Tallinna Lennujaam

# Tallinn Airport Ltd

# Traffic Report

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# GENERAL INFORMATION

| | |
|---|---|
| Status: | Airport open to international and domestic flights. |
| Codes: | EETN (ICAO), TLL (IATA) |
| Category: | Aerodrome Reference Code 4E according Annex 14<br>ICAO CAT I (navigation) |
| | Category 7 (Rescue & Fire Fighting) |
| Address: | Lennujaama 2, Tallinn 11101, Estonia |
| Phones: | (+372) 6 05 88 88 ( information) |
| | (+372) 6 05 87 01 (administration) |
| | (+372) 6 25 82 93 (24 h NOTAM office) |
| Fax: | (+372) 6 05 83 33 (administration) |
| | (+372) 6 05 84 33 (apron control) |
| | (+372) 6 05 87 33 (handling) |
| | (+372) 6 25 82 80 (AIS) |
| SITA: | TLLXT8X (apron control) |
| | TLLGH8X (ground handling) |
| AFTN of airport: | EETN ZXZX |
| AFTN of ATC: | EETT ZDZX |
| Situated: | 4 kms/2.7 nm SE from Tallinn City Centre<br>20 kms/12.5 mls from Port of Tallinn (Uussadam) |
| | 1.5 kms/1 ml from nearest railway station (Ülemiste) |
| Operation hours: | GMT 0400 - 2200, flights between 2200 - 0400 on request |
| Curfew time: | None |

| | 2003 | 2004 | 2005 | 2006 | 2007 |
|---|---|---|---|---|---|
| **Passengers** | 716 204 | 997 680 | 1 402 538 | 1 542 937 | 1 729 576 |
| **International** | 699 700 | 979 408 | 1 377 846 | 1 519 427 | 1 708 024 |
| **Domestic** | 16 159 | 18 053 | 23 213 | 22 405 | 20 406 |
| **Direct transit** | 345 | 219 | 1 479 | 1 105 | 1 146 |
| **Total air cargo** | 5 076 | 5 238 | 9 936 | 10 361 | 22 764 |
| **Mail (tons)** | 868 | 886 | 836 | 859 | 873 |
| **Air freight (tons)** | 4 209 | 4 352 | 9 100 | 9 502 | 21 891 |
| **Aircraft movements** | 25 294 | 28 149 | 33 610 | 33 989 | 38 844 |
| **Commercial** | 19 397 | 21 860 | 26 878 | 27 427 | 31 454 |
| **Other movements** | 5 897 | 6 289 | 6 732 | 6 562 | 7 390 |
| **Operators** | 277 | 293 | 206 | 231 | 222 |
| **Scheduled operators** | 11 | 13 | 13 | 13 | 16 |
| **Destinations** | 270 | 289 | 343 | 369 | 380 |
| **Scheduled destinations** | 19 | 24 | 24 | 26 | 27 |

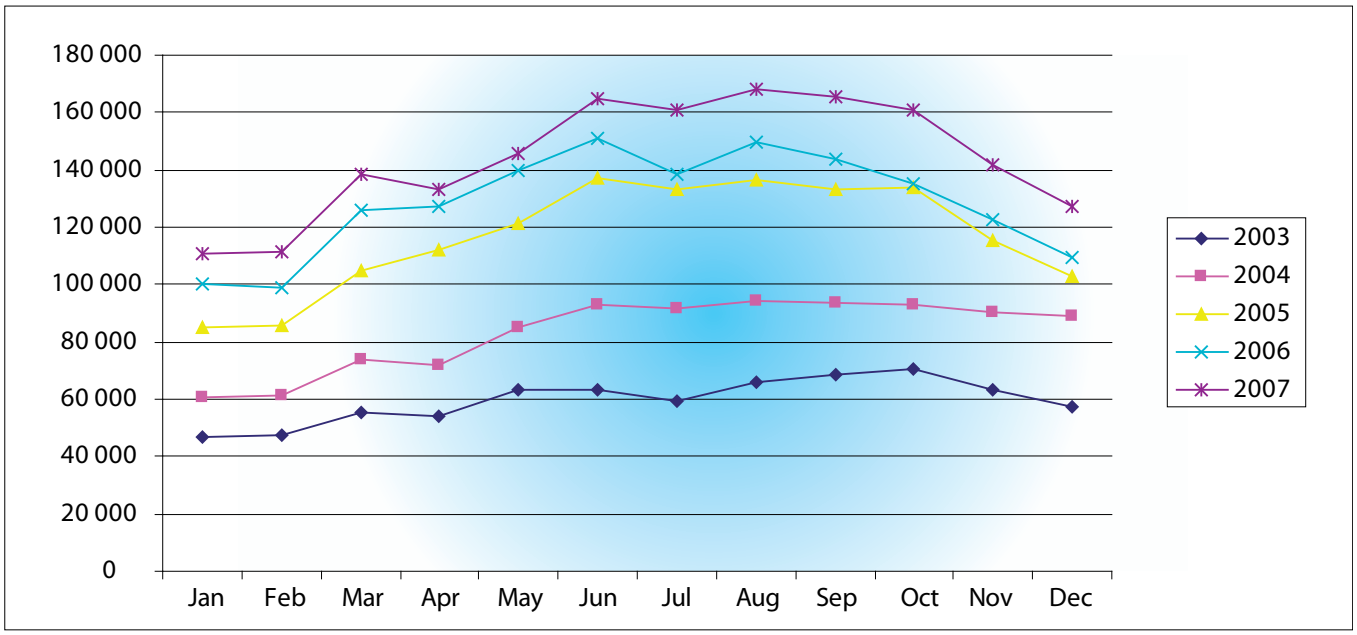
# PASSENGERS

## PASSENGERS 2003 - 2007

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **2003** | 47 046 | 47 295 | 55 087 | 54 109 | 63 166 | 63 559 | 59 667 | 65 935 | 68 383 | 70 475 | 63 587 | 57 550 | **715 859** |
| **2004** | 60 343 | 61 586 | 74 057 | 71 739 | 85 206 | 92 829 | 91 579 | 94 603 | 93 324 | 92 650 | 90 437 | 89 108 | **997 461** |
| **2005** | 85 190 | 85 592 | 104 903 | 112 026 | 121 062 | 137 334 | 133 492 | 136 677 | 133 294 | 133 672 | 115 191 | 102 626 | **1 401 059** |
| **2006** | 100 060 | 98 974 | 126 240 | 127 265 | 139 662 | 151 090 | 138 588 | 149 517 | 143 512 | 134 872 | 122 345 | 109 707 | **1 541 832** |
| **2007** | 110 773 | 111 405 | 138 388 | 133 013 | 145 519 | 164 902 | 160 691 | 167 940 | 165 633 | 161 158 | 141 724 | 127 284 | **1 728 430** |

