

TRAFFIC FIGURES

Q3 2015

Operating performance

	Q3 2014	Q3 2015	Change
Regularity	99,6%	99,5%	-0,1 p.p.
Punctuality	99,2%	87,4%	-11,8 p.p.

Internet bookings

	Q3 2014	Q3 2015	change
International	56,3%	58,6%	+ 2,3 p.p.
Estonian domestic	29,6%	39,2%	+ 9.6 p.p.

The whole number of passengers grew by 8%, whereas passenger number on international routes increased by 32,3%. Since the number of journeys has increased on international routes resulting in ca 53% more of available seats, the load factor decreased by 5%.

Similarly to the last quarter the best results in growth came from the "The Baltics-Central Europe" group. The main growth came from opening the Warsaw-Krakow-Budapest route in the summer of 2015 and an additional departure on the Vilnius-Warsaw route. Though also the Vilnius-Warsaw-Prague contributed significantly to the positive result.

Both the Baltic routes and routes connected to St.Petersburg are in a constant stable growth. For routes connected to St.Petersburg we have managed to keep the load factor even while increasing the number of journeys and a constant increase in passenger numbers and RPK show that despite the difficult economic and political status in Russia, we have managed to keep our market share.

Passengers			
Route groups	Q3 2014	Q3 2015	Change
The Baltics	94517	101943	7,9%
To/from St.Petersburg	109107	116204	6,5%
The Baltics-Central Europe	40683	52170	28,2%
Estonia domestic	206740	220415	6,6%
Others	14657	13081	-10,8%
Total	465704	503813	8,2%

Number of journeys			
Route groups	Q3 2014	Q3 2015	Change
The Baltics	2926	3128	6,9%
To/from St.Petersburg	2705	2766	2,3%
The Baltics-Central Europe	552	903	63,6%
Estonia domestic	4784	5139	7,4%
Others	552	368	-33,3%
Total	11519	12304	6,8%

Passenger load factor			
Route groups	Q3 2014	Q3 2015	change
The Baltics	60,7%	56,1%	-4,7%
To/from St.Petersburg	61,3%	62,9%	1,6%
The Baltics-Central Europe	71,5%	66,9%	-4,6%
Estonia domestic	69,8%	68,4%	-1,4%
Others	52,3%	73,8%	21,5%
Total	64,1%	63,8%	-0,3%

On the Estonian domestic route group the routes franchised under the Lux Express and Simple Express brand have been excluded from the statistics. On Estonian domestic routes operated by Lux Express Group the number of journeys has increased due to additional departures on the Narva route. In general the summer months were positive for the Estonian routes as we had a nearly 7% growth in passenger numbers and also a 6% growth in traffic measured in revenue passenger kilometres.

Revenue passenger km (mil.)			
	Q3 2014	Q3 2015	change
The Baltics	31,3	32,6	4,1%
To/from St.Petersburg	40,9	42,7	4,6%
The Baltics-Central Europe	26,0	31,0	19,0%
Estonia domestic	34,8	37,0	6,3%
Others	8,4	8,6	3,0%
Total	141,4	151,9	6,9%