excluding fuel. Unit cost per EASK rose slightly by $0.3 \%$ and was down by $2.1 \%$ on a constant currency and fuel price basis. The main change in costs was the fuel bill which rose by $19.5 \%$ to 1.19 billion euros (versus 994 million euros at 31 March 2007) under the combined effect of a rise in volumes of $4 \%$, a rise in fuel costs after hedging of $26 \%$ and a positive currency effect of $11 \%$.

The operating result was negative by 46 million euros, compared with a profit of 9 million euros at 31st March 2007.

Taking account of the current status of the investigation by the European and US competition authorities into the cargo activities of the airlines, the group booked a provision of 530 million euros pre-tax ( 493 million euros after tax), mostly non tax-deductible. As a consequence, we recorded a net loss, group share, of 542 million euros. Excluding this provision, the loss would have been 49 million euros against a positive result of 44 million euros a year earlier.

## Information by business

## Passenger business

In the last quarter, the passenger business experienced slower growth, but this was offset by a resilient yield. Traffic increased $3.0 \%$ with a $5.8 \%$ rise in capacity. The load factor stood at $78.0 \%$ (-2.1 points). The group carried 17.1 million passengers (+0.7\%) generating revenues of 4.53 billion euros ( $+4.0 \%$ after a negative currency impact of $2.1 \%$ ). Operating income was close to break-even, compared with a positive 31 million euros at 31st March 2007.

|  | Fourth Quarter to 31st March |  |  |
| :--- | :---: | :---: | :---: |
|  | 2008 | 2007 | Change |
| Total passenger revenues ( $€ \mathrm{~m})$ | 4,531 | 4,355 | $4.0 \%$ |
| Revenues from scheduled passenger business $(€ \mathrm{~m})$ | 4,284 | 4,107 | $4.3 \%$ |
| Unit revenue per RPK( $€ \mathrm{cts})$ | 8.73 | 8.62 | $1.3 \%$ |
| Unit revenue per ASK $(€ \mathrm{cts})$ | 6.81 | 6.90 | $(1.4) \%$ |
| Unit cost per ASK $(€ \mathrm{cts})$ | 6.74 | 6.78 | $(0.6) \%$ |
| Operating income $(€ \mathrm{~m})$ | $(1)$ | 31 | nm |

At constant exchange rates, unit revenue per passenger kilometer (RRPK) and per available seat kilometer (RASK) progressed by $3.5 \%$ and $0.7 \%$ respectively. Unit costs per ASK declined by $2.8 \%$ on a constant currency and fuel price basis.

## Cargo business

The recovery observed midway through the year was confirmed in the Fourth Quarter. Traffic picked up and unit revenues rose strongly. Traffic progressed by $3.7 \%$ with capacity up $4.0 \%$, leading to a stable load factor of $66.9 \%$ ( -0.2 points). The group transported 363,000 tonnes. Total revenues rose $8.0 \%$ after a negative currency impact of $3.8 \%$. Operating income improved sharply from a loss of 22 million euros last year to almost break-even (-1 million euros).

|  | Fourth Quarter to 31st March |  |  |
| :--- | :---: | :---: | :---: |
|  | 2008 | 2007 | change |
| Total cargo business revenues (€m) | 720 | 667 | $8.0 \%$ |
| Revenues from the transportation of cargo ( $€ \mathrm{~m})$ | 677 | 613 | $10.4 \%$ |
| Unit revenue per RTK $(€ \mathrm{cts})$ | 24.81 | 23.31 | $6.4 \%$ |
| Unit revenue per ATK ( $€$ cts) | 16.59 | 15.64 | $6.0 \%$ |
| Unit cost per ATK ( $€$ cts) | 16.45 | 16.03 | $2.6 \%$ |
| Operating income $(€ \mathrm{~m})$ | $(1)$ | $(22)$ | $95.5 \%$ |

At constant exchange rates, unit revenue per tonne kilometer (RRTK) rose $10.6 \%$ and unit revenue per available tonne kilometer (RATK) by 10.3\%. Unit costs fell $1.1 \%$ on a constant currency and fuel price basis.

