

## OCTOBER 2014 TRAFFIC

- ▶ **Passenger: continued disciplined capacity growth, increase in traffic and load factor**
- ▶ **Leisure: ongoing accelerated development of Transavia**

### Traffic highlights

Passenger	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Long-haul</b>	<b>+1.9%</b>	<b>+2.1%</b>	<b>85.8%</b>	<b>+0.2</b>
Americas	+5.4%	+4.7%	87.8%	-0.5
Asia	-0.4%	-0.4%	85.9%	+0.0
Africa / Middle East	-0.7%	-1.1%	78.9%	-0.3
Caribbean / Indian Ocean	-0.6%	+3.7%	87.7%	+3.7
<b>Short and Medium-haul</b>	<b>-1.1%</b>	<b>+1.6%</b>	<b>80.7%</b>	<b>+2.2</b>
<b>Total</b>	<b>+1.2%</b>	<b>+2.0%</b>	<b>84.7%</b>	<b>+0.7</b>

- ▶ 6.9 million passengers, +2.1%
- ▶ Capacity growth in the Americas driven by Latin America, up 7.2%
- ▶ Continued decrease of domestic France capacity, down 6.0%
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency down compared to October 2013

Transavia	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+15.1%</b>	<b>+14.6%</b>	<b>90.8%</b>	<b>-0.4</b>

- ▶ 1.0 million passengers, +17.9%
- ▶ Ongoing accelerated development in France: capacity up 42.7%
- ▶ Load factor above 90% in spite of high capacity growth

Cargo	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+0.4%</b>	<b>-1.2%</b>	<b>63.9%</b>	<b>-1.0</b>

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

### Agenda

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

### Investors

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## STATISTICS

### Passenger activity

Total Group	October			Year to date		
	2014	2013	Variation	2014	2013	Variation
Passengers carried ('000s)	6,932	6,787	2.1%	65,287	65,275	0.0%
Revenue pax-kilometers (m RPK)	19,927	19,530	2.0%	193,510	192,453	0.5%
Available seat-kilometers (m ASK)	23,519	23,234	1.2%	227,289	228,497	(0.5%)
Load factor (%)	84.7%	84.1%	0.7	85.1%	84.2%	0.9
<b>Long-haul</b>						
Passengers carried ('000s)	2,113	2,065	2.3%	20,818	20,658	0.8%
Revenue pax-kilometers (m RPK)	15,952	15,620	2.1%	156,462	155,234	0.8%
Available seat-kilometers (m ASK)	18,597	18,256	1.9%	180,512	180,293	0.1%
Load factor (%)	85.8%	85.6%	0.2	86.7%	86.1%	0.6
<b>Americas</b>						
Passengers carried ('000s)	891	848	5.0%	8,561	8,414	1.7%
Revenue pax-kilometers (m RPK)	6,936	6,625	4.7%	66,636	65,525	1.7%
Available seat-kilometers (m ASK)	7,898	7,497	5.4%	75,686	73,688	2.7%
Load factor (%)	87.8%	88.4%	(0.5)	88.0%	88.9%	(0.9)
<b>Asia / Pacific</b>						
Passengers carried ('000s)	538	531	1.3%	5,119	5,140	(0.4%)
Revenue pax-kilometers (m RPK)	4,730	4,751	(0.4%)	45,231	45,644	(0.9%)
Available seat-kilometers (m ASK)	5,509	5,533	(0.4%)	51,873	53,007	(2.1%)
Load factor (%)	85.9%	85.9%	(0.0)	87.2%	86.1%	1.1
<b>Africa / Middle East</b>						
Passengers carried ('000s)	423	434	(2.3%)	4,330	4,336	(0.2%)
Revenue pax-kilometers (m RPK)	2,374	2,401	(1.1%)	24,230	24,079	0.6%
Available seat-kilometers (m ASK)	3,009	3,031	(0.7%)	29,666	29,902	(0.8%)
Load factor (%)	78.9%	79.2%	(0.3)	81.7%	80.5%	1.1
<b>Caribbean / Indian, Ocean</b>						
Passengers carried ('000s)	261	252	3.5%	2,809	2,767	1.5%
Revenue pax-kilometers (m RPK)	1,912	1,843	3.7%	20,364	19,986	1.9%
Available seat-kilometers (m ASK)	2,181	2,194	(0.6%)	23,288	23,696	(1.7%)
Load factor (%)	87.7%	84.0%	3.7	87.4%	84.3%	3.1
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	4,819	4,722	2.1%	44,469	44,617	(0.3%)
Revenue pax-kilometers (m RPK)	3,974	3,911	1.6%	37,048	37,219	(0.5%)
Available seat-kilometers (m ASK)	4,922	4,978	(1.1%)	46,777	48,204	(3.0%)
Load factor (%)	80.7%	78.6%	2.2	79.2%	77.2%	2.0

### Transavia activity

Total Group	October			Year to date		
	2014	2013	Variation	2014	2013	Variation
Passengers carried ('000s)	955	810	17.9%	8,910	8,064	10.5%
Revenue pax-kilometers (m RPK)	1,877	1,638	14.6%	17,219	16,044	7.3%
Available seat-kilometers (m ASK)	2,068	1,796	15.1%	19,051	17,677	7.8%
Load factor (%)	90.8%	91.2%	(0.4)	90.4%	90.8%	(0.4)

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

## Cargo activity

Total Group	October			Year to date		
	2014	2013	Variation	2014	2013	Variation
Revenue tonne-km (m RTK)	873	884	(1.2%)	8,170	8,350	(2.1%)
Available tonne-km (m ATK)	1,366	1,361	0.4%	13,029	13,378	(2.6%)
Load factor (%)	63.9%	65.0%	(1.0)	62.7%	62.4%	0.3
<b>Americas</b>						
Revenue tonne-km (m RTK)	371	359	3.2%	3,423	3,438	(0.4%)
Available tonne-km (m ATK)	583	572	1.8%	5,520	5,611	(1.6%)
Load factor (%)	63.7%	62.8%	0.9	62.0%	61.3%	0.7
<b>Asia / Pacific</b>						
Revenue tonne-km (m RTK)	331	352	(6.1%)	3,094	3,219	(3.9%)
Available tonne-km (m ATK)	426	432	(1.4%)	4,001	4,169	(4.0%)
Load factor (%)	77.6%	81.6%	(3.9)	77.3%	77.2%	0.1
<b>Africa / Middle East</b>						
Revenue tonne-km (m RTK)	133	133	(0.2%)	1,269	1,304	(2.7%)
Available tonne-km (m ATK)	225	227	(0.9%)	2,178	2,254	(3.4%)
Load factor (%)	59.2%	58.8%	0.4	58.2%	57.9%	0.4
<b>Caribbean / Indian Ocean</b>						
Revenue tonne-km (m RTK)	33	34	(2.1%)	331	334	(0.8%)
Available tonne-km (m ATK)	84	84	(0.0%)	876	899	(2.6%)
Load factor (%)	39.1%	39.9%	(0.8)	37.8%	37.2%	0.7
<b>Short and Medium-haul</b>						
Revenue tonne-km (m RTK)	5	5	(1.9%)	53	55	(3.6%)
Available tonne-km (m ATK)	48	46	5.2%	454	445	2.0%
Load factor (%)	11.2%	12.0%	(0.8)	11.6%	12.3%	(0.7)