

## NOVEMBER 2014 TRAFFIC

- ▶ **Passenger: strict capacity discipline, increase in traffic and load factor**
- ▶ **Short and Medium-haul: continued restructuring of point-to-point and ongoing accelerated development of Transavia**

### Traffic highlights

Passenger	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Long-haul</b>	<b>-0.9%</b>	<b>+0.5%</b>	<b>83.1%</b>	<b>+1.1</b>
Americas	+1.7%	+3.4%	84.8%	+1.4
Asia	-1.0%	+0.7%	83.1%	+1.4
Africa / Middle East	-4.7%	-5.9%	74.6%	-1.0
Caribbean / Indian Ocean	-2.7%	-0.5%	89.5%	+2.0
<b>Short and Medium-haul</b>	<b>-3.0%</b>	<b>-0.1%</b>	<b>76.5%</b>	<b>+2.2</b>
<b>Total</b>	<b>-1.3%</b>	<b>+0.4%</b>	<b>81.8%</b>	<b>+1.4</b>

- ▶ 5.9 million passengers, +0.5%
- ▶ Restructuring of point-to-point supports increase in load factor
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency down compared to November 2013

Transavia	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+14.4%</b>	<b>+15.4%</b>	<b>86.4%</b>	<b>+0.8</b>

- ▶ 0.5 million passengers, +22.0%
- ▶ Ongoing accelerated development in France: capacity up 48.0%

Cargo	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>-0.2%</b>	<b>-3.6%</b>	<b>66.4%</b>	<b>-2.3</b>

- ▶ Unit revenue per available ton kilometer (RATK) ex-currency down compared to November 2013

### Recent developments

- ▶ Air France unveiled its new Short and Medium-Haul initiatives. In point-to-point, a presentation of the new Hop! Air France organization was given to the Air France Works Council. With respect to the Paris-Charles de Gaulle hub, the company is pursuing its move up-market by introducing, starting from April 2015, a new seat and a new catering proposition.
- ▶ Having installed the new World Business Class on all its B747-400s, KLM brought its first B777-200 into service equipped with this new product and a new Economy cabin. The renovation of KLM's 15 B777-200s will be completed by the end of 2015.
- ▶ At the end of November, the Group entered into a hedging transaction to protect the value of half its Amadeus shares. The Group retains its shareholding amounting to 19.7 million shares (4.4% of the share capital).

### Agenda

8<sup>th</sup> January 2015: December 2014 traffic

9<sup>th</sup> February 2015: January 2015 traffic

19<sup>th</sup> February 2015: FY2014 results

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## STATISTICS

### Passenger activity

Total Group	November			Year to date		
	2014	2013	Variation	2014	2013	Variation
Passengers carried ('000s)	5,944	5,914	0.5%	71,231	71,189	0.1%
Revenue pax-kilometers (m RPK)	17,400	17,336	0.4%	210,910	209,790	0.5%
Available seat-kilometers (m ASK)	21,278	21,556	(1.3%)	248,567	250,053	(0.6%)
Load factor (%)	81.8%	80.4%	1.4	84.9%	83.9%	1.0
<b>Long-haul</b>						
Passengers carried ('000s)	1,869	1,862	0.4%	22,687	22,520	0.7%
Revenue pax-kilometers (m RPK)	14,130	14,064	0.5%	170,592	169,298	0.8%
Available seat-kilometers (m ASK)	17,001	17,147	(0.9%)	197,513	197,439	0.0%
Load factor (%)	83.1%	82.0%	1.1	86.4%	85.7%	0.6
<b>Americas</b>						
Passengers carried ('000s)	722	699	3.3%	9,283	9,113	1.9%
Revenue pax-kilometers (m RPK)	5,713	5,525	3.4%	72,349	71,049	1.8%
Available seat-kilometers (m ASK)	6,738	6,624	1.7%	82,424	80,312	2.6%
Load factor (%)	84.8%	83.4%	1.4	87.8%	88.5%	(0.7)
<b>Asia / Pacific</b>						
Passengers carried ('000s)	483	472	2.4%	5,603	5,612	(0.2%)
Revenue pax-kilometers (m RPK)	4,185	4,157	0.7%	49,416	49,801	(0.8%)
Available seat-kilometers (m ASK)	5,035	5,086	(1.0%)	56,908	58,093	(2.0%)
Load factor (%)	83.1%	81.7%	1.4	86.8%	85.7%	1.1
<b>Africa / Middle East</b>						
Passengers carried ('000s)	391	418	(6.5%)	4,721	4,754	(0.7%)
Revenue pax-kilometers (m RPK)	2,226	2,366	(5.9%)	26,457	26,445	0.0%
Available seat-kilometers (m ASK)	2,985	3,131	(4.7%)	32,652	33,033	(1.2%)
Load factor (%)	74.6%	75.6%	(1.0)	81.0%	80.1%	1.0
<b>Caribbean / Indian,Ocean</b>						
Passengers carried ('000s)	272	273	(0.3%)	3,081	3,040	1.3%
Revenue pax-kilometers (m RPK)	2,006	2,015	(0.5%)	22,370	22,001	1.7%
Available seat-kilometers (m ASK)	2,242	2,305	(2.7%)	25,530	26,001	(1.8%)
Load factor (%)	89.5%	87.4%	2.0	87.6%	84.6%	3.0
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	4,075	4,051	0.6%	48,544	48,669	(0.3%)
Revenue pax-kilometers (m RPK)	3,270	3,273	(0.1%)	40,318	40,492	(0.4%)
Available seat-kilometers (m ASK)	4,277	4,409	(3.0%)	51,054	52,614	(3.0%)
Load factor (%)	76.5%	74.2%	2.2	79.0%	77.0%	2.0

