

July 30th 2012

FINANCIAL YEAR 2012

SECOND QUARTER

- ▶ 4.5% rise in revenues to 6.5 billion euros
- ▶ Decline in unit costs on a constant currency and fuel price basis
- ▶ Improvement in operating result (-66 million euros against -145 million euros at 30 June 2011)
- ▶ Net result impacted by non-cash items not affecting operating cash-flow (restructuring provision of 368 million euros and negative change in derivatives of 372 million euros)

FIRST HALF

- ▶ 5.2% rise in revenues to 12.1 billion euros
- ▶ Fuel bill up 469 million euros
- ▶ Reduction in net debt close to 300 million euros

TRANSFORM 2015 PLAN

- ▶ Roll out in line with initial calendar
- ▶ First significant effects in the Second Half

The Board of Directors of Air France-KLM, chaired by Jean-Cyril Spinetta, met on 27th July 2012 to examine the accounts for the First Half of 2012.

Jean-Cyril Spinetta made the following comments: *“As we indicated on the occasion of the first quarter results, the results for the first half represent a deterioration relative to the already-significant losses recorded a year earlier. Even though these second quarter results represent a year on year improvement, they remain in negative territory. These results demonstrate how crucial the success of the Transform 2015 plan is to the turnaround of the group. In an increasingly uncertain global economic environment compounded by oil price and exchange rate volatility, an improvement in our productivity and costs is even more necessary. Along with the Board, I am pleased that the majority of the group’s employees are understanding and supportive of this demanding recovery plan. This demonstrate their spirit of responsibility and commitment to both Air France and KLM.”*

Key data

In euro millions, except per share data in euros	Quarter to 30 June			Half Year to 30 June		
	2012	2011	change	2012	2011	change
Revenues	6,500	6,220	4.5%	12,145	11,546	5.2%
EBITDAR ¹	607	503	+20.7%	644	708	-9.0%
Operating result	-66	-145	nm	-663	-548	nm
Adjusted operating result ²	15	-73	nm	-505	-406	nm
Net result, group share	-895	-197	nm	-1,263	-564	nm
Earnings per share	-3.02	-0.67	nm	-4.27	-1.91	nm
Fully diluted earnings per share	-3.02	-0.67	nm	-4.27	-1.91	nm

¹ Before amortisation, provisions and operating leases

² Adjusted for the portion of operating leases corresponding to financial costs (34%)

Second quarter 2012

Activity: strict capacity control

The passenger business saw an improved performance in the Second Quarter of 2012, but cargo suffered from the weak global trading environment. The fuel bill increased, mainly on the back of the strengthening of the dollar.

Passenger traffic rose 2.4% for virtually stable capacity (+0.3%) leading to a 1.7 point gain in the load factor to 82.8%. Unit revenue per available seat kilometre (RASK) rose 6.1%, underpinned by volumes and a positive currency effect of 2.5%. Unit revenue per passenger kilometre (RRPK) rose 4.0% and by 1.4% excluding the currency effect. Revenues rose 6.8% to 5.13 billion euros. The operating result of the passenger business amounted to -47 million euros (-140 million euros at 30th June 2011).

With a decline in traffic of 6.9% for capacity down 3.0%, the cargo business recorded a 2.7 point decline in load factor to 64.1%. Unit revenue per available tonne kilometre (RATK) declined by 2.4% and by 6.7% excluding currency effect. Revenues stood at 764 million euros (-4.4%). The operating result amounted to -62 million euros (-14 million euros a year earlier).

Maintenance saw a slight rise in revenues to 265 million euros (+1.1%) but a sharp rise in operating result to 40 million euros (23 million euros at 30th June 2011). Revenues from the Other Businesses declined 4% to 341 million euros, due mainly to the discontinuation of Martinair's leisure activity.

Total revenues for the group amounted to 6.50 billion euros against 6.22 billion euros at 30th June 2011, a rise of 4.5%, including a positive currency effect of 2.6%.

