



## Aeroflot Announces Traffic Statistics for March and Q1 2014

**MOSCOW, 7 MAY 2014** – JSC Aeroflot (“the Company”, Moscow Exchange ticker: AFLT) announces operating results of the Company and Aeroflot Group (“the Group”) for March 2014 and the first quarter of 2014.

### Highlights

#### *Aeroflot standalone:*

- Passenger traffic in March 2014 totalled 1.84 mln. This represented 16.8% year-on-year growth, nearly double the overall Russian industry growth rate for the period of 8.9%. The increase was primarily due to a 34.8% rise in domestic traffic on the back of additional available capacity. International traffic rose 5.7% in March 2014. For Q1 2014, passenger traffic totalled 4.98 mln, a 15.2% year-on-year increase and faster than the 10.3% year-on-year increase for the industry as a whole.
- Revenue passenger kilometres (“RPK”) for March 2014 totalled 5.27 bln, a year-on-year increase of 11.4%. RPKs for domestic flights were the main growth driver (up 33.4% year-on-year), while RPKs on international flights posted a rise of 3.0%. Aeroflot’s March RPK growth rate was significantly faster than that of the industry as a whole (4.3%). For Q1 2014, RPKs increased 10.5% year-on-year to 14.39 bln. This growth was faster than the 7.4% year-on-year increase for the industry as a whole.
- In Q1 2014 the Company expanded its fleet, flying eight new Airbus A320s, one new Boeing 737-800 and three new Boeing 777-300ERs. These additions contributed to a 16.9% year-on-year rise in available seat kilometres (“ASK”) for March 2014 and a 14.2% increase for Q1 2014. The new factory-direct planes also contributed to the ongoing modernisation of the fleet, which is now one of the youngest in Europe.
- Higher ASK contributed to a decrease in the passenger load factor; it was 76.0% for the month, 3.3 percentage points lower than for March 2013.

#### *Aeroflot Group:*

- Total passenger traffic for March 2014 was 2.48 mln, up 10.7% year-on-year. The main factor driving passenger traffic growth was a 28.9% increase in domestic traffic. International traffic declined 2.7% for the month. Passenger traffic for Q1 2014 increased 12.2% year-on-year to 6.89 mln.
- March RPK increased 0.3% year-on-year to 6.53 bln. The significant growth in domestic RPKs of 21.7% was balanced by a decrease in international RPKs of 8.7%, which was primarily due to reallocation of some OrenAir capacity from Middle East and Asia routes (due to political instability) to European destinations. RPK for Q1 2014 increased 2.8% to 18.36 bln.
- The passenger load factor for March 2014 was 74.6%.

#### **Other events:**

- In 2013 JSC Aeroflot discontinued its dedicated cargo fleet, switching to belly cargo operations. This was the main reason that cargo carried decreased 19.1% year-on-year in March 2014.

The tables below provide key operating results for JSC Aeroflot and Aeroflot Group.

### Aeroflot standalone traffic figures

	March 2014	March 2013	Change	Q1 2014	Q1 2013	Change
<b>Passengers carried (000s)</b>	1,838.1	1,573.2	16.8%	4,981.6	4,323.5	15.2%
<b>Revenue Passenger Kilometers (mln)</b>	5,266.7	4,728.1	11.4%	14,391.5	13,020.3	10.5%
<b>Available Seat Kilometers (mln)</b>	6,926.1	5,924.9	16.9%	19,324.3	16,920.2	14.2%
<b>Passenger Load Factor</b>	76.0%	79.8%	(3.8 p.p.)	74.5%	77.0%	(2.5 p.p.)
<b>Cargo and mail carried (tonnes)</b>	13,903.1	17,178.4	(19.1%)	33,456.6	41,063.2	(18.5%)
<b>Revenue Tonne Kilometers (mln)</b>	539.4	524.0	2.9%	1,448.6	1,400.2	3.5%
<b>Available Tonne Kilometers (mln)</b>	857.7	799.6	7.3%	2,384.2	2,227.2	7.0%
<b>Revenue Load Factor</b>	62.9%	65.5%	(2.6 p.p.)	60.8%	62.9%	(2.1 p.p.)
<b>Revenue Cargo Tonne Kilometers (mln)</b>	65.4	98.5	(33.6%)	153.4	228.4	(32.8%)

