

FEBRUARY 2015 TRAFFIC

- ▶ **Network airlines: continued strict capacity discipline, contrasting trends**
- ▶ **Ongoing accelerated development of Transavia**

Traffic highlights

| Network airlines activity (Air France, KLM, HOP!) | Capacity (ASK, %ch.) | Traffic (RPK, %ch.) | Load Factor (%) | Change (pts) |
|--|---------------------------------|--------------------------------|----------------------------|-------------------------|
| Long-haul | + 0.4% | - 0.1% | 83.9% | - 0.4 |
| North America | + 2.2% | + 4.0% | 83.1% | + 1.5 |
| Latin America | - 0.0% | - 1.6% | 85.4% | - 1.4 |
| Asia | + 1.8% | + 0.4% | 85.7% | - 1.2 |
| Africa / Middle East | - 1.7% | - 5.6% | 76.2% | - 3.1 |
| Caribbean / Indian Ocean | - 1.7% | + 0.6% | 89.1% | + 2.0 |
| Short and Medium-haul | - 1.5% | + 0.6% | 73.6% | + 1.6 |
| Total network airlines | + 0.0% | - 0.0% | 81.9% | - 0.0 |

- ▶ 5.4 million passengers, +0.8%
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency down compared to February 2014, reflecting the expected capacity-demand balances: good performance on North America, the Caribbean-Indian Ocean region and point-to-point, unit revenues under pressure on Asia, Africa, Middle East and Latin America

| Transavia activity | Capacity (ASK, %ch.) | Traffic (RPK, %ch.) | Load Factor (%) | Change (pts) |
|---------------------------|---------------------------------|--------------------------------|----------------------------|-------------------------|
| Total | + 8.4% | + 10.9% | 89.6% | + 2.0 |

- ▶ 0.5 million passengers, +14.8%
- ▶ Ongoing accelerated development of Transavia: strong traffic growth combined with increased load factor

| Total group passenger activity | Capacity (ASK, %ch.) | Traffic (RPK, %ch.) | Load Factor (%) | Change (pts) |
|---------------------------------------|---------------------------------|--------------------------------|----------------------------|-------------------------|
| Total | + 0.4% | + 0.6% | 82.3% | + 0.1 |

- ▶ 5.9 million passengers, +1.9%

| Cargo activity | Capacity (ATK, %ch.) | Traffic (RTK, %ch.) | Load Factor (%) | Change (pts) |
|-----------------------|---------------------------------|--------------------------------|----------------------------|-------------------------|
| Total | - 3.1% | - 8.2% | 62.8% | - 3.4 |

- ▶ Unit revenue per available ton kilometer (RATK) ex-currency down compared to February 2014, impacted notably by the change in business mix (13% reduction in full-freighter capacity)

