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Andrey Napolnov: Good morning and good afternoon, ladies and gentlemen, this is Andrey Napolnov, Head of Investor Relations at Aeroflot. Thank you for joining us on the call, where we'll discuss Aeroflot Group's 9 Months 2015 Financial Results. Today we have two speakers, Aeroflot Deputy CEO for Finance, Network and Revenue Management, Shamil Kurmashov, and Deputy CEO for Strategy and Alliances, Giorgio Callegari. I'd like to remind you that the press release, IFRS statements, as well as the presentation for the call, are available on our website in our Investor Relations section.

Before we start, I would like to draw your attention to the fact that some information on the call may contain forward-looking statements regarding future events or performance, and actual results may differ materially from those expected or implied in the statements made during this conference call, due to known and unknown risks and uncertainties. For more information, please refer to the disclaimer statement on the second slide of the presentation.

And now I'd like to pass the floor to Giorgio Callegari, who will take you through the company's key operational achievements. Giorgio?

Giorgio Callegari: Thanks a lot, good morning and good afternoon to everybody, and thanks for joining the call. Let me go straight to the point in summarising what we believe are the main highlights of our

performance for the past 9 months. In particular, Aeroflot Group carried 3.5 million more passengers compared to the 9 months of 2014, and that means 13.3% more passengers carried, and that is equivalent to a load factor of 79.3%. The market share expansion resulting from such an increase in passengers is 5 percentage points; that means going from 30.2% in the 9 months of 2014 to 35.2% in the 9 months of 2015. Both the increase in passengers and the increase in market share have been achieved by also significantly improving financial performance. Total revenues are up 30.8%, yield is up 26.5%, and that obviously outstrips the CASK, the cost per unit of capacity, that increased 13.6%. This generated a solid operating performance, as well a significant improvement in cash-flow. EBITDAR margin was 25.6%, EBITDA margin was 15.5%. In the period we also successfully managed the operations of Transaero; that is reflected in the last month of the third quarter, so the September month, and we'll spend more time talking about this during the call.

What is the backdrop of our performance, in terms of what happened on the market? Well, it still shows significant resilience in the face of the depreciation of the rouble, that year-on-year is about 6%, over 3.3% declining real disposable core income, and 9% decline in real wages. The market was almost stable, a decrease of only 2.6% in 9 months. That average decrease, obviously, is not equally distributed among different segments, because we have a domestic traffic increase of 16.2% and an international traffic decrease of 15.3%, as a result of rouble depreciation, and a declining consumer confidence in terms of travel abroad. Obviously that has affected our competitor's performance and approach to the market, with most of the decrease in international traffic leading to a decrease in foreign carriers' capacity. All in all, the summary is that Aeroflot Group has been able to continue its focused growth strategy, delivering increased numbers, operating numbers, increased market share, and improved financial performance.

If we focus on the market. Once again, you've seen this slide several times so I will focus only on the significant new pieces of information, in particular, the third quarter of 2015 compared to the third quarter of 2014. As you see, the total market has decreased 0.8%, and on 9 months that means -2.6%. Aeroflot Group traffic increased by 12.3% in the third quarter, slightly less than what it increased by in the full 9 months, where the number was 13.3%. Again, a mixed performance, with international traffic decreasing or growing less, while domestic traffic performed very well. If I may, this shows again, as we've said several times, the ability of Aeroflot group to continue to grow, while showing a flexible

approach to market opportunities. If growth is mostly domestic, we are able to adapt our network and our market strategy to take advantage of those opportunities.

This is reflected, if we move further down in the presentation, in the way that our market share has increased. It might surprise some, but in the 9 months of 2015, a number of other carriers – of other Russian carriers – have increased passenger traffic, so the fact that Aeroflot has been able to get 3.5 million passengers is even more relevant as the following top 4 carriers (now Transaero obviously have stopped operations) but the 4 top carriers in the first 9 months of 2015, increased passenger traffic with the exception of UTair, which started the restructuring process earlier on. The most significant decrease in capacity and carried traffic was seen by foreign carriers, and the smaller, domestic Russian operators, as a result of a continuation of consolidating trend in the market.

If we look at capacity being deployed on the market, in the following slide, you will see a list of carriers that have reduced their capacity or stopped operations entirely. It's important to notice that the foreign carriers that are either reducing service to the market or stopping their service altogether, are both low-cost carriers, EasyJet, for instance, as well as Germanwings, but also full-service carriers like Cathay Pacific or Etihad. That means that the market is proving to be a difficult market for all types of operators, and that's why we believe that a focused strategy of developing opportunities is even more important, and that's why we believe we've been able, by adopting this strategy, to deliver positive results.

