

Announcement no. 21 - 2010/11 7 October 2010

# Traffic figures – August/September 2010

Performance in September 2010 compared with September 2009:

- The number of own passengers increased by 29%.
- The Domestic segment exceeded 100,000 passengers for the first time.
- Own capacity (ASK) increased by 34%.
- · Own traffic (RPK) increased by 26%.
- The load factor (RPK to ASK) for own production dropped 4 percentage points.

The yield for August increased by 3% to DKK 0.85.

## Traffic performance in September 2010

For September as a whole, the total passenger number rose by 8% year on year. The number of own passengers increased by 29% relative to the prior-year period.

Total capacity (ASK) rose by 18% in September 2010. ASK for own production rose by 34%. During the same period, total traffic (RPK) increased by 12%, while traffic in own production increased by 26%.

The load factor fell from 70% in September 2009 to 66% in September 2010. For own production, the rate of decrease was also 4 percentage points from 69% in September 2009 to 65% in September 2010.

				Rolling 12 mths	Rolling 12 mths	
	Sep 2010	Sep 2009	Growth	Sep 09/10	Aug 09/10	Growth
Own passengers	202,335	157,233	29%	1,881,188	1,836,096	2%
Total passengers	242,543	223,542	8%	2,445,628	2,426,627	1%
ASK ('000) <sup>1</sup>	280,245	238,419	18%	2,948,314	2,906,488	1%
RPK ('000) <sup>2</sup>	185,547	165,835	12%	1,929,672	1,909,960	1%
Load factor (%) <sup>3</sup>	66%	70%	-4 p.p.	65%	66%	-1 p.p.

<sup>(1)</sup> ASK = Available Seat Kilometres. Number of available seats multiplied by the distance covered, measured in kilometres.

# Yield performance in August 2010

The yield was 0.85 in August 2010, equivalent to a 3% increase compared with August 2009.

The yield for the Domestic segment dropped by 8% in August 2010, which was offset by a 5-percentage-point increase in the load factor from 59% to 64%. In the Regional segment, the yield increased by 6%, while the load factor increased by 6 percentage points. The yield for the Leisure segment increased by 12%, whereas the load factor dropped by 5 percentage points. The increase in yield was due to much better pricing than in August 2009, which was achieved in spite of an increase of the average sector length by 20%.

	Aug 2010 <sup>3</sup>	Aug 2009	Growth	Rolling 12 mths Aug 09/10	Rolling 12 mths July 09/10	Growth
Yield (DKK) <sup>1</sup>	0.85	0.83	3%	0.89	0.92	-4%
RASK (DKK) <sup>2</sup>	0.54	0.54	0%	0.56	0.57	-1%
Avg. sector length (km)	851	711	20%	755	754	0%

<sup>(1)</sup> Yield = Total revenue from passenger transport on own production relative to revenue passenger kilometres (RPK).

## **Operating performance in September 2010**

In September, 99% of all planned flights were operated and 89% of them were on time.

	Sep 2010	Sep 2009	Growth	Rolling 12 mths Sep 09/10	Rolling 12 mths Aug 09/10	Growth
On-time departures <sup>1</sup>	89%	91%	-2 p.p.	86%	87%	1 p.p.
Flights operated	99%	99%	0 p.p.	97%	97%	0 p.p.

<sup>(1)</sup> On-time departure = Departure within 15 minutes of scheduled departure.

<sup>(2)</sup> RPK = Revenue Passenger Kilometres. Number of revenue passengers multiplied by the distance covered, measured in kilometres.

<sup>(3)</sup> Load factor = Ratio of RPK to ASK.

<sup>(2)</sup> RASK= Total revenue from passenger transport, Charter/ACMI divided by ASK.

<sup>(3)</sup> The yield and RASK is announced a month later than the other traffic figures since Cimber Sterling as a network carrier can only release its yield with a one-month lag.

