

# Press Release, April 09, 2003

## Monthly traffic performance data – March 2003



### Lower Demand Weakened Load Factors

In March 2003 Finnair carried a total of 645,000 passengers, which is 1.6% less than year before. 531,900 of the passengers were carried in scheduled traffic (-4.2%) and 113,000 in leisure traffic (+12.9%). The total passenger traffic (RPK's) increased by 3.9%, while the capacity (ASK) was up by 10.0%, resulting in a passenger load factor (including leisure flights) of 70.9%, 4.2 points lower than last year. The March figures were impacted by the timing of Easter holidays versus last year. Demand in March was down due to the adverse business conditions caused by Iraq war and SARS-epidemic as well as global economic slowdown in general.

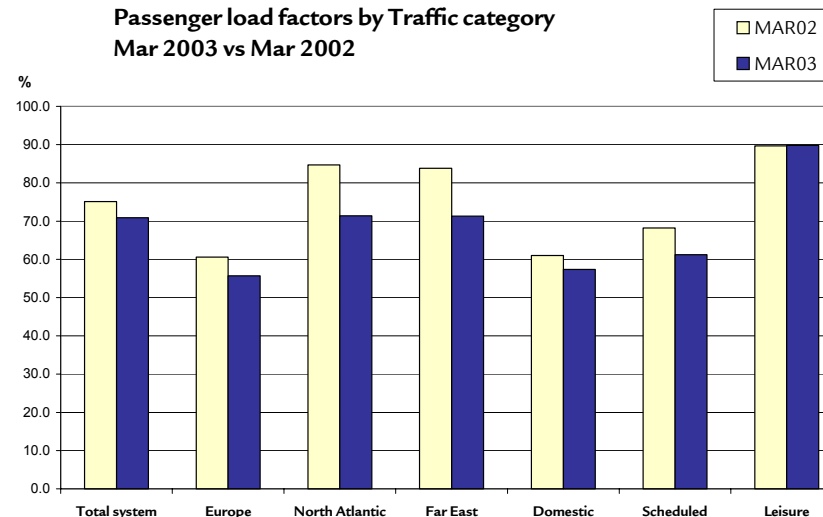
Departure punctuality of scheduled flights was 93.8% (based on a fifteen minute standard), 6.9 percentage points better than in March 2002. Including leisure flights departure punctuality was 92.7% (+6.8 p.u).

As from January 2003 the traffic performance report will also include the figures of Finnair's associated company Aero Airlines AS, to which Finnair handed over most of it's Helsinki-Tallinn operations in June 1<sup>st</sup> 2002. In March Aero carried 11,500 passengers with a PLF of 57.8%.

