

## NOVEMBER 2013 TRAFFIC

- ▶ **Passenger: rise in traffic (+0.9%) and decline in load factor (-0.8 point)**
  - ▶ **Cargo: slight increase in traffic (+0.4%) and load factor (+0.5 point)**
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### Passenger

In November 2013, passenger traffic rose by 0.9% for a 2.0% increase in capacity. As a result, the load factor declined by 0.8 points to 80.3%. As expected, unlike last year, traffic benefited much less from the French All Saints Day school holidays<sup>1</sup>, the postponement in travel due to Hurricane Sandy, and the timing of Thanksgiving. The Group carried 6.0 million passengers (-0.2%). Unit revenue per available seat kilometer (RASK) ex-currency was down relative to November 2012.

- On the Americas network, traffic rose by 2.2% for capacity up by 5.3%. At 83.4%, the load factor was 2.5 points lower than the high level reached last year (86.0%). Capacity growth remains driven by the development of the Latin American network (+7.7%), the growth to/from North America being less strong (+3.8%).
- The Asia network posted a 1.5% decline in traffic for stable capacity (-0.1%), the load factor falling by 1.1 points to 81.7%.
- On the Africa and Middle East network, traffic was up by 2.0% for a 5.5% increase in capacity, the load factor standing at 75.6%, down by 2.5 points.
- The Caribbean and Indian Ocean network remained dynamic: traffic was up by 3.7% for capacity up by 2.4%, the load factor increasing by 1.2 points to 87.4%.
- On the European network, traffic declined by 0.6% while capacity was down by 2.8%. The load factor rose by 1.6 points to 73.9%.

### Cargo

Cargo posted a modest 0.4% increase in traffic for virtually stable capacity (-0.3%), leading to a 0.5 point rise in load factor to 68.7%. Unit revenue per available ton kilometer (RATK) ex-currency decreased compared with November 2012.

### Recent developments

Air France-KLM continues its development in rapidly-growing markets.

- Since 25th November, Air France flies to Panama City in addition to the daily KLM service. A leader in Central and South America and the Caribbean in terms of the number of seats offered, the Group serves 25 destinations in this region and offers over 200 weekly flights departing from Paris-Charles de Gaulle and Amsterdam-Schiphol.
- The Group has extended its partnership agreement with Kenya Airways. Starting from 1st January 2014, the joint-venture will cover six routes between Europe and East Africa: Amsterdam-Nairobi, Paris-Nairobi, London-Nairobi, Amsterdam-Entebbe/Kigali, Amsterdam-Lusaka/Harare, Amsterdam-Kilimandjaro/Dar-es-Salaam.
- For the International Forum for investments in the Ivory Coast, Air France will operate a special flight to Abidjan by Airbus A380 on 28th January 2014. For the 2014 Winter season, the airline wishes to service Abidjan by A380 on a regular basis.

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<sup>1</sup> In 2012: from 27th October to 12th November; in 2013: from 9th October to 4th November

## Agenda

- ▶ 8th January 2014: December 2013 traffic
- ▶ 7th February 2014: January 2014 traffic
- ▶ 20th February 2014: Annual Results 2013

### Contacts

**Dominique Barbarin**  
SVP Investor Relations  
Tel : +33 1 49 89 52 60

Email : [do barbarin@airfranceklm.com](mailto:do barbarin@airfranceklm.com)

**Bertrand Delcaire**  
VP Investor Relations  
Tel : +33 1 49 89 52 59

Email : [bedelcaire@airfranceklm.com](mailto:bedelcaire@airfranceklm.com)

website: [www.airfranceklm-finance.com](http://www.airfranceklm-finance.com)

