

MARCH 2017 TRAFFIC

- ▶ **Group passenger activity: traffic increased by 4.6% (measured in Revenue passenger-kilometer) and number of passengers rose by 5.0%, load factor stable (+0.1pt)**

Traffic highlights

Passenger network activity (Air France. KLM. HOP!)	Capacity (ASK. %ch.)	Traffic (RPK. %ch.)	Load Factor (%)	Change (pts)
Long-haul	+ 3.1%	+ 3.0%	86.0%	- 0.1
North America	+ 4.5%	+ 2.4%	86.1%	- 1.7
Latin America	- 1.9%	- 0.8%	87.0%	+ 1.0
Asia	+ 3.9%	+ 6.1%	87.7%	+ 1.8
Africa / Middle East	+ 4.5%	+ 2.0%	79.7%	- 2.0
Caribbean / Indian Ocean	+ 3.1%	+ 3.5%	89.3%	+ 0.4
Short and Medium-haul	+ 3.5%	+ 3.4%	79.9%	- 0.1
Total	+ 3.2%	+ 3.1%	84.8%	- 0.1

- ▶ 6.6 million passengers, +2.9%
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency confirming the improvement in trend observed since the end of 2016

Transavia activity	Capacity (ASK. %ch.)	Traffic (RPK. %ch.)	Load Factor (%)	Change (pts)
Total	+ 24.2%	+ 26.1%	91.5%	+1.3

- ▶ 0.9 million passengers, +22.7%
- ▶ Strong increase in capacity and traffic driven by new routes

Total group passenger activity (Air France. KLM. HOP!. Transavia)	Capacity (ASK. %ch.)	Traffic (RPK. %ch.)	Load Factor (%)	Change (pts)
Total	+ 4.5%	+ 4.6%	85.3%	+ 0.1

- ▶ 7.6 million passengers, +5.0%

Cargo activity	Capacity (ATK. %ch.)	Traffic (RTK. %ch.)	Load Factor (%)	Change (pts)
Total	+ 0.6%	+ 5.6%	63.4%	+ 3.0

- ▶ Unit revenue per available ton kilometer (RATK) ex-currency of March 2017 down compared to March 2016

Agenda

4th May 2017: 1st Quarter 2017 results
 10th May 2017: April 2017 traffic
 12th May 2017: Investor Day

Investor relations

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STATISTICS

Passenger network activity*

Total Passenger network*	March			Year to date		
	2017	2016	Variation	2017	2016	Variation
Passengers carried ('000s)	6 649	6 459	2.9%	18 472	18 003	2.6%
Revenue pax-kilometers (m RPK)	19 705	19 116	3.1%	56 353	54 805	2.8%
Available seat-kilometers (m ASK)	23 227	22 507	3.2%	66 086	64 842	1.9%
Load factor (%)	84.8%	84.9%	(0.1)	85.3%	84.5%	0.8
Long-haul						
Passengers carried ('000s)	2 131	2 085	2.2%	6 166	6 037	2.1%
Revenue pax-kilometers (m RPK)	16 041	15 572	3.0%	46 387	45 172	2.7%
Available seat-kilometers (m ASK)	18 643	18 079	3.1%	53 433	52 489	1.8%
Load factor (%)	86.0%	86.1%	(0.1)	86.8%	86.1%	0.8
North America						
Passengers carried ('000s)	577	566	2.0%	1 553	1 543	0.6%
Revenue pax-kilometers (m RPK)	4 123	4 025	2.4%	11 093	11 010	0.7%
Available seat-kilometers (m ASK)	4 786	4 581	4.5%	13 041	12 831	1.6%
Load factor (%)	86.1%	87.9%	(1.7)	85.1%	85.8%	(0.7)
Latin America						
Passengers carried ('000s)	249	252	(1.2%)	754	769	(1.9%)
Revenue pax-kilometers (m RPK)	2 386	2 405	(0.8%)	7 191	7 326	(1.8%)
Available seat-kilometers (m ASK)	2 742	2 795	(1.9%)	8 034	8 224	(2.3%)
Load factor (%)	87.0%	86.0%	1.0	89.5%	89.1%	0.4
Asia / Pacific						
Passengers carried ('000s)	509	489	4.3%	1 491	1 423	4.8%
Revenue pax-kilometers (m RPK)	4 472	4 216	6.1%	13 032	12 245	6.4%
Available seat-kilometers (m ASK)	5 099	4 909	3.9%	14 600	14 208	2.8%
Load factor (%)	87.7%	85.9%	1.8	89.3%	86.2%	3.1
Africa / Middle East						
Passengers carried ('000s)	455	451	1.0%	1 346	1 321	1.9%
Revenue pax-kilometers (m RPK)	2 577	2 527	2.0%	7 614	7 439	2.4%
Available seat-kilometers (m ASK)	3 235	3 096	4.5%	9 410	9 137	3.0%
Load factor (%)	79.7%	81.6%	(2.0)	80.9%	81.4%	(0.5)
Caribbean / Indian Ocean						
Passengers carried ('000s)	340	328	3.7%	1 021	981	4.1%
Revenue pax-kilometers (m RPK)	2 484	2 399	3.5%	7 457	7 152	4.3%
Available seat-kilometers (m ASK)	2 781	2 697	3.1%	8 348	8 089	3.2%
Load factor (%)	89.3%	88.9%	0.4	89.3%	88.4%	0.9
Short and Medium-haul						
Passengers carried ('000s)	4 518	4 374	3.3%	12 306	11 966	2.8%
Revenue pax-kilometers (m RPK)	3 664	3 543	3.4%	9 966	9 633	3.5%
Available seat-kilometers (m ASK)	4 584	4 428	3.5%	12 653	12 353	2.4%
Load factor (%)	79.9%	80.0%	(0.1)	78.8%	78.0%	0.8

* Air France, KLM and HOP!

