

## 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)
<b>Long-haul</b>	<b>+1.0%</b>	<b>-0.7%</b>	<b>84.6%</b>	<b>-1.5</b>
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
<b>Short and Medium-haul</b>	<b>-1.0%</b>	<b>+0.5%</b>	<b>72.3%</b>	<b>+1.1</b>
<b>Total</b>	<b>+0.6%</b>	<b>-0.5%</b>	<b>82.3%</b>	<b>-0.9</b>

- ▶ 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)
<b>Total</b>	<b>+ 5.0%</b>	<b>+ 8.1%</b>	<b>83.9%</b>	<b>+ 2.5</b>

- ▶ 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)
<b>Total</b>	<b>+ 0.8%</b>	<b>- 0.1%</b>	<b>82.4%</b>	<b>- 0.8</b>

- ▶ 6.2 million passengers, +1.4%

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

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

### Agenda

19<sup>th</sup> February 2015: FY2014 results  
 9<sup>th</sup> March 2015: February 2015 traffic  
 8<sup>th</sup> April 2015: March 2015 traffic

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## 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)
<b>Long-haul</b>						
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)
<b>North America</b>						
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)
<b>Latin America</b>						
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
<b>Asia / Pacific</b>						
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)
<b>Africa / Middle East</b>						
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)
<b>Caribbean / Indian,Ocean</b>						
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)
<b>Short and Medium-haul</b>						
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)