

TRAFFIC FIGURES Q1 2013

Operating performance

During the first 3 months of the year 2013 Lux Express Group operated 99,6% of scheduled departures, whereas 93,4% of trips departed on time.

| Q1 2013 | |
|--------------------|-------|
| Regularity | 99,6% |
| Punctuality | 93,4% |

Internet bookings

The trend of sales through internet is constantly ascending. Internet bookings in the first quarter of 2013 were 9,6 p.p. higher compared to the same period last year.

| Q1 2012 | Q1 2013 | change |
|---------|---------|----------|
| 37,4% | 47,0% | +9.6p.p. |

Traffic development

The total number of passengers in the first 3 months of 2013 was 152 358, compared to last year's 137 778 the number of passengers has risen by 11%, whereas the number of journeys has stayed more or less the same with a 1% increase. The total revenue passenger kilometre has increased by 21% and the total passenger load factor has risen from 47% in the first quarter of 2012 to 50% in 2013.

| Passengers | | | |
|----------------------------|---------------|---------------|-------------|
| Route groups | Q1 2012 | Q1 2013 | change |
| The Baltics | 49854 | 54878 | +10% |
| The Baltics-St.Petersburg | 74521 | 74272 | 0% |
| The Baltics-Central Europe | 11124 | 18020 | +62% |
| Others | 2279 | 5188 | +128% |
| Total | 137778 | 152358 | +11% |

The biggest change can be seen in routes connected to Central Europe. For those routes the passenger numbers have increased by 62% due to the extension of the Vilnius-Warsaw route to Vilnius – Warsaw – Poznan - Berlin route. The revenue passenger kilometres has risen by 122% and the load factor has increased by 8.p.p. For other routes the amount of passengers has risen from 2279 to 5188 and the number of journeys has increased by 197% from 91 to 270 due to the opening of the Riga - Minsk route.

| Number of journeys | | | |
|----------------------------|-------------|-------------|------------|
| Route groups | Q1 2012 | Q1 2013 | change |
| The Baltics | 2163 | 2158 | 0% |
| The Baltics-St.Petersburg | 2282 | 2181 | -4% |
| The Baltics-Central Europe | 363 | 360 | -1% |
| Others | 91 | 270 | +197% |
| Total | 4899 | 4969 | +1% |

The situation between the Baltics and St. Petersburg can be explained by the severe increase of competition. Due to a large number of new departures operated by different competitors on the Tallinn – St. Petersburg route, the number of seats offered on the market has more or less doubled compared to the same period last year. As a result of the increased amount of seats offered on the market, the demand itself did not ascend and due to that there has been a serious pressure to the price level on the particular route. Despite the difficult situation in the market, Lux Express has been able to keep its market position and the amount of passengers stable. The revenue passenger kilometres and passenger load factor has had a small increase.

| Revenue passenger km (mil.) | | | |
|-----------------------------------|-------------|-------------|-------------|
| | Q 1 2012 | Q1 2013 | change |
| The Baltics | 16,0 | 18,3 | +14% |
| The Baltics-St.Petersburg | 26,8 | 27,6 | +3% |
| The Baltics-Central Europe | 5,6 | 12,5 | +122% |
| Others | 0,8 | 2,1 | +152% |
| Total | 49,3 | 60,4 | +23% |

| Passenger load factor | | | |
|-----------------------------------|------------|------------|---------------|
| | Q 1 2012 | Q1 2013 | change |
| The Baltics | 44% | 48% | +4p.p. |
| The Baltics-St.Petersburg | 49% | 50% | +1p.p. |
| The Baltics-Central Europe | 47% | 55% | +8p.p. |
| Others | 44% | 41% | -3p.p. |
| Total | 47% | 50% | +3p.p. |