

## March 2015 TRAFFIC

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

### Traffic highlights

<b>Network airlines activity (Air France, KLM, HOP!)</b>	<b>Capacity (ASK, %ch.)</b>	<b>Traffic (RPK, %ch.)</b>	<b>Load Factor (%)</b>	<b>Change (pts)</b>
<b>Long-haul</b>	<b>+ 0.2%</b>	<b>+ 0.4%</b>	<b>85.2%</b>	<b>+ 0.1</b>
North America	+ 1.2%	+ 2.7%	88.6%	+ 1.3
Latin America	- 0.5%	+ 0.1%	84.3%	+ 0.6
Asia	+ 1.2%	+ 0.7%	86.0%	- 0.4
Africa / Middle East	- 1.9%	- 3.1%	77.0%	- 1.0
Caribbean / Indian Ocean	- 0.0%	- 0.1%	88.7%	- 0.1
<b>Short and Medium-haul</b>	<b>- 2.5%</b>	<b>- 2.1%</b>	<b>76.1%</b>	<b>+ 0.3</b>
<b>Total network airlines</b>	<b>- 0.3%</b>	<b>- 0.1%</b>	<b>83.3%</b>	<b>+ 0.2</b>

- ▶ 6.3 million passengers, down 0.4%
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency down compared to March 2014, reflecting the expected capacity/demand balances: good performance on North America, the Caribbean/Indian Ocean and point-to-point, unit revenues under pressure on the other networks

<b>Transavia activity</b>	<b>Capacity (ASK, %ch.)</b>	<b>Traffic (RPK, %ch.)</b>	<b>Load Factor (%)</b>	<b>Change (pts)</b>
<b>Total</b>	<b>+ 2.4%</b>	<b>+ 3.2%</b>	<b>89.9%</b>	<b>+ 0.7</b>

- ▶ 0.6 million passengers, +9.0%
- ▶ Ongoing accelerated development of Transavia in France (capacity up 48%) partly offset by seasonal charter capacity adjustments in the Netherlands

<b>Total group passenger activity</b>	<b>Capacity (ASK, %ch.)</b>	<b>Traffic (RPK, %ch.)</b>	<b>Load Factor (%)</b>	<b>Change (pts)</b>
<b>Total</b>	<b>- 0.2%</b>	<b>+ 0.1%</b>	<b>83.7%</b>	<b>+ 0.2</b>

- ▶ 6.9 million passengers, +0.4%

<b>Cargo activity</b>	<b>Capacity (ATK, %ch.)</b>	<b>Traffic (RTK, %ch.)</b>	<b>Load Factor (%)</b>	<b>Change (pts)</b>
<b>Total</b>	<b>- 0.9%</b>	<b>- 8.7%</b>	<b>62.4%</b>	<b>- 5.3</b>

- ▶ Unit revenue per available ton kilometer (RATK) ex-currency down compared to March 2014

### Recent Developments

- ▶ On March 10<sup>th</sup>, Air France-KLM published its 2015 Summer schedule. The Group capacity is increasing by +1.7% compared to Summer 2014 (excluding strike impact). Long-haul capacity is increasing by 1.8%, whereas medium-haul capacity is decreasing by 1.9% on the back of the restructuring of the point-to-point business. Transavia continues its planned strong growth, up 7.8%.
- ▶ Air France-KLM is increasing services to Canada and launching two new routes: on March 29<sup>th</sup>, Air France started servicing Vancouver, while KLM will start operating flights to Edmonton on May 19<sup>th</sup>, the fifth destination of the Group in Canada. The Group is also improving its position in South America thanks to the launch of a new KLM route to Bogota and Cali (Colombia), which started on March 31<sup>st</sup>.

- ▶ On March 25<sup>th</sup>, Air France-KLM has successfully placed an issue of perpetual bonds for an amount of 400 million euros. This issue enables the consolidation of the Group's financial structure during the Perform 2020 implementation period. In view of this transaction, the Group has updated its net debt target for end 2015 from around 5 billion euros to around 4.6 billion euros.

