

## airBaltic Q3 2020 financial and operational performance update

**IMPORTANT NOTE:** The summary of the numbers below highlight airline's financial and operational performance in Q3 2020. This information is not part of Financial Reporting under Terms and Condition of the Bonds as described in the Prospectus.

Released on November 20, 2020

(EUR thousands, except where otherwise stated, unaudited)	3 <sup>rd</sup> quarter data			Nine months ended		
	Jul-Sep	Jul-Sep	Change	30	30	Change
	2020	2019		September	September	
Revenue	37,822	173,472	(78.2%)	120,345	392,937	(69.4%)
Passenger revenue	36,061	153,815	(76.6%)	110,900	356,557	(68.9%)
Ancillary revenue	2,698	10,374	(74.0%)	10,291	26,185	(60.7%)
EBITDAR	(5,751)	59,202	(109.7%)	(121,298)	97,036	(225.0%)
EBITDAR margin (%)	(15.2%)	34.1%	(49.3) ppt	(100.8%)	24.7%	(125.5) ppt
Net debt*	578,369	640,032	(9.6%)	578,369	640,032	(9.6%)
Cash and cash equivalents*	218,721	148,245	47.5%	218,721	148,245	47.5%
<b>Airline operating statistics</b>						
Number of aircraft*	39	40	(2.5%)	39	40	(2.5%)
Average fleet age (years)	5.3	7.1	(25.8%)	5.3	7.1	(25.8%)
Destinations	61	83	(26.5%)	74	87	(14.9%)
Flights	6,093	18,046	(66.2%)	18,594	47,779	(61.1%)
Aircraft departures per day per aircraft	1.7	5.3	(67.5%)	1.8	5.0	(64.2%)
Number of passengers ('000)	369	1,646	(77.6%)	1,179	3,875	(69.6%)
Seat capacity ('000)	866	2,014	(57.0%)	2,250	5,219	(56.9%)
Passenger Load factor (%)	47.1%	84.1%	(37) ppt	55.6%	76.6%	(21) ppt
Yield (€ cents)	7.9	7.5	4.8%	8.1	7.6	6.6%
RASK (€ cents)	4.4	7.5	(42.0%)	5.3	6.8	(22.5%)
CASK (€ cents)	6.7	6.0	11.7%	9.2	6.4	43.9%
CASK (ex-fuel)	5.5	4.6	19.9%	7.7	4.9	56.7%
ASK (millions)	884	2,306	(61.7%)	2,307	5,727	(59.7%)

\* End of period

Due to COVID 19 pandemic, during the third quarter the passenger number declined by 77.6% and the passenger revenues declined by 76.6% year on year while the seat capacity decreased by 57.0% and ASK decreased by 61.7%. The load factor was down by 37 ppt while the yield was up by 4.8% above Q3 2019. Significant Covid-19 impact remained in Q3 as evidenced by EBITDAR margin declining to negative 15.2% compared to 34,1% in Q3 2019. The ancillary revenue declined 74% overall but increased 16% per passenger compared to Q3 2019.

In Q3 the market share in Riga decreased from 62% in Q3 2019 to 61% in Q3 2020 with 80% decrease in the total number of passengers in the airport, Tallinn from 22% increased to 31% with 79% decrease in passengers and Vilnius from 10% to 22% with 77% decrease in the number of passengers.

During the quarter the airline added one A220-300 to its fleet, thus the total number of aircraft including De Havilland Q400 reached 39 of which 23 were A220-300s.

At the beginning of the COVID-19 pandemic, the airline had a total of 39% of the originally estimated 2020 jet fuel consumption hedged at the average price of \$573 per tonne. The total negative exposure from the open hedged fuel positions at September 30, 2020 was approximately EUR 4 million. airBaltic has also fuel hedge position of about 5% of 2021 expected fuel consumption at the price of USD 528 per metric ton of jet fuel.

### OUTLOOK FOR Q4

Based on the current COVID 19 situation in Europe, where significant number of countries are going into partial lock downs and most of the countries are experiencing strong surge in the infection rates, airBaltic has significantly cut its capacity for Q4 and compared to Q3. However, airBaltic is closely monitoring the market situation and, as the infection rates go down, is prepared to deploy additional capacity on a short notice.