

Aeroflot Group Announces Operating Results for September 2017

Moscow, 26 October 2017 – Aeroflot PJSC (Moscow Exchange ticker: AFLT) today announces operating results for Aeroflot Group (“the Group”) and Aeroflot – Russian Airlines (“the Company”) for September and the first nine months of 2017¹.

January–September 2017 Operating Highlights

In the first nine months of 2017, Aeroflot Group carried 38.3 million passengers, up 16.8% year-on-year. Aeroflot airline carried 24.8 million passengers, a year-on-year increase of 14.2%.

Group and Company RPKs increased by 18.0% and 11.6% year-on-year, respectively. ASKs rose by 16.2% year-on-year for Aeroflot Group and by 10.6% for Aeroflot airline.

The passenger load factor increased by 1.3 p.p. year-on-year to 83.7% for the Group and by 0.8 p.p. year-on-year to 82.8% for the Company.

September 2017 Operating Highlights

In September 2017, Aeroflot Group carried 4.8 million passengers, up 14.8% year-on-year. Aeroflot airline carried 3.0 million passengers, a year-on-year increase of 11.9%.

Group and Company RPKs increased by 14.4% and 8.4% year-on-year, respectively. ASKs rose by 15.0% year-on-year for Aeroflot Group and by 10.2% for Aeroflot airline.

On domestic routes, Group passengers carried and RPKs grew by 8.4% and 8.6% year-on-year, respectively. ASKs grew by 10.2% year-on-year. Company passengers carried and RPKs on domestic routes were up 10.2% and 4.4% year-on-year, respectively. ASKs grew by 7.2%.

In September 2017, the number of passengers carried on the Group’s international routes increased by 23.6% year-on-year. RPKs increased by 19.2%, while capacity grew by 18.8%. The number of passengers carried by Aeroflot airline on international routes increased by 13.6%. RPKs increased by 10.7% and ASKs by 11.8%. 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 decreased by 0.5 p.p. year-on-year to 85.4% for the Group. For the Company the passenger load factor decreased by 1.4 p.p. year-on-year to 84.0%. Passenger load factor normalisation due to high base effect was primarily driven by domestic routes (in September 2016, Group total passenger load factor reached 85.9%, up 4.6 p.p. year-on-year).

Fleet Update

In September 2017, the Group added eight aircraft: four Airbus A320, two SSJ100, one Boeing 737-800 and one Airbus A321. Overall, since the start of the year the Group fleet increased by 23 aircraft, bringing the total fleet to 308 aircraft as of 30 September 2017 (excluding one An-24 which was leased out and six An-148 which were subleased).

In September 2017, Aeroflot airline added eight aircraft: four Airbus A320, two SSJ100, one Boeing 737-800 and one Airbus A321. Overall, since the start of the year the fleet of Aeroflot airline increased by 21 aircraft, bringing the total fleet to 210 aircraft as of 30 September 2017.

¹ According to management accounts.

Aeroflot Group Operating Results

	September 2017	September 2016	Change	9 months 2017	9 months 2016	Change
Passengers carried, thousand PAX	4,787.2	4,168.5	14.8%	38,339.7	32,825.6	16.8%
- international	2,183.4	1,766.5	23.6%	17,220.6	13,625.7	26.4%
- domestic	2,603.8	2,402.0	8.4%	21,119.0	19,199.9	10.0%
Revenue Passenger Kilometres, mln	12,495.0	10,917.5	14.4%	99,381.1	84,227.9	18.0%
- international	7,184.9	6,026.1	19.2%	58,407.6	46,901.6	24.5%
- domestic	5,310.1	4,891.4	8.6%	40,973.5	37,326.3	9.8%
Available Seat Kilometres, mln	14,627.9	12,716.2	15.0%	118,753.7	102,236.9	16.2%
- international	8,481.4	7,138.6	18.8%	69,819.7	58,336.5	19.7%
- domestic	6,146.5	5,577.6	10.2%	48,933.9	43,900.4	11.5%
Passenger load factor, %	85.4%	85.9%	(0.5 p.p.)	83.7%	82.4%	1.3 p.p.
- international	84.7%	84.4%	0.3 p.p.	83.7%	80.4%	3.3 p.p.
- domestic	86.4%	87.7%	(1.3 p.p.)	83.7%	85.0%	(1.3 p.p.)
Cargo and mail carried, tonnes	23,872.9	19,560.1	22.0%	191,505.8	137,899.2	38.9%
- international	13,427.0	9,087.0	47.8%	106,716.7	62,547.4	70.6%
- domestic	10,446.0	10,473.0	(0.3%)	84,789.2	75,351.8	12.5%
Revenue Cargo Tonne Kilometres, mln	110.1	89.1	23.6%	872.3	611.2	42.7%
- international	67.0	44.1	51.9%	529.9	295.9	79.1%
- domestic	43.0	45.0	(4.4%)	342.4	315.3	8.6%
Revenue Tonne Kilometres, mln	1,234.6	1,071.6	15.2%	9,816.5	8,191.7	19.8%
- international	713.6	586.5	21.7%	5,786.5	4,517.1	28.1%
- domestic	521.0	485.1	7.4%	4,030.0	3,674.6	9.7%
Available Tonne Kilometres, mln	1,744.0	1,545.1	12.9%	14,276.3	12,404.3	15.1%
- international	1,001.8	866.8	15.6%	8,373.2	7,147.9	17.1%
- domestic	742.2	678.4	9.4%	5,903.1	5,256.3	12.3%
Revenue load factor, %	70.8%	69.4%	1.4 p.p.	68.8%	66.0%	2.8 p.p.
- international	71.2%	67.7%	3.5 p.p.	69.1%	63.2%	5.9 p.p.
- domestic	70.2%	71.5%	(1.3 p.p.)	68.3%	69.9%	(1.6 p.p.)
Revenue flights	33,200	29,594	12.2%	276,779	248,490	11.4%
- international	13,907	12,255	13.5%	114,732	101,465	13.1%
- domestic	19,293	17,339	11.3%	162,047	147,025	10.2%
Flight hours for fleet	91,310	82,199	11.1%	756,305	681,614	11.0%

