

## OCTOBER 2016 TRAFFIC

- ▶ **Group passenger activity: strict capacity discipline, increase in traffic and passengers**

### Traffic highlights

Passenger network activity (Air France, KLM, HOP!)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Long-haul</b>	<b>+ 1.2%</b>	<b>- 0.2%</b>	<b>85.9%</b>	<b>- 1.1</b>
North America	+ 4.1%	- 0.0%	86.6%	- 3.6
Latin America	- 5.0%	- 3.8%	87.6%	+ 1.1
Asia	- 2.3%	- 2.3%	87.8%	+ 0.0
Africa / Middle East	+ 1.9%	+ 1.0%	81.1%	- 0.7
Caribbean / Indian Ocean	+ 9.9%	+ 8.1%	84.7%	- 1.5
<b>Short and Medium-haul</b>	<b>+ 3.2%</b>	<b>+ 1.7%</b>	<b>81.2%</b>	<b>- 1.2</b>
<b>Total</b>	<b>+ 1.6%</b>	<b>+ 0.2%</b>	<b>85.0%</b>	<b>- 1.2</b>

- ▶ 7.1 million passengers, +0.5%
- ▶ Slight decrease in load factor, reflecting the weak supply-demand balance in the different regions of the network and the continuous soft local flows to France
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency down compared to October 2015

Transavia activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+ 16.8%</b>	<b>+ 14.9%</b>	<b>88.6%</b>	<b>- 1.5</b>

- ▶ 1.3 million passengers, +25.0%
- ▶ Strong increase in capacity driven by Transavia France and the expansion of the Munich base

Total group passenger activity (Air France, KLM, HOP!, Transavia)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+ 2.9%</b>	<b>+ 1.5%</b>	<b>85.3%</b>	<b>- 1.2</b>

- ▶ 8.4 million passengers, +3.7%

Cargo activity	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>- 3.0%</b>	<b>- 3.5%</b>	<b>61.9%</b>	<b>- 0.3</b>

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

### Agenda

8<sup>th</sup> December 2016: November 2016 traffic

9<sup>th</sup> January 2017: December 2016 traffic

8<sup>th</sup> February 2017: January 2017 traffic

### Investor relations

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### Press

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## STATISTICS

### Passenger network activity\*

Total Passenger network*	October			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	7,074	7,040	0.5%	67,468	66,904	0.8%
Revenue pax-kilometers (m RPK)	20,484	20,443	0.2%	200,240	199,441	0.4%
Available seat-kilometers (m ASK)	24,112	23,734	1.6%	234,007	233,000	0.4%
Load factor (%)	85.0%	86.1%	(1.2)	85.6%	85.6%	(0.0)
<b>Long-haul</b>						
Passengers carried ('000s)	2,173	2,187	(0.6%)	21,616	21,581	0.2%
Revenue pax-kilometers (m RPK)	16,431	16,458	(0.2%)	162,183	161,904	0.2%
Available seat-kilometers (m ASK)	19,121	18,899	1.2%	187,169	186,381	0.4%
Load factor (%)	85.9%	87.1%	(1.1)	86.7%	86.9%	(0.2)
<b>North America</b>						
Passengers carried ('000s)	657	661	(0.7%)	6,410	6,407	0.1%
Revenue pax-kilometers (m RPK)	4,692	4,694	(0.0%)	45,775	45,464	0.7%
Available seat-kilometers (m ASK)	5,420	5,208	4.1%	52,486	51,249	2.4%
Load factor (%)	86.6%	90.1%	(3.6)	87.2%	88.7%	(1.5)
<b>Latin America</b>						
Passengers carried ('000s)	255	266	(4.1%)	2,611	2,550	2.4%
Revenue pax-kilometers (m RPK)	2,456	2,554	(3.8%)	25,065	24,520	2.2%
Available seat-kilometers (m ASK)	2,803	2,951	(5.0%)	28,560	28,158	1.4%
Load factor (%)	87.6%	86.6%	1.1	87.8%	87.1%	0.7
<b>Asia / Pacific</b>						
Passengers carried ('000s)	525	546	(3.9%)	5,046	5,330	(5.3%)
Revenue pax-kilometers (m RPK)	4,651	4,760	(2.3%)	44,282	46,575	(4.9%)
Available seat-kilometers (m ASK)	5,300	5,424	(2.3%)	50,406	53,200	(5.3%)
Load factor (%)	87.8%	87.7%	0.0	87.9%	87.5%	0.3
<b>Africa / Middle East</b>						
Passengers carried ('000s)	453	451	0.5%	4,550	4,436	2.6%
Revenue pax-kilometers (m RPK)	2,525	2,500	1.0%	25,162	24,541	2.5%
Available seat-kilometers (m ASK)	3,112	3,055	1.9%	30,595	30,151	1.5%
Load factor (%)	81.1%	81.8%	(0.7)	82.2%	81.4%	0.8
<b>Caribbean / Indian.Ocean</b>						
Passengers carried ('000s)	283	263	7.8%	3,000	2,858	5.0%
Revenue pax-kilometers (m RPK)	2 106	1,949	8.1%	21,899	20,803	5.3%
Available seat-kilometers (m ASK)	2,486	2,261	9.9%	25,121	23,623	6.3%
Load factor (%)	84.7%	86.2%	(1.5)	87.2%	88.1%	(0.9)
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	4,901	4,853	1.0%	45,852	45,323	1.2%
Revenue pax-kilometers (m RPK)	4,053	3,985	1.7%	38,057	37,538	1.4%
Available seat-kilometers (m ASK)	4,991	4,834	3.2%	46,838	46,619	0.5%
Load factor (%)	81.2%	82.4%	(1.2)	81.3%	80.5%	0.7

\* Air France KLM, and HOP!

