

February 22nd 2013

### **FISCAL YEAR 2012**

### **FOURTH QUARTER**

- ▶ Revenues up 4.6% to 6.30 billion euros (+2.3% ex currency)
- ▶ Unit cost down 0.9% at constant currency and fuel price
- ▶ Reduction in operating loss (-143 million euros versus -202 million euros at 31st December 2011)

#### **FULL YEAR**

- ▶ Revenues up 5.2% to 25.63 billion euros (+2.5% ex currency)
- Increase of 890 million euros in fuel bill
- ▶ Reduction in operating loss (-300 million euros versus -353 million at 31st December 2011)
- Net result of -1.19 billion euros after 471 million euros in restructuring charges
- Net debt reduced to 6 billion euros (6.5 billion euros a year earlier)

#### **2013 OBJECTIVE**

Further reduction in unit cost\* and net debt

The Board of Directors of Air France-KLM, chaired by Jean-Cyril Spinetta, met on 21st February 2013 to approve the accounts for full year 2012.

Jean-Cyril Spinetta made the following comments: "The year 2012 was characterized by a slowdown in global growth and recession in Europe, but nevertheless saw a sharp increase in the fuel price. Despite this very tough context, our results were in line with our expectations, with the first effects of the Transform plan enabling us to reduce the operating loss.

Most importantly, it was a year in which our fundamentals were restored, as the first, necessary step towards the recovery of our group. Our working practices have been overhauled, industrial projects have been determined for each of our businesses while reducing costs and improving our financial position.

In 2013 we will maintain strict discipline in terms of capacity management, investments and costs. 2013 will also see the full implementation of all our projects. It is therefore a crucial year for the success of the Transform plan, and the return to sustainable profitability. On behalf of the Board, I would like to thank the employees of the group for their commitment, and the work they have accomplished during the past 12 months."

Free translation into English for convenience only - French version prevails

Contact

Dominique Barbarin SVP Investor Relations Tel: +33 1 49 89 52 60

Email: dobarbarin@airfranceklm.com

Bertrand Delcaire VP Investor Relations Tel: +33 1 49 89 52 59

Email: bedelcaire@airfranceklm.com

Website: www.airfranceklm-finance.com

<sup>\*</sup> At constant currency and fuel price

## **Key data**

	Qua	rter to 31st D	December	Full Year at 31st December			
In millions of euros, except per					2011		
share data in Euros	2012	2011	Change	2012	Pro forma	Change	
Revenues	6,304	6,028	4.6%	25,633	24,363	5.2%	
EBITDAR <sup>1</sup>	533	466	14.4%	2,405	2,192	9.7%	
Operating result	-143	-202	nm	-300	-353	nm	
Adjusted operating result <sup>2</sup>	-62	-127	nm	25	-65	nm	
Net result, group share	-235	-259	nm	-1,192	-809	nm	
Net result per share	-0.79	-0.88	nm	-4.03	-2.73	nm	
Net diluted result per share	-0.79	-0.88	nm	-4.03	-2.73	nm	
Net result per share before							
restructuring charges	-0.52	-0.88	nm	-2.49	-2.73	nm	

### **Fourth Quarter 2012**

### **Activity: Ongoing capacity control**

The passenger business continued its on-going performance improvement in the fourth quarter, in contrast to the cargo business.

In the **passenge**r activity, traffic was stable for capacity down by 0.2% and a load factor of 81.9% (+0.2 points). Unit revenue per available seat kilometre (RASK) rose by 5.8% and by 3.4% excurrency. Revenues amounted to 4.93 billion euros (+5.3%) after a favourable currency effect (2.3%). The operating result of the passenger business stood at -137 million euros (-224 million euros at December 2011) after a rise of 156 million euros in the fuel bill.

In the **cargo** business, the decline in traffic (-5.9%) was in line with capacity (-5.6%), leading to a virtually stable load factor of 67.4% (-0.2 points). Unit revenue per available tonne kilometre (RATK) rose by 4.3% (+1.5% ex-currency). Weak volumes weighed on revenues which amounted to 791 million euros (-1.4%). The operating result stood at -25 million euros compared to break-even in 2011.