Transavia activity

Transavia	March			Year to date		
	2017	2016	Variation	2017	2016	Variation
Passengers carried ('000s)	947	772	22.7%	2 451	1 893	29.4%
Revenue pax-kilometers (m RPK)	1 643	1 304	26.1%	4 145	3 261	27.1%
Available seat-kilometers (m ASK)	1 797	1 446	24.2%	4 748	3 718	27.7%
Load factor (%)	91.5%	90.1%	1.3	87.3%	87.7%	(0.4)

Total group passenger activity**

Total group**	March			Year to date		
	2017	2016	Variation	2017	2016	Variation
Passengers carried ('000s)	7 596	7 231	5.0%	20 923	19 896	5.2%
Revenue pax-kilometers (m RPK)	21 349	20 419	4.6%	60 498	58 067	4.2%
Available seat-kilometers (m ASK)	25 024	23 953	4.5%	70 834	68 561	3.3%
Load factor (%)	85.3%	85.2%	0.1	85.4%	84.7%	0.7

** Air France, KLM, HOP! and Transavia

Cargo activity

Total Group	March			Year to date		
	2017	2016	Variation	2017	2016	Variation
Revenue tonne-km (m RTK)	751	711	5.6%	2 044	2 034	0.5%
Available tonne-km (m ATK)	1 185	1 177	0.6%	3 395	3 434	(1.1%)
Load factor (%)	63.4%	60.4%	3.0	60.2%	59.2%	1.0

Air France and HOP! activity

Total Passenger network activity	March			Year to date		
	2017	2016	Variation	2017	2016	Variation
Passengers carried ('000s)	4 078	4 064	0.3%	11 446	11 407	0.3%
Revenue pax-kilometers (m RPK)	11 474	11 355	1.0%	32 996	32 750	0.8%
Available seat-kilometers (m ASK)	13 682	13 516	1.2%	39 158	39 129	0.1%
Load factor (%)	83.9%	84.0%	(0.1)	84.3%	83.7%	0.6
Long-haul						
Passengers carried ('000s)	1 257	1 251	0.5%	3 645	3 648	(0.1%)
Revenue pax-kilometers (m RPK)	9 247	9 140	1.2%	26 850	26 690	0.6%
Available seat-kilometers (m ASK)	10 813	10 675	1.3%	31 146	31 140	0.0%
Load factor (%)	85.5%	85.6%	(0.1)	86.2%	85.7%	0.5
Short and Medium-haul						
Passengers carried ('000s)	2 822	2 814	0.3%	7 801	7 759	0.5%
Revenue pax-kilometers (m RPK)	2 227	2 215	0.5%	6 146	6 060	1.4%
Available seat-kilometers (m ASK)	2 869	2 841	1.0%	8 012	7 989	0.3%
Load factor (%)	77.6%	78.0%	(0.3)	76.7%	75.9%	0.9

Cargo activity	March			Year to date		
	2017	2016	Variation	2017	2016	Variation
Revenue tonne-km (m RTK)	330	299	10.6%	880	843	4.5%
Available tonne-km (m ATK)	568	559	1.7%	1 627	1 630	(0.2%)
Load factor (%)	58.1%	53.4%	4.7	54.1%	51.7%	2.4

KLM activity

Total Passenger network activity	March			Year to date		
	2017	2016	Variation	2017	2016	Variation
Passengers carried ('000s)	2 570	2 395	7.3%	7 026	6 596	6.5%
Revenue pax-kilometers (m RPK)	8 231	7 761	6.1%	23 356	22 055	5.9%
Available seat-kilometers (m ASK)	9 545	8 990	6.2%	26 927	25 713	4.7%
Load factor (%)	86.2%	86.3%	(0.1)	86.7%	85.8%	1.0
Long-haul						
Passengers carried ('000s)	874	835	4.8%	2 521	2 389	5.5%
Revenue pax-kilometers (m RPK)	6 794	6 433	5.6%	19 537	18 482	5.7%
Available seat-kilometers (m ASK)	7 830	7 404	5.8%	22 287	21 349	4.4%
Load factor (%)	86.8%	86.9%	(0.1)	87.7%	86.6%	1.1
Short and Medium-haul						
Passengers carried ('000s)	1 696	1 560	8.7%	4 505	4 207	7.1%
Revenue pax-kilometers (m RPK)	1 437	1 328	8.2%	3 820	3 573	6.9%
Available seat-kilometers (m ASK)	1 715	1 587	8.1%	4 641	4 364	6.3%
Load factor (%)	83.8%	83.7%	0.1	82.3%	81.9%	0.4
Cargo activity						
Revenue tonne-km (m RTK)	421	413	2.0%	1 164	1 192	(2.3%)
Available tonne-km (m ATK)	617	619	(0.3%)	1 768	1 804	(2.0%)
Load factor (%)	68.2%	66.7%	1.5	65.8%	66.1%	(0.2)