

JULY 2016 TRAFFIC

▶ Passenger network: activity impacted by Air France cabin crew strike

Traffic highlights

Passenger network activity (Air France, KLM, HOP!)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Long-haul	- 0.3%	- 1.0%	89.2%	- 0.7
North America	- 0.0%	- 1.6%	89.1%	- 1.4
Latin America	+ 2.8%	+ 3.8%	89.7%	+ 0.8
Asia	- 6.6%	- 7.4%	91.2%	- 0.8
Africa / Middle East	+ 2.3%	+ 3.4%	86.2%	+ 0.9
Caribbean / Indian Ocean	+ 6.5%	+ 4.5%	88.3%	- 1.7
Short and Medium-haul	- 0.8%	- 0.5%	85.8%	+ 0.3
Total	- 0.4%	- 0.9%	88.5%	- 0.5

- ▶ 7.5 million passengers, -0.6%
- ▶ Slight decrease in load factor of the long-haul network, while stable in the short and medium-haul network
- ▶ Excluding the estimated impact of the Air France cabin crew strike, the unit revenue per available seat kilometer (RASK) ex-currency down mid-single digit compared to July 2015, reflecting the weak supply-demand balance in the different regions of the network and soft local flows to France
- ▶ The impact of the seven day Air France cabin crew strike (period July 27th – August 2nd) on the operating result is estimated around € 90million

Transavia activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Total	+ 13.9%	+ 12.9%	91.0%	- 0.8

- ▶ 1.6 million passengers, +23.1%
- ▶ Strong increase in capacity driven by Transavia 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)
Total	+ 1.0%	+ 0.5%	88.8%	- 0.5

- ▶ 9.2 million passengers, +2.9%

Cargo activity	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
Total	- 3.2%	- 6.7%	55.5%	- 2.1

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

Agenda

8th September: August 2016 traffic

10th October: September 2016 traffic

3rd November: Third Quarter 2016 results

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STATISTICS

Passenger network activity*

Total Passenger network*	July			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	7,539	7,584	(0.6%)	46,163	45,440	1.6%
Revenue pax-kilometers (m RPK)	22,658	22,870	(0.9%)	136,568	135,242	1.0%
Available seat-kilometers (m ASK)	25,594	25,695	(0.4%)	160,236	159,750	0.3%
Load factor (%)	88.5%	89.0%	(0.5)	85.2%	84.7%	0.6
Long-haul						
Passengers carried ('000s)	2,460	2,483	(0.9%)	14,784	14,651	0.9%
Revenue pax-kilometers (m RPK)	18,370	18,562	(1.0%)	110,742	109,947	0.7%
Available seat-kilometers (m ASK)	20,598	20,661	(0.3%)	128,354	127,806	0.4%
Load factor (%)	89.2%	89.8%	(0.7)	86.3%	86.0%	0.3
North America						
Passengers carried ('000s)	768	784	(2.1%)	4,293	4,248	1.1%
Revenue pax-kilometers (m RPK)	5,476	5,567	(1.6%)	30,652	30,169	1.6%
Available seat-kilometers (m ASK)	6,146	6,149	(0.0%)	35,143	34,252	2.6%
Load factor (%)	89.1%	90.5%	(1.4)	87.2%	88.1%	(0.9)
Latin America						
Passengers carried ('000s)	291	280	3.7%	1,804	1,739	3.7%
Revenue pax-kilometers (m RPK)	2,777	2,676	3.8%	17,290	16,723	3.4%
Available seat-kilometers (m ASK)	3,097	3,011	2.8%	19,767	19,338	2.2%
Load factor (%)	89.7%	88.9%	0.8	87.5%	86.5%	1.0
Asia / Pacific						
Passengers carried ('000s)	562	610	(7.9%)	3,435	3,611	(4.9%)
Revenue pax-kilometers (m RPK)	4,970	5,367	(7.4%)	29,972	31,481	(4.8%)
Available seat-kilometers (m ASK)	5,451	5,833	(6.6%)	34,502	36,469	(5.4%)
Load factor (%)	91.2%	92.0%	(0.8)	86.9%	86.3%	0.6
Africa / Middle East						
Passengers carried ('000s)	507	489	3.7%	3,126	3,011	3.8%
Revenue pax-kilometers (m RPK)	2,761	2,671	3.4%	17,321	16,716	3.6%
Available seat-kilometers (m ASK)	3,203	3,132	2.3%	21,286	20,988	1.4%
Load factor (%)	86.2%	85.3%	0.9	81.4%	79.6%	1.7
Caribbean / Indian, Ocean						
Passengers carried ('000s)	333	319	4.3%	2,127	2,043	4.1%
Revenue pax-kilometers (m RPK)	2,386	2,282	4.5%	15,507	14,858	4.4%
Available seat-kilometers (m ASK)	2,701	2,536	6.5%	17,657	16,760	5.4%
Load factor (%)	88.3%	90.0%	(1.7)	87.8%	88.7%	(0.8)
Short and Medium-haul						
Passengers carried ('000s)	5,079	5,101	(0.4%)	31,379	30,789	1.9%
Revenue pax-kilometers (m RPK)	4,288	4,308	(0.5%)	25,825	25,295	2.1%
Available seat-kilometers (m ASK)	4,996	5,034	(0.8%)	31,882	31,944	(0.2%)
Load factor (%)	85.8%	85.6%	0.3	81.0%	79.2%	1.8

* Air France, KLM, and HOP!

