

JANUARY 2016 TRAFFIC

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

Traffic highlights

Network airlines activity (Air France, KLM, HOP!)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Long-haul	+ 0.4%	+ 3.4%	87.1%	+ 2.5
North America	+ 4.7%	+ 5.9%	87.0%	+ 1.0
Latin America	+ 2.6%	+ 4.6%	91.9%	+ 1.8
Asia	- 4.4%	- 0.3%	86.7%	+ 3.6
Africa / Middle East	- 0.0%	+ 5.6%	82.4%	+ 4.4
Caribbean / Indian Ocean	+ 1.4%	+ 2.5%	88.6%	+ 0.9
Short and Medium-haul	- 4.0%	+ 1.6%	76.6%	+ 4.3
Total	- 0.4%	+ 3.1%	85.2%	+ 2.9

- ▶ 5.8 million passengers, +2.4%
- ▶ Network-wide load factor increase
- ▶ Selective capacity growth in the Americas matched by strong increase in traffic and load factor
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency down compared to January 2015.

Transavia activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Total	+ 4.6%	+ 4.4%	83.8%	- 0.2

- ▶ 0.5 million passengers, +9.3%

Total group passenger activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Total	- 0.2%	+ 3.2%	85.2%	+ 2.7

- ▶ 6.4 million passengers, +3.0%

Cargo activity	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
Total	- 6.8%	- 6.4%	56.8%	+ 0.2

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

Agenda

18th February 2016: Full Year 2015 results

8th March 2016: February 2016 traffic

8th April 2016: March 2016 traffic

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STATISTICS

Network airlines activity*

Total Network airlines*	January			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	5,843	5,705	2.4%	5,843	5,705	2.4%
Revenue pax-kilometers (m RPK)	18,612	18,052	3.1%	18,612	18,052	3.1%
Available seat-kilometers (m ASK)	21,839	21,926	(0.4%)	21,839	21,926	(0.4%)
Load factor (%)	85.2%	82.3%	2.9	85.2%	82.3%	2.9
Long-haul						
Passengers carried ('000s)	2,082	2,006	3.8%	2,082	2,006	3.8%
Revenue pax-kilometers (m RPK)	15,594	15,083	3.4%	15,594	15,083	3.4%
Available seat-kilometers (m ASK)	17,898	17,819	0.4%	17,898	17,819	0.4%
Load factor (%)	87.1%	84.6%	2.5	87.1%	84.6%	2.5
North America						
Passengers carried ('000s)	523	495	5.7%	523	495	5.7%
Revenue pax-kilometers (m RPK)	3,737	3,527	5.9%	3,737	3,527	5.9%
Available seat-kilometers (m ASK)	4,294	4,101	4.7%	4,294	4,101	4.7%
Load factor (%)	87.0%	86.0%	1.0	87.0%	86.0%	1.0
Latin America						
Passengers carried ('000s)	274	258	5.9%	274	258	5.9%
Revenue pax-kilometers (m RPK)	2,600	2,484	4.6%	2,600	2,484	4.6%
Available seat-kilometers (m ASK)	2,829	2,758	2.6%	2,829	2,758	2.6%
Load factor (%)	91.9%	90.1%	1.8	91.9%	90.1%	1.8
Asia / Pacific						
Passengers carried ('000s)	487	487	(0.0%)	487	487	(0.0%)
Revenue pax-kilometers (m RPK)	4,201	4,213	(0.3%)	4,201	4,213	(0.3%)
Available seat-kilometers (m ASK)	4,846	5,069	(4.4%)	4,846	5,069	(4.4%)
Load factor (%)	86.7%	83.1%	3.6	86.7%	83.1%	3.6
Africa / Middle East						
Passengers carried ('000s)	461	438	5.3%	461	438	5.3%
Revenue pax-kilometers (m RPK)	2,593	2,455	5.6%	2,593	2,455	5.6%
Available seat-kilometers (m ASK)	3,149	3,149	(0.0%)	3,149	3,149	(0.0%)
Load factor (%)	82.4%	78.0%	4.4	82.4%	78.0%	4.4
Caribbean / Indian,Ocean						
Passengers carried ('000s)	338	329	2.8%	338	329	2.8%
Revenue pax-kilometers (m RPK)	2,463	2,403	2.5%	2,463	2,403	2.5%
Available seat-kilometers (m ASK)	2,781	2,742	1.4%	2,781	2,742	1.4%
Load factor (%)	88.6%	87.6%	0.9	88.6%	87.6%	0.9
Short and Medium-haul						
Passengers carried ('000s)	3,761	3,699	1.7%	3,761	3,699	1.7%
Revenue pax-kilometers (m RPK)	3,018	2,970	1.6%	3,018	2,970	1.6%
Available seat-kilometers (m ASK)	3,941	4,107	(4.0%)	3,941	4,107	(4.0%)
Load factor (%)	76.6%	72.3%	4.3	76.6%	72.3%	4.3

