

NOVEMBER 2017 TRAFFIC

- ▶ **Group passenger activity: number of passengers rose by 5.9%, traffic increased by 5.7% (measured in revenue passenger-kilometer) and load factor improved by 1.5pt. Unit revenue ex-currency (measured in available seat-kilometer) up compared to November 2016.**

Traffic highlights

Passenger network activity (Air France. KLM. HOP!)	Capacity (ASK. %ch.)	Traffic (RPK. %ch.)	Load Factor (%)	Change (pts)
Long-haul	+ 3.5%	+ 5.0%	86.1%	+ 1.3
North America	+ 5.0%	+ 7.0%	87.0%	+ 1.6
Latin America	+ 7.1%	+ 7.2%	85.2%	+ 0.1
Asia	+ 2.2%	+ 4.4%	88.0%	+ 1.9
Africa / Middle East	+ 3.8%	+ 5.8%	80.6%	+ 1.5
Caribbean / Indian Ocean	- 0.9%	- 0.4%	88.8%	+ 0.4
Short and Medium-haul	+ 4.5%	+ 6.9%	81.6%	+ 1.8
Total	+ 3.7%	+ 5.4%	85.2%	+ 1.4

- ▶ 6.6 million passengers, +5.7%
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency up compared to November 2016

Transavia activity	Capacity (ASK. %ch.)	Traffic (RPK. %ch.)	Load Factor (%)	Change (pts)
Total	+ 7.0%	+ 10.5%	90.4%	+ 2.8

- ▶ 0.8 million passengers, +7.2%
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency up compared to November 2016

Total group passenger activity (Air France. KLM. HOP!. Transavia)	Capacity (ASK. %ch.)	Traffic (RPK. %ch.)	Load Factor (%)	Change (pts)
Total	+ 3.9%	+ 5.7%	85.5%	+ 1.5

- ▶ 7.4 million passengers, +5.9%

Cargo activity	Capacity (ATK. %ch.)	Traffic (RTK. %ch.)	Load Factor (%)	Change (pts)
Total	+ 4.0%	+ 6.9%	65.3%	+ 1.7

- ▶ Unit revenue per available ton kilometer (RATK) ex-currency clearly up compared to November 2016

Agenda

9th of January 2018: December 2017 traffic

8th of February 2018: January 2018 traffic

16th of February 2018: Full Year 2017 results

Investor relations

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STATISTICS

Passenger network activity*

Total Passenger network*	November			Year to date		
	2017	2016	Variation	2017	2016	Variation
Passengers carried ('000s)	6,606	6,248	5.7%	77,332	73,716	4.9%
Revenue pax-kilometers (m RPK)	19,342	18,356	5.4%	228,290	218,597	4.4%
Available seat-kilometers (m ASK)	22,702	21,893	3.7%	262,689	255,900	2.7%
Load factor (%)	85.2%	83.8%	1.4	86.9%	85.4%	1.5
Long-haul						
Passengers carried ('000s)	2,073	1,978	4.8%	24,557	23,594	4.1%
Revenue pax-kilometers (m RPK)	15,661	14,913	5.0%	184,183	177,097	4.0%
Available seat-kilometers (m ASK)	18,189	17,575	3.5%	209,354	204,744	2.3%
Load factor (%)	86.1%	84.9%	1.3	88.0%	86.5%	1.5
North America						
Passengers carried ('000s)	569	528	7.7%	7,396	6,938	6.6%
Revenue pax-kilometers (m RPK)	4,044	3,780	7.0%	52,713	49,555	6.4%
Available seat-kilometers (m ASK)	4,650	4,430	5.0%	59,473	56,916	4.5%
Load factor (%)	87.0%	85.3%	1.6	88.6%	87.1%	1.6
Latin America						
Passengers carried ('000s)	256	238	7.7%	2,886	2,849	1.3%
Revenue pax-kilometers (m RPK)	2,460	2,295	7.2%	27,657	27,360	1.1%
Available seat-kilometers (m ASK)	2,888	2,697	7.1%	30,838	31,257	(1.3%)
Load factor (%)	85.2%	85.1%	0.1	89.7%	87.5%	2.2
Asia / Pacific						
Passengers carried ('000s)	506	486	4.3%	5,709	5,531	3.2%
Revenue pax-kilometers (m RPK)	4,417	4,230	4.4%	50,188	48,512	3.5%
Available seat-kilometers (m ASK)	5,017	4,911	2.2%	55,689	55,317	0.7%
Load factor (%)	88.0%	86.1%	1.9	90.1%	87.7%	2.4
Africa / Middle East						
Passengers carried ('000s)	452	433	4.5%	5,194	4,982	4.2%
Revenue pax-kilometers (m RPK)	2,584	2,441	5.8%	29,012	27,603	5.1%
Available seat-kilometers (m ASK)	3,205	3,087	3.8%	35,129	33,682	4.3%
Load factor (%)	80.6%	79.1%	1.5	82.6%	82.0%	0.6
Caribbean / Indian.Ocean						
Passengers carried ('000s)	289	293	(1.4%)	3,372	3,293	2.4%
Revenue pax-kilometers (m RPK)	2,158	2,167	(0.4%)	24,612	24,066	2.3%
Available seat-kilometers (m ASK)	2,429	2,450	(0.9%)	28,226	27,572	2.4%
Load factor (%)	88.8%	88.4%	0.4	87.2%	87.3%	(0.1)
Short and Medium-haul						
Passengers carried ('000s)	4,533	4,270	6.1%	52,776	50,123	5.3%
Revenue pax-kilometers (m RPK)	3,681	3,443	6.9%	44,108	41,500	6.3%
Available seat-kilometers (m ASK)	4,513	4,317	4.5%	53,336	51,156	4.3%
Load factor (%)	81.6%	79.7%	1.8	82.7%	81.1%	1.6

* Air France, KLM and HOP!

