

The return of LOT Polish Airlines & an overview of the Polish market



LOT Press Event
Athens 10 April 2024





- **Athens' Traffic**
- **The Polish Market**
- **Passenger Demographics**

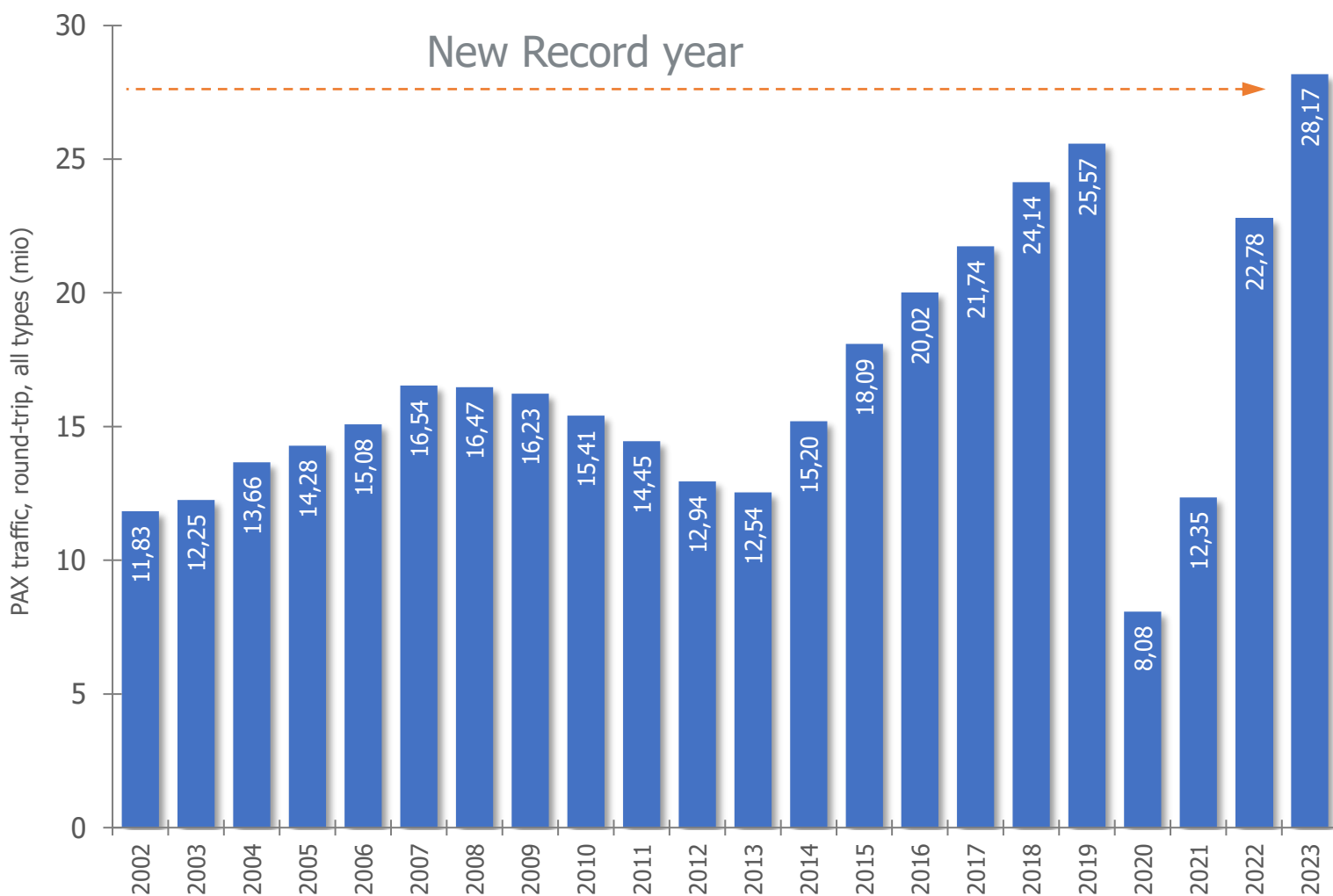


→ **Athens' Traffic**

→ **The Polish Market**

→ **Passenger Demographics**

Athens welcomed 28.17mio travellers in 2023; a New record in the 22 years of airport history



In 2023 Athens achieved its **TOP performance** ever, recovering pre-Pandemic levels in just 2½ year and welcomed 2.6 million additional PAX

