

JANUARY 2017 TRAFFIC

- ▶ **Group passenger activity: increase in traffic (+5.3%), load factor (+0.5pt) and passengers (+7.5%)**

Traffic highlights

Passenger network activity (Air France, KLM, HOP!)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Long-haul	+ 2.5%	+ 3.3%	87.9%	+ 0.7
North America	+ 2.1%	+ 0.8%	85.9%	- 1.2
Latin America	- 0.6%	- 1.0%	91.6%	- 0.4
Asia	+ 2.3%	+ 6.8%	90.5%	+ 3.8
Africa / Middle East	+ 2.7%	+ 2.5%	82.2%	- 0.2
Caribbean / Indian Ocean	+ 6.2%	+ 6.8%	89.1%	+ 0.5
Short and Medium-haul	+ 5.3%	+ 6.6%	77.5%	+ 0.9
Total	+ 3.0%	+ 3.9%	86.0%	+ 0.7

- ▶ 6.1 million passengers, +4.7%
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency of January down compared to last year but in a lesser proportion than during the past few months

Transavia activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Total	+ 38.0%	+ 33.3%	81.0%	- 2.9

- ▶ 0.7 million passengers, +38.6%
- ▶ Strong increase in capacity and traffic driven by new routes

Total group passenger activity (Air France, KLM, HOP!, Transavia)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Total	+ 4.7%	+ 5.3%	85.6%	+ 0.5

- ▶ 6.9 million passengers, +7.5%

Cargo activity	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
Total	- 0.8%	- 1.3%	56.6%	- 0.3

- ▶ Unit revenue per available ton kilometer (RATK) ex-currency down compared to January 2016

Agenda

16th February 2017: Full Year 2016 results

8th March 2017: February 2017 traffic

10th April: March 2017 traffic

Investor relations

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STATISTICS

Passenger network activity*

Total Passenger network*	January			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	6,118	5,844	4.7%	6,118	5,844	4.7%
Revenue pax-kilometers (m RPK)	19,338	18,617	3.9%	19,338	18,617	3.9%
Available seat-kilometers (m ASK)	22,495	21,839	3.0%	22,495	21,839	3.0%
Load factor (%)	86.0%	85.2%	0.7	86.0%	85.2%	0.7
Long-haul						
Passengers carried ('000s)	2,142	2,082	2.9%	2,142	2,082	2.9%
Revenue pax-kilometers (m RPK)	16,120	15,599	3.3%	16,120	15,599	3.3%
Available seat-kilometers (m ASK)	18,345	17,898	2.5%	18,345	17,898	2.5%
Load factor (%)	87.9%	87.2%	0.7	87.9%	87.2%	0.7
North America						
Passengers carried ('000s)	527	523	0.8%	527	523	0.8%
Revenue pax-kilometers (m RPK)	3,766	3,737	0.8%	3,766	3,737	0.8%
Available seat-kilometers (m ASK)	4,386	4,294	2.1%	4,386	4,294	2.1%
Load factor (%)	85.9%	87.0%	(1.2)	85.9%	87.0%	(1.2)
Latin America						
Passengers carried ('000s)	271	274	(1.2%)	271	274	(1.2%)
Revenue pax-kilometers (m RPK)	2,578	2,605	(1.0%)	2,578	2,605	(1.0%)
Available seat-kilometers (m ASK)	2,813	2,829	(0.6%)	2,813	2,829	(0.6%)
Load factor (%)	91.6%	92.1%	(0.4)	91.6%	92.1%	(0.4)
Asia / Pacific						
Passengers carried ('000s)	515	487	5.6%	515	487	5.6%
Revenue pax-kilometers (m RPK)	4,487	4,201	6.8%	4,487	4,201	6.8%
Available seat-kilometers (m ASK)	4,958	4,846	2.3%	4,958	4,846	2.3%
Load factor (%)	90.5%	86.7%	3.8	90.5%	86.7%	3.8
Africa / Middle East						
Passengers carried ('000s)	471	461	2.2%	471	461	2.2%
Revenue pax-kilometers (m RPK)	2,658	2,593	2.5%	2,658	2,593	2.5%
Available seat-kilometers (m ASK)	3,234	3,149	2.7%	3,234	3,149	2.7%
Load factor (%)	82.2%	82.4%	(0.2)	82.2%	82.4%	(0.2)
Caribbean / Indian Ocean						
Passengers carried ('000s)	360	338	6.4%	360	338	6.4%
Revenue pax-kilometers (m RPK)	2,631	2,463	6.8%	2,631	2,463	6.8%
Available seat-kilometers (m ASK)	2,954	2,781	6.2%	2,954	2,781	6.2%
Load factor (%)	89.1%	88.6%	0.5	89.1%	88.6%	0.5
Short and Medium-haul						
Passengers carried ('000s)	3,976	3,762	5.7%	3,976	3,762	5.7%
Revenue pax-kilometers (m RPK)	3,217	3,018	6.6%	3,217	3,018	6.6%
Available seat-kilometers (m ASK)	4,150	3,940	5.3%	4,150	3,940	5.3%
Load factor (%)	77.5%	76.6%	0.9	77.5%	76.6%	0.9

* Air France KLM, and HOP!