## Maintenance business

Maintenance continued to be penalised by US dollar weakness, and recorded a $2.5 \%$ increase in revenues to 243 million euros and an operating loss of 2 million euros (versus income of 3 million euros at 31 March 2007).

## Other activities

The main businesses in this segment are leisure (transavia.com) and catering (mainly Servair). Total revenues from other activities amounted to 210 million euros with an operating loss of 42 million euros ( -3 million euros a year earlier). The catering business generated revenues of 79.5 million euros (+72.7\%) and operating income of 4.7 million euros. This performance was linked to good levels of activity at Servair as well as the full consolidation of a subsidiary previously accounted under the equity method. Leisure also progressed strongly with the launch of transavia.com France. Revenues amounted to 112 million euros (+37.5\%) with an operating loss of 40.9 million euros.

## Financial Year 2007-08: Operating income of 1.41 billion euros (+13.3\%) with an adjusted operating margin of $6.7 \%$, up 0.4 points.

Revenues increased 4.5\% after a negative currency impact of 2.3\% to 24.11 billion euros, for production measured in equivalent available seat kilometer (EASK) up 4.8\%. Unit revenue per EASK was stable ( $-0.1 \%$ ) but rose $2.3 \%$ on a constant currency basis.

Operating costs rose $4.0 \%$ to 22.71 billion euros. The rise was limited to $3.2 \%$ excluding fuel costs. Unit costs per EASK declined by $0.6 \%$ and by $1.0 \%$ at a constant currency and fuel price basis, thereby meeting the objective set by the 'Challenge 10' cost-saving plan. The fuel bill for the year rose by $7.4 \%$ to 4.57 billion euros after a volume effect of $3 \%$, a price effect after hedging of $14 \%$ and a favourable currency effect of $9 \%$. Employee costs rose $4.9 \%$ to 7.0 billion euros for headcount up $1.6 \%$ to 104,659 employees ( $+0.9 \%$ on a constant basis).

Operating income amounted to 1.41 billion euros against 1.24 billion euros a year earlier, a rise of $13.3 \%$. Strikes at Air France during the Autumn had a negative impact of 75 million euros. The adjusted operating margin ${ }^{1}$ amounted to $6.7 \%$ (+0.4 points).

Income from operating activities rose $3.2 \%$ to 1.27 billion euros (versus 1.23 billion euros a year earlier). Excluding exceptional items (cargo provision and proceeds from Amadeus), it would have increased by $23.0 \%$.

Interest charges declined further, from 140 million euros at 31 March 2007 to 99 million euros at 31st March 2008 (-29.3\%).

Pre-tax income of fully integrated companies amounted to 1.15 billion euros. After a tax charge of 358 million euros ( 248 million euros at 31st March 2007) and a negative contribution of 24

[^1]million euros from associates, net income, group share stood at 748 million euros compared with 891 million euros a year earlier, down 16.0\%. Excluding exceptional items it would have risen by $10.8 \%$.

Earnings per share amounted to 2.63 euros against 3.35 euros at 31st March 2007. Diluted earnings per share was 2.47 euros, ( 3.05 euros at 31st March 2007).

## Information by business

## Passenger business

The passenger business had a good year with a further increase in traffic (+3.9\%). The impact of last Autumn's strikes at Air France reduced growth by $0.6 \%$. Capacity was increased by $4.6 \%$ and the load factor remained high at $80.8 \%$ ( -0.6 points). The group carried 74.8 million passengers (+0.7\%) generating revenues of 19.16 billion euros, up $4.3 \%$ despite a negative currency impact of $2.2 \%$. Operating income was up $21.0 \%$ to 1.29 billion euros.