Aeroflot – Russian Airlines Operating Results

	September 2017	September 2016	Change	9 months 2017	9 months 2016	Change
Passengers carried, thousand PAX	2,995.8	2,676.7	11.9%	24,789.4	21,709.9	14.2%
- international	1,547.1	1,361.9	13.6%	12,957.0	11,058.6	17.2%
- domestic	1,448.7	1,314.8	10.2%	11,832.4	10,651.3	11.1%
Revenue Passenger Kilometres, mln	8,281.5	7,640.7	8.4%	69,172.7	61,991.1	11.6%
- international	5,343.3	4,827.4	10.7%	45,620.2	39,579.3	15.3%
- domestic	2,938.2	2,813.3	4.4%	23,552.5	22,411.8	5.1%
Available Seat Kilometres, mln	9,858.5	8,944.8	10.2%	83,556.1	75,553.1	10.6%
- international	6,467.0	5,782.5	11.8%	55,788.0	49,618.5	12.4%
- domestic	3,391.5	3,162.3	7.2%	27,768.1	25,934.6	7.1%
Passenger load factor, %	84.0%	85.4%	(1.4 p.p.)	82.8%	82.0%	0.8 p.p.
- international	82.6%	83.5%	(0.9 p.p.)	81.8%	79.8%	2.0 p.p.
- domestic	86.6%	89.0%	(2.4 p.p.)	84.8%	86.4%	(1.6 p.p.)
Cargo and mail carried, tonnes	20,039.3	16,594.6	20.8%	161,841.7	118,867.4	36.2%
- international	13,207.7	8,937.9	47.8%	104,802.0	61,108.9	71.5%
- domestic	6,831.6	7,656.7	(10.8%)	57,039.7	57,758.5	(1.2%)
Revenue Cargo Tonne Kilometres, mln	93.5	77.3	21.0%	751.5	551.8	36.2%
- international	66.0	43.7	51.0%	521.1	292.7	78.0%
- domestic	27.5	33.6	(18.2%)	230.4	259.1	(11.1%)
Revenue Tonne Kilometres, mln	838.8	764.9	9.7%	6,977.0	6,131.0	13.8%
- international	546.9	478.2	14.4%	4,626.9	3,854.9	20.0%
- domestic	291.9	286.7	1.8%	2,350.1	2,276.1	3.3%
Available Tonne Kilometres, mln	1,196.4	1,120.9	6.7%	10,215.8	9,435.6	8.3%
- international	785.0	720.6	8.9%	6,852.6	6,178.7	10.9%
- domestic	411.4	400.3	2.8%	3,363.2	3,256.9	3.3%
Revenue load factor, %	70.1%	68.2%	1.9 p.p.	68.3%	65.0%	3.3 p.p.
- international	69.7%	66.4%	3.3 p.p.	67.5%	62.4%	5.1 p.p.
- domestic	71.0%	71.6%	(0.6 p.p.)	69.9%	69.9%	-
Revenue flights	21,293	18,960	12.3%	180,689	162,659	11.1%
- international	10,438	9,496	9.9%	89,744	81,784	9.7%
- domestic	10,855	9,464	14.7%	90,945	80,875	12.5%
Flight hours for fleet	61,039	55,365	10.2%	520,666	475,397	9.5%

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