

# TRAFFIC FIGURES

## Q4 2016

### Operating performance

	Q4 2015	Q4 2016	Change
<b>Regularity</b>	99.9%	99.9%	+ 0.0 p.p.
<b>Punctuality</b>	95.1%	94.5%	- 0.6 p.p.

### Internet bookings

	Q4 2015	Q4 2016	Change
<b>International</b>	74.7%	75.8%	+ 1.1 p.p.
<b>Estonian domestic</b>	53.8%	70.0%	+ 16.2 p.p.

Compared to the last quarter of 2015 ca 13.5% more departures were operated which brought also a 13.5% increase in passenger numbers. The load factor improved by 5% and revenue passenger kilometres by 6%. The international routes had ca 3% more trips in 2016 and ca 6% increase in passenger numbers.

The Estonian domestic routes continued in a similar trend compared to the third quarter of 2016. Compared to the fourth quarter of 2015 29% more departures were operated in 2016. Compared to the previous year additional trips were added on Tallinn–Tartu, Tallinn–Pärnu and Tallinn–Kuressaare routes. The amount of passengers and RPK increased by ca 22%. The load factor improved by 5%.

The Baltic routes showed a good growth in the fourth quarter. The amount of passengers increased by 15%, increasing the traffic measured in kilometres by 11.5%.

The routes connected to St.Petersburg had a small decrease in passenger numbers, though since there was 7% less departures, the efficiency measured in load factor grew by 8.4 p.p.

Passengers			
Route groups	Q4 2015	Q4 2016	Change
<b>The Baltics</b>	82703	95427	15.4%
<b>To/from St. Petersburg</b>	103479	102315	-1.1%
<b>The Baltics–Central Europe</b>	54298	56676	4.4%
<b>Estonia domestic</b>	230008	280165	21.8%
<b>Others</b>	9774	10452	6.9%
<b>Total</b>	<b>480262</b>	<b>545035</b>	<b>13.5%</b>

Number of journeys			
Route groups	Q4 2015	Q4 2016	Change
<b>The Baltics</b>	3115	3117	0.1%
<b>To/from St. Petersburg</b>	2782	2587	-7.0%
<b>The Baltics–Central Europe</b>	1096	1485	35.5%
<b>Estonia domestic</b>	5249	6745	28.5%
<b>Others</b>	360	363	0.8%
<b>Total</b>	<b>12602</b>	<b>14297</b>	<b>13.5%</b>

Passenger load factor			
Route groups	Q4 2015	Q4 2016	Change
<b>The Baltics</b>	47.5%	55.6%	+8.1 p.p.
<b>To/from St. Petersburg</b>	52.6%	60.9%	+8.4 p.p.
<b>The Baltics–Central Europe</b>	57.7%	52.9%	-4.8 p.p.
<b>Estonia domestic</b>	70.3%	75.4%	+5.1 p.p.
<b>Others</b>	56.2%	58.6%	+2.4 p.p.
<b>Total</b>	<b>56.5%</b>	<b>61.6%</b>	<b>+5.0 p.p.</b>

Compared to the year of 2015 the route group with departures connected to Central Europe had 35.5% more departures in the fourth quarter. Additional departures were operated on the Vilnius–Warsaw route and a new route Krakow–Vienna was added. Routes Warsaw–Budapest and Warsaw–Prague were modified to start from Krakow in the summer of 2016.

	Revenue passenger km (mil.)		
	Q4 2015	Q4 2016	Change
<b>The Baltics</b>	27.3	30.5	11.5%
<b>To/from St. Petersburg</b>	38.9	37.6	-3.4%
<b>The Baltics–Central Europe</b>	30.3	28.3	-6.5%
<b>Estonia domestic</b>	38.4	47.0	22.3%
<b>Others</b>	6.4	6.8	4.8%
<b>Total</b>	<b>141.4</b>	<b>150.1</b>	<b>6.2%</b>

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