

Aeroflot Group

Q3 / 9 months 2013 Financial Results

Moscow

December 2, 2013

Speakers:

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Chief Financial Officer, Head of Network and Revenue Management

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Key Highlights



- Strong results in the 9 months 2013 – outperforming the same period last year and a successful first half 2013
- Profitable growth in passenger turnover in Russia and Europe, and continued expansion in North America
- Successful integration and turnaround of subsidiaries airlines
- Sustainable operating margin expansion
 - Enhanced fuel efficiency from ongoing fleet modernization
 - Labour productivity improvements
 - Positive operating results from subsidiaries airlines
- Strong operating cash flow generation and comfortable net debt position
- Continued focus on strategic developments around our subsidiary airlines and the LCC project

Key Financial Data for Aeroflot Group



| \$m, Unless Otherwise Stated | Q3 2012 | Q3 2013 | Change | 9m 2012 | 9m 2013 | Change |
|---------------------------------------|---------|---------|--------|---------|---------|--------|
| Revenue | 2,406 | 2,900 | 21% | 6,021 | 7,033 | 17% |
| RPK ¹ (m pkm) | 23,547 | 26,091 | 11% | 56,229 | 65,363 | 16% |
| Yield ² (\$ cents/pkm) | 8.7 | 9.7 | 11% | 9.0 | 9.2 | 3% |
| EBITDAR ³ | 553 | 932 | 69% | 1,069 | 1,575 | 47% |
| Margin (%) | 23% | 32% | 9p.p | 18% | 22% | 5p.p |
| EBITDA ⁴ | 407 | 779 | 91% | 655 | 1,131 | 73% |
| Margin (%) | 17% | 27% | 10p.p. | 11% | 16% | 5p.p. |
| Operating Income | 327 | 683 | 109% | 425 | 850 | 100% |
| Margin (%) | 14% | 24% | 10p.p. | 7% | 12% | 5p.p. |
| Net Income | 289 | 544 | 88% | 296 | 545 | 84% |
| Margin (%) | 12% | 19% | 7p.p. | 5% | 8% | 3p.p. |
| Operating Free Cash Flow ⁵ | | | | 612 | 898 | 47% |
| Net Debt ⁶ | | | | 1,894 | 1,931 | 2% |

- Revenue growth driven by expanding passenger traffic and higher yield
- Strong earnings increase as result of operating leverage and improvement in profitability of key subsidiary airlines
- Improved cash flow generation due to higher profitability

¹ RPK = revenue passenger kilometre; ² Yield = PAX Traffic Revenue / RPK; ³ EBITDAR = EBITDA + operating lease expenses; ⁴ EBITDA = operating income + depreciation & amortisation + customs duties.

⁵ Operating Free Cash Flow = net cash flow from operations - net capex on tangible and intangible assets + pre-delivery payments for aircraft.

⁶ Net Debt = borrowings + finance lease liabilities + pension liabilities + custom duties – cash and short-term investments.

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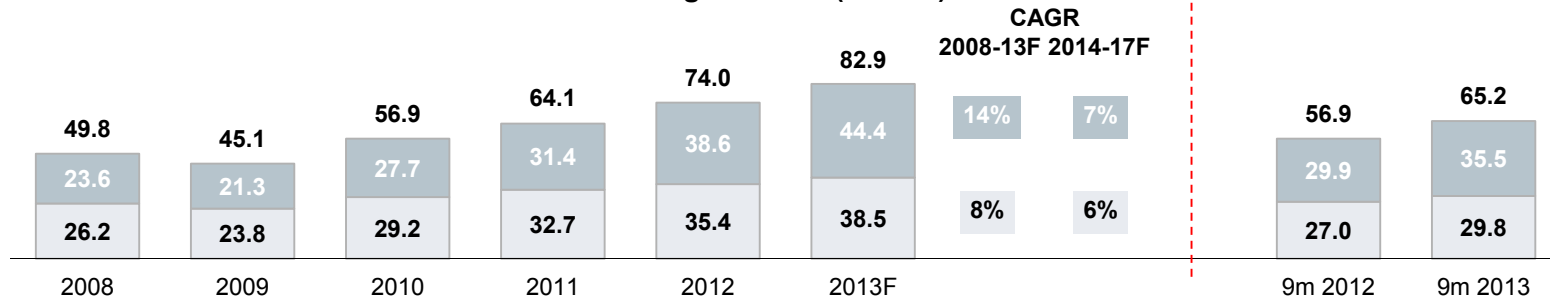
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Russian Air Transportation Market

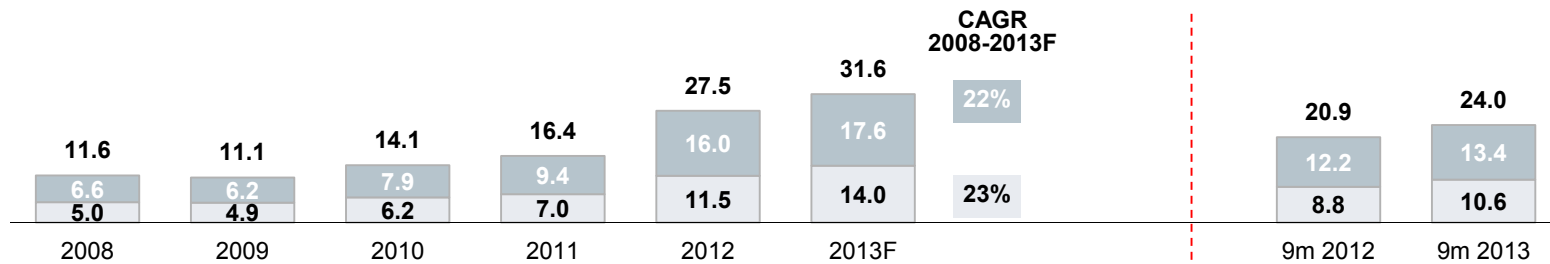


Russian Total Passenger Traffic (m PAX)¹



Source: TCH, Company estimates

Aeroflot Group Passenger Traffic (m PAX)



Aeroflot Overall Market Share²

International²

Domestic²

| | |
|---------|-----|
| 2008 | 23% |
| 2009 | 25% |
| 2010 | 25% |
| 2011 | 26% |
| 2012 | 37% |
| 2013F | 40% |
| 9m 2012 | 37% |
| 9m 2013 | 37% |

| | |
|---------|-----|
| 2008 | 28% |
| 2009 | 29% |
| 2010 | 29% |
| 2011 | 30% |
| 2012 | 41% |
| 2013F | 40% |
| 9m 2012 | 41% |
| 9m 2013 | 38% |

| | |
|---------|-----|
| 2008 | 19% |
| 2009 | 21% |
| 2010 | 21% |
| 2011 | 21% |
| 2012 | 32% |
| 2013F | 36% |
| 9m 2012 | 33% |
| 9m 2013 | 36% |

Domestic Routes

International Routes

- Russian passenger movement continued to demonstrate strong growth; expected to continue at a CAGR of 6.5% for the next three years
- Russian air traffic is expected to outgrow global air traffic, particularly North America and Europe
- Aeroflot is focused on maintaining its leading market share and fully capturing market growth potential

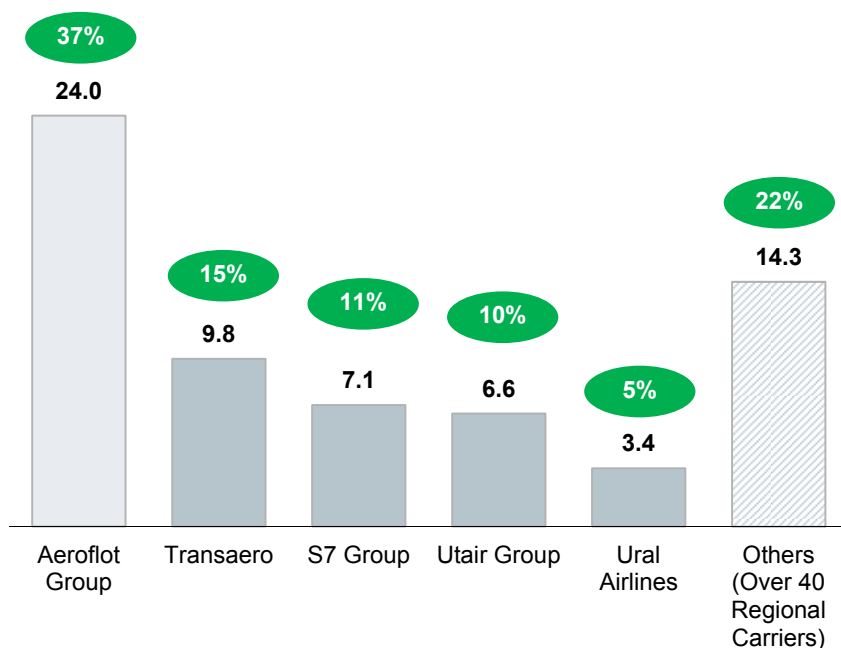
¹ Total domestic carriers' traffic.

² Based on passenger traffic of domestic carriers only.