**Maintenance** generated revenues of 317 million euros (273 million euros a year earlier) and an operating result of 37 million euros (versus 43 million euros in Q4 2011).

The revenues of the **other activities** stood at 264 million euros (-1.9%) and the operating result at -18 million euros (-21 million euros a year earlier).

Total revenues for the group stood at 6.30 billion euros against 6.02 billion euros at 31<sup>st</sup> December 2011, up 4.6% after a favourable currency impact of 2.3%.

### Reduction in operating loss

Operating costs were well contained, up by 3.5% after a negative currency impact of 2.2%. Ex-fuel, they rose by just 1.1%. Measured in equivalent available seat kilometre, unit costs rose by 4.1%, but were down 0.9% on a constant currency and fuel price basis, for production measured in equivalent available seat kilometre (EASK) down by 0.7%.

The main increases in costs related to those denominated in dollars, notably fuel, operating leases and aircraft maintenance, the dollar having appreciated by 5% during the quarter. The fuel bill was up by 167 million euros to 1.79 billion euros under the combined effect of a decrease in volumes of 4%, a negative currency effect of 5% and a decline in fuel cost after hedging of 1%. Employee costs rose by 1.7% to 1.89 billion euros after booking an additional pension charge at KLM of 18 million euros based on the actuarial assumptions at 31st December 2011.

The operating result amounted to -143 million euros (-202 million euros a year earlier). The adjusted operating result stood at -62 million euros. Elsewhere the group booked an additional restructuring provision of 99 million euros in non-recurring costs.

Before amortisation, provisions and operating leases

<sup>&</sup>lt;sup>2</sup>Adjusted for portion of operating leases corresponding to financial charges (34%)

Net interest costs were down by some 10 million euros to 89 million euros. Other financial income and costs stood at +101 million euros (+50 million euros at Q4 2011) of which 91 million euros in currency result.

The net result, group share stood at -235 million euros (-259 million euros at 31st December 2011). Earnings and diluted earnings per share stood at -0.79 euros (-0.52 euros before restructuring provision).

#### Full Year 2012

The passenger business recorded traffic and capacity up by 2.1% and 0.6% respectively. The load factor gained 1.2 points to 83.1%. Unit revenue per available seat (RASK) rose by 5.9% and by 3.2% ex-currency. In the cargo business, traffic declined sharply (-6.3%) for capacity down by 3.5% leading to a 1.9 point decline in load factor to 64.5%. Unit revenue per available tonne kilometre (RATK) was stable but down by 3.8% ex-currency.

Total revenues amounted to 25.63 billion euros (+5.2% after a favourable currency effect of 2.7%). Operating costs were up by 1.8% ex-fuel and by 4.9% with fuel and a negative currency impact of 3.0%. The main change was the fuel bill which rose by 890 million euros to 7.33 billion euros, mainly due to the appreciation of the dollar. Employee costs of 7.66 billion euros were up by 2.7% after 81 million euros in additional pension charges at KLM based on actuarial assumptions at 31st December 2011.

The operating result stood at -300 million euros (-353 million euros at 31st December 2011) and the adjusted operating result was 25 million euros.

Net interest charges declined to 353 million euros against 371 million euros a year earlier. Other financial income and costs went from -180 million euros to +139 million euros of which a positive currency result of 62 million euros (-116 million euros at 31<sup>st</sup> December 2011) and a positive change in the fair value of hedging instruments of 62 million euros (-66 million euros in 2011).

Taking account of these elements as well as the restructuring provision of 471 million euros, the net result, group share, amounted to -1.19 billion euros (-809 million euros a year earlier). Earnings and diluted earnings per share stood at -4.03 euros per share (-2.73 euros a year earlier). Excluding restructuring provision, earnings per share stood at -2.49 (-2.73 at 31<sup>st</sup> December 2011).

### Reduction in net debt

Investments amounted to 1.47 billion euros and disposals to 745 million euros (2.43 billion euros and 1.17 billion euros respectively in 2011). To these investments are added 175 million euros in non-monetary transactions. Operational cash flow stood at 851 million euros. The group has cash of 3.9 billion euros and available credit lines of 1.85 billion euros. In December, the Air France-KLM holding company issued 500 million euros in bonds at a rate of 6.25%, maturing in 2018.

Shareholders' funds amounted to 4.98 billion euros. Net debt was reduced from 6.51 billion euros at 31st December 2011 to 5.97 billion euros at 31st December 2012 thanks notably to the partial sale of Amadeus shares. However under the impact of the reduction in shareholders' funds, the gearing ratio<sup>3</sup> increased (1.20 versus 1.07 at 31<sup>st</sup> December 2011). On the other hand the financial cover ratios improved and the group respects all its covenants.

<sup>&</sup>lt;sup>3</sup>Definition in 2011 Registration Document page 144. Reconciliation table available in results presentation.

## **Application of IAS 19R**

IAS19R will be applied to pensions as of 1st January 2013, backdated to 1st January 2012. In terms of the balance sheet, the suppression of the corridor leads to the booking of the actuarial differences directly to equity. At 31st December 2012, this negative impact is valued at 1.3 billion euros after tax. At the P&L level, the main impact comes from the fact that the expected return on plan assets is henceforth calculated at the discounted rate of the obligations. It should be noted that this impact is non-cash. As a result of the application of the revised norm and the reduction in the discount rate, the group should book in 2013 an increase in the pension charge of the order of 130 million euros compared with 2012 published accounts.

#### 2013 Outlook

2013 has started amid an uncertain environment with further volatility in the fuel price and currencies. Against this backdrop, the group will maintain strict control over capacity and investments. At the same time, the 'Transform 2015' plan will be fully rolled out. In these conditions, the group's objective is to reduce both unit cost at constant currency and fuel price and net debt.

### **Additional information**

The audit procedures for the consolidated accounts have taken place. The certification report will be published following the completion of procedures necessary for the filing of the Registration Document.

The results presentation will be available on <a href="www.airfranceklm-finance.com">www.airfranceklm-finance.com</a> on 22nd February 2013 from 7.15h CET.

### **Practical information**

An Analysts' Meeting will be held on February 22nd 2013 at 14.00 CET at Académie Diplomatique Internationale, 4<sup>bis</sup> avenue Hoche - 75008 Paris.

- Audio-web conference:
  - to connect to the conference call, please dial
  - UK 44 (0)20 7162 0125 (password: AKH)
  - US 1 334 323 6203 (password: AKH)
- ▶ A live broadcast of the Analysts' Meeting will also be available on the website: <u>www.airfranceklm-finance.com</u> (password: AKHFY)
- > To listen to a recording of the conference in English, dial:
  - UK 44 (0)20 7031 4064 (code: 517829)
  - US 1 954 334 0342 (code: 517829)

# Information by business

#### Passenger business

	Quarte	er to Decem	ber 31	Full Year to December 31			
	2012	2011	Change	2012	2011	Change	
Traffic (RPK millions)	54,236	54,257	0.0%	223,887	219,346	2.1%	
Capacity (ASK millions)	66,206	66,363	-0.2%	269,299	267,578	0.6%	
Load factor	81.9%	81.8%	0.2 pts	83.1%	82.0%	1.2 pts	
Total passenger revenues (€m)	4,932	4,684	5.3%	20 186	18,834	7.2%	
Scheduled passenger revenues (€m)	4,710	4,461	5.6%	19,262	17,998	7.0%	
Unit revenue per RPK (€cts)	8.69	8.23	5.6%	8.60	8.24	4.4%	
Unit revenue per RPK at constant currency (€cts)	-	-	3.2%	-	-	1.7%	
Unit revenue per ASK (€cts)	7.12	6.73	5.8%	7.15	6.75	5.9%	
Unit revenue per ASK at constant currency (€cts)	-	-	3.4%	-	-	3.2%	
Unit cost per ASK (€cts)	7.32	7.06	3.6%	7.24	6.90	4.9%	
Unit cost per ASK at constant currency and fuel price (€cts)	-	-	-1.2%	-	-	-0.3%	
Operating result (€m)	-137	-224	nm	-235	-375	nm	

