

Aeroflot Group Announces Operating Results for November 2017

Moscow, 25 December 2017 – Aeroflot PJSC (Moscow Exchange ticker: AFLT) today announces operating results for Aeroflot Group (“the Group”) and Aeroflot – Russian Airlines (“the Company”) for November and eleven months of 2017¹.

January–November 2017 Operating Highlights

In eleven months of 2017, Aeroflot Group carried 46.4 million passengers, up 15.9% year-on-year. Aeroflot airline carried 30.3 million passengers, a year-on-year increase of 13.8%.

Group and Company RPKs increased by 16.8% and 11.3% year-on-year, respectively. ASKs rose by 14.8% year-on-year for Aeroflot Group and by 10.5% for Aeroflot airline.

The passenger load factor increased by 1.4 p.p. year-on-year to 83.2% for the Group and by 0.6 p.p. year-on-year to 82.2% for the Company.

November 2017 Operating Highlights

In November 2017, Aeroflot Group carried 3.7 million passengers, up 11.4% year-on-year. Aeroflot airline carried 2.6 million passengers, a year-on-year increase of 11.8%.

Group and Company RPKs increased by 10.7%. ASKs rose by 8.1% year-on-year for Aeroflot Group and by 10.3% for Aeroflot airline.

On domestic routes, Group passengers carried and RPKs grew by 11.0% and 10.7% year-on-year, respectively. ASKs grew by 4.9% year-on-year. Company passengers carried and RPKs on domestic routes were up 14.3% and 13.7% year-on-year, respectively. ASKs grew by 11.8%.

In November 2017, the number of passengers carried on the Group’s international routes increased by 12.0% year-on-year. RPKs increased by 10.7%, while capacity grew by 10.2%. The number of passengers carried by Aeroflot airline on international routes increased by 9.5%. RPKs increased by 9.2% and ASKs by 9.7%. 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 1.8 p.p. year-on-year to 79.5% for the Group. For the Company the passenger load factor increased by 0.3 p.p. year-on-year to 78.0%.

Fleet Update

In November 2017, the Group added nine aircraft: five Boeing 737-800s, two Airbus A320 and two SSJ100. 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 36 aircraft, bringing the total fleet to 321 aircraft as of 30 November 2017 (excluding one An-24 which was leased out and six An-148 which were subleased).

In November 2017, Aeroflot airline added six aircraft: two Boeing 737-800, two Airbus A320 and two SSJ100. Overall, since the start of the year the fleet of Aeroflot airline increased by 31 aircraft, bringing the total fleet to 220 aircraft as of 30 November 2017.

¹ According to management accounts.

Aeroflot Group Operating Results

	November 2017	November 2016	Change	11 months 2017	11 months 2016	Change
Passengers carried, thousand PAX	3,730.4	3,348.0	11.4%	46,371.5	40,011.2	15.9%
- international	1,662.3	1,484.7	12.0%	20,880.2	16,784.5	24.4%
- domestic	2,068.1	1,863.2	11.0%	25,491.3	23,226.7	9.8%
Revenue Passenger Kilometres, mn	9,744.7	8,803.0	10.7%	120,396.5	103,105.7	16.8%
- international	5,896.5	5,327.4	10.7%	71,106.8	58,054.7	22.5%
- domestic	3,848.2	3,475.6	10.7%	49,289.7	45,051.0	9.4%
Available Seat Kilometres, mn	12,249.8	11,327.8	8.1%	144,715.8	126,005.3	14.8%
- international	7,557.8	6,855.2	10.2%	85,707.5	72,327.7	18.5%
- domestic	4,692.0	4,472.6	4.9%	59,008.3	53,677.6	9.9%
Passenger load factor, %	79.5%	77.7%	1.8 p.p.	83.2%	81.8%	1.4 p.p.
- international	78.0%	77.7%	0.3 p.p.	83.0%	80.3%	2.7 p.p.
- domestic	82.0%	77.7%	4.3 p.p.	83.5%	83.9%	(0.4 p.p.)
Cargo and mail carried, tonnes	27,457.4	21,444.3	28.0%	246,177.5	181,097.8	35.9%
- international	16,331.3	11,134.0	46.7%	138,248.6	84,874.1	62.9%
- domestic	11,126.1	10,310.2	7.9%	107,928.9	96,223.7	12.2%
Revenue Cargo Tonne Kilometres, mn	122.5	96.7	26.7%	1,114.8	806.7	38.2%
- international	80.3	54.3	47.9%	683.2	404.6	68.9%
- domestic	42.2	42.4	(0.5%)	431.6	402.1	7.3%
Revenue Tonne Kilometres, mn	999.5	889.0	12.4%	11,950.6	10,086.2	18.5%
- international	610.9	533.8	14.5%	7,082.9	5,629.5	25.8%
- domestic	388.6	355.3	9.4%	4,867.7	4,456.7	9.2%
Available Tonne Kilometres, mn	1,459.4	1,394.6	4.6%	17,363.4	15,315.7	13.4%
- international	907.7	847.9	7.1%	10,263.4	8,868.5	15.7%
- domestic	551.7	546.7	0.9%	7,100.1	6,447.2	10.1%
Revenue load factor, %	68.5%	63.7%	4.7 p.p.	68.8%	65.9%	3.0 p.p.
- international	67.3%	63.0%	4.4 p.p.	69.0%	63.5%	5.5 p.p.
- domestic	70.4%	65.0%	5.5 p.p.	68.6%	69.1%	(0.6 p.p.)
Revenue flights	29,403	26,653	10.3%	338,474	304,433	11.2%
- international	12,380	11,077	11.8%	140,890	124,680	13.0%
- domestic	17,023	15,576	9.3%	197,584	179,753	9.9%
Flight hours for fleet	80,932	73,289	10.4%	926,216	836,492	10.7%