PAX traffic +24.0% to 2022 and above 2019 by +10.2%

Flights performed equally strong, with +7.1% to 2019

International PAX traffic at 19.39 million increased by 8.8% to 2019

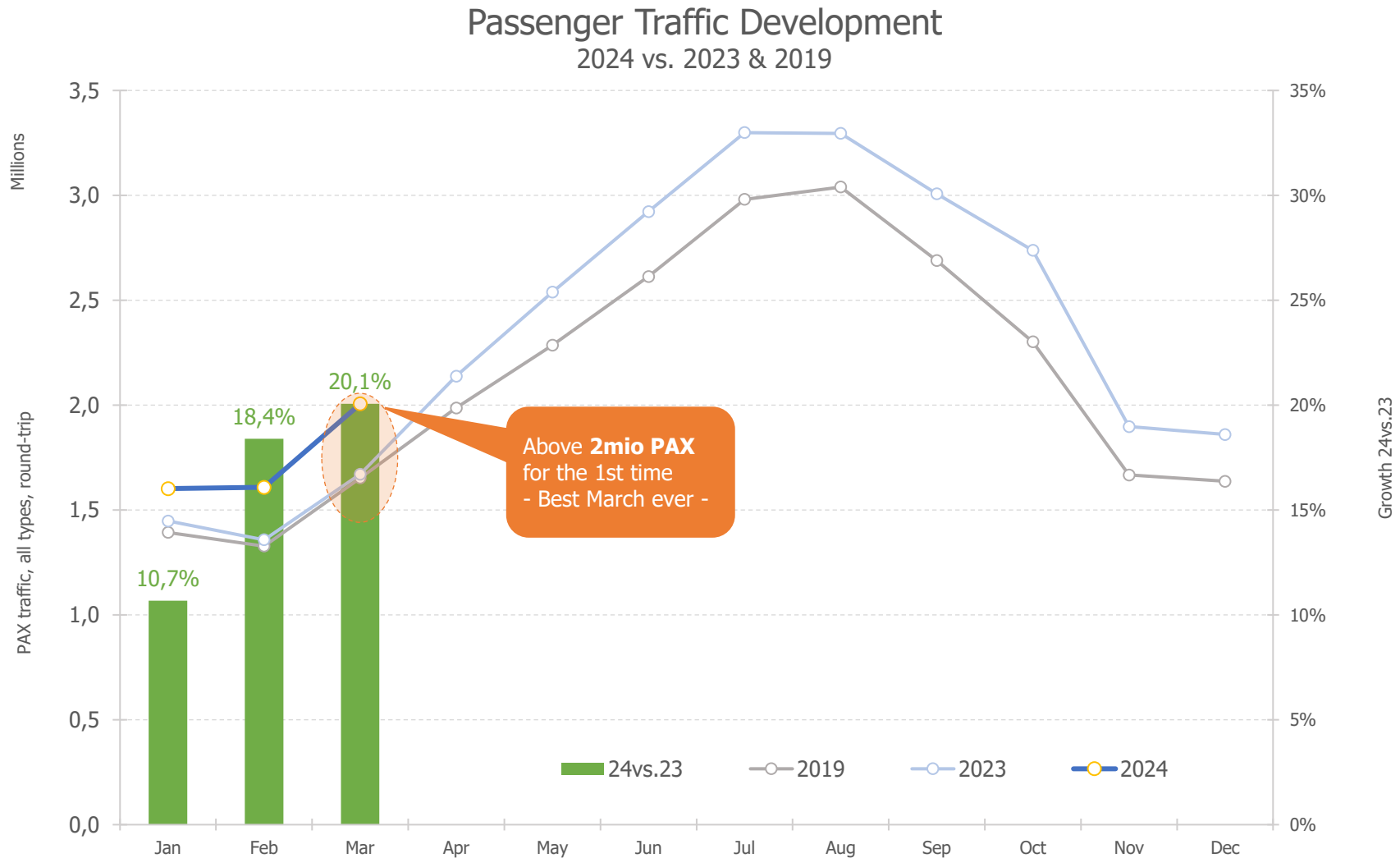
Domestic PAX traffic at 8.78 million increased by 13.3% to 2019

International share at 68.8% during 2023, (69.7% in 2019)

Dynamic start in 2024, with PAX traffic at 16.5% in Jan-Mar 24vs.23

For Q1 2024, Flights at 12.8% above same period 2023

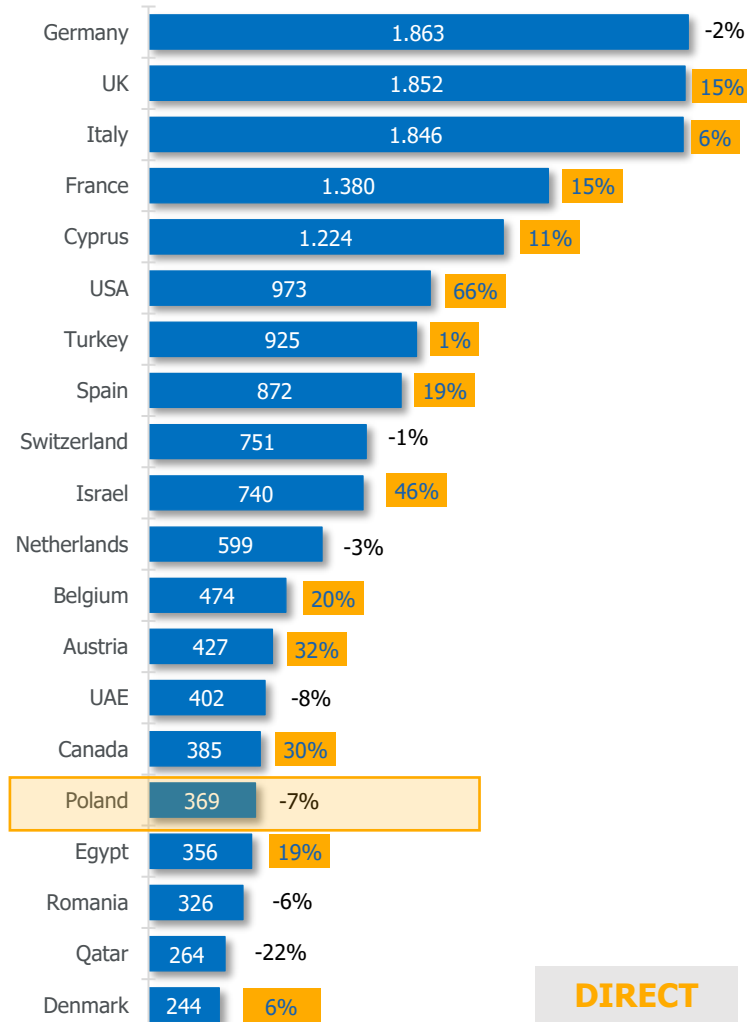
Dynamic start in 2024, with PAX traffic at 16.5% in Jan-Mar 24vs.23 and Flights at 12.8% above same period 2023



