

## OCTOBER 2015 TRAFFIC

- ▶ **Passenger network: strict capacity discipline, increase in both traffic and load factor**
- ▶ **Ongoing accelerated development of Transavia in France**

### Traffic highlights

Passenger network activity (Air France, KLM, HOP!)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Long-haul</b>	<b>+ 1.6%</b>	<b>+ 3.2%</b>	<b>87.1%</b>	<b>+ 1.3</b>
North America	+ 2.3%	+ 4.6%	90.1%	+ 2.0
Latin America	+ 5.1%	+ 4.3%	86.6%	- 0.7
Asia	- 1.5%	+ 0.6%	87.7%	+ 1.9
Africa / Middle East	+ 1.6%	+ 5.3%	81.8%	+ 2.9
Caribbean / Indian Ocean	+ 3.7%	+ 1.9%	86.2%	- 1.5
<b>Short and Medium-haul</b>	<b>- 1.8%</b>	<b>+ 0.3%</b>	<b>82.4%</b>	<b>+ 1.7</b>
<b>Total network airlines</b>	<b>+ 0.9%</b>	<b>+ 2.6%</b>	<b>86.1%</b>	<b>+ 1.4</b>

- ▶ 7.0 million passengers, up 1.5%
- ▶ Increase in traffic in all regions of the network
- ▶ Increase in capacity on Latin America driven by the continuation of KLM developments to Bogota, Cali, Buenos Aires and Santiago
- ▶ Excluding last year's strike impact on October revenues, unit revenue per available seat kilometer (RASK) ex-currency down compared to October 2014

Transavia activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+ 7.7%</b>	<b>+ 6.8%</b>	<b>90.1%</b>	<b>- 0.7</b>

- ▶ 1.1 million passengers, up 11.9%
- ▶ Ongoing accelerated development of Transavia in France (passenger volumes up 42%)

Total group passenger activity (Air France, KLM, HOP!, Transavia)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+ 1.5%</b>	<b>+ 2.9%</b>	<b>86.5%</b>	<b>+ 1.3</b>

- ▶ 8.1 million passengers, up 2.8%

Cargo activity	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>- 7.5%</b>	<b>- 10.1%</b>	<b>62.2%</b>	<b>- 1.8</b>

- ▶ Ongoing restructuring of cargo: full-freighter capacity down 32% compared to October 2014
- ▶ Unit revenue per available ton kilometer (RATK) ex-currency clearly down compared to October 2014

### Strategic developments

For the 2015-2016 winter season (from 25 October 2015 to 26 March 2016), Air France-KLM total capacity will increase by 1.5% compared with the previous winter season. Growth will be driven by long-haul passenger network operations (+1.7%) and Transavia activity (+9.1%), while medium-haul passenger network operations will decrease by -1.8%.

- ▶ On long-haul, Air France-KLM is mainly increasing capacity to North America and the Caribbean while reducing capacity to other destinations including Brazil, Japan and East Africa. Two destinations are suspended: Fukuoka (Japan) from Amsterdam-Schiphol by KLM and Kuala Lumpur (Malaysia) from Paris-Charles de Gaulle by Air France.

- ▶ On medium-haul, Group capacity is stable on departure from the hubs at Paris-Charles de Gaulle and Amsterdam-Schiphol, apart from the suspension of Air France services to Vigo (Spain), Verona (Italy) and Stavanger (Norway).
- ▶ Transavia will welcome 3 new Boeing 737-800 aircraft as from January 2016 to support its growth in France and the Netherlands.
- ▶ KLM will take delivery of its first 3 Boeing 787 this winter, which will fly to Abu Dhabi, Bahrain, Dubai and Rio de Janeiro during this season. In parallel, the Boeing 747 will be definitely withdrawn from the Air France fleet in January 2016.
- ▶ The Group continues to roll out its new products and services, with more than 60 long-haul aircraft equipped at the end of the year. In addition, the cabin renewal program continues on medium-haul: the new leather seats, already in place onboard 24 Air France Airbus A319, will be fully deployed on 25 Airbus A320 during the first half of 2016.

