

SEPTEMBER 2015 TRAFFIC

- ▶ **Passenger network: strict capacity discipline, increase in both traffic and load factor**
- ▶ **Ongoing accelerated development of Transavia in France**

Traffic highlights

Passenger network activity (Air France, KLM, HOP!)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Long-haul	+ 24.3%	+ 24.3%	87.9%	+ 0.0
North America	+ 26.1%	+ 26.5%	89.2%	+ 0.3
Latin America	+ 30.6%	+ 28.3%	89.9%	- 1.6
Asia	+ 22.5%	+ 23.9%	89.3%	+ 1.0
Africa / Middle East	+ 19.3%	+ 21.1%	84.2%	+ 1.2
Caribbean / Indian Ocean	+ 23.4%	+ 18.6%	82.7%	- 3.3
Short and Medium-haul	+ 19.2%	+ 24.0%	82.9%	+ 3.2
Total network airlines	+ 23.2%	+ 24.3%	86.8%	+ 0.7
Total network airlines excluding strike impact	+ 1.0%	+ 1.6%	86.8%	+ 0.5

- ▶ Comparison affected by the September 2014 strike, whose impact was estimated at ASK 4,249 million and RPK 3,704 million
- ▶ Excluding strike impact, traffic up 1.6% for capacity up by 1.0%
- ▶ 7.1 million passengers, up 23.6%
- ▶ Excluding last year's strike impact, unit revenue per available seat kilometer (RASK) ex-currency down compared to September 2014

Transavia activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Total	+ 4.9%	+ 4.0%	91.6%	- 0.8

- ▶ 1.2 million passengers, up 8.4%
- ▶ Ongoing accelerated development of Transavia in France (passenger volumes up 34%)

Total group passenger activity (Air France, KLM, HOP!, Transavia)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Total	+ 21.3%	+ 22.0%	87.3%	+ 0.5
Total excl. strike impact	+ 1.3%	+ 1.8%	87.3%	+ 0.4

- ▶ 8.3 million passengers, up 21.2%

Cargo activity	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
Total	+ 11.3%	+ 8.2%	59.9%	- 1.7
Total excl. strike impact	- 6.5%	- 10.8%	59.9%	- 2.9

- ▶ Comparison affected by the September 2014 strike, whose impact was estimated at ATK 213 million and RTK 147 million
- ▶ Excluding strike impact, traffic down 10.8% for capacity down 6.5% in the framework of the ongoing restructuring of cargo
- ▶ Excluding last year's strike impact, unit revenue per available ton kilometer (RATK) ex-currency clearly down compared to September 2014

Agenda

29 October 2015: Q3 2015 results

9 November 2015: October 2015 traffic

8 December 2015: November 2015 traffic

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STATISTICS

Passenger network activity*

Total Passenger network*	September			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	7,073	5,722	23.6%	59,860	58,355	2.6%
Revenue pax-kilometers (m RPK)	20,637	16,609	24.3%	178,996	173,585	3.1%
Available seat-kilometers (m ASK)	23,767	19,289	23.2%	209,263	203,771	2.7%
Load factor (%)	86.8%	86.1%	0.7	85.5%	85.2%	0.4
Long-haul						
Passengers carried ('000s)	2,205	1,769	24.6%	19,394	18,705	3.7%
Revenue pax-kilometers (m RPK)	16,588	13,342	24.3%	145,445	140,511	3.5%
Available seat-kilometers (m ASK)	18,881	15,189	24.3%	167,482	161,917	3.4%
Load factor (%)	87.9%	87.8%	0.0	86.8%	86.8%	0.1
North America						
Passengers carried ('000s)	706	562	25.8%	5,745	5,512	4.2%
Revenue pax-kilometers (m RPK)	4,996	3,949	26.5%	40,770	38,921	4.7%
Available seat-kilometers (m ASK)	5,602	4,443	26.1%	46,042	44,160	4.3%
Load factor (%)	89.2%	88.9%	0.3	88.6%	88.1%	0.4
Latin America						
Passengers carried ('000s)	267	208	28.7%	2,284	2,158	5.8%
Revenue pax-kilometers (m RPK)	2,574	2,007	28.3%	21,965	20,779	5.7%
Available seat-kilometers (m ASK)	2,862	2,191	30.6%	25,207	23,628	6.7%
Load factor (%)	89.9%	91.6%	(1.6)	87.1%	87.9%	(0.8)
Asia / Pacific						
Passengers carried ('000s)	553	446	23.9%	4,785	4,581	4.4%
Revenue pax-kilometers (m RPK)	4,855	3,920	23.9%	41,815	40,502	3.2%
Available seat-kilometers (m ASK)	5,439	4,440	22.5%	47,775	46,364	3.0%
Load factor (%)	89.3%	88.3%	1.0	87.5%	87.4%	0.2
Africa / Middle East						
Passengers carried ('000s)	454	363	25.0%	3,986	3,906	2.0%
Revenue pax-kilometers (m RPK)	2,491	2,057	21.1%	22,041	21,856	0.8%
Available seat-kilometers (m ASK)	2,956	2,478	19.3%	27,096	26,658	1.6%
Load factor (%)	84.2%	83.0%	1.2	81.3%	82.0%	(0.6)
Caribbean / Indian, Ocean						
Passengers carried ('000s)	224	190	17.8%	2,595	2,548	1.8%
Revenue pax-kilometers (m RPK)	1,672	1,410	18.6%	18,854	18,453	2.2%
Available seat-kilometers (m ASK)	2,022	1,638	23.4%	21,362	21,109	1.2%
Load factor (%)	82.7%	86.1%	(3.3)	88.3%	87.4%	0.8
Short and Medium-haul						
Passengers carried ('000s)	4,869	3,953	23.2%	40,465	39,649	2.1%
Revenue pax-kilometers (m RPK)	4,049	3,266	24.0%	33,550	33,074	1.4%
Available seat-kilometers (m ASK)	4,886	4,100	19.2%	41,781	41,854	(0.2%)
Load factor (%)	82.9%	79.7%	3.2	80.3%	79.0%	1.3

* Air France, KLM, and HOP!

Transavia activity

Transavia	September			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	1,181	1,090	8.4%	8,638	7,956	8.6%
Revenue pax-kilometers (m RPK)	2,148	2,065	4.0%	16,163	15,342	5.3%
Available seat-kilometers (m ASK)	2,344	2,235	4.9%	17,840	16,983	5.0%
Load factor (%)	91.6%	92.4%	(0.8)	90.6%	90.3%	0.3

Total group passenger activity**

Total group**	September			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	8,254	6,811	21.2%	68,497	66,310	3.3%
Revenue pax-kilometers (m RPK)	22,785	18,674	22.0%	195,159	188,927	3.3%
Available seat-kilometers (m ASK)	26,111	21,524	21.3%	227,103	220,754	2.9%
Load factor (%)	87.3%	86.8%	0.5	85.9%	85.6%	0.4

** Air France, KLM, HOP! and Transavia

Cargo activity

Total group	September			Year to date		
	2015	2014	Variation	2015	2014	Variation
Revenue tonne-km (m RTK)	746	690	8.2%	6,711	7,297	(8.0%)
Available tonne-km (m ATK)	1,246	1,119	11.3%	11,277	11,664	(3.3%)
Load factor (%)	59.9%	61.6%	(1.7)	59.5%	62.6%	(3.0)