

## NOVEMBER 2016 TRAFFIC

- ▶ **Group passenger activity: increase in traffic, loadfactor (+1.2 pt) and passengers**

### Traffic highlights

Passenger network activity (Air France, KLM, HOP!)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Long-haul</b>	<b>+ 1.5%</b>	<b>+ 3.1%</b>	<b>84.9%</b>	<b>+ 1.3</b>
North America	+ 0.1%	- 0.5%	85.3%	- 0.5
Latin America	- 1.7%	+ 2.7%	85.1%	+ 3.7
Asia	+ 0.8%	+ 4.1%	86.1%	+ 2.8
Africa / Middle East	+ 1.9%	+ 1.9%	79.1%	+ 0.0
Caribbean / Indian Ocean	+ 9.5%	+ 9.8%	88.4%	+ 0.2
<b>Short and Medium-haul</b>	<b>+ 3.5%</b>	<b>+ 6.1%</b>	<b>79.7%</b>	<b>+ 2.0</b>
<b>Total</b>	<b>+ 1.9%</b>	<b>+ 3.7%</b>	<b>83.8%</b>	<b>+ 1.4</b>

- ▶ 6.2 million passengers, +4.8%
- ▶ Increase in traffic and load factor in all regions of the network except North America; the comparison being impacted by the Paris attacks in November 2015
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency down compared to November 2015

Transavia activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+ 27.7%</b>	<b>+ 24.0%</b>	<b>83.6%</b>	<b>- 2.5</b>

- ▶ 0.7 million passengers, +36.4%
- ▶ Strong increase in capacity driven by new routes from Amsterdam and France and the expansion of the Munich base

Total group passenger activity (Air France, KLM, HOP!, Transavia)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+ 3.2%</b>	<b>+ 4.7%</b>	<b>83.8%</b>	<b>+ 1.2</b>

- ▶ 7.0 million passengers, +7.4%

Cargo activity	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>- 4.4%</b>	<b>- 6.6%</b>	<b>63.7%</b>	<b>- 1.5</b>

- ▶ Unit revenue per available ton kilometer (RATK) ex-currency clearly down compared to November 2015

### Agenda

9<sup>th</sup> January 2017: December 2016 traffic

8<sup>th</sup> February 2017: January 2017 traffic

16<sup>th</sup> February 2017: Full Year 2016 results

### Investor relations

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### Press

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## STATISTICS

### Passenger network activity\*

Total Passenger network*	November			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	6,248	5,962	4.8%	73,717	72,866	1.2%
Revenue pax-kilometers (m RPK)	18,356	17,708	3.7%	218,597	217,150	0.7%
Available seat-kilometers (m ASK)	21,893	21,487	1.9%	255,900	254,487	0.6%
Load factor (%)	83.8%	82.4%	1.4	85.4%	85.3%	0.1
<b>Long-haul</b>						
Passengers carried ('000s)	1,978	1,930	2.5%	23,594	23,511	0.4%
Revenue pax-kilometers (m RPK)	14,913	14,464	3.1%	177,097	176,368	0.4%
Available seat-kilometers (m ASK)	17,576	17,314	1.5%	204,744	203,695	0.5%
Load factor (%)	84.9%	83.5%	1.3	86.5%	86.6%	(0.1)
<b>North America</b>						
Passengers carried ('000s)	528	532	(0.8%)	6,938	6,939	(0.0%)
Revenue pax-kilometers (m RPK)	3,780	3,799	(0.5%)	49,555	49,263	0.6%
Available seat-kilometers (m ASK)	4,430	4,427	0.1%	56,916	55,677	2.2%
Load factor (%)	85.3%	85.8%	(0.5)	87.1%	88.5%	(1.4)
<b>Latin America</b>						
Passengers carried ('000s)	238	234	1.5%	2,849	2,784	2.3%
Revenue pax-kilometers (m RPK)	2,295	2,234	2.7%	27,360	26,754	2.3%
Available seat-kilometers (m ASK)	2,697	2,744	(1.7%)	31,257	30,903	1.1%
Load factor (%)	85.1%	81.4%	3.7	87.5%	86.6%	1.0
<b>Asia / Pacific</b>						
Passengers carried ('000s)	486	474	2.4%	5,531	5,805	(4.7%)
Revenue pax-kilometers (m RPK)	4,230	4,062	4.1%	48,512	50,637	(4.2%)
Available seat-kilometers (m ASK)	4,911	4,874	0.8%	55,317	58,074	(4.7%)
Load factor (%)	86.1%	83.3%	2.8	87.7%	87.2%	0.5
<b>Africa / Middle East</b>						
Passengers carried ('000s)	433	422	2.4%	4,982	4,859	2.5%
Revenue pax-kilometers (m RPK)	2,441	2,395	1.9%	27,603	26,936	2.5%
Available seat-kilometers (m ASK)	3,087	3,030	1.9%	33,682	33,181	1.5%
Load factor (%)	79.1%	79.0%	0.0	82.0%	81.2%	0.8
<b>Caribbean / Indian Ocean</b>						
Passengers carried ('000s)	293	266	10.0%	3,293	3,124	5.4%
Revenue pax-kilometers (m RPK)	2,167	1,974	9.8%	24,066	22,777	5.7%
Available seat-kilometers (m ASK)	2,450	2,238	9.5%	27,572	25,860	6.6%
Load factor (%)	88.4%	88.2%	0.2	87.3%	88.1%	(0.8)
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	4,271	4,032	5.9%	50,123	49,355	1.6%
Revenue pax-kilometers (m RPK)	3,443	3,244	6.1%	41,500	40,782	1.8%
Available seat-kilometers (m ASK)	4,318	4,173	3.5%	51,156	50,792	0.7%
Load factor (%)	79.7%	77.7%	2.0	81.1%	80.3%	0.8

\* Air France KLM, and HOP!

