







## AEROFLOT GROUP KEY HIGHLIGHTS

-  **#1 airline group in one of the world's largest markets** with leading positions on both domestic and international routes
-  **Global network** with 153 unique destinations (300+ routes) in 51 countries serviced by one of **the youngest fleet globally** (average age of ~6 for the Group, ~4 for Aeroflot airline)
-  **Multi-brand offering** to appeal to a broad customer spectrum across geographies (from premium to LCC)
-  **Superior product and customer experience** (Aeroflot awarded Four Star Airline status by Skytrax)
-  **Efficient operating model** underpinned by effective cost management
-  Favorable geographic positioning, with Moscow as **ideal hub for transit passengers on Europe-Asia routes**

## SECURITIES

Moscow Exchange ticker: **AFLT**

Trading: **T+2**

GDR ticker (OTC on Frankfurt Stock Exchange): **AETG**

GDRs ISIN: **US0077712075, US0077711085**

ADRs Level 1 ticker: **AERZY**

ADRs ISIN: **US00777K1060**

Shares outstanding: **1,111 mn**

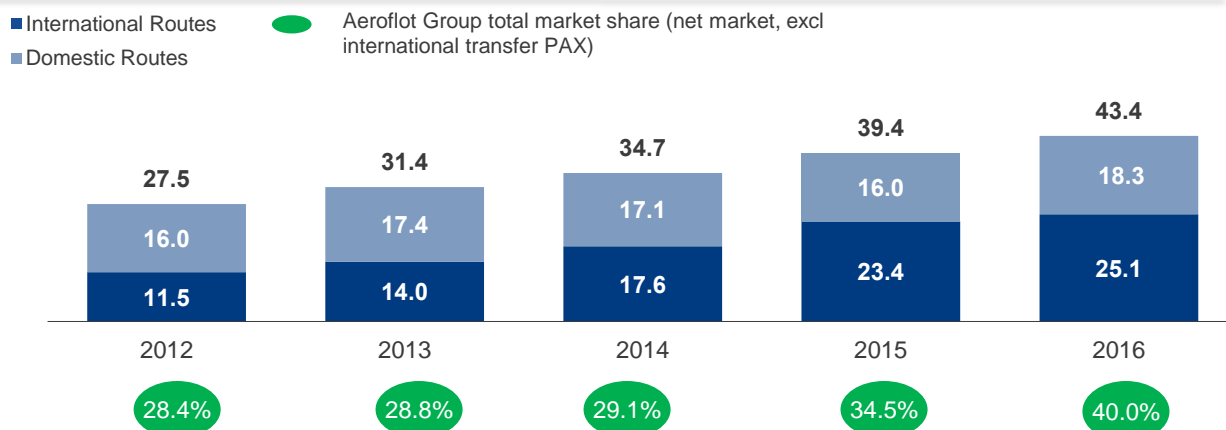
Market cap: **RUB 154.4 bn**

Closing share price: **RUB 139.0**

(As 26 December 2017)

## MARKET LEADER WITH AMPLE EXPANSION OPPORTUNITIES

Group passenger traffic (mn PAX)

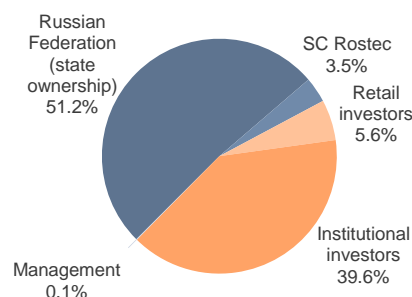


Source: TCH, Company estimates; overall market share based on passenger traffic of both domestic and foreign carriers (but excluding international transfer PAX)

## AEROFLOT GROUP KEY OPERATIONAL INDICATORS

	FY 2015	FY 2016	Change	11M 2016	11M 2017	Change
Passengers carried (mn)	39.4	43.4	10.3%	40.0	46.4	15.9%
RPKs (bn)	97.6	112.1	14.8%	103.1	120.4	16.8%
ASKs (bn)	124.7	137.7	10.4%	126.0	144.7	14.8%
Passenger load factor	78.3%	81.4%	3.1 p.p.	81.8%	83.2%	1.4 p.p.
Cargo + mail carried (th t)	156.3	205.8	31.6%	181.1	246.2	35.9%