With dynamic performance in the majority of International markets, surpassing 2019 levels and recording new "best ever" records



PAX International Direct traffic/roundtrip
JAN-DEC 23vs.19 PAX traffic in thousand

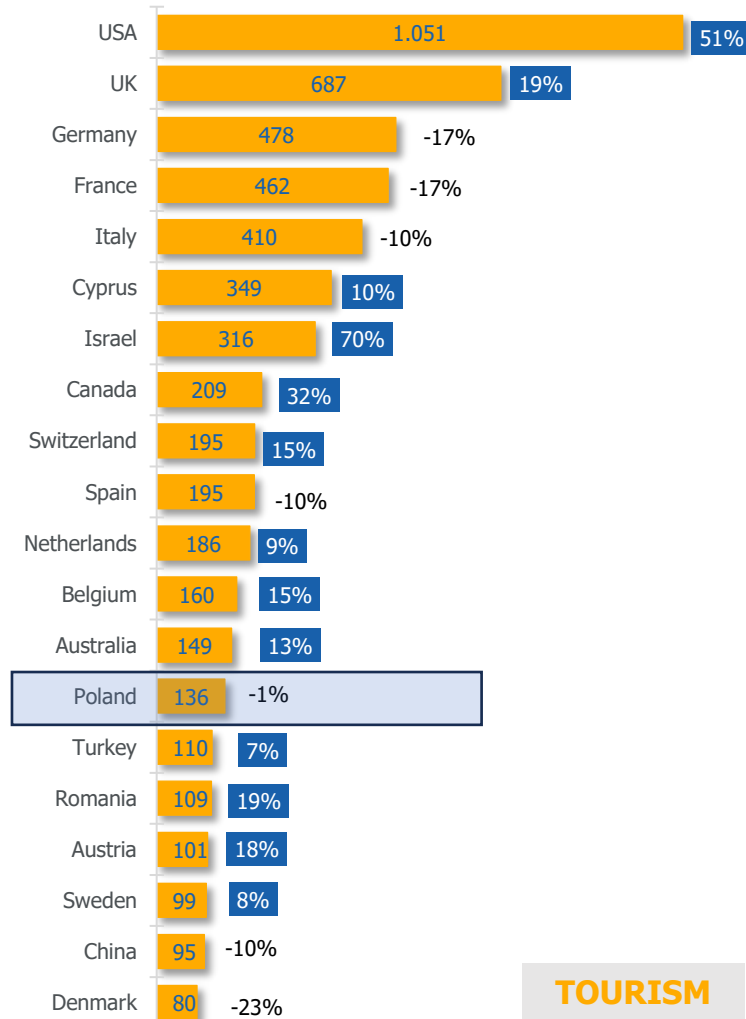


#16

#14

DIRECT

