

# Press Release, April 07, 2004

## Monthly traffic performance data – March 2004



### Number of Finnair passengers increased by 17.6% in March

In March 2004, number of Finnair passengers increased 17.6 %. During the month, Finnair Group airlines transported 758,700 passengers. In scheduled traffic demand (RPK's = revenue passenger kilometers) increased by 28.4%. Passenger load factor was 64.0%, 2.7 percentage points higher than in March year before.

The total traffic (RPK's), summing up both scheduled and leisure traffic, increased by 14.4%, while the capacity (ASK) was up by 13.2%, resulting in a passenger load factor of 71.6%, 0.8 points higher than last year.

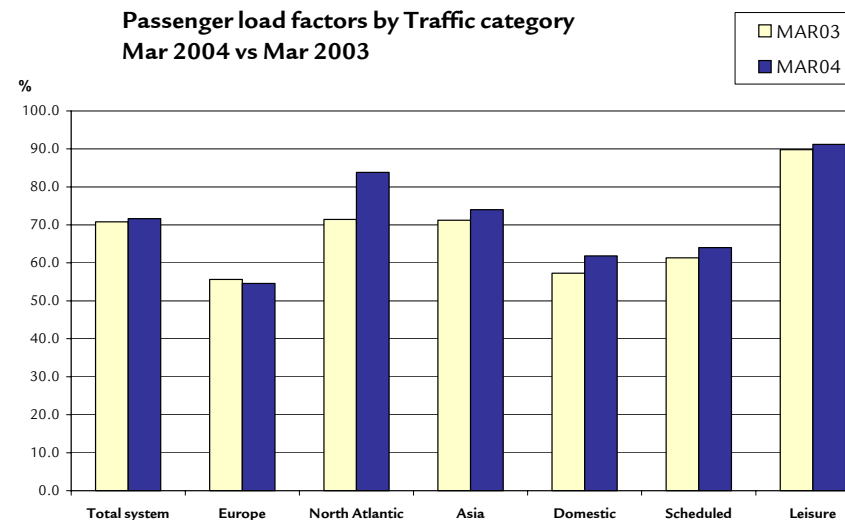
Departure punctuality of scheduled flights was 89.7% (based on a fifteen minute standard), 4.1 %-points lower than in March 2003. Including leisure flights departure punctuality was 88.9% (-3.8 p.p).

Finnair's subsidiary Aero Airlines AS, operating Tallinn-Helsinki route, carried 14,300 passengers (+27.9%). During March, Nordic Airlink carried 50,600 passengers on its Stockholm-based routes to Oslo, Copenhagen, Gothenburg and Lulea.

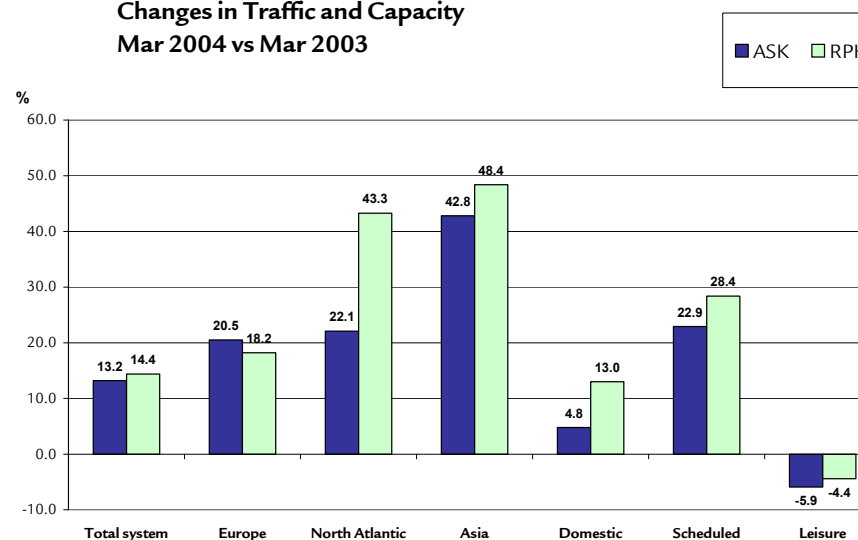
### Scheduled traffic

- In **scheduled traffic** (international + domestic) RPK's increased by 28.4%. The change in capacity was +22.9%. Passenger load factor was 64.0%, 2.7 percentage points higher than last year.
- In scheduled **international traffic**, total number of passengers was up by 32.1%, partly affected by adding Nordic Airlink figures. Capacity in ASKs was +27.5%, while RPKs increased by 32.0%.
- In **European** scheduled traffic, ASKs increased by 20.5%, and as RPKs increased by 18.2%, the passenger load factor was 54.6%, down 1.0 point from previous year.
- In **North Atlantic** scheduled traffic, capacity increased by 22.1%, partly due to introduction of Miami flights on 23<sup>rd</sup> of October 2003. Change in RPKs was +43.3%, and passenger load factor for March was 83.8%, 12.4 points higher than previous year.

Passenger load factors by Traffic category  
Mar 2004 vs Mar 2003



Changes in Traffic and Capacity  
Mar 2004 vs Mar 2003



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- In **Asian** scheduled traffic, capacity increase was 42.8% due to addition of Shanghai flights in September 2003, and Osaka flights in June 2003. The passenger traffic was up by 48.4%. Passenger load factor was 74.0%, 2.8 percentage points up. Last year figures were slightly weakened by the Iraq war and SARS.
- **Domestic** scheduled traffic increased by 13.0% on a capacity increase of 4.8%. Passenger load factor increased by 4.5 percentage points to 61.8%.

