

SEPTEMBER 2016 TRAFFIC

- ▶ **Passenger activity: strict capacity discipline passenger network, increase in both traffic and passengers on Group level**

Traffic highlights

Passenger network activity (Air France, KLM, HOP!)	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Long-haul	+ 0.1%	- 1.0%	86.9%	- 0.9
North America	+ 1.6%	- 1.4%	86.5%	- 2.6
Latin America	- 0.1%	- 1.1%	89.1%	- 0.9
Asia	- 5.6%	- 4.4%	90.4%	+ 1.2
Africa / Middle East	+ 1.1%	- 0.6%	82.8%	- 1.4
Caribbean / Indian Ocean	+ 10.0%	+ 9.7%	82.5%	- 0.2
Short and Medium-haul	+ 2.0%	- 0.1%	81.1%	- 1.7
Total	+ 0.5%	- 0.8%	85.7%	- 1.1

- ▶ 7.0 million passengers, -0.9%
- ▶ Slight decrease in load factor, reflecting the weak supply-demand balance in the different regions of the network and the continuous soft local flows to France
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency down compared to September 2015, in line with July 2016 and August 2016 average variation year on year.

Transavia activity	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
Total	+ 18.2%	+ 17.9%	91.4%	- 0.3

- ▶ 1.5 million passengers, +25.0%
- ▶ 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	+ 2.1%	+ 0.9%	86.3%	- 1.0

- ▶ 8.5 million passengers, +2.8%

Cargo activity	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
Total	- 3.5%	- 4.5%	59.3%	- 0.6

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

Agenda

3rd November: Third Quarter 2016 results

9th November: October 2016 traffic

8th December: November 2016 traffic

Investor relations

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STATISTICS

Passenger network activity*

Total Passenger network*	September			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	7,013	7,073	(0.9%)	60,395	59,863	0.9%
Revenue pax-kilometers (m RPK)	20,465	20,636	(0.8%)	179,756	178,997	0.4%
Available seat-kilometers (m ASK)	23,878	23,766	0.5%	209,895	209,265	0.3%
Load factor (%)	85.7%	86.8%	(1.1)	85.6%	85.5%	0.1
Long-haul						
Passengers carried ('000s)	2,171	2,204	(1.5%)	19,443	19,394	0.3%
Revenue pax-kilometers (m RPK)	16,419	16,587	(1.0%)	145,752	145,445	0.2%
Available seat-kilometers (m ASK)	18,892	18,880	0.1%	168,048	167,482	0.3%
Load factor (%)	86.9%	87.9%	(0.9)	86.7%	86.8%	(0.1)
North America						
Passengers carried ('000s)	689	706	(2.5%)	5,754	5,745	0.1%
Revenue pax-kilometers (m RPK)	4,924	4,995	(1.4%)	41,083	40,770	0.8%
Available seat-kilometers (m ASK)	5,691	5,602	1.6%	47,066	46,042	2.2%
Load factor (%)	86.5%	89.2%	(2.6)	87.3%	88.6%	(1.3)
Latin America						
Passengers carried ('000s)	264	267	(1.4%)	2,356	2,284	3.2%
Revenue pax-kilometers (m RPK)	2,546	2,574	(1.1%)	22,609	21,965	2.9%
Available seat-kilometers (m ASK)	2,859	2,862	(0.1%)	25,758	25,207	2.2%
Load factor (%)	89.1%	89.9%	(0.9)	87.8%	87.1%	0.6
Asia / Pacific						
Passengers carried ('000s)	523	553	(5.5%)	4,521	4,785	(5.5%)
Revenue pax-kilometers (m RPK)	4,640	4,855	(4.4%)	39,631	41,815	(5.2%)
Available seat-kilometers (m ASK)	5,132	5,439	(5.6%)	45,105	47,775	(5.6%)
Load factor (%)	90.4%	89.3%	1.2	87.9%	87.5%	0.3
Africa / Middle East						
Passengers carried ('000s)	452	454	(0.5%)	4,097	3,986	2.8%
Revenue pax-kilometers (m RPK)	2,475	2,491	(0.6%)	22,637	22,041	2.7%
Available seat-kilometers (m ASK)	2,988	2,956	1.1%	27,483	27,096	1.4%
Load factor (%)	82.8%	84.2%	(1.4)	82.4%	81.3%	1.0
Caribbean / Indian,Ocean						
Passengers carried ('000s)	245	224	9.4%	2,716	2,595	4.7%
Revenue pax-kilometers (m RPK)	1,834	1,672	9.7%	19,793	18,854	5.0%
Available seat-kilometers (m ASK)	2,222	2,020	10.0%	22,635	21,362	6.0%
Load factor (%)	82.5%	82.7%	(0.2)	87.4%	88.3%	(0.8)
Short and Medium-haul						
Passengers carried ('000s)	4,841	4,869	(0.6%)	40,951	40,468	1.2%
Revenue pax-kilometers (m RPK)	4,045	4,049	(0.1%)	34,004	33,552	1.3%
Available seat-kilometers (m ASK)	4,986	4,886	2.0%	41,847	41,783	0.2%
Load factor (%)	81.1%	82.9%	(1.7)	81.3%	80.3%	1.0

* Air France, KLM, and HOP!