Results: first effects of Transform 2015 cost saving measures

Operating costs were tightly controlled despite the negative currency effect. They declined by 0.3% ex-fuel and rose by 3.2% including fuel cost. Unit cost per equivalent available seat kilometre (EASK), rose 3.5%, but declined 1.3% on a constant currency and fuel price basis for stable production per EASK.

The main changes in operating costs related to the fuel bill (+12.8%), while distribution and other costs fell sharply (-6.0% and -6.6% respectively). The fuel bill increased by 214 million euros under the combined effects of a 2% decline in volume, a negative currency effect of 10% and a rise in the price after hedging of 5%. Employee costs rose 1.9% to 1.97 billion euros. As in the First Quarter, KLM booked an additional pension charge of 22 million euro due to the changes in actuarial assumptions at 31 December 2011.

This favourable trend in operating costs is due to the gradual implementation of 'Transform 2015'.

The operating result amounted to -66 million euros (-145 million euros at 30th June 2011). The adjusted operating result was positive, at 15 million euros. Elsewhere, Air France booked a restructuring provision of 368 million euros under non-current costs, of which 348 million in the context of the voluntary departures plan announced last June.

The net interest cost was stable at 88 million euros (87 million euros at 30th June 2011). Other financial costs and income amounted to -454 million euros (-29 million euros at 30th June 2011) of which a currency result of -86 million euros and a change in the fair value of fuel hedging instruments of -372 million euros. Nevertheless, the value of the global portfolio of currency and fuel derivatives remains positive at 30 June 2012.

Net result, group share, stood at -895 million euros (-197 million euros at 30th June 2011). The provision of 368 million euros and the change in the fair value of hedging instruments are non-cash items which do not affect the cash flow of the quarter.

First Half 2012

The passenger business saw traffic and capacity up by 3.9% and 0.9% respectively. The load factor gained 2.4 points to 82.2%. Cargo traffic fell sharply (-6.5%) for capacity down 2.5% leading to a 2.8 point drop in load factor to 64.5%. In passenger, unit revenue per available seat kilometre (RASK) gained 5.7% and 3.9% ex-currency. In cargo, unit revenue per available tonne kilometre (RATK) was down 2.5% and 5.4% ex-currency.

Total revenues amounted to 12.14 billion euros (+5.2% of which a positive currency effect of 1.9%). Operating costs rose 2.7% ex-fuel and by 5.9% including fuel. The main change came from the fuel bill, up 469 million euros. Employee costs of 3.88 billion euros were up 3.9%, including the additional pension charge of 45 million euros at KLM due to the changes in actuarial assumptions at 31 December 2011.

The operating result stood at -663 million euros (-548 million euros at 30th June 2011), and the adjusted operating result at -505 million euros.

The net interest cost declined slightly to 170 million euros versus 178 million euros a year earlier. On the other hand, other financial costs and income amounted to -178 million euros, of which -152 million euros relating to the change in fair value of hedging instruments, compared with +38 million euros for the year-earlier period.

Taking account of these factors, as well as restructuring provision booked in the Second Quarter, net income, group share was -1.26 billion euros (-564 million euros at 30th June 2011).

Financial position

In the First Half, investments net of disposals stood at 600 million euros (691 million euros at 30th June 2011). Operating cash flow was positive at 461 million euros. The group had net cash of 3.3 billion euros, of which 466 million euros from the Amadeus operation, and fully available credit lines of 1.85 billion euros at 30th June 2012.

Shareholders' funds amounted to 4.88 billion euros. Net debt stood at 6.24 billion euros (6.51 billion euros at 31st December 2011). However as a result of the decline in equity, the gearing ratio³ rose significantly to 1.28 versus 1.07 at 31st December 2011. The financial cover ratios at 30 June 2012 on a sliding 12 month basis are satisfactory.

Update on collective agreement negotiations

In the framework of the improvement of productivity within the Air France-KLM group, Air France submitted for signature, at the beginning of July, collective agreement projects to its three categories of employees. As of today, the agreement with ground staff has been signed and is applicable at 1st January 2013.