### Aeroflot Group traffic figures

	March 2014	March 2013	Change	Q1 2014	Q1 2013	Change
<b>Passengers carried (000s)</b>	<b>2,480.9</b>	<b>2,241.4</b>	<b>10.7%</b>	<b>6,894.6</b>	<b>6,146.7</b>	<b>12.2%</b>
<i>Of which international</i>	1,258.6	1,293.1	(2.7%)	3,561.1	3,552.5	0.2%
<i>Of which domestic</i>	1,222.3	948.3	28.9%	3,333.5	2,594.2	28.5%
<b>Revenue Passenger Kilometers (mln)</b>	<b>6,528.1</b>	<b>6,506.0</b>	<b>0.3%</b>	<b>18,358.4</b>	<b>17,852.8</b>	<b>2.8%</b>
<i>Of which international</i>	4,169.6	4,567.5	(8.7%)	11,878.2	12,496.1	(4.9%)
<i>Of which domestic</i>	2,358.5	1,938.5	21.7%	6,480.2	5,356.7	21.0%
<b>Available Seat Kilometers (mln)</b>	<b>8,753.3</b>	<b>8,281.3</b>	<b>5.7%</b>	<b>25,062.7</b>	<b>23,506.9</b>	<b>6.6%</b>
<i>Of which international</i>	5,609.0	5,713.1	(1.8%)	16,184.6	16,204.6	(0.1%)
<i>Of which domestic</i>	3,144.3	2,568.2	22.4%	8,878.1	7,302.3	21.6%
<b>Passenger Load Factor</b>	<b>74.6%</b>	<b>78.6%</b>	<b>(4.0 p.p.)</b>	<b>73.3%</b>	<b>75.9%</b>	<b>(2.6 p.p.)</b>
<i>Of which international</i>	74.3%	79.9%	(5.6 p.p.)	73.4%	77.1%	(3.7 p.p.)
<i>Of which domestic</i>	75.0%	75.5%	(0.5 p.p.)	73.0%	73.4%	(0.4 p.p.)
<b>Cargo and mail carried (tonnes)</b>	<b>15,629.7</b>	<b>19,727.3</b>	<b>(20.8%)</b>	<b>38,214.6</b>	<b>47,496.2</b>	<b>(19.5%)</b>
<i>Of which international</i>	8,778.9	13,418.2	(34.6%)	21,080.5	31,310.3	(32.7%)
<i>Of which domestic</i>	6,850.8	6,309.1	8.6%	17,134.1	16,185.9	5.9%
<b>Revenue Tonne Kilometers (mln)</b>	<b>656.4</b>	<b>691.6</b>	<b>(5.1%)</b>	<b>1,815.0</b>	<b>1,853.2</b>	<b>(2.1%)</b>
<i>Of which international</i>	416.7	492.8	(15.4%)	1,166.1	1,308.1	(10.9%)
<i>Of which domestic</i>	239.7	198.8	20.6%	648.9	545.1	19.0%
<b>Available Tonne Kilometers (mln)</b>	<b>1,052.6</b>	<b>1,056.8</b>	<b>(0.4%)</b>	<b>2,995.8</b>	<b>2,952.5</b>	<b>1.5%</b>
<i>Of which international</i>	674.1	747.3	(9.8%)	1,936.9	2,069.2	(6.4%)
<i>Of which domestic</i>	378.5	309.5	22.3%	1,058.9	883.3	19.9%
<b>Revenue Load Factor</b>	<b>62.4%</b>	<b>65.4%</b>	<b>(3.0 p.p.)</b>	<b>60.6%</b>	<b>62.8%</b>	<b>(2.2 p.p.)</b>
<i>Of which international</i>	61.8%	65.9%	(4.1 p.p.)	60.2%	63.2%	(3.0 p.p.)
<i>Of which domestic</i>	63.3%	64.2%	(0.9 p.p.)	61.3%	61.7%	(0.4 p.p.)

	March 2014	March 2013	Change	Q1 2014	Q1 2013	Change
<b>Revenue Cargo</b>						
<b>Tonne Kilometers (mln)</b>	<b>68.8</b>	<b>106.0</b>	<b>(35.1%)</b>	<b>162.7</b>	<b>246.4</b>	<b>(34.0%)</b>
<i>Of which international</i>	41.4	81.7	(49.3%)	97.1	183.4	(47.1%)
<i>Of which domestic</i>	27.4	24.3	12.8%	65.6	63.0	4.1%

### Investor enquiries

Aeroflot Investor Relations

+7 495 258 0686

[ir@aeroflot.ru](mailto:ir@aeroflot.ru)

### Media enquiries

*Aeroflot Press Service*

+7 (495) 752-90-71

+7 (499) 500-73-87

+7 (495) 753-86-39

[presscentr@aeroflot.ru](mailto:presscentr@aeroflot.ru)