

## **Aeroflot Group Announces Operating Results for October 2017**

**Moscow, 28 November 2017** – Aeroflot PJSC (Moscow Exchange ticker: AFLT) today announces operating results for Aeroflot Group (“the Group”) and Aeroflot – Russian Airlines (“the Company”) for October and the first ten months of 2017<sup>1</sup>.

### **January–October 2017 Operating Highlights**

In the first ten months of 2017, Aeroflot Group carried 42.6 million passengers, up 16.3% year-on-year. Aeroflot airline carried 27.7 million passengers, a year-on-year increase of 13.9%.

Group and Company RPKs increased by 17.3% and 11.4% year-on-year, respectively. ASKs rose by 15.5% 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 83.5% for the Group and by 0.6 p.p. year-on-year to 82.6% for the Company.

### **October 2017 Operating Highlights**

In October 2017, Aeroflot Group carried 4.3 million passengers, up 12.1% year-on-year. Aeroflot airline carried 2.9 million passengers, a year-on-year increase of 11.9%.

Group and Company RPKs increased by 11.9% and 9.6% year-on-year, respectively. ASKs rose by 10.2% year-on-year for Aeroflot Group and by 10.3% for Aeroflot airline.

On domestic routes, Group passengers carried and RPKs grew by 6.5% and 5.2% year-on-year, respectively. ASKs grew by 1.5% year-on-year. Company passengers carried and RPKs on domestic routes were up 12.2% and 8.3% year-on-year, respectively. ASKs grew by 8.9%.

In October 2017, the number of passengers carried on the Group’s international routes increased by 19.3% year-on-year. RPKs increased by 16.8%, while capacity grew by 16.7%. The number of passengers carried by Aeroflot airline on international routes increased by 11.7%. RPKs increased by 10.3% and ASKs by 11.0%. 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 1.2 p.p. year-on-year to 82.2% for the Group. For the Company the passenger load factor decreased by 0.5 p.p. year-on-year to 81.4%.

### **Fleet Update**

In October 2017, the Group added five aircraft: three Boeing 737-800s, one Airbus A320 and one Airbus A321. At the same time one Boeing 737-800 was phased out of the Aeroflot Group fleet. Overall, since the start of the year the Group fleet increased by 27 aircraft, bringing the total fleet to 312 aircraft as of 31 October 2017 (excluding one An-24 which was leased out and six An-148 which were subleased).

In October 2017, Aeroflot airline added four aircraft: two Boeing 737-800s, one Airbus A320 and one Airbus A321. Overall, since the start of the year the fleet of Aeroflot airline increased by 25 aircraft, bringing the total fleet to 214 aircraft as of 31 October 2017.

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<sup>1</sup> According to management accounts.

## Aeroflot Group Operating Results

	October 2017	October 2016	Change	10 months 2017	10 months 2016	Change
<b>Passengers carried, thousand PAX</b>	<b>4,301.4</b>	<b>3,837.7</b>	<b>12.1%</b>	<b>42,641.1</b>	<b>36,663.3</b>	<b>16.3%</b>
- international	1,997.3	1,674.1	19.3%	19,217.9	15,299.8	25.6%
- domestic	2,304.2	2,163.6	6.5%	23,423.2	21,363.5	9.6%
<b>Revenue Passenger Kilometres, mln</b>	<b>11,270.8</b>	<b>10,074.8</b>	<b>11.9%</b>	<b>110,651.9</b>	<b>94,302.7</b>	<b>17.3%</b>
- international	6,802.7	5,825.8	16.8%	65,210.3	52,727.3	23.7%
- domestic	4,468.1	4,249.0	5.2%	45,441.6	41,575.4	9.3%
<b>Available Seat Kilometres, mln</b>	<b>13,712.4</b>	<b>12,440.6</b>	<b>10.2%</b>	<b>132,466.0</b>	<b>114,677.5</b>	<b>15.5%</b>
- international	8,329.9	7,136.1	16.7%	78,149.6	65,472.6	19.4%
- domestic	5,382.5	5,304.5	1.5%	54,316.4	49,204.9	10.4%
<b>Passenger load factor, %</b>	<b>82.2%</b>	<b>81.0%</b>	<b>1.2 p.p.</b>	<b>83.5%</b>	<b>82.2%</b>	<b>1.3 p.p.</b>
- international	81.7%	81.6%	0.1 p.p.	83.4%	80.5%	2.9 p.p.
- domestic	83.0%	80.1%	2.9 p.p.	83.7%	84.5%	(0.8 p.p.)
<b>Cargo and mail carried, tonnes</b>	<b>27,212.4</b>	<b>21,754.4</b>	<b>25.1%</b>	<b>218,718.2</b>	<b>159,653.6</b>	<b>37.0%</b>
- international	15,200.9	11,192.7	35.8%	121,917.4	73,740.0	65.3%
- domestic	12,011.5	10,561.7	13.7%	96,800.8	85,913.6	12.7%
<b>Revenue Cargo Tonne Kilometres, mln</b>	<b>120.0</b>	<b>98.7</b>	<b>21.6%</b>	<b>992.3</b>	<b>709.9</b>	<b>39.8%</b>
- international	73.0	54.4	34.2%	603.0	350.2	72.2%
- domestic	46.9	44.4	5.6%	389.3	359.7	8.2%
<b>Revenue Tonne Kilometres, mln</b>	<b>1,134.4</b>	<b>1,005.5</b>	<b>12.8%</b>	<b>10,950.9</b>	<b>9,197.2</b>	<b>19.1%</b>
- international	685.3	578.7	18.4%	6,471.9	5,095.8	27.0%
- domestic	449.1	426.8	5.2%	4,479.1	4,101.4	9.2%
<b>Available Tonne Kilometres, mln</b>	<b>1,627.7</b>	<b>1,516.8</b>	<b>7.3%</b>	<b>15,903.9</b>	<b>13,921.1</b>	<b>14.2%</b>
- international	982.5	872.7	12.6%	9,355.6	8,020.6	16.6%
- domestic	645.2	644.1	0.2%	6,548.3	5,900.4	11.0%
<b>Revenue load factor, %</b>	<b>69.7%</b>	<b>66.3%</b>	<b>3.4 p.p.</b>	<b>68.9%</b>	<b>66.1%</b>	<b>2.8 p.p.</b>
- international	69.8%	66.3%	3.4 p.p.	69.2%	63.5%	5.6 p.p.
- domestic	69.6%	66.3%	3.3 p.p.	68.4%	69.5%	(1.1 p.p.)
<b>Revenue flights</b>	<b>32,292</b>	<b>29,290</b>	<b>10.2%</b>	<b>309,071</b>	<b>277,780</b>	<b>11.3%</b>
- international	13,778	12,138	13.5%	128,510	113,603	13.1%
- domestic	18,514	17,152	7.9%	180,561	164,177	10.0%
<b>Flight hours for fleet</b>	<b>88,980</b>	<b>81,589</b>	<b>9.1%</b>	<b>845,285</b>	<b>763,202</b>	<b>10.8%</b>