The project agreement for cockpit crew is also applicable starting from 1st January 2013. The main union, SNPL Air France ALPA, has submitted it to a ballot with a favourable recommendation from its board. The results of this ballot will be known in the second half of August.

Despite the approval of the main representative union, the project agreement for cabin crew has not received approval by unions representing over 30% of votes. It will not therefore replace, as planned, on 1st April 2013, the current collective agreement in force until 31st March 2013, which will instead be replaced by a text in which the counterparties in terms of remuneration and working conditions will be less favourable than the initially proposed agreement.

³ Definition in the 2011 registration document on page 144. Reconciliation table available in the results presentation.

These agreements, together with the measures of wage moderation and the reduction in headcount via voluntary departures announced in June should enable Air France to reach its target of a 20% improvement in economic efficiency in 2014 compared with 2011.

Negotiations with Air France subsidiaries are scheduled to begin in September 2012.

On its side, KLM is pursuing negotiations in line with the initial timetable, and seeks to arrive at new collective agreements in the fourth quarter in order to achieve its target of a 15% improvement in economic efficiency in 2014 compared with 2011.

Outlook for Full Year 2012

Bookings for the Summer season are positively oriented, in line with the recent trend. However the uncertain outlook for the global economic environment together with the volatility of fuel prices and the euro make forecasts for the latter part of the year difficult.

Nevertheless, in the second half, the group should benefit from the first significant effects of Transform 2015. In this context, its objective is to generate an operating result above the 195 million euros realised in the second half of 2011. On this basis, it is on track to achieve a reduction in net debt at 31 December 2012 compared with 31 December 2011.

Information by business

Passenger business

	Quarter to 30th June			Six months to 30th June		
	2012	2011	Change	2012	2011	Change
Traffic (RPK millions)	55,820	54,507	2.4%	107,553	103,526	3.9%
Capacity (ASK millions)	67,456	67,282	0.3%	130,847	129,681	0.9%
Load factor	82.8%	81.0%	1.7 pts	82.2%	79.8%	2.4 pts
Total passenger revenues (€m)	5,130	4,802	6.8%	9,560	8,874	7.7%
Revenues from scheduled passenger business (€m)	4,899	4,586	6.8%	9,104	8,482	7.3%
Unit revenue per RPK (€cts)	8.78	8.44	4.0%	8.46	8.24	2.7%
Unit revenue per RPK ex currency (€cts)	-	-	1.4%	-	-	1.0%
Unit revenue per ASK (€cts)	7.26	6.84	6.1%	6.96	6.58	5.7%
Unit revenue per ASK ex currency (€cts)	-	-	3.6%	-	-	3.9%
Unit cost per ASK (€cts)	7.33	7.07	3.7%	7.38	6.99	5.6%
Unit cost per ASK at constant currency and fuel price (€cts)	-	-	-1.0%	-	-	0.7%
Operating income (€m)	-47	-140	nm	-551	-507	nm

Cargo business

	Quarter to 30th June			Six months to 30th June		
	2012	2011	Change	2012	2011	Change
Traffic (RTK millions)	2,688	2,866	-6.9%	5,262	5,630	-6.5%
Capacity (ATK millions)	4,164	4,294	-3.0%	8,161	8,373	-2.5%
Load factor	64.1%	66.7%	-2.7 pts	64.5%	67.2%	-2.8 pts
Total cargo business revenues (€m)	764	799	-4.4%	1,508	1,568	-3.8%
Revenues from the transportation of cargo (€m)	719	759	-5.3%	1,416	1,490	-5.0%
Unit revenue per RTK (€cts)	26.86	26.47	1.6%	26.90	26.47	1.6%
Unit revenue per RTK ex currency (€cts)	-	-	-2.8%	-	-	-1.4%
Unit revenue per ATK (€cts)	17.24	17.67	-2.4%	17.35	17.79	-2.5%
Unit revenue per ATK ex currency (€cts)	-	-	-6.7%	-	-	-5.4%
Unit cost per ATK (€cts)	18.72	18.00	4.0%	18.93	18.08	4.7%
Unit cost per ATK on constant currency and fuel price (€cts)	-	-	-2.1%	-	-	-1.6%
Operating income (€m)	-62	-14	nm	-130	-23	nm

Maintenance business

The maintenance business realised third-party revenues of 265 million euros in the second quarter of 2012 (262 million euros for the same period in 2011). The operating result stood at 40 million euros (23 million euros at 30th June 2011). For the first half, revenues amounted to 523 million euros against to 495 million euros a year earlier after a positive currency effect of 6%.