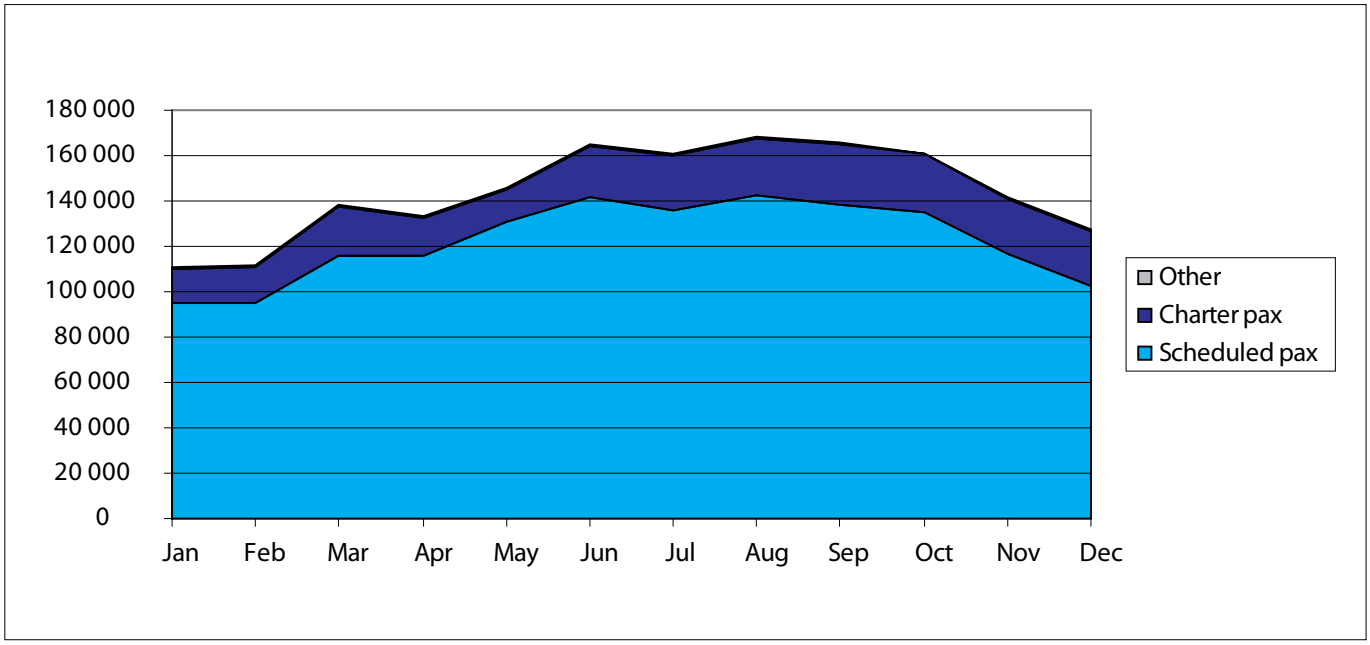
**% GROWTH RATE 2007/06**

| | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **10,7%** | **12,6%** | **9,6%** | **4,5%** | **4,2%** | **9,1%** | **15,9%** | **12,3%** | **15,4%** | **19,5%** | **15,8%** | **16,0%** | **12,1%** |



# PASSENGER STRUCTURE

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Scheduled pax** | 95 024 | 94 745 | 116 091 | 115 849 | 130 549 | 141 462 | 136 110 | 142 156 | 138 418 | 135 261 | 116 932 | 102 807 | **1 465 404** |
| **Charter pax** | 15 353 | 16 277 | 21 577 | 16 761 | 14 157 | 22 819 | 24 114 | 25 105 | 26 483 | 25 509 | 24 167 | 23 781 | **256 103** |
| **Other** | 396 | 383 | 720 | 403 | 813 | 621 | 467 | 679 | 732 | 388 | 625 | 696 | **6 923** |
| **Total pax** | 110 773 | 111 405 | 138 388 | 133 013 | 145 519 | 164 902 | 160 691 | 167 940 | 165 633 | 161 158 | 141 724 | 127 284 | **1 728 430** |



# MARKET SHARE

**TOP AIRLINES BY PASSENGERS**

| | | 2003 | 2004 | 2005 | 2006 | 2007 |
|---|---|---|---|---|---|---|
| 1 | Estonian Air | 57,3% | 54,8% | 45,8% | 44,8% | 43,0% |
| 2 | easyJet | - | 2,3% | 11,9% | 10,6% | 9,7% |
| 3 | Aero Airlines | 17,2% | 14,0% | 11,6% | 12,3% | 8,6% |
| 4 | Czech Airlines | 3,1% | 5,6% | 5,3% | 5,5% | 5,7% |
| 5 | Air Baltic | 1,7% | 2,5% | 3,5% | 4,6% | 4,6% |
| 6 | KLM Cityhopper | - | - | 2,3% | 3,1% | 4,4% |
| 7 | Lufthansa | - | 3,2% | 3,4% | 5,0% | 3,5% |
| 8 | Scandinavian Airlines | 3,8% | 2,6% | 2,0% | 2,2% | 2,7% |
| 9 | Norwegian Air Shuttle | - | - | - | 1,5% | 2,6% |
| 10 | AMC Airlines | - | 0,6% | 1,5% | 1,0% | 2,0% |
| | Other | **16,9%** | **14,4%** | **12,7%** | **9,4%** | **13,2%** |

**TOP DESTINATIONS BY PASSENGERS**

| | | 2003 | 2004 | 2005 | 2006 | 2007 |
|---|---|---|---|---|---|---|
| 1 | London | 6,2% | 6,8% | 12,3% | 11,2% | 12,3% |
| 2 | Helsinki | 22,4% | 16,8% | 12,1% | 12,9% | 11,9% |
| 3 | Stockholm | 13,1% | 10,2% | 9,9% | 10,0% | 11,0% |
| 4 | Copenhagen | 17,4% | 11,7% | 9,0% | 9,2% | 9,9% |
| 5 | Oslo | 3,2% | 3,2% | 3,6% | 5,5% | 7,7% |
| 6 | Prague | 3,1% | 5,6% | 5,3% | 5,5% | 6,8% |
| 7 | Frankfurt | 5,2% | 7,2% | 6,2% | 7,1% | 6,2% |
| 8 | Amsterdam | 1,1% | 2,2% | 3,8% | 3,1% | 5,2% |
| 9 | Berlin | 2,3% | 2,9% | 6,9% | 5,9% | 4,8% |
| 10 | Vilnius | 3,2% | 3,0% | 2,6% | 2,5% | 3,5% |
| | Other | **22,8%** | **30,4%** | **28,3%** | **27,1%** | **20,8%** |

# PASSENGER TRAFFIC ON REGULAR ROUTES IN 2003-2007

| Code | Airport | 2003 | 2004 | 2005 | 2006 | 2007 | % change 2007/06 |
|---|---|---|---|---|---|---|---|
| | | | | | | | |
| LON | London | 44 287 | 82 041 | 172 928 | 171 888 | 179 814 | 4,6% |
| HEL | Helsinki | 158 517 | 167 138 | 168 700 | 198 330 | 174 323 | -12,1% |
| STO | Stockholm | 93 958 | 101 995 | 138 699 | 153 325 | 160 760 | 4,8% |
| CPH | Copenhagen | 124 317 | 116 418 | 125 629 | 141 857 | 144 599 | 1,9% |
| OSL | Oslo | 9 012 | 31 057 | 49 982 | 84 515 | 113 130 | 33,9% |
| PRG | Prague | 22 478 | 55 572 | 74 629 | 84 123 | 99 185 | 17,9% |
| FRA | Frankfurt | 37 357 | 71 986 | 87 192 | 107 797 | 90 478 | -16,1% |
| AMS | Amsterdam | 2 810 | 22 924 | 52 528 | 47 332 | 76 429 | 61,5% |
| BER | Berlin | 6 768 | 18 975 | 96 659 | 91 111 | 70 339 | -22,8% |
| VNO | Vilnius | 22 261 | 26 628 | 35 472 | 38 637 | 51 447 | 33,2% |
| RIX | Riga | 11 705 | 22 278 | 27 053 | 31 761 | 41 632 | 31,1% |
| BRU | Brussels | 0 | 5 324 | 20 701 | 24 262 | 31 215 | 28,7% |
| MIL | Milan | 0 | 10 801 | 14 341 | 16 711 | 26 325 | 57,5% |
| IEV | Kiev | 10 149 | 15 807 | 14 731 | 18 787 | 24 262 | 29,1% |
| BCN | Barcelona | 0 | 0 | 0 | 15 941 | 22 363 | 40,3% |
| WAW | Warsaw | 15 098 | 17 526 | 16 815 | 16 914 | 20 832 | 23,2% |
| HAM | Hamburg | 28 329 | 29 727 | 23 674 | 14 254 | 20 631 | 44,7% |
| PAR | Paris | 17 658 | 28 308 | 16 942 | 13 536 | 19 709 | 45,6% |
| MOW | Moscow | 26 045 | 21 187 | 18 744 | 18 714 | 18 199 | -2,8% |
| DUB | Dublin | 0 | 3 430 | 23 371 | 18 180 | 17 405 | -4,3% |
| VIE | Vienna | 6 525 | 0 | 0 | 0 | 15 308 | na |
| GOT | Gothenburg | 0 | 4 261 | 7 412 | 177 | 11 123 | na |
| URE | Kuressaare | 6 707 | 8 447 | 11 689 | 10 969 | 10 681 | -2,6% |
| KDL | Kärdla | 7 045 | 7 781 | 9 339 | 10 232 | 9 207 | -10,0% |
| SIP | Simferopol | 0 | 0 | 0 | 6 761 | 7 331 | 8,4% |
| DBV | Dubrovnik | 0 | 0 | 0 | 7 683 | 7 146 | -7,0% |
| PLQ | Palanga | 0 | 0 | 0 | 0 | 1 531 | na |
| | other scheduled | 0 | 15 843 | 18 325 | 6 669 | 0 | na |
| | **Total scheduled** | **651 026** | **885 454** | **1 225 555** | **1 350 466** | **1 465 404** | 8,5% |

