

## FEBRUARY 2015 TRAFFIC

- ▶ Network airlines: continued strict capacity discipline, contrasting trends
- ▶ 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>+ 0.4%</b>	<b>- 0.1%</b>	<b>83.9%</b>	<b>- 0.4</b>
North America	+ 2.2%	+ 4.0%	83.1%	+ 1.5
Latin America	- 0.0%	- 1.6%	85.4%	- 1.4
Asia	+ 1.8%	+ 0.4%	85.7%	- 1.2
Africa / Middle East	- 1.7%	- 5.6%	76.2%	- 3.1
Caribbean / Indian Ocean	- 1.7%	+ 0.6%	89.1%	+ 2.0
<b>Short and Medium-haul</b>	<b>- 1.5%</b>	<b>+ 0.6%</b>	<b>73.6%</b>	<b>+ 1.6</b>
<b>Total network airlines</b>	<b>+ 0.0%</b>	<b>- 0.0%</b>	<b>81.9%</b>	<b>- 0.0</b>

- ▶ 5.4 million passengers, +0.8%
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency down compared to February 2014, reflecting the expected capacity-demand balances: good performance on North America, the Caribbean/ Indian Ocean region and point-to-point, unit revenues under pressure on Asia, Africa/Middle East and Latin America

Transavia activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+ 8.4%</b>	<b>+ 10.9%</b>	<b>89.6%</b>	<b>+ 2.0</b>

- ▶ 0.5 million passengers, +14.8%
- ▶ Ongoing accelerated development of Transavia: strong traffic growth combined with increased load factor

Total group passenger activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+ 0.4%</b>	<b>+ 0.6%</b>	<b>82.3%</b>	<b>+ 0.1</b>

- ▶ 5.9 million passengers, +1.9%

Cargo activity	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>- 3.1%</b>	<b>- 8.2%</b>	<b>62.8%</b>	<b>- 3.4</b>

- ▶ Unit revenue per available ton kilometer (RATK) ex-currency down compared to February 2014, impacted notably by the change in business mix (13% reduction in full-freighter capacity)

### Agenda

8 April 2015: March 2015 traffic  
 30 April 2015: Results of the First Quarter of 2015  
 11 May 2015: April 2015 traffic

### Investors

**Bertrand Delcaire**  
 +33 1 49 89 52 59  
[bedelcaire@airfranceklm.com](mailto:bedelcaire@airfranceklm.com)  
[www.airfranceklm-finance.com](http://www.airfranceklm-finance.com)

**Dirk Voermans**  
 +33 1 49 89 52 60  
[divoermans@airfranceklm.com](mailto:divoermans@airfranceklm.com)

### Press

+33 1 41 56 56 00

[www.airfranceklm.com](http://www.airfranceklm.com)

## STATISTICS

### Network airlines activity\*

Total Network airlines*	February			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	5,386	5,343	0.8%	11,091	11,020	0.6%
Revenue pax-kilometers (m RPK)	16,219	16,220	(0.0%)	34,271	34,367	(0.3%)
Available seat-kilometers (m ASK)	19,809	19,806	0.0%	41,735	41,600	0.3%
Load factor (%)	81.9%	81.9%	(0.0)	82.1%	82.6%	(0.5)
<b>Long-haul</b>						
Passengers carried ('000s)	1,771	1,765	0.3%	3,778	3,777	0.0%
Revenue pax-kilometers (m RPK)	13,332	13,350	(0.1%)	28,415	28,542	(0.4%)
Available seat-kilometers (m ASK)	15,888	15,825	0.4%	33,707	33,471	0.7%
Load factor (%)	83.9%	84.4%	(0.4)	84.3%	85.3%	(1.0)
<b>North America</b>						
Passengers carried ('000s)	424	406	4.5%	918	891	3.1%
Revenue pax-kilometers (m RPK)	3,017	2,900	4.0%	6,544	6,365	2.8%
Available seat-kilometers (m ASK)	3,628	3,552	2.2%	7,730	7,553	2.3%
Load factor (%)	83.1%	81.6%	1.5	84.7%	84.3%	0.4
<b>Latin America</b>						
Passengers carried ('000s)	215	222	(2.9%)	473	477	(0.6%)
Revenue pax-kilometers (m RPK)	2,079	2,113	(1.6%)	4,563	4,570	(0.2%)
Available seat-kilometers (m ASK)	2,435	2,436	(0.0%)	5,193	5,169	0.5%
Load factor (%)	85.4%	86.7%	(1.4)	87.9%	88.4%	(0.5)
<b>Asia / Pacific</b>						
Passengers carried ('000s)	453	441	2.7%	940	926	1.6%
Revenue pax-kilometers (m RPK)	3,913	3,898	0.4%	8,126	8,182	(0.7%)
Available seat-kilometers (m ASK)	4,565	4,486	1.8%	9,634	9,468	1.7%
Load factor (%)	85.7%	86.9%	(1.2)	84.3%	86.4%	(2.1)
<b>Africa / Middle East</b>						
Passengers carried ('000s)	381	400	(4.9%)	819	859	(4.7%)
Revenue pax-kilometers (m RPK)	2,154	2,281	(5.6%)	4,609	4,878	(5.5%)
Available seat-kilometers (m ASK)	2,825	2,874	(1.7%)	5,974	6,078	(1.7%)
Load factor (%)	76.2%	79.4%	(3.1)	77.2%	80.2%	(3.1)
<b>Caribbean / Indian,Ocean</b>						
Passengers carried ('000s)	298	297	0.6%	627	624	0.4%
Revenue pax-kilometers (m RPK)	2,171	2,158	0.6%	4,574	4,548	0.6%
Available seat-kilometers (m ASK)	2,435	2,478	(1.7%)	5,177	5,202	(0.5%)
Load factor (%)	89.1%	87.1%	2.0	88.3%	87.4%	0.9
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	3,615	3,578	1.0%	7,313	7,243	1.0%
Revenue pax-kilometers (m RPK)	2,887	2,870	0.6%	5,857	5,824	0.6%
Available seat-kilometers (m ASK)	3,921	3,981	(1.5%)	8,028	8,129	(1.2%)
Load factor (%)	73.6%	72.1%	1.6	73.0%	71.6%	1.3

\* Air France, KLM, and HOP!

### Transavia activity

Transavia	February			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	535	466	14.8%	1,020	896	13.8%
Revenue pax-kilometers (m RPK)	982	886	10.9%	1,879	1,715	9.5%
Available seat-kilometers (m ASK)	1,096	1,011	8.4%	2,165	2,029	6.7%
Load factor (%)	89.6%	87.6%	2.0	86.8%	84.5%	2.3

### Total group passenger activity\*\*

Total group**	February			Year to date		
	2015	2014	Variation	2015	2014	Variation
Passengers carried ('000s)	5 921	5 809	1,9%	12 111	11 916	1,6%
Revenue pax-kilometers (m RPK)	17 202	17 105	0,6%	36 150	36 081	0,2%
Available seat-kilometers (m ASK)	20 905	20 817	0,4%	43 900	43 629	0,6%
Load factor (%)	82,3%	82,2%	0,1	82,3%	82,7%	(0,4)

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

### Cargo activity

Total group	February			Year to date		
	2015	2014	Variation	2015	2014	Variation
Revenue tonne-km (m RTK)	726	791	(8.2%)	1,439	1,565	(8.1%)
Available tonne-km (m ATK)	1,157	1,194	(3.1%)	2,417	2,476	(2.4%)
Load factor (%)	62.8%	66.2%	(3.4)	59.5%	63.2%	(3.7)