PAX traffic – Foreign Arrivals
JAN-DEC 23vs.19 PAX traffic in thousand

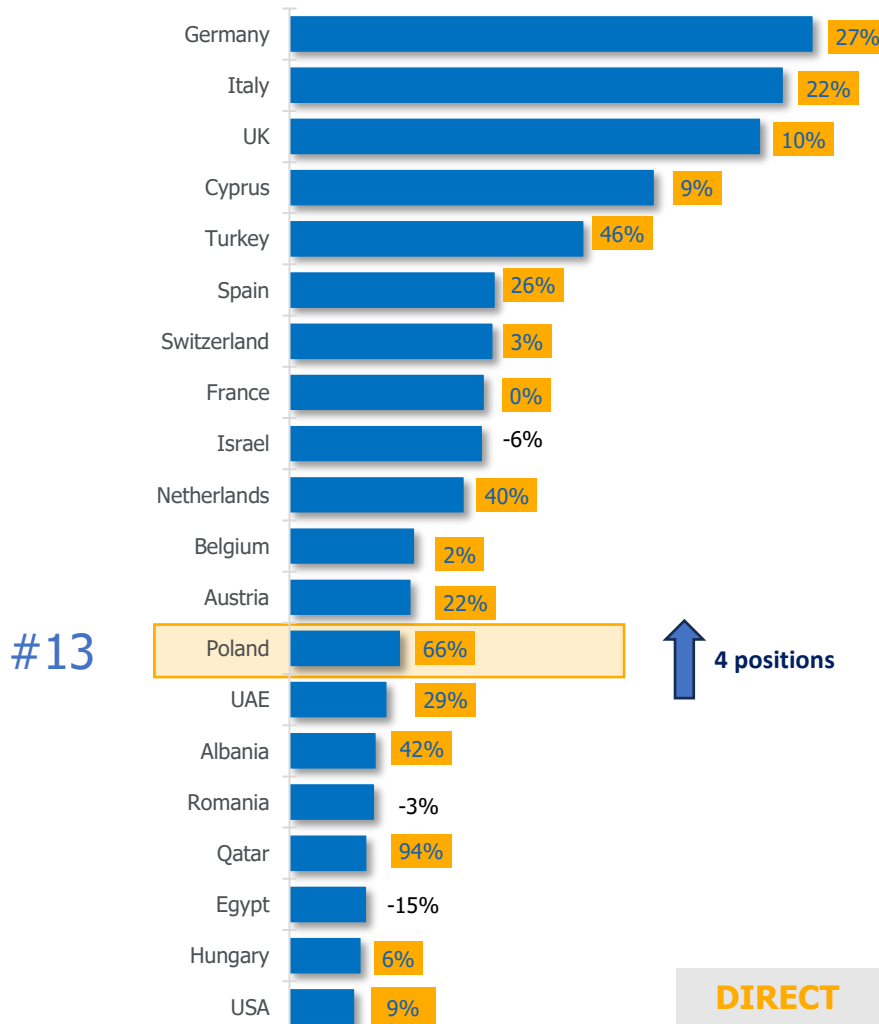


TOURISM

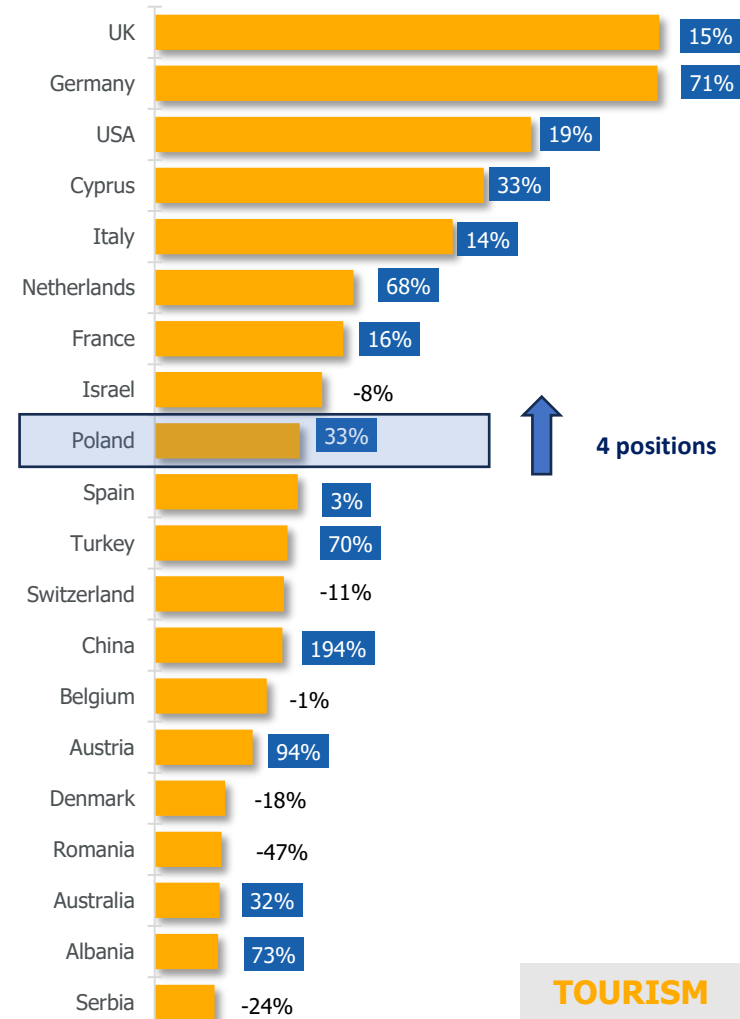
Performance in the International markets improved in all fronts during Q1 2024 vs. 2023, both in Direct and in Foreign Arrivals



