

FEBRUARY 2017 TRAFFIC

- ▶ **Group passenger activity: increase in traffic (+2.7%), load factor (+1.6pt) and passengers (+2.9%)**

Traffic highlights

Passenger network activity (Air France, KLM, HOP!)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Long-haul	- 0.4%	+ 1.6%	86.5%	+ 1.7
North America	- 2.2%	- 1.4%	82.8%	+ 0.7
Latin America	- 4.6%	- 3.8%	89.9%	+ 0.8
Asia	+ 2.0%	+ 6.4%	89.6%	+ 3.7
Africa / Middle East	+ 1.7%	+ 2.6%	80.9%	+ 0.7
Caribbean / Indian Ocean	+ 0.1%	+ 2.3%	89.6%	+ 1.9
Short and Medium-haul	- 1.6%	+ 0.4%	78.7%	+ 1.6
Total	- 0.6%	+ 1.4%	85.0%	+ 1.7

- ▶ Compared with February 2016 which had 29 days
- ▶ 5.7 million passengers, +0.1%
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency confirming the improvement in trend observed since the end of 2016

Transavia activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Total	+ 26.0%	+ 25.3%	87.9%	- 0.5

- ▶ 0.8 million passengers, +30.2%
- ▶ Strong increase in capacity and traffic driven by new routes

Total group passenger activity (Air France, KLM, HOP!, Transavia)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Total	+ 0.8%	+ 2.7%	85.2%	+ 1.6

- ▶ 6.5 million passengers, +2.9%

Cargo activity	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
Total	- 3.4%	- 3.2%	60.7%	+ 0.1

- ▶ Unit revenue per available ton kilometer (RATK) ex-currency of February 2017 down compared to February 2016

Agenda

10th April: March 2017 traffic
 4th May: 1st Quarter 2017 results
 10th May: April 2017 traffic
 12th May: Investor Day

Investor relations

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STATISTICS

Passenger network activity*

Total Passenger network*	February			Year to date		
	2017	2016	Variation	2017	2016	Variation
Passengers carried ('000s)	5,705	5,700	0.1%	11,823	11,544	2.4%
Revenue pax-kilometers (m RPK)	17,310	17,073	1.4%	36,648	35,690	2.7%
Available seat-kilometers (m ASK)	20,364	20,497	(0.6%)	42,859	42,336	1.2%
Load factor (%)	85.0%	83.3%	1.7	85.5%	84.3%	1.2
Long-haul						
Passengers carried ('000s)	1,893	1,869	1.3%	4,035	3,952	2.1%
Revenue pax-kilometers (m RPK)	14,225	14,001	1.6%	30,346	29,600	2.5%
Available seat-kilometers (m ASK)	16,445	16,512	(0.4%)	34,790	34,411	1.1%
Load factor (%)	86.5%	84.8%	1.7	87.2%	86.0%	1.2
North America						
Passengers carried ('000s)	449	455	(1.3%)	976	977	(0.2%)
Revenue pax-kilometers (m RPK)	3,204	3,248	(1.4%)	6,970	6,985	(0.2%)
Available seat-kilometers (m ASK)	3,869	3,956	(2.2%)	8,255	8,250	0.1%
Load factor (%)	82.8%	82.1%	0.7	84.4%	84.7%	(0.2)
Latin America						
Passengers carried ('000s)	235	243	(3.3%)	506	517	(2.2%)
Revenue pax-kilometers (m RPK)	2,228	2,316	(3.8%)	4,806	4,921	(2.3%)
Available seat-kilometers (m ASK)	2,479	2,600	(4.6%)	5,292	5,429	(2.5%)
Load factor (%)	89.9%	89.1%	0.8	90.8%	90.6%	0.2
Asia / Pacific						
Passengers carried ('000s)	467	447	4.5%	982	935	5.1%
Revenue pax-kilometers (m RPK)	4,073	3,828	6.4%	8,560	8,029	6.6%
Available seat-kilometers (m ASK)	4,543	4,452	2.0%	9,501	9,298	2.2%
Load factor (%)	89.6%	86.0%	3.7	90.1%	86.4%	3.7
Africa / Middle East						
Passengers carried ('000s)	420	409	2.6%	891	870	2.4%
Revenue pax-kilometers (m RPK)	2,379	2,319	2.6%	5,037	4,912	2.5%
Available seat-kilometers (m ASK)	2,941	2,893	1.7%	6,175	6,042	2.2%
Load factor (%)	80.9%	80.1%	0.7	81.6%	81.3%	0.3
Caribbean / Indian Ocean						
Passengers carried ('000s)	322	315	2.0%	681	653	4.3%
Revenue pax-kilometers (m RPK)	2,342	2,290	2.3%	4,973	4,753	4.6%
Available seat-kilometers (m ASK)	2,613	2,611	0.1%	5,567	5,392	3.2%
Load factor (%)	89.6%	87.7%	1.9	89.3%	88.1%	1.2
Short and Medium-haul						
Passengers carried ('000s)	3,812	3,830	(0.5%)	7,788	7,592	2.6%
Revenue pax-kilometers (m RPK)	3,084	3,072	0.4%	6,302	6,090	3.5%
Available seat-kilometers (m ASK)	3,919	3,984	(1.6%)	8,069	7,925	1.8%
Load factor (%)	78.7%	77.1%	1.6	78.1%	76.8%	1.3

* Air France KLM, and HOP!

