

## MARCH 2016 TRAFFIC

- ▶ **Passenger network: strict capacity discipline, increase in both traffic and load factor.**

### Traffic highlights

Passenger network activity (Air France, KLM, HOP!)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Long-haul</b>	<b>+ 1.1%</b>	<b>+ 2.3%</b>	<b>86.1%</b>	<b>+ 1.0</b>
North America	+ 6.7%	+ 5.8%	87.9%	- 0.7
Latin America	+ 4.6%	+ 6.8%	86.0%	+ 1.8
Asia	- 5.1%	- 5.2%	85.9%	- 0.1
Africa / Middle East	- 1.3%	+ 4.7%	81.6%	+ 4.7
Caribbean / Indian Ocean	+ 3.7%	+ 4.0%	88.9%	+ 0.2
<b>Short and Medium-haul</b>	<b>- 1.5%</b>	<b>+ 3.5%</b>	<b>80.0%</b>	<b>+ 3.9</b>
<b>Total</b>	<b>+ 0.6%</b>	<b>+ 2.5%</b>	<b>84.9%</b>	<b>+ 1.6</b>

- ▶ 6.5 million passengers, +3.0%
- ▶ Strong increase in traffic in all regions of the network, except Asia following the planned reduction in capacity in that region.
- ▶ Load factor up 1.6 pts, most notably within the short and medium-haul network.
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency down compared to March 2015.

Transavia activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+ 14.2%</b>	<b>+ 14.6%</b>	<b>90.2%</b>	<b>+ 0.3</b>

- ▶ 0.8 million passengers, +21.3%
- ▶ Increase in capacity driven by Transavia France, up 36.6%.

Total group passenger activity (Air France, KLM, HOP!, Transavia)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+ 1.3%</b>	<b>+ 3.2%</b>	<b>85.3%</b>	<b>+ 1.6</b>

- ▶ 7.2 million passengers, +4.6%

Cargo activity	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>- 10.7%</b>	<b>- 13.5%</b>	<b>60.4%</b>	<b>- 2.0</b>

- ▶ Unit revenue per available ton kilometer (RATK) ex-currency clearly down compared to March 2015

### Agenda

4<sup>th</sup> May 2016: 1<sup>st</sup> Quarter 2016 results  
 10<sup>th</sup> May 2016: April 2016 traffic  
 19<sup>th</sup> May 2016: Annual General Meeting

### Investors

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## STATISTICS

### Passenger network activity\*

Total Passenger network*	March			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	6,459	6,274	3.0%	18,003	17,366	3.7%
Revenue pax-kilometers (m RPK)	19,116	18,645	2.5%	54,806	52,917	3.6%
Available seat-kilometers (m ASK)	22,507	22,371	0.6%	64,843	64,107	1.1%
Load factor (%)	84.9%	83.3%	1.6	84.5%	82.5%	2.0
<b>Long-haul</b>						
Passengers carried ('000s)	2,085	2,022	3.1%	6,037	5,799	4.1%
Revenue pax-kilometers (m RPK)	15,572	15,222	2.3%	45,172	43,636	3.5%
Available seat-kilometers (m ASK)	18,079	17,874	1.1%	52,489	51,581	1.8%
Load factor (%)	86.1%	85.2%	1.0	86.1%	84.6%	1.5
<b>North America</b>						
Passengers carried ('000s)	566	536	5.6%	1,543	1,454	6.1%
Revenue pax-kilometers (m RPK)	4,025	3,803	5.8%	11,010	10,347	6.4%
Available seat-kilometers (m ASK)	4,581	4,293	6.7%	12,831	12,022	6.7%
Load factor (%)	87.9%	88.6%	(0.7)	85.8%	86.1%	(0.3)
<b>Latin America</b>						
Passengers carried ('000s)	252	233	8.0%	769	707	8.7%
Revenue pax-kilometers (m RPK)	2,405	2,253	6.8%	7,326	6,816	7.5%
Available seat-kilometers (m ASK)	2,795	2,674	4.6%	8,224	7,867	4.5%
Load factor (%)	86.0%	84.3%	1.8	89.1%	86.6%	2.4
<b>Asia / Pacific</b>						
Passengers carried ('000s)	489	510	(4.2%)	1,423	1,451	(1.9%)
Revenue pax-kilometers (m RPK)	4,216	4,446	(5.2%)	12,245	12,572	(2.6%)
Available seat-kilometers (m ASK)	4,909	5,172	(5.1%)	14,208	14,806	(4.0%)
Load factor (%)	85.9%	86.0%	(0.1)	86.2%	84.9%	1.3
<b>Africa / Middle East</b>						
Passengers carried ('000s)	451	427	5.4%	1,321	1,246	6.0%
Revenue pax-kilometers (m RPK)	2,527	2,413	4.7%	7,439	7,022	5.9%
Available seat-kilometers (m ASK)	3,096	3,135	(1.3%)	9,137	9,109	0.3%
Load factor (%)	81.6%	77.0%	4.7	81.4%	77.1%	4.3
<b>Caribbean / Indian, Ocean</b>						
Passengers carried ('000s)	328	315	4.2%	981	942	4.2%
Revenue pax-kilometers (m RPK)	2,399	2,306	4.0%	7,152	6,880	4.0%
Available seat-kilometers (m ASK)	2,697	2,600	3.7%	8,089	7,777	4.0%
Load factor (%)	88.9%	88.7%	0.2	88.4%	88.5%	(0.0)
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	4,374	4,252	2.9%	11,966	11,566	3.5%
Revenue pax-kilometers (m RPK)	3,543	3,424	3.5%	9,633	9,281	3.8%
Available seat-kilometers (m ASK)	4,429	4,498	(1.5%)	12,353	12,526	(1.4%)
Load factor (%)	80.0%	76.1%	3.9	78.0%	74.1%	3.9

\* Air France, KLM, and HOP!

