

# TRAFFIC FIGURES Q1 2015

## Operating performance

	Q1 2014	Q1 2015	Change
<b>Regularity</b>	99,6%%	99,9%	+ 0,3 p.p
<b>Punctuality</b>	98,9%	99,2%	+ 0.3 p.p.

## Internet bookings

We have been able to increase the sales via internet both on international and Estonian domestic routes. Share of online bookings for international routes has reached already 65,5%.

	Q1 2014	Q1 2015	change
<b>International</b>	58,4 %	65,5 %	+ 7.1 p.p.
<b>Estonian domestic</b>	34,2%	41,0%	+ 6,8 p.p.

For international routes the passenger numbers grew by ca 15,4%. The load factor for only international routes decreased by 2%, though revenue passenger kilometres grew by 20,5%. The best results were shown by the group "others", where opening the Riga-Moscow, Tallinn-Moscow route has resulted in almost 50% increase in the number of passengers and the revenue measured in passenger kilometres has doubled reaching 5,7 million. Since the Moscow route is operated by Lux Express Special, with less seats than a regular Lux Express, the load factor has also increased not decreased as it usually happens with new routes.

Despite the difficult economic and political situation in Russia, we have managed to keep our passenger numbers stable on the routes connected to St. Petersburg, the whole group had a 10% increase in passenger numbers. Routes connected to Central Europe and the Baltics have lost in load factor, but have a stable growth in passenger numbers and RPK, whereas the revenue passenger kilometres increased on the routes connected to Central Europe by 40%.

Passengers			
Route groups	Q1 2014	Q1 2015	change
<b>The Baltics</b>	62 382	70 998	+ 13,8%
<b>To/from St.Petersburg</b>	73 778	81 373	+ 10,3%
<b>The Baltics-Central Europe</b>	22 977	29 261	+ 27,3%
<b>Estonia domestic</b>	191 104	193 653	+ 1,3%
<b>Others</b>	6 162	9 184	+ 49,0%
<b>Total</b>	<b>356 403</b>	<b>384 469</b>	<b>+ 7,9%</b>
Number of journeys			
Route groups	Q1 2014	Q1 2015	Change
<b>The Baltics</b>	2 506	2 678	+ 6,9%
<b>To/from St.Petersburg</b>	2 204	2 649	+ 20,2%
<b>The Baltics-Central Europe</b>	360	540	+ 50,0%
<b>Estonia domestic</b>	4 681	4 782	+ 2,2%
<b>Others</b>	358	384	+ 7,3%
<b>Total</b>	<b>10 109</b>	<b>11 033</b>	<b>+ 9,1%</b>

On the Estonian domestic routes an additional departure on the Tallinn-Narva route was added in the first quarter of this year, which has resulted in the lower load factor. The new departure has not been fully ran in yet, therefore the passenger numbers do not have a significant increase. Moreover, a big number of middle stops influences the route load factor. The overall traffic on the Estonian domestic routes shows a small but constant increase.

Passenger load factor			
	Q1 2014	Q1 2015	change
<b>The Baltics</b>	47,3%	45,3%	- 2,0%
<b>To/from St.Petersburg</b>	50,1%	45,6%	-4,5%
<b>The Baltics-Central Europe</b>	60,3%	54,2%	-6,1%
<b>Estonia domestic</b>	69,5%	65,6%	-3,9%
<b>Others</b>	37,4%	47,8%	+10,4%
<b>Total</b>	<b>56,0%</b>	<b>52,0%</b>	<b>-4,0%</b>

Revenue passenger km (mil.)			
	Q1 2014	Q1 2015	change
<b>The Baltics</b>	20,5	22,7	+10,6%
<b>To/from St.Petersburg</b>	27,3	29,8	+9,1%
<b>The Baltics-Central Europe</b>	14,0	19,3	+37,7%
<b>Estonia domestic</b>	33,1	32,8	-1,1%
<b>Others</b>	2,5	5,7	+128,5%
<b>Total</b>	<b>97,5</b>	<b>110,4</b>	<b>+13,1%</b>