Transavia activity

Transavia	November			Year to date		
	2017	2016	Variation	2017	2016	Variation
Passengers carried ('000s)	768	717	7.2%	13,972	12,500	11.8%
Revenue pax-kilometers (m RPK)	1,406	1,273	10.5%	24,331	21,642	12.4%
Available seat-kilometers (m ASK)	1,555	1,453	7.0%	26,803	24,168	10.9%
Load factor (%)	90.4%	87.6%	2.8	90.8%	89.6%	1.2

Total group passenger activity**

Total group**	November			Year to date		
	2017	2016	Variation	2017	2016	Variation
Passengers carried ('000s)	7,374	6,965	5.9%	91,304	86,216	5.9%
Revenue pax-kilometers (m RPK)	20,748	19,629	5.7%	252,621	240,239	5.2%
Available seat-kilometers (m ASK)	24,257	23,346	3.9%	289,493	280,068	3.4%
Load factor (%)	85.5%	84.1%	1.5	87.3%	85.8%	1.5

** Air France, KLM, HOP! and Transavia

Cargo activity

Total Group	November			Year to date		
	2017	2016	Variation	2017	2016	Variation
Revenue tonne-km (m RTK)	759	710	6.9%	7,839	7,705	1.7%
Available tonne-km (m ATK)	1,162	1,116	4.0%	13,143	13,079	0.5%
Load factor (%)	65.3%	63.6%	1.7	59.6%	58.9%	0.7

Air France and HOP! activity

Total Passenger network activity	November			Year to date		
	2017	2016	Variation	2017	2016	Variation
Passengers carried ('000s)	3,993	3,878	3.0%	47,152	45,731	3.1%
Revenue pax-kilometers (m RPK)	11,117	10,692	4.0%	133,072	128,854	3.3%
Available seat-kilometers (m ASK)	13,189	12,889	2.3%	155,239	153,085	1.4%
Load factor (%)	84.3%	82.9%	1.3	85.7%	84.2%	1.5
Long-haul						
Passengers carried ('000s)	1,207	1,158	4.2%	14,573	14,100	3.4%
Revenue pax-kilometers (m RPK)	8,901	8,563	4.0%	106,400	103,276	3.0%
Available seat-kilometers (m ASK)	10,400	10,139	2.6%	122,159	120,789	1.1%
Load factor (%)	85.6%	84.5%	1.1	87.1%	85.5%	1.6
Short and Medium-haul						
Passengers carried ('000s)	2,786	2,719	2.5%	32,578	31,632	3.0%
Revenue pax-kilometers (m RPK)	2,216	2,129	4.1%	26,673	25,578	4.3%
Available seat-kilometers (m ASK)	2,789	2,750	1.4%	33,081	32,296	2.4%
Load factor (%)	79.4%	77.4%	2.0	80.6%	79.2%	1.4

Cargo activity	November			Year to date		
	2017	2016	Variation	2017	2016	Variation
Revenue tonne-km (m RTK)	330	307	7.5%	3,415	3,239	5.4%
Available tonne-km (m ATK)	556	534	4.2%	6,376	6,274	1.6%
Load factor (%)	59.4%	57.6%	1.8	53.6%	51.6%	1.9

KLM activity

Total Passenger network activity	November			Year to date		
	2017	2016	Variation	2017	2016	Variation
Passengers carried ('000s)	2,612	2,370	10.2%	30,181	27,985	7.8%
Revenue pax-kilometers (m RPK)	8,226	7,664	7.3%	95,218	89,742	6.1%
Available seat-kilometers (m ASK)	9,512	9,003	5.7%	107,450	102,814	4.5%
Load factor (%)	86.5%	85.1%	1.3	88.6%	87.3%	1.3
Long-haul						
Passengers carried ('000s)	866	819	5.7%	9,984	9,494	5.2%
Revenue pax-kilometers (m RPK)	6,760	6,350	6.5%	77,783	73,820	5.4%
Available seat-kilometers (m ASK)	7,788	7,436	4.7%	87,195	83,955	3.9%
Load factor (%)	86.8%	85.4%	1.4	89.2%	87.9%	1.3
Short and Medium-haul						
Passengers carried ('000s)	1,747	1,551	12.6%	20,197	18,491	9.2%
Revenue pax-kilometers (m RPK)	1,465	1,314	11.5%	17,435	15,922	9.5%
Available seat-kilometers (m ASK)	1,724	1,567	10.0%	20,255	18,860	7.4%
Load factor (%)	85.0%	83.8%	1.2	86.1%	84.4%	1.7
Cargo activity						
Revenue tonne-km (m RTK)	429	403	6.4%	4,425	4,467	(0.9%)
Available tonne-km (m ATK)	606	583	3.9%	6,767	6,805	(0.6%)
Load factor (%)	70.8%	69.1%	1.7	65.4%	65.6%	(0.3)