Transavia activity

Transavia	January			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	734	530	38.6%	734	530	38.6%
Revenue pax-kilometers (m RPK)	1,249	937	33.3%	1,249	937	33.3%
Available seat-kilometers (m ASK)	1,542	1,118	38.0%	1,542	1,118	38.0%
Load factor (%)	81.0%	83.8%	(2.9)	81.0%	83.8%	(2.9)

Total group passenger activity**

Total group**	January			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	6,853	6,374	7.5%	6,853	6,374	7.5%
Revenue pax-kilometers (m RPK)	20,587	19,554	5.3%	20,587	19,554	5.3%
Available seat-kilometers (m ASK)	24,037	22,957	4.7%	24,037	22,957	4.7%
Load factor (%)	85.6%	85.2%	0.5	85.6%	85.2%	0.5

** Air France KLM, HOP! and Transavia

Cargo activity

Total Group	January			Year to date		
	2016	2015	Variation	2016	2015	Variation
Revenue tonne-km (m RTK)	659	668	(1.3%)	659	668	(1.3%)
Available tonne-km (m ATK)	1,164	1,174	(0.8%)	1,164	1,174	(0.8%)
Load factor (%)	56.6%	56.9%	(0.3)	56.6%	56.9%	(0.3)

Air France and HOP! activity

Total Passenger network activity	January			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	3,814	3,722	2.5%	3,814	3,722	2.5%
Revenue pax-kilometers (m RPK)	11,351	11,187	1.5%	11,351	11,187	1.5%
Available seat-kilometers (m ASK)	13,377	13,252	0.9%	13,377	13,252	0.9%
Load factor (%)	84.9%	84.4%	0.4	84.9%	84.4%	0.4
Long-haul						
Passengers carried ('000s)	1,267	1,266	0.1%	1,267	1,266	0.1%
Revenue pax-kilometers (m RPK)	9,350	9,273	0.8%	9,350	9,273	0.8%
Available seat-kilometers (m ASK)	10,740	10,696	0.4%	10,740	10,696	0.4%
Load factor (%)	87.1%	86.7%	0.4	87.1%	86.7%	0.4
Short and Medium-haul						
Passengers carried ('000s)	2,547	2,456	3.7%	2,547	2,456	3.7%
Revenue pax-kilometers (m RPK)	2,001	1,913	4.6%	2,001	1,913	4.6%
Available seat-kilometers (m ASK)	2,637	2,556	3.2%	2,637	2,556	3.2%
Load factor (%)	75.9%	74.8%	1.0	75.9%	74.8%	1.0

Cargo activity	January			Year to date		
	2016	2015	Variation	2016	2015	Variation
Revenue tonne-km (m RTK)	278	272	2.1%	278	272	2.1%
Available tonne-km (m ATK)	560	560	0.0%	560	560	0.0%
Load factor (%)	49.7%	48.7%	1.0	49.7%	48.7%	1.0

KLM activity

Total Passenger network activity	January			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	2,304	2,122	8.6%	2,304	2,122	8.6%
Revenue pax-kilometers (m RPK)	7,987	7,430	7.5%	7,987	7,430	7.5%
Available seat-kilometers (m ASK)	9,118	8,587	6.2%	9,118	8,587	6.2%
Load factor (%)	87.6%	86.5%	1.1	87.6%	86.5%	1.1
Long-haul						
Passengers carried ('000s)	875	817	7.2%	875	817	7.2%
Revenue pax-kilometers (m RPK)	6,771	6,325	7.0%	6,771	6,325	7.0%
Available seat-kilometers (m ASK)	7,605	7,203	5.6%	7,605	7,203	5.6%
Load factor (%)	89.0%	87.8%	1.2	89.0%	87.8%	1.2
Short and Medium-haul						
Passengers carried ('000s)	1,429	1,305	9.5%	1,429	1,305	9.5%
Revenue pax-kilometers (m RPK)	1,216	1,105	10.1%	1,216	1,105	10.1%
Available seat-kilometers (m ASK)	1,513	1,384	9.3%	1,513	1,384	9.3%
Load factor (%)	80.4%	79.8%	0.6	80.4%	79.8%	0.6
Cargo activity						
Revenue tonne-km (m RTK)	381	395	(3.7%)	381	395	(3.7%)
Available tonne-km (m ATK)	604	614	(1.6%)	604	614	(1.6%)
Load factor (%)	63.0%	64.4%	(1.4)	63.0%	64.4%	(1.4)