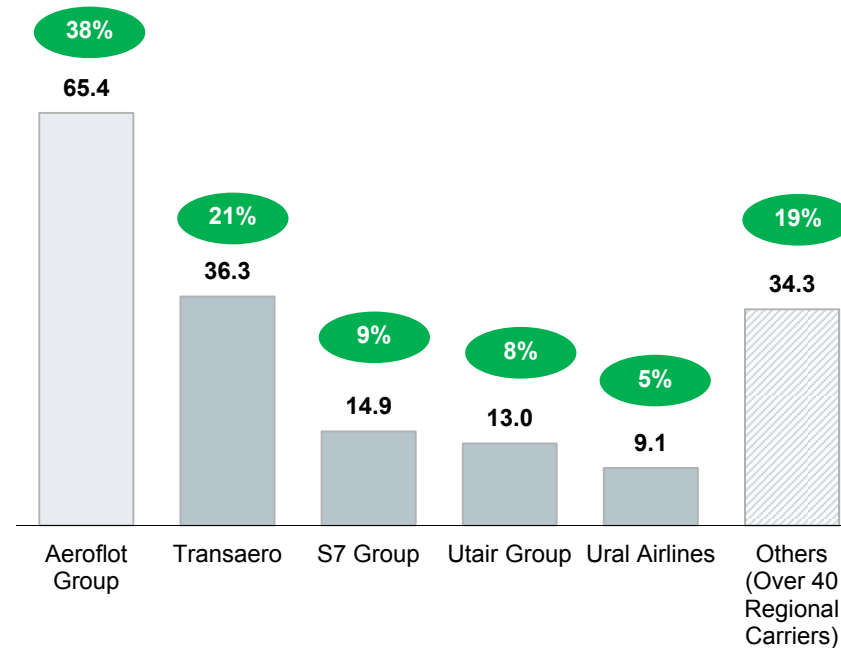
Aeroflot Group Market Position



Passenger Traffic (9 months 2013, m PAX)¹



Passenger Turnover (9 months 2013, bn pkm)¹



Market Share²

- Consistently leading market share in a fragmented market
- Top 5 players represent c. 78% of the overall market creating opportunities for further consolidation
- Aeroflot is best positioned as the leading industry consolidator

Source: TCH

¹ Total domestic carriers' traffic.

² Based on passenger traffic of domestic carriers only.

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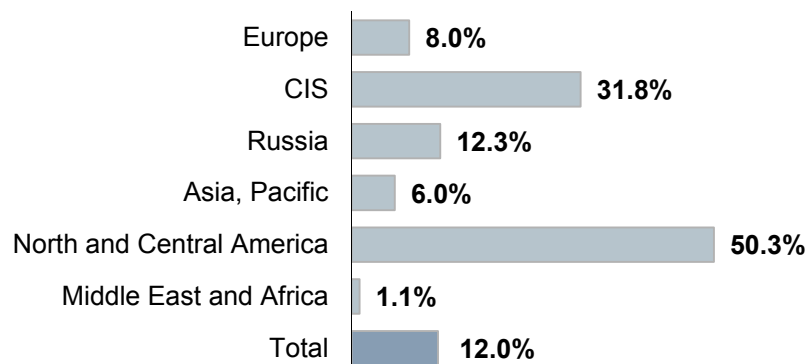


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Networks Operated and Key Statistics



Flights Dynamics by Region (%)



Average Flight Frequency per Route of JSC Aeroflot

| | 9m 2012 | 9m 2013 | Change |
|----------------------------|-------------|-------------|------------|
| Scheduled | 11.3 | 12.6 | 12% |
| Charter | 1.5 | 1.0 | (33)% |
| International Scheduled | 9.0 | 10.1 | 12% |
| Domestic Scheduled | 17.5 | 19.4 | 11% |
| Medium-haul ¹ | 13.3 | 14.7 | 11% |
| Long-haul ¹ | 4.8 | 5.7 | 19% |
| Overall² | 10.1 | 11.3 | 12% |

Network Strategy Key Elements

- Further develop the hub structure of Sheremetyevo (6 waves of connectivity)
- Increase network depth (more frequencies per destination served) to achieve targeted market share on key routes
- Develop a balanced long-haul portfolio of destinations
- Develop point to point market out of the regional focus cities

2013 Winter Schedule

- Total 203 routes to 52 countries
- Opening new destinations in the Far East of Russia and CIS countries
- Increased frequency on large number of domestic routes
- 2014 Winter Olympics in Sochi

Expanding network of routes and increasing frequency across almost all regions and types of routes in response to growing demand

Source: TCH, Ministry of Transportation

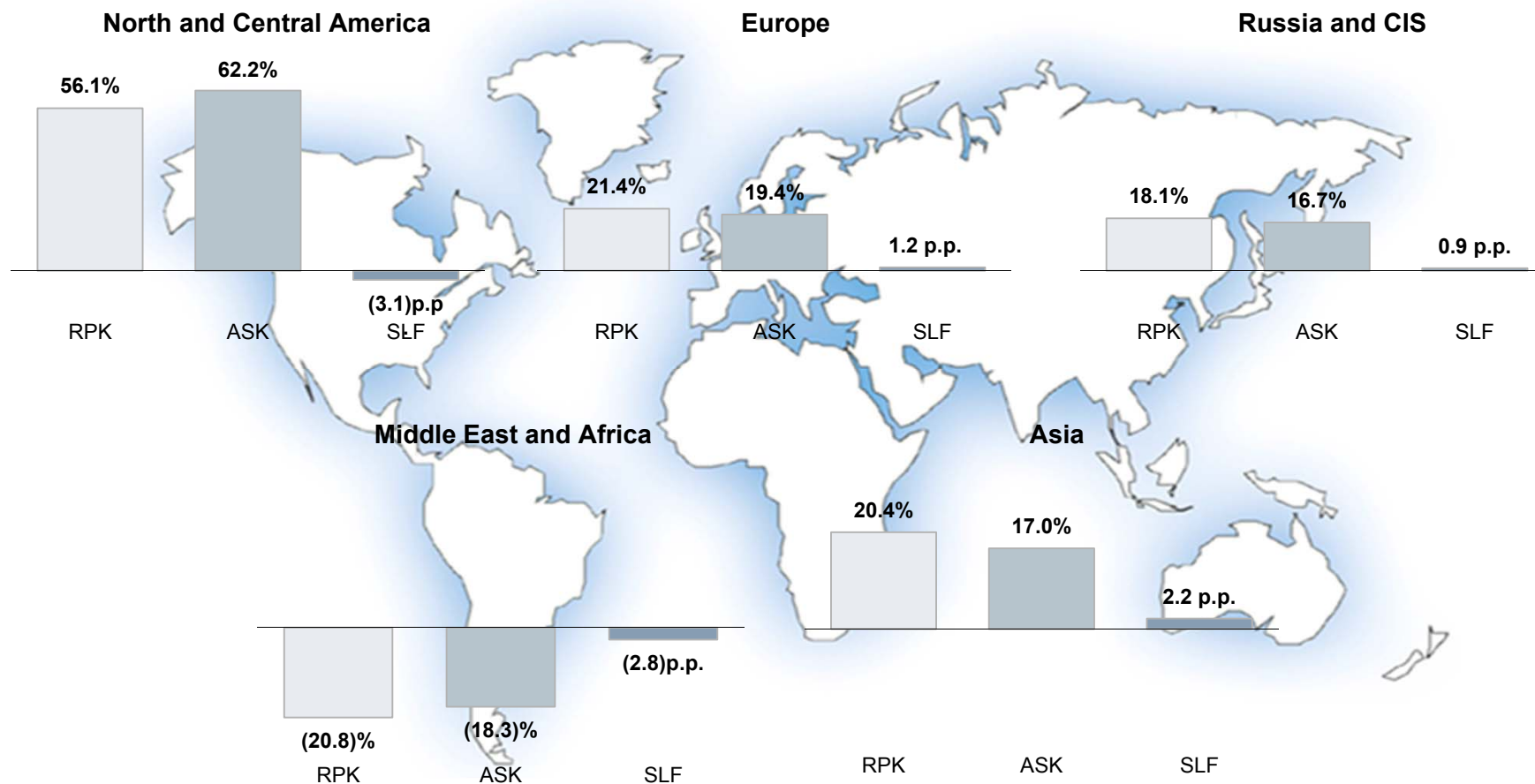
¹ Scheduled flights.

² Passenger flights including charter flights.

Traffic and Capacity Development



(%, 9m 2013 vs. 9m 2012)



- Growth in passenger turnover in Russia, Europe and Asia, and continued expansion in North America
- Sustaining high seat load factor in a growth environment
- Continuing pressure on regional performance in Middle East and Africa as result of political instability

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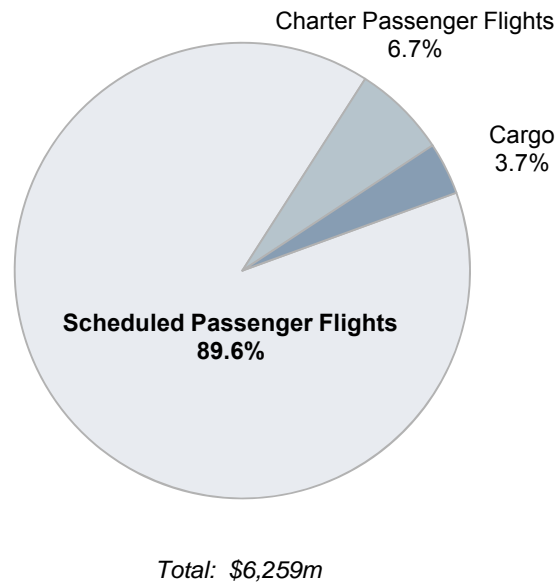


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Revenue Breakdown



Traffic Revenue Breakdown (9m 2013)



