

JANUARY 2018 TRAFFIC

Group passenger activity: number of passengers +5.8%, traffic measured in revenue passenger-kilometer +5.4% and load factor +0.9pt. Unit revenue ex-currency (in available seat-kilometer) stable compared to last year.

Traffic highlights

Passenger network activity (Air France, KLM, HOP!)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Long-haul	+ 4.0%	+ 4.2%	88.0%	+ 0.2
North America	+ 1.9%	+ 2.9%	86.7%	+ 0.9
Latin America	+ 10.5%	+ 11.8%	92.6%	+ 1.0
Asia	+ 3.3%	+ 2.0%	89.5%	- 1.1
Africa / Middle East	+ 2.9%	+ 3.3%	82.5%	+ 0.3
Caribbean / Indian Ocean	+ 3.3%	+ 3.1%	89.0%	- 0.1
Short and Medium-haul	+ 4.7%	+ 6.2%	78.7%	+ 1.2
Total	+ 4.1%	+ 4.5%	86.3%	+ 0.3

- ▶ 6.4 million passengers, +4.9%
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency globally stable compared to last year, but positive on long haul and medium haul and negative on the French domestic market

Transavia activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Total	+ 7.1%	+ 18.4%	89.5%	+ 8.5

- ▶ 0.8 million passengers, +12.6%
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency up compared to last year

Total group passenger activity (Air France, KLM, HOP!, Transavia)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Total	+ 4.3%	+ 5.4%	86.5%	+ 0.9

- ▶ 7.2 million passengers, +5.8%

Cargo activity	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
Total	+ 1.9%	+ 0.7%	55.8%	- 0.7

- ▶ Unit revenue per available ton kilometer (RATK) ex-currency clearly up compared to last year

Agenda

16th February 2018: Full Year 2017 results

8th March 2018: February 2018 traffic

10th April 2018: March 2018 traffic

Investor relations

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STATISTICS

Passenger network activity*

Total Passenger network*	January			Year to date		
	2018	2017	Variation	2018	2017	Variation
Passengers carried ('000s)	6,421	6,118	4.9%	6,421	6,118	4.9%
Revenue pax-kilometers (m RPK)	20,212	19,338	4.5%	20,212	19,338	4.5%
Available seat-kilometers (m ASK)	23,418	22,494	4.1%	23,418	22,494	4.1%
Load factor (%)	86.3%	86.0%	0.3	86.3%	86.0%	0.3
Long-haul						
Passengers carried ('000s)	2,224	2,143	3.8%	2,224	2,143	3.8%
Revenue pax-kilometers (m RPK)	16,795	16,120	4.2%	16,795	16,120	4.2%
Available seat-kilometers (m ASK)	19,075	18,345	4.0%	19,075	18,345	4.0%
Load factor (%)	88.0%	87.9%	0.2	88.0%	87.9%	0.2
North America						
Passengers carried ('000s)	540	527	2.5%	540	527	2.5%
Revenue pax-kilometers (m RPK)	3,876	3,766	2.9%	3,876	3,766	2.9%
Available seat-kilometers (m ASK)	4,469	4,386	1.9%	4,469	4,386	1.9%
Load factor (%)	86.7%	85.9%	0.9	86.7%	85.9%	0.9
Latin America						
Passengers carried ('000s)	304	271	12.2%	304	271	12.2%
Revenue pax-kilometers (m RPK)	2,881	2,578	11.8%	2,881	2,578	11.8%
Available seat-kilometers (m ASK)	3,110	2,813	10.5%	3,110	2,813	10.5%
Load factor (%)	92.6%	91.6%	1.0	92.6%	91.6%	1.0
Asia / Pacific						
Passengers carried ('000s)	527	515	2.4%	527	515	2.4%
Revenue pax-kilometers (m RPK)	4,579	4,487	2.0%	4,579	4,487	2.0%
Available seat-kilometers (m ASK)	5,119	4,958	3.3%	5,119	4,958	3.3%
Load factor (%)	89.5%	90.5%	(1.1)	89.5%	90.5%	(1.1)
Africa / Middle East						
Passengers carried ('000s)	482	471	2.4%	482	471	2.4%
Revenue pax-kilometers (m RPK)	2,745	2,658	3.3%	2,745	2,658	3.3%
Available seat-kilometers (m ASK)	3,326	3,234	2.9%	3,326	3,234	2.9%
Load factor (%)	82.5%	82.2%	0.3	82.5%	82.2%	0.3
Caribbean / Indian.Ocean						
Passengers carried ('000s)	371	359	3.2%	371	359	3.2%
Revenue pax-kilometers (m RPK)	2,714	2,631	3.1%	2,714	2,631	3.1%
Available seat-kilometers (m ASK)	3,051	2,954	3.3%	3,051	2,954	3.3%
Load factor (%)	89.0%	89.1%	(0.1)	89.0%	89.1%	(0.1)
Short and Medium-haul						
Passengers carried ('000s)	4,196	3,976	5.5%	4,196	3,976	5.5%
Revenue pax-kilometers (m RPK)	3,418	3,217	6.2%	3,418	3,217	6.2%
Available seat-kilometers (m ASK)	4,343	4,149	4.7%	4,343	4,149	4.7%
Load factor (%)	78.7%	77.5%	1.2	78.7%	77.5%	1.2

* Air France KLM, and HOP!

