

TRAFFIC FIGURES

Q2 2016

Operating performance

	Q2 2015	Q2 2016	Change
Regularity	91.0%	99.9%	+ 8.9 pp
Punctuality	99.9%	94.5%	- 5.4 pp

Internet bookings

	Q2 2015	Q2 2016	Change
International	62.7%	76.1%	+ 13.4 pp
Estonian domestic	39.4%	60.7%	+ 21.3 pp

The second quarter of 2016 brought increase in passenger numbers of about 20 per cent.

The added capacity on the Vilnius-Warsaw, Warsaw-Krakow-Vienna and Warsaw-Krakow-Budapest routes led to a significant increase in passenger numbers in the second quarter of 2016. There was also growth in traffic measured in passenger kilometres – compared with the same period last year, the RPK increased by 56.3 per cent.

Routes connected to St Petersburg showed a stable growth similar to that in the first quarter of 2016. Capacity was decreased compared with 2015, which resulted in improved efficiency in load factor. But the total amount of passengers and revenue passenger kilometres showed a positive upward trend. The amount of passengers grew by 14.4 per cent and RPK by 19.2 per cent.

Passengers			
Route groups	Q2 2015	Q2 2016	Change
The Baltics	85,055	87,231	2.6%
To/from St Petersburg	93,576	107,010	14.4%
The Baltics-Central Europe	38,165	77,006	101.8%
Estonia domestic	213,184	247,303	16.0%
Others	10,503	9,804	-6.7%
Total	440,483	528,354	19.9%

Number of journeys			
Route groups	Q2 2015	Q2 2016	Change
The Baltics	2,774	3,094	11.5%
To/from St Petersburg	2,698	2,586	-4.2%
The Baltics-Central Europe	549	1,458	165.6%
Estonia domestic	4,924	6,086	23.6%
Others	364	364	0.0%
Total	11,309	13,588	20.2%

Passenger load factor			
Route groups	Q2 2015	Q2 2016	Change
The Baltics	52.7%	49.2%	-3.5%
To/from St Petersburg	51.3%	63.8%	12.5%
The Baltics-Central Europe	65.9%	57.3%	-8.6%
Estonia domestic	69.7%	70.5%	0.8%
Others	61.1%	57.7%	-3.4%
Total	58.9%	60.2%	1.3%

There were about 24 per cent more trips made on the Estonian domestic routes. Departures were added to the Tallinn-Tartu, Tallinn-Pärnu and Tallinn-Kuressaare routes due to changes in legislation that opened new opportunities on the market. The increase in capacity resulted in a 16 per cent growth in passenger numbers.

	Revenue passenger km (million)		
	Q2 2015	Q2 2016	Change
The Baltics	27.4	27.9	1.7%
To/from St Petersburg	34.1	40.6	19.2%
The Baltics-Central Europe	23.9	37.3	56.3%
Estonia domestic	35.9	41.5	15.4%
Others	7.0	6.7	-4.9%
Total	128.3	153.9	20.0%

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