### Leisure traffic

- ASKs for leisure traffic decreased in March by 5.9%, and RPKs decreased by 4.4%, resulting in a passenger load factor of 91.2%, 1.4 points higher than last year.

### Cargo

- Cargo traffic increased by 6.9% in terms of cargo tonnes carried. Growth in scheduled traffic was +14.7%. Increase in Asian traffic was 37.5%. Volume in European traffic decreased by 0.4%. In North-Atlantic traffic cargo volume increased by 4.8%. Cargo traffic carried on chartered cargo flights decreased 22.1% due to capacity cuts. The new key ratio cargo load factor including all traffic categories was 67.0%. The cargo load factor in the Far Eastern traffic was 91.4% and in the North Atlantic traffic 73.7%.

TOTAL TRAFFIC	MAR04	MAR03	CHG %	JAN-MAR04	JAN-MAR03	CHG %
<b>ASK (Mill)</b>	1 975	1 744	+13.2%	5 549	4 902	+13.2%
<b>RPK (Mill)</b>	1 414	1 236	+14.4	3 988	3 474	+14.8%
<b>Passenger load factor</b>	71.6%	70.8%	+0.8 pu	71.9%	70.9%	+1.0 pu
<b>Nbr of passengers (000)</b>	758.7	645.2	+17.6%	1983.3	1724.6	+15.0%

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Finnair Oyj  
 Communications  
 07 April 2004

ATTACHMENT: 'Finnair Traffic Performance March, Financial Year 2004'

**Next traffic statistics will be released on 12 May 2004**

## Finnair Group traffic performance March 04, Financial year 2004

Statistics include performance of Finnair, Aero Airlines and Nordic Airlink

	Mar 04	Change%	Jan 04 – Mar 04	Change%		Mar 04	Change%	Jan 04 – Mar 04	Change%
<b>Total traffic</b>					<b>Domestic</b>				
Passengers 1000	758,7	17,6	1 983,3	15,0	Passengers 1000	284,1	11,8	688,6	6,5
Available seat-kilometres mill	1 974,6	13,2	5 548,5	13,2	Available seat-kilometres mill	247,6	4,8	634,4	2,2
Revenue passenger kilometres mill	1 413,9	14,4	3 987,7	14,8	Revenue passenger kilometres mill	153,2	13,0	360,4	9,3
Passenger load factor %	71,6	0,8 p	71,9	1,0 p	Passenger load factor %	61,8	4,5 p	56,8	3,7 p
Cargo tonnes	7 491,9	6,9	20 143,1	10,4	<b>Leisure traffic</b>				
Available tonne-kilometres mill	277,4	14,6	779,6	15,8	Passengers 1000	108,0	-4,6	314,1	0,0
Revenue tonne-kilometres mill	160,6	15,1	448,2	16,6	Available seat-kilometres mill	553,8	-5,9	1 616,2	-1,1
Overall load factor %	57,9	0,2 p	57,5	0,4 p	Revenue passenger kilometres mill	505,2	-4,4	1 528,0	0,4
<b>Scheduled passenger traffic total</b>					Passenger load factor %	91,2	1,4 p	94,5	1,4 p
Passengers 1000	650,6	22,4	1 669,2	18,3	<b>Cargo Traffic</b>				
Available seat-kilometres mill	1 420,9	22,9	3 932,2	20,4	Cargo scheduled traffic total tonnes	6 535,5	14,7	17 725,8	16,5
Revenue passenger kilometres mill	908,7	28,4	2 459,7	26,1	- Europe tonnes	2 329,2	-0,4	6 417,3	0,3
Passenger load factor %	64,0	2,7 p	62,6	2,8 p	- North Atlantic tonnes	747,9	4,8	2 045,4	8,5
<b>Europe</b>					- Asia tonnes	3 039,3	37,5	8 091,1	42,5
Passengers 1000	305,6	31,7	805,7	27,4	- Domestic tonnes	419,1	-3,5	1 172,1	-6,8
Available seat-kilometres mill	645,4	20,5	1 774,9	15,4	Cargo leisure traffic tonnes	43,9	-68,8	168,5	-45,5
Revenue passenger kilometres mill	352,6	18,2	934,3	16,3	Scheduled cargo charter tonnes	912,5	-22,1	2 248,7	-17,1
Passenger load factor %	54,6	-1,0 p	52,6	0,4 p	Cargo tonnes total	7 491,9	6,9	20 143,1	10,4
<b>North Atlantic</b>					Available cargo tonnekilometres* mill.	56,6	21,1	159,2	18,8
Passengers 1000	14,8	34,2	41,2	34,1	Revenue cargo tonnekilometres mill.	34,6	17,3	92,7	23,8
Available seat-kilometres mill	124,3	22,1	374,8	29,2	Cargo load factor* %	61,2	-2,0 p	58,3	2,3 p
Revenue passenger kilometres mill	104,2	43,3	293,7	44,9	<i>*Operational calculatory capacity</i>				
Passenger load factor %	83,8	12,4 p	78,4	8,5 p					
<b>Asia</b>									
Passengers 1000	46,2	34,3	133,7	32,6					
Available seat-kilometres mill	403,5	42,8	1 148,1	40,4					
Revenue passenger kilometres mill	298,8	48,4	871,2	41,6					
Passenger load factor %	74,0	2,8 p	75,9	0,6 p					