# MONTHLY TOTALS - PASSENGER MOVEMENTS BY DESTINATIONS ON SCHEDULED FLIGHTS 2007

| Destination | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| LON | 13 345 | 12 208 | 14 297 | 14 669 | 15 935 | 16 369 | 17 592 | 17 336 | 15 451 | 15 649 | 13 807 | 13 156 | 179 814 | 12,3% |
| HEL | 17 376 | 16 203 | 20 031 | 13 702 | 13 413 | 13 111 | 9 802 | 12 141 | 14 735 | 14 333 | 15 929 | 13 547 | 174 323 | 11,9% |
| STO | 9 767 | 12 355 | 14 234 | 13 967 | 15 610 | 16 811 | 11 018 | 13 402 | 15 705 | 15 967 | 12 600 | 9 324 | 160 760 | 11,0% |
| CPH | 10 255 | 9 297 | 12 691 | 12 114 | 13 650 | 13 324 | 12 590 | 13 631 | 12 568 | 12 644 | 11 912 | 9 923 | 144 599 | 9,9% |
| OSL | 6 375 | 7 064 | 8 044 | 10 050 | 10 113 | 10 038 | 10 832 | 10 240 | 11 179 | 11 831 | 9 923 | 7 441 | 113 130 | 7,7% |
| PRG | 5 775 | 6 660 | 8 416 | 8 590 | 8 806 | 9 281 | 9 847 | 9 669 | 9 099 | 8 929 | 7 606 | 6 507 | 99 185 | 6,8% |
| FRA | 6 621 | 5 889 | 7 494 | 6 969 | 7 482 | 8 597 | 8 882 | 9 169 | 7 923 | 7 421 | 6 654 | 7 377 | 90 478 | 6,2% |
| AMS | 3 169 | 3 116 | 4 301 | 4 759 | 7 575 | 7 850 | 8 047 | 7 787 | 7 884 | 7 936 | 7 241 | 6 764 | 76 429 | 5,2% |
| BER | 4 869 | 4 142 | 4 562 | 4 373 | 6 636 | 7 693 | 8 227 | 7 715 | 6 963 | 6 581 | 3 935 | 4 643 | 70 339 | 4,8% |
| VNO | 3 128 | 3 247 | 3 928 | 3 455 | 4 599 | 3 811 | 2 601 | 4 011 | 5 138 | 6 379 | 6 152 | 4 998 | 51 447 | 3,5% |
| RIX | 2 385 | 2 793 | 2 891 | 2 944 | 3 569 | 3 769 | 2 842 | 4 037 | 4 312 | 4 322 | 4 407 | 3 361 | 41 632 | 2,8% |
| BRU | 2 046 | 2 431 | 2 918 | 2 752 | 3 081 | 3 050 | 2 840 | 1 851 | 2 734 | 2 961 | 2 709 | 1 842 | 31 215 | 2,1% |
| MIL | 1 902 | 1 546 | 2 201 | 1 973 | 2 404 | 2 676 | 2 727 | 2 722 | 2 445 | 2 165 | 1 777 | 1 787 | 26 325 | 1,8% |
| IEV | 1 733 | 1 533 | 1 671 | 1 911 | 1 995 | 2 144 | 2 508 | 2 595 | 1 990 | 2 504 | 2 029 | 1 649 | 24 262 | 1,7% |
| BCN | 1 017 | 1 200 | 1 690 | 2 071 | 1 659 | 2 989 | 3 214 | 3 512 | 2 837 | 2 174 | 0 | 0 | 22 363 | 1,5% |
| WAW | 1 394 | 1 161 | 1 593 | 1 619 | 2 089 | 2 323 | 1 938 | 1 930 | 2 188 | 1 803 | 1 445 | 1 349 | 20 832 | 1,4% |
| HAM | 0 | 0 | 383 | 1 929 | 2 028 | 2 726 | 2 693 | 2 905 | 2 266 | 2 022 | 1 761 | 1 918 | 20 631 | 1,4% |
| PAR | 0 | 0 | 456 | 2 036 | 3 071 | 2 762 | 3 577 | 3 777 | 2 177 | 1 853 | 0 | 0 | 19 709 | 1,3% |
| MOW | 1 450 | 1 412 | 1 515 | 1 424 | 1 180 | 1 442 | 1 555 | 1 977 | 1 501 | 1 563 | 1 637 | 1 543 | 18 199 | 1,2% |
| DUB | 1 202 | 1 125 | 1 321 | 1 590 | 1 262 | 1 798 | 2 159 | 2 076 | 1 350 | 1 161 | 1 167 | 1 194 | 17 405 | 1,2% |
| VIE | 0 | 0 | 0 | 0 | 0 | 2 027 | 2 530 | 2 408 | 2 271 | 2 289 | 1 626 | 2 157 | 15 308 | 1,0% |
| GOT | 0 | 0 | 188 | 1 224 | 1 477 | 1 443 | 1 378 | 1 194 | 1 237 | 1 029 | 1 018 | 935 | 11 123 | 0,8% |
| URE | 636 | 646 | 615 | 715 | 982 | 1 097 | 1 114 | 1 171 | 860 | 1 005 | 916 | 924 | 10 681 | 0,7% |
| KDL | 579 | 717 | 635 | 817 | 872 | 951 | 1 077 | 946 | 724 | 740 | 681 | 468 | 9 207 | 0,6% |
| SIP | 0 | 0 | 0 | 0 | 778 | 1 627 | 1 903 | 1 917 | 1 106 | 0 | 0 | 0 | 7 331 | 0,5% |
| DBV | 0 | 0 | 0 | 0 | 0 | 1 448 | 2 266 | 1 657 | 1 775 | 0 | 0 | 0 | 7 146 | 0,5% |
| PLQ | 0 | 0 | 16 | 196 | 283 | 305 | 351 | 380 | 0 | 0 | 0 | 0 | 1 531 | 0,1% |
| **Total** | **95 024** | **94 745** | **116 091** | **115 849** | **130 549** | **141 462** | **136 110** | **142 156** | **138 418** | **135 261** | **116 932** | **102 807** | **1 465 404** | |

