AIR FRANCE KLM

3rd Quarter Results
2004-05

February 2005
The information herein contains forward-looking statements about Air France-KLM and its business. These forward-looking statements, which include, but are not limited to, statements concerning the financial condition, results of operations and business of Air France-KLM are based on management’s current expectations and estimates. These forward-looking statements involve known and unknown risks, uncertainties and other factors, many of which are outside of Air France-KLM’s control and are difficult to predict, that may cause actual results to differ materially from any future results expressed or implied from the forward-looking statements. These statements are not guarantees of future performance and involve risks and uncertainties including, among others: the expected synergies and cost savings between Air France and KLM may not be achieved; unanticipated expenditures; changing relationships with customers, suppliers and strategic partners; increases in aircraft fuel prices; and other economic, business, competitive and/or regulatory factors affecting the businesses of Air France and KLM generally. Additional information regarding the factors and events that could cause differences between forward-looking statements and actual results in the future is contained in Air France’s and KLM’s Securities and Exchange Commission filings, including their Annual Reports on Form 20-F for the year ended March 31, 2004. Air France-KLM undertakes no obligation to update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.
Q3 Highlights

- **Context**
  - Uncertain economic context
  - Fuel price at record levels

- **Air France-KLM**
  - Sustained growth in activity
  - Results impacted by fuel charge
Activity

Pierre-Henri Gourgeon
Q3 Turnover Up 5.7%

€4.86bn (+5.7%)

Passenger

Cargo

Maintenance

Other

Q3 2003-04 Q3 2004-05

0.72 0.62 (+3.9%)

0.19 0.18 (+3.8%)

0.18 0.19 (+9.1%)

0.62 0.72 (+15.4%)

3.63 3.77 (+15.4%)

Q3 Turnover Up 5.7%
Sustained Growth in Passenger Activity

Air France-KLM Group

<table>
<thead>
<tr>
<th>ASK</th>
<th>Load factor</th>
<th>RPK</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 2003-04</td>
<td>77.3%</td>
<td>+5.4%</td>
</tr>
<tr>
<td>Q3 2004-05</td>
<td>77.7%</td>
<td>+0.3 pt</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ASK</th>
<th>Load factor</th>
<th>RPK</th>
</tr>
</thead>
<tbody>
<tr>
<td>cumulative as at 31 Dec 2003</td>
<td>77.7%</td>
<td>+1.2 pt</td>
</tr>
<tr>
<td>cumulative as at 31 Dec 2004</td>
<td>78.9%</td>
<td>+9.7%</td>
</tr>
</tbody>
</table>
Good Performance in Long-Haul Operations

Long-haul network

Q3 2003-04  Q3 2004-05

ASK

Load factor

81.1%  81.5%

+0.4 pt

RPK

81.1%  81.5%

+6.8%

Q3 2003-04  Q3 2004-05

ASK

Load factor

80.6%  82.3%

+1.7 pt

RPK

82.3%

+10.9%

Cumulative as at 31 Dec 2003  Cumulative as at 31 Dec 2004
Continuing Difficult Environment in Europe

European network (including French domestic market)

<table>
<thead>
<tr>
<th></th>
<th>Q3 2003-04</th>
<th>Q3 2004-05</th>
<th>Change</th>
<th>Load factor</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>RPK</td>
<td>65.8%</td>
<td>65.3%</td>
<td>+2.4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ASK</td>
<td></td>
<td></td>
<td></td>
<td>65.8%</td>
<td>-0.5 pt</td>
</tr>
<tr>
<td>Load factor</td>
<td></td>
<td></td>
<td></td>
<td>65.3%</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>cumulative as at 31 Dec 2003</th>
<th>cumulative as at 31 Dec 2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>RPK</td>
<td>68.8%</td>
<td>68.3%</td>
</tr>
<tr>
<td>ASK</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Load factor</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

+3.1%  +5.9%  +5.2%
Passenger Sales Performance per Network

3rd quarter 2004-05
Air France-KLM Group

ASK
Traffic revenues excl. currency

North America  | South America  | Asia  | Africa Middle-East | CIO  | Europe (incl. France) | Total