## Aeroflot – Russian Airlines Operating Results

	October 2017	October 2016	Change	10 months 2017	10 months 2016	Change
<b>Passengers carried, thousand PAX</b>	<b>2,912.5</b>	<b>2,602.1</b>	<b>11.9%</b>	<b>27,701.9</b>	<b>24,312.0</b>	<b>13.9%</b>
- international	1,505.2	1,348.1	11.7%	14,462.2	12,406.7	16.6%
- domestic	1,407.3	1,254.0	12.2%	13,239.7	11,905.3	11.2%
<b>Revenue Passenger Kilometres, mln</b>	<b>8,166.6</b>	<b>7,451.0</b>	<b>9.6%</b>	<b>77,339.3</b>	<b>69,442.1</b>	<b>11.4%</b>
- international	5,305.9	4,808.8	10.3%	50,926.1	44,388.0	14.7%
- domestic	2,860.7	2,642.2	8.3%	26,413.2	25,054.1	5.4%
<b>Available Seat Kilometres, mln</b>	<b>10,029.2</b>	<b>9,094.1</b>	<b>10.3%</b>	<b>93,585.3</b>	<b>84,647.2</b>	<b>10.6%</b>
- international	6,606.9	5,951.2	11.0%	62,394.9	55,569.7	12.3%
- domestic	3,422.3	3,142.9	8.9%	31,190.4	29,077.5	7.3%
<b>Passenger load factor, %</b>	<b>81.4%</b>	<b>81.9%</b>	<b>(0.5 p.p.)</b>	<b>82.6%</b>	<b>82.0%</b>	<b>0.6 p.p.</b>
- international	80.3%	80.8%	(0.5 p.p.)	81.6%	79.9%	1.7 p.p.
- domestic	83.6%	84.1%	(0.5 p.p.)	84.7%	86.2%	(1.5 p.p.)
<b>Cargo and mail carried, tonnes</b>	<b>22,019.0</b>	<b>18,799.6</b>	<b>17.1%</b>	<b>183,860.7</b>	<b>137,667.1</b>	<b>33.6%</b>
- international	14,415.9	11,047.0	30.5%	119,217.8	72,155.9	65.2%
- domestic	7,603.1	7,752.6	(1.9%)	64,642.9	65,511.2	(1.3%)
<b>Revenue Cargo Tonne Kilometres, mln</b>	<b>102.8</b>	<b>87.5</b>	<b>17.5%</b>	<b>854.3</b>	<b>639.3</b>	<b>33.6%</b>
- international	70.7	54.0	30.8%	591.8	346.7	70.7%
- domestic	32.1	33.5	(4.1%)	262.5	292.6	(10.3%)
<b>Revenue Tonne Kilometres, mln</b>	<b>837.8</b>	<b>758.1</b>	<b>10.5%</b>	<b>7,814.8</b>	<b>6,889.1</b>	<b>13.4%</b>
- international	548.2	486.8	12.6%	5,175.1	4,341.7	19.2%
- domestic	289.6	271.3	6.7%	2,639.7	2,547.4	3.6%
<b>Available Tonne Kilometres, mln</b>	<b>1,211.3</b>	<b>1,131.9</b>	<b>7.0%</b>	<b>11,427.0</b>	<b>10,567.5</b>	<b>8.1%</b>
- international	798.7	744.0	7.4%	7,651.2	6,922.7	10.5%
- domestic	412.6	387.9	6.4%	3,775.8	3,644.8	3.6%
<b>Revenue load factor, %</b>	<b>69.2%</b>	<b>67.0%</b>	<b>2.2 p.p.</b>	<b>68.4%</b>	<b>65.2%</b>	<b>3.2 p.p.</b>
- international	68.6%	65.4%	3.2 p.p.	67.6%	62.7%	4.9 p.p.
- domestic	70.2%	69.9%	0.3 p.p.	69.9%	69.9%	-
<b>Revenue flights</b>	<b>21,844</b>	<b>19,510</b>	<b>12.0%</b>	<b>202,533</b>	<b>182,169</b>	<b>11.2%</b>
- international	10,709	9,805	9.2%	100,453	91,589	9.7%
- domestic	11,135	9,705	14.7%	102,080	90,580	12.7%
<b>Flight hours for fleet</b>	<b>62,966</b>	<b>57,155</b>	<b>10.2%</b>	<b>583,631</b>	<b>532,552</b>	<b>9.6%</b>

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