|  | Full year to 31st March |  |  |
| :--- | :---: | :---: | :---: |
|  | 2008 | 2007 | Change |
| Total passenger revenues (€ m) | 19,156 | 18,366 | $4.3 \%$ |
| Revenues from scheduled passenger business (€m) | 18,186 | 17,341 | $4.9 \%$ |
| Unit revenue per RPK ( $€$ cts) | 8.78 | 8.69 | $1.0 \%$ |
| Unit revenue per ASK ( $€$ cts) | 7.09 | 7.08 | $0.3 \%$ |
| Unit cost per ASK ( $€$ cts) | 6.52 | 6.57 | $(0.7) \%$ |
| Operating income (€m) | 1,291 | 1,067 | $21.0 \%$ |

At constant exchange rates, unit revenue per RPK and per ASK increased by $3.2 \%$ and $2.5 \%$ respectively. Unit cost per ASK declined by $0.9 \%$ on a constant currency and fuel price basis.

## Cargo business

The performance of the cargo business improved markedly in the second half. In the first half traffic declined by $1.2 \%$ on stable capacity ( $+0.3 \%$ ) with an operating loss of 29 million euros, whereas in the second half traffic rose $3.1 \%$ with a $2.7 \%$ increase in capacity and operating income of 68 million euros. In addition to robust unit revenues in the second half, the improvement also stemmed from the renewal of the fleet. For the year as a whole, the business generated revenues of 2.93 billion euros (+0.7\%) and operating income of 39 million euros.

|  | Full year to 31st March |  |  |
| :--- | :---: | :---: | :---: |
|  | 2008 | 2007 | Change |
| Total cargo business revenues $(€ \mathrm{~m})$ | 2,928 | 2,909 | $0.7 \%$ |
| Revenues from the transportation of cargo $(€ \mathrm{~m})$ | 2,739 | 2,691 | $1.8 \%$ |
| Unit revenue per RTK $(€ \mathrm{cts})$ | 24.09 | 24.49 | $(1.6) \%$ |
| Unit revenue per ATK $(€ \mathrm{cts})$ | 16.26 | 16.32 | $(0.4) \%$ |
| Unit cost per ATK $(€ \mathrm{cts})$ | 15.89 | 15.80 | $0.6 \%$ |
| Operating income $(€ \mathrm{~m})$ | 39 | 62 | $(37.1) \%$ |

At constant exchange rates, unit revenue per tonne kilometer (RRTK) rose $2.0 \%$ and unit revenue per available tonne kilometer (RATK) by $3.3 \%$. Unit costs were stable on a constant currency and fuel price basis (-0.1\%).

## Maintenance business

The weak US dollar affected third party maintenance revenues, which were virtually flat at 969 million euros versus 977 million euros at 31 March 2007 after a negative currency impact of $6.0 \%$. However operating income surged by $43 \%$ to 63 million euros ( 44 million euros a year earlier).

## Other activities

The main businesses in this segment are leisure (transavia.com) and catering (mainly Servair). Revenues from these businesses amounted to 1.1 billion euros against 821 million the previous year (+29.2\%). This improvement was due to a good level of activity at Servair as well as the full consolidation of a subsidiary previously accounted under the equity method, and the launch of transavia.com France in May 2007. Operating income totalled 12 million euros versus 67 million euros a year earlier, including 27.4 million euros for catering and 1.6 million euros for leisure which was impacted by the launch costs of the French business.

## Financial position: free cash flow of $\mathbf{8 2 0}$ million euros

Tangible and intangible investments amounted to 2.34 billion euros, the same level as last year. These were financed by operating cash flow of 2.59 billion euros after 308 million euros of exceptional expenditures ${ }^{1}$ ( 2.85 billion euros at 31st March 2007). The proceeds from asset disposals amounted to 282 million euros ( 160 million euros at 31st March 2007). Free cash flow amounted to 820 million euros, 188 million euros more than the previous year.

The group's cash position stood at 4.39 billion euros, up by some 500 million euros. In addition the group still has credit facilities of 1.95 billion euros.

The balance sheet was further strengthened over the year, with net debt down by 1.1 billion euros to 2.69 billion euros and shareholders' funds of 10.61 billion euros of which the value of derivative instruments represented 1.82 billion euros. The gearing ratio therefore fell from 0.45 at 31st March 2007 to 0.25 at 31st March 2008, and from 0.48 to 0.31 without derivatives.