Revenue from Scheduled Passengers Carriages (\$m)¹

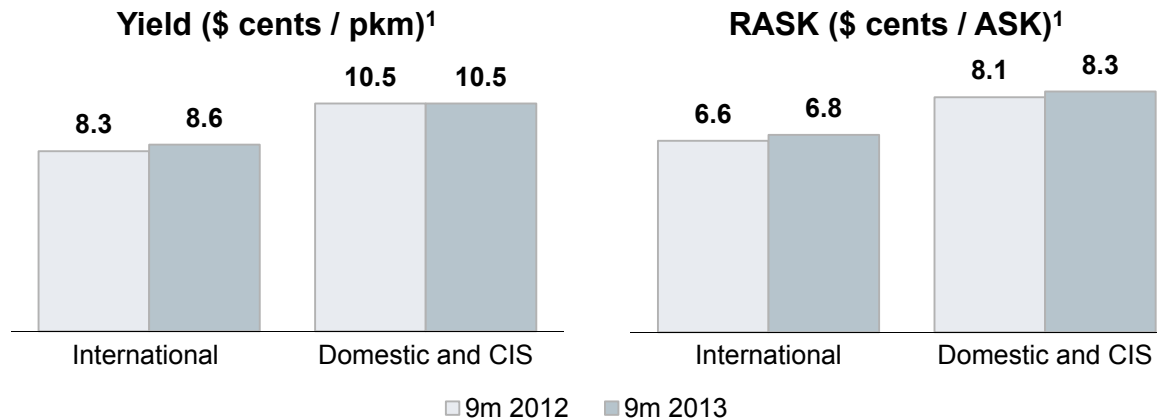
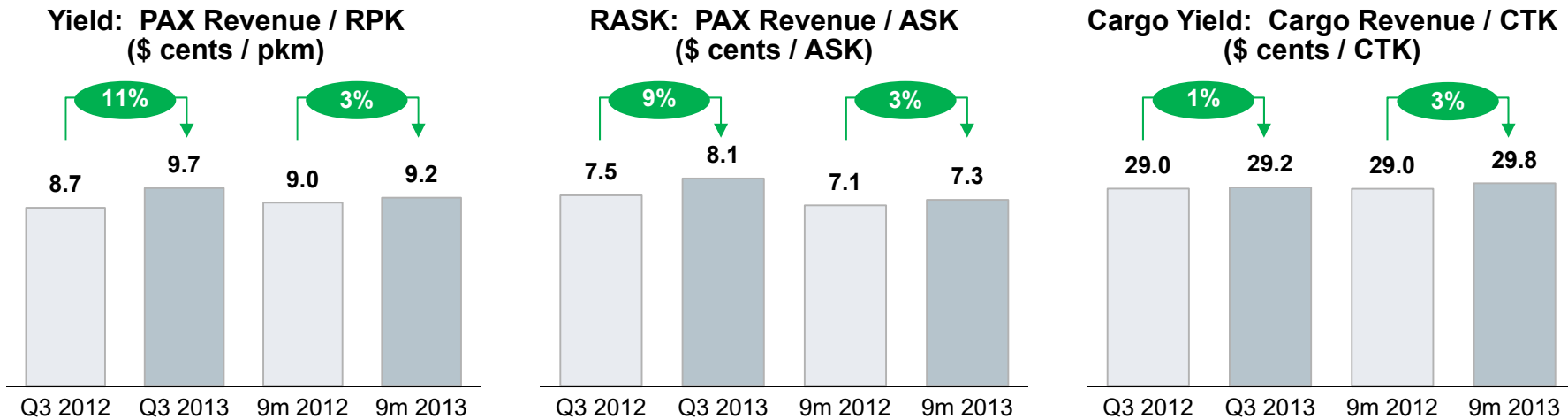
| | 9m 2013 | 9m 2013 | Y-o-y Change | |
|--|---------|--------------------|--------------|--------|
| | 41% | Russia | 2,322 | 20.5% |
| | 33% | Europe | 1,832 | 15.3% |
| | 19% | Asia | 1,089 | 21.7% |
| | 5% | North America | 259 | 70.4% |
| | 2% | Other ² | 113 | (8.0)% |

Continued focus on regular flights supplemented by selected charter and opportunistic cargo operations

¹ Data presented based on management accounting.

² Includes Central America, Egypt and other international flights.

Revenue Units











- **Strong improvement in yield and RASK on the domestic market supported by leading market position, ability to attract transit passengers and network expansion**
- **Recovering yields and RASK on international routes with positive trends in Q3**

¹ Data presented based on management accounting.

Cost Analysis



| 9m 2013, \$m | | Q3 2013 | Y-o-y Change | 9m 2013 | Y-o-y Change |
|--|--|--------------|--------------|--------------|--------------|
|  30.4% | Fuel | 687 | 10.8% | 1,878 | 11.4% |
| | Opex (ex. Fuel) | 1,531 | 4.9% | 4,305 | 10.1% |
|  20.3% | <i>Aircraft, Traffic and Passenger Servicing</i> | 471 | 12.7% | 1,253 | 17.9% |
|  16.2% | <i>Staff</i> | 315 | (4.4)% | 1,004 | 11.7% |
|  7.2% | <i>SG&A¹</i> | 156 | 2.9% | 447 | 9.0% |
|  7.2% | <i>Operating Lease</i> | 152 | 4.6% | 444 | 7.2% |
|  7.1% | <i>Maintenance</i> | 162 | (3.7)% | 442 | 4.6% |
|  4.0% | <i>D&A</i> | 86 | 23.2% | 249 | 26.4% |
|  7.6% | <i>Other Expenses</i> | 188 | 6.8% | 467 | (7.7)% |
| | Total Opex | 2,217 | 6.6% | 6,183 | 10.5% |
| | Revenue | 2,900 | 20.5% | 7,033 | 16.8% |

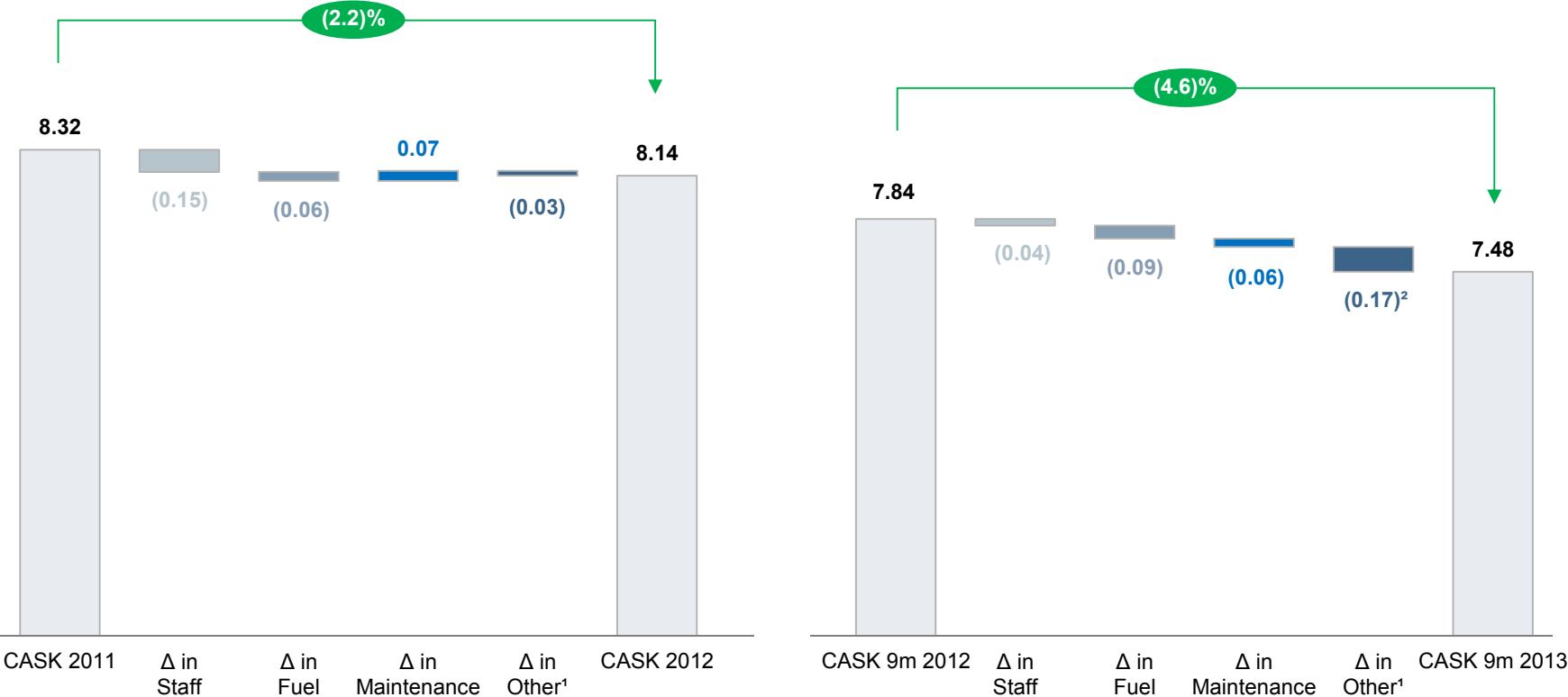
Competitive cost structure allowing for operating leverage and economies of scale

¹ Sales and marketing expenses as well as administration and general expenses.