The operating result for the first half was 56 million euros (49 million euros at 30th June 2011). The engines and components activities continued to perform well.

Other businesses

Other businesses comprise mainly the leisure and the catering businesses. In the second quarter, their total revenues amounted to 341 million euros against 357 million euros a year earlier. The operating result amounted to 3 million euros (-14 million euros at 30th June 2011). This change is partly explained by the discontinuation of Martinair's leisure activity.

Over the first half, other businesses realised revenues of 554 million euros against 609 million euros a year earlier, and generated an operating result of -38 million euros (-67 million euros at 30th June 2011).

The **leisure** business is henceforth solely made up of Transavia, which generated revenues of 247 million euros and an operating result at break-even (-1 million euros) in the second quarter. For the first half, revenues were 365 million euros (+7%) and the operating result was -46 million euros.

Catering generated revenues of 223 million euros in the second quarter, of which 83 million euros in respect of third parties, and an operating result of -4 million euros. In the first half, revenues amounted to 442 million euros of which 166 million euros with third parties, and an operating result of -10 million euros (167 million euros and 8 million euros respectively in the first half of 2011).

Additional information

Limited review procedures were carried out by external auditors. Their limited review report was issued following the Board meeting.

The results presentation will be available on www.airfranceklm-finance.com on 30th July 2012 from 7.15h CET.

Practical information

An Analysts' Meeting will be held on July 30th 2012 at 14.00 CET at Académie Diplomatique Internationale, 4^{bis} 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: www.airfranceklm-finance.com (password: AKHH1)

To listen to a recording of the conference in English, dial:

- UK 44 (0)20 7031 4064 (code: **920149**)
- US 1 954 334 0342 (code: **920149**)

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INCOME STATEMENTS (unaudited)

In euros million

	Q2 (April to June)			First Half (January to June)		
	2012	2011	Variation	2012	2011 (proforma)	Variation
SALES	6,500	6,220	4.5%	12,145	11,546	5.2%
Other revenues	8	21	-61.9%	9	22	-59.1%
EXTERNAL EXPENSES	(4,136)	(3,959)	4.5%	(8,020)	(7,525)	6.6%
Aircraft fuel	(1,887)	(1,673)	12.8%	(3,568)	(3,099)	15.1%
Chartering costs	(138)	(144)	-4.2%	(276)	(274)	0.7%
Aircraft operating lease costs	(239)	(211)	13.3%	(464)	(418)	11.0%
Landing fees and en route charges	(467)	(463)	0.9%	(901)	(882)	2.2%
Catering	(147)	(144)	2.1%	(285)	(275)	3.6%
Handling charges and other operating costs	(337)	(333)	1.2%	(658)	(647)	1.7%
Aircraft maintenance costs	(270)	(290)	-6.9%	(546)	(555)	-1.6%
Commercial and distribution costs	(220)	(234)	-6.0%	(441)	(411)	7.3%
Other external expenses	(431)	(467)	-7.7%	(881)	(964)	-8.6%
Salaries and related costs	(1,969)	(1,932)	1.9%	(3,880)	(3,734)	3.9%
Taxes other than income taxes	(48)	(50)	-4.0%	(94)	(92)	2.2%
Amortization and depreciation	(388)	(406)	-4.4%	(778)	(815)	-4.5%
Provisions	(46)	(31)	48.4%	(65)	(23)	182.6%
Other income and expenses	13	(8)	nm	20	73	-72.6%
INCOME FROM CURRENT OPERATIONS	(66)	(145)	54.5%	(663)	(548)	-21.0%
Disposal of aircraft equipment	1	0	nm	4	(3)	nm
Disposal of subsidiaries	(1)	0	nm	97	1	nm
Other non-current income and expenses	(377)	2	nm	(383)	(99)	nm
INCOME FROM OPERATING ACTIVITIES	(443)	(143)	nm	(945)	(649)	-45.6%
Income from cash and cash equivalents	21	26	-19.2%	40	47	-14.9%
Cost of financial debt	(109)	(113)	-3.5%	(210)	(225)	-6.7%
<i>Net cost of financial debt</i>	(88)	(87)	-1.1%	(170)	(178)	4.5%
Foreign exchange gains (losses), net	(86)	(33)	160.6%	(32)	37	nm
Change in fair value of financial assets and liabilities	(372)	5	nm	(152)	3	nm
Other financial income and expenses	4	(1)	nm	6	(2)	nm
INCOME BEFORE TAX	(985)	(259)	nm	(1,293)	(789)	-63.9%
Income taxes	111	81	37.0%	89	251	-64.5%
NET INCOME OF CONSOLIDATED COMPANIES	(874)	(178)	nm	(1,20)	(538)	nm
Share of profits (losses) of associates	(22)	(18)	22.2%	(60)	(25)	140.0%
INCOME FROM CONTINUING OPERATIONS	(896)	(196)	nm	(1,264)	(563)	nm
Net income from discontinued operations	-	-	-	-	-	-
NET INCOME FOR THE PERIOD	(896)	(196)	nm	(1,264)	(563)	nm
Minority interest	1	(1)	-	1	(1)	-
NET INCOME FOR THE PERIOD - GROUP	(895)	(197)	nm	(1,263)	(564)	nm