## Dividend

A dividend per share of 0.58 euros will be proposed at the Annual General Meeting, up $21 \%$ on the previous year. The dividend will be paid on 17th of July 2008.

## Financial Year 2008-09

For the current year, Air France-KLM plans a modest and flexible increase in its capacity and will continue the proactive management of its fuel surcharges. On the basis of an oil price at $\$ 120 / \mathrm{bbl}$, the fuel bill will rise in the region of 1 billion euros taking account of the efficiency of our hedging policies and a euro/\$ rate of 1.56 . Moreover, the group is working on new sources of synergies which will be generated by the further integration of the two companies as well as additional cost savings which should increase in the efficiency of the 'Challenge 10' programme. On this basis, with an average oil price of $\$ 120 / \mathrm{bbl}$ and equivalent market conditions, the group's objective is to be comfortably in profit with operating income in the region of 1 billion euros.

## Agenda

## Thursday $\mathbf{2 2}^{\text {nd }}$ May 2008:

Full year results presentation at 15.00 h CET
Pavillon Gabriel
5, avenue Gabriel - 75008 Paris

- Audio-web conference at 15:00h (CET) to connect to the conference call, please dial:
- UK 00442071620125 (password: AKH)
- US 13343236203 (password: AKH)
- To see the presentation, go to the following website: http://airfranceklm.viewontv.com (password: AKHFY)
- To listen to a recording of the conference in English, dial 44 (0) 2070314064 (UK) or 19543340342 (US) (code: 796859)

[^2]FLEET AS OF 31 MARCH 2008

AIR FRANCE FLEET

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 |
| B747-400 | 9 | 6 |  |  | 7 | 7 | 16 | 13 | 15 | 13 |
| B747-300/200 | 4 | 3 |  |  |  |  | 4 | 3 |  |  |
| B777-200/300 | 25 | 30 | 4 | 4 | 15 | 15 | 44 | 49 | 44 | 49 |
| 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 | 54 | 55 | 8 | 8 | 37 | 37 | 99 | 100 | 94 | 97 |
| B747-400 | 2 | 5 |  |  | 4 | 5 | 6 | 10 | 6 | 10 |
| B747-200 | 6 | 3 |  |  | 1 |  | 7 | 3 | 7 |  |
| Cargo | 8 | 8 |  |  | 5 | 5 | 13 | 13 | 13 | 10 |
| A321 | 11 | 11 |  |  | 3 | 9 | 14 | 20 | 14 | 20 |
| A320 | 52 | 50 |  |  | 16 | 17 | 68 | 67 | 68 | 65 |
| A319 | 19 | 19 | 4 | 4 | 22 | 22 | 45 | 45 | 45 | 45 |
| A318 | 18 | 18 |  |  |  |  | 18 | 18 | 18 | 18 |
| B737-500 | 2 |  |  |  | 2 |  | 4 |  | 4 |  |
| Medium-haul fleet | 102 | 98 | 4 | 4 | 43 | 48 | 149 | 150 | 149 | 148 |
| Total Air France fleet | 164 | 161 | 12 | 12 | 85 | 90 | 261 | 263 | 256 | 255 |

REGIONAL FLEET
BRIT AIR

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 |
| Canadair Jet 100 | 2 | 2 | 11 | 11 | 5 | 2 | 18 | 15 | 18 | 15 |
| Canadair Jet 700 | 3 | 6 | 9 | 9 |  |  | 12 | 15 | 12 | 15 |
| F100-100 | 5 | 5 |  |  | 8 | 8 | 13 | 13 | 13 | 13 |
| Total | 10 | 13 | 20 | 20 | 13 | 10 | 43 | 43 | 43 | 43 |

CITY JET

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 |
| BAE146-200/300* | 5 | 5 | 1 |  | 14 | 2 | 20 | 7 | 20 | 6 |
| AVRO RJ 85 | 13 | 14 |  |  | 1 | 9 | 14 | 23 | 3 | 22 |
| Total | 18 | 19 | 1 |  | 15 | 11 | 34 | 30 | 23 | 28 |