Group Unit Costs



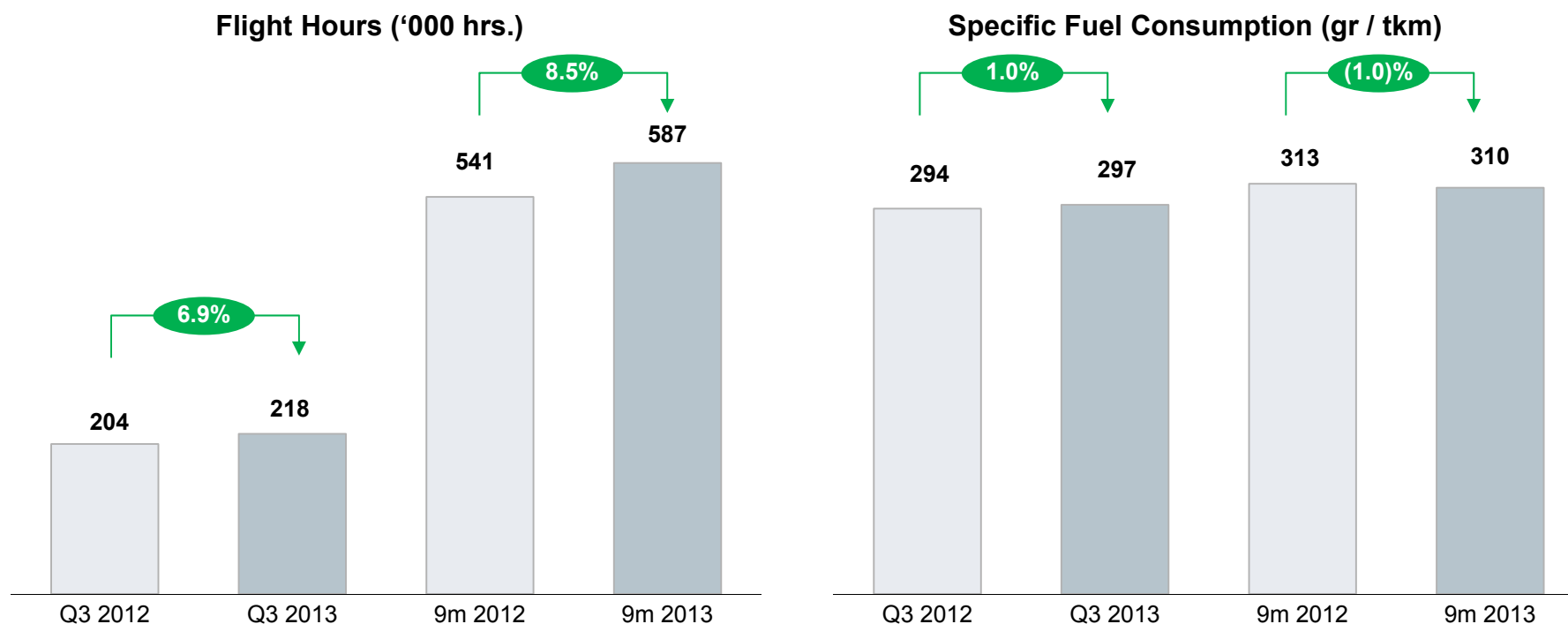
Cost Per ASK (\$ cent)



Continual focus on cost reduction via sustainable CASK decrease driven by improvement in fuel efficiency and labour productivity and subsidiary airlines turn around

¹ Other costs include other operating costs (excluding fuel and maintenance costs), depreciation and amortisation, other net expenses / (income).
² Other costs during 2013 has decreased substantially due to Aeroflot's duty-free business disposal undertaken during the year.

Managing Fuel Costs



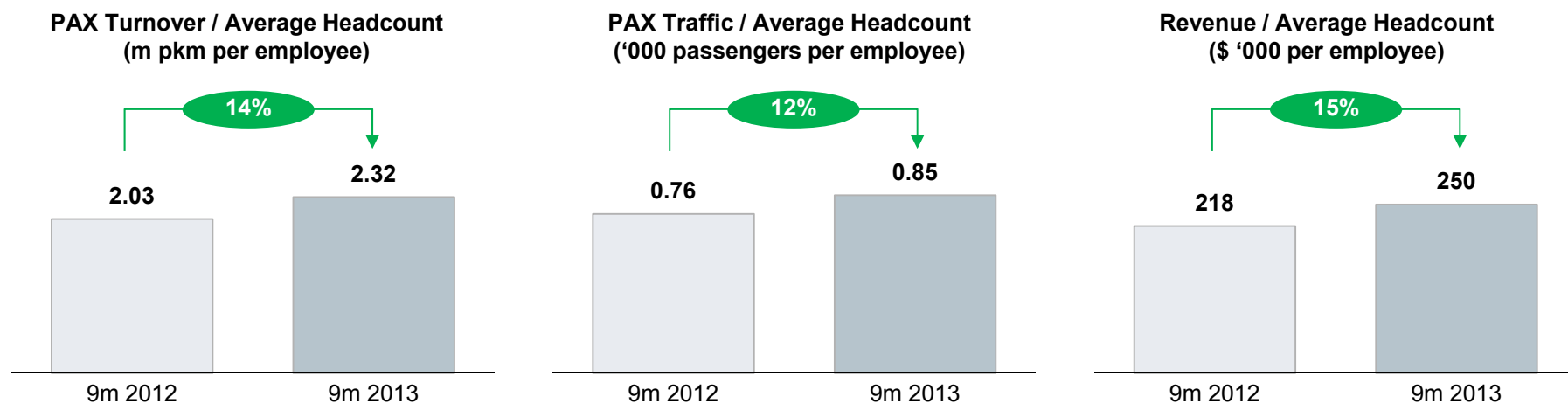
- Efficiency gains in fuel costs as new aircraft are put into operation and old and less fuel-efficient ones are phased out
- One of the low fuel cost carriers in developed and emerging markets
- Transparent and balanced fuel costs structure with c. 19% of overall costs hedged for the next 3 years and the remaining c. 71% correlating with international price

Headcount Overview and Labour Productivity



| | Headcount | | | Change 30-Sep-2013 to 30-Sep-2012 | Change 30-Sep-2013 to 31-Dec-2012 |
|---------------------|---------------|---------------|---------------|-----------------------------------|-----------------------------------|
| | 30-Sep-2012 | 31-Dec-2012 | 30-Sep-2013 | | |
| Aeroflot JSC | 16,110 | 16,418 | 17,678 | 10% | 8% |
| Aeromar | 2,896 | 2,938 | 2,966 | 2% | 1% |
| Subsidiary Airlines | 9,243 | 9,214 | 9,432 | 2% | 2% |
| Other ¹ | 677 | 978 | 252 | (63%) | (74%) |
| Total | 28,926 | 29,548 | 30,328 | 5% | 3% |

Labour Productivity



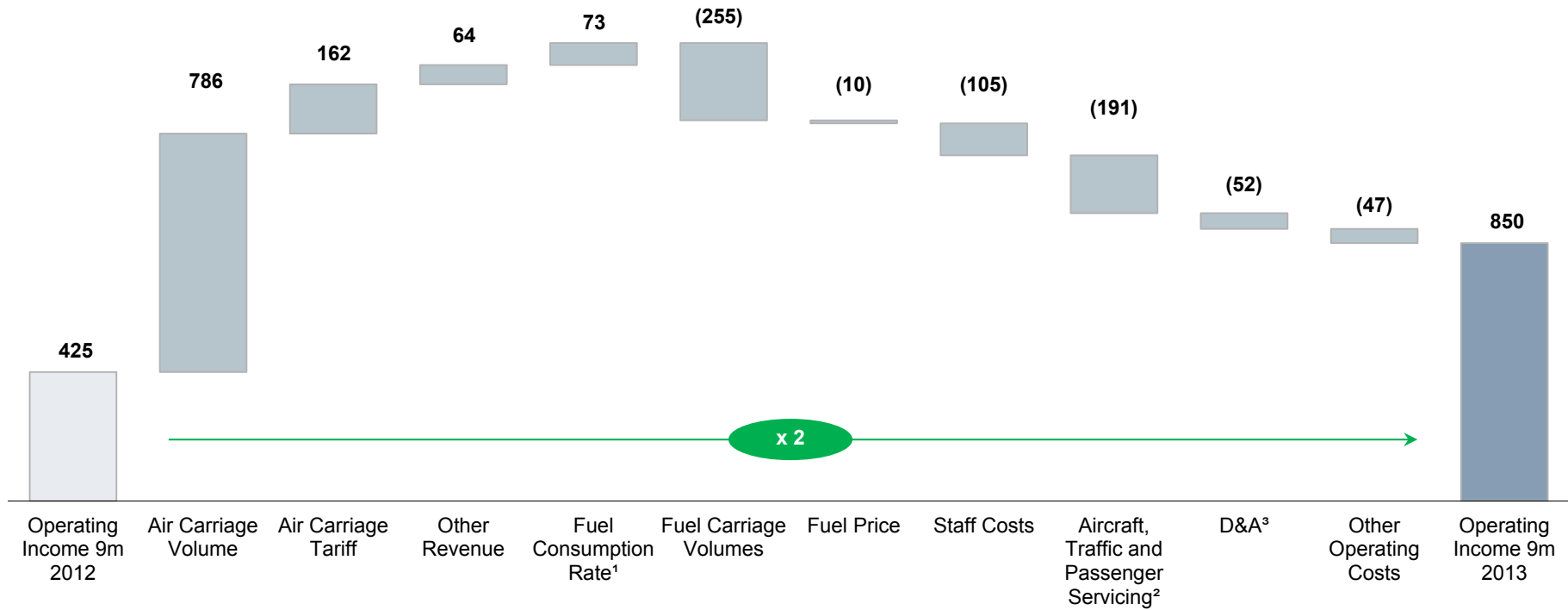
Strong improvement in labour productivity as result of favourable cost structure, with less than half of total costs linked to transportation volume, and disposal of non-core Aerofirst subsidiary

¹ Other includes Aerofirst, Sherotel and Aeroflot Aviation School.

Group Operating Income Analysis



Aeroflot Group Operating Income Evolution (\$m)



Profitability expansion driven by operating leverage as revenue growth surpassed operating costs increase

¹ Based on g/ASK.