3%  | 7%  | 6%  | 7%  | 16%  | 12%  | 7%  | 9%  | 3%  | 3%  | 5.4%  | 5.5%  |
3rd quarter 2004-05
Group RRPK: 8.39 € cts
Group RASK: 6.52 € cts

Stable Unit Revenue per ASK (excl. currency) in Q3

Yield excl. currency: -0.3%

Gross RRPK

-2.1%

1.8%

load factor effect

Net RASK

+0.1%

currency effect

0.4%
Passenger Business Performance

Air France-KLM Group

Passenger unit revenue per ASK (excl. currency effect)

- Q1*: 1.1%
- Q2*: 1.7%
- Q3: 0.1%
- Cumul: 1.0%

Passenger unit costs per ASK (excl. currency and fuel price effects)

- Q1*: -5.2%
- Q2*: -4.0%
- Q3: -1.7%
- Cumul: -3.5%

* after €13 m adjustment corresponding to commissions deducted from traffic revenues in Q1 2003-04 which should have been recorded in expenses.
Cargo: A Very Good Quarter

Air France-KLM Group

<table>
<thead>
<tr>
<th></th>
<th>Q3 2003-04</th>
<th>Q3 2004-05</th>
<th>Cumulative as at 31 Dec 2003</th>
<th>Cumulative as at 31 Dec 2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>ATK Load factor</td>
<td>70.7%</td>
<td>+10.3%</td>
<td>68.4%</td>
<td>+0.4 pt</td>
</tr>
<tr>
<td>RTK Load factor</td>
<td>72.2%</td>
<td>+8.0%</td>
<td>68.9%</td>
<td>+10.5%</td>
</tr>
</tbody>
</table>

+1.5 pt
Sharp Increase in Unit Revenue per ATK (excl. currency) in Q3

3rd quarter 2004-05
Group RRTK: 23.9 € cts
Group RATK: 17.3 € cts

Gross RRTK

4.3%
currency effect

2.3%
load factor effect

+6.0%

+12.4%
Net RATK
Cargo Business Performance

Cargo unit revenue per ATK (excl. currency effect)

- Q1: -1.3%
- Q2: 12.4%
- Q3: 4.7%
- cumul: 12.4%

Cargo unit costs per ATK (excl. currency and fuel price effects)

- Q1: -5.3%
- Q2: -6.4%
- Q3: -3.4%
- cumul: -5.0%

Air France-KLM Group
Financial Results

Philippe Calavia
## Q3 Results

<table>
<thead>
<tr>
<th></th>
<th>31 Dec 2004</th>
<th>31 Dec 2003</th>
<th>variation</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Turnover</strong></td>
<td>4,858</td>
<td>4,598</td>
<td>+5.7%</td>
</tr>
<tr>
<td><strong>Operating charges</strong></td>
<td>(4,829)</td>
<td>(4,445)</td>
<td>+8.6%</td>
</tr>
<tr>
<td><strong>EBITDAR</strong></td>
<td>647</td>
<td>719</td>
<td>-10.0%</td>
</tr>
<tr>
<td><strong>Operating income (excl. aircraft sales)</strong></td>
<td>29</td>
<td>153</td>
<td>-81.0%</td>
</tr>
<tr>
<td><strong>Net interest charge</strong></td>
<td>(67)</td>
<td>(76)</td>
<td>-11.8%</td>
</tr>
<tr>
<td><strong>Disposals of subsidiaries</strong></td>
<td>64</td>
<td>1</td>
<td>ns</td>
</tr>
<tr>
<td><strong>Other (financial provisions, foreign exchange, aircraft disposals…)</strong></td>
<td>35</td>
<td>(6)</td>
<td>ns</td>
</tr>
<tr>
<td><strong>Profit before tax and amortization of goodwill</strong></td>
<td>61</td>
<td>72</td>
<td>-15.3%</td>
</tr>
<tr>
<td><strong>Income tax</strong></td>
<td>(14)</td>
<td>(19)</td>
<td></td>
</tr>
<tr>
<td><strong>Amortization of goodwill</strong></td>
<td>13</td>
<td>12</td>
<td></td>
</tr>
<tr>
<td><strong>Group net income</strong></td>
<td>61</td>
<td>61</td>
<td>0.0%</td>
</tr>
</tbody>
</table>
### Operating Charges Impacted by Surge in Fuel Costs