* including 2 aircraft sub-leased by KLM U.K. to CityJet

REGIONAL

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 |
| BEECH 1900-D | 3 | 3 | 1 | 1 | 1 | 1 | 5 | 5 |  |  |
| EMB190 |  |  |  |  | 2 | 6 | 2 | 6 | 2 | 6 |
| EMB145-EP/MP | 2 | 4 | 17 | 17 | 9 | 7 | 28 | 28 | 28 | 28 |
| EMB135-ER | 2 | 3 | 3 | 3 | 4 | 3 | 9 | 9 | 9 | 9 |
| EMB120-ER | 8 | 6 |  |  |  |  | 8 | 6 | 8 | 6 |
| F100-100 | 4 | 3 |  |  | 6 | 6 | 10 | 9 | 9 | 9 |
| F70-70 |  | 5 | 5 |  |  |  | 5 | 5 | 5 | 5 |
| Total | 19 | 24 | 26 | 21 | 22 | 23 | 67 | 68 | 61 | 63 |
| Total Regional fleet | 47 | 56 | 47 | 41 | 50 | 44 | 144 | 141 | 127 | 134 |

OTHER FLEET
TRANSAVIA FRANCE

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 |
| B737 800 |  |  |  |  |  | 5 |  | 5 |  | 5 |
| Total |  |  |  |  |  | 5 |  | 5 |  | 5 |

VLM AIRLINES

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 |
| Fokker 50 * |  | 15 |  |  |  | 3 |  | 18 |  | 18 |
| Total |  | 15 |  |  |  | 3 |  | 18 |  | 18 |

* Including 10 aircraft fully owned by Air France Finance

| Total Other Fleet |  | 15 |  |  |  | 8 |  | 23 |  | 23 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TOTAL <br> Air France Group | 211 | 232 | 59 | 53 | 135 | 142 | 405 | 427 | 383 | 412 |

KLM FLEET

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 |
| B747-400 | 11 | 13 | 11 | 9 |  |  | 22 | 22 | 22 | 22 |
| B777-300 |  | 2 |  |  |  |  |  | 2 |  | 2 |
| B777-200 |  |  | 6 | 6 | 8 | 9 | 14 | 15 | 14 | 15 |
| MD11 | 2 | 6 | 6 | 2 | 2 | 2 | 10 | 10 | 10 | 10 |
| A330-200 |  |  | 6 | 6 | 2 | 4 | 8 | 10 | 8 | 10 |
| Long-haul fleet | 13 | 21 | 29 | 23 | 12 | 15 | 54 | 59 | 54 | 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 | 2 | 5 | 15 | 18 | 15 | 18 |
| B737-400 | 6 | 6 |  |  | 7 | 7 | 13 | 13 | 13 | 13 |
| B737-300 | 6 | 6 | 1 | 1 | 7 | 7 | 14 | 14 | 14 | 14 |
| Medium-haul fleet | 12 | 12 | 16 | 16 | 19 | 22 | 47 | 50 | 47 | 50 |
| Total | 25 | 33 | 48 | 42 | 31 | 37 | 104 | 112 | 104 | 112 |

## REGIONAL FLEET

KLM Cityhopper

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 |
| F100 | 9 | 9 | 11 | 11 |  |  | 20 | 20 | 20 | 20 |
| F70 | 18 | 18 | 3 | 3 |  |  | 21 | 21 | 21 | 21 |
| F50 | 6 | 6 |  |  | 8 | 8 | 14 | 14 | 14 | 14 |
| Total | 33 | 33 | 14 | 14 | 8 | 8 | 55 | 55 | 55 | 55 |

