

MARCH 2018 TRAFFIC

Group passenger activity: number of passengers +5.4%, traffic measured in revenue passenger-kilometer +6.1% and load factor +2.7pt. Unit revenue ex-currency (measured in available seat-kilometer) up compared to last year.

Traffic highlights

| Passenger network activity (Air France, KLM, HOP!) | Capacity (ASK, %ch.) | Traffic (RPK, %ch.) | Load Factor (%) | Change (pts) |
|---|-------------------------|------------------------|--------------------|-----------------|
| Long-haul | + 2.3% | + 5.2% | 88.5% | + 2.4 |
| North America | + 0.6% | + 5.5% | 90.4% | + 4.3 |
| Latin America | + 9.6% | + 12.9% | 89.6% | + 2.6 |
| Asia | + 1.0% | + 4.1% | 90.4% | + 2.7 |
| Africa / Middle East | + 1.0% | + 2.0% | 80.4% | + 0.8 |
| Caribbean / Indian Ocean | + 2.1% | + 2.8% | 89.9% | + 0.6 |
| Short and Medium-haul | + 1.4% | + 4.9% | 82.6% | + 2.7 |
| Total | + 2.2% | + 5.2% | 87.3% | + 2.5 |

- ▶ 6.9 million passengers, +4.2%
- ▶ Unit revenue ex-currency (in available seat-kilometer) up compared to last year
- ▶ The impact on Air France operating income of the seven days of strike between February 22 and April 11, 2018 is estimated around -170 million euros

| Transavia activity | Capacity (ASK, %ch.) | Traffic (RPK, %ch.) | Load Factor (%) | Change (pts) |
|--------------------|-------------------------|------------------------|--------------------|-----------------|
| Total | + 11.7% | + 17.2% | 93.7% | + 4.4 |

- ▶ 1.1 million passengers, +14.2%
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency clearly up compared to last year

| Total group passenger activity (Air France, KLM, HOP!, Transavia) | Capacity (ASK, %ch.) | Traffic (RPK, %ch.) | Load Factor (%) | Change (pts) |
|---|-------------------------|------------------------|--------------------|-----------------|
| Total | + 2.8% | + 6.1% | 87.8% | + 2.7 |

- ▶ 8.0 million passengers, +5.4%

| Cargo activity | Capacity (ATK, %ch.) | Traffic (RTK, %ch.) | Load Factor (%) | Change (pts) |
|----------------|-------------------------|------------------------|--------------------|-----------------|
| Total | - 0.8% | - 1.7% | 62.7% | - 0.6 |

- ▶ Unit revenue per available ton kilometer (RATK) ex-currency clearly up compared to last year

Agenda

4th May 2018: 1st Quarter 2018 results
 11th May 2018: April 2018 traffic
 15th May 2018: Annual General Meeting