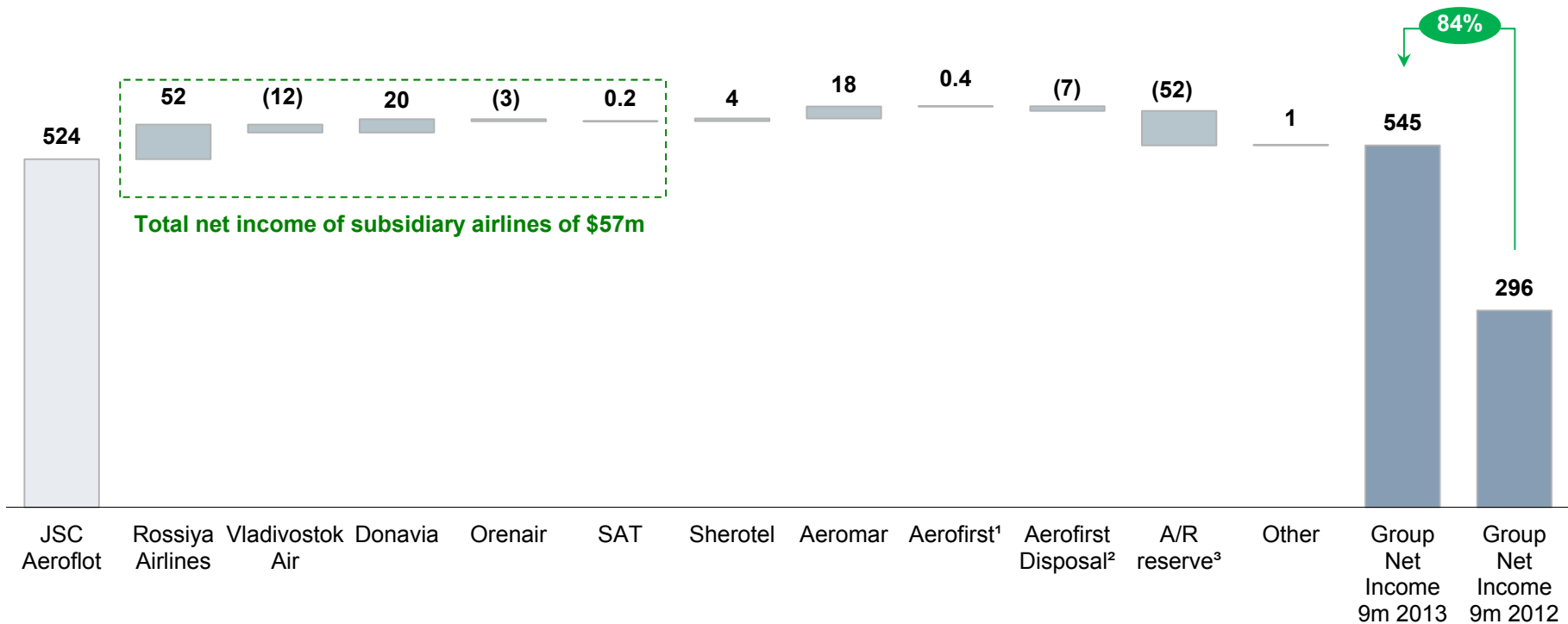
² Aircraft, traffic and passenger servicing due to carriage volumes growth.

³ D&A mainly due to new finance lease aircraft deliveries.

Group Net Income



Aeroflot Group Net Income (\$m)








Key subsidiary airlines generated total net income of \$57m as compared to \$90m loss for the same period last year, as a result of continuous cost optimisation and business processes centralisation

¹ Aerofirst financial results before disposal.
² Aerofirst net assets and goodwill write off.
³ Elimination of intercompany A/R reserve reversal.

Continued Improvement of Subsidiaries Performance



Operating Income / Net Income (\$m)¹

| | Q3 2012 | Q3 2013 | Change | 9m 2012 | 9m 2013 | Change | Highlights |
|---|-------------|-------------|---------|-------------|-----------|---------|---|
|  DONAVIA <small>Joint Stock Company</small> | (4) / (3) | 7 / 6 | 11 / 9 | (9) / (7) | 26 / 20 | 35 / 27 | <ul style="list-style-type: none"> New code-share agreement, fleet restructured, MRO centralised, unified fiscal/accounting/tax policies Key next steps: further fleet optimization (Airbus A319 base), procurement centralization Integration completed |
|  ROSSIYA | 60 / 55 | 83 / 78 | 23 / 23 | 4 / (12) | 98 / 52 | 94 / 64 | <ul style="list-style-type: none"> Network and schedule optimised (routes lower by 40%) and adjusted fleet composition, streamlined costs/integrated support functions into Aeroflot Group Key next steps: further 40% route reduction, optimise leasing arrangements, further operations integration Completion by 2014 |
|  VLADIVOSTOK AIR | (35) / (30) | (10) / (11) | 25 / 19 | (69) / (60) | 7 / (12) | 76 / 48 | <ul style="list-style-type: none"> Completed Vladavia network optimisation, code-sharing agreement, in place, fleet optimization, MRO, sales and ground handling integrated Merging Vladavia and SAT into Aurora Airline: creating a sole airline in the Far East with potential 6m potential passenger traffic |
|  SAKHALINSKIE AVIATRASSY | (1) / (1) | 3 / 3 | 4 / 4 | 1 / 0 | 1 / 0.2 | 0 / 0 | <ul style="list-style-type: none"> Key next steps: further fleet optimization and key functions centralization |
|  ORENAIR | 2 / (0) | 20 / 14 | 18 / 14 | (7) / (11) | (0) / (3) | 7 / 8 | <ul style="list-style-type: none"> Consolidated all charter programs from Donavia and Vladavia Key next steps: long-haul fleet extension, ongoing charter program transfer (Rossiya Airlines to/from St.-Petersburg) Integration completed |

→ Consolidated into Aurora Airline

- Successfully conducting integration and turnaround of 5 subsidiaries via strong focus on operational optimization and cost improvement
- Key next steps around further strategic expansion 1) creating Aurora, the sole airline in the Far East – a 6m potential passenger market, and 2) Orenair as a charter player, an attractive new market

¹ Financial data before intercompany eliminations.

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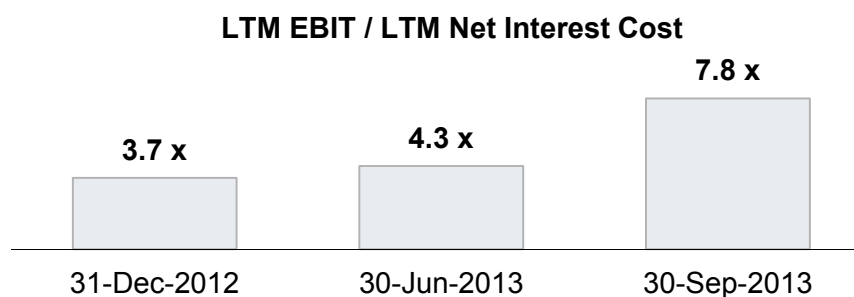
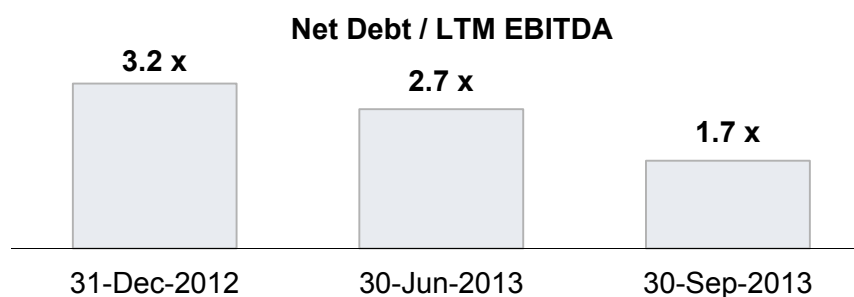
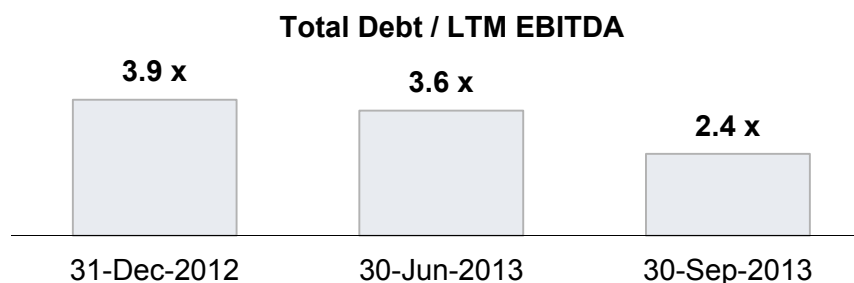


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Leverage



| | Debt (\$m) | | |
|---------------------------------|--------------|--------------|-------------|
| | 30-Jun-2013 | 30-Sep-2013 | Change |
| Borrowings | 417 | 401 | (4%) |
| Finance Lease Liabilities | 2,335 | 2,264 | (3%) |
| Pension Liabilities | 22 | 22 | - |
| Customs Duties | 12 | 10 | (17%) |
| Total Debt | 2,787 | 2,697 | (3%) |
| Cash and Short Term Investments | 717 | 767 | 7% |
| Net Debt | 2,069 | 1,931 | (7%) |