CONSOLIDATED BALANCE SHEET (unaudited)

Assets <i>In € millions</i>	June 30, 2012	December 31, 2011
Goodwill	427	426
Intangible assets	805	774
Flight equipment	10 425	10 689
Other property, plant and equipment	2 007	2 055
Investments in equity associates	395	422
Pension assets	3 339	3 217
Other financial assets	1 740	2 015
Deferred tax assets	1 177	1 143
Other non-current assets	203	168
Total non-current assets	20 518	20 909
Assets held for sale	11	10
Other short term financial assets ^(*)	796	751
Inventories	540	585
Trade accounts receivables	2 335	1 774
Income tax receivables	11	10
Other current assets	976	995
Cash and cash equivalents	2 681	2 283
Total current assets	7 350	6 408
Total assets	27 868	27 317

Liabilities and equity <i>In € millions</i>	June 30, 2012	December 31, 2011
Issued capital	300	300
Additional paid-in capital	2 971	2 971
Treasury shares	(82)	(89)
Reserves and retained earnings	1 640	2 858
Equity attributable to equity holders of Air France-KLM	4 829	6 040
Non-controlling interests	52	54
Total equity	4 881	6 094
Provisions and retirement benefits	2 090	2 061
Long-term debt	9 492	9 228
Deferred tax liabilities	369	466
Other non-current liabilities	433	321
Total non-current liabilities	12 384	12 076
Provisions	604	156
Current portion of long-term debt	1 057	1 174
Trade accounts payables	2 411	2 599
Deferred revenue on ticket sales	3 077	1 885
Frequent flyer programs	765	784
Current tax liabilities	1	6
Other current liabilities	2 553	2 386
Bank overdrafts	135	157
Total current liabilities	10 603	9 147
Total liabilities	22 987	21 223
Total liabilities and equity	27 868	27 317

CONSOLIDATED STATEMENT OF CASH FLOWS (unaudited)