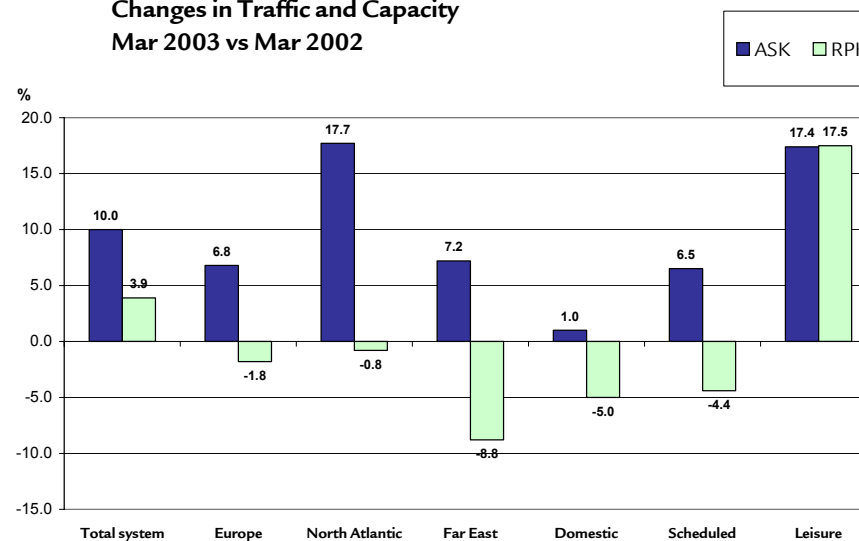
### Scheduled traffic

- RPKs in **scheduled traffic** (international + domestic) decreased by 4.4%. Respectively the change in capacity was +6.5%. Passenger load factor was 61.2%, 7.0 percentage points lower than last year.
- In **scheduled international traffic**, premium traffic decreased by 4.4%, while the total number of passengers was down by 3.1%. Capacity in ASKs was +8.0%, while RPKs decreased by 4.3%.
- In **European** scheduled traffic, increase in ASKs was +6.8%, and as RPKs decreased by 1.8%, there was a 4.9 p.u. drop in passenger load factor to 55.7% from previous year.
- In **North Atlantic** scheduled traffic, capacity was increased by 17.7%. Change in RPKs was -0.8%, and passenger load factor for March was 71.4%, 13.3 p.u. down from previous year. Premium traffic decreased by 25.0%.

Passenger load factors by Traffic category  
Mar 2003 vs Mar 2002



Changes in Traffic and Capacity  
Mar 2003 vs Mar 2002



# Press Release, April 09, 2003

## Monthly traffic performance data – March 2003



— In **Far East** scheduled traffic, capacity increase was 7.2%. The passenger traffic was down by 8.8%. Passenger load factor was 71.3%, 12.5 percentage units down. The number of premium passengers decreased by 24.3%.

- **Domestic** scheduled traffic decreased by 5.0% on a capacity increase of 1.0%. Passenger load factor decreased by 3.6 p.u. to 57.4%.

### Leisure traffic

- ASKs for leisure traffic increased in March by 17.4%, and RPKs increased accordingly by 17.5%, resulting in a passenger load factor of 89.8%, 0.1 points lower than previous year.

### Cargo

- Cargo traffic increased by 2.2% in terms of cargo tonnes carried. Cargo traffic in scheduled traffic increased 5.7%, out of which the biggest volume growth took place in North-Atlantic traffic, 20.3%. The growth in the scheduled Far Eastern traffic was 14.0%. Load factor in chartered cargo capacity was 74.6%. Accumulated cargo traffic for the first quarter grew 4.0 in year-on-year comparison.

TOTAL TRAFFIC	MAR03	MAR02	CHANGE	JAN-MAR03	JAN-MAR02	CHANGE
<b>ASK (Mill)</b>	1 744	1 586	+10.0%	4 896	4 391	+11.5%
<b>RPK (Mill)</b>	1 236	1 190	+3.9%	3 467	3 193	+8.6%
<b>Passenger load factor</b>	70.9%	75.1%	- 4.2 p.u	70.8%	72.7%	-1.9 p.u
<b>Business-class share (pax)*</b>	21.6%	21.9%	-0.3 p.u	22.3%	23.7%	-1.4 p.u
<b>Nbr of passengers (000)</b>	645.0	655.5	-1.6%	1 725.0	1 709.6	+0.9%

\*business-class share based on scheduled int'l traffic

### For further information, please, contact:

Mr. Christer Haglund, VP Corporate Communications, tel. +358 9 818 4007  
 Mr. Taneli Hassinen, Financial Communications Officer, tel. +358 9 818 4976  
 Mr. Tuomas Kanninen, Manager Analyses, tel. +358 9 818 5472

Finnair Oyj  
 Communications  
 09 April 2003

ATTACHMENT: 'Finnair Traffic Performance March, Financial Year 2003'

