

TRAFFIC FIGURES

Q3 2016

Operating performance

	Q3 2015	Q3 2016	Change
Regularity	99.5%	100%	+ 0.5 p.p.
Punctuality	87.4%	94%	+ 6.6 p.p.

Internet bookings

	Q3 2015	Q3 2016	Change
International	61.9%	73.8%	+ 11.9 p.p.
Estonian domestic	38.9%	59.6%	+ 20.7 p.p.

The second quarter of 2016 brought a 19 per cent increase in passenger numbers compared with the same period last year.

Similarly to previous quarters of 2016, the Baltics and routes connected to St Petersburg also showed a stable growth in passenger numbers in the third quarter of 2016, although the capacity did not grow compared with the previous year. For the Baltics the amount of passengers grew by seven per cent and revenue measured in kilometres by five per cent. For the routes connected to St Petersburg the revenue of passenger per kilometre (RPK) increased by around ten per cent and passenger numbers by about nine per cent.

In the summer of 2016, logistics for the Central Europe route group changed significantly. From July 2016, the hub of international routes of Poland was moved from Warsaw to Krakow, which resulted in added departures and increased capacity on the Krakow-Budapest and Warsaw-Krakow-Prague routes.

Passengers			
Route groups	Q3 2015	Q3 2016	Change
The Baltics	101,943	109,170	7.1%
To/from St Petersburg	116,204	126,227	8.6%
The Baltics-Central Europe	52,170	80,522	54.3%
Estonia domestic	220,415	270,995	22.9%
Others	13,081	13,083	0.0%
Total	503,813	599,997	19.1%

Number of journeys			
Route groups	Q3 2015	Q3 2016	Change
The Baltics	3,128	3,126	-0.1%
To/from St Petersburg	2,766	2,705	-2.2%
The Baltics-Central Europe	903	1,628	80.3%
Estonia domestic	5,139	6,564	27.7%
Others	368	369	0.3%
Total	12,304	14,392	17.0%

Passenger load factor			
Route groups	Q3 2015	Q3 2016	Change
The Baltics	56.1%	62.8%	6.8 p.p.
To/from St Petersburg	62.9%	73.4%	10.5 p.p.
The Baltics-Central Europe	66.9%	65.7%	-1.2 p.p.
Estonia domestic	68.4%	74.6%	6.2 p.p.
Others	73.8%	74.8%	1.0 p.p.
Total	63.8%	69.6%	5.8 p.p.

Compared with 2015, we had also additional departures on the Vilnius-Warsaw route and a new route of Krakow-Vienna in the third quarter of 2016. Compared with the second quarter of 2016, the Vienna and Budapest routes were modified to Krakow by decreasing the kilometres.

There were about 28 per cent more trips made on Estonian domestic routes compared with the same period in 2015. The additional trips came from adding departures on the Tallinn-Tartu route, where we now operate 20 departures per day and additional departures during peak times. Additional departures were also added to the Tallinn-Pärnu and Tallinn-Kuressaare routes. The number of passengers and RPK increased by 23 per cent.

	Revenue passenger km (mil.)		
	Q3 2015	Q3 2016	Change
The Baltics	32.6	34.1	4.8 p.p.
To/from St Petersburg	42.7	46.9	9.8 p.p.
The Baltics-Central Europe	30.9	39.1	26.3 p.p.
Estonia domestic	36.9	45.3	22.6 p.p.
Others	8.6	8.7	1.1 p.p.
Total	151.8	174.2	14.7 p.p.

*The company excludes route groups with business sensitive information and/or franchised routes.