#### Cargo business

	Quart	er to Decen	nber 31	Full Year to December 31			
	2012	2011	Change	2012	2011	Change	
Traffic (RTK millions)	2,682	2,850	-5.9%	10,577	11,294	-6.3%	
Capacity (ATK millions)	3,991	4,222	-5.5%	16,409	17,011	-3.5%	
Load factor	67.4%	67.6%	-0.2 pts	64.5%	66.4%	-1.9 pts	
Total cargo business revenues (€m)	791	802	-1.4%	3,057	3,143	-2.7%	
Revenues from the transportation of cargo (€m)	746	756	-1.3%	2,872	2,977	-3.5%	
Unit revenue per RTK (€cts)	27.80	26.52	4.8%	27.15	26.37	3.0%	
Unit revenue per RTK ex currency (€cts)	-	-	2.0%	-	-	-0.9%	
Unit revenue per ATK (€cts)	18.68	17.90	4.3%	17.50	17.50	0.0%	
Unit revenue per ATK ex currency (€cts)	-	-	1.5%	-	-	-3.8%	
Unit cost per ATK (€cts)	19.30	17.91	7.8%	18.85	17.86	5.6%	
Unit cost per ATK on constant currency and fuel price (€cts)			1.4%		-	-1.2%	
Operating income (€m)	-25	0	nm	-222	-60	nm	

### Maintenance business

The maintenance business realised third party revenues of 317 million euros in the fourth quarter of 2012 (273 million euros in the same period of 2011). The operating result stood at 37 million euros (43 million euros at 31st December 2011). For the full year, revenues amounted to 1.1 billion euros (+5.4%). The operating result stood at 145 million euros (110 million euros at 31st December 2011).

### Other businesses

Other businesses comprise mainly Transavia and the catering activity. In the fourth quarter, total revenues stood at 264 million euros against 269 million euros a year earlier. The operating result stood at -18 million euros (-21 million euros at 31st December 2011). For the full year, revenues amounted to 1.29 billion euros (1.35 billion euros at 31st December 2011). The difference comes

essentially from the reclassification of the Martinair leisure activities in passenger. The operating result stood at 12 million euros (-28 million euros a year earlier).

### Transavia

	Quarte	er to Decem	ber 31	Full Ye	ar to Decer	nber 31
	2012	2011	Change	2012	2011	Change
Traffic (RPK millions)	2,899	2,775	4.5%	15,406	14,794	4.1%
Capacity (ASK millions)	3,415	3,290	3.8%	17,683	17,105	3.4%
Load factor	84.9%	84.3%	0.6 pts	87.1%	86.5%	0.6 pts
Total passenger revenues (€m)	157	149	6.0%	889	816	8.9%
Scheduled passenger revenues (€m)	150	141	7.0%	851	784	8.5%
Unit revenue per RPK (€cts)	5.17	5.06	2.0%	5.53	5.30	4.3%
Unit revenue per RPK at constant currency (€cts)	-	-	2.0%	-	-	4.3%
Unit revenue per ASK (€cts)	4.39	4.27	2.7%	4.81	4.58	5.0%
Unit revenue per ASK at constant currency (€cts)	-	-	2.7%	-	-	5.0%
Unit cost per ASK (€cts)	5.10	4.98	2.3%	4.82	4.61	4.5%
Unit cost per ASK at constant currency and fuel price (€cts)	-	-	-2.1%	-	-	-1.1%
Operating result (€m)	-24	-23	nm	-1	-5	nm

**Catering** revenues were stable in the fourth quarter at 319 million euros of which 84 million euros in third party revenues. The operating result stood at 4 million euros (8 million euros at 31st December 2011). For the full year revenues amounted to 928 million euros of which 355 million euros with third parties (-5.6%) while the operating result was 6 million euros (25 million euros at 31st December 2011).

