

TRAFFIC FIGURES

Q2 2017

Operating performance

	Q2 2016	Q2 2017	change
Regularity	99,9%	100,0%	+0,1 p.p.
Punctuality	94,5%	94,6%	+0,1 p.p.

Internet bookings

	Q2 2016	Q2 2017	change
International	76,1%	73,7%	-2,4 p.p.
Estonian domestic	60,7%	71,1%	+10,4 p.p.

In the second quarter of 2017 the south route network was closed, making Warsaw the southernmost point in Lux Express route network. It was decided to retreat from the Polish market, realign the strategy and focus on markets where the growth prospects are the strongest.

In the Baltics & South route group, both Baltic routes and south routes are presented and therefore ca 19% drop in passenger numbers is seen. Compared to the second quarter of 2016, the Baltic routes had a 17% growth in passenger numbers and the Vilnius-Warsaw shows also constant growth perspectives each month.

All routes in the Eastern routes group showed stable results in the second quarter. The best growth results are shown by the Helsinki-St. Petersburg route, which has shown a steep passenger growth throughout 2017.

The positive trend continued on Estonian domestic routes showing a 17% increase in passenger numbers 10% increase in trips and 17% increase in RPK. The load factor was improved, reaching 78%. Compared to 2016, additional departures were operated on the Tallinn-Pärnu, Tallinn-Tartu and Tallinn-Kuressaare routes.

*Estonia: Tallinn-Narva, Tallinn-Tartu, Tallinn-Pärnu, Tallinn-Kuressaare, Tallinn-Võru

*Baltics & South: Tallinn-Riga-Vilnius-Warsaw

*Eastern routes: Tallinn-St. Petersburg, Riga-St. Petersburg, Helsinki-St. Petersburg, Riga-Minsk, Riga-Moscow

*The company excludes franchised routes.

Passengers			
Route groups	Q2 2016	Q2 2017	change
Estonia	247 303	289 875	+17,2%
Baltics & South	164 237	132 519	-19,3%
Eastern routes	116 814	121 882	+4,3%
Total	528 354	544 276	+3,0%

Number of journeys			
Route groups	Q2 2016	Q2 2017	change
Estonia	6 086	6 699	+10,1%
Baltics & South	4 552	4 015	-11,8%
Eastern routes	2 950	3 040	+3,1%
Total	13 588	13 754	+1,2%

Passenger load factor			
Route groups	Q2 2016	Q2 2017	change
Estonia	70,5%	78,1%	+7,6 p.p.
Baltics & South	53,5%	61,1%	+7,5 p.p.
Eastern routes	62,8%	65,6%	+2,7 p.p.
Total	60,2%	67,6%	+7,4 p.p.

Revenue passenger km (mil.)			
Route groups	Q2 2016	Q2 2017	change
Estonia	41,5	48,6	17,2%
Baltics & South	65,1	47,4	-27,2%
Eastern routes	47,3	48,8	+3,1%
Total	153,9	144,8	-5,9%