

## AUGUST 2014 TRAFFIC

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

### Traffic highlights

Passenger	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Long-haul</b>	<b>+2.5%</b>	<b>+3.3%</b>	<b>90.3%</b>	<b>+0.8</b>
Americas	+4.9%	+3.6%	89.4%	-1.1
Asia	+3.4%	+5.4%	92.2%	+1.8
Africa / Middle East	-0.4%	+0.9%	89.4%	+1.2
Caribbean / Indian Ocean	-3.9%	+0.6%	89.8%	+4.0
<b>Short and Medium-haul</b>	<b>-0.7%</b>	<b>+2.2%</b>	<b>84.0%</b>	<b>+2.4</b>
<b>Total</b>	<b>+1.8%</b>	<b>+3.1%</b>	<b>89.0%</b>	<b>+1.1</b>

- ▶ 7.3 million passengers, +2.1%
- ▶ Capacity growth in the Americas driven by Latin America, up 7.3%
- ▶ Traffic increase on all networks
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency stable compared to August 2013

Transavia	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+8.8%</b>	<b>+8.0%</b>	<b>92.8%</b>	<b>-0.7</b>

- ▶ 1.3 million passengers, +11.3%
- ▶ Ongoing accelerated development of Transavia France: capacity +20.7%, with load factor above 90%

Cargo	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>-0.6%</b>	<b>-1.7%</b>	<b>58.7%</b>	<b>-0.6</b>

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

### Agenda

8<sup>th</sup> October 2014: September 2014 traffic  
 29<sup>th</sup> October 2014: Q3 2014 results presentation

### Press

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## STATISTICS

### Passenger activity

Total Group	August			Year to date		
	2014	2013	Variation	2014	2013	Variation
Passengers carried ('000s)	7,276	7,125	2.1%	52,633	51,651	1.9%
Revenue pax-kilometers (m RPK)	22,611	21,933	3.1%	156,972	153,172	2.5%
Available seat-kilometers (m ASK)	25,400	24,950	1.8%	184,481	182,107	1.3%
Load factor (%)	89.0%	87.9%	1.1	85.1%	84.1%	1.0
<b>Long-haul</b>						
Passengers carried ('000s)	2,467	2,396	3.0%	16,936	16,498	2.7%
Revenue pax-kilometers (m RPK)	18,374	17,785	3.3%	127,165	123,821	2.7%
Available seat-kilometers (m ASK)	20,356	19,869	2.5%	146,726	143,897	2.0%
Load factor (%)	90.3%	89.5%	0.8	86.7%	86.0%	0.6
<b>Americas</b>						
Passengers carried ('000s)	1,037	1,001	3.6%	6,900	6,643	3.9%
Revenue pax-kilometers (m RPK)	7,954	7,680	3.6%	53,744	51,762	3.8%
Available seat-kilometers (m ASK)	8,894	8,480	4.9%	61,154	58,342	4.8%
Load factor (%)	89.4%	90.6%	(1.1)	87.9%	88.7%	(0.8)
<b>Asia / Pacific</b>						
Passengers carried ('000s)	603	567	6.3%	4,135	4,085	1.2%
Revenue pax-kilometers (m RPK)	5,346	5,070	5.4%	36,582	36,202	1.0%
Available seat-kilometers (m ASK)	5,801	5,610	3.4%	41,924	42,075	(0.4%)
Load factor (%)	92.2%	90.4%	1.8	87.3%	86.0%	1.2
<b>Africa / Middle East</b>						
Passengers carried ('000s)	499	500	(0.2%)	3,543	3,470	2.1%
Revenue pax-kilometers (m RPK)	2,751	2,726	0.9%	19,798	19,287	2.6%
Available seat-kilometers (m ASK)	3,075	3,088	(0.4%)	24,179	23,967	0.9%
Load factor (%)	89.4%	88.3%	1.2	81.9%	80.5%	1.4
<b>Caribbean / Indian Ocean</b>						
Passengers carried ('000s)	328	328	0.1%	2,358	2,300	2.5%
Revenue pax-kilometers (m RPK)	2,323	2,308	0.6%	17,041	16,570	2.8%
Available seat-kilometers (m ASK)	2,586	2,690	(3.9%)	19,469	19,512	(0.2%)
Load factor (%)	89.8%	85.8%	4.0	87.5%	84.9%	2.6
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	4,809	4,729	1.7%	35,697	35,153	1.5%
Revenue pax-kilometers (m RPK)	4,237	4,147	2.2%	29,807	29,351	1.6%
Available seat-kilometers (m ASK)	5,044	5,081	(0.7%)	37,755	38,210	(1.2%)
Load factor (%)	84.0%	81.6%	2.4	78.9%	76.8%	2.1

### Transavia activity

Total Group	August			Year to date		
	2014	2013	Variation	2014	2013	Variation
Passengers carried ('000s)	1,339	1,203	11.3%	6,866	6,267	9.6%
Revenue pax-kilometers (m RPK)	2,608	2,416	8.0%	13,277	12,514	6.1%
Available seat-kilometers (m ASK)	2,810	2,583	8.8%	14,748	13,862	6.4%
Load factor (%)	92.8%	93.6%	(0.7)	90.0%	90.3%	(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	August			Year to date		
	2014	2013	Variation	2014	2013	Variation
Revenue tonne-km (m RTK)	833	847	(1.7%)	6,608	6,627	(0.3%)
Available tonne-km (m ATK)	1,420	1,429	(0.6%)	10,544	10,676	(1.2%)
Load factor (%)	58.7%	59.3%	(0.6)	62.7%	62.1%	0.6
<b>Americas</b>						
Revenue tonne-km (m RTK)	351	356	(1.5%)	2,764	2,737	1.0%
Available tonne-km (m ATK)	622	620	0.4%	4,452	4,462	(0.2%)
Load factor (%)	56.4%	57.5%	(1.1)	62.1%	61.3%	0.7
<b>Asia / Pacific</b>						
Revenue tonne-km (m RTK)	324	334	(3.1%)	2,498	2,532	(1.4%)
Available tonne-km (m ATK)	426	441	(3.4%)	3,226	3,311	(2.6%)
Load factor (%)	75.9%	75.6%	0.3	77.4%	76.5%	0.9
<b>Africa / Middle East</b>						
Revenue tonne-km (m RTK)	125	123	1.7%	1,026	1,045	(1.8%)
Available tonne-km (m ATK)	226	224	1.1%	1,768	1,810	(2.3%)
Load factor (%)	55.5%	55.1%	0.3	58.0%	57.7%	0.3
<b>Caribbean / Indian Ocean</b>						
Revenue tonne-km (m RTK)	29	29	(1.5%)	277	269	3.1%
Available tonne-km (m ATK)	96	98	(1.2%)	735	738	(0.4%)
Load factor (%)	29.8%	29.9%	(0.1)	37.7%	36.4%	1.3
<b>Short and Medium-haul</b>						
Revenue tonne-km (m RTK)	5	5	2.7%	43	44	(2.9%)
Available tonne-km (m ATK)	49	47	5.7%	363	355	2.5%
Load factor (%)	10.1%	10.4%	(0.3)	11.7%	12.4%	(0.6)