# MONTHLY TOTALS - CHARTER PASSENGERS 2007

| Destination | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Sharm el Sheikh** | 4 787 | 5 277 | 8 023 | 5 687 | 553 | 0 | 0 | 0 | 0 | 3 233 | 8 362 | 8 835 | **44 757** |
| **Antalya** | 0 | 0 | 0 | 449 | 3 711 | 5 358 | 6 222 | 5 543 | 6 288 | 4 878 | 617 | 0 | **33 066** |
| **Hurghada** | 4 075 | 4 129 | 4 593 | 4 021 | 128 | 0 | 0 | 0 | 0 | 2 039 | 6 247 | 6 374 | **31 606** |
| **Heraklion** | 0 | 0 | 0 | 0 | 2 639 | 4 623 | 4 806 | 4 080 | 3 694 | 2 438 | 136 | 0 | **22 416** |
| **Tenerife** | 1 732 | 1 406 | 1 476 | 1 479 | 193 | 0 | 0 | 0 | 0 | 2 028 | 4 085 | 3 489 | **15 888** |
| **Las Palmas** | 1 721 | 1 388 | 1 470 | 924 | 0 | 0 | 0 | 0 | 0 | 1 660 | 2 569 | 1 470 | **11 202** |
| **Varna** | 0 | 0 | 0 | 0 | 201 | 2 125 | 3 226 | 3 124 | 1 233 | 0 | 0 | 0 | **9 909** |
| **Rhodos** | 0 | 0 | 0 | 0 | 667 | 1 463 | 1 142 | 1 115 | 1 383 | 1 073 | 140 | 0 | **6 983** |
| **Malaga** | 0 | 0 | 0 | 561 | 1 738 | 1 367 | 915 | 0 | 1 288 | 905 | 0 | 0 | **6 774** |
| **Monastir** | 0 | 0 | 0 | 734 | 1 076 | 1 314 | 147 | 0 | 957 | 2 122 | 289 | 0 | **6 639** |
| **Chania** | 0 | 0 | 0 | 0 | 895 | 1 097 | 1 117 | 1 096 | 1 392 | 561 | 0 | 0 | **6 158** |
| **Catania** | 0 | 0 | 0 | 0 | 454 | 471 | 1 292 | 1 941 | 851 | 273 | 0 | 0 | **5 282** |
| **Salzburg** | 1 132 | 1 568 | 1 520 | 0 | 0 | 164 | 0 | 275 | 0 | 0 | 0 | 254 | **4 913** |
| **Faro** | 0 | 0 | 0 | 0 | 721 | 1 071 | 967 | 0 | 959 | 837 | 0 | 0 | **4 555** |
| **Kerkira** | 0 | 0 | 0 | 0 | 0 | 0 | 145 | 1 116 | 1 412 | 420 | 0 | 0 | **3 093** |
| **Kos** | 0 | 0 | 0 | 0 | 0 | 0 | 137 | 1 356 | 1 123 | 413 | 0 | 0 | **3 029** |
| **Athens** | 0 | 0 | 0 | 0 | 148 | 0 | 0 | 443 | 945 | 703 | 163 | 0 | **2 402** |
| **Goa** | 499 | 411 | 432 | 117 | 0 | 0 | 0 | 0 | 0 | 0 | 139 | 766 | **2 364** |
| **Santorini** | 0 | 0 | 0 | 0 | 0 | 939 | 930 | 455 | 0 | 0 | 0 | 0 | **2 324** |
| **Other** | 1 407 | 2 098 | 4 063 | 2 789 | 1 033 | 2 827 | 3 068 | 4 561 | 4 958 | 1 926 | 1 420 | 2 593 | **32 743** |
| **Total** | **15 353** | **16 277** | **21 577** | **16 761** | **14 157** | **22 819** | **24 114** | **25 105** | **26 483** | **25 509** | **24 167** | **23 781** | **256 103** |

## PASSENGER PROFILE

In 2007 Tallinn Airport Marketing Department organised the 14th annual passenger research at the airport. The research was carried out in November. During two weeks 3061 passengers were interviewed on international scheduled flights. The aim of the survey was to learn more about our passenger and route structures as well as the changes that have occurred compared to the previous surveys.

As a result of the survey the following information about passengers of Tallinn Airport was found:

| Tariff (Fare) | 2003 | 2004 | 2005 | 2006 | 2007 |
|---|---|---|---|---|---|
| Business | 10% | 4% | 3% | 5% | 4% |
| Economy | 89% | 95% | 95% | 94% | 94% |
| Other | 1% | 1% | 2% | 1% | 2% |
| Purpose of journey | 2003 | 2004 | 2005 | 2006 | 2007 |
| Leisure | 16% | 23% | 27% | 36% | 22% |
| Business | 69% | 61% | 54% | 47% | 61% |
| VFR | 10% | 10% | 13% | 12% | 13% |
| Other | 5% | 6% | 6% | 5% | 4% |
| Average income | 2003 | 2004 | 2005 | 2006 | 2007 |
| Up to 300 EUR | 8% | 8% | 7% | 7% | 5% |
| 301 - 500 EUR | 10% | 11% | 11% | 7% | 5% |
| 501 - 1000 EUR | 21% | 21% | 21% | 20% | 20% |
| 1001 - 2000 EUR | 21% | 21% | 23% | 20% | 28% |
| 2001 – 3000 EUR | 17% | 16% | 16% | 23% | 18% |
| Over 3000 EUR | 23% | 23% | 22% | 23% | 24% |
| Gender | 2003 | 2004 | 2005 | 2006 | 2007 |
| Female | 35% | 35% | 39% | 38% | 41% |
| Male | 65% | 65% | 61% | 62% | 59% |
| Who paid for the ticket? | 2003 | 2004 | 2005 | 2006 | 2007 |
| Passenger itself | 30% | 36% | 44% | 51% | 38% |
| Family | 3% | 4% | 4% | 5% | 4% |
| Company/ organization | 65% | 56% | 49% | 41% | 55% |
| Other | 2% | 4% | 3% | 3% | 3% |
| Travelling in group or alone | 2003 | 2004 | 2005 | 2006 | 2007 |
| Alone | 60% | 62% | N/A | 46% | 51% |
| With family | 9% | 11% | N/A | 15% | 12% |
| With friends | 5% | 8% | N/A | 14% | 10% |
| With colleagues | 23% | 16% | N/A | 13% | 23% |
| In group | 3% | 3% | N/A | 12% | 4% |
| Age group | 2003 | 2004 | 2005 | 2006 | 2007 |
| 15 – 24 | 8% | 11% | 12% | 15% | 10% |
| 25 – 34 | 29% | 30% | 31% | 30% | 31% |
| 35 – 44 | 31% | 30% | 27% | 24% | 29% |
| 45 – 54 | 20% | 18% | 16% | 16% | 18% |
| 55 – 64 | 9% | 8% | 10% | 10% | 9% |
| 65 and older | 3% | 2% | 4% | 5% | 3% |

| Where was the ticket booked/ bought | 2003 | 2004 | 2005 | 2006 | 2007 |
|---|---|---|---|---|---|
| Airline office at the airport | 7% | 5% | 4% | 4% | 4% |
| Airline office downtown | 4% | 4% | 2% | 1% | 2% |
| Via Internet | 9% | 24% | 43% | 51% | 48% |
| From travel agency | 80% | 67% | 51% | 44% | 46% |

| Nationality | 2003 | 2004 | 2005 | 2006 | 2007 |
|---|---|---|---|---|---|
| Estonian | 41,7% | 42,6% | 41,5% | 38,9% | 48,8% |
| Latvian | 1,4% | 1,2% | 1,0% | 0,5% | 0,9% |
| Lithuanian | 1,9% | 2,1% | 0,9% | 1,7% | 1,8% |
| Total Baltic State Residents | 45,0% | 45,9% | 43,4% | 41,1% | 51,5% |
| Finnish | 7,4% | 7,0% | 5,2% | 6,5% | 5,5% |
| Swedish | 9,0% | 7,2% | 8,0% | 6,1% | 6,0% |
| Norwegian | 3,8% | 2,7% | 3,6% | 4,0% | 4,9% |
| Danish | 3,2% | 2,8% | 2,1% | 1,5% | 1,8% |
| Total Scandinavians | 23,5% | 19,7% | 18,9% | 18,1% | 18,2% |
| Russian | 7,4% | 5,6% | 6,5% | 6,1% | 9,0% |
| English | 4,6% | 7,2% | 8,8% | 9,7% | 5,0% |
| German | 5,2% | 9,2% | 7,5% | 8,8% | 4,1% |
| Italian | 1,5% | 1,6% | 1,5% | 1,1% | 1,5% |
| Dutch | 1,9% | 0,9% | 1,4% | 1,1% | 1,1% |
| French | 1,2% | 1,4% | 1,4% | 0,9% | 1,0% |
| Belgian | 0,5% | 0,4% | 0,4% | 0,6% | 0,3% |
| Rest of Europe | 5,1% | 4,6% | 6,1% | 7,6% | 3,6% |
| Total Europe | 96,4% | 96,5% | 95,9% | 95,1% | 95,3% |
| Total North America | 2,4% | 1,9% | 2,2% | 2,1% | 0,7% |
| Total Far East | 0,7% | 0,6% | 0,5% | 0,5% | 0,0% |
| Other | 0,5% | 1,0% | 1,4% | 2,3% | 4,0% |

# MAIL AND FREIGHT

## MARKET SHARE

### TOP AIRLINES BY MAIL AND FREIGHT

| | | 2003 | 2004 | 2005 | 2006 | 2007 |
|---|---|---|---|---|---|---|
| 1 | AeroVis Airlines | - | - | 11,3% | 27,5% | 25,6% |
| 2 | Kazan Aviation | - | - | - | - | 16,0% |
| 3 | MNG Airlines | - | - | - | - | 15,2% |
| 4 | Kuzu Airlines | - | - | - | 1,1% | 7,3% |
| 5 | Estonian Air | 35,0% | 34,4% | 16,4% | 13,7% | 5,4% |
| 6 | DHL | 9,9% | 9,9% | 5,8% | 6,7% | 5,4% |
| 7 | Antonov Airlines | - | 4,2% | 4,1% | 0,2% | 4,4% |
| 8 | TNT | 12,1% | 13,1% | 8,2% | 9,4% | 3,9% |
| 9 | Meridian | - | - | - | - | 2,9% |
| 10 | Aero Airlines | 13,5% | 12,9% | 6,7% | 5,5% | 2,3% |
| | Other | 29,5% | 25,5% | 47,5% | 35,9% | 11,6% |

### TOP DESTINATIONS BY MAIL AND FREIGHT

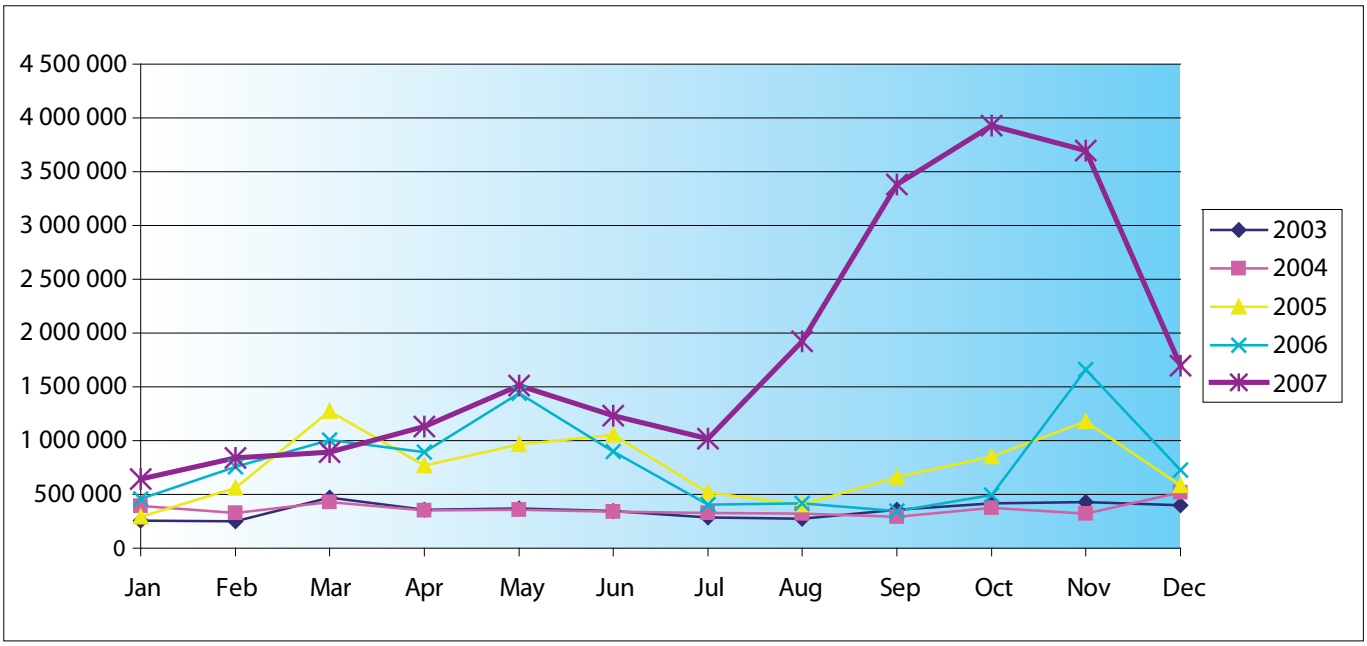
| | | 2003 | 2004 | 2005 | 2006 | 2007 |
|---|---|---|---|---|---|---|
| 1 | Istanbul | - | 0,1% | 13,1% | 31,6% | 48,0% |
| 2 | Karaganda | - | - | - | - | 14,4% |
| 3 | Helsinki | 46,6% | 35,8% | 16,7% | 16,5% | 8,2% |
| 4 | Astana | 0,0% | 0,0% | 3,0% | - | 4,8% |
| 5 | Turku | - | 10,1% | 3,5% | 9,3% | 3,9% |
| 6 | Rimini | - | 0,4% | 5,6% | 6,2% | 3,6% |
| 7 | Frankfurt | 5,3% | 4,9% | 4,8% | 5,5% | 2,4% |
| 8 | Stockholm | 3,4% | 2,9% | 1,6% | 1,4% | 2,0% |
| 9 | Copenhagen | 18,8% | 16,9% | 7,2% | 6,1% | 1,8% |
| 10 | Prague | 2,2% | 6,6% | 3,0% | 3,3% | 1,6% |
| | Other | 23,7% | 22,3% | 41,5% | 20,1% | 9,3% |

# MONTHLY TOTALS: FREIGHT 2003-2007

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **2003** | 253 084 | 250 538 | 467 794 | 358 001 | 370 479 | 345 886 | 283 999 | 271 810 | 357 386 | 419 307 | 430 539 | 399 954 | 3 354 745 |
| **2004** | 390 795 | 327 092 | 426 731 | 351 532 | 357 404 | 340 646 | 325 540 | 323 030 | 292 642 | 376 515 | 322 443 | 517 202 | 4 351 572 |
| **2005** | 293 498 | 562 246 | 1 271 589 | 767 169 | 963 149 | 1 052 142 | 515 836 | 403 499 | 661 171 | 849 705 | 1 177 012 | 583 191 | 9 100 207 |
| **2006** | 456 143 | 754 736 | 1 006 002 | 895 667 | 1 442 111 | 896 444 | 404 473 | 419 465 | 346 120 | 494 502 | 1 661 202 | 725 329 | 9 502 194 |
| **2007** | 643 544 | 837 272 | 890 852 | 1 131 540 | 1 514 850 | 1 230 690 | 1 020 244 | 1 925 582 | 3 380 674 | 3 925 836 | 3 693 480 | 1 696 489 | 21 891 053 |