## STATISTICS

### Passenger activity (in millions)

| Total Group                      | November |        |           | Year to date |         |           |
|----------------------------------|----------|--------|-----------|--------------|---------|-----------|
|                                  | 2013     | 2012   | Variation | 2013         | 2012    | Variation |
| Passengers carried (000s)        | 5,992    | 6,005  | (0.2%)    | 72,237       | 71,461  | 1.1%      |
| Revenue pax-kilometers (RPK)     | 17,371   | 17,216 | 0.9%      | 210,312      | 205,917 | 2.1%      |
| Available seat-kilometers (ASK)  | 21,621   | 21,207 | 2.0%      | 250,901      | 247,335 | 1.4%      |
| Load factor (%)                  | 80.3%    | 81.2%  | (0.8)     | 83.8%        | 83.3%   | 0.6       |
| <b>Europe (including France)</b> |          |        |           |              |         |           |
| Passengers carried (000s)        | 4,130    | 4,162  | (0.8%)    | 49,718       | 49,293  | 0.9%      |
| Revenue pax-kilometers (RPK)     | 3,307    | 3,327  | (0.6%)    | 41,015       | 40,728  | 0.7%      |
| Available seat-kilometers (ASK)  | 4,474    | 4,603  | (2.8%)    | 53,461       | 54,467  | (1.8%)    |
| Load factor (%)                  | 73.9%    | 72.3%  | 1.6       | 76.7%        | 74.8%   | 1.9       |
| <b>Americas</b>                  |          |        |           |              |         |           |
| Passengers carried (000s)        | 699      | 685    | 2.1%      | 9,113        | 8,982   | 1.5%      |
| Revenue pax-kilometers (RPK)     | 5,525    | 5,409  | 2.2%      | 71,049       | 69,553  | 2.2%      |
| Available seat-kilometers (ASK)  | 6,624    | 6,293  | 5.3%      | 80,312       | 78,713  | 2.0%      |
| Load factor (%)                  | 83.4%    | 85.9%  | (2.5)     | 88.5%        | 88.4%   | 0.1       |
| <b>Asia / Pacific</b>            |          |        |           |              |         |           |
| Passengers carried (000s)        | 472      | 483    | (2.3%)    | 5,612        | 5,481   | 2.4%      |
| Revenue pax-kilometers (RPK)     | 4,157    | 4,219  | (1.5%)    | 49,801       | 47,712  | 4.4%      |
| Available seat-kilometers (ASK)  | 5,086    | 5,090  | (0.1%)    | 58,093       | 55,481  | 4.7%      |
| Load factor (%)                  | 81.7%    | 82.9%  | (1.1)     | 85.7%        | 86.0%   | (0.3)     |
| <b>Africa / Middle East</b>      |          |        |           |              |         |           |
| Passengers carried (000s)        | 418      | 411    | 1.7%      | 4,754        | 4,685   | 1.5%      |
| Revenue pax-kilometers (RPK)     | 2,366    | 2,319  | 2.0%      | 26,445       | 25,978  | 1.8%      |
| Available seat-kilometers (ASK)  | 3,131    | 2,969  | 5.5%      | 33,033       | 32,293  | 2.3%      |
| Load factor (%)                  | 75.6%    | 78.1%  | (2.5)     | 80.1%        | 80.4%   | (0.4)     |
| <b>Caribbean / Indian,Ocean</b>  |          |        |           |              |         |           |
| Passengers carried (000s)        | 273      | 264    | 3.4%      | 3,040        | 3,021   | 0.6%      |
| Revenue pax-kilometers (RPK)     | 2,015    | 1,943  | 3.7%      | 22,001       | 21,945  | 0.3%      |
| Available seat-kilometers (ASK)  | 2,305    | 2,252  | 2.4%      | 26,001       | 26,380  | (1.4%)    |
| Load factor (%)                  | 87.4%    | 86.3%  | 1.2       | 84.6%        | 83.2%   | 1.4       |

### Cargo activity (in millions)

| Total Group                      | November |       |           | Year to date |        |           |
|----------------------------------|----------|-------|-----------|--------------|--------|-----------|
|                                  | 2013     | 2012  | Variation | 2013         | 2012   | Variation |
| Revenue tonne-km (RTK)           | 891      | 887   | 0.4%      | 9,239        | 9,697  | (4.7%)    |
| Available tonne-km (ATK)         | 1,297    | 1,301 | (0.3%)    | 14,673       | 15,094 | (2.8%)    |
| Load factor (%)                  | 68.7%    | 68.2% | 0.5       | 63.0%        | 64.2%  | (1.3)     |
| <b>Europe (including France)</b> |          |       |           |              |        |           |
| Revenue tonne-km (RTK)           | 6        | 6     | (6.8%)    | 61           | 62     | (2.9%)    |
| Available tonne-km (ATK)         | 41       | 43    | (4.6%)    | 486          | 492    | (1.3%)    |
| Load factor (%)                  | 13.7%    | 14.0% | (0.3)     | 12.4%        | 12.7%  | (0.2)     |
| <b>Americas</b>                  |          |       |           |              |        |           |
| Revenue tonne-km (RTK)           | 360      | 361   | (0.3%)    | 3,796        | 3,864  | (1.8%)    |
| Available tonne-km (ATK)         | 522      | 519   | 0.6%      | 6,129        | 6,070  | 1.0%      |
| Load factor (%)                  | 69.1%    | 69.7% | (0.6)     | 61.9%        | 63.7%  | (1.7)     |
| <b>Asia / Pacific</b>            |          |       |           |              |        |           |
| Revenue tonne-km (RTK)           | 355      | 342   | 4.0%      | 3,574        | 3,877  | (7.8%)    |
| Available tonne-km (ATK)         | 420      | 426   | (1.4%)    | 4,590        | 4,980  | (7.8%)    |
| Load factor (%)                  | 84.5%    | 80.2% | 4.3       | 77.9%        | 77.8%  | 0.0       |
| <b>Africa / Middle East</b>      |          |       |           |              |        |           |
| Revenue tonne-km (RTK)           | 134      | 141   | (5.4%)    | 1,437        | 1,492  | (3.6%)    |
| Available tonne-km (ATK)         | 224      | 224   | 0.2%      | 2,479        | 2,503  | (1.0%)    |
| Load factor (%)                  | 59.5%    | 63.0% | (3.5)     | 58.0%        | 59.6%  | (1.6)     |
| <b>Caribbean / Indian Ocean</b>  |          |       |           |              |        |           |
| Revenue tonne-km (RTK)           | 36       | 37    | (2.5%)    | 371          | 401    | (7.7%)    |
| Available tonne-km (ATK)         | 90       | 89    | 0.6%      | 989          | 1,049  | (5.7%)    |
| Load factor (%)                  | 40.2%    | 41.5% | (1.3)     | 37.5%        | 38.3%  | (0.8)     |