

TRAFFIC FIGURES Q3 2014

Operating performance

	Q3 2013	Q3 2014	Change
Regularity	99,8%	99,6%	- 0,2 p.p
Punctuality	98,0%	99,2%	+ 1.2 p.p.

Traffic development

The biggest increase in passenger numbers were in route groups where new routes were open. The new St.Petersburg-Helsinki route, which was opened in May, showed really good growth during the third quarter. Also other routes going to St.Petersburg were quite stable despite to the difficult situations in both politics and economics, therefore in general the whole group showed good results, increasing passenger numbers by 15%.

The results of the "Baltics-Central Europe" group were mostly affected by the opening of Vilnius-Warsaw-Wroclaw-Prague route, which performed better than expected from the very first month. The passenger numbers in that route group increased by ca 51%. Since the capacity increased between Vilnius and Warsaw with an additional Prague departure, also the load factor decreased a bit in the whole group due to the division of customers.

The third new route, Riga-Moscow, was in a positive trend equally to others. The revenue passenger kilometres increased from 2,9 million to 8,4 million compared to the third quarter of 2013 and passenger numbers by 67% in the group "Others" mainly due to the Moscow route opening. Also Riga-Minsk contributed to the result with a growth similarly to the second quarter.

Internet bookings

	Q3 2013	Q3 2014	change
International	49,0 %	58,9 %	+ 9.9 p.p.
Estonian domestic	-	29,6 %	-

Passengers			
Route groups	Q3 2013	Q3 2014	change
The Baltics	85 572	94 520	10,5%
To/from St.Petersburg	94 472	109 110	15,5%
The Baltics-Central Europe	26 871	40 680	51,4%
Estonia domestic	0	206 740	0
Others	8 758	14 660	67,4%
Total	215 673	465 710	115,9%

Number of journeys			
Route groups	Q3 2013	Q3 2014	change
The Baltics	2 576	2 926	13,6%
To/from St.Petersburg	2 297	2 705	17,8%
The Baltics-Central Europe	369	552	49,6%
Estonia domestic	0	4 784	
Others	368	552	50,0%
Total	5 610	11 519	105,3%

The Estonian domestic routes showed a small increase in passenger numbers compared to the second quarter of 2014. The main growth was seen on Tallinn-Pärnu and Tallinn-Narva routes, where the summer season was especially good for Pärnu. Tallinn-Tartu route showed a small decrease compared to the second quarter since the summer months are historically the low season in that particular route.

Revenue passenger km (mil.)			
	Q3 2013	Q3 2014	change
The Baltics	27,9	31,3	12,3%
To/from St.Petersburg	34,5	40,9	18,4%
The Baltics-Central Europe	17,4	26,0	49,8%
Estonia domestic	0	34,8	
Others	2,9	8,4	191,8%
Total	82,6	141,3	71,1%

Passenger load factor			
	Q3 2013	Q3 2014	change
The Baltics	66%	61%	-5%
To/from St.Petersburg	60%	61%	1%
The Baltics-Central Europe	74%	72%	-2%
Estonia domestic		70%	
Others	40%	52%	12%
Total	64%	64%	0%