If we look in more detail at the way we approached the market, through the multi-brand strategy, we notice that obviously Aeroflot, the premium segment, the premium carrier serving the premium segment, continues to carry the largest part of our traffic, with close to 20 million passengers carried in the first 9 months. That equates to 65.4% of the group's total passengers. So, a very large share of our traffic is carried by the premium carrier. On the other end, the regional carriers, Rossiya, Orenair and Donavia, carried in total 7.4 million passengers, and there are a number of negative signs as a result of changing demographic and changing customer behaviour. We'll speak more about that in the next slide. Aurora continues to be an effective carrier focused on the Far East. We're progressing with fleet restructuring, and the carrier has increased the number of passengers carried in comparison with last year, amounting to 2.8% of total traffic. So, a small amount, but a successful experiment to serve an important region of the country. Also very important are the results of our low-cost company, Pobeda,

with 2.2 million passengers carried, equal to 7.2% of the group's total. No comparison is available because as you probably remember, Pobeda was launched in December at the end of 2014, and therefore there is no meaningful comparison to last year's results.

Rossiya. So, as a result of the significant changes in market dynamics, we have decided to combine the three regional companies into one single regional company, under the name Rossiya. This will enable the group to generate additional synergies, and focus services to the most important regional areas. The fleet, as you see, has been further simplified, and it is this company that will be operating the fleet that we'll receive from, let me say, the results of the whole Transaero operation. The fleet tentatively agreed on at this stage is 5 Boeing 777s, 5 Boeing 767s and 14 Boeing 747s. Other aircraft, in particular Boeing 737-800, and Airbus 321s, again originating from the Transaero transaction, to be operated by Aeroflot. The new Rossiya will focus on three main areas of activity, or three main markets: the first, obviously St Petersburg, the historic market of Rossiya; the second will be Vnukovo, Moscow's third airport, and the third area will be Southern Russia. It will carry about 25% of total passenger traffic, and it's expected to have a load factor in line with that of Aeroflot, i.e. about 76%. It's a remarkable achievement, because again, the Group has proved to be able to tackle impressive challenges, and to identify a way forward, and put in place that way forward in a very, very short period of time.

Talking about challenges and opportunities, let's move to Pobeda, where we can talk about a significant success. The company has carried, as I said, 2.2 million passengers, it has performed with a load factor over the 9 months of 82%, so in line with the best low-cost carriers in Europe, and even more important, has operated in a way that does not negatively affect the other operators in the group. We're showing the example of Moscow-Sochi route, where Aeroflot has had a load factor of close to 81%. Rossiya, operating obviously from a combination of Moscow and St Petersburg operated with an 84% load factor and Pobeda with an 82.5% load factor. So, distributing capacity among the group enables the group to serve all the various market segments in an efficient way.

What are the changes that we have seen in the last few months? And how are we, let me say, coping with those changes? As a result of the Transaero demise, we as a group have received rights to 56 of the 141 routes operated by Transaero. This enables us to serve new markets, in particular Kazakhstan, and to increase frequencies to markets that are important for us. This is both in Europe, so to Rome or Milan

or Frankfurt, Paris, London to long-haul markets like Beijing and New York or Miami, not to mention some additional domestic routes. In order to serve these markets, obviously we will need additional fleet, hence the transaction that we have negotiated and are still negotiating with the source to introduce or bring into the fleet up to 34 aircraft, and as I said, we tentatively believe that in order to operate this fleet, we will bring into the group a total of around six thousand former Transaero employees. Out of those, 2,800 will be flight attendants, 700 pilots or cockpit crew, 1,000 engineers, 1,200 ground handling personnel, and around 300 people in administrative and back-office jobs. Once again, in the space of about a couple of months, we've been successfully able to carry all the passengers that Transaero had ticketed, we've been able to smoothly substitute Transaero on routes where there were no other operators, like Kazakhstan for instance, and we've been able to successfully start hiring Transaero employees. Still, even if market opportunities as a result of the demise of the second-largest carrier could be, how can I say, more ambitious, we remain determined to follow a focused strategy of serving only points that we believe are profitable, and balancing the capacity between the different market segments. That results in a transit market, transit share of our traffic that has increased; it has been now, for the first 9 months of 2015, almost 45%, again increasing because that enables us to benefit from revenue in foreign currencies, but increasing because of the quality of our network, