

## DECEMBER 2014 TRAFFIC

- ▶ **Passenger: strict capacity discipline, stable load factor**
- ▶ **Continued restructuring of point-to-point and ongoing accelerated development of Transavia**

### Traffic highlights

Passenger	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Long-haul</b>	<b>-0.4%</b>	<b>-0.9%</b>	<b>84.4%</b>	<b>-0.4</b>
Americas	+0.8%	+0.3%	87.1%	-0.4
Asia	-0.3%	-1.0%	82.9%	-0.6
Africa / Middle East	-3.1%	-5.2%	80.1%	-1.8
Caribbean / Indian Ocean	-0.4%	+1.2%	85.1%	+1.4
<b>Short and Medium-haul</b>	<b>-1.6%</b>	<b>+1.3%</b>	<b>77.0%</b>	<b>+2.2</b>
<b>Total</b>	<b>-0.6%</b>	<b>-0.5%</b>	<b>83.0%</b>	<b>+0.1</b>

- ▶ 6.2 million passengers, +1.3%
- ▶ Continued restructuring of point-to-point (capacity down -15.0%) supporting increase in Short and Medium-Haul load factor
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency down compared to December 2013

Transavia	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+9.9%</b>	<b>+13.3%</b>	<b>84.1%</b>	<b>+2.6</b>

- ▶ 0.5 million passengers, +17.5%
- ▶ Ongoing accelerated development of Transavia: increase in both traffic and load factor

Cargo	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>-1.0%</b>	<b>-4.2%</b>	<b>63.3%</b>	<b>-2.1</b>

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

### Agenda

9<sup>th</sup> February 2015: January 2015 traffic

19<sup>th</sup> February 2015: FY2014 results

9<sup>th</sup> March 2015: February 2015 traffic

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### Press

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## STATISTICS

### Passenger activity

Total Group	December			Year to date		
	2014	2013	Variation	2014	2013	Variation
Passengers carried ('000s)	6,220	6,140	1.3%	77,450	77,328	0.2%
Revenue pax-kilometers (m RPK)	18,437	18,523	(0.5%)	229,347	228,313	0.5%
Available seat-kilometers (m ASK)	22,223	22,362	(0.6%)	270,789	272,416	(0.6%)
Load factor (%)	83.0%	82.8%	0.1	84.7%	83.8%	0.9
<b>Long-haul</b>						
Passengers carried ('000s)	2,027	2,038	(0.5%)	24,714	24,558	0.6%
Revenue pax-kilometers (m RPK)	15,092	15,223	(0.9%)	185,685	184,521	0.6%
Available seat-kilometers (m ASK)	17,878	17,948	(0.4%)	215,391	215,388	0.0%
Load factor (%)	84.4%	84.8%	(0.4)	86.2%	85.7%	0.5
<b>Americas</b>						
Passengers carried ('000s)	783	782	0.2%	10,066	9,895	1.7%
Revenue pax-kilometers (m RPK)	6,166	6,147	0.3%	78,516	77,197	1.7%
Available seat-kilometers (m ASK)	7,077	7,020	0.8%	89,501	87,332	2.5%
Load factor (%)	87.1%	87.6%	(0.4)	87.7%	88.4%	(0.7)
<b>Asia / Pacific</b>						
Passengers carried ('000s)	489	483	1.2%	6,092	6,095	(0.0%)
Revenue pax-kilometers (m RPK)	4,164	4,205	(1.0%)	53,580	54,006	(0.8%)
Available seat-kilometers (m ASK)	5,025	5,040	(0.3%)	61,933	63,134	(1.9%)
Load factor (%)	82.9%	83.4%	(0.6)	86.5%	85.5%	1.0
<b>Africa / Middle East</b>						
Passengers carried ('000s)	441	464	(4.9%)	5,162	5,219	(1.1%)
Revenue pax-kilometers (m RPK)	2,484	2,621	(5.2%)	28,941	29,066	(0.4%)
Available seat-kilometers (m ASK)	3,100	3,200	(3.1%)	35,752	36,233	(1.3%)
Load factor (%)	80.1%	81.9%	(1.8)	80.9%	80.2%	0.7
<b>Caribbean / Indian, Ocean</b>						
Passengers carried ('000s)	314	309	1.5%	3,394	3,349	1.3%
Revenue pax-kilometers (m RPK)	2,278	2,250	1.2%	24,648	24,252	1.6%
Available seat-kilometers (m ASK)	2,676	2,688	(0.4%)	28,206	28,689	(1.7%)
Load factor (%)	85.1%	83.7%	1.4	87.4%	84.5%	2.9
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	4,193	4,102	2.2%	52,736	52,771	(0.1%)
Revenue pax-kilometers (m RPK)	3,344	3,300	1.3%	43,662	43,792	(0.3%)
Available seat-kilometers (m ASK)	4,345	4,414	(1.6%)	55,398	57,028	(2.9%)
Load factor (%)	77.0%	74.8%	2.2	78.8%	76.8%	2.0

### Transavia activity

Total Group	December			Year to date		
	2014	2013	Variation	2014	2013	Variation
Passengers carried ('000s)	501	427	17.5%	9,908	8,896	11.4%
Revenue pax-kilometers (m RPK)	948	837	13.3%	19,136	17,716	8.0%
Available seat-kilometers (m ASK)	1,128	1,027	9.9%	21,299	19,675	8.3%
Load factor (%)	84.1%	81.5%	2.6	89.8%	90.0%	(0.2)

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

## Cargo activity

Total Group	December			Year to date		
	2014	2013	Variation	2014	2013	Variation
Revenue tonne-km (m RTK)	813	848	(4.2%)	9,843	10,089	(2.4%)
Available tonne-km (m ATK)	1,285	1,298	(1.0%)	15,608	15,972	(2.3%)
Load factor (%)	63.3%	65.3%	(2.1)	63.1%	63.2%	(0.1)
<b>Americas</b>						
Revenue tonne-km (m RTK)	354	352	0.8%	4,135	4,149	(0.3%)
Available tonne-km (m ATK)	551	540	2.0%	6,608	6,671	(0.9%)
Load factor (%)	64.3%	65.1%	(0.8)	62.6%	62.2%	0.4
<b>Asia / Pacific</b>						
Revenue tonne-km (m RTK)	286	316	(9.3%)	3,706	3,890	(4.7%)
Available tonne-km (m ATK)	373	391	(4.5%)	4,778	4,980	(4.1%)
Load factor (%)	76.8%	80.8%	(4.0)	77.6%	78.1%	(0.6)
<b>Africa / Middle East</b>						
Revenue tonne-km (m RTK)	125	130	(3.9%)	1,528	1,568	(2.5%)
Available tonne-km (m ATK)	219	227	(3.8%)	2,617	2,706	(3.3%)
Load factor (%)	57.2%	57.3%	(0.1)	58.4%	57.9%	0.4
<b>Caribbean / Indian Ocean</b>						
Revenue tonne-km (m RTK)	41	45	(8.4%)	409	415	(1.5%)
Available tonne-km (m ATK)	99	99	0.4%	1,066	1,088	(2.1%)
Load factor (%)	41.1%	45.0%	(4.0)	38.4%	38.2%	0.2
<b>Short and Medium-haul</b>						
Revenue tonne-km (m RTK)	6	6	2.4%	65	67	(2.6%)
Available tonne-km (m ATK)	43	41	3.7%	539	527	2.2%
Load factor (%)	14.5%	14.7%	(0.2)	12.0%	12.6%	(0.6)