## Agenda

30 April 2015: Results of the First Quarter of 2015

11 May 2015: April 2015 traffic

21 May 2015: Annual General Meeting of shareholders

8 June 2015: May 2015 traffic

## Investors

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## STATISTICS

### Network airlines activity\*

Total Network airlines*	March			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	6,274	6,298	(0.4%)	17,365	17,318	0.3%
Revenue pax-kilometers (m RPK)	18,645	18,660	(0.1%)	52,917	53,027	(0.2%)
Available seat-kilometers (m ASK)	22,371	22,447	(0.3%)	64,106	64,046	0.1%
Load factor (%)	83.3%	83.1%	0.2	82.5%	82.8%	(0.2)
<b>Long-haul</b>						
Passengers carried ('000s)	2,022	2,010	0.6%	5,799	5,787	0.2%
Revenue pax-kilometers (m RPK)	15,222	15,165	0.4%	43,636	43,707	(0.2%)
Available seat-kilometers (m ASK)	17,874	17,836	0.2%	51,581	51,307	0.5%
Load factor (%)	85.2%	85.0%	0.1	84.6%	85.2%	(0.6)
<b>North America</b>						
Passengers carried ('000s)	536	522	2.7%	1,454	1,413	2.9%
Revenue pax-kilometers (m RPK)	3,803	3,703	2.7%	10,347	10,068	2.8%
Available seat-kilometers (m ASK)	4,293	4,243	1.2%	12,022	11,796	1.9%
Load factor (%)	88.6%	87.3%	1.3	86.1%	85.3%	0.7
<b>Latin America</b>						
Passengers carried ('000s)	233	233	0.1%	707	710	(0.4%)
Revenue pax-kilometers (m RPK)	2,253	2,249	0.1%	6,816	6,820	(0.1%)
Available seat-kilometers (m ASK)	2,674	2,688	(0.5%)	7,867	7,857	0.1%
Load factor (%)	84.3%	83.7%	0.6	86.6%	86.8%	(0.2)
<b>Asia / Pacific</b>						
Passengers carried ('000s)	510	499	2.3%	1,451	1,425	1.8%
Revenue pax-kilometers (m RPK)	4,446	4,415	0.7%	12,572	12,596	(0.2%)
Available seat-kilometers (m ASK)	5,172	5,110	1.2%	14,806	14,578	1.6%
Load factor (%)	86.0%	86.4%	(0.4)	84.9%	86.4%	(1.5)
<b>Africa / Middle East</b>						
Passengers carried ('000s)	428	440	(2.9%)	1,246	1,299	(4.1%)
Revenue pax-kilometers (m RPK)	2,413	2,490	(3.1%)	7,022	7,368	(4.7%)
Available seat-kilometers (m ASK)	3,135	3,194	(1.9%)	9,109	9,272	(1.8%)
Load factor (%)	77.0%	78.0%	(1.0)	77.1%	79.5%	(2.4)
<b>Caribbean / Indian, Ocean</b>						
Passengers carried ('000s)	315	317	(0.5%)	942	941	0.1%
Revenue pax-kilometers (m RPK)	2,306	2,308	(0.1%)	6,880	6,856	0.3%
Available seat-kilometers (m ASK)	2,600	2,601	(0.0%)	7,777	7,803	(0.3%)
Load factor (%)	88.7%	88.8%	(0.1)	88.5%	87.9%	0.6
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	4,252	4,288	(0.8%)	11,565	11,530	0.3%
Revenue pax-kilometers (m RPK)	3,423	3,495	(2.1%)	9,280	9,320	(0.4%)
Available seat-kilometers (m ASK)	4,498	4,611	(2.5%)	12,525	12,740	(1.7%)
Load factor (%)	76.1%	75.8%	0.3	74.1%	73.2%	0.9

\* Air France, KLM, and HOP!

### Transavia activity

Transavia	March			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	636	584	9.0%	1,656	1,480	11.9%
Revenue pax-kilometers (m RPK)	1,138	1,102	3.2%	3,017	2,817	7.1%
Available seat-kilometers (m ASK)	1,266	1,236	2.4%	3,431	3,265	5.1%
Load factor (%)	89.9%	89.1%	0.7	87.9%	86.3%	1.7

### Total group passenger activity\*\*

Total group**	March			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	6,910	6,882	0.4%	19,020	18,798	1.2%
Revenue pax-kilometers (m RPK)	19,783	19,762	0.1%	55,933	55,844	0.2%
Available seat-kilometers (m ASK)	23,637	23,683	(0.2%)	67,537	67,312	0.3%
Load factor (%)	83.7%	83.4%	0.2	82.8%	83.0%	(0.1)

\*\* Air France, KLM, HOP! and Transavia

### Cargo activity

Total group	March			Year to date		
	2015	2014	Variation	2015	2014	Variation
Revenue tonne-km (m RTK)	822	900	(8.7%)	2,261	2,465	(8.3%)
Available tonne-km (m ATK)	1,318	1,329	(0.9%)	3,734	3,805	(1.9%)
Load factor (%)	62.4%	67.7%	(5.3)	60.5%	64.8%	(4.3)