#### Performance by segment in September 2010

**Domestic:** The number of passengers was record high in September 2010 and exceeded 100,000. The number of passengers increased by 35% year on year. All domestic routes recorded increases in passenger numbers. For example, the Copenhagen-Aarhus service showed 166% growth in passenger numbers. The load factor increased from 61% to 64% during the period.

Regional: The number of passengers rose by 40% in September 2010 compared with September 2009. The load factor increased from 57% to 66% during the period. The strong growth was partly due to six new routes as compared with last year, and partly to an adjustment of capacity on existing routes, which generated an increase in the load factor. For example, the load factor on the Copenhagen-Newcastle service increased from 65% to 77% and the number of passengers increased by 33%.

**Leisure:** The number of leisure passengers increased by 13% year on year. Capacity (ASK) grew by 39%, while demand (RPK) increased by 22%. The load factor fell from 74% in September 2009 to 65% in September 2010. As in earlier months, this decline in the load factor was offset by an expected higher yield during the period.

	Sep 2010	Sep 2009	Growth	Rolling 12 mths Sep 09/10	Rolling 12 mths Aug 09/10	Growth
Passengers						
- Domestic	100,639	74,519	35%	908,257	882,137	3%
- Regional	42,006	29,919	40%	384,001	371,914	3%
- Leisure	59,680	52,795	13%	588,930	582,045	1%
Own passengers <sup>1</sup>	202,325	157,233	29%	1,881,188	1,836,096	2%
- Charter/ACMI <sup>2</sup>	40,218	66,309	-39%	564,440	590,531	-4%
Total passengers	242,543	223,542	8%	2,445,628	2,426,627	1%
ASK ('000)						
- Domestic	31,347	25,109	25%	297,742	291,504	2%
- Regional	43,672	36,053	21%	486,400	478,781	2%
- Leisure	174,934	126,035	39%	1,686,477	1,637,578	3%
Own production <sup>1</sup>	249,953	187,197	34%	2,470,619	2,407,863	3%
- Charter/ACMI <sup>2</sup>	30,292	51,222	-41%	477,695	498,625	-4%
Total	280,245	238,419	18%	2,948,314	2,906,488	1%
RPK ('000)						
- Domestic	20,164	15,317	32%	185,815	180,968	3%
- Regional	28,745	20,628	39%	262,230	254,113	3%
- Leisure	113,162	93,106	22%	1,145,232	1,125,176	2%
Own production <sup>1</sup>	162,071	129,051	26%	1,593,277	1,560,257	2%
- Charter/ACMI <sup>2</sup>	23,476	36,784	-36%	336,395	349,703	-4%
Total	185,547	165,835	12%	1,929,672	1,909,960	1%
Load factor						
- Domestic	64%	61%	3 p.p.	62%	62%	0
- Regional	66%	57%	9 p.p.	54%	53%	-1
- Leisure	65%	74%	-9 p.p.	68%	69%	-1
Own production <sup>1</sup>	65%	69%	-4 p.p.	64%	65%	-1
- Charter/ACMI <sup>2</sup>	77%	72%	5 p.p.	70%	70%	0
Total	66%	70%	-4 p.p.	65%	66%	-1

<sup>1)</sup> Own passengers/own production. Planned scheduled flights offered and operated in the Company's own name and under the Company's flight code.

#### Other

- Cimber Sterling has launched its traffic programme for the summer of 2011.
- As a result of Transavia's closure of services to Copenhagen Airport, Cimber Sterling has adjusted its product offering on a number of destinations for the winter of 2010/11 as well as the summer of 2011.
- Cimber Sterling has decided to close down its Copenhagen-London City service in order to be able to further adapt its traffic programme on the Danish domestic services.

## Traffic figures – September/October

Cimber Sterling will release its traffic figures for September/October on 5 November 2010 at 11.00 am.

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This Announcement has been prepared in Danish and translated into English. In the event of any discrepancy between the Danish Announcement and the English translation, the Danish Announcement shall prevail.

Charter/ACMI = Aircraft Crew Maintenance Insurance. Flights operated for other customers using aircraft on full charters or on wet leases.