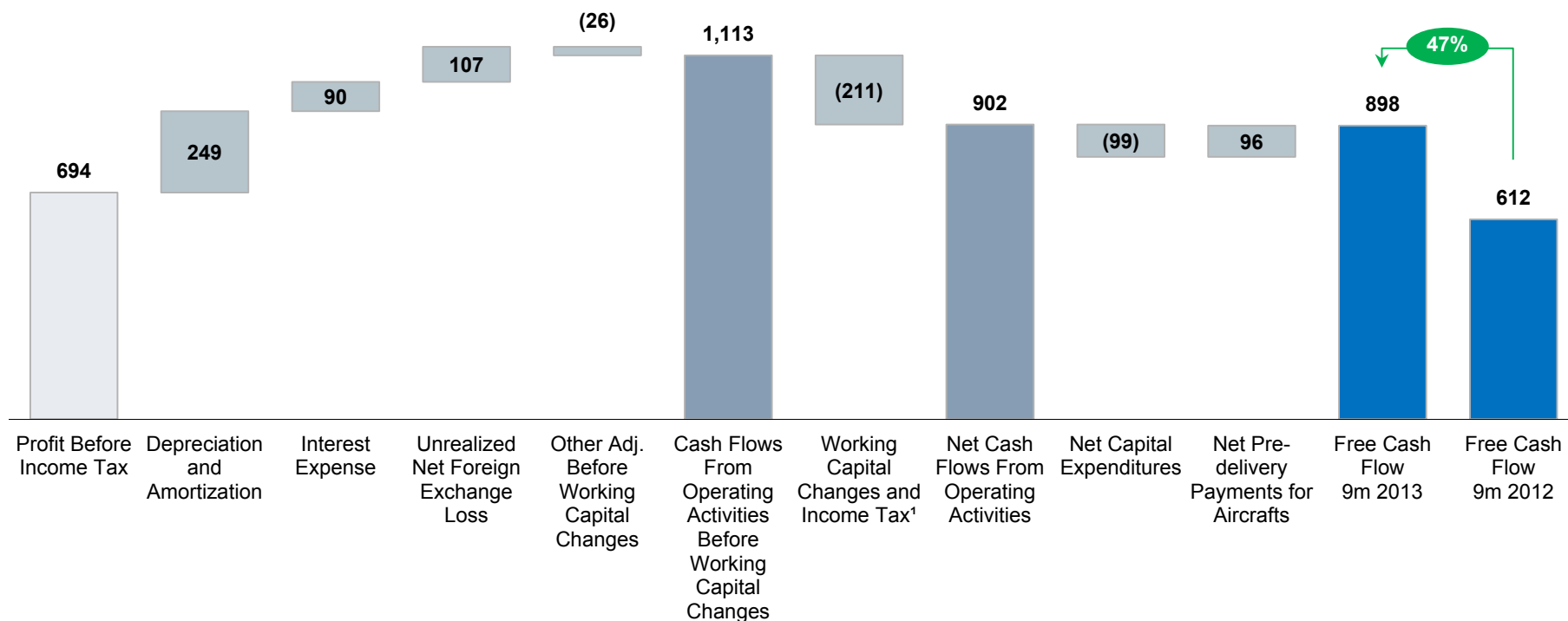


- **Decrease in net debt as result of higher cash position**
- **Steadily declining leverage ratio driven by expanding earnings**
- **Bigger portion of fleet financed via operating leases vs. financial**

Operating Free Cash Flow and Liquidity



9 Months 2013 Operating Free Cash Flow (\$m)



- Strong cash flow generation over the last 9 months
- Cash position of \$759m
- Undrawn credit lines of \$689m

¹ Includes net income tax paid of \$86m.

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Aeroflot Group Fleet



| | Type | Aeroflot | Subsidiaries | Total | Owned | Financial Lease | Operating Lease |
|--------------------|-------------------------|------------|----------------|------------|------------|-----------------|-----------------|
| Long-haul | Boeing B-767 | 5 | 3 | 8 | - | - | 8 |
| | Airbus A-330 | 22 | - | 22 | - | 8 | 14 |
| | Tu-204 | - | 6 | 6 | - | 6 | - |
| | Boeing B-777 | 4 | 3 | 7 | - | 4 | 3 |
| | Illyshin Il-96-300 | 6 | - | 6 | 6 | - | - |
| | McDonnell Douglas MD-11 | 3 | - | 3 | - | - | 3 |
| | Total | | 40 | 12 | 52 | 6 | 18 |
| Medium-haul | Airbus A-319 | 15 | 23 | 38 | - | 13 | 25 |
| | Airbus A-320 | 51 | 15 | 66 | - | 1 | 65 |
| | Airbus A-321 | 23 | - | 23 | - | 21 | 2 |
| | Boeing B-737 | 1 | 27 | 28 | - | 2 | 26 |
| | Total | | 90 | 65 | 155 | - | 37 |
| Short-haul | Mil Mi-8 | - | 4 ¹ | 4 | 4 | - | - |
| | Antonov An-24 | - | 1 ² | 1 | 1 | - | - |
| | DHC 8 Series 200 | - | 2 | 2 | - | - | 2 |
| | DHC 8 Series 300 | - | 4 | 4 | - | - | 4 |
| | Antonov An-148 | - | 6 | 6 | - | 6 | - |
| | SSJ 100 | 10 | - | 10 | - | - | 10 |
| | Total | | 10 | 17 | 27 | 5 | 6 |
| Total fleet | | 140 | 94 | 234 | 11 | 61 | 162 |

- Bigger portion of the fleet is financed by operating vs. finance leases (162 vs. 61 aircraft)
- Continued renewal of aircraft fleet, substituting old aircraft with modern fuel-efficient aircraft
- Average age of JSC Aeroflot's aircraft fleet is 5.6 years, one of the youngest fleet in the industry

¹ As at 30-Sep-2013, one temporarily is not in operation.

² As at 30-Sep-2013, temporarily is not in operation.

Group Fleet Order and Phase-Off Schedule



Total Aircraft Delivery Schedule in Accordance with Existing Contracts¹

| Type of Aircraft | Delivered as at 27-Nov-2013 | 2013 | 2014 | 2015 | 2016 |
|----------------------|-----------------------------|----------|-----------|-----------|-----------|
| Long-haul | 37 | - | 6 | 3 | 5 |
| A-330 | 22 | - | - | - | - |
| B-767 | 5 | - | - | - | - |
| B-777 | 4 | - | 6 | 3 | 3 |
| B-787 | - | - | - | - | 2 |
| Ilyushin Il-96 | 6 | - | - | - | - |
| Medium-haul | 91 | 3 | 18 | 12 | 22 |
| A-319 | 13 | - | - | - | - |
| A-320 | 52 | - | 13 | - | 5 |
| A-321 | 24 | 2 | - | - | 2 |
| B-737 ² | 2 | 1 | 5 | 12 | 15 |
| Short-haul | 10 | - | 8 | 12 | - |
| SSJ-100 ³ | 10 | - | 8 | 12 | - |
| Total | 138 | 3 | 32 | 27 | 27 |

Aircraft Phase-off Schedule

| Type of Aircraft | Phased off as at 27-Nov-2013 | 2013 | 2014 | 2015 | 2016 |
|--------------------|------------------------------|----------|-----------|----------|----------|
| Long-haul | 11 | 4 | 7 | - | - |
| B-767 | 5 | 1 | 4 | - | - |
| Ilyushin Il-96 | 6 | 3 | 3 | - | - |
| Medium-haul | 89 | 1 | 4 | 4 | 7 |
| A-319 | 13 | 1 | 2 | 4 | - |
| A-320 | 52 | - | 2 | - | 4 |
| A-321 | 24 | - | - | - | 3 |
| Total | 100 | 5 | 11 | 4 | 7 |

- **Aeroflot Group's fleet expansion is in line with an aim of being a profitable global player**
- **In 2014-2016, Aeroflot Group will increase its fleet by 86 new aircraft**
- **By the end of 2014, Aeroflot plans to phase out Il-96, B-767 and few A-320 family aircraft (lease term expiring)**

¹ Only passenger aircraft, as of 27-Nov-2013.

² 18 of 50 aircraft with deliveries in 2013-2017 are planned to be assigned to subsidiaries.

³ 10 SSJ aircraft in 2015 are planned to be delivered to subsidiaries.

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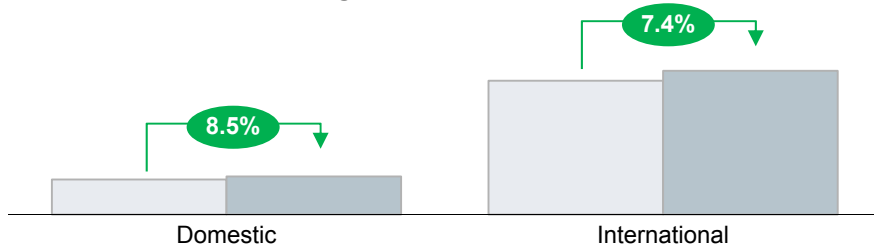
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Route Network – Winter 2013 Schedule

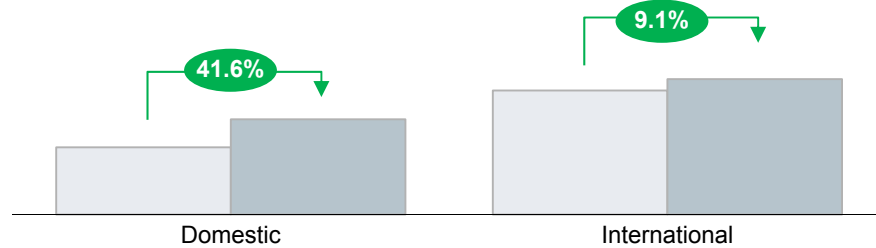


Increase in Available Seat-Kilometers (ASK) in Winter 2013 Schedule Compared to Winter 2012 Schedule