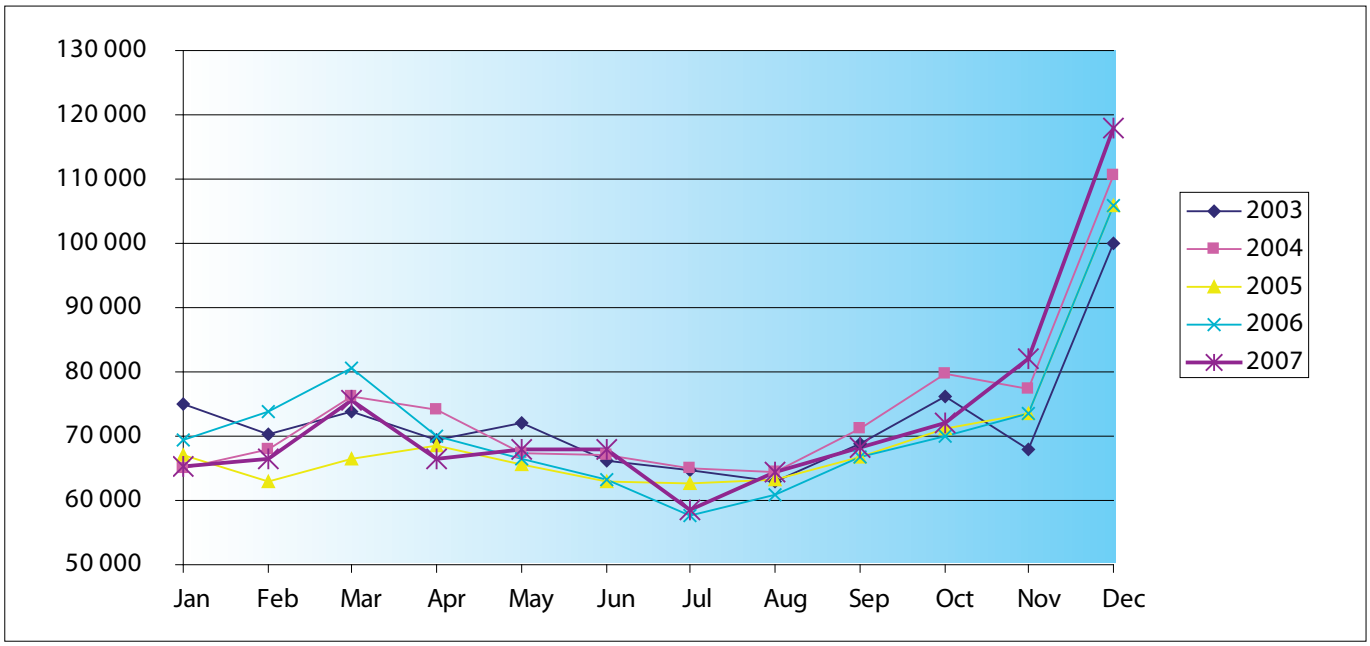
**% GROWTH RATE 2006/07**

| | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 41,1% | 10,9% | -11,4% | 26,3% | 5,0% | 37,3% | 152,2% | 359,1% | 876,7% | 693,9% | 122,3% | 133,9% | 130,4% |



# MONTHLY TOTALS: MAIL 2003-2007

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **2003** | 74 946 | 70 388 | 73 763 | 69 467 | 72 107 | 66 170 | 64 826 | 62 807 | 68 888 | 76 315 | 67 964 | 99 956 | 937 410 |
| **2004** | 64 964 | 67 921 | 76 228 | 74 121 | 67 465 | 66 929 | 65 050 | 64 480 | 71 111 | 79 637 | 77 410 | 110 515 | 885 831 |
| **2005** | 66 983 | 62 821 | 66 459 | 68 409 | 65 677 | 63 020 | 62 765 | 63 104 | 66 655 | 71 193 | 73 567 | 105 741 | 836 394 |
| **2006** | 69 499 | 73 734 | 80 707 | 70 130 | 66 593 | 63 240 | 57 772 | 61 011 | 66 684 | 70 052 | 73 501 | 105 785 | 858 708 |
| **2007** | 65 210 | 66 497 | 75 458 | 66 433 | 68 075 | 67 821 | 58 577 | 64 540 | 68 117 | 72 024 | 81 919 | 118 038 | 872 709 |
| **% GROWTH RATE 2006/07** | | | | | | | | | | | | | |
| | -6,2% | -9,8% | -6,5% | -5,3% | 2,2% | 7,2% | 1,4% | 5,8% | 2,1% | 2,8% | 11,5% | 11,6% | 1,6% |



# AIRCRAFT MOVEMENTS

## MARKET SHARE

### TOP AIRLINES BY AIRCRAFT MOVEMENTS

| | | 2003 | 2004 | 2005 | 2006 | 2007 |
|---|---|---|---|---|---|---|
| 1 | Estonian Air | 27,7% | 29,5% | 26,9% | 26,9% | 26,0% |
| 2 | Aero Airlines | 13,4% | 13,2% | 13,0% | 12,9% | 9,9% |
| 3 | Avies | 9,1% | 12,2% | 11,2% | 11,1% | 9,4% |
| 4 | Air Baltic | 2,5% | 4,5% | 6,5% | 8,0% | 8,4% |
| 5 | CSA | 2,3% | 3,1% | 3,1% | 3,1% | 3,6% |
| 6 | Estonian State Aviation Group | 4,5% | 3,6% | 3,5% | 3,7% | 3,4% |
| 7 | easyJet | - | 0,9% | 4,2% | 3,8% | 3,3% |
| 8 | KLM Cityhopper | - | - | 1,6% | 3,0% | 3,1% |
| 9 | Scandinavian Airlines | 2,7% | 2,4% | 1,7% | 1,8% | 2,6% |
| 10 | various private aircraft | na | 3,7% | 3,4% | 2,7% | 2,2% |
| | Other | 37,8% | 26,9% | 24,9% | 23,0% | 28,1% |