#### 3rd quarter (in €m)

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Pro forma change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fuel costs</td>
<td>786</td>
<td>+57.8%</td>
</tr>
<tr>
<td>Operating charges excl. fuel costs</td>
<td>4,043</td>
<td>+2.4%</td>
</tr>
<tr>
<td>of which:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Labour costs</td>
<td>1,504</td>
<td>+3.5%</td>
</tr>
<tr>
<td>Depreciation &amp; provisions</td>
<td>447</td>
<td>+11.2%</td>
</tr>
<tr>
<td>Commercial &amp; distribution costs</td>
<td>352</td>
<td>-4.1%</td>
</tr>
<tr>
<td>Landing fees &amp; route charges</td>
<td>371</td>
<td>+5.1%</td>
</tr>
<tr>
<td>Operating leases</td>
<td>161</td>
<td>+3.2%</td>
</tr>
<tr>
<td>Other</td>
<td>1,208</td>
<td>-0.7%</td>
</tr>
<tr>
<td><strong>Total operating charges</strong></td>
<td><strong>4,829</strong></td>
<td>+8.6%</td>
</tr>
</tbody>
</table>
### Soaring Fuel Costs

#### 3rd quarter pro forma change in €m

<table>
<thead>
<tr>
<th>Fuel costs (before hedge) as of 31 Dec 2003</th>
<th>Fuel costs (before hedge) as of 31 Dec 2004</th>
<th>Fuel costs (after hedge) as of 31 Dec 2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>554</td>
<td>871</td>
<td>786</td>
</tr>
<tr>
<td>+25</td>
<td>+336</td>
<td>-85</td>
</tr>
<tr>
<td>-44</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- **Volume effect**: +25 €m
- **Currency effect**: -44 €m
- **Fuel price effect**: +336 €m
- **Hedge gains**: -85 €m
Continued Decrease in Unit Costs

3rd quarter 2004-05
Air France-KLM unit costs per EASK: 6.43 cts d’€

Gross change

Currency effect
+3.1%

Fuel price effect
2.2%

7.5%

Net change
-2.3%
Change in Operating Income excl. Aircraft Disposals

3rd quarter
pro forma change in €m

153 €m

Q3 2003-04

+10 €m

+2 €m

fuel price

+86 €m

- 303 €m

activity

currency effect

unit revenue (excl. currency)

+ 85 €m

- 4 €m

other

unit costs (excl. currency & fuel price)

Q3 2004-05

29 €m
### Results as of 31 December

<table>
<thead>
<tr>
<th></th>
<th>31 Dec 2004</th>
<th>31 Dec 2003 pro forma</th>
<th>variation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Turnover</td>
<td>14,453</td>
<td>13,395</td>
<td>+7.9%</td>
</tr>
<tr>
<td>Operating charges</td>
<td>(13,973)</td>
<td>(13,024)</td>
<td>+7.3%</td>
</tr>
<tr>
<td>EBITDAR</td>
<td>2,262</td>
<td>2,098</td>
<td>+7.8%</td>
</tr>
<tr>
<td><strong>Operating income (excl. Aircraft sales)</strong></td>
<td><strong>480</strong></td>
<td><strong>371</strong></td>
<td><strong>+29.4%</strong></td>
</tr>
<tr>
<td>Net interest charge</td>
<td>(146)</td>
<td>(189)</td>
<td>-22.3%</td>
</tr>
<tr>
<td>Other (financial provisions, foreign exchange, disposals…)</td>
<td>111</td>
<td>102</td>
<td>+8.8%</td>
</tr>
<tr>
<td>Profit before tax and amortization of goodwill</td>
<td>445</td>
<td>285</td>
<td>+56.1%</td>
</tr>
<tr>
<td>Income tax</td>
<td>(136)</td>
<td>(80)</td>
<td>+70.0%</td>
</tr>
<tr>
<td>Amortization of goodwill</td>
<td>55</td>
<td>55</td>
<td>-</td>
</tr>
<tr>
<td>Group net income</td>
<td>357</td>
<td>250</td>
<td>+42.8%</td>
</tr>
</tbody>
</table>
Operating Income excl. Aircraft Sales

Operating income excl. aircraft sales (in €m)

