

TRAFFIC FIGURES Q1 2014

Operating performance

	Q1 2013	Q1 2014	Change
Regularity	99,6%	99,6%	- 0 p.p
Punctuality	93,4%	98,9%	+ 5.5. p.p.

Internet bookings

There has been a significant increase of tickets bought via internet. Bookings via Internet have reached 55, 8%, whereas during the same period last year the share was 47%.

Q1 2013	Q1 2014	change
47,0%	55,8%	+8.8 p.p.

Traffic development

The whole number of passengers has increased by 204 045 passengers, this is due to the fact that in autumn 2013 Lux Express started to operate Estonian domestic routes Tallinn-Tartu, Tallinn-Pärnu and Tallinn-Narva. Passengers carried in the first quarter within Estonian domestic routes exceeded even the number of all passengers put together on all other routes. A small decrease has been seen on routes connected to St. Petersburg.

Passengers			
Route groups	Q1 2013	Q1 2014	change
The Baltics	54 878	62 382	+13,7%
The Baltics-St.Petersburg	74 272	73 778	-0,7%
The Baltics-Central Europe	18 020	22 977	+27,5%
Estonia domestic	-	191 104	-
Others	5 188	6 162	+18,8%
Total	152 358	356 403	+133,9%

The Y-O-Y changes in number of journeys are similar to the 4th quarter of 2013, where the biggest change was in group "others" due to Riga-Kaliningrad daily departures and the increase of journeys within Baltics was affected by additional departures on Tallinn-Riga-Tallinn and Riga-Vilnius-Riga routes.

Number of journeys			
Route groups	Q1 2013	Q1 2014	change
The Baltics	2158	2 506	+16,1%
The Baltics-St.Petersburg	2181	2 204	+1,1%
The Baltics-Central Europe	360	360	0,0%
Estonia domestic	-	4 681	-
Others	270	358	+32,6%
Total	4969	10 109	+103,5%

Similarly to 2013, the best growth can still be seen in routes connected to Central Europe, where the load factor was again better than in the first quarter of 2013, also RPK increased by 12%. The highest load factor was on the Estonian domestic routes, where it was even higher than routes connected to Central Europe, also the traffic measured in revenue passenger kilometre was 33,1 mil., which is higher than in any other route group.

Revenue passenger km (mil.)			
	Q1 2013	Q1 2014	change
The Baltics	18,3	20,5	+ 12%
The Baltics-St.Petersburg	27,6	27,3	-1%
The Baltics-Central Europe	12,5	14	+ 12%
Estonia domestic	-	33,1	-
Others	2,1	2,5	+ 19%
Total	60,4	97,5	+ 61%

Passenger load factor			
	Q1 2013	Q1 2014	change
The Baltics	48%	47%	-1 p.p.
The Baltics-St.Petersburg	50%	50%	0 p.p.
The Baltics-Central Europe	55%	60%	+ 6 p.p.
Estonia domestic	-	69%	-
Others	41%	37%	-4 p.p.
Total	50%	56%	+ 6 p.p.