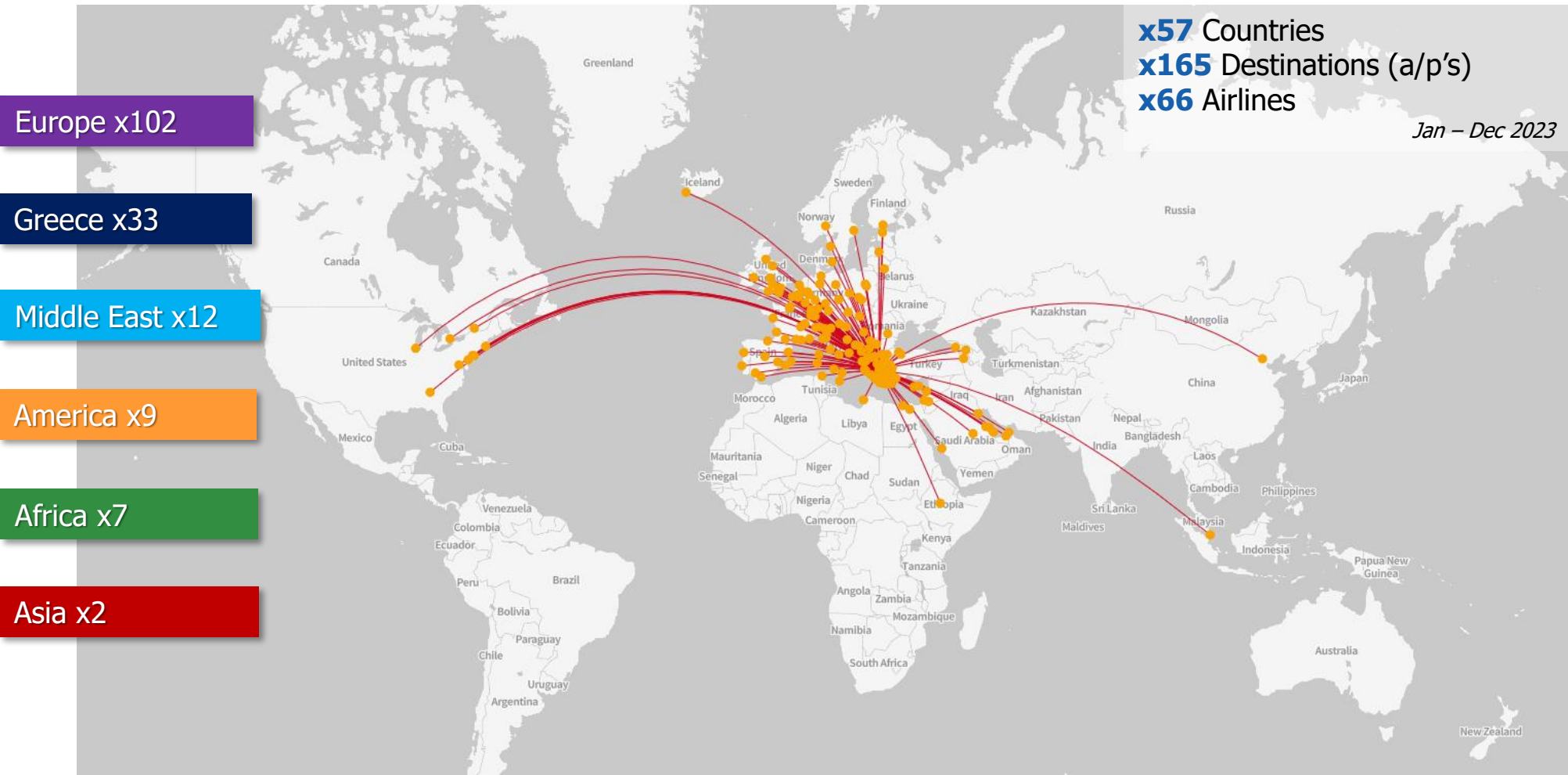
PAX International Direct traffic/roundtrip
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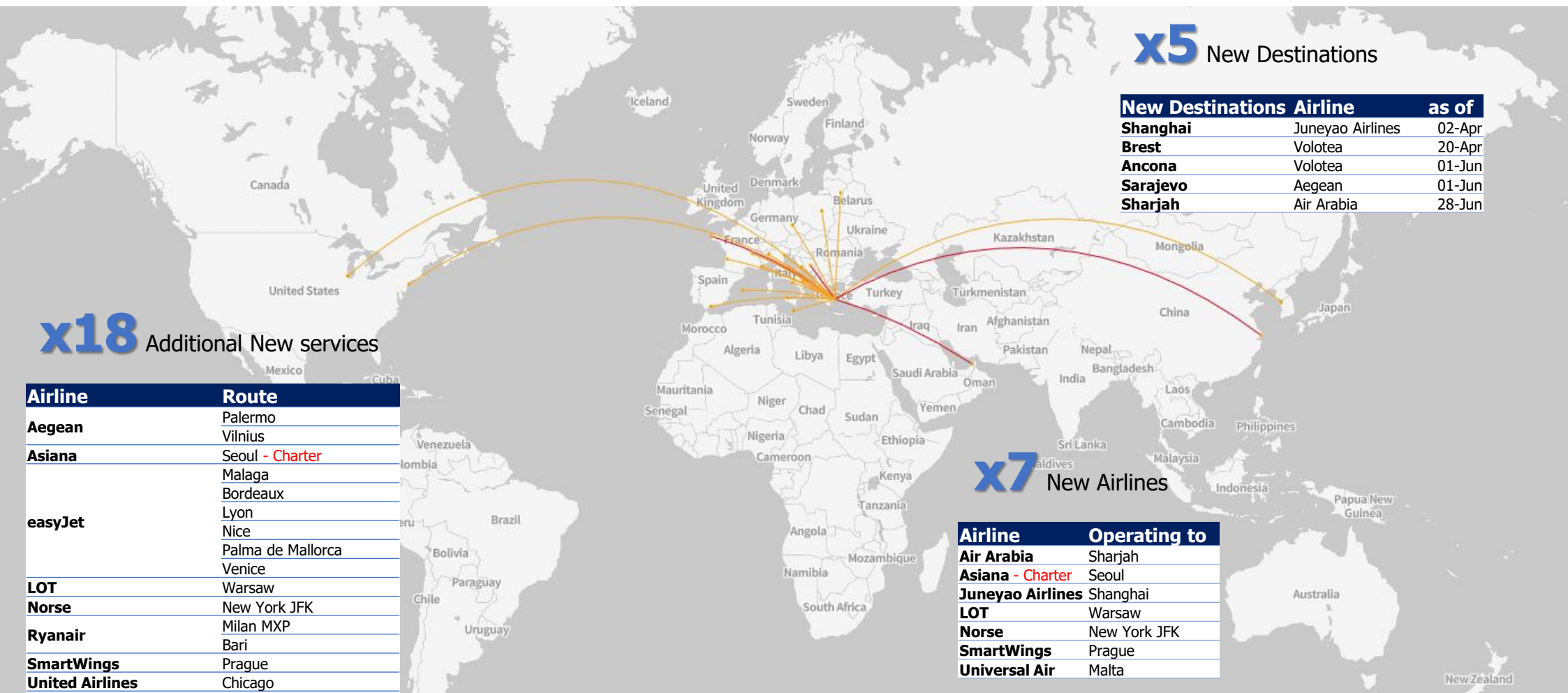
PAX traffic – Foreign Arrivals
JAN-MAR 24vs.23 PAX traffic in thousand