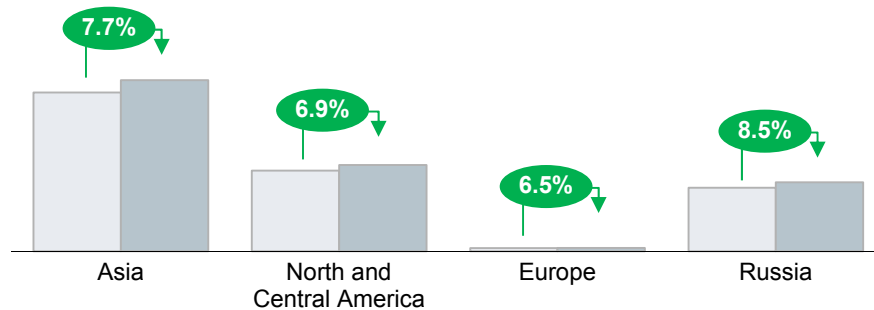
Long-Haul Destinations



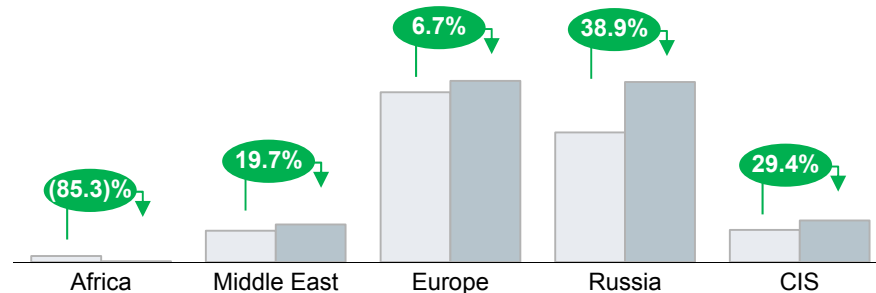
Mid-Haul Destinations



Long-Haul Destinations



Mid-Haul Destinations

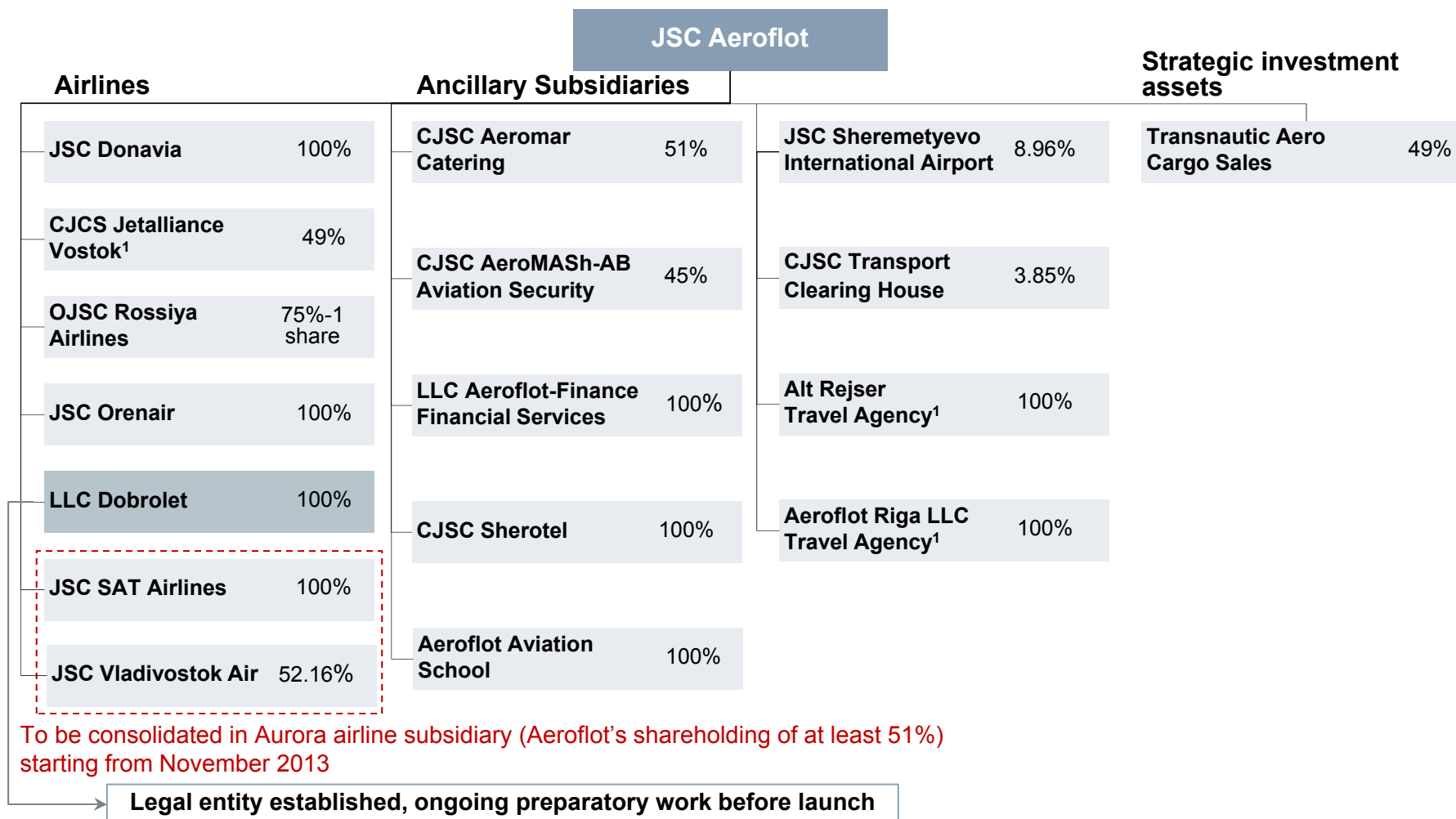


□ Winter 2012

■ Winter 2013

- In Winter 2013 schedule JSC Aeroflot will be operating its own flights to 122 destinations in 52 countries
- In addition to own flights, Company's subsidiaries under 100% commercial management of JSC Aeroflot operate flights to 81 destinations. Flights to additional 78 destinations are operated under code-share agreements with partner airlines
- Transit passenger traffic of the Company in Winter 2013 season will grow by 19.5% compared to Winter 2012 season and total 3.3m passengers which equals to 35% of total passenger traffic of the Company

Aeroflot Group Structure



¹ Subsidiaries in liquidation or of dormant status.

Key Financial Data for JSC Aeroflot



| \$m, Unless Otherwise Stated | Q3 2012 | Q3 2013 | Change | 9m 2012 | 9m 2013 | Change |
|-----------------------------------|---------|---------|--------|---------|---------|--------|
| Revenue ¹ | 1,754 | 2,162 | 23% | 4,392 | 5,302 | 21% |
| RPK ² (m pkm) | 15,152 | 17,588 | 16% | 37,771 | 45,362 | 20% |
| Yield ³ (\$ cents/pkm) | 9.7 | 10.3 | 6% | 9.6 | 9.6 | 1% |
| EBITDAR ⁴ | 445 | 762 | 72% | 922 | 1,258 | 36% |
| Margin (%) | 25% | 35% | 10p.p. | 21% | 24% | 3p.p. |
| EBITDA ⁵ | 348 | 664 | 91% | 649 | 974 | 50% |
| Margin (%) | 20% | 31% | 11p.p. | 15% | 18% | 4p.p. |
| Operating Income | 289 | 587 | 103% | 482 | 747 | 55% |
| Margin (%) | 16% | 27% | 11p.p. | 11% | 14% | 3p.p. |
| Net Income | 253 | 457 | 81% | 367 | 524 | 42% |
| Margin (%) | 14% | 21% | 7p.p. | 8% | 10% | 1p.p. |
| Net Debt ⁶ | | | | 1,072 | 1,254 | 17% |

Note: Financial data as per IFRS before intercompany eliminations.

¹ Revenue presented net of intercompany eliminations.

² RPK = revenue passenger kilometre.

³ Yield = PAX Traffic Revenue / RPK.

⁴ EBITDAR = EBITDA + operating lease expenses.

⁵ EBITDA = operating income + depreciation & amortisation + customs duties.

⁶ Net Debt = borrowings + finance lease liabilities + pension liabilities + custom duties – cash and short-term investments.

Key Operating Data for JSC Aeroflot and Aeroflot Group



| | Unit | JSC Aeroflot | | | Aeroflot Group | | |
|-------------------------------|-----------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | | 9m 2012 | 9m 2013 | Change | 9m 2012 | 9m 2013 | Change |
| Passenger Turnover | m pkm | 37,771 | 45,362 | 20% | 56,229 | 65,363 | 16% |
| International Routes | | 26,023 | 30,741 | 18% | 37,606 | 43,147 | 15% |
| Domestic Routes | | 11,748 | 14,621 | 24% | 18,624 | 22,216 | 19% |
| Passenger Capacity | m ASK | 48,134 | 56,944 | 18% | 71,341 | 82,608 | 16% |
| International Routes | | 33,704 | 39,185 | 16% | 47,296 | 54,368 | 15% |
| Domestic Routes | | 14,429 | 17,760 | 23% | 24,045 | 28,240 | 17% |
| Tonne-Kilometres | m tkm | 4,225 | 4,796 | 14% | 5,951 | 6,654 | 12% |
| International Routes | | 3,014 | 3,294 | 9% | 4,066 | 4,417 | 9% |
| Domestic Routes | | 1,210 | 1,502 | 24% | 1,886 | 2,237 | 19% |
| Passenger Traffic | '000 PAX | 13,292 | 15,732 | 18% | 20,938 | 24,007 | 15% |
| International Routes | | 8,069 | 9,331 | 16% | 12,181 | 13,449 | 10% |
| Domestic Routes | | 5,224 | 6,401 | 23% | 8,757 | 10,558 | 21% |
| Cargo and Mail Carried | tones | 141,822 | 132,215 | (7)% | 163,685 | 153,604 | (6)% |
| International Routes | | 109,137 | 91,688 | (16)% | 113,157 | 94,545 | (16)% |
| Domestic Routes | | 32,684 | 40,527 | 24% | 50,528 | 59,058 | 17% |
| Seat Load Factor | % | 78.5% | 79.7% | 1.2p.p. | 78.8% | 79.1% | 0.3p.p. |
| International Routes | | 77.2% | 78.5% | 1.2p.p. | 79.5% | 79.4% | (0.2)p.p. |
| Domestic Routes | | 81.4% | 82.3% | 0.9p.p. | 77.5% | 78.7% | 1.2p.p. |
| Flight Hours | hours | 343,304 | 379,526 | 11% | 541,205 | 587,222 | 9% |
| Yield | \$ cents / pkm | 9.6 | 9.6 | 1% | 9.0 | 9.2 | 3% |
| RASK | \$ cents | 7.5 | 7.7 | 2% | 7.1 | 7.3 | 3% |