Transavia activity

Transavia	February			Year to date		
	2017	2016	Variation	2017	2016	Variation
Passengers carried ('000s)	770	591	30.2%	1,504	1,121	34.2%
Revenue pax-kilometers (m RPK)	1,278	1,021	25.3%	2,501	1,959	27.7%
Available seat-kilometers (m ASK)	1,455	1,155	26.0%	2,951	2,272	29.9%
Load factor (%)	87.9%	88.4%	(0.5)	84.8%	86.2%	(1.5)

Total group passenger activity**

Total group**	February			Year to date		
	2017	2016	Variation	2017	2016	Variation
Passengers carried ('000s)	6,475	6,291	2.9%	13,327	12,665	5.2%
Revenue pax-kilometers (m RPK)	18,588	18,093	2.7%	39,149	37,649	4.0%
Available seat-kilometers (m ASK)	21,819	21,651	0.8%	45,809	44,607	2.7%
Load factor (%)	85.2%	83.6%	1.6	85.5%	84.4%	1.1

** Air France KLM, HOP! and Transavia

Cargo activity

Total Group	February			Year to date		
	2017	2016	Variation	2017	2016	Variation
Revenue tonne-km (m RTK)	634	655	(3.2%)	1,293	1,323	(2.2%)
Available tonne-km (m ATK)	1,046	1,082	(3.4%)	2,210	2,256	(2.0%)
Load factor (%)	60.7%	60.5%	0.1	58.5%	58.6%	(0.1)

Air France and HOP! activity

Total Passenger network activity	February			Year to date		
	2017	2016	Variation	2017	2016	Variation
Passengers carried ('000s)	3,554	3,620	(1.8%)	7,368	7,343	0.3%
Revenue pax-kilometers (m RPK)	10,171	10,209	(0.4%)	21,522	21,395	0.6%
Available seat-kilometers (m ASK)	12,099	12,361	(2.1%)	25,476	25,613	(0.5%)
Load factor (%)	84.1%	82.6%	1.5	84.5%	83.5%	0.9
Long-haul						
Passengers carried ('000s)	1,121	1,132	(0.9%)	2,389	2,397	(0.4%)
Revenue pax-kilometers (m RPK)	8,253	8,277	(0.3%)	17,603	17,551	0.3%
Available seat-kilometers (m ASK)	9,593	9,770	(1.8%)	20,333	20,465	(0.6%)
Load factor (%)	86.0%	84.7%	1.3	86.6%	85.8%	0.8
Short and Medium-haul						
Passengers carried ('000s)	2,433	2,489	(2.3%)	4,979	4,945	0.7%
Revenue pax-kilometers (m RPK)	1,918	1,932	(0.7%)	3,919	3,845	1.9%
Available seat-kilometers (m ASK)	2,506	2,591	(3.3%)	5,143	5,147	(0.1%)
Load factor (%)	76.5%	74.6%	2.0	76.2%	74.7%	1.5

Cargo activity	February			Year to date		
	2017	2016	Variation	2017	2016	Variation
Revenue tonne-km (m RTK)	272	271	0.2%	550	544	1.2%
Available tonne-km (m ATK)	499	511	(2.5%)	1,059	1,071	(1.1%)
Load factor (%)	54.5%	53.1%	1.5	52.0%	50.8%	1.2

KLM activity

Total Passenger network activity	February			Year to date		
	2017	2016	Variation	2017	2016	Variation
Passengers carried ('000s)	2,151	2,079	3.5%	4,455	4,201	6.1%
Revenue pax-kilometers (m RPK)	7,138	6,864	4.0%	15,125	14,294	5.8%
Available seat-kilometers (m ASK)	8,265	8,136	1.6%	17,383	16,723	3.9%
Load factor (%)	86.4%	84.4%	2.0	87.0%	85.5%	1.5
Long-haul						
Passengers carried ('000s)	771	738	4.6%	1,647	1,554	5.9%
Revenue pax-kilometers (m RPK)	5,972	5,724	4.3%	12,743	12,049	5.8%
Available seat-kilometers (m ASK)	6,852	6,743	1.6%	14,457	13,946	3.7%
Load factor (%)	87.2%	84.9%	2.3	88.1%	86.4%	1.7
Short and Medium-haul						
Passengers carried ('000s)	1,380	1,341	2.8%	2,809	2,646	6.1%
Revenue pax-kilometers (m RPK)	1,166	1,140	2.3%	2,383	2,245	6.1%
Available seat-kilometers (m ASK)	1,413	1,393	1.4%	2,926	2,777	5.3%
Load factor (%)	82.6%	81.8%	0.7	81.4%	80.8%	0.6
Cargo activity						
Revenue tonne-km (m RTK)	362	384	(5.6%)	743	779	(4.6%)
Available tonne-km (m ATK)	547	571	(4.3%)	1,151	1,185	(2.9%)
Load factor (%)	66.3%	67.2%	(1.0)	64.6%	65.8%	(1.2)