

# TRAFFIC FIGURES Q4 2014

## Operating performance

	Q4 2013	Q4 2014	Change
<b>Regularity</b>	99,7%%	99,9%	+ 0,2 p.p
<b>Punctuality</b>	98,4%	99,4%	+ 1.0 p.p.

## Internet bookings

The share of bookings made via internet has reached 60% in 2014, where as in 2013 it was ca 54%. Internet bookings in the Estonian domestic routes have also a stable growth, but currently still stays under 35% of all bookings.

The overall number of passengers on international routes grew ca 22%. Although the load factor has decreased slightly in most of the route groups due to new routes, the number of passengers and revenue passenger kilometres are in a stable growth throughout the whole network. From the international route groups, the best growth was in the group "Others" where similarly to the last quarter it was mostly affected by the Riga-Moscow route and also by the well performing Riga-Minsk. The routes going via Baltics show a good constant growth each quarter. In the fourth quarter of 2014 only 7% of more journeys resulted in the increase of passenger numbers by 20% and the traffic measured in RPK increased by 15,6%.

	year 2013	year 2014	change
<b>International</b>	54,1 %	60,1 %	+ 6.0 p.p.
<b>Estonian domestic</b>	-	34,4%	-

Passengers			
Route groups	Q4 2013	Q4 2014	change
<b>The Baltics</b>	65 060	78 100	20,0%
<b>To/from St.Petersburg</b>	79 170	89 130	12,6%
<b>The Baltics-Central Europe</b>	23 190	33 080	42,6%
<b>Estonia domestic</b>	0	205 580	
<b>Others</b>	7 080	12 390	75,0%
<b>Total</b>	<b>174 500</b>	<b>418 280</b>	<b>139,7%</b>

Number of journeys			
Route groups	Q4 2013	Q4 2014	change
<b>The Baltics</b>	2 566	2 748	7,1%
<b>To/from St.Petersburg</b>	2 236	2 747	22,9%
<b>The Baltics-Central Europe</b>	364	548	50,5%
<b>Estonia domestic</b>	0	4 795	
<b>Others</b>	363	546	50,4%
<b>Total</b>	<b>5 529</b>	<b>11 384</b>	<b>105,9%</b>

The Estonian domestic routes stayed stable compared to the previous quarter of 2014, the amount of passengers was similar to the third quarter, which is a positive result since the last quarter of the year is not the high season for Pärnu and Narva routes. The overall result of 2014 for Estonian domestic routes was also good, it showed that despite competing with the train operator which is subsidized by the government, Lux Express service is valued by the customers, which was seen also in the increase of number of passengers. The amount of passenger on Estonian domestic routes grew by 9% in 2014, making 50% of all the passengers in the Lux Express Group routes.

Passenger load factor			
	Q4 2013	Q4 2014	change
<b>The Baltics</b>	51%	49%	-2 p.p.
<b>To/from St.Petersburg</b>	52%	48%	-4 p.p.
<b>The Baltics-Central Europe</b>	62%	59%	-3 p.p.
<b>Estonia domestic</b>		70%	
<b>Others</b>	41%	47%	+6 p.p.
<b>Total</b>	<b>53%</b>	<b>55%</b>	<b>+2 p.p.</b>

Revenue passenger km (mil.)			
	Q4 2013	Q4 2014	change
<b>The Baltics</b>	21,7	25,1	15,6%
<b>To/from St.Petersburg</b>	29,2	32,5	11,3%
<b>The Baltics-Central Europe</b>	14,3	21,3	48,4%
<b>Estonia domestic</b>	0	34,8	
<b>Others</b>	2,9	7, 1	147,9%
<b>Total</b>	<b>68,1</b>	<b>120,8</b>	<b>77,3%</b>