### Transavia activity

Transavia	October			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	1,343	1,074	25.0%	11,782	9,712	21.3%
Revenue pax-kilometers (m RPK)	2,304	2,005	14.9%	20,344	18,169	12.0%
Available seat-kilometers (m ASK)	2,599	2,225	16.8%	22,715	20,066	13.2%
Load factor (%)	88.6%	90.1%	(1.5)	89.6%	90.5%	(1.0)

### Total group passenger activity\*\*

Total group**	October			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	8,417	8,115	3.7%	79,251	76,616	3.4%
Revenue pax-kilometers (m RPK)	22,788	22,448	1.5%	220,584	217,610	1.4%
Available seat-kilometers (m ASK)	26,711	25,959	2.9%	256,722	253,065	1.4%
Load factor (%)	85.3%	86.5%	(1.2)	85.9%	86.0%	(0.1)

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

### Cargo activity

Total Group	October			Year to date		
	2016	2015	Variation	2016	2015	Variation
Revenue tonne-km (m RTK)	758	785	(3.5%)	6,993	7,497	(6.7%)
Available tonne-km (m ATK)	1,225	1,263	(3.0%)	11,963	12,545	(4.6%)
Load factor (%)	61.9%	62.2%	(0.3)	58.5%	59.8%	(1.3)

## Air France and HOP! activity

Total Passenger network activity	October			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	4,347	4,470	(2.8%)	41,854	42,771	(2.1%)
Revenue pax-kilometers (m RPK)	11,833	12,275	(3.6%)	118,162	120,784	(2.2%)
Available seat-kilometers (m ASK)	14,149	14,402	(1.8%)	140,196	142,383	(1.5%)
Load factor (%)	83.6%	85.2%	(1.6)	84.3%	84.8%	(0.5)
<b>Long-haul</b>						
Passengers carried ('000s)	1,267	1,319	(4.0%)	12,941	13,188	(1.9%)
Revenue pax-kilometers (m RPK)	9,354	9,746	(4.0%)	94,713	96,747	(2.1%)
Available seat-kilometers (m ASK)	11,015	11,280	(2.3%)	110,650	112,196	(1.4%)
Load factor (%)	84.9%	86.4%	(1.5)	85.6%	86.2%	(0.6)
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	3,080	3,151	(2.2%)	28,912	29,584	(2.3%)
Revenue pax-kilometers (m RPK)	2,480	2,528	(1.9%)	23,449	24,037	(2.4%)
Available seat-kilometers (m ASK)	3,133	3,122	0.4%	29,546	30,187	(2.1%)
Load factor (%)	79.1%	81.0%	(1.8)	79.4%	79.6%	(0.3)

Cargo activity	October			Year to date		
	2016	2015	Variation	2016	2015	Variation
Revenue tonne-km (m RTK)	318	308	3.2%	2,929	2,972	(1.4%)
Available tonne-km (m ATK)	585	578	1.2%	5,741	5,751	(0.2%)
Load factor (%)	54.4%	53.4%	1.1	51.0%	51.7%	(0.7)

## KLM activity

Total Passenger network activity	October			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	2,727	2,570	6.1%	25,615	24,133	6.1%
Revenue pax-kilometers (m RPK)	8,651	8,168	5.9%	82,078	78,657	4.3%
Available seat-kilometers (m ASK)	9,963	9,332	6.8%	93,811	90,617	3.5%
Load factor (%)	86.8%	87.5%	(0.7)	87.5%	86.8%	0.7
<b>Long-haul</b>						
Passengers carried ('000s)	906	867	4.5%	8,675	8,393	3.4%
Revenue pax-kilometers (m RPK)	7,077	6,712	5.4%	67,470	65,156	3.6%
Available seat-kilometers (m ASK)	8,105	7,620	6.4%	76,519	74,185	3.1%
Load factor (%)	87.3%	88.1%	(0.8)	88.2%	87.8%	0.3
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	1,821	1,702	7.0%	16,940	15,739	7.6%
Revenue pax-kilometers (m RPK)	1,574	1,457	8.0%	14,608	13,501	8.2%
Available seat-kilometers (m ASK)	1,858	1,712	8.5%	17,292	16,432	5.2%
Load factor (%)	84.7%	85.1%	(0.4)	84.5%	82.2%	2.3
<b>Cargo activity</b>						
Revenue tonne-km (m RTK)	440	477	(7.8%)	4,064	4,525	(10.2%)
Available tonne-km (m ATK)	641	685	(6.5%)	6,222	6,795	(8.4%)
Load factor (%)	68.6%	69.6%	(1.0)	65.3%	66.6%	(1.3)