Investor relations

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STATISTICS

Passenger network activity*

| Total Passenger network* | March | | | Year to date | | |
|-----------------------------------|--------|--------|-----------|--------------|--------|-----------|
| | 2018 | 2017 | Variation | 2018 | 2017 | Variation |
| Passengers carried ('000s) | 6,928 | 6,649 | 4.2% | 19,287 | 18,472 | 4.4% |
| Revenue pax-kilometers (m RPK) | 20,723 | 19,705 | 5.2% | 59,112 | 56,352 | 4.9% |
| Available seat-kilometers (m ASK) | 23,728 | 23,228 | 2.2% | 68,174 | 66,086 | 3.2% |
| Load factor (%) | 87.3% | 84.8% | 2.5 | 86.7% | 85.3% | 1.4 |
| Long-haul | | | | | | |
| Passengers carried ('000s) | 2,235 | 2,131 | 4.9% | 6,435 | 6,166 | 4.4% |
| Revenue pax-kilometers (m RPK) | 16,880 | 16,041 | 5.2% | 48,626 | 46,386 | 4.8% |
| Available seat-kilometers (m ASK) | 19,078 | 18,643 | 2.3% | 55,197 | 53,433 | 3.3% |
| Load factor (%) | 88.5% | 86.0% | 2.4 | 88.1% | 86.8% | 1.3 |
| North America | | | | | | |
| Passengers carried ('000s) | 608 | 577 | 5.4% | 1,615 | 1,553 | 4.0% |
| Revenue pax-kilometers (m RPK) | 4,352 | 4,123 | 5.5% | 11,579 | 11,093 | 4.4% |
| Available seat-kilometers (m ASK) | 4,813 | 4,786 | 0.6% | 13,233 | 13,041 | 1.5% |
| Load factor (%) | 90.4% | 86.1% | 4.3 | 87.5% | 85.1% | 2.4 |
| Latin America | | | | | | |
| Passengers carried ('000s) | 281 | 249 | 12.9% | 850 | 754 | 12.7% |
| Revenue pax-kilometers (m RPK) | 2,693 | 2,386 | 12.9% | 8,095 | 7,191 | 12.6% |
| Available seat-kilometers (m ASK) | 3,006 | 2,742 | 9.6% | 8,858 | 8,034 | 10.3% |
| Load factor (%) | 89.6% | 87.0% | 2.6 | 91.4% | 89.5% | 1.9 |
| Asia / Pacific | | | | | | |
| Passengers carried ('000s) | 535 | 509 | 5.1% | 1,550 | 1,491 | 4.0% |
| Revenue pax-kilometers (m RPK) | 4,655 | 4,471 | 4.1% | 13,462 | 13,031 | 3.3% |
| Available seat-kilometers (m ASK) | 5,152 | 5,099 | 1.0% | 14,916 | 14,600 | 2.2% |
| Load factor (%) | 90.4% | 87.7% | 2.7 | 90.3% | 89.3% | 1.0 |
| Africa / Middle East | | | | | | |
| Passengers carried ('000s) | 463 | 455 | 1.6% | 1,363 | 1,346 | 1.3% |
| Revenue pax-kilometers (m RPK) | 2,629 | 2,578 | 2.0% | 7,774 | 7,614 | 2.1% |
| Available seat-kilometers (m ASK) | 3,268 | 3,235 | 1.0% | 9,556 | 9,410 | 1.6% |
| Load factor (%) | 80.4% | 79.7% | 0.8 | 81.4% | 80.9% | 0.4 |
| Caribbean / Indian Ocean | | | | | | |
| Passengers carried ('000s) | 349 | 340 | 2.4% | 1,056 | 1,021 | 3.4% |
| Revenue pax-kilometers (m RPK) | 2,553 | 2,484 | 2.8% | 7,715 | 7,457 | 3.5% |
| Available seat-kilometers (m ASK) | 2,840 | 2,781 | 2.1% | 8,634 | 8,348 | 3.4% |
| Load factor (%) | 89.9% | 89.3% | 0.6 | 89.4% | 89.3% | 0.0 |
| Short and Medium-haul | | | | | | |
| Passengers carried ('000s) | 4,693 | 4,518 | 3.9% | 12,851 | 12,306 | 4.4% |
| Revenue pax-kilometers (m RPK) | 3,843 | 3,664 | 4.9% | 10,487 | 9,966 | 5.2% |
| Available seat-kilometers (m ASK) | 4,650 | 4,585 | 1.4% | 12,977 | 12,653 | 2.6% |
| Load factor (%) | 82.6% | 79.9% | 2.7 | 80.8% | 78.8% | 2.0 |

* Air France KLM, and HOP!

Transavia activity

| Transavia | March | | | Year to date | | |
|-----------------------------------|-------|-------|-----------|--------------|-------|-----------|
| | 2018 | 2017 | Variation | 2018 | 2017 | Variation |
| Passengers carried ('000s) | 1,081 | 947 | 14.2% | 2,727 | 2,451 | 11.3% |
| Revenue pax-kilometers (m RPK) | 1,880 | 1,604 | 17.2% | 4,807 | 4,145 | 16.0% |
| Available seat-kilometers (m ASK) | 2,007 | 1,797 | 11.7% | 5,229 | 4,748 | 10.1% |
| Load factor (%) | 93.7% | 89.3% | 4.4 | 91.9% | 87.3% | 4.6 |

Total group passenger activity**

| Total group** | March | | | Year to date | | |
|-----------------------------------|--------|--------|-----------|--------------|--------|-----------|
| | 2018 | 2017 | Variation | 2018 | 2017 | Variation |
| Passengers carried ('000s) | 8,009 | 7,596 | 5.4% | 22,014 | 20,923 | 5.2% |
| Revenue pax-kilometers (m RPK) | 22,603 | 21,309 | 6.1% | 63,919 | 60,497 | 5.7% |
| Available seat-kilometers (m ASK) | 25,735 | 25,025 | 2.8% | 73,403 | 70,834 | 3.6% |
| Load factor (%) | 87.8% | 85.2% | 2.7 | 87.1% | 85.4% | 1.7 |

** Air France KLM, HOP! and Transavia

Cargo activity

| Total Group | March | | | Year to date | | |
|----------------------------|-------|-------|-----------|--------------|-------|-----------|
| | 2018 | 2017 | Variation | 2018 | 2017 | Variation |
| Revenue tonne-km (m RTK) | 737 | 749 | (1.7%) | 2,036 | 2,044 | (0.4%) |
| Available tonne-km (m ATK) | 1,175 | 1,185 | (0.8%) | 3,415 | 3,395 | 0.6% |
| Load factor (%) | 62.7% | 63.2% | (0.6) | 59.6% | 60.2% | (0.6) |

