

TRAFFIC FIGURES

Q1 2016

Operating performance

	Q1 2015	Q1 2016	Change
Regularity	99.9%	99.9%	0 p.p.
Punctuality	99.2%	95.8%	-3.4 p.p.

Internet bookings

	Q1 2015	Q1 2016	change
International	64.3%	74%	+ 9.7 p.p.
Estonian domestic	35.3%	56.4%	+ 21.1 p.p.

In the first quarter of 2016 the group 'The Baltics-Central Europe' once again lead the growth percentage-wise within the route groups, the amount of passengers grew by around 74% compared with quarter one in 2015. The growth in the number of trips came from opening the route Warsaw-Krakow-Budapest and adding capacity on the Vilnius-Warsaw route. Also, Warsaw-Krakow-Vienna was added at the end of the quarter, which contributed to the total result. Due to a significant increase in the number of journeys, the load factor decreased slightly, but the RPK increased from 19.3 to 26.8 million.

On routes connected to St Petersburg, the forecasts were more modest compared with the actual results. Although trips were somewhat cut down, the number of passengers grew by 14% and the traffic measured by revenue kilometers by 9.4%. In the 'The Baltics' route group additional departures were added in the summer of 2015 therefore the number of journeys has increased. But demand has not yet reached the same amount of growth compared with the total added capacity, which will be expected to happen in the third quarter of 2016.

Passengers			
Route groups	Q1 2015	Q1 2016	Change
The Baltics	70,998	72,964	2.8%
To/from St Petersburg	81,373	92,841	14.1%
The Baltics-Central Europe	29,261	50,846	73.8%
Estonia domestic	193,653	218,472	12.8%
Others	9,184	9,173	-0.1%
Total	384,469	444,296	15.6%

Number of journeys			
Route groups	Q1 2015	Q1 2016	Change
The Baltics	2,678	3,072	14.7%
To/from St Petersburg	2,649	2,633	-0.6%
The Baltics-Central Europe	540	1,121	107.6%
Estonia domestic	4,782	5,638	17.9%
Others	384	362	-5.7%
Total	11,033	12,826	16.3%

Passenger load factor			
Route groups	Q1 2015	Q1 2016	Change
The Baltics	45.3%	39%	-6.2%
To/from St Petersburg	45.6%	50%	4.3%
The Baltics-Central Europe	54.2%	49.1%	-5.1%
Estonia domestic	65.6%	62%	-3.6%
Others	47.8%	65.3%	17.5%
Total	51.8%	50.7%	-1.1%

Due to new legislation in the Estonian domestic market that opened the market slightly more than previously, additional departures were added to the Tallinn-Tartu, Tallinn-Pärnu and Tallinn-Kuressaare routes. The total growth in number of journeys was around 18% compared with the first quarter of 2015. The increase in capacity gave us 13% more passengers. Additional growth in passenger numbers due to the new departures is expected in the next quarters.

Revenue passenger km (mil.)			
	Q1 2015	Q1 2016	Change
The Baltics	22.7	21.90	-3.5%
To/from St Petersburg	29.8	32.7	9.4%
The Baltics-Central Europe	19.3	26.8	38.8%
Estonia domestic	32.8	35.9	9.8%
Others	5.7	6.2	9.3%
Total	110.4	123.6	12%

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