Transavia activity

Transavia	July			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	1,626	1,321	23.1%	7,283	6,069	20.0%
Revenue pax-kilometers (m RPK)	2,871	2,543	12.9%	12,521	11,378	10.1%
Available seat-kilometers (m ASK)	3,157	2,773	13.9%	14,100	12,649	11.5%
Load factor (%)	91.0%	91.7%	(0.8)	88.8%	90.0%	(1.1)

Total group passenger activity**

Total group**	July			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	9,164	8,905	2.9%	53,446	51,509	3.8%
Revenue pax-kilometers (m RPK)	25,529	25,413	0.5%	149,089	146,620	1.7%
Available seat-kilometers (m ASK)	28,751	28,467	1.0%	174,336	172,399	1.1%
Load factor (%)	88.8%	89.3%	(0.5)	85.5%	85.0%	0.5

** Air France, KLM, HOP! and Transavia

Cargo activity

Total Group	July			Year to date		
	2016	2015	Variation	2016	2015	Variation
Revenue tonne-km (m RTK)	700	750	(6.7%)	4,820	5,205	(7.4%)
Available tonne-km (m ATK)	1,260	1,301	(3.2%)	8,258	8,721	(5.3%)
Load factor (%)	55.5%	57.6%	(2.1)	58.4%	59.7%	(1.3)

Air France and HOP! activity

Total Passenger network activity	July			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	4,638	4,851	(4.4%)	28,822	29,223	(1.4%)
Revenue pax-kilometers (m RPK)	13,439	14,053	(4.4%)	80,991	82,049	(1.3%)
Available seat-kilometers (m ASK)	15,408	15,918	(3.2%)	96,289	97,625	(1.4%)
Load factor (%)	87.2%	88.3%	(1.1)	84.1%	84.0%	0.1
Long-haul						
Passengers carried ('000s)	1,490	1,551	(3.9%)	8,892	8,957	(0.7%)
Revenue pax-kilometers (m RPK)	10,829	11,306	(4.2%)	65,015	65,759	(1.1%)
Available seat-kilometers (m ASK)	12,318	12,664	(2.7%)	76,112	76,884	(1.0%)
Load factor (%)	87.9%	89.3%	(1.4)	85.4%	85.5%	(0.1)
Short and Medium-haul						
Passengers carried ('000s)	3,148	3,301	(4.6%)	19,930	20,266	(1.7%)
Revenue pax-kilometers (m RPK)	2,610	2,747	(5.0%)	15,977	16,290	(1.9%)
Available seat-kilometers (m ASK)	3,090	3,253	(5.0%)	20,178	20,741	(2.7%)
Load factor (%)	84.5%	84.4%	0.0	79.2%	78.5%	0.6

Cargo activity	July			Year to date		
	2016	2015	Variation	2016	2015	Variation
Revenue tonne-km (m RTK)	300	297	1.0%	2,022	2,080	(2.8%)
Available tonne-km (m ATK)	614	608	1.0%	3,958	3,991	(0.8%)
Load factor (%)	48.9%	48.9%	(0.0)	51.1%	52.1%	(1.0)

KLM activity

Total Passenger network activity	July			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	2,900	2,733	6.1%	17,341	16,217	6.9%
Revenue pax-kilometers (m RPK)	9,219	8,818	4.6%	55,576	53,193	4.5%
Available seat-kilometers (m ASK)	10,186	9,777	4.2%	63,947	62,125	2.9%
Load factor (%)	90.5%	90.2%	0.3	86.9%	85.6%	1.3
Long-haul						
Passengers carried ('000s)	969	932	4.0%	5,892	5,695	3.5%
Revenue pax-kilometers (m RPK)	7,540	7,256	3.9%	45,727	44,188	3.5%
Available seat-kilometers (m ASK)	8,280	7,997	3.6%	52,243	50,922	2.6%
Load factor (%)	91.1%	90.7%	0.3	87.5%	86.8%	0.8
Short and Medium-haul						
Passengers carried ('000s)	1,931	1,800	7.2%	11,449	10,522	8.8%
Revenue pax-kilometers (m RPK)	1,679	1,561	7.5%	9,849	9,005	9.4%
Available seat-kilometers (m ASK)	1,906	1,780	7.0%	11,704	11,203	4.5%
Load factor (%)	88.1%	87.7%	0.4	84.1%	80.4%	3.8
Cargo activity						
	July			Year to date		
	2016	2015	Variation	2016	2015	Variation
Revenue tonne-km (m RTK)	399	453	(11.8%)	2,798	3,125	(10.5%)
Available tonne-km (m ATK)	645	693	(6.9%)	4,300	4,730	(9.1%)
Load factor (%)	61.8%	65.3%	(3.4)	65.1%	66.1%	(1.0)