

## DECEMBER 2015 TRAFFIC

- ▶ **Passenger network: strict capacity discipline, increase in traffic and stable load factor.**
- ▶ **Progressive recovery following the 13<sup>th</sup> November Paris terrorist attacks**

### Traffic highlights

The negative impact of the Paris attacks on December revenues is estimated to be around 70 million euros, with significant easing during the last two weeks. Booking trends in December were in line with a progressive recovery.

<b>Passenger network 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>+ 1.7%</b>	<b>+ 1.3%</b>	<b>84.1%</b>	<b>- 0.3</b>
North America	+ 6.7%	+ 4.0%	86.0%	- 2.2
Latin America	+ 3.3%	+ 2.9%	85.1%	- 0.4
Asia	- 3.1%	- 4.2%	81.9%	- 1.0
Africa / Middle East	+ 2.1%	+ 5.7%	83.0%	+ 2.8
Caribbean / Indian Ocean	+ 0.5%	+ 0.5%	85.2%	+ 0.0
<b>Short and Medium-haul</b>	<b>- 2.5%</b>	<b>- 2.0%</b>	<b>77.4%</b>	<b>+ 0.4</b>
<b>Total network airlines</b>	<b>+ 0.9%</b>	<b>+ 0.7%</b>	<b>82.8%</b>	<b>- 0.1</b>

- ▶ 6.2 million passengers, down 1.1%
- ▶ Network-wide load factor stable in spite of Paris terrorist attacks,
- ▶ Load factor for both North America and Asia networks, notably Japan routes, impacted by the Paris terrorist attacks,
- ▶ Excluding the estimated impact of the Paris attacks, unit revenue per available seat kilometer (RASK) ex-currency down compared to December 2014.

<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>+ 8.8%</b>	<b>+ 7.6%</b>	<b>83.2%</b>	<b>- 1.0</b>

- ▶ 0.6 million passengers, up 13.1%

<b>Total group passenger activity (Air France, KLM, HOP!, Transavia)</b>	<b>Capacity (ASK, %ch.)</b>	<b>Traffic (RPK, %ch.)</b>	<b>Load Factor (%)</b>	<b>Change (pts)</b>
<b>Total</b>	<b>+ 1.3%</b>	<b>+ 1.1%</b>	<b>82.9%</b>	<b>- 0.2</b>

- ▶ Total group passengers stable at 6.7 million

<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>- 6.6%</b>	<b>- 7.8%</b>	<b>62.5%</b>	<b>- 0.8</b>

- ▶ Ongoing restructuring of cargo: full-freighter capacity down 29% compared to December 2014
- ▶ Unit revenue per available ton kilometer (RATK) ex-currency clearly down compared to December 2014

## **Agenda**

8 February 2016: January 2016 traffic  
18 February 2016: Full year 2015 results  
8 March 2016: February 2016 traffic

## **Investors**

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## STATISTICS

### Passenger network activity\*

Total Passenger network*	December			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	6,154	6,220	(1.1%)	79,016	77,451	2.0%
Revenue pax-kilometers (m RPK)	18,568	18,436	0.7%	235,715	229,347	2.8%
Available seat-kilometers (m ASK)	22,415	22,221	0.9%	276,899	270,789	2.3%
Load factor (%)	82.8%	83.0%	(0.1)	85.1%	84.7%	0.4
<b>Long-haul</b>						
Passengers carried ('000s)	2,066	2,027	1.9%	25,577	24,714	3.5%
Revenue pax-kilometers (m RPK)	15,290	15,091	1.3%	191,658	185,685	3.2%
Available seat-kilometers (m ASK)	18,181	17,877	1.7%	221,875	215,391	3.0%
Load factor (%)	84.1%	84.4%	(0.3)	86.4%	86.2%	0.2
<b>North America</b>						
Passengers carried ('000s)	558	538	3.7%	7,497	7,182	4.4%
Revenue pax-kilometers (m RPK)	3,962	3,809	4.0%	53,225	50,728	4.9%
Available seat-kilometers (m ASK)	4,608	4,318	6.7%	60,285	57,654	4.6%
Load factor (%)	86.0%	88.2%	(2.2)	88.3%	88.0%	0.3
<b>Latin America</b>						
Passengers carried ('000s)	256	245	4.6%	3,041	2,885	5.4%
Revenue pax-kilometers (m RPK)	2,426	2,358	2.9%	29,180	27,788	5.0%
Available seat-kilometers (m ASK)	2,851	2,759	3.3%	33,753	31,846	6.0%
Load factor (%)	85.1%	85.5%	(0.4)	86.5%	87.3%	(0.8)
<b>Asia / Pacific</b>						
Passengers carried ('000s)	474	489	(3.0%)	6,278	6,092	3.1%
Revenue pax-kilometers (m RPK)	3,988	4,164	(4.2%)	54,625	53,580	1.9%
Available seat-kilometers (m ASK)	4,871	5,025	(3.1%)	62,945	61,933	1.6%
Load factor (%)	81.9%	82.9%	(1.0)	86.8%	86.5%	0.3
<b>Africa / Middle East</b>						
Passengers carried ('000s)	464	441	5.1%	5,322	5,162	3.1%
Revenue pax-kilometers (m RPK)	2,625	2,484	5.7%	29,561	28,941	2.1%
Available seat-kilometers (m ASK)	3,164	3,100	2.1%	36,345	35,752	1.7%
Load factor (%)	83.0%	80.1%	2.8	81.3%	81.0%	0.4
<b>Caribbean / Indian, Ocean</b>						
Passengers carried ('000s)	314	314	0.1%	3,438	3,394	1.3%
Revenue pax-kilometers (m RPK)	2,288	2,277	0.5%	25,066	24,648	1.7%
Available seat-kilometers (m ASK)	2,687	2,675	0.5%	28,548	28,206	1.2%
Load factor (%)	85.2%	85.1%	0.0	87.8%	87.4%	0.4
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	4,088	4,193	(2.5%)	53,440	52,736	1.3%
Revenue pax-kilometers (m RPK)	3,278	3,344	(2.0%)	44,058	43,662	0.9%
Available seat-kilometers (m ASK)	4,235	4,345	(2.5%)	55,024	55,398	(0.7%)
Load factor (%)	77.4%	77.0%	0.4	80.1%	78.8%	1.3

\* Air France, KLM, and HOP!

### Transavia activity

Transavia	December			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	567	501	13.1%	10,805	9,908	9.0%
Revenue pax-kilometers (m RPK)	1,021	949	7.6%	20,169	19,135	5.4%
Available seat-kilometers (m ASK)	1,227	1,128	8.8%	22,432	21,298	5.3%
Load factor (%)	83.2%	84.1%	(1.0)	89.9%	89.8%	0.1

### Total group passenger activity\*\*

Total group**	December			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	6,721	6,721	0.0%	89,821	87,359	2.8%
Revenue pax-kilometers (m RPK)	19,589	19,385	1.1%	255,884	248,482	3.0%
Available seat-kilometers (m ASK)	23,643	23,350	1.3%	299,331	292,087	2.5%
Load factor (%)	82.9%	83.0%	(0.2)	85.5%	85.1%	0.4

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

### Cargo activity

Total group	December			Year to date		
	2015	2014	Variation	2015	2014	Variation
Revenue tonne-km (m RTK)	749	813	(7.8%)	9,008	9,843	(8.5%)
Available tonne-km (m ATK)	1,199	1,285	(6.6%)	14,908	15,608	(4.5%)
Load factor (%)	62.5%	63.3%	(0.8)	60.4%	63.1%	(2.6)