2003-04 2004-05

<table>
<thead>
<tr>
<th>Category</th>
<th>2003-04</th>
<th>2004-05</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passenger</td>
<td>261</td>
<td>310</td>
<td>571</td>
</tr>
<tr>
<td>Cargo</td>
<td>37</td>
<td>76</td>
<td>113</td>
</tr>
<tr>
<td>Maintenance</td>
<td>32</td>
<td>37</td>
<td>69</td>
</tr>
<tr>
<td>Other</td>
<td>41</td>
<td>57</td>
<td>108</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>371</td>
<td>480</td>
<td>851</td>
</tr>
</tbody>
</table>
Investments Funded by Cash Flow

Cumulative as of 31 December 2004* (in €m)

- Operating cash flow
- Disposals of aircraft & subsidiaries
- Tangible & intangible investments

<table>
<thead>
<tr>
<th>31-Dec-04</th>
<th>1,564</th>
<th>260</th>
<th>1,824</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1,623</td>
<td></td>
<td>1,623</td>
</tr>
</tbody>
</table>

* consolidation of Air France over 9 months (Apr-Dec) and of KLM over 8 months (May-Dec)
Strengthened Financial Structure

Net debt in bn€ and gearing

<table>
<thead>
<tr>
<th></th>
<th>31 Mar 04</th>
<th>31 Dec 04</th>
</tr>
</thead>
<tbody>
<tr>
<td>Air France-KLM</td>
<td></td>
<td></td>
</tr>
<tr>
<td>pro forma</td>
<td>5.42</td>
<td>5.33</td>
</tr>
<tr>
<td></td>
<td>1.11</td>
<td>1.02</td>
</tr>
<tr>
<td>Air France</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(excl. capital increase)</td>
<td>2.53</td>
<td>2.47</td>
</tr>
<tr>
<td></td>
<td>0.62</td>
<td>0.59</td>
</tr>
<tr>
<td>KLM</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Dutch GAAP)</td>
<td>2.93</td>
<td>2.72</td>
</tr>
<tr>
<td></td>
<td>1.97</td>
<td>1.66</td>
</tr>
</tbody>
</table>
Outlook

Pierre-Henri Gourgeon
Sustained Growth in Activity

- **ASK**
- **RPK**

### Growth Rates
- **April**: 10.7%
- **May**: 15.4%
- **June**: 11.0%
- **July**: 8.0%
- **August**: 9.5%
- **September**: 6.5%
- **October**: 6.6%
- **November**: 6.9%
- **December**: 5.9%
- **January**: 6.4%
- **February**: 4.8%
- **March**: 4.2%
- **April**: 5.6%
- **May**: 6.9%
- **June**: 5.6%
- **July**: 10.3%
- **August**: 19.5%
- **September**: 21.3%
Continued Rise in Fuel Price

Fuel costs before hedging (in €m)
Fuel costs after hedging (in €m)

IPE Brent (in $/bl)

* Future price as of 11/02/05 and €/$ at 1.30

3rd Quarter Results 2004-05
Objective for FY 2004-05

- Thanks to cost-savings plans and...
- ... synergies between Air France and KLM,
- and in spite of the context characterized by a historic high level of fuel,
- the Group confirms in its target of a higher operating income than last year.
Annexes
Air France & KLM
Q3 Passenger Operations

**AIR FRANCE**

- **ASK**
  - Load factor: 75.9% → 76.1% (+0.2 pt)
  - RPK: +4.1%
  - Q3 2003-04: 75.9%
  - Q3 2004-05: 76.1%

**KLM**

- **ASK**
  - Load factor: 80.0% → 80.4% (+0.4 pt)
  - RPK: +9.0%
  - Q3 2003-04: 80.0%
  - Q3 2004-05: 80.4%
Q3 Passenger Unit Revenue: Performance per Airline

