

## JULY 2014 TRAFFIC

- ▶ **Passenger: disciplined capacity growth, rise 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>+2.4%</b>	<b>+2.3%</b>	<b>88.7%</b>	<b>-0.1</b>
Americas	+5.2%	+2.8%	89.3%	-2.1
Asia	+2.6%	+3.3%	90.0%	+0.6
Africa / Middle East	-1.5%	+0.4%	85.2%	+1.6
Caribbean / Indian Ocean	-2.9%	+0.5%	88.2%	+3.0
<b>Short and Medium-haul</b>	<b>-1.7%</b>	<b>+0.6%</b>	<b>84.1%</b>	<b>+1.9</b>
<b>Total</b>	<b>+1.5%</b>	<b>+1.9%</b>	<b>87.8%</b>	<b>+0.4</b>

- ▶ 7.5 million passengers, +1.3%
- ▶ Continued reduction of domestic France point-to-point capacity (ASK), - 7.2%
- ▶ Unit revenue per available seat kilometer (RASK) ex-currency down compared to July 2013, affected by industry over-capacity on North America and Asia routes

Transavia	Capacity (ASK, %ch.)	Traffic (RPK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>+6.0%</b>	<b>+2.8%</b>	<b>90.1%</b>	<b>-2.8</b>

- ▶ 1.2 million passengers, + 5.4%
- ▶ Ongoing accelerated development of Transavia France: capacity (ASK) +21.5%

Cargo	Capacity (ATK, %ch.)	Traffic (RTK, %ch.)	Load Factor (%)	Change (pts)
<b>Total</b>	<b>-0.5%</b>	<b>-0.9%</b>	<b>59.4%</b>	<b>-0.3</b>

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

### Agenda

8<sup>th</sup> September 2014: August 2014 Traffic

11<sup>th</sup> September 2014: Investor day on new strategic plan 'PERFORM 2020'

8<sup>th</sup> October 2014: September 2014 Traffic

### Investors

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## STATISTICS

### Passenger activity

	July			Year to date		
	2014	2013	Variation	2014	2013	Variation
<b>Total Group</b>						
Passengers carried ('000s)	7,489	7,396	1.3%	45,357	44,527	1.9%
Revenue pax-kilometers (m RPK)	22,275	21,850	1.9%	134,361	131,240	2.4%
Available seat-kilometers (m ASK)	25,371	24,989	1.5%	159,080	157,156	1.2%
Load factor (%)	87.8%	87.4%	0.4	84.5%	83.5%	1.0
<b>Long-haul</b>						
Passengers carried ('000s)	2,399	2,344	2.3%	14,469	14,102	2.6%
Revenue pax-kilometers (m RPK)	17,978	17,577	2.3%	108,791	106,036	2.6%
Available seat-kilometers (m ASK)	20,264	19,795	2.4%	126,370	124,028	1.9%
Load factor (%)	88.7%	88.8%	(0.1)	86.1%	85.5%	0.6
<b>Americas</b>						
Passengers carried ('000s)	1,030	1,001	2.9%	5,864	5,643	3.9%
Revenue pax-kilometers (m RPK)	7,941	7,725	2.8%	45,790	44,082	3.9%
Available seat-kilometers (m ASK)	8,896	8,453	5.2%	52,260	49,863	4.8%
Load factor (%)	89.3%	91.4%	(2.1)	87.6%	88.4%	(0.8)
<b>Asia / Pacific</b>						
Passengers carried ('000s)	587	561	4.7%	3,532	3,518	0.4%
Revenue pax-kilometers (m RPK)	5,199	5,033	3.3%	31,235	31,132	0.3%
Available seat-kilometers (m ASK)	5,778	5,629	2.6%	36,123	36,464	(0.9%)
Load factor (%)	90.0%	89.4%	0.6	86.5%	85.4%	1.1
<b>Africa / Middle East</b>						
Passengers carried ('000s)	465	466	(0.3%)	3,044	2,970	2.5%
Revenue pax-kilometers (m RPK)	2,579	2,570	0.4%	17,048	16,561	2.9%
Available seat-kilometers (m ASK)	3,028	3,074	(1.5%)	21,104	20,879	1.1%
Load factor (%)	85.2%	83.6%	1.6	80.8%	79.3%	1.5
<b>Caribbean / Indian, Ocean</b>						
Passengers carried ('000s)	317	316	0.3%	2,030	1,972	2.9%
Revenue pax-kilometers (m RPK)	2,260	2,250	0.5%	14,718	14,262	3.2%
Available seat-kilometers (m ASK)	2,562	2,640	(2.9%)	16,883	16,822	0.4%
Load factor (%)	88.2%	85.2%	3.0	87.2%	84.8%	2.4
<b>Short and Medium-haul</b>						
Passengers carried ('000s)	5,090	5,052	0.8%	30,888	30,424	1.5%
Revenue pax-kilometers (m RPK)	4,296	4,272	0.6%	25,570	25,204	1.5%
Available seat-kilometers (m ASK)	5,107	5,194	(1.7%)	32,711	33,129	(1.3%)
Load factor (%)	84.1%	82.3%	1.9	78.2%	76.1%	2.1