## OTHER FLEET

TRANSAVIA Netherlands

| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 |
| B737-800 | 6 | 1 | 7 | 7 | 4 | 10 | 17 | 18 | 17 | 18 |
| B737-700 |  |  | 5 | 5 | 5 | 5 | 10 | 10 | 10 | 10 |
| Total | 6 | 1 | 12 | 12 | 9 | 15 | 27 | 28 | 27 | 28 |


| TOTAL KLM Group | 64 | 67 | 74 | 68 | 48 | 60 | 186 | 195 | 186 | 195 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| Aircraft | Owned |  | Finance lease |  | Operating lease |  | TOTAL |  | In operation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 | 3/31/07 | 3/31/08 |
| TOTAL Air France-KLM Group | 275 | 299 | 133 | 121 | 183 | 202 | 591 | 622 | 569 | 607 |

INCOME STATEMENT FROM APRIL 1, 2007 TO MARCH 31, 2008

| In € millions | 4th quarter (January to March) |  |  | 12 months (April to March) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007-08 | 2006-07 | Variation | 2007-08 | 2006-07 | Variation |
| SALES | 5704 | 5389 | 5,8\% | 24114 | 23073 | 4,5\% |
| Other revenues | 1 | 0 | na | 4 | 4 | na |
| EXTERNAL EXPENSES | -3 496 | -3 162 | 10,6\% | -13 814 | -13 100 | 5,5\% |
| Aircraft fuel | -1 188 | -994 | 19,5\% | -4 572 | -4 258 | 7,4\% |
| Chartering costs | -170 | -155 | 9,7\% | -658 | -646 | 1,9\% |
| Aircraft operating lease costs | -154 | -147 | 4,8\% | -611 | -600 | 1,8\% |
| Landing fees and en route charges | -414 | -399 | 3,8\% | -1 755 | -1705 | 2,9\% |
| Catering | -114 | -100 | 14,0\% | -470 | -419 | 12,2\% |
| Handling charges and other operating costs | -330 | -280 | 17,9\% | -1 331 | -1 232 | 8,0\% |
| Aircraft maintenance costs | -298 | -233 | 27,9\% | -1 038 | -894 | 16,1\% |
| Commercial and distribution costs | -262 | -288 | -9,0\% | -1 176 | -1 201 | -2,1\% |
| Other external expenses | -566 | -566 | 0,0\% | -2 203 | -2 145 | 2,7\% |
| Salaries and related costs | -1 808 | -1 712 | 5,6\% | -7 018 | -6 689 | 4,9\% |
| Taxes other than income taxes | -64 | -62 | 3,2\% | -250 | -263 | -4,9\% |
| Amortization and depreciation | -400 | -466 | -14,2\% | -1 606 | -1 782 | -9,9\% |
| Provisions | 26 | 16 | na | -17 | -8 | 112,5\% |
| Other income and expenses | -9 | 6 | na | -8 | 5 | na |
| INCOME FROM CURRENT OPERATIONS | -46 | 9 | na | 1405 | 1240 | 13,3\% |
| Sales of aircraft equipment | 3 | 3 | na | 9 | 13 | -30,8\% |
| Sales of subsidiaries | 1 | 1 | na | 46 | 1 | na |
| Negative goodwill | 40 |  |  | 40 |  | na |
| Other non-current income and expenses | -530 | 4 | na | -228 | -21 | na |
| INCOME FROM OPERATING ACTIVITIES | -532 | 17 | na | 1272 | 1233 | 3,2\% |
| Income from cash and cash equivalents | 66 | 93 | -29,0\% | 288 | 267 | 7,9\% |
| Cost of financial debt | -86 | -123 | -30,1\% | -387 | -407 | -4,9\% |
| Net cost of financial debt | -20 | -30 | -33,3\% | -99 | -140 | -29,3\% |
| Foreign exchange gains (losses), net | -52 | -8 | na | -71 | -3 | na |
| Change in fair value of financial assets and liabilities | 29 | 88 | na | 65 | 43 | na |
| Other financial income and expenses | -9 | 5 | na | -18 | -15 | 20,0\% |
| INCOME BEFORE TAX | -584 | 72 | na | 1149 | 1118 | 2,8\% |
| Income taxes | 51 | -20 | na | -358 | -248 | 44,4\% |
| NET INCOME OF CONSOLIDATED COMPANIES | -533 | 52 | na | 791 | 870 | -9,1\% |
| Share of profits (losses) of associates | -8 | -6 | na | -24 | 17 | na |
| INCOME FROM CONTINUING OPERATIONS | -541 | 46 | na | 767 | 887 | -13,5\% |
| Net income from discontinued operations |  |  |  |  |  |  |
| NET INCOME FOR THE PERIOD | -541 | 46 | na | 767 | 887 | -13,5\% |
| Minority interest | -1 | -2 | na | -19 | 4 | na |
| NET INCOME FOR THE PERIOD - GROUP | -542 | 44 | na | 748 | 891 | -16,0\% |

