

Roissy, March, 01st 2013

Subject: AIR FRANCE KLM Procurement / Suppliers' CSR assessment

Dear Supplier,

AIR FRANCE KLM Procurement has developed a Corporate Social Responsibility (CSR) policy, with a main objective of being able to manage the impacts of the companies' operations in a responsible manner. In this context, and as part of our CSR program, one of our objectives is to monitor social and environmental performance in our suppliers' management process.

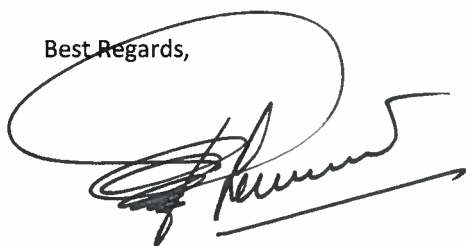
In order to do this, we have selected the EcoVadis CSR monitoring platform. This platform combines CSR assessment expertise and data management tools which will allow you to demonstrate your sustainability best practices in the years to come.

You have been identified as a key partner for this initiative and therefore, we are relying on your collaboration. You will shortly receive an invitation from EcoVadis to activate your account. Upon registration, the first stage will be to complete a CSR performance assessment. The performance results will be from now on integrated into our procurement process.

You will contribute to the implementation of this monitoring by using EcoVadis' solution. This recognized collaborative platform, with a modest annual subscription fee¹, will allow you to share the information with your other customers, track your own CSR performance, and minimize your auditing fatigue.

We thank you in advance for the time that you will spend in completing this assessment and joining this strategic initiative which will allow us to better integrate CSR in our long term relationship.

Best Regards,



Mr. Peter Schelvis
Group CPO
AIR FRANCE KLM



Mr. Thierry Bellon
CPO
AIR FRANCE

¹ Please refer to www.ecovadis.com for more information on pricing details.