Athens has a dense network in Europe, Middle East and North Africa, significant connections to the North America and key points in Far East Asia



Athens network is further enriched in 2024, with 5 New Destinations, 7 New Airlines and 18 New/Additional services



x5 New Destinations

New Destinations	Airline	as of
Shanghai	Juneyao Airlines	02-Apr
Brest	Volotea	20-Apr
Ancona	Volotea	01-Jun
Sarajevo	Aegean	01-Jun
Sharjah	Air Arabia	28-Jun

x18 Additional New services

Airline	Route
Aegean	Palermo
	Vilnius
Asiana	Seoul - Charter
	Malaga
	Bordeaux
easyJet	Lyon
	Nice
	Palma de Mallorca
	Venice
LOT	Warsaw
Norse	New York JFK
Ryanair	Milan MXP
	Bari
SmartWings	Prague
United Airlines	Chicago
Universal Air	Malta
Volotea	Naples
	Split

x7 New Airlines

Airline	Operating to
Air Arabia	Sharjah
Asiana - Charter	Seoul
Juneyao Airlines	Shanghai
LOT	Warsaw
Norse	New York JFK
SmartWings	Prague
Universal Air	Malta

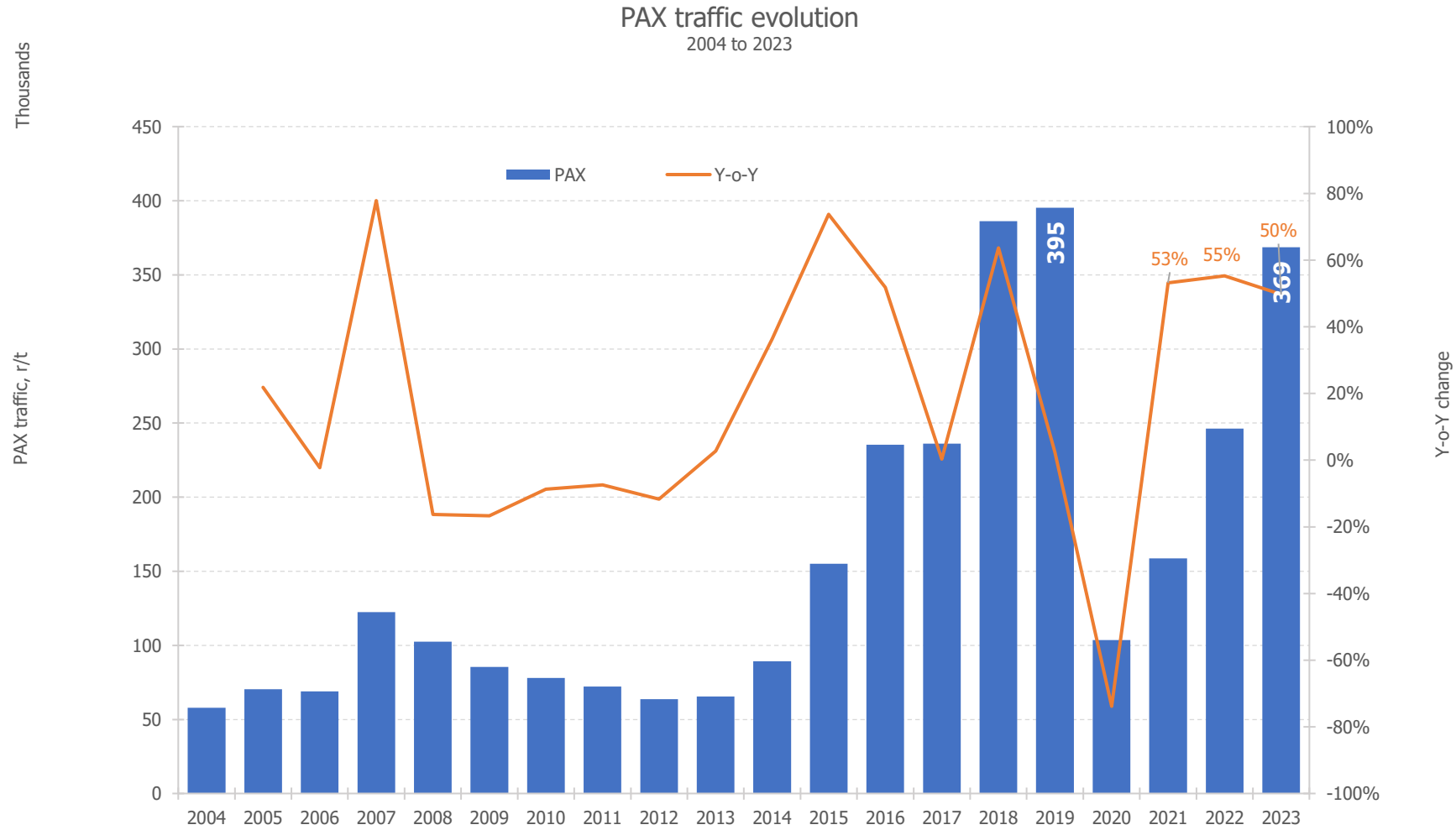


→ **Athens' Traffic**

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→ **Passenger Demographics**

