

TRAFFIC FIGURES Q4 2013

Operating performance

	Q3 2013	Q4 2013	change
Regularity	99,8%	99,7%	- 0.1 p.p.
Punctuality	98,0%	98,4%	+ 0.4 p.p.

Internet bookings

Compared to 4th quarter of 2012 bookings made via Internet have decreased. Although compared to the previous quarters of 2013 there has still been a continuous rise.

Internet bookings		
Q4 2012	Q4 2013	change
57,2%	51,9%	-5.3 p.p.

Traffic development

The number of passengers has increased by 10,4% compared to the same period in 2012. The biggest difference was on Vilnius-Berlin route which has gained more passengers each month after the opening in June 2012. "The Baltics-St.Petersburg" route group showed a slight improvement after stabilizing in the third quarter.

Passengers			
Route groups	Q4 2012	Q4 2013	change
The Baltics	56 099	64 814	+15,5%
The Baltics-St.Petersburg	77 022	79 110	+2,7%
The Baltics-Central Europe	18 185	23 188	+27,5%
Others	6 715	7 079	+5,4%
Total	158 021	174 191	+10,2%

Significant change in number of journeys can be seen in group "Others", where similarly to the last quarter the growth is connected to the fact that Riga-Kaliningrad started to operate daily in 2013, whereas in 2012 trips on this route were every other day. The 16,6% increase for routes within the Baltics was due to additional departures both on Tallinn-Riga-Tallinn route and Riga-Vilnius-Riga route. More departures on those routes also resulted in good development in the amount of passengers.

Number of journeys			
Route groups	Q4 2012	Q4 2013	change
The Baltics	2 200	2 566	16,6%
The Baltics-St.Petersburg	2 228	2 236	0,4%
The Baltics-Central Europe	364	364	0,0%
Others	274	363	32,5%
Total	5 066	5 529	9,1%

Similarly to the last quarter, again Vilnius-Berlin has shown the best growth since the number of journeys has not changed, but the revenue passenger kilometres have risen by 30,1% and the load factor by 15,9 points. Route group "Others" has also had an increase in RPK by 45,6 %, though on those routes the number of journeys is also bigger, but the load factor has had only a modest rise.

(RPK) Revenue passenger km (mil.)			
	Q4 2012	Q4 2013	change
The Baltics	19,88	22,95	15,5%
The Baltics-St.Petersburg	28,96	31,48	8,7%
The Baltics-Central Europe	12,35	16,07	30,1%
Others	1,97	2,86	45,6%
Total	63,15	73,38	16,2%

(PLF) Passenger load factor			
	Q4 2012	Q4 2013	Change p.p.
The Baltics	51%	54%	+3,2 p.p.
The Baltics-St.Petersburg	52%	56%	+4,4 p.p.
The Baltics-Central Europe	54%	69%	+15,9 p.p.
Others	38%	41%	+3,2 p.p.
Total	51%	57%	+5,8 p.p.