Aeroflot – Russian Airlines Operating Results

	November 2017	November 2016	Change	11 months 2017	11 months 2016	Change
Passengers carried, thousand PAX	2,575.8	2,304.7	11.8%	30,277.7	26,616.7	13.8%
- international	1,339.5	1,223.0	9.5%	15,801.7	13,629.7	15.9%
- domestic	1,236.3	1,081.7	14.3%	14,476.0	12,987.0	11.5%
Revenue Passenger Kilometres, mn	7,233.9	6,536.6	10.7%	84,573.2	75,978.7	11.3%
- international	4,852.1	4,442.7	9.2%	55,778.2	48,830.7	14.2%
- domestic	2,381.8	2,093.9	13.7%	28,795.0	27,148.0	6.1%
Available Seat Kilometres, mn	9,277.4	8,410.7	10.3%	102,862.7	93,057.9	10.5%
- international	6,386.1	5,823.5	9.7%	68,781.1	61,393.1	12.0%
- domestic	2,891.3	2,587.2	11.8%	34,081.6	31,664.8	7.6%
Passenger load factor, %	78.0%	77.7%	0.3 p.p.	82.2%	81.6%	0.6 p.p.
- international	76.0%	76.3%	(0.3 p.p.)	81.1%	79.5%	1.6 p.p.
- domestic	82.4%	80.9%	1.5 p.p.	84.5%	85.7%	(1.2 p.p.)
Cargo and mail carried, tonnes	21,991.8	17,522.9	25.5%	205,852.4	155,189.9	32.6%
- international	15,472.8	10,990.6	40.8%	134,690.5	83,146.5	62.0%
- domestic	6,519.0	6,532.3	(0.2%)	71,161.9	72,043.4	(1.2%)
Revenue Cargo Tonne Kilometres, mn	103.8	79.4	30.7%	958.1	718.7	33.3%
- international	77.7	54.0	43.9%	669.4	400.7	67.1%
- domestic	26.1	25.4	2.9%	288.7	318.0	(9.2%)
Revenue Tonne Kilometres, mn	754.8	667.7	13.0%	8,569.7	7,556.8	13.4%
- international	514.3	453.8	13.3%	5,689.5	4,795.5	18.6%
- domestic	240.5	213.9	12.4%	2,880.2	2,761.3	4.3%
Available Tonne Kilometres, mn	1,121.7	1,046.3	7.2%	12,548.7	11,613.8	8.0%
- international	782.4	735.2	6.4%	8,433.6	7,657.9	10.1%
- domestic	339.3	311.1	9.1%	4,115.1	3,955.9	4.0%
Revenue load factor, %	67.3%	63.8%	3.5 p.p.	68.3%	65.1%	3.2 p.p.
- international	65.7%	61.7%	4.0 p.p.	67.5%	62.6%	4.9 p.p.
- domestic	70.9%	68.8%	2.1 p.p.	70.0%	69.8%	0.2 p.p.
Revenue flights	20,289	18,146	11.8%	222,822	200,315	11.2%
- international	10,199	9,205	10.8%	110,652	100,794	9.8%
- domestic	10,090	8,941	12.9%	112,170	99,521	12.7%
Flight hours for fleet	59,069	52,790	11.9%	642,701	585,342	9.8%

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