Agenda

8 April 2015: March 2015 traffic
 30 April 2015: Results of the First Quarter of 2015
 11 May 2015: April 2015 traffic

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STATISTICS

Network airlines activity*

| Total Network airlines* | February | | | Year to date | | |
|-----------------------------------|----------|--------|-----------|--------------|--------|-----------|
| | 2015 | 2014 | Variation | 2015 | 2014 | Variation |
| Passengers carried ('000s) | 5,386 | 5,343 | 0.8% | 11,091 | 11,020 | 0.6% |
| Revenue pax-kilometers (m RPK) | 16,219 | 16,220 | (0.0%) | 34,271 | 34,367 | (0.3%) |
| Available seat-kilometers (m ASK) | 19,809 | 19,806 | 0.0% | 41,735 | 41,600 | 0.3% |
| Load factor (%) | 81.9% | 81.9% | (0.0) | 82.1% | 82.6% | (0.5) |
| Long-haul | | | | | | |
| Passengers carried ('000s) | 1,771 | 1,765 | 0.3% | 3,778 | 3,777 | 0.0% |
| Revenue pax-kilometers (m RPK) | 13,332 | 13,350 | (0.1%) | 28,415 | 28,542 | (0.4%) |
| Available seat-kilometers (m ASK) | 15,888 | 15,825 | 0.4% | 33,707 | 33,471 | 0.7% |
| Load factor (%) | 83.9% | 84.4% | (0.4) | 84.3% | 85.3% | (1.0) |
| North America | | | | | | |
| Passengers carried ('000s) | 424 | 406 | 4.5% | 918 | 891 | 3.1% |
| Revenue pax-kilometers (m RPK) | 3,017 | 2,900 | 4.0% | 6,544 | 6,365 | 2.8% |
| Available seat-kilometers (m ASK) | 3,628 | 3,552 | 2.2% | 7,730 | 7,553 | 2.3% |
| Load factor (%) | 83.1% | 81.6% | 1.5 | 84.7% | 84.3% | 0.4 |
| Latin America | | | | | | |
| Passengers carried ('000s) | 215 | 222 | (2.9%) | 473 | 477 | (0.6%) |
| Revenue pax-kilometers (m RPK) | 2,079 | 2,113 | (1.6%) | 4,563 | 4,570 | (0.2%) |
| Available seat-kilometers (m ASK) | 2,435 | 2,436 | (0.0%) | 5,193 | 5,169 | 0.5% |
| Load factor (%) | 85.4% | 86.7% | (1.4) | 87.9% | 88.4% | (0.5) |
| Asia / Pacific | | | | | | |
| Passengers carried ('000s) | 453 | 441 | 2.7% | 940 | 926 | 1.6% |
| Revenue pax-kilometers (m RPK) | 3,913 | 3,898 | 0.4% | 8,126 | 8,182 | (0.7%) |
| Available seat-kilometers (m ASK) | 4,565 | 4,486 | 1.8% | 9,634 | 9,468 | 1.7% |
| Load factor (%) | 85.7% | 86.9% | (1.2) | 84.3% | 86.4% | (2.1) |
| Africa / Middle East | | | | | | |
| Passengers carried ('000s) | 381 | 400 | (4.9%) | 819 | 859 | (4.7%) |
| Revenue pax-kilometers (m RPK) | 2,154 | 2,281 | (5.6%) | 4,609 | 4,878 | (5.5%) |
| Available seat-kilometers (m ASK) | 2,825 | 2,874 | (1.7%) | 5,974 | 6,078 | (1.7%) |
| Load factor (%) | 76.2% | 79.4% | (3.1) | 77.2% | 80.2% | (3.1) |
| Caribbean / Indian,Ocean | | | | | | |
| Passengers carried ('000s) | 298 | 297 | 0.6% | 627 | 624 | 0.4% |
| Revenue pax-kilometers (m RPK) | 2,171 | 2,158 | 0.6% | 4,574 | 4,548 | 0.6% |
| Available seat-kilometers (m ASK) | 2,435 | 2,478 | (1.7%) | 5,177 | 5,202 | (0.5%) |
| Load factor (%) | 89.1% | 87.1% | 2.0 | 88.3% | 87.4% | 0.9 |
| Short and Medium-haul | | | | | | |
| Passengers carried ('000s) | 3,615 | 3,578 | 1.0% | 7,313 | 7,243 | 1.0% |
| Revenue pax-kilometers (m RPK) | 2,887 | 2,870 | 0.6% | 5,857 | 5,824 | 0.6% |
| Available seat-kilometers (m ASK) | 3,921 | 3,981 | (1.5%) | 8,028 | 8,129 | (1.2%) |
| Load factor (%) | 73.6% | 72.1% | 1.6 | 73.0% | 71.6% | 1.3 |

* Air France, KLM, and HOP!

Transavia activity

| Transavia | February | | | Year to date | | |
|-----------------------------------|----------|-------|-----------|--------------|-------|-----------|
| | 2015 | 2014 | Variation | 2015 | 2014 | Variation |
| Passengers carried ('000s) | 535 | 466 | 14.8% | 1,020 | 896 | 13.8% |
| Revenue pax-kilometers (m RPK) | 982 | 886 | 10.9% | 1,879 | 1,715 | 9.5% |
| Available seat-kilometers (m ASK) | 1,096 | 1,011 | 8.4% | 2,165 | 2,029 | 6.7% |
| Load factor (%) | 89.6% | 87.6% | 2.0 | 86.8% | 84.5% | 2.3 |

Total group passenger activity**

| Total group** | February | | | Year to date | | |
|-----------------------------------|----------|--------|-----------|--------------|--------|-----------|
| | 2015 | 2014 | Variation | 2015 | 2014 | Variation |
| Passengers carried ('000s) | 5 921 | 5 809 | 1,9% | 12 111 | 11 916 | 1,6% |
| Revenue pax-kilometers (m RPK) | 17 202 | 17 105 | 0,6% | 36 150 | 36 081 | 0,2% |
| Available seat-kilometers (m ASK) | 20 905 | 20 817 | 0,4% | 43 900 | 43 629 | 0,6% |
| Load factor (%) | 82,3% | 82,2% | 0,1 | 82,3% | 82,7% | (0,4) |

** Air France, KLM, HOP! and Transavia

Cargo activity

| Total group | February | | | Year to date | | |
|----------------------------|----------|-------|-----------|--------------|-------|-----------|
| | 2015 | 2014 | Variation | 2015 | 2014 | Variation |
| Revenue tonne-km (m RTK) | 726 | 791 | (8.2%) | 1,439 | 1,565 | (8.1%) |
| Available tonne-km (m ATK) | 1,157 | 1,194 | (3.1%) | 2,417 | 2,476 | (2.4%) |
| Load factor (%) | 62.8% | 66.2% | (3.4) | 59.5% | 63.2% | (3.7) |