

TRAFFIC FIGURES Q3 2013

Operating performance

	Q2 2013	Q3 2013	change
Regularity	99,9%	99,8%	+ 0.1 p.p.
Punctuality	96,6%	98,0%	+ 1.4 p.p.

Internet bookings

The share of Internet bookings continued to rise in 3rd Quarter, broadly in line with the previous periods. Share of Internet sales was 49% in the period Jul-Sep.

Internet bookings		
Q3 2012	Q3 2013	change
38,9%	49,0%	+10,1 p.p.

Traffic development

On most route groups the traffic development was stable during the peak summer period. Still, overall demand was stronger, which allowed to increase the average price Y-o-Y. Significant growth in passenger numbers was registered on Vilnius-Berlin route, which was launched last summer and has seen gradual improvements in 2013. Also St.Petersburg routes which were lagging behind stabilized in Q3 due to the already lower base figures in 2012.

Passengers			
Route groups	Q3 2012	Q3 2013	change
The Baltics	78777	79607	1%
The Baltics-St.Petersburg	94862	93921	-1%
The Baltics-Central Europe	22123	26871	21%
Others	7793	8758	12%
Total	203555	209157	3%

Compared to the third quarter of 2012, the number of journeys was broadly the same, increasing only 2%. Only significant change was in "Other" route group, where the Riga-Kaliningrad operated daily in 2013, instead of every second day in 2012.

Number of journeys			
Route groups	Q3 2012	Q3 2013	change
The Baltics	2435	2576	6%
The Baltics-St.Petersburg	2401	2297	-4%
The Baltics-Central Europe	368	369	0%
Others	276	368	33%
Total	5480	5610	2%

Best growth among different routes could be seen on Vilnius-Berlin route, where traffic, measured in revenue passenger kilometres increased by 10%, whereas the number of trips remained the same. Also Baltic routes showed good progress, where both load factor and average price developed positively. Good performance on Baltic routes was connected to somewhat reduced competition and exceptionally good weather in the Baltic region.

(RPK) Revenue passenger km (mil.)			
	Q3 2012	Q3 2013	change
The Baltics	25885082	26102917	1%
The Baltics-St.Petersburg	34915494	34318852	-2%
The Baltics-Central Europe	15738131	17368231	10%
Others	2443224	2872253	18%
Total	78981931	80662252	2%

(PLF) Passenger load factor			
	Q3 2012	Q3 2013	Change p.p.
The Baltics	60%	66%	+ 6 p.p.
The Baltics-St.Petersburg	59%	60%	+ 1 p.p.
The Baltics-Central Europe	67%	74%	+ 7 p.p.
Others	47%	40%	- 6 p.p.
Total	61%	64%	+ 3 p.p.