* Air France, KLM, and HOP!

Transavia activity

Transavia	January			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	530	485	9.3%	530	485	9.3%
Revenue pax-kilometers (m RPK)	937	897	4.4%	937	897	4.4%
Available seat-kilometers (m ASK)	1,118	1,068	4.6%	1,118	1,068	4.6%
Load factor (%)	83.8%	84.0%	(0.2)	83.8%	84.0%	(0.2)

Total group passenger activity**

Total group**	January			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	6,373	6,190	3.0%	6,373	6,190	3.0%
Revenue pax-kilometers (m RPK)	19,549	18,949	3.2%	19,549	18,949	3.2%
Available seat-kilometers (m ASK)	22,957	22,994	(0.2%)	22,957	22,994	(0.2%)
Load factor (%)	85.2%	82.4%	2.7	85.2%	82.4%	2.7

** Air France, KLM, HOP! and Transavia

Cargo activity

Total Group	January			Year to date		
	2016	2015	Variation	2016	2015	Variation
Revenue tonne-km (m RTK)	667	713	(6.4%)	667	713	(6.4%)
Available tonne-km (m ATK)	1,174	1,260	(6.8%)	1,174	1,260	(6.8%)
Load factor (%)	56.8%	56.6%	0.2	56.8%	56.6%	0.2

Air France and HOP! activity

	January			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passenger activity						
Passengers carried ('000s)	3,722	3,743	(0.6%)	3,722	3,743	(0.6%)
Revenue pax-kilometers (m RPK)	11,182	11,027	1.4%	11,182	11,027	1.4%
Available seat-kilometers (m ASK)	13,252	13,445	(1.4%)	13,252	13,445	(1.4%)
Load factor (%)	84.4%	82.0%	2.4	84.4%	82.0%	2.4

	January			Year to date		
	2016	2015	Variation	2016	2015	Variation
Cargo activity						
Revenue tonne-km (m RTK)	272	289	(6.1%)	272	289	(6.1%)
Available tonne-km (m ATK)	560	589	(4.9%)	560	589	(4.9%)
Load factor (%)	48.5%	49.1%	(0.6)	48.5%	49.1%	(0.6)

KLM activity

	January			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passenger activity						
Passengers carried ('000s)	2,122	1,962	8.2%	2,122	1,962	8.2%
Revenue pax-kilometers (m RPK)	7,430	7,025	5.8%	7,430	7,025	5.8%
Available seat-kilometers (m ASK)	8,587	8,481	1.2%	8,587	8,481	1.2%
Load factor (%)	86.5%	82.8%	3.7	86.5%	82.8%	3.7

	January			Year to date		
	2016	2015	Variation	2016	2015	Variation
Cargo activity						
Revenue tonne-km (m RTK)	395	424	(6.7%)	395	424	(6.7%)
Available tonne-km (m ATK)	614	671	(8.5%)	614	671	(8.5%)
Load factor (%)	64.4%	63.1%	1.3	64.4%	63.1%	1.3