CONSOLIDATED BALANCE SHEET

| Assets <br> In $€$ millions | $\begin{array}{r} \hline \text { March 31, } \\ 2008 \end{array}$ | March 31, | March 31, 2006 |
| :---: | :---: | :---: | :---: |
| Goodwill | 377 | 204 | 208 |
| Intangible assets | 475 | 424 | 428 |
| Flight equipment | 12280 | 11551 | 11017 |
| Other property, plant and equipment | 2193 | 2007 | 1955 |
| Investments in equity associates | 177 | 228 | 204 |
| Pension assets | 2245 | 2097 | 1903 |
| Other financial assets (including $€ 735$ million of deposits related to financial leases as of March 31, 2008, $€ 835$ million as of March 31, 2007 and $€ 895$ million as of March 31, 2006) | 956 | 1095 | 1182 |
| Deferred tax assets | 29 | 26 | 7 |
| Other non-current assets | 1810 | 604 | 1082 |
| Total non-current assets | 20542 | 18236 | 17986 |
| Other short-term financial assets (including $€ 266$ million of deposits related to financial leases and investments between 3 months and 1 year as of March 31, 2008, $€ 631$ million as of March 31, 2007, € 889 million as of March 31, 2006) | 303 | 689 | 932 |
| Inventories | 507 | 360 | 340 |
| Trade accounts receivable | 2569 | 2610 | 2518 |
| Income tax receivables | 3 | 7 | 1 |
| Other current assets | 2385 | 1271 | 1756 |
| Cash and cash equivalents | 4381 | 3497 | 2946 |
| Total current assets | 10148 | 8434 | 8493 |
| Total assets | 30690 | 26670 | 26479 |


| Liabilities and equity In $€$ millions | $\begin{array}{r} \text { March 31, } \\ 2008 \end{array}$ | March 31, 2007 | March 31, 2006 |
| :---: | :---: | :---: | :---: |
| Issued capital | 2552 | 2375 | 2290 |
| Additional paid-in capital | 765 | 539 | 430 |
| Treasury shares | (119) | (30) | (58) |
| Reserves and retained earnings | 7338 | 5415 | 5072 |
| Equity attributable to equity holders of Air France-KLM | 10536 | 8299 | 7734 |
| Minority interests | 78 | 113 | 119 |
| Total Equity | 10614 | 8412 | 7853 |
| Provisions and retirement benefits | 1439 | 1387 | 1453 |
| Long-term debt | 6914 | 7419 | 7826 |
| Deferred tax | 1713 | 891 | 839 |
| Other non-current liabilities | 819 | 401 | 417 |
| Total non-current liabilities | 10885 | 10098 | 10535 |
| Provisions | 441 | 225 | 192 |
| Current portion of long-term debt | 905 | 1098 | 1260 |
| Trade accounts payable | 2218 | 2131 | 2039 |
| Deferred revenue on ticket sales | 2279 | 2217 | 2062 |
| Current tax liabilities | 25 | 21 | 167 |
| Other current liabilities | 3151 | 2335 | 2269 |
| Bank overdrafts | 172 | 133 | 102 |
| Total current liabilities | 9191 | 8160 | 8091 |
| Total liabilities | 20076 | 18258 | 18626 |
| Total liabilities and equity | 30690 | 26670 | 26479 |