Poland a significant market for Athens, in the range of almost 400 thousand r/t p.a. , fast returning to its pre-Pandemic levels



In the post-pandemic era, as traffic is growing, market is served by more airlines, concentrated in primary Polish airports



2019



x9 Destinations
395k round-trip PAX (direct)

2023

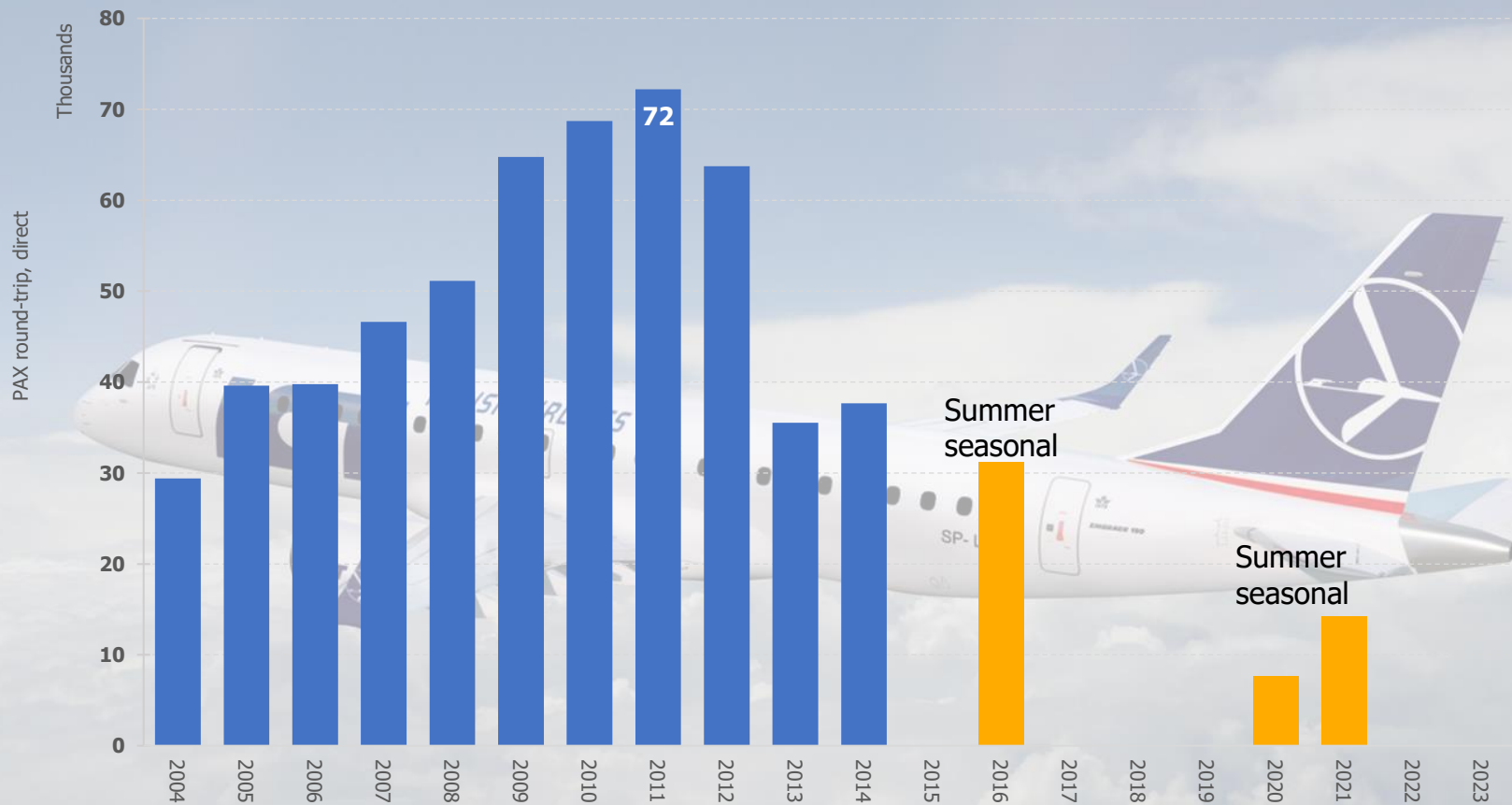


x5 Destinations
369k round-trip PAX (direct)

The right time for LOT to invest to Athens, ready to set new record, benefiting by increased demand at Athens and beyond WAW-hub traffic



PAX traffic evolution - LOT



LOT re-investing in the Athens market after 10 years, excluding some sporadic summer seasonal services in recent years