Transavia activity

Transavia	September			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	1,477	1,181	25.0%	10,439	8,638	20.9%
Revenue pax-kilometers (m RPK)	2,534	2,150	17.9%	18,041	16,164	11.6%
Available seat-kilometers (m ASK)	2,773	2,346	18.2%	20,116	17,840	12.8%
Load factor (%)	91.4%	91.6%	(0.3)	89.7%	90.6%	(0.9)

Total group passenger activity**

Total group**	September			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	8,490	8,254	2.8%	70,834	68,500	3.4%
Revenue pax-kilometers (m RPK)	22,999	22,785	0.9%	197,796	195,161	1.4%
Available seat-kilometers (m ASK)	26,651	26,112	2.1%	230,011	227,105	1.3%
Load factor (%)	86.3%	87.3%	(1.0)	86.0%	85.9%	0.1

** Air France, KLM, HOP! and Transavia

Cargo activity

Total Group	September			Year to date		
	2016	2015	Variation	2016	2015	Variation
Revenue tonne-km (m RTK)	714	747	(4.5%)	6,234	6,711	(7.1%)
Available tonne-km (m ATK)	1,202	1,246	(3.5%)	10,737	11,281	(4.8%)
Load factor (%)	59.3%	59.9%	(0.6)	58.1%	59.5%	(1.4)

Air France and HOP! activity

Total Passenger network activity	September			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	4,302	4,455	(3.4%)	37,507	38,300	(2.1%)
Revenue pax-kilometers (m RPK)	11,853	12,278	(3.5%)	106,329	108,509	(2.0%)
Available seat-kilometers (m ASK)	14,168	14,381	(1.5%)	126,047	127,979	(1.5%)
Load factor (%)	83.7%	85.4%	(1.7)	84.4%	84.8%	(0.4)
Long-haul						
Passengers carried ('000s)	1,269	1,323	(4.1%)	11,675	11,868	(1.6%)
Revenue pax-kilometers (m RPK)	9,361	9,721	(3.7%)	85,359	87,001	(1.9%)
Available seat-kilometers (m ASK)	11,004	11,225	(2.0%)	99,634	100,916	(1.3%)
Load factor (%)	85.1%	86.6%	(1.5)	85.7%	86.2%	(0.5)
Short and Medium-haul						
Passengers carried ('000s)	3,034	3,132	(3.1%)	25,832	26,431	(2.3%)
Revenue pax-kilometers (m RPK)	2,492	2,557	(2.6%)	20,970	21,508	(2.5%)
Available seat-kilometers (m ASK)	3,164	3,157	0.2%	26,413	27,064	(2.4%)
Load factor (%)	78.8%	81.0%	(2.3)	79.4%	79.5%	(0.1)
Cargo activity						
Revenue tonne-km (m RTK)	300	283	5.8%	2,611	2,663	(2.0%)
Available tonne-km (m ATK)	577	565	2.2%	5,156	5,171	(0.3%)
Load factor (%)	51.9%	50.1%	1.8	50.6%	51.5%	(0.9)

KLM activity

Total Passenger network activity	September			Year to date		
	2016	2015	Variation	2016	2015	Variation
Passengers carried ('000s)	2,710	2,619	3.5%	22,888	21,563	6.1%
Revenue pax-kilometers (m RPK)	8,612	8,357	3.0%	73,427	70,489	4.2%
Available seat-kilometers (m ASK)	9,710	9,385	3.5%	83,848	81,285	3.2%
Load factor (%)	88.7%	89.0%	(0.4)	87.6%	86.7%	0.9
Long-haul						
Passengers carried ('000s)	903	881	2.4%	7,769	7,526	3.2%
Revenue pax-kilometers (m RPK)	7,058	6,865	2.8%	60,393	58,445	3.3%
Available seat-kilometers (m ASK)	7,888	7,655	3.0%	68,414	66,566	2.8%
Load factor (%)	89.5%	89.7%	(0.2)	88.3%	87.8%	0.5
Short and Medium-haul						
Passengers carried ('000s)	1,808	1,737	4.0%	15,119	14,037	7.7%
Revenue pax-kilometers (m RPK)	1,554	1,492	4.2%	13,034	12,044	8.2%
Available seat-kilometers (m ASK)	1,822	1,730	5.3%	15,434	14,720	4.9%
Load factor (%)	85.3%	86.2%	(1.0)	84.4%	81.8%	2.6
Cargo activity						
Revenue tonne-km (m RTK)	414	463	(10.7%)	3,624	4,048	(10.5%)
Available tonne-km (m ATK)	625	681	(8.3%)	5,581	6,110	(8.6%)
Load factor (%)	66.2%	68.0%	(1.8)	64.9%	66.3%	(1.3)