### Transavia activity

Transavia	November			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	717	525	36.4%	12,500	10,238	22.1%
Revenue pax-kilometers (m RPK)	1,214	979	24.0%	21,560	19,148	12.6%
Available seat-kilometers (m ASK)	1,453	1,138	27.7%	24,168	21,204	14.0%
Load factor (%)	83.6%	86.0%	(2.5)	89.2%	90.3%	(1.1)

### Total group passenger activity\*\*

Total group**	November			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	6,965	6,487	7.4%	86,217	83,104	3.7%
Revenue pax-kilometers (m RPK)	19,571	18,687	4.7%	240,156	236,297	1.6%
Available seat-kilometers (m ASK)	23,347	22,625	3.2%	280,069	275,691	1.6%
Load factor (%)	83.8%	82.6%	1.2	85.7%	85.7%	0.0

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

### Cargo activity

Total Group	November			Year to date		
	2016	2015	Variation	2016	2015	Variation
Revenue tonne-km (m RTK)	711	762	(6.6%)	7,704	8,259	(6.7%)
Available tonne-km (m ATK)	1,117	1,168	(4.4%)	13,080	13,711	(4.6%)
Load factor (%)	63.7%	65.2%	(1.5)	58.9%	60.2%	(1.3)

## Air France and HOP! activity

Total Passenger network activity	November			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	3,878	3,762	3.1%	45,731	46,533	(1.7%)
Revenue pax-kilometers (m RPK)	10,692	10,560	1.3%	128,854	131,344	(1.9%)
Available seat-kilometers (m ASK)	12,890	13,012	(0.9%)	153,086	155,394	(1.5%)
Load factor (%)	82.9%	81.2%	1.8	84.2%	84.5%	(0.4)
<b>Long-haul</b>						
Passengers carried ('000s)	1,158	1,158	0.0%	14,100	14,346	(1.7%)
Revenue pax-kilometers (m RPK)	8,563	8,525	0.4%	103,276	105,272	(1.9%)
Available seat-kilometers (m ASK)	10,140	10,285	(1.4%)	120,789	122,481	(1.4%)
Load factor (%)	84.5%	82.9%	1.6	85.5%	86.0%	(0.4)
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	2,719	2,604	4.4%	31,632	32,188	(1.7%)
Revenue pax-kilometers (m RPK)	2,129	2,035	4.6%	25,578	26,072	(1.9%)
Available seat-kilometers (m ASK)	2,750	2,727	0.9%	32,297	32,914	(1.9%)
Load factor (%)	77.4%	74.6%	2.8	79.2%	79.2%	(0.0)

Cargo activity	November			Year to date		
	2016	2015	Variation	2016	2015	Variation
Revenue tonne-km (m RTK)	308	299	2.9%	3,237	3,271	(1.0%)
Available tonne-km (m ATK)	534	537	(0.5%)	6,275	6,285	(0.2%)
Load factor (%)	57.7%	55.8%	1.9	51.6%	52.0%	(0.5)

## KLM activity

Total Passenger network activity	November			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	2,370	2,200	7.8%	27,985	26,333	6.3%
Revenue pax-kilometers (m RPK)	7,664	7,148	7.2%	89,742	85,806	4.6%
Available seat-kilometers (m ASK)	9,003	8,475	6.2%	102,814	99,092	3.8%
Load factor (%)	85.1%	84.3%	0.8	87.3%	86.6%	0.7
<b>Long-haul</b>						
Passengers carried ('000s)	819	772	6.2%	9,494	9,165	3.6%
Revenue pax-kilometers (m RPK)	6,350	5,939	6.9%	73,820	71,095	3.8%
Available seat-kilometers (m ASK)	7,436	7,029	5.8%	83,955	81,214	3.4%
Load factor (%)	85.4%	84.5%	0.9	87.9%	87.5%	0.4
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	1,551	1,428	8.6%	18,491	17,167	7.7%
Revenue pax-kilometers (m RPK)	1,314	1,209	8.7%	15,922	14,710	8.2%
Available seat-kilometers (m ASK)	1,567	1,446	8.4%	18,860	17,878	5.5%
Load factor (%)	83.8%	83.6%	0.2	84.4%	82.3%	2.1
<b>Cargo activity</b>						
Revenue tonne-km (m RTK)	403	462	(12.8%)	4,467	4,988	(10.4%)
Available tonne-km (m ATK)	583	631	(7.7%)	6,805	7,426	(8.4%)
Load factor (%)	69.1%	73.2%	(4.1)	65.6%	67.2%	(1.5)