→ **Athens' Traffic**

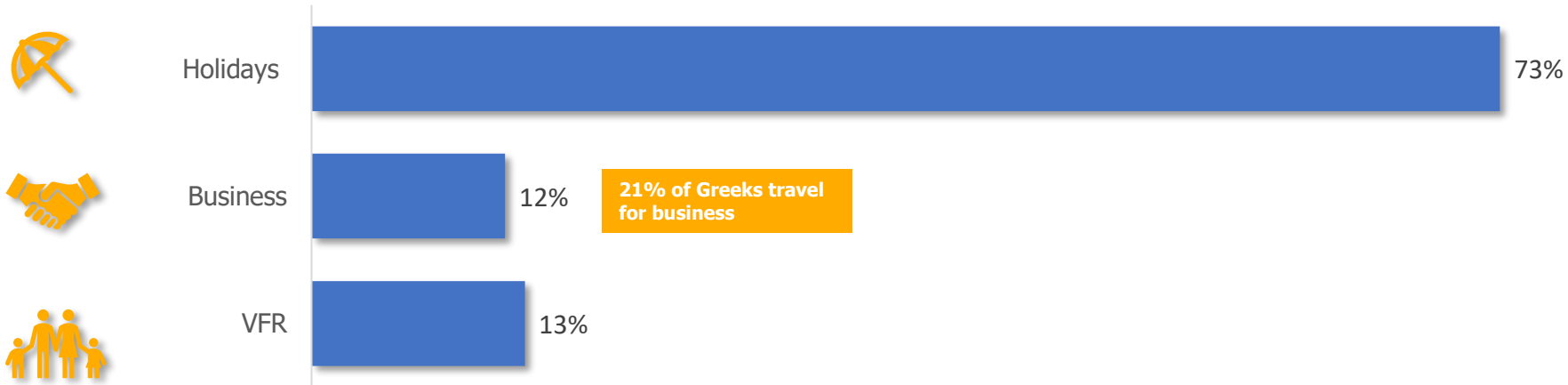
→ **The Polish Market**

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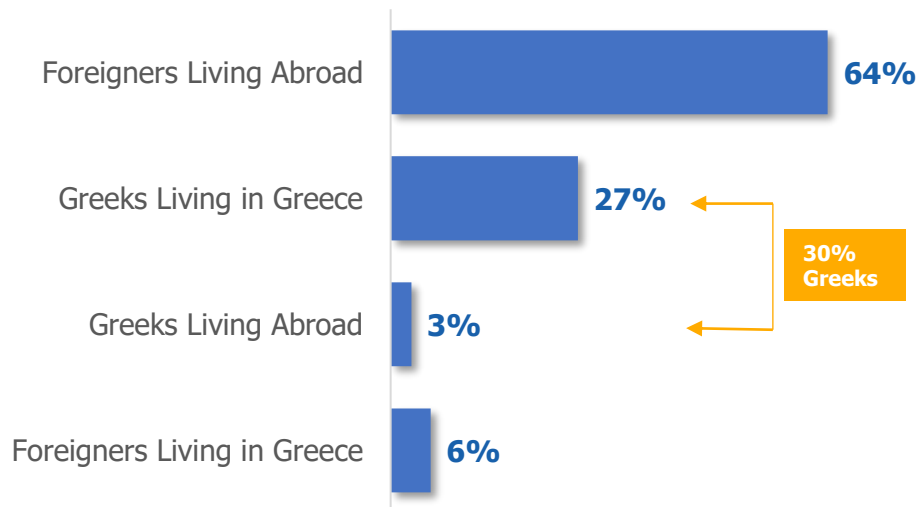
Poland is a dominant inbound Leisure market for Athens, however with a high share of Greeks traveling for Business



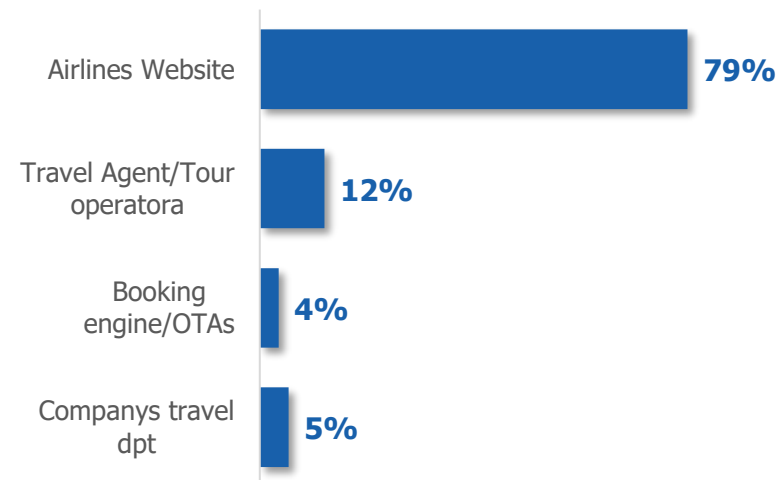
Trip purpose



Nationality vs Residency



Booking means



ATH-Poland pax profile

Younger travelers, with a high number of trips per year and long stay duration



Aleksandra

The Polish



- **Holidays (85%)**



39 years old

- Booking mostly via **airlines website (81%)**, or **travel agents (13%)**
- Travelling with **partner (55%)** or **alone (10%)**
- Ticket reservation on average **60 days** before flight
- **4 trips/year**
- Average length of trip **9 days**

The Greeks

Nikos



- **Holidays (52%)**



...but also, **VFR (24%)**

37 years old

- Booking mostly via **airlines website (75%)**, or **Company's Travel Dpt (11%)**
- Travelling **alone (36%)** or in **couples (37%)**
- Ticket reservation on average **47 days** before flight
- **5 trips/year**
- Average length of trip **9 days**



THANK

YOU