

JANUARY 2015 TRAFFIC

- ▶ Network airlines: continuous strict capacity discipline
- ▶ Ongoing accelerated development of Transavia

Traffic highlights

Network airlines activity (Air France, KLM, HOP!)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Long-haul	+1.0%	-0.7%	84.6%	-1.5
North America	+2.5%	+1.8%	86.0%	-0.6
Latin America	+0.9%	+1.1%	90.1%	+0.2
Asia	+1.7%	-1.7%	83.1%	-2.9
Africa / Middle East	-1.7%	-5.4%	78.0%	-3.0
Caribbean / Indian Ocean	+0.7%	+0.6%	87.6%	-0.1
Short and Medium-haul	-1.0%	+0.5%	72.3%	+1.1
Total	+0.6%	-0.5%	82.3%	-0.9

- ▶ 5.7 million passengers, +0.5%
- ▶ Resilient performance on North America
- ▶ Last month of strongly negative base effect on Venezuela
- ▶ Demand on Asia affected by timing of Chinese New Year
- ▶ Restructuring of point-to-point supports increase in Short and Medium-haul load factor
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency down compared to January 2014. Softening of demand on Africa and Asia impacting both yield and load factor on these regions

Transavia activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Total	+ 5.0%	+ 8.1%	83.9%	+ 2.5

- ▶ 0.5 million passengers, +12.7%
- ▶ Ongoing accelerated development of Transavia: increase in both traffic and load factor

Total group passenger activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Total	+ 0.8%	- 0.1%	82.4%	- 0.8

- ▶ 6.2 million passengers, +1.4%

Cargo activity	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
Total	-1.7%	-8.0%	56.6%	-3.8

- ▶ Unit revenue per available ton kilometer (RATK) ex-currency down compared to January 2014

Agenda

19th February 2015: FY2014 results
 9th March 2015: February 2015 traffic
 8th April 2015: March 2015 traffic

Investors

Bertrand Delcaire
 +33 1 49 89 52 59
bedelcaire@airfranceklm.com
www.airfranceklm-finance.com

Dirk Voermans
 +33 1 49 89 52 60
divoermans@airfranceklm.com

Press

+33 1 41 56 56 00

www.airfranceklm.com

STATISTICS

Network airlines activity*

Total Network airlines*	January			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	5,705	5,676	0.5%	5,705	5,676	0.5%
Revenue pax-kilometers (m RPK)	18,052	18,147	(0.5%)	18,052	18,147	(0.5%)
Available seat-kilometers (m ASK)	21,926	21,794	0.6%	21,926	21,794	0.6%
Load factor (%)	82.3%	83.3%	(0.9)	82.3%	83.3%	(0.9)
Long-haul						
Passengers carried ('000s)	2,006	2,012	(0.3%)	2,006	2,012	(0.3%)
Revenue pax-kilometers (m RPK)	15,083	15,193	(0.7%)	15,083	15,193	(0.7%)
Available seat-kilometers (m ASK)	17,819	17,646	1.0%	17,819	17,646	1.0%
Load factor (%)	84.6%	86.1%	(1.5)	84.6%	86.1%	(1.5)
North America						
Passengers carried ('000s)	495	485	1.9%	495	485	1.9%
Revenue pax-kilometers (m RPK)	3,527	3,465	1.8%	3,527	3,465	1.8%
Available seat-kilometers (m ASK)	4,101	4,001	2.5%	4,101	4,001	2.5%
Load factor (%)	86.0%	86.6%	(0.6)	86.0%	86.6%	(0.6)
Latin America						
Passengers carried ('000s)	258	255	1.3%	258	255	1.3%
Revenue pax-kilometers (m RPK)	2,484	2,458	1.1%	2,484	2,458	1.1%
Available seat-kilometers (m ASK)	2,758	2,734	0.9%	2,758	2,734	0.9%
Load factor (%)	90.1%	89.9%	0.2	90.1%	89.9%	0.2
Asia / Pacific						
Passengers carried ('000s)	487	485	0.5%	487	485	0.5%
Revenue pax-kilometers (m RPK)	4,213	4,284	(1.7%)	4,213	4,284	(1.7%)
Available seat-kilometers (m ASK)	5,069	4,983	1.7%	5,069	4,983	1.7%
Load factor (%)	83.1%	86.0%	(2.9)	83.1%	86.0%	(2.9)
Africa / Middle East						
Passengers carried ('000s)	438	459	(4.6%)	438	459	(4.6%)
Revenue pax-kilometers (m RPK)	2,455	2,596	(5.4%)	2,455	2,596	(5.4%)
Available seat-kilometers (m ASK)	3,149	3,204	(1.7%)	3,149	3,204	(1.7%)
Load factor (%)	78.0%	81.0%	(3.0)	78.0%	81.0%	(3.0)
Caribbean / Indian,Ocean						
Passengers carried ('000s)	329	328	0.2%	329	328	0.2%
Revenue pax-kilometers (m RPK)	2,403	2,389	0.6%	2,403	2,389	0.6%
Available seat-kilometers (m ASK)	2,742	2,724	0.7%	2,742	2,724	0.7%
Load factor (%)	87.6%	87.7%	(0.1)	87.6%	87.7%	(0.1)
Short and Medium-haul						
Passengers carried ('000s)	3,698	3,665	0.9%	3,698	3,665	0.9%
Revenue pax-kilometers (m RPK)	2,969	2,954	0.5%	2,969	2,954	0.5%
Available seat-kilometers (m ASK)	4,107	4,148	(1.0%)	4,107	4,148	(1.0%)
Load factor (%)	72.3%	71.2%	1.1	72.3%	71.2%	1.1

* Air France, KLM, and HOP!

Transavia activity

Transavia	January			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	485	430	12.7%	485	430	12.7%
Revenue pax-kilometers (m RPK)	897	829	8.1%	897	829	8.1%
Available seat-kilometers (m ASK)	1,068	1,018	5.0%	1,068	1,018	5.0%
Load factor (%)	83.9%	81.5%	2.5	83.9%	81.5%	2.5

Total group passenger activity**

Total group**	January			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	6,190	6,107	1.4%	6,190	6,107	1.4%
Revenue pax-kilometers (m RPK)	18,948	18,976	(0.1%)	18,948	18,976	(0.1%)
Available seat-kilometers (m ASK)	22,994	22,812	0.8%	22,994	22,812	0.8%
Load factor (%)	82.4%	83.2%	(0.8)	82.4%	83.2%	(0.8)

** Air France, KLM, HOP! and Transavia

Cargo activity

Total Group	January			Year to date		
	2015	2014	Variation	2015	2014	Variation
Revenue tonne-km (m RTK)	713	774	(8.0%)	713	774	(8.0%)
Available tonne-km (m ATK)	1,260	1,282	(1.7%)	1,260	1,282	(1.7%)
Load factor (%)	56.6%	60.4%	(3.8)	56.6%	60.4%	(3.8)