# **INCOME STATEMENTS**

	Q4 (Octo	ber to Dece	ember)	12 months (January to December)			
In euros millions	2012	2011	variation	2012	2011 proforma	variation	
III euros minions					proforma		
SALES	6,304	6,028	4.6%	25,633	24,363	5.2%	
Other revenues	5	12	-58.3%	16	39	-59.0%	
EXTERNAL EXPENSES	(4,080)	(3,899)	4.6%	(16,432)	(15,517)	5.9%	
Aircraft fuel	(1,789)	(1,622)	10.3%	(7,328)	(6,438)	13.8%	
Chartering costs	(139)	(140)	-0.7%	(556)	(571)	-2.6%	
Aircraft operating lease costs	(239)	(220)	8.6%	(957)	(848)	12.9%	
Landing fees and en route charges	(451)	(451)	0.0%	(1,862)	(1,818)	2.4%	
Catering	(145)	(149)	-2.7%	(595)	(577)	3.1%	
Handling charges and other operating costs	(347)	(339)	2.4%	(1,389)	(1,342)	3.5%	
Aircraft maintenance costs	(320)	(293)	9.2%	(1,151)	(1,172)	-1.8%	
Commercial and distribution costs	(199)	(209)	-4.8%	(876)	(847)	3.4%	
Other external expenses	(451)	(476)	-5.3%	(1,718)	(1,904)	-9.8%	
Salaries and related costs	(1,898)	(1,866)	1.7%	(7,660)	(7,460)	2.7%	
Taxes other than income taxes	(44)	(49)	-10.2%	(184)	(191)	-3.7%	
Amortization and depreciation	(404)	(416)	-2.9%	(1,591)	(1,642)	-3.1%	
Provisions	(33)	(32)	3.1%	(157)	(55)	na	
Other income and expenses	7	20	-65.0%	75	110	-31.8%	
INCOME FROM CURRENT OPERATIONS	(143)	(202)	29.2%	(300)	(353)	15.0%	
Sales of aircraft equipment	2	10	Na	7	16	56.3%	
Sales of subsidiaries	0	0	na	97	1	na	
Other non-current income and expenses	(119)	(33)	na	(684)	(144)	na	
INCOME FROM OPERATING ACTIVITIES	(260)	(225)	-15.6%	(880)	(480)	-83.3%	
Income from cash and cash equivalents	22	23	-4.3%	83	92	-9.8%	
Cost of financial debt	(111)	(121)	-8.3%	(436)	(463)	-5.8%	
Net cost of financial debt	(89)	(98)	9.2%	(353)	(371)	4.9%	
Foreign exchange gains (losses), net	91	(28)	na	62	(116)	na	
Change in fair value of financial assets and liabilities	4	76	na	62	(66)	na	
Other financial income and expenses	6	2	na	15	2	na	
INCOME BEFORE TAX	(248)	(273)	9.2%	(1,094)	(1,031)	-6.1%	
Income taxes	31	3	na	(27)	245	na	
NET INCOME OF CONSOLIDATED COMPANIES	(217)	(270)	19.6%	(1,121)	(786)	-42.6%	
Share of profits (losses) of associates	(17)	12	na	(66)	(19)	na	
INCOME FROM CONTINUING OPERATIONS	(234)	(258)	9.3%	(1,187)	(805)	-47.5%	
Net income from discontinued operations							
NET INCOME FOR THE PERIOD	(234)	(258)	9.3%	(1,187)	(805)	-47.5%	
Minority interest	(1)	(1)		(5)	(4)		
NET INCOME FOR THE PERIOD - GROUP	(235)	(259)	9.3%	(1,192)	(809)	-47.3%	

