

## MARCH 2014 TRAFFIC

- ▶ **Passenger: disciplined capacity growth; impact of timing of Easter**
- ▶ **Cargo: increase in load factor**

### Traffic highlights

Passenger	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Long-haul</b>	<b>+1.7</b>	<b>-0.2</b>	<b>85.0</b>	<b>-1.6</b>
Americas	+4.7	+0.9	85.9	-3.3
Asia	-1.8	-2.4	86.4	-0.5
Africa / Middle East	+3.1	+0.0	78.0	-2.4
Caribbean / Indian Ocean	-0.2	+1.3	88.8	+1.3
<b>Medium-haul</b>	<b>+0.6</b>	<b>+1.0</b>	<b>75.8</b>	<b>+0.3</b>
<b>Total</b>	<b>+1.5</b>	<b>+0.0</b>	<b>83.1</b>	<b>-1.2</b>

- ▶ 6.3 million passengers, +0.3%
- ▶ Capacity growth on the Americas driven by Latin America (+10.0%). Capacity up 1.6% on North America
- ▶ Strong impact of medium-haul restructuring especially on Air France point-to-point network, compensated by capacity growth at KLM
- ▶ Traffic, load factor and unit revenue negatively impacted by Easter week falling in April this year versus March last year
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency down compared with March 2013, due to the timing of Easter
- ▶ No change in market trend identified during the first quarter

Cargo	Capacity (ATK, %ch)	Traffic (TKT, %ch)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>-1.3</b>	<b>+2.7</b>	<b>67.7</b>	<b>+2.7</b>

- ▶ Rise in load factor
- ▶ Unit revenue per available ton kilometer (RATK) ex-currency down compared with March 2013

### Recent developments

- ▶ On 31st March, Air France launched a route to Brasilia, the third destination to Brazil, after Rio de Janeiro and Sao Paulo. This route is underpinned by the recent strengthening of the partnership with GOL. By next Summer the group will operate more than six flights per day to Brazil.
- ▶ Air France-KLM selected the GENx-1B engine to equip the Boeing 787-9 fleet. The agreement includes a partnership with General Electric on the GENx engine maintenance. The first B787 will be delivered to KLM in October 2015 and to Air France in January 2017.
- ▶ Air France-KLM also announced the acquisition of a US component support specialist, Barfield, enabling the group to complete its presence on the world's number one aircraft maintenance market.
- ▶ At the beginning of April, Air France launched a new advertising campaign in 12 countries in line with the ongoing product upgrade strategy.

### Agenda

30<sup>th</sup> April 2014: Q1 2014 results

12<sup>th</sup> May 2014: April 2014 traffic

20<sup>th</sup> May 2014: Annual General Meeting, Carrousel du Louvre, 99 rue de Rivoli, Paris 75001