<i>In € millions</i> Period from January 1 to June 30,	2012	2011 (proforma)
Net income for the period – Equity holders of Air France-KLM	(1 263)	(564)
Non-controlling interests	(1)	1
Amortization, depreciation and operating provisions	843	838
Financial provisions	(7)	3
Gain on disposals of tangible and intangible assets	(8)	(2)
Loss/ (gain) on disposals of subsidiaries and associates	(97)	(2)
Derivatives – non monetary results	135	(42)
Unrealized foreign exchange gains and losses, net	19	(47)
Share of (profits) losses of associates	60	25
Deferred taxes	(108)	(256)
Other non-monetary items	333	(179)
Subtotal	(94)	(225)
(Increase) / decrease in inventories	47	(12)
(Increase) / decrease in trade receivables	(574)	(419)
Increase / (decrease) in trade payables	(183)	477
Change in other receivables and payables	1 265	900
Net cash flow from operating activities	461	721
Acquisition of subsidiaries, of shares in non-controlled entities	(38)	(23)
Purchase of property, plant and equipment and intangible assets	(1 023)	(1 474)
Proceeds on disposal of subsidiaries, of shares in non-controlled entities	466	-
Proceeds on disposal of property, plant and equipment and intangible assets	598	783
Dividends received	14	-
Decrease (increase) in investments	(31)	(219)
Net cash flow used in investing activities	(14)	(933)
Capital increase	-	6
Purchase of non-controlling interests, of owned shares	-	(22)
Disposal of subsidiaries without loss of control, of owned shares	7	3
Issuance of long-term debt	627	954
Repayment on long-term debt	(425)	(782)
Payment of debt resulting from finance lease liabilities	(287)	(288)
New loans	(23)	(69)
Repayment on loans	66	139
Dividends paid	(1)	(2)
Net cash flow from financing activities	(36)	(61)
Effect of exchange rate on cash and cash equivalents and bank overdrafts	9	(27)
Change in cash and cash equivalents and bank overdrafts	420	(300)
Cash and cash equivalents and bank overdrafts at beginning of period	2 126	3 351
Cash and cash equivalents and bank overdrafts at end of period	2 546	3 051

AIR FRANCE-KLM FLEET

Air France fleet

Aircraft	AF	Brit Air	City Jet	Régional	VLM	Transavia	Owned	Finance lease	Operating lease	Total	In operation	Change / 3/31/11
B747-400	8						3		5	8	7	-2
B777-300	37						14	6	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	2	3	14	13	-2
A330-300												
A330-200	15						3	2	10	15	15	
MD11												
Long haul	107						45	15	47	107	105	+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						11	1	13	25	25	
A320	62						22	3	37	62	60	+1
A319	44						21	4	19	44	41	-2
A318	18						12	6		18	18	
Medium haul	149					8	66	14	77	157	152	-1
AVRO RJ 85			22				11		11	22	20	-2
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	13	
Embraer 190				10			4		6	10	10	
Embraer 170				16			8	2	6	16	15	+5
Embraer 145				23			11	11	1	23	23	-3
Embraer 135				7			4	3		7	3	-1
Fokker 100		3					3			3		
Fokker 70												
Fokker 50					13		12		1	13	13	-1
Regional		44	22	56	13		84	26	25	135	125	

TOTAL	263	44	22	56	13	8	199	55	152	406	387	
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KLM fleet

Aircraft	KLM	KLM Cityhopper	Transavia	Martinair	Owned	Finance lease	Operating lease	Total	In operation	Change / 3/31/11
B747-400	22				13	4	5	22	22	
B777-300	6					6		6	6	+1
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	10				8	2		10	10	
Long haul	67				21	24	22	67	67	+4
B747-400 cargo	4			4		3	5	8	5	
B777- cargo										
MD-11-CF				4	3		1	4	4	
MD-11-F				3		2	1	3	2	-1
Freighter	4			11	3	5	7	15	11	-1
B737 900	5				1	1	3	5	5	
B737-800	23		21		13	6	25	44	44	+1
B737-700	18		10			13	15	28	28	
B737-400	4				4			4		
B737-300										
A321										
A320										
A319										
A318										
Medium haul	50		31		18	20	43	81	77	+1
AVRO RJ 85										
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		4			4			4	3	-2
Fokker 70		26			25	1		26	26	
Fokker 50										
Regional		52			29	14	9	52	51	+3
KLM	121	52	31	11	71	63	81	215	206	+7
TOTAL Air France-KLM Group					270	118	233	621	593	+7