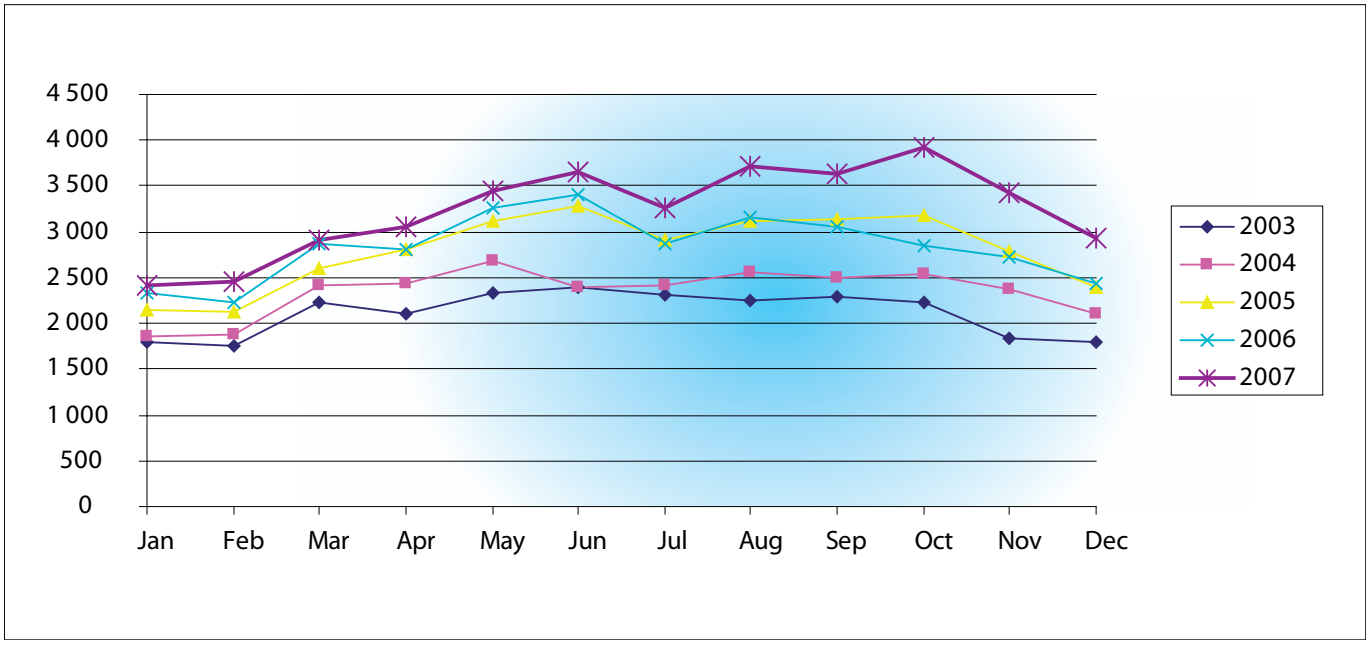
### TOP DESTINATIONS BY AIRCRAFT MOVEMENTS

| | | 2003 | 2004 | 2005 | 2006 | 2007 |
|---|---|---|---|---|---|---|
| 1 | Helsinki | 25,6% | 22,2% | 18,3% | 18,6% | 16,2% |
| 2 | Stockholm | 9,3% | 6,7% | 6,1% | 6,7% | 6,9% |
| 3 | Vilnius | 3,9% | 3,0% | 3,8% | 4,5% | 6,3% |
| 4 | Tallinn* | 13,5% | 9,5% | 8,7% | 7,1% | 6,1% |
| 5 | Copenhagen | 7,7% | 6,9% | 6,1% | 5,5% | 5,0% |
| 6 | Riga | 3,2% | 4,6% | 4,5% | 4,4% | 5,0% |
| 7 | London | 2,4% | 3,3% | 4,8% | 4,6% | 4,1% |
| 8 | Prague | 1,4% | 3,1% | 3,1% | 3,1% | 3,6% |
| 9 | Kuressaare | 4,4% | 4,1% | 3,7% | 3,9% | 3,5% |
| 10 | Oslo | 0,6% | 1,7% | 2,1% | 3,3% | 3,4% |
| | Other | 28,0% | 34,9% | 38,8% | 39,9% | 39,9% |

* - includes training, inspection and demonstration flights

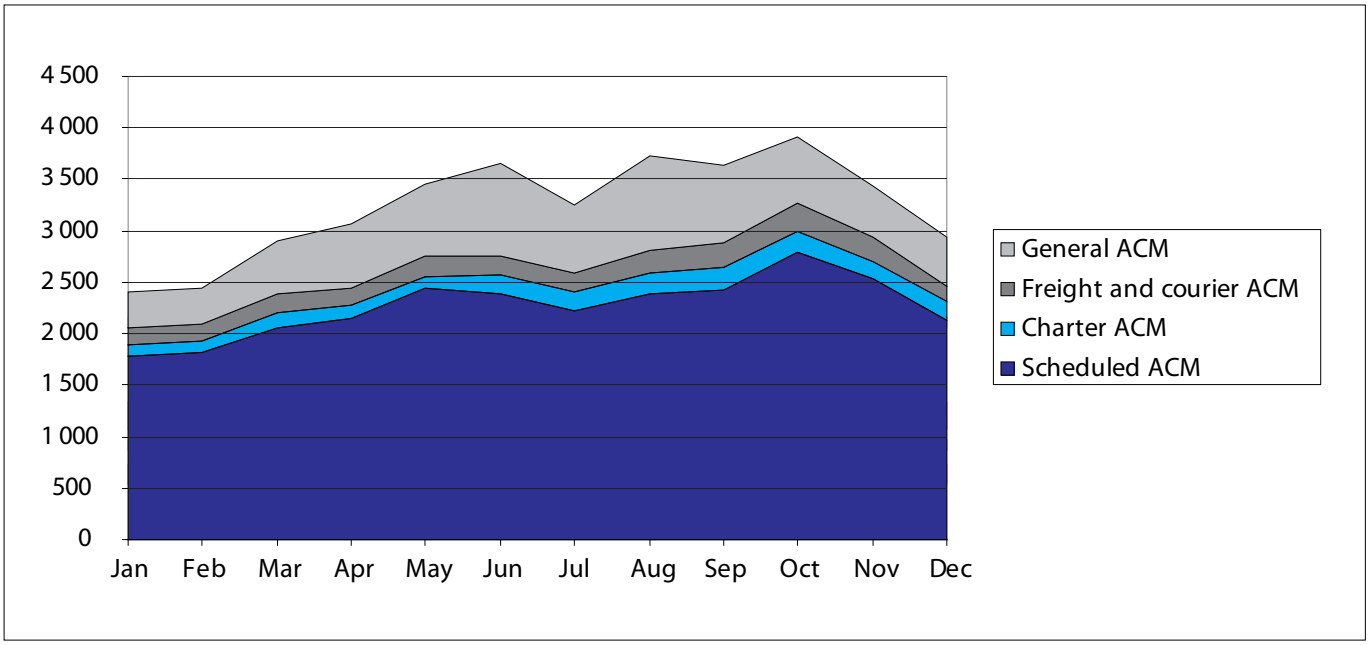
# MONTHLY TOTALS: AIRCRAFT MOVEMENTS 2003-2007

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **2003** | 1 791 | 1 752 | 2 230 | 2 097 | 2 326 | 2 392 | 2 310 | 2 245 | 2 291 | 2 229 | 1 845 | 1 786 | 26 226 |
| **2004** | 1 854 | 1 883 | 2 421 | 2 428 | 2 680 | 2 394 | 2 405 | 2 559 | 2 500 | 2 540 | 2 379 | 2 106 | 28 149 |
| **2005** | 2 146 | 2 119 | 2 598 | 2 806 | 3 127 | 3 284 | 2 910 | 3 119 | 3 133 | 3 187 | 2 786 | 2 395 | 33 610 |
| **2006** | 2 332 | 2 228 | 2 870 | 2 801 | 3 262 | 3 400 | 2 875 | 3 167 | 3 050 | 2 845 | 2 722 | 2 437 | 33 989 |
| **2007** | 2 408 | 2 450 | 2 908 | 3 063 | 3 445 | 3 660 | 3 257 | 3 723 | 3 636 | 3 919 | 3 436 | 2 939 | 38 844 |
| **% GROWTH RATE 2006/07** | | | | | | | | | | | | | |
| | 3,3% | 10,0% | 1,3% | 9,4% | 5,6% | 7,6% | 13,3% | 17,6% | 19,2% | 37,8% | 26,2% | 20,6% | 14,3% |