### Transavia activity

Transavia	March			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	772	636	21.3%	1,893	1,656	14.3%
Revenue pax-kilometers (m RPK)	1,305	1,138	14.6%	3,263	3,017	8.2%
Available seat-kilometers (m ASK)	1,446	1,266	14.2%	3,718	3,430	8.4%
Load factor (%)	90.2%	89.9%	0.3	87.7%	87.9%	(0.2)

### Total group passenger activity\*\*

Total group**	March			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	7,231	6,910	4.6%	19,896	19,021	4.6%
Revenue pax-kilometers (m RPK)	20,421	19,784	3.2%	58,068	55,934	3.8%
Available seat-kilometers (m ASK)	23,954	23,638	1.3%	68,561	67,537	1.5%
Load factor (%)	85.3%	83.7%	1.6	84.7%	82.8%	1.9

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

### Cargo activity

Total Group	March			Year to date		
	2016	2015	Variation	2016	2015	Variation
Revenue tonne-km (m RTK)	711	822	(13.5%)	2,034	2,261	(10.1%)
Available tonne-km (m ATK)	1,178	1,318	(10.7%)	3,434	3,736	(8.1%)
Load factor (%)	60.4%	62.4%	(2.0)	59.2%	60.5%	(1.3)

## Air France and HOP! activity

Total Passenger network activity	March			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	4,064	4,105	(1.0%)	11,407	11,379	0.2%
Revenue pax-kilometers (m RPK)	11,355	11,407	(0.5%)	32,750	32,331	1.3%
Available seat-kilometers (m ASK)	13,517	13,749	(1.7%)	39,130	39,370	(0.6%)
Load factor (%)	84.0%	83.0%	1.0	83.7%	82.1%	1.6
<b>Long-haul</b>						
Passengers carried ('000s)	1,251	1,240	0.9%	3,648	3,547	2.9%
Revenue pax-kilometers (m RPK)	9,140	9,160	(0.2%)	26,690	26,202	1.9%
Available seat-kilometers (m ASK)	10,675	10,779	(1.0%)	31,140	31,082	0.2%
Load factor (%)	85.6%	85.0%	0.6	85.7%	84.3%	1.4
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	2,814	2,866	(1.8%)	7,759	7,832	(0.9%)
Revenue pax-kilometers (m RPK)	2,215	2,247	(1.4%)	6,060	6,129	(1.1%)
Available seat-kilometers (m ASK)	2,842	2,970	(4.3%)	7,989	8,289	(3.6%)
Load factor (%)	77.9%	75.6%	2.3	75.8%	73.9%	1.9

Cargo activity	March			Year to date		
	2016	2015	Variation	2016	2015	Variation
Revenue tonne-km (m RTK)	299	326	(8.5%)	842	904	(6.8%)
Available tonne-km (m ATK)	559	587	(4.7%)	1,631	1,696	(3.9%)
Load factor (%)	53.4%	55.6%	(2.2)	51.6%	53.3%	(1.7)

## KLM activity

Total Passenger network activity	March			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	2,395	2,169	10.4%	6,596	5,986	10.2%
Revenue pax-kilometers (m RPK)	7,761	7,239	7.2%	22,055	20,586	7.1%
Available seat-kilometers (m ASK)	8,990	8,622	4.3%	25,713	24,736	3.9%
Load factor (%)	86.3%	84.0%	2.4	85.8%	83.2%	2.6
<b>Long-haul</b>						
Passengers carried ('000s)	835	782	6.7%	2,389	2,253	6.1%
Revenue pax-kilometers (m RPK)	6,433	6,062	6.1%	18,482	17,435	6.0%
Available seat-kilometers (m ASK)	7,404	7,094	4.4%	21,349	20,499	4.1%
Load factor (%)	86.9%	85.4%	1.4	86.6%	85.1%	1.5
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	1,560	1,387	12.5%	4,207	3,734	12.7%
Revenue pax-kilometers (m RPK)	1,328	1,177	12.9%	3,573	3,152	13.4%
Available seat-kilometers (m ASK)	1,587	1,528	3.9%	4,364	4,237	3.0%
Load factor (%)	83.7%	77.0%	6.7	81.9%	74.4%	7.5
<b>Cargo activity</b>						
Revenue tonne-km (m RTK)	413	496	(16.8%)	1,192	1,357	(12.2%)
Available tonne-km (m ATK)	619	732	(15.4%)	1,804	2,040	(11.6%)
Load factor (%)	66.7%	67.8%	(1.1)	66.1%	66.5%	(0.5)