# **CONSOLIDATED BALANCE SHEET**

Assets In € millions	December 31, 2012	December 31, 2011
Goodwill	252	426
Intangible assets	842	774
Flight equipment	10,048	10,689
Other property, plant and equipment	1,932	2,055
Investments in equity associates	383	422
Pension assets	3,470	3,217
Other financial assets(*)	1,665	2,015
Deferred tax assets	1,151	1,143
Other non-current assets	152	168
Total non-current assets	19,895	20,909
Assets held for sale	7	10
Other short-term financial assets(*)	933	751
Inventories	521	585
Trade accounts receivables	1,859	1,774
Income tax receivables	11	10
Other current assets	828	995
Cash and cash equivalents	3,420	2,283
Total current assets	7,579	6,408
Total assets	27,474	27,317

Liabilities and equity <i>In € million</i> s	December 31, 2012	December 31, 2011
Issued capital	300	300
Additional paid-in capital	2,971	2,971
Treasury shares	(85)	(89)
Reserves and retained earnings	1,738	2,858
Equity attributable to equity holders of Air France-KLM	4,924	6,040
Non-controlling interests	56	54
Total equity	4,980	6,094
Provisions and retirement benefits	2,287	2,061
Long-term debt	9,565	9,228
Deferred tax liabilities	431	466
Other non-current liabilities	384	321
Total non-current liabilities	12,667	12,076
Provisions	555	156
Current portion of long-term debt	1,434	1,174
Trade accounts payables	2,219	2,599
Deferred revenue on ticket sales	2,115	1,885
Frequent flyer programs	770	784
Current tax liabilities	3	6
Other current liabilities	2,474	2,386
Bank overdrafts	257	157
Total current liabilities	9,827	9,147
Total liabilities	22,494	21,223
Total liabilities and equity	27,474	27,317

# **CONSOLIDATED STATEMENT OF CASH FLOWS**

In € millions Period from January 1 to December 31,	2012 (12 months)	2011 (12 months proforma)	1/04/2011 31/12/2011 (9 months)
Net income for the period – Equity holders of Air France-KLM	(1,192)	(809)	(442)
Non-controlling interests	5	4	4
Amortization, depreciation and operating provisions	1,748	1,697	1,296
Financial provisions	(15)	(2)	(3)
Gain on disposals of tangible and intangible assets	(24)	(6)	(7)
Loss / (gain) on disposals of subsidiaries and associates	-	(2)	-
Gain on Amadeus operation	(97)	-	-
Derivatives – non monetary result	(86)	(8)	12
Unrealized foreign exchange gains and losses, net	(94)	95	169
Share of (profits) losses of associates	66	19	12
Deferred taxes	(14)	(266)	(100)
Other non-monetary items	505	(369)	(296)
Subtotal	802	353	645
(Increase) / decrease in inventories	65	15	(13)
(Increase) / decrease in trade receivables	(140)	(49)	142
Increase / (decrease) in trade payables	(307)	690	343
Change in other receivables and payables	431	(75)	(559)
Net cash flow from operating activities	851	934	558
Acquisition of subsidiaries, of shares in non-controlled entities	(39)	(30)	(7)
Purchase of property plants equipments and intangible assets	(1,472)	(2,433)	(1,872)
Proceeds on Amadeus transaction	466	-	-
Proceeds on disposal of subsidiaries and investments in associates	1	-	-
Proceeds on disposal of property, plant and equipment and intangible assets	745	1,168	862
Dividends received	24	28	28
Decrease (increase) in investments, net between 3 months and 1 year	30	(562)	(412)
Net cash flow used in investing activities	(245)	(1,829)	(1,401)
Increase in capital	-	6	-
Purchase of non-controlling interests, of owned shares	-	(21)	(6)
Disposal of subsidiaries without loss of control,of owned shares	7	2	2
Issuance of debt	1,780	1,414	868
Repayment on debt	(847)	(990)	(874)
Payment of debt resulting from finance lease liabilities	(514)	(838)	(689)
New loans	(90)	(145)	(102)
Repayment on loans	100	265	185
Dividends paid	(2)	(4)	(3)
Net cash flow from financing activities  Effect of exchange rate on cash and cash equivalents and bank	434	(311)	(619)
overdrafts	(3)	(19)	
Change in cash and cash equivalents and bank overdrafts	1,037	(1,225)	(1,462)
Cash and cash equivalents and bank overdrafts at beginning of period	2,126	3,351	3,588
Cash and cash equivalents and bank overdrafts at end of period	3,163	2,126	2,126