Key Operating Data of Subsidiary Airlines



| | | Rossiya Airlines | Orenair | Vladivostok Air | SAT | Donavia | Total |
|------------------------------------|-----------|------------------|-----------|-----------------|-----------|-----------|-----------|
| Passenger Traffic ('000 PAX) | 9m 2013 | 3,589 | 2,547 | 930 | 204 | 1,004 | 8,275 |
| | 9m 2012 | 3,362 | 2,436 | 913 | 202 | 732 | 7,645 |
| | Change, % | 7% | 5% | 2% | 1% | 37% | 8% |
| Passenger Turnover (m pkm) | 9m 2013 | 7,241 | 8,873 | 2,190 | 190 | 1,506 | 20,001 |
| | 9m 2012 | 6,921 | 7,707 | 2,569 | 191 | 1,071 | 18,459 |
| | Change, % | 5% | 15% | (15%) | (1%) | 41% | 8% |
| Seat Load Factor, % | 9m 2013 | 78% | 83% | 70% | 61% | 68% | 78% |
| | 9m 2012 | 79% | 87% | 69% | 61% | 71% | 80% |
| | Change, % | (0.6)p.p. | (5.3)p.p. | 1.5p.p. | (0.3)p.p. | (3.6)p.p. | (2.0)p.p. |
| Flight Hours, hours | 9m 2013 | 85,480 | 65,104 | 28,685 | 6,283 | 22,144 | 207,696 |
| | 9m 2012 | 83,776 | 59,165 | 30,114 | 7,294 | 17,550 | 197,899 |
| | Change, % | 2% | 10% | (5%) | (14%) | 26% | 5% |
| Revenue ¹ , \$m | 9m 2013 | 816 | 546 | 406 | 72 | 280 | 2,120 |
| Net Profit/Loss ¹ , \$m | 9m 2013 | 52 | (3) | (12) | 0.2 | 20 | 57 |

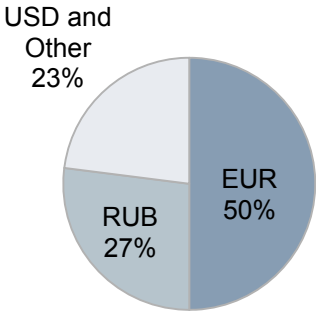
Aurora

¹ According to IFRS, excluding intercompany operations.

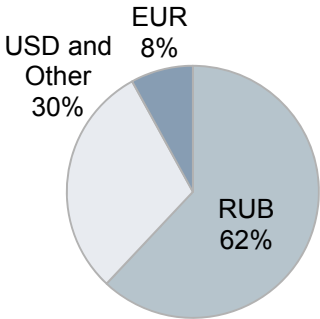
Currency Risk Management



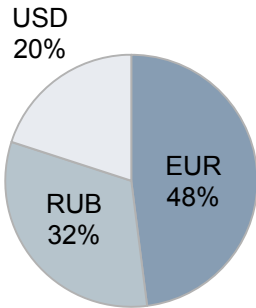
Revenue Structure, 2012



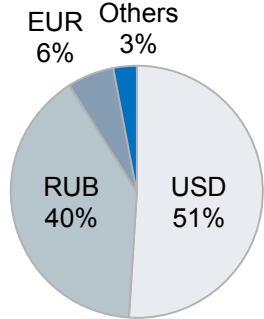
Cost Structure, 2012



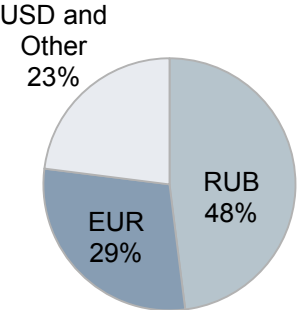
Revenue Structure, 2013F



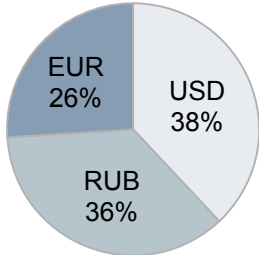
Cost Structure, 2013F



Hedged Revenue Structure, 2012



Hedged Revenue Structure, 2013F



Summary Financial Tables

Income Statement



| | 3 months 30-Sep-2012 | 3 months 30-Sep-2013 | 9 months 30-Sep-2012 | 9 months 30-Sep-2013 |
|---|-------------------------|-------------------------|-------------------------|-------------------------|
| Traffic Revenue | 2 148 | 2,594 | 5,311 | 6,259 |
| Other Revenue | 258 | 306 | 710 | 774 |
| Revenue | 2,406 | 2,900 | 6,021 | 7,033 |
| Operating Costs | (1,678) | (1,790) | (4,492) | (4,905) |
| Staff Costs | (330) | (315) | (899) | (1,004) |
| Depreciation and Amortisation | (70) | (86) | (197) | (249) |
| Other (Expenses)/Income, Net | (2) | (26) | (8) | (26) |
| Operating Costs | (2,079) | (2,217) | (5,596) | (6,183) |
| Operating Profit | 327 | 683 | 425 | 850 |
| Finance Income | 86 | 29 | 79 | 74 |
| Finance Costs | (36) | (37) | (94) | (231) |
| Share of Results of Equity Accounted Investments | 1 | 1 | 2 | 1 |
| Profit Before Income Tax | 378 | 676 | 412 | 694 |
| Income Tax | (89) | (132) | (115) | (148) |
| Profit for the Period | 289 | 544 | 296 | 545 |

Attributable to:

| | | | | |
|-----------------------------|-----|-----|------|-----|
| Shareholders of the Company | 284 | 522 | 319 | 527 |
| Non-controlling Interest | 5 | 21 | (23) | 18 |

Summary Financial Tables

Balance Sheet



| | 31-Dec-2012 | 30-Sep-2013 |
|--|--------------|--------------|
| Assets | | |
| Current Assets | | |
| Cash and Cash Equivalents | 496 | 759 |
| Short-term Investments | 5 | 8 |
| Accounts Receivable and Prepayments | 1,553 | 1,900 |
| Aircraft Lease Deposits | 8 | 14 |
| Income Tax Receivables | 69 | 3 |
| Expendable Spare Parts and Inventories | 141 | 142 |
| Assets Held for Sale | 60 | - |
| | 2,333 | 2,826 |
| Non-current Assets | | |
| Equity Accounted Investments | 3 | 4 |
| Long-term Investments | 200 | 189 |
| Aircraft Lease Deposits | 35 | 30 |
| Deferred Tax Assets | 96 | 87 |
| Other Non-current Assets | 270 | 218 |
| Prepayments for Aircraft | 446 | 271 |
| Property, Plant and Equipment | 2,436 | 2,746 |
| Intangible Assets | 109 | 95 |
| Derivative Financial Instruments | 93 | 85 |
| Goodwill | 226 | 206 |
| | 3,913 | 3,929 |
| Total Assets | 6,246 | 6,755 |

Summary Financial Tables

Balance Sheet (continued)



| | 31-Dec-2012 | 30-Sep-2013 |
|--|--------------|--------------|
| Liabilities and Equity | | |
| Current Liabilities | | |
| Accounts Payable and Accrued Liabilities | 989 | 1,190 |
| Unearned Transportation Revenue | 503 | 444 |
| Deferred Revenue Related to Frequent Flyer Programme | 12 | 12 |
| Provisions | 4 | 40 |
| Short-term Borrowings | 466 | 121 |
| Finance Lease Liabilities | 246 | 268 |
| Liabilities Associated with Assets Classified as Held for Sale | 26 | - |
| | 2,246 | 2,075 |
| Non-current Liabilities | | |
| Long-term Borrowings | 240 | 280 |
| Finance Lease Liabilities | 1,635 | 1,996 |
| Provisions | 3 | 3 |
| Deferred Tax Liabilities | 74 | 29 |
| Deferred Revenue Related to Frequent Flyer Programme | 45 | 47 |
| Derivative Financial Instruments | 145 | 147 |
| Other Non-current Liabilities | 231 | 186 |
| | 2,374 | 2,689 |
| Equity | | |
| Share Capital | 52 | 52 |
| Treasury Stock | (130) | (112) |
| Accumulated Gain on Disposal of Treasury Shares | 49 | 50 |
| Investment Revaluation Reserve | (0.4) | (0.4) |
| Cumulative Translation Reserve | (168) | (290) |
| Hedge Reserve | 17 | (8) |
| Share Based Payment's Reserve | 7 | 2 |
| Retained Earnings | 1,948 | 2,434 |
| Equity Attributable to Shareholders of the Company | 1,775 | 2,128 |
| Non-controlling Interest | (149) | (137) |
| Total Equity | 1,626 | 1,991 |
| Total Liabilities and Equity | 6,246 | 6,755 |

Summary Financial Tables

Condensed Cash Flow Statement



| | Nine-Month Period Ended 30-Sep-2012 | Nine-Month Period Ended 30-Sep-2013 |
|--|--|--|
| Operating Profit Before Working Capital Changes | 629 | 1,113 |
| Net Cash Flows from Operating Activities | 631 | 902 |
| Net Cash Flows Used in Investing Activities | (5) | (4) |
| Net Cash Flows Used in Financing Activities | (439) | (597) |
| Net Increase/(Decrease) in Cash and Cash Equivalents | 204 | 263 |
| Cash and Cash Equivalents at the End of the Period | 597 | 759 |