## CONSOLIDATED STATEMENTS OF CASH FLOWS

| In € millions |  |  |  |
| :---: | :---: | :---: | :---: |
| Period from April 1 to March 31, | 2008 | 2007 | 2006 |
| Net income for the period - Group | 748 | 891 | 913 |
| Minority interests | 19 | (4) | 8 |
| Amortization, depreciation and operating provisions | 1623 | 1790 | 1728 |
| Financial provisions | 17 | 10 | 24 |
| Gain on disposals of tangible and intangible assets | (43) | (44) | (46) |
| Loss / (gain) on disposals of subsidiaries and associates | (46) | (1) | (2) |
| Gain on WAM (ex Amadeus GTD) transactions | (284) | (16) | (504) |
| Derivatives - non monetary result | (65) | (43) | (6) |
| Unrealized foreign exchange gains and losses, net | 27 | (5) | 8 |
| Negative goodwill | (40) | - | (5) |
| Share of (profits) losses of associates | 24 | (17) | 23 |
| Deferred taxes | 261 | 244 | 98 |
| Other non-monetary items | 214 | (112) | (182) |
| Subtotal | 2455 | 2693 | 2057 |
| (Increase) / decrease in inventories | (70) | (20) | (18) |
| (Increase) / decrease in trade receivables | 69 | (184) | (215) |
| Increase / (decrease) in trade payables | 118 | 228 | 96 |
| Change in other receivables and payables | 330 | 133 | 736 |
| Net cash flow from operating activities before non-recurring items | 2902 | 2850 | 2656 |
| Payment of the ESA 2003 balance | (110) |  |  |
| Additional contribution to pension fund | (198) | - |  |
| Net cash flow from operating activities | 2594 | 2850 | 2656 |
| Acquisitions of subsidiaries and investments in associates, net of cash acquired | (272) | (25) | (58) |
| Purchase of property, plant and equipment and intangible assets | (2 340) | (2378) | (2 544) |
| Proceeds on disposal of subsidiaries and investments in associates | 84 | 43 | 35 |
| Proceeds on WAM (ex Amadeus GTD) transactions | 284 | - | 817 |
| Proceeds on disposal of property, plant and equipment and intangible assets | 282 | 160 | 227 |
| Dividends received | 5 | 6 | 10 |
| Decrease (increase) in investments, net between 3 months and 1 year | 349 | 331 | (294) |
| Net cash used in investing activities | $(1608)$ | $(1863)$ | $(1807)$ |
| Increase in capital | 597 | - | - |
| Issuance of long-term debt | 681 | 1240 | 1410 |
| Repayments on long-term debt | (414) | (714) | (523) |
| Payment of debt resulting from finance lease liabilities | (886) | (866) | (580) |
| New loans | (53) | (89) | (155) |
| Repayments on loans | 79 | 52 | 97 |
| Dividends paid | (137) | (88) | (41) |
| Decrease in equity | (10) | - | - |
| Net cash flow from financing activities | (143) | (465) | 208 |
| Effect of exchange rate on cash and cash equivalents and bank overdrafts | 2 | (2) | 2 |
| Change in cash and cash equivalents and bank overdrafts | 845 | 520 | 1059 |
|  |  |  |  |
| Cash at beginning of period | 3364 | 2844 | 1785 |
| Cash at end of period | 4209 | 3364 | 2844 |
| Income tax paid (flow included in operating activities) | (96) | (309) | (4) |
| Interest paid (flow included in operating activities) | (410) | (451) | (364) |
| Interest received (flow included in operating activities) | 288 | 299 | 154 |


[^0]:    ${ }^{1}$ Operating income adjusted by the portion of financial costs of operating leases (34\%)
    Website: www.airfranceklm-finance.com
    Investor contact: Dominique Barbarin - +33 (0)1 41568860 - dobarbarin@airfrance.fr
    Analyst contact: Olivier Mougeot - +33 (0)1 41567259 - olmougeot@airfrance.fr

[^1]:    ${ }^{1}$ Operating income adjusted by the portion of financial costs of operating leases (34\%)

[^2]:    1110 million euros relating to the 2005 shares-for-salary scheme and additional payment of 198 million euros to the Air France retirement indemnity fund.