Transavia activity

Transavia	January			Year to date		
	2018	2017	Variation	2018	2017	Variation
Passengers carried ('000s)	827	734	12.6%	827	734	12.6%
Revenue pax-kilometers (m RPK)	1,479	1,249	18.4%	1,479	1,249	18.4%
Available seat-kilometers (m ASK)	1,652	1,543	7.1%	1,652	1,543	7.1%
Load factor (%)	89.5%	81.0%	8.5	89.5%	81.0%	8.5

Total group passenger activity**

Total group**	January			Year to date		
	2018	2017	Variation	2018	2017	Variation
Passengers carried ('000s)	7,247	6,852	5.8%	7,247	6,852	5.8%
Revenue pax-kilometers (m RPK)	21,691	20,587	5.4%	21,691	20,587	5.4%
Available seat-kilometers (m ASK)	25,070	24,037	4.3%	25,070	24,037	4.3%
Load factor (%)	86.5%	85.6%	0.9	86.5%	85.6%	0.9

** Air France KLM, HOP! and Transavia

Cargo activity

Total Group	January			Year to date		
	2018	2017	Variation	2018	2017	Variation
Revenue tonne-km (m RTK)	662	657	0.7%	662	659	0.5%
Available tonne-km (m ATK)	1,187	1,164	1.9%	1,187	1,164	1.9%
Load factor (%)	55.8%	56.5%	(0.7)	55.8%	56.6%	(0.8)

Air France and HOP! activity

Total Passenger network activity	January			Year to date		
	2018	2017	Variation	2018	2017	Variation
Passengers carried ('000s)	3,915	3,814	2.6%	3,915	3,814	2.6%
Revenue pax-kilometers (m RPK)	11,722	11,351	3.3%	11,722	11,351	3.3%
Available seat-kilometers (m ASK)	13,708	13,377	2.5%	13,708	13,377	2.5%
Load factor (%)	85.5%	84.9%	0.7	85.5%	84.9%	0.7
Long-haul						
Passengers carried ('000s)	1,305	1,267	3.0%	1,305	1,267	3.0%
Revenue pax-kilometers (m RPK)	9,631	9,350	3.0%	9,631	9,350	3.0%
Available seat-kilometers (m ASK)	10,995	10,740	2.4%	10,995	10,740	2.4%
Load factor (%)	87.6%	87.1%	0.5	87.6%	87.1%	0.5
Short and Medium-haul						
Passengers carried ('000s)	2,610	2,547	2.5%	2,610	2,547	2.5%
Revenue pax-kilometers (m RPK)	2,090	2,001	4.4%	2,090	2,001	4.4%
Available seat-kilometers (m ASK)	2,713	2,637	2.9%	2,713	2,637	2.9%
Load factor (%)	77.1%	75.9%	1.2	77.1%	75.9%	1.2

Cargo activity	January			Year to date		
	2018	2017	Variation	2018	2017	Variation
Revenue tonne-km (m RTK)	280	277	1.1%	280	278	0.6%
Available tonne-km (m ATK)	578	560	3.2%	578	560	3.2%
Load factor (%)	48.4%	49.4%	(1.0)	48.4%	49.7%	(1.3)

KLM activity

Total Passenger network activity	January			Year to date		
	2018	2017	Variation	2018	2017	Variation
Passengers carried ('000s)	2,506	2,304	8.7%	2,506	2,304	8.7%
Revenue pax-kilometers (m RPK)	8,491	7,987	6.3%	8,491	7,987	6.3%
Available seat-kilometers (m ASK)	9,710	9,118	6.5%	9,710	9,118	6.5%
Load factor (%)	87.4%	87.6%	(0.2)	87.4%	87.6%	(0.2)
Long-haul						
Passengers carried ('000s)	919	875	5.0%	919	875	5.0%
Revenue pax-kilometers (m RPK)	7,163	6,771	5.8%	7,163	6,771	5.8%
Available seat-kilometers (m ASK)	8,080	7,605	6.2%	8,080	7,605	6.2%
Load factor (%)	88.7%	89.0%	(0.4)	88.7%	89.0%	(0.4)
Short and Medium-haul						
Passengers carried ('000s)	1,587	1,429	11.0%	1,587	1,429	11.0%
Revenue pax-kilometers (m RPK)	1,328	1,216	9.2%	1,328	1,216	9.2%
Available seat-kilometers (m ASK)	1,630	1,513	7.8%	1,630	1,513	7.8%
Load factor (%)	81.4%	80.4%	1.0	81.4%	80.4%	1.0
Cargo activity						
Revenue tonne-km (m RTK)	382	381	0.4%	382	381	0.4%
Available tonne-km (m ATK)	609	604	0.8%	609	604	0.8%
Load factor (%)	62.8%	63.0%	(0.2)	62.8%	63.0%	(0.2)