## Agenda

8 December 2015: November 2015 traffic

11 January 2016: December 2015 traffic

8 February 2016: January 2016 traffic

## Investors

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## Press

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## STATISTICS

### Passenger network activity\*

Total Passenger network*	October			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	7,040	6,932	1.5%	66,899	65,287	2.5%
Revenue pax-kilometers (m RPK)	20,443	19,928	2.6%	199,439	193,513	3.1%
Available seat-kilometers (m ASK)	23,733	23,519	0.9%	232,996	227,290	2.5%
Load factor (%)	86.1%	84.7%	1.4	85.6%	85.1%	0.5
<b>Long-haul</b>						
Passengers carried ('000s)	2,187	2,113	3.5%	21,581	20,819	3.7%
Revenue pax-kilometers (m RPK)	16,458	15,954	3.2%	161,904	156,465	3.5%
Available seat-kilometers (m ASK)	18,899	18,597	1.6%	186,381	180,514	3.3%
Load factor (%)	87.1%	85.8%	1.3	86.9%	86.7%	0.2
<b>North America</b>						
Passengers carried ('000s)	661	637	3.9%	6,407	6,149	4.2%
Revenue pax-kilometers (m RPK)	4,694	4,486	4.6%	45,464	43,407	4.7%
Available seat-kilometers (m ASK)	5,208	5,092	2.3%	51,249	49,251	4.1%
Load factor (%)	90.1%	88.1%	2.0	88.7%	88.1%	0.6
<b>Latin America</b>						
Passengers carried ('000s)	266	254	4.9%	2,550	2,412	5.7%
Revenue pax-kilometers (m RPK)	2,554	2,450	4.3%	24,520	23,229	5.6%
Available seat-kilometers (m ASK)	2,951	2,807	5.1%	28,158	26,434	6.5%
Load factor (%)	86.6%	87.3%	(0.7)	87.1%	87.9%	(0.8)
<b>Asia / Pacific</b>						
Passengers carried ('000s)	546	538	1.4%	5,330	5,119	4.1%
Revenue pax-kilometers (m RPK)	4,760	4,730	0.6%	46,575	45,231	3.0%
Available seat-kilometers (m ASK)	5,424	5,509	(1.5%)	53,200	51,873	2.6%
Load factor (%)	87.7%	85.9%	1.9	87.5%	87.2%	0.4
<b>Africa / Middle East</b>						
Passengers carried ('000s)	451	424	6.4%	4,436	4,330	2.5%
Revenue pax-kilometers (m RPK)	2,500	2,375	5.3%	24,541	24,231	1.3%
Available seat-kilometers (m ASK)	3,055	3,009	1.6%	30,151	29,666	1.6%
Load factor (%)	81.8%	78.9%	2.9	81.4%	81.7%	(0.3)
<b>Caribbean / Indian, Ocean</b>						
Passengers carried ('000s)	263	261	0.8%	2,858	2,809	1.7%
Revenue pax-kilometers (m RPK)	1,949	1,914	1.9%	20,803	20,367	2.1%
Available seat-kilometers (m ASK)	2,261	2,181	3.7%	23,623	23,289	1.4%
Load factor (%)	86.2%	87.7%	(1.5)	88.1%	87.5%	0.6
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	4,853	4,819	0.7%	45,318	44,469	1.9%
Revenue pax-kilometers (m RPK)	3,985	3,974	0.3%	37,535	37,048	1.3%
Available seat-kilometers (m ASK)	4,834	4,922	(1.8%)	46,615	46,776	(0.3%)
Load factor (%)	82.4%	80.7%	1.7	80.5%	79.2%	1.3

\* Air France, KLM, and HOP!

### Transavia activity

Transavia	October			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	1,074	960	11.9%	9,712	8,916	8.9%
Revenue pax-kilometers (m RPK)	2,006	1,877	6.8%	18,169	17,224	5.5%
Available seat-kilometers (m ASK)	2,227	2,068	7.7%	20,067	19,050	5.3%
Load factor (%)	90.1%	90.8%	(0.7)	90.5%	90.4%	0.1

### Total group passenger activity\*\*

Total group**	October			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	8,114	7,893	2.8%	76,612	74,203	3.2%
Revenue pax-kilometers (m RPK)	22,448	21,806	2.9%	217,607	210,737	3.3%
Available seat-kilometers (m ASK)	25,960	25,587	1.5%	253,063	246,341	2.7%
Load factor (%)	86.5%	85.2%	1.3	86.0%	85.5%	0.4

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

### Cargo activity

Total group	October			Year to date		
	2015	2014	Variation	2015	2014	Variation
Revenue tonne-km (m RTK)	786	874	(10.1%)	7,497	8,172	(8.3%)
Available tonne-km (m ATK)	1,263	1,365	(7.5%)	12,540	13,029	(3.8%)
Load factor (%)	62.2%	64.0%	(1.8)	59.8%	62.7%	(2.9)