Air France and HOP! activity

| Total Passenger network activity | March | | | Year to date | | |
|-----------------------------------|--------|--------|-----------|--------------|--------|-----------|
| | 2018 | 2017 | Variation | 2018 | 2017 | Variation |
| Passengers carried ('000s) | 4,133 | 4,078 | 1.4% | 11,579 | 11,446 | 1.2% |
| Revenue pax-kilometers (m RPK) | 11,880 | 11,473 | 3.5% | 33,983 | 32,996 | 3.0% |
| Available seat-kilometers (m ASK) | 13,795 | 13,683 | 0.8% | 39,685 | 39,158 | 1.3% |
| Load factor (%) | 86.1% | 83.9% | 2.3 | 85.6% | 84.3% | 1.4 |
| Long-haul | | | | | | |
| Passengers carried ('000s) | 1,301 | 1,256 | 3.5% | 3,751 | 3,645 | 2.9% |
| Revenue pax-kilometers (m RPK) | 9,599 | 9,246 | 3.8% | 27,693 | 26,850 | 3.1% |
| Available seat-kilometers (m ASK) | 10,964 | 10,813 | 1.4% | 31,707 | 31,146 | 1.8% |
| Load factor (%) | 87.5% | 85.5% | 2.0 | 87.3% | 86.2% | 1.1 |
| Short and Medium-haul | | | | | | |
| Passengers carried ('000s) | 2,832 | 2,822 | 0.4% | 7,828 | 7,801 | 0.3% |
| Revenue pax-kilometers (m RPK) | 2,281 | 2,227 | 2.4% | 6,290 | 6,146 | 2.3% |
| Available seat-kilometers (m ASK) | 2,830 | 2,870 | (1.4%) | 7,978 | 8,012 | (0.4%) |
| Load factor (%) | 80.6% | 77.6% | 3.0 | 78.8% | 76.7% | 2.1 |

| Cargo activity | March | | | Year to date | | |
|----------------------------|-------|-------|-----------|--------------|-------|-----------|
| | 2018 | 2017 | Variation | 2018 | 2017 | Variation |
| Revenue tonne-km (m RTK) | 321 | 329 | (2.4%) | 866 | 880 | (1.6%) |
| Available tonne-km (m ATK) | 570 | 568 | 0.4% | 1,653 | 1,627 | 1.6% |
| Load factor (%) | 56.3% | 57.9% | (1.6) | 52.4% | 54.1% | (1.7) |

KLM activity

| Total Passenger network activity | March | | | Year to date | | |
|-----------------------------------|-------|-------|-----------|--------------|--------|-----------|
| | 2018 | 2017 | Variation | 2018 | 2017 | Variation |
| Passengers carried ('000s) | 2,795 | 2,570 | 8.7% | 7,708 | 7,026 | 9.7% |
| Revenue pax-kilometers (m RPK) | 8,844 | 8,231 | 7.4% | 25,130 | 23,356 | 7.6% |
| Available seat-kilometers (m ASK) | 9,933 | 9,545 | 4.1% | 28,490 | 26,927 | 5.8% |
| Load factor (%) | 89.0% | 86.2% | 2.8 | 88.2% | 86.7% | 1.5 |
| Long-haul | | | | | | |
| Passengers carried ('000s) | 935 | 874 | 6.9% | 2,685 | 2,521 | 6.5% |
| Revenue pax-kilometers (m RPK) | 7,281 | 6,794 | 7.2% | 20,933 | 19,537 | 7.1% |
| Available seat-kilometers (m ASK) | 8,114 | 7,830 | 3.6% | 23,490 | 22,287 | 5.4% |
| Load factor (%) | 89.7% | 86.8% | 3.0 | 89.1% | 87.7% | 1.5 |
| Short and Medium-haul | | | | | | |
| Passengers carried ('000s) | 1,860 | 1,696 | 9.7% | 5,023 | 4,505 | 11.5% |
| Revenue pax-kilometers (m RPK) | 1,562 | 1,437 | 8.7% | 4,197 | 3,820 | 9.9% |
| Available seat-kilometers (m ASK) | 1,820 | 1,715 | 6.1% | 4,999 | 4,641 | 7.7% |
| Load factor (%) | 85.8% | 83.8% | 2.1 | 84.0% | 82.3% | 1.6 |
| Cargo activity | | | | | | |
| Revenue tonne-km (m RTK) | 416 | 421 | (1.2%) | 1,169 | 1,164 | 0.5% |
| Available tonne-km (m ATK) | 605 | 617 | (1.9%) | 1,762 | 1,768 | (0.3%) |
| Load factor (%) | 68.7% | 68.2% | 0.5 | 66.3% | 65.8% | 0.5 |