### Transavia activity

	July			Year to date		
	2014	2013	Variation	2014	2013	Variation
<b>Total Group</b>						
Passengers carried ('000s)	1,207	1,145	5.4%	5,527	5,064	9.1%
Revenue pax-kilometers (m RPK)	2,392	2,328	2.8%	10,669	10,096	5.7%
Available seat-kilometers (m ASK)	2,655	2,505	6.0%	11,937	11,280	5.8%
Load factor (%)	90.1%	92.9%	(2.8%)	89.4%	89.5%	(0.1)

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

## Cargo activity

	July			Year to date		
	2014	2013	Variation	2014	2013	Variation
<b>Total Group</b>				5,774	5,781	(0.1%)
Revenue tonne-km (m RTK)	841	848	(0.9%)	9,124	9,248	(1.3%)
Available tonne-km (m ATK)	1,415	1,421	(0.5%)	63.3%	62.5%	0.8
Load factor (%)	59.4%	59.7%	(0.3)			
<b>Americas</b>				2,413	2,381	1.3%
Revenue tonne-km (m RTK)	349	346	0.9%	3,830	3,843	(0.3%)
Available tonne-km (m ATK)	622	614	1.2%	63.0%	62.0%	1.0
Load factor (%)	56.1%	56.3%	(0.2)			
<b>Asia / Pacific</b>				2,174	2,199	(1.1%)
Revenue tonne-km (m RTK)	329	338	(2.7%)	2,800	2,869	(2.4%)
Available tonne-km (m ATK)	424	434	(2.4%)	77.7%	76.6%	1.0
Load factor (%)	77.7%	77.9%	(0.2)			
<b>Africa / Middle East</b>				901	922	(2.3%)
Revenue tonne-km (m RTK)	125	129	(2.8%)	1,542	1,587	(2.8%)
Available tonne-km (m ATK)	223	230	(2.9%)	58.4%	58.1%	0.4
Load factor (%)	56.2%	56.1%	0.1			
<b>Caribbean / Indian Ocean</b>				248	240	3.6%
Revenue tonne-km (m RTK)	32	30	7.9%	639	641	(0.4%)
Available tonne-km (m ATK)	97	96	1.2%	38.9%	37.4%	1.5
Load factor (%)	33.3%	31.2%	2.1			
<b>Short and Medium-haul</b>				38	39	(3.6%)
Revenue tonne-km (m RTK)	6	6	(0.7%)	314	308	2.0%
Available tonne-km (m ATK)	50	47	4.6%	12.0%	12.7%	(0.7)
Load factor (%)	11.2%	11.8%	(0.6)			