

# New Definitions & Restated Figures

✈️ **Average Stage Length (ASL):** Until the end of 2019, we have used 'Great Circle Distance (GCD)' approach (the shortest distance between two points on the surface of a sphere) for the calculation of ASL. As of 2020, similar to the peer airlines that are operating in the same business segment with Pegasus, we will start using the 'Distance Flown' approach for the calculation of ASL in order to allow comparison of key performance indicators on the same basis. Following metrics will be affected as a result of this new definition:

- **ASK<sup>1</sup> (Available Seat Kms)** will be higher,
- **RASK<sup>2</sup> (Revenue per ASK)** will be lower,
- **CASK<sup>3</sup> (Cost per ASK)** will be lower,
- **CASK, non-fuel<sup>4</sup> (Cost ex-fuel per ASK)** will be lower than the previous calculation method.

✈️ **Total Passengers (pax):** Until the end of 2019, we have used 'Carried Pax' approach for the calculation of total pax, which excluded the no-show pax (a ticketed passenger who doesn't show up for the flight). Starting 2020, we will be using 'Booked Pax' approach similar to the peer airlines that are operating in the same business segment with Pegasus, in order allow comparison of key performance indicators on the same basis. 2018 & 2019 numbers provided in this document are restated accordingly. Following metrics will be affected as a result of this new definition:

- **LF<sup>5</sup> (Load Factor)** will be higher,
- **Yield<sup>6</sup>** will be lower,
- **Ancillary per Pax<sup>7</sup>** will be lower than the previous calculation method.

✈️ The mentioned changes will have no impact on the financial statements.

1 ASK= Seats flown x ASL

2 RASK= Total revenues / ASK

3 CASK= Cost / ASK

4 CASK, non-fuel= Cost ex-fuel / ASK

5 LF= Booked pax / Total seats

6 Yield= Revenues / Booked pax

7 Ancillary per Pax= Ancillary revenues / Booked pax



# Figures – old and new calculations

	2018					2019				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
ASL – old (km)	955	985	1,069	1,034	1,014	1,043	1,115	1,164	1,108	1,110
<b>ASL – new (km)</b>	<b>1,073</b>	<b>1,112</b>	<b>1,192</b>	<b>1,163</b>	<b>1,138</b>	<b>1,193</b>	<b>1,269</b>	<b>1,320</b>	<b>1,265</b>	<b>1,265</b>
ASK – old (mn)	7,675	8,693	10,550	8,625	35,543	8,289	9,470	11,227	9,569	38,555
<b>ASK – new (mn)</b>	<b>8,622</b>	<b>9,812</b>	<b>11,762</b>	<b>9,703</b>	<b>39,900</b>	<b>9,474</b>	<b>10,778</b>	<b>12,731</b>	<b>10,927</b>	<b>43,911</b>
RASK – old (€c)	3.33	3.76	5.44	3.69	4.15	3.50	4.30	5.76	-	-
<b>RASK – new (€c)</b>	<b>2.96</b>	<b>3.33</b>	<b>4.88</b>	<b>3.28</b>	<b>3.69</b>	<b>3.06</b>	<b>3.78</b>	<b>5.08</b>	-	-
CASK – old (€c)	3.72	3.61	3.42	3.96	3.66	3.70	3.54	3.52	-	-
<b>CASK – new (€c)</b>	<b>3.31</b>	<b>3.20</b>	<b>3.07</b>	<b>3.52</b>	<b>3.26</b>	<b>3.24</b>	<b>3.11</b>	<b>3.10</b>	-	-
CASK non-fuel – old (€c)	2.50	2.30	2.06	2.57	2.34	2.44	2.24	2.21	-	-
<b>CASK non-fuel – new (€c)</b>	<b>2.23</b>	<b>2.04</b>	<b>1.85</b>	<b>2.29</b>	<b>2.08</b>	<b>2.13</b>	<b>1.96</b>	<b>1.95</b>	-	-
Total Pax – old	6,791,825	7,597,427	8,666,477	6,915,682	29,971,411	6,697,966	7,193,951	8,557,013	7,419,197	29,868,127
<i>Domestic Scheduled Pax – old</i>	4,283,514	4,651,029	4,748,263	4,009,059	17,691,865	3,869,175	3,688,841	4,126,003	3,980,695	15,664,714
<i>International Scheduled Pax – old</i>	2,455,689	2,789,540	3,584,924	2,868,944	11,699,097	2,815,336	3,389,314	4,121,958	3,380,860	13,707,468
<b>Total Pax – new</b>	<b>6,948,003</b>	<b>7,755,139</b>	<b>8,824,592</b>	<b>7,074,756</b>	<b>30,602,489</b>	<b>6,855,896</b>	<b>7,347,378</b>	<b>8,714,856</b>	<b>7,589,853</b>	<b>30,507,983</b>
<i>Domestic Scheduled Pax – new</i>	4,380,497	4,745,388	4,831,268	4,101,050	18,058,203	3,955,413	3,763,673	4,196,228	4,072,035	15,987,349
<i>International Scheduled Pax – new</i>	2,514,883	2,852,893	3,660,034	2,936,027	11,963,837	2,887,029	3,467,909	4,209,576	3,460,175	14,024,689
Load Factor – old	84.5%	86.1%	87.8%	82.9%	85.5%	84.3%	84.7%	88.7%	85.9%	86.0%
<i>Domestic LF – old</i>	87.0%	89.7%	90.7%	85.7%	88.4%	88.4%	89.6%	93.1%	88.5%	89.9%
<i>International LF – old</i>	80.4%	80.6%	84.1%	79.3%	81.3%	79.3%	80.0%	84.8%	83.0%	82.0%
<b>Load Factor – new</b>	<b>86.5%</b>	<b>87.9%</b>	<b>89.4%</b>	<b>84.8%</b>	<b>87.3%</b>	<b>86.3%</b>	<b>86.5%</b>	<b>90.3%</b>	<b>87.9%</b>	<b>87.9%</b>
<i>Domestic LF – new</i>	89.0%	91.6%	92.3%	87.6%	90.2%	90.3%	91.4%	94.7%	90.5%	91.7%
<i>International LF – new</i>	82.4%	82.5%	85.8%	81.2%	83.1%	81.3%	81.9%	86.6%	84.9%	83.9%
Domestic Yield – old (TRY)	70.5	93.0	142.5	92.9	100.8	97.8	139.4	178.5	-	-
<b>Domestic Yield – new (TRY)</b>	<b>68.9</b>	<b>91.2</b>	<b>140.1</b>	<b>90.9</b>	<b>98.8</b>	<b>95.7</b>	<b>136.6</b>	<b>175.5</b>	-	-
International Yield – old (EUR)	45.4	52.7	83.5	54.4	61.0	46.6	61.2	86.3	-	-
<b>International Yield – new (EUR)</b>	<b>44.4</b>	<b>51.5</b>	<b>81.8</b>	<b>53.1</b>	<b>59.7</b>	<b>45.4</b>	<b>59.9</b>	<b>84.5</b>	-	-
Ancillary per pax – old (EUR)	10.7	11.2	12.5	13.1	11.9	13.8	14.9	16.7	-	-
<b>Ancillary per pax – new (EUR)</b>	<b>10.5</b>	<b>10.9</b>	<b>12.2</b>	<b>12.8</b>	<b>11.6</b>	<b>13.5</b>	<b>14.6</b>	<b>16.4</b>	-	-

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