# AIR FRANCE-KLM FLEET

# **Air France fleet**

7111 1 141100 11000							Ĩ					
Aircraft	AF	Brit Air	City Jet	Régional	VLM	Transavia	Owned	Finance lease	Operating lease	Total	In operation	Change / 12/31/11
B747-400	7						3	1	3	7	7	-2
B777-300	37						13	7	17	37	37	+3
B777-200	25						15	2	8	25	25	
B767-300												
A380-800	8						1	3	4	8	8	+2
A340-300	14						9	3	2	14	11	-4
A330-300												
A330-200	15						3	2	10	15	15	
MD11												
Long haul	106						44	18	44	106	103	-1
B747-400 cargo	5						2		3	5	3	
B777- cargo	2						2			2	2	
MD-11-CF												
MD-11-F												
Freighter	7						4		3	7	5	
B737 900												
B737-800						8			8	8	8	
B737-700												
B737-400												
B737-300												
A321	25						6	6	13	25	25	
A320	59						20	3	36	59	56	-3
A319	42						20	5	17	42	41	-2
A318	18						11	7		18	18	
Medium haul	144			Ì		8	57	21	74	152	148	-5
AVRO RJ 85			22				11		11	22	19	-3
Canadair Jet 1000		13					13			13	13	+2
Canadair Jet 900												
Canadair Jet 700		15					6	9		15	15	
Canadair Jet 100		13					12	1		13	9	-4
Embraer 190				10			4		6	10	10	
Embraer 170				16			8	2	6	16	16	+6
Embraer 145				23			11	11	1	23	23	-3
Embraer 135				6			4	2		6		-4
Fokker 100												
Fokker 70												
Fokker 50					13		12		1	13	13	-1
Regional		41	22	55	13		81	25	25	131	118	-7
	<del></del>	<del></del>				+-						
TOTAL	257	41	22	55	13	8	186	64	146	396	374	-13

# **KLM** fleet

KLIVI HEEL										
Aircraft	KLM	KLM Cityhopper	Transavia	Martinair	Owned	Finance lease	Operating lease	Total	In operation	Change / 12/31/11
B747-400	22				13	4	5	22	22	
B777-300	7					7		7	7	+2
B777-200	15					6	9	15	15	
B767-300										
A380-800										
A340-300										
A330-300	3						3	3	3	+3
A330-200	11					6	5	11	11	
MD11	8				7	1		8	6	-4
Long haul	66				20	24	22	66	64	+1
B747-400 cargo	4			3		3	4	7	4	-1
B777- cargo										
MD-11-CF				4	3		1	4	4	
MD-11-F				3		2	1	3	2	-1
Freighter	4			10	3	5	6	14	10	-2
B737 900	5				1	1	3	5	5	_
B737-800	23		21		4	11	29	44	44	+1
B737-700	18		10			13	15	28	28	
B737-400	3				3			3		
B737-300										
A321										
A320										
A319										
A318										
Medium haul	49		31		8	25	47	80	77	+1
AVRO RJ 85					'	1				
Canadair Jet 1000										
Canadair Jet 900										
Canadair Jet 700										
Canadair Jet 100										
Embraer 190		22				13	9	22	22	+5
Embraer 170							_			
Embraer 145										
Embraer 135										
Fokker 100		1			1			1		-5
Fokker 70		26			26			26	26	
Fokker 50										
Regional		49			27	13	9	49	48	
						1.2	'			
KLM	119	49	31	10	58	67	84	209	199	
	-	-	-		·	<del>'-</del>	<del>'</del>			
TOTAL Air France-KLM Group					244	131	230	605	573	-13