### Investors

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## STATISTICS

### Passenger activity (in millions)

Total Group	March			Year to date		
	2014	2013	Variation	2014	2013	Variation
Passengers carried (000s)	6,298	6,276	0.3%	17,318	16,992	1.9%
Revenue pax-kilometers (RPK)	18,660	18,653	0.0%	53,027	51,942	2.1%
Available seat-kilometers (ASK)	22,447	22,114	1.5%	64,047	63,215	1.3%
Load factor (%)	83.1%	84.3%	(1.2)	82.8%	82.2%	0.6
<b>Long haul</b>						
Passengers carried (000s)	2,010	2,015	(0.2%)	5,787	5,669	2.1%
Revenue pax-kilometers (RPK)	15,165	15,194	(0.2%)	43,707	42,776	2.2%
Available seat-kilometers (ASK)	17,836	17,530	1.7%	51,307	50,230	2.1%
Load factor (%)	85.0%	86.7%	(1.6)	85.2%	85.2%	0.0
<b>Americas</b>						
Passengers carried (000s)	755	751	0.5%	2,122	2,054	3.3%
Revenue pax-kilometers (RPK)	5,952	5,901	0.9%	16,887	16,304	3.6%
Available seat-kilometers (ASK)	6,931	6,620	4.7%	19,653	18,759	4.8%
Load factor (%)	85.9%	89.1%	(3.3)	85.9%	86.9%	(1.0)
<b>Asia / Pacific</b>						
Passengers carried (000s)	499	512	(2.5%)	1,425	1,430	(0.4%)
Revenue pax-kilometers (RPK)	4,414	4,524	(2.4%)	12,596	12,610	(0.1%)
Available seat-kilometers (ASK)	5,110	5,206	(1.8%)	14,578	14,770	(1.3%)
Load factor (%)	86.4%	86.9%	(0.5)	86.4%	85.4%	1.0
<b>Africa / Middle East</b>						
Passengers carried (000s)	440	440	0.1%	1,299	1,261	3.0%
Revenue pax-kilometers (RPK)	2,490	2,490	0.0%	7,368	7,149	3.1%
Available seat-kilometers (ASK)	3,194	3,099	3.1%	9,272	9,000	3.0%
Load factor (%)	78.0%	80.3%	(2.4)	79.5%	79.4%	0.0
<b>Caribbean / Indian, Ocean</b>						
Passengers carried (000s)	317	313	1.3%	941	924	1.9%
Revenue pax-kilometers (RPK)	2,308	2,279	1.3%	6,856	6,714	2.1%
Available seat-kilometers (ASK)	2,601	2,605	(0.2%)	7,803	7,701	1.3%
Load factor (%)	88.8%	87.5%	1.3	87.9%	87.2%	0.7
<b>Medium haul (excluding Cityjet)</b>						
Passengers carried (000s)	4,287	4,262	0.6%	11,530	11,323	1.8%
Revenue pax-kilometers (RPK)	3,495	3,459	1.0%	9,320	9,166	1.7%
Available seat-kilometers (ASK)	4,611	4,584	0.6%	12,740	12,986	(1.9%)
Load factor (%)	75.8%	75.5%	0.3	73.2%	70.6%	2.6

### Cargo activity (in millions)

Total Group	March			Year to date		
	2014	2013	Variation	2014	2013	Variation
Revenue tonne-km (RTK)	898	874	2.7%	2,461	2,416	1.9%
Available tonne-km (ATK)	1,327	1,344	(1.3%)	3,798	3,834	(0.9%)
Load factor (%)	67.7%	65.0%	2.7	64.8%	63.0%	1.8
<b>Americas</b>						
Revenue tonne-km (RTK)	373	359	3.7%	1,037	1,010	2.6%
Available tonne-km (ATK)	534	534	(0.1%)	1,552	1,541	0.7%
Load factor (%)	69.8%	67.2%	2.6	66.8%	65.6%	1.3
<b>Asia / Pacific</b>						
Revenue tonne-km (RTK)	342	331	3.4%	914	884	3.3%
Available tonne-km (ATK)	419	426	(1.8%)	1,163	1,178	(1.3%)
Load factor (%)	81.7%	77.6%	4.1	78.6%	75.1%	3.5
<b>Africa / Middle East</b>						
Revenue tonne-km (RTK)	139	139	(0.1%)	384	398	(3.4%)
Available tonne-km (ATK)	233	238	(2.1%)	672	696	(3.4%)
Load factor (%)	59.5%	58.3%	1.2	57.2%	57.2%	(0.0)
<b>Caribbean / Indian Ocean</b>						
Revenue tonne-km (RTK)	39	40	(0.9%)	110	107	2.6%
Available tonne-km (ATK)	98	102	(4.4%)	289	296	(2.3%)
Load factor (%)	40.4%	39.0%	1.4	38.0%	36.2%	1.8
<b>Medium haul</b>						
Revenue tonne-km (RTK)	5	6	(5.8%)	16	16	(2.4%)
Available tonne-km (ATK)	44	43	0.2%	121	123	(1.2%)
Load factor (%)	12.5%	13.3%	(0.8)	13.0%	13.2%	(0.2)