**Next traffic statistics will be released on 09 April 2003 at 9 a.m. (6 a.m. UTC)**

## FINNAIR AIR TRAFFIC DURING MARCH, FINANCIAL YEAR 2003

	Mar 03	Change%	Jan 03 – Mar 03	Change%		Mar 03	Change %	Jan 03 – Mar 03	Change%
<b>Total Traffic</b>					<b>Domestic</b>				
Passengers 1000	645,0	-1,6	1 725,0	0,9	Passengers 1000	254,1	-5,3	646,7	-5,7
Cargo	6 952,5	2,2	18 164,0	4,0	Cargo	434,5	-1,7	1 257,3	-5,5
Available seat-kilometres mill	1 744,1	10,0	4 896,0	11,5	Available seat-kilometres mill	236,3	1,0	620,8	0,0
Revenue passenger kilometres mill	1 235,9	3,9	3 467,3	8,6	Revenue pax-kilometres mill	135,6	-5,0	329,6	-5,1
Passenger load factor %	70,9	-4,2 p	70,8	-1,9 p	Passenger load factor %	57,4	-3,6 p	53,1	-2,8 p
Available tonne-kilometres mill	241,9	10,4	672,9	11,8	Available tonne-kilometres mill	27,7	2,1	72,3	0,7
Revenue tonne-kilometres mill	139,5	4,9	383,8	9,2	Revenue tonne-kilometres mill	11,9	-4,9	29,0	-5,0
Overall load factor %	57,7	-3,0 p	57,0	-1,3 p	Overall load factor %	42,8	-3,1 p	40,1	-2,4 p
<b>Europe</b>					<b>Scheduled Total</b>				
Passengers 1000	232,4	-3,7	632,8	-0,3	Passengers 1000	531,9	-4,2	1 411,1	-1,8
Cargo	2 338,4	-3,3	6 397,0	1,8	Cargo	5 698,2	5,7	15 225,7	11,6
Available seat-kilometres mill	535,5	6,8	1 538,6	5,1	Available seat-kilometres mill	1 156,3	6,5	3 267,5	9,0
Revenue passenger kilometres mill	298,2	-1,8	802,3	2,4	Revenue passenger kilometres mill	707,9	-4,4	1 949,9	3,5
Passenger load factor %	55,7	-4,9 p	52,1	-1,4 p	Passenger load factor %	61,2	-7,0 p	59,7	-3,2 p
Available tonne-kilometres mill	67,6	9,2	193,5	7,7	Available tonne-kilometres mill	171,7	9,4	482,9	12,5
Revenue tonne-kilometres mill	29,7	-1,8	79,9	2,4	Revenue tonne-kilometres mill	86,2	-0,6	233,8	7,5
Overall load factor %	44,0	-4,9 p	41,3	-2,1 p	Overall load factor %	50,2	-5,1 p	48,4	-2,2 p
<b>North Atlantic</b>					<b>Leisure Traffic</b>				
Passengers 1000	11,0	-0,8	30,7	3,3	Passengers 1000	113,0	12,9	313,9	15,0
Cargo	713,9	20,3	1 885,2	12,1	Cargo	83,0	-39,6	227,1	-46,5
Available seat-kilometres mill	101,9	17,7	290,0	18,4	Available seat-kilometres mill	587,9	17,4	1 628,5	17,0
Revenue passenger kilometres mill	72,8	-0,8	202,7	3,1	Revenue passenger kilometres mill	528,0	17,5	1 517,3	16,0
Passenger load factor %	71,4	-13,3 p	69,9	-10,4 p	Passenger load factor %	89,8	0,1 p	93,2	-0,8 p
Available tonne-kilometres mill	20,9	18,7	59,4	18,7	Available tonne-kilometres mill	62,8	15,9	172,0	13,2
Revenue tonne-kilometres mill	11,3	7,1	30,7	6,5	Revenue tonne-kilometres mill	47,8	17,5	137,0	15,4
Overall load factor %	53,8	-5,8 p	51,7	-5,9 p	Overall load factor %	76,1	1,0 p	79,7	1,6 p
<b>Far East</b>					<b>Scheduled Cargo Charter</b>				
Passengers 1000	34,4	0,5	100,9	16,7	Cargo	1 171,3	-7,9	2 711,2	-20,3
Cargo	2 211,4	14,0	5 686,3	30,8	Available tonne-kilometres mill	7,4	-8,3	18,0	-12,7
Available seat-kilometres mill	282,6	7,2	818,1	22,4	Revenue tonne-kilometres mill	5,5	-1,5	12,9	-14,5
Revenue passenger kilometres mill	201,4	-8,8	615,3	10,6	Overall load factor %	74,6	5,1 p	71,5	-1,5 p
Passenger load factor %	71,3	-12,5 p	75,2	-8,1 p					
Available tonne-kilometres mill	55,4	10,4	157,7	23,4					
Revenue tonne-kilometres mill	33,3	-0,4	94,3	17,6					
Overall load factor %	60,2	-6,5 p	59,8	-2,9 p					