

## MAY 2015 TRAFFIC

- ▶ **Strong traffic: group passenger numbers up 3.2%**
- ▶ **Passenger network: strict capacity discipline, continued pressure on unit revenues ex-currency, unit revenues slightly up including currency**
- ▶ **Ongoing accelerated development of Transavia in France**
- ▶ **Restructuring of cargo: full-freighter capacity down 25%**

### 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>+ 1.5%</b>	<b>85.0%</b>	<b>+ 0.3</b>
North America	+ 2.9%	+ 2.0%	88.2%	- 0.7
Latin America	+ 6.1%	+ 5.4%	84.0%	- 0.6
Asia	+ 0.3%	+ 0.9%	84.3%	+ 0.5
Africa / Middle East	- 0.7%	- 0.9%	78.3%	- 0.2
Caribbean / Indian Ocean	- 4.3%	+ 0.0%	89.5%	+ 3.9
<b>Short and Medium-haul</b>	<b>- 2.4%</b>	<b>+ 1.0%</b>	<b>81.3%</b>	<b>+ 2.7</b>
<b>Total passenger network</b>	<b>+ 0.4%</b>	<b>+ 1.4%</b>	<b>84.2%</b>	<b>+ 0.8</b>

- ▶ 6.8 million passengers, up 2.0%
- ▶ Capacity growth on Latin America primarily driven by launch of Amsterdam-Bogota/Cali route
- ▶ Stable capacity on Asia; 9% reduction on the most challenging market, Japan
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency clearly down compared to May 2014
- ▶ Increased pressure on unit revenue: ex-currency unit revenue down approximately 6% in April-May 2015 compared to April-May 2014. Reported unit revenue however slightly up (approximately +1%) including currency over the same period.

Transavia activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+ 8.2%</b>	<b>+ 7.1%</b>	<b>89.9%</b>	<b>- 0.9</b>

- ▶ 1.2 million passengers, up 11.1%
- ▶ Accelerated development of Transavia in France: capacity up 23%, with high load factor

Total group passenger activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+ 1.1%</b>	<b>+ 1.9%</b>	<b>84.8%</b>	<b>+ 0.7</b>

- ▶ 8.0 million passengers, up 3.2%

Cargo activity	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>- 4.8%</b>	<b>- 12.0%</b>	<b>59.4%</b>	<b>- 4.8</b>

- ▶ Ongoing restructuring of cargo: full-freighter capacity down 25% compared to May 2014
- ▶ Unit revenue per available ton kilometer (RATK) ex-currency clearly down compared to May 2014; ex-currency unit revenue down approximately 14% in April-May 2015 compared to April-May 2014.

### Agenda

8 July 2015: June 2015 traffic

24 July 2015: First Half Year 2015 results

10 August 2015: July 2015 traffic

### Investors

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## STATISTICS

### Passenger network activity\*

Total Passenger network*	May			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	6,833	6,700	2.0%	30,726	30,679	0.2%
Revenue pax-kilometers (m RPK)	19,670	19,397	1.4%	91,743	91,650	0.1%
Available seat-kilometers (m ASK)	23,355	23,260	0.4%	110,220	109,991	0.2%
Load factor (%)	84.2%	83.4%	0.8	83.2%	83.3%	(0.1)
<b>Long-haul</b>						
Passengers carried ('000s)	2,090	2,059	1.5%	9,953	9,891	0.6%
Revenue pax-kilometers (m RPK)	15,696	15,462	1.5%	74,807	74,544	0.4%
Available seat-kilometers (m ASK)	18,463	18,250	1.2%	88,201	87,373	0.9%
Load factor (%)	85.0%	84.7%	0.3	84.8%	85.3%	(0.5)
<b>North America</b>						
Passengers carried ('000s)	659	653	1.0%	2,724	2,676	1.8%
Revenue pax-kilometers (m RPK)	4,687	4,594	2.0%	19,354	18,979	2.0%
Available seat-kilometers (m ASK)	5,312	5,165	2.9%	22,298	21,832	2.1%
Load factor (%)	88.2%	88.9%	(0.7)	86.8%	86.9%	(0.1)
<b>Latin America</b>						
Passengers carried ('000s)	250	236	6.0%	1,196	1,179	1.4%
Revenue pax-kilometers (m RPK)	2,409	2,287	5.4%	11,518	11,345	1.5%
Available seat-kilometers (m ASK)	2,869	2,704	6.1%	13,485	13,152	2.5%
Load factor (%)	84.0%	84.6%	(0.6)	85.4%	86.3%	(0.8)
<b>Asia / Pacific</b>						
Passengers carried ('000s)	510	500	2.1%	2,467	2,421	1.9%
Revenue pax-kilometers (m RPK)	4,462	4,422	0.9%	21,473	21,429	0.2%
Available seat-kilometers (m ASK)	5,294	5,279	0.3%	25,307	24,968	1.4%
Load factor (%)	84.3%	83.8%	0.5	84.9%	85.8%	(1.0)
<b>Africa / Middle East</b>						
Passengers carried ('000s)	416	416	(0.0%)	2,081	2,141	(2.8%)
Revenue pax-kilometers (m RPK)	2,285	2,307	(0.9%)	11,635	12,062	(3.5%)
Available seat-kilometers (m ASK)	2,917	2,938	(0.7%)	14,923	15,122	(1.3%)
Load factor (%)	78.3%	78.5%	(0.2)	78.0%	79.8%	(1.8)
<b>Caribbean / Indian. Ocean</b>						
Passengers carried ('000s)	254	254	(0.1%)	1,484	1,474	0.7%
Revenue pax-kilometers (m RPK)	1,853	1,853	0.0%	10,827	10,729	0.9%
Available seat-kilometers (m ASK)	2,071	2,164	(4.3%)	12,187	12,299	(0.9%)
Load factor (%)	89.5%	85.6%	3.9	88.8%	87.2%	1.6
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	4,743	4,641	2.2%	20,773	20,788	(0.1%)
Revenue pax-kilometers (m RPK)	3,974	3,934	1.0%	16,935	17,105	(1.0%)
Available seat-kilometers (m ASK)	4,891	5,010	(2.4%)	22,020	22,619	(2.6%)
Load factor (%)	81.3%	78.5%	2.7	76.9%	75.6%	1.3

\* Air France. KLM. and HOP!

### Transavia activity

Transavia	May			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	1,169	1,052	11.1%	3,635	3,285	10.7%
Revenue pax-kilometers (m RPK)	2,174	2,030	7.1%	6,755	6,343	6.5%
Available seat-kilometers (m ASK)	2,417	2,234	8.2%	7,618	7,153	6.5%
Load factor (%)	89.9%	90.9%	(0.9)	88.7%	88.7%	(0.0)

### Total group passenger activity\*\*

Total group**	May			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	8,002	7,752	3.2%	34,362	33,964	1.2%
Revenue pax-kilometers (m RPK)	21,844	21,427	1.9%	98,497	97,992	0.5%
Available seat-kilometers (m ASK)	25,771	25,494	1.1%	117,838	117,144	0.6%
Load factor (%)	84.8%	84.0%	0.7	83.6%	83.7%	(0.1)

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

### Cargo activity

Total group	May			Year to date		
	2015	2014	Variation	2015	2014	Variation
Revenue tonne-km (m RTK)	741	841	(12.0%)	3,705	4,133	(10.4%)
Available tonne-km (m ATK)	1,247	1,311	(4.8%)	6,168	6,391	(3.5%)
Load factor (%)	59.4%	64.2%	(4.8)	60.1%	64.7%	(4.6)