

Aeroflot Group Announces Operating Results for July 2017

Moscow, 22 August 2017 – Aeroflot PJSC (Moscow Exchange ticker: AFLT) today announces operating results for Aeroflot Group (“the Group”) and Aeroflot – Russian Airlines (“the Company”) for July and the first seven months of 2017¹.

January-July 2017 Operating Highlights

In the first seven months of 2017, Aeroflot Group carried 28.3 million passengers, up 17.3% year-on-year. Aeroflot airline carried 18.5 million passengers, a year-on-year increase of 14.3%.

Group and Company RPKs increased by 19.0% and 12.0% year-on-year, respectively. ASKs rose by 16.4% year-on-year for Aeroflot Group and by 10.3% for Aeroflot airline.

The passenger load factor increased by 1.7 p.p. year-on-year to 82.3% for the Group and by 1.2 p.p. year-on-year to 81.7% for the company.

July 2017 Operating Highlights

In July 2017, Aeroflot Group carried 5.3 million passengers, up 20.3% year-on-year. Aeroflot airline carried 3.3 million passengers, a year-on-year increase of 18.7%.

Group and Company RPKs increased by 19.9% and 13.7% year-on-year, respectively. ASKs rose by 19.0% year-on-year for Aeroflot Group and by 14.0% for Aeroflot airline.

On domestic routes, Group passengers carried and RPKs grew by 13.5% and 11.6% year-on-year, respectively. ASKs grew by 12.4% year-on-year. Company passengers carried and RPKs on domestic routes were up 19.5% and 11.1% year-on-year, respectively. ASKs grew by 13.2%.

In July 2017, the number of passengers carried on the Group’s international routes increased by 29.8% year-on-year. RPKs increased by 26.9%, while capacity grew by 24.2%. The number of passengers carried by Aeroflot airline on international routes increased by 17.9%. RPKs increased by 15.1% and ASKs by 14.5%. Growth in the international segment was driven by stable demand in the context of a strengthening ruble, increased flight frequencies and the launch of flights to new international destinations, as well as the development of Rossiya’s partnerships with tour operators and of Pobeda’s international route network.

The passenger load factor increased by 0.7 p.p. year-on-year to 90.9% for the Group. For the Company the passenger load factor decreased by 0.3 p.p. year-on-year to 89.2% as a result of a decrease in the passenger load factor on domestic routes by 1.8 p.p. year-on-year to 92.1%. The decrease in passenger load factor on domestic routes was a result of the high base effect – in July 2016, this indicator reached a peak of 93.9% following an increase of 4.4 p.p. year-on-year.

Fleet Update

In July 2017, the Group added two aircraft: one Airbus A321 and one Boeing 737-800. At the same time one Airbus A320, one Airbus A321 and one Boeing 737-800 were phased out of the Aeroflot Group fleet. Since the start of the year Aeroflot Group added eight aircraft. As of 31 July 2017, the Group had 297 aircraft (excluding one An-24 which was leased out and five An-148 which were subleased).

In July 2017, Aeroflot airline added one Airbus A321. At the same time one Airbus A320 and one Airbus A321 were phased out of the Company fleet. Overall, since the start of the year the fleet of Aeroflot airline increased by nine aircraft, bringing the total fleet to 198 aircraft as of 31 July 2017.

¹ According to management accounts.