Gross RRPK

-0.5%

1.7%

Load factor effect

Net RASK

+1.4%

Currency effect

KLM

Gross RRPK

-4.5%

2.2%

Load factor effect

Net RASK

-1.8%

Currency effect
Q3 Unit Costs: Performance per Airline

**Air France**
- Gross change: +4.4%
- Currency effect: 2.2%
- Fuel price effect: 7.4%
- Net change: -0.8%

**KLM**
- Gross change: +0.9%
- Currency effect: 2.4%
- Fuel price effect: 7.7%
- Net change: -4.4%
Passenger Operations

**AIR FRANCE**

<table>
<thead>
<tr>
<th></th>
<th>ASK</th>
<th>Load factor</th>
<th>RPK</th>
</tr>
</thead>
<tbody>
<tr>
<td>31-Dec-03</td>
<td>76.2%</td>
<td>76.2%</td>
<td></td>
</tr>
<tr>
<td>31-Dec-04</td>
<td>77.3%</td>
<td>77.3%</td>
<td></td>
</tr>
</tbody>
</table>

* May-December

**KLM**

<table>
<thead>
<tr>
<th></th>
<th>ASK</th>
<th>Load factor</th>
<th>RPK</th>
</tr>
</thead>
<tbody>
<tr>
<td>31-Dec-03</td>
<td>80.8%</td>
<td>80.8%</td>
<td></td>
</tr>
<tr>
<td>31-Dec-04</td>
<td>82.1%</td>
<td>82.1%</td>
<td></td>
</tr>
</tbody>
</table>

* May-December

RPK: +7.4%
ASK: +8.9%
Load factor: +1.1 pt

RPK: +9.2%
ASK: +11.1%
Load factor: +1.3 pt
Passenger Unit Revenues: Performance per Airline

**Air France**

April-December

- **Gross RRPK**: -2.3%
- **Currency effect**: 1.5%
- **Load factor effect**: 1.4%
- **Net RASK**: +0.7%

**KLM**

May-December

- **Gross RRPK**: -1.7%
- **Currency effect**: 2.2%
- **Load factor effect**: 1.6%
- **Net RASK**: +2.1%
Unit Costs: Performance per Airline

**AIR FRANCE**

**April-December**

Gross change: -0.1%
Currency effect: 1.8%
Fuel price effect: 4.7%
Net change: -3.0%

**KLM**

**May-December**

Gross change: -3.3%
Currency effect: 2.1%
Fuel price effect: 5.3%
Net change: -6.5%
Group Performance

Air France-KLM Group

Unit revenue per EASK
(excl. currency effect)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Revenue Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1*</td>
<td>0.7%</td>
</tr>
<tr>
<td>Q2*</td>
<td>1.5%</td>
</tr>
<tr>
<td>Q3</td>
<td>1.9%</td>
</tr>
<tr>
<td>Cumul</td>
<td>1.5%</td>
</tr>
</tbody>
</table>

Unit costs per EASK
(excl. currency and fuel price effects)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Cost Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1*</td>
<td>-5.4%</td>
</tr>
<tr>
<td>Q2*</td>
<td>-4.6%</td>
</tr>
<tr>
<td>Q3</td>
<td>-2.2%</td>
</tr>
<tr>
<td>Cumul</td>
<td>-4.0%</td>
</tr>
</tbody>
</table>

* after €13 m adjustment corresponding to commissions deducted from traffic revenues in Q1 2003-04 which should have been recorded in expenses.
## Accounting Impacts on the Income Statements

### Cumulative as of 31 December

<table>
<thead>
<tr>
<th></th>
<th>French GAAP</th>
<th>Accounting treatment of acquisition</th>
<th>Total 2004</th>
<th>Total 2003 pro forma</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Fair value impact</td>
<td>Amortization of negative goodwill</td>
<td></td>
</tr>
<tr>
<td>Turnover</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Operating charges</td>
<td>-57</td>
<td>-21</td>
<td>-</td>
<td>-78</td>
</tr>
<tr>
<td>operating leases</td>
<td>-</td>
<td>+14</td>
<td>-</td>
<td>+14</td>
</tr>
<tr>
<td>maintenance</td>
<td>-41</td>
<td></td>
<td>-14</td>
<td>-41</td>
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<td>depreciation</td>
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<td>-35</td>
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<td>provisions</td>
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<tr>
<td>Operating income</td>
<td>+57</td>
<td>+21</td>
<td>+78</td>
<td>+80</td>
</tr>
<tr>
<td>Net income</td>
<td>+29</td>
<td>+9</td>
<td>+107</td>
<td>+95</td>
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