

FEBRUARY 2014 TRAFFIC

- ▶ **Passenger: disciplined capacity growth, increase in load factor**
- ▶ **Cargo: increase in load factor**

Traffic highlights

Passenger	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Long-haul	+2.4	+3.3	84.4	+0.7
Americas	+4.5	+4.5	83.7	-0.0
Asia	-0.8	+1.0	86.9	+1.5
Africa / Middle East	+2.3	+4.8	79.4	+1.9
Caribbean / Indian Ocean	+3.8	+3.4	87.1	-0.3
Medium-haul	-3.8	+0.8	72.1	+3.3
Total	+1.1	+2.9	81.9	+1.4

- ▶ 5.3 million passengers, +1.8%
- ▶ Rise in capacity on the Americas driven by development in Latin America (+9.9%); capacity up +1.1% on North America
- ▶ Significant impact from medium-haul restructuring
- ▶ Increase in Unit revenue per available seat kilometre (RASK) ex-currency versus February 2013

Cargo	Capacity (ATK, %ch)	Traffic (TKT, %ch)	Load Factor (%)	Change (pts)
Total	-0.6	+3.5	66.2	+2.7

- ▶ Improvement in load factor
- ▶ Unit revenue per available tonne kilometre (RATK) ex-currency stable versus February 2013

Recent developments

- ▶ Air France and KLM announced the details of their Summer 2014 schedules (from 30th March to 25th October). In long-haul the main development is focused on Latin America with the opening of Brasilia thanks to the partnership agreement with GOL, and the continuation of the Santiago service launched by KLM in February. The impact of Transform 2015 on medium-haul translates into capacity reductions at Air France, while aircraft densification and the reduction in turnaround times enables KLM to increase its offer, launching four new destinations in Europe.
- ▶ After suspending sales in Venezuela since the end of January, the group will reduce capacity on the Paris-Caracas route by 45% as from April 2014.
- ▶ At the beginning of March, SkyTeam welcomed its 20th member, Garuda, the Indonesian carrier. 13 out of the 20 alliance members are based outside Europe and North America.

Agenda

7th April 2014: March 2014 traffic
 30th April 2014: Q1 2014 results
 12th May 2014: April 2014 traffic

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STATISTICS

Passenger activity (in millions)

Total Group	February			Year to date		
	2014	2013	Variation	2014	2013	Variation
Passengers carried (000s)	5,343	5,248	1.8%	11,020	10,716	2.8%
Revenue pax-kilometers (RPK)	16,220	15,770	2.9%	34,367	33,289	3.2%
Available seat-kilometers (ASK)	19,806	19,584	1.1%	41,600	41,102	1.2%
Load factor (%)	81.9%	80.5%	1.4	82.6%	81.0%	1.6
Long haul						
Passengers carried (000s)	1,765	1,710	+3.2%	3,777	3,654	+3.4%
Revenue pax-kilometers (RPK)	13,350	12,924	+3.3%	28,542	27,582	+3.5%
Available seat-kilometers (ASK)	15,825	15,448	+2.4%	33,471	32,700	+2.4%
Load factor (%)	84.4%	83.7%	0.7	85.3%	84.3%	0.9
Americas						
Passengers carried (000s)	627	600	4.6%	1,368	1,303	5.0%
Revenue pax-kilometers (RPK)	5,012	4,799	4.5%	10,935	10,402	5.1%
Available seat-kilometers (ASK)	5,988	5,730	4.5%	12,722	12,139	4.8%
Load factor (%)	83.7%	83.8%	(0.0)	86.0%	85.7%	0.3
Asia / Pacific						
Passengers carried (000s)	441	439	0.4%	926	919	0.8%
Revenue pax-kilometers (RPK)	3,898	3,860	1.0%	8,182	8,086	1.2%
Available seat-kilometers (ASK)	4,486	4,522	(0.8%)	9,468	9,564	(1.0%)
Load factor (%)	86.9%	85.4%	1.5	86.4%	84.5%	1.9
Africa / Middle East						
Passengers carried (000s)	400	382	4.9%	859	822	4.6%
Revenue pax-kilometers (RPK)	2,282	2,176	4.8%	4,878	4,659	4.7%
Available seat-kilometers (ASK)	2,874	2,808	2.3%	6,078	5,901	3.0%
Load factor (%)	79.4%	77.5%	1.9	80.3%	79.0%	1.3
Caribbean / Indian,Ocean						
Passengers carried (000s)	297	289	2.5%	624	611	2.2%
Revenue pax-kilometers (RPK)	2,158	2,088	3.4%	4,548	4,435	2.5%
Available seat-kilometers (ASK)	2,478	2,388	3.8%	5,202	5,096	2.1%
Load factor (%)	87.1%	87.4%	(0.3)	87.4%	87.0%	0.4
Medium haul (excluding Cityjet)						
Passengers carried (000s)	3,578	3,538	1.1%	7,243	7,062	2.6%
Revenue pax-kilometers (RPK)	2,870	2,846	0.8%	5,825	5,707	2.1%
Available seat-kilometers (ASK)	3,981	4,137	(3.8%)	8,129	8,402	(3.2%)
Load factor (%)	72.1%	68.8%	3.3	71.7%	67.9%	3.7

Cargo activity (in millions)

Total Group	February			Year to date		
	2014	2013	Variation	2014	2013	Variation
Revenue tonne-km (RTK)	790	763	3.5%	1,563	1,542	1.3%
Available tonne-km (ATK)	1,192	1,200	(0.6%)	2,471	2,490	(0.8%)
Load factor (%)	66.2%	63.6%	2.7	63.3%	61.9%	1.3
Americas						
Revenue tonne-km (RTK)	344	324	6.1%	665	651	2.0%
Available tonne-km (ATK)	498	488	2.1%	1,018	1,007	1.1%
Load factor (%)	69.0%	66.4%	2.6	65.3%	64.7%	0.6
Asia / Pacific						
Revenue tonne-km (RTK)	275	267	3.2%	572	554	3.2%
Available tonne-km (ATK)	352	361	(2.4%)	744	752	(1.1%)
Load factor (%)	78.2%	74.0%	4.2	76.8%	73.6%	3.2
Africa / Middle East						
Revenue tonne-km (RTK)	126	131	(4.0%)	246	259	(5.2%)
Available tonne-km (ATK)	211	222	(5.0%)	439	458	(4.1%)
Load factor (%)	59.7%	59.1%	0.6	55.9%	56.6%	(0.7)
Caribbean / Indian Ocean						
Revenue tonne-km (RTK)	40	36	10.7%	71	67	4.7%
Available tonne-km (ATK)	94	91	3.3%	192	194	(1.1%)
Load factor (%)	42.2%	39.3%	2.8	36.8%	34.8%	2.0
Medium haul						
Revenue tonne-km (RTK)	5	5	(1.6%)	10	10	(0.5%)
Available tonne-km (ATK)	37	39	(3.1%)	78	79	(1.9%)
Load factor (%)	13.4%	13.2%	0.2	13.3%	13.1%	0.2