### Transavia activity

Total Group	November			Year to date		
	2014	2013	Variation	2014	2013	Variation
Passengers carried ('000s)	497	407	22.0%	9,407	8,470	11.1%
Revenue pax-kilometers (m RPK)	968	839	15.4%	18,188	16,881	7.7%
Available seat-kilometers (m ASK)	1,120	979	14.4%	20,171	18,653	8.1%
Load factor (%)	86.4	85.7	0.8	90.2	90.5	(0.3)

An Excel file containing historical Transavia traffic data is available on our website at <http://www.airfranceklm-finance.com>

## Cargo activity

Total Group	November			Year to date		
	2014	2013	Variation	2014	2013	Variation
Revenue tonne-km (m RTK)	859	891	(3.6%)	9,029	9,242	(2.3%)
Available tonne-km (m ATK)	1,293	1,296	(0.2%)	14,323	14,674	(2.4%)
Load factor (%)	66.4%	68.7%	(2.3)	63.0%	63.0%	0.1
<b>Americas</b>						
Revenue tonne-km (m RTK)	358	360	(0.8%)	3,781	3,799	(0.5%)
Available tonne-km (m ATK)	537	521	3.0%	6,057	6,131	(1.2%)
Load factor (%)	66.6%	69.1%	(2.5)	62.4%	62.0%	0.5
<b>Asia / Pacific</b>						
Revenue tonne-km (m RTK)	325	355	(8.5%)	3,419	3,574	(4.3%)
Available tonne-km (m ATK)	404	420	(3.9%)	4,405	4,590	(4.0%)
Load factor (%)	80.6%	84.6%	(4.0)	77.6%	77.9%	(0.2)
<b>Africa / Middle East</b>						
Revenue tonne-km (m RTK)	134	134	0.3%	1,403	1,438	(2.4%)
Available tonne-km (m ATK)	221	225	(1.7%)	2,399	2,479	(3.2%)
Load factor (%)	60.7%	59.5%	1.2	58.5%	58.0%	0.5
<b>Caribbean / Indian Ocean</b>						
Revenue tonne-km (m RTK)	37	36	0.6%	368	370	(0.6%)
Available tonne-km (m ATK)	90	90	0.3%	966	989	(2.3%)
Load factor (%)	40.7%	40.6%	0.1	38.1%	37.5%	0.6
<b>Short and Medium-haul</b>						
Revenue tonne-km (m RTK)	6	6	2.4%	59	60	(3.1%)
Available tonne-km (m ATK)	42	41	2.8%	496	486	2.1%
Load factor (%)	13.6%	13.7%	(0.1)	11.8%	12.4%	(0.6)