Aeroflot Group Operating Results

	July 2017	July 2016	Change	7 months 2017	7 months 2016	Change
Passengers carried, thousand PAX	5,326.6	4,426.5	20.3%	28,288.6	24,121.2	17.3%
- international	2,409.4	1,856.8	29.8%	12,654.8	9,949.0	27.2%
- domestic	2,917.2	2,569.7	13.5%	15,633.8	14,172.2	10.3%
Revenue Passenger Kilometres, mln	13,796.2	11,508.3	19.9%	73,187.8	61,519.3	19.0%
- international	7,870.5	6,200.0	26.9%	43,393.8	34,476.5	25.9%
- domestic	5,925.7	5,308.3	11.6%	29,794.0	27,042.8	10.2%
Available Seat Kilometres, mln	15,174.8	12,755.7	19.0%	88,893.7	76,372.6	16.4%
- international	8,781.4	7,068.8	24.2%	52,522.9	43,898.8	19.6%
- domestic	6,393.4	5,686.9	12.4%	36,370.8	32,473.8	12.0%
Passenger load factor, %	90.9%	90.2%	0.7 p.p.	82.3%	80.6%	1.7 p.p.
- international	89.6%	87.7%	1.9 p.p.	82.6%	78.5%	4.1 p.p.
- domestic	92.7%	93.3%	(0.6 p.p.)	81.9%	83.3%	(1.4 p.p.)
Cargo and mail carried, tonnes	22,227.5	15,906.9	39.7%	144,585.9	100,704.7	43.6%
- international	11,920.9	6,648.9	79.3%	80,822.3	45,862.3	76.2%
- domestic	10,306.6	9,258.0	11.3%	63,763.6	54,842.4	16.3%
Revenue Cargo Tonne Kilometres, mln	101.8	71.2	43.0%	656.0	440.7	48.9%
- international	59.1	31.0	90.6%	400.5	213.8	87.3%
- domestic	42.7	40.2	6.2%	255.5	226.9	12.6%
Revenue Tonne Kilometres, mln	1,343.5	1,106.9	21.4%	7,242.8	5,977.5	21.2%
- international	767.5	589.1	30.3%	4,305.9	3,316.7	29.8%
- domestic	576.0	517.8	11.2%	2,936.9	2,660.8	10.4%
Available Tonne Kilometres, mln	1,811.1	1,548.1	17.0%	10,714.7	9,271.8	15.6%
- international	1,040.3	858.2	21.2%	6,329.0	5,400.6	17.2%
- domestic	770.8	689.9	11.7%	4,385.7	3,871.2	13.3%
Revenue load factor, %	74.2%	71.5%	2.7 p.p.	67.6%	64.5%	3.1 p.p.
- international	73.8%	68.6%	5.2 p.p.	68.0%	61.4%	6.6 p.p.
- domestic	74.7%	75.1%	(0.4 p.p.)	67.0%	68.7%	(1.7 p.p.)
Revenue flights	34,331	29,910	14.8%	209,189	188,224	11.1%
- international	14,242	12,409	14.8%	86,527	76,629	12.9%
- domestic	20,089	17,501	14.8%	122,662	111,595	9.9%
Flight hours for fleet	93,770	83,463	12.3%	571,009	514,331	11.0%

Aeroflot – Russian Airlines Operating Results

	July 2017	July 2016	Change	7 months 2017	7 months 2016	Change
Passengers carried, thousand PAX	3,300.6	2,781.0	18.7%	18,546.2	16,219.1	14.3%
- international	1,716.6	1,455.6	17.9%	9,723.5	8,238.7	18.0%
- domestic	1,584.0	1,325.4	19.5%	8,822.7	7,980.4	10.6%
Revenue Passenger Kilometres, mln	9,086.8	7,993.7	13.7%	51,887.7	46,320.5	12.0%
- international	5,884.6	5,111.0	15.1%	34,449.6	29,659.7	16.1%
- domestic	3,202.2	2,882.7	11.1%	17,438.1	16,660.8	4.7%
Available Seat Kilometres, mln	10,187.6	8,933.7	14.0%	63,476.8	57,536.6	10.3%
- international	6,711.4	5,862.8	14.5%	42,602.6	37,949.8	12.3%
- domestic	3,476.2	3,070.9	13.2%	20,874.2	19,586.8	6.6%
Passenger load factor, %	89.2%	89.5%	(0.3 p.p.)	81.7%	80.5%	1.2 p.p.
- international	87.7%	87.2%	0.5 p.p.	80.9%	78.2%	2.7 p.p.
- domestic	92.1%	93.9%	(1.8 p.p.)	83.5%	85.1%	(1.6 p.p.)
Cargo and mail carried, tonnes	18,461.9	13,250.9	39.3%	122,657.4	87,490.5	40.2%
- international	11,703.4	6,516.0	79.6%	79,402.4	44,704.1	77.6%
- domestic	6,758.5	6,734.9	0.4%	43,255.0	42,786.4	1.1%
Revenue Cargo Tonne Kilometres, mln	85.5	60.6	41.1%	568.8	404.7	40.5%
- international	58.1	30.7	89.3%	394.1	211.3	86.5%
- domestic	27.4	29.9	(8.4%)	174.7	193.4	(9.7%)
Revenue Tonne Kilometres, mln	903.3	780.0	15.8%	5,238.7	4,573.6	14.5%
- international	587.7	490.7	19.8%	3,494.6	2,880.7	21.3%
- domestic	315.6	289.3	9.1%	1,744.1	1,692.9	3.0%
Available Tonne Kilometres, mln	1,240.4	1,117.5	11.0%	7,777.4	7,184.4	8.3%
- international	817.5	726.4	12.5%	5,251.5	4,730.7	11.0%
- domestic	422.9	391.1	8.1%	2,525.9	2,453.7	2.9%
Revenue load factor, %	72.8%	69.8%	3.0 p.p.	67.4%	63.7%	3.7 p.p.
- international	71.9%	67.6%	4.3 p.p.	66.5%	60.9%	5.6 p.p.
- domestic	74.6%	74.0%	0.6 p.p.	69.0%	69.0%	-
Revenue flights	21,853	18,774	16.4%	137,598	124,500	10.5%
- international	10,691	9,612	11.2%	68,596	62,636	9.5%
- domestic	11,162	9,162	21.8%	69,002	61,864	11.5%
Flight hours for fleet	62,396	55,531	12.4%	397,330	363,800	9.2%

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