## OWNERSHIP STRUCTURE



**Free-float – 45.2%**

## CONSOLIDATED FINANCIAL HIGHLIGHTS

## STRATEGY 2025

(RUB mn)	2015	2016	9M 2016	9M 2017
Revenue <i>Growth</i>	415,173 30%	495,880 19%	381,306 23%	404,773 6%
EBITDAR <i>Margin</i>	103,118 25%	137,567 28%	120,330 32%	101,016 25%
EBITDA <sup>1</sup> <i>Margin</i>	58,703 14%	78,004 16%	77,160 20%	53,306 13%
Net profit <i>Margin</i>	(6,494) n/a	38,826 8%	43,798 12%	27,149 7%

(1) EBITDA = operating income + depreciation & amortization + customs duties

-  **Top-five European airline** by revenue and passenger traffic
-  **Top-20 global airline** by revenue and passenger traffic
-  **Total annual passenger traffic** of more than 70m passengers, incl. 30m on the Russian market
-  **Increased share of transit** passengers through Aeroflot's major hub in Moscow
-  **Increased market share** and growth based on implementation of multi-brand strategy
-  **Delivering sustainable returns** to shareholders

## AEROFLOT GROUP FLEET COMPOSITION (9M 2017)

## RECENT EVENTS

	Type	Aeroflot	Subs	Total	Owned	Finance lease	Operating lease
Wide-body	Airbus A330	22	-	22	-	8	14
	Boeing 777	16	6	22	-	10	12
	Boeing 747	-	9	9	-	-	9
	<b>Total</b>	<b>38</b>	<b>15</b>	<b>53</b>	<b>-</b>	<b>18</b>	<b>35</b>
Narrow-body	Airbus A319	-	36	36	-	9	27
	Airbus A320	72	5	77	-	-	77
	Airbus A321	37	-	37	-	13	24
	Boeing 737	31	28	59	-	-	59
	<b>Total</b>	<b>140</b>	<b>69</b>	<b>209</b>	<b>-</b>	<b>22</b>	<b>187</b>
Narrow-body	DHC-8	-	11	11	6	-	5
	DHC-6	-	3	3	-	-	3
	SSJ100	32	-	32	-	-	32
	<b>Total</b>	<b>32</b>	<b>14</b>	<b>46</b>	<b>6</b>	<b>-</b>	<b>40</b>
	<b>Total fleet<sup>1</sup></b>	<b>210</b>	<b>98</b>	<b>308</b>	<b>6</b>	<b>40</b>	<b>262</b>

(1) Excluding 1 An-24 and 6 An-148 that were not operated by the airlines of the Group

As of 30 November 2017 aircraft fleet has increased to:

- 321 aircraft for the Aeroflot Group
- 220 for Aeroflot airline

-  **December 2017:** Aeroflot hosted Capital Markets Day
-  **November 2017:** Aeroflot wins MoEx Annual reports competition
-  **October 2017:** Aeroflot announces Winter Schedule
-  **September 2017:** Aeroflot announces successful sale of quasi-treasury shares
-  **July 2017:** Aeroflot futures contract trading launched by Moscow Exchange
-  **June 2017:** Aeroflot named Best Airline in Eastern Europe for sixth time at Skytrax World Airline Awards
-  **May 2017:** Aeroflot Passes IOSA Audit With Flying Colours

## AIRLINES OF AEROFLOT GROUP



- Flagship carrier
- Premium product
- High income and middle class
- Hub and spoke model



- Low cost product
- Short and mid-haul flights
- Mostly domestic segment, selected international routes
- Point-to-point carriage



- Mid-price product
- Focus on domestic P-P flights
- Selected international routes
- Operates sizable charter program



- Regional product for Far East
- International and domestic routes
- Regional flights to remote cities in the Far East

All statements in this presentation, other than historical facts, that address company's business are forward looking statements.

Although Aeroflot believes that expectations expressed in such forward looking statements are based on reasonable assumptions, such statements should not in any way be construed as guarantees of future performance. Factors that could cause developments to differ materially from those expressed include overall market conditions. The company is subject to specific risks inherent in the airline business and general economic and business conditions. Any statement or number in this presentation may be changed, depending on market conditions and other relevant developments.