## MONTHLY TOTALS: AIRCRAFT MOVEMENTS BY FLIGHT TYPES

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Scheduled ACM** | 1 789 | 1 817 | 2 060 | 2 153 | 2 440 | 2 381 | 2 223 | 2 381 | 2 431 | 2 794 | 2 530 | 2 128 | 27 127 |
| **Charter ACM** | 109 | 112 | 153 | 120 | 118 | 196 | 192 | 212 | 221 | 208 | 169 | 183 | 1 993 |
| **Freight and courier ACM** | 163 | 158 | 177 | 176 | 195 | 178 | 177 | 225 | 235 | 261 | 235 | 154 | 2 334 |
| **General ACM** | 347 | 363 | 518 | 614 | 692 | 905 | 665 | 905 | 749 | 656 | 502 | 474 | 7 390 |
| **Total ACM** | **2 408** | **2 450** | **2 908** | **3 063** | **3 445** | **3 660** | **3 257** | **3 723** | **3 636** | **3 919** | **3 436** | **2 939** | **38 844** |



# HIGHLIGHTS OF 2007

**THE BUSIEST DAYS**

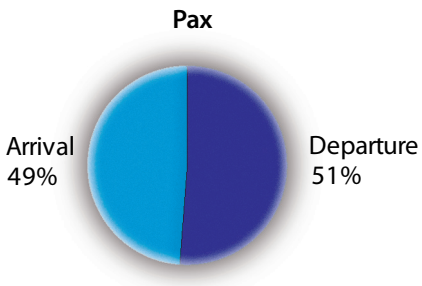
| | | | | |
|---|---|---|---|---|
| | 15.June | 6 907 passengers | 5. September | 162 aircraft movements |
| | 29.June | 6 823 passengers | 6. June | 158 aircraft movements |
| | 17.August | 6 810 passengers | 26. September | 157 aircraft movements |
| | 16.September | 6 625 passengers | 8. June | 155 aircraft movements |
| | 14.September | 6 616 passengers | 7. June | 153 aircraft movements |

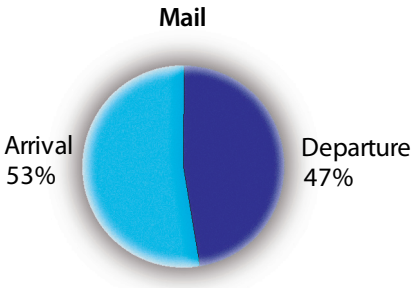
**TONNAGE LANDED**

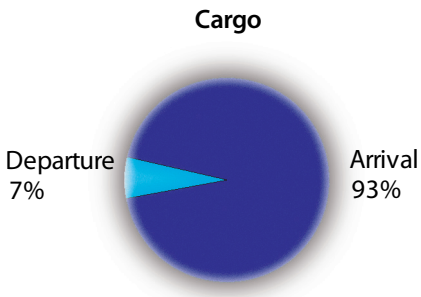
| | | | |
|---|---|---|---|
| | Annual | 717 109 tons | |
| | Average per day | 1 964 682 kgs | |
| | Average per aircraft | 36 923 kgs | |
| | | | |
| | The largest aircraft | 392 000 kgs | - AN124 |
| | The smallest aircraft | 450 kgs | - C42 |
| | The furthest destination | 8 447 kms | - Fort Worth, Texas, US |

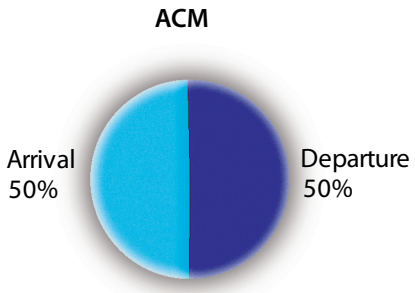
# ARRIVALS/DEPARTURES 2007

| 2007 | Pax | | Mail | | Cargo | | ACM |
|---|---|---|---|---|---|---|---|
| **Arrival** | 850 780 | **Arrival** | 461 142 | **Arrival** | 20 423 302 | **Arrival** | 19 424 |
| **Departure** | 877 650 | **Departure** | 411 567 | **Departure** | 1 467 751 | **Departure** | 19 420 |



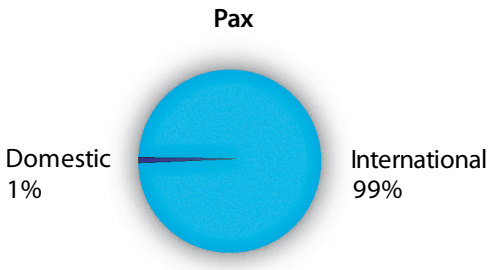



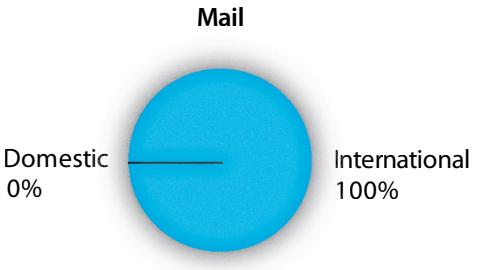



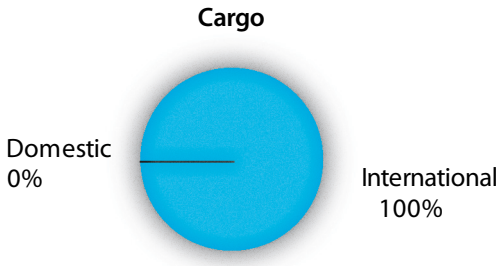



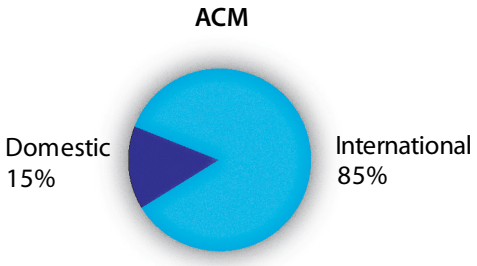
# DOMESTIC/INTERNATIONAL 2007

| 2007 | Pax | | Mail | | Cargo | | ACM |
|---|---|---|---|---|---|---|---|
| **Domestic** | 20 406 | **Domestic** | 21 | **Domestic** | 292 | **Domestic** | 5 852 |
| **International** | 1 708 024 | **International** | 872 688 | **International** | 21 890 761 | **International** | 32 992 |



# MAIN BALTIC AIRPORTS

| Passengers | 2003 | 2004 | 2005 | 2006 | 2007 |
|---|---|---|---|---|---|
| Riga | 711 753 | 1 060 426 | 1 878 035 | 2 495 020 | 3 160 945 |
| Tallinn | 715 859 | 997 461 | 1 401 059 | 1 541 832 | 1 728 430 |
| Vilnius | 719 850 | 994 159 | 1 281 872 | 1 451 468 | 1 717 222 |

| Cargo (metric tons) | 2003 | 2004 | 2005 | 2 006 | 2 007 |
|---|---|---|---|---|---|
| Riga | 13 534 | 8 752 | 15 896 | 12 559 | 8 130 |
| Tallinn | 5 076 | 5 237 | 9 937 | 10 361 | 22 764 |
| Vilnius | 5 206 | 5 183 | 5 281 | 5 565 | 5 780 |

| Aircraft movements | 2003 | 2004 | 2005 | 2 006 | 2 007 |
|---|---|---|---|---|---|
| Riga | 19 504 | 27 325 | 34 552 | 40 162 | 47 347 |
| Tallinn | 25 294 | 28 148 | 33 610 | 33 989 | 38 844 |
| Vilnius | 18 336 | 23 655 | 29 193 | 29 347 | 32 840 |

**REPUBLIC OF ESTONIA**

| | |
|---|---|
| Estimated population 1st of January 2008 | 1 340 602 |
| Currency | 15,6466 EEK (kroon) = 1 EUR |
| GDP change at constant prices 2006/2007 | 7,1% |
| Unemployment rate - 2007 | 4,7% |
| Average monthly gross wages and salaries - December 2007 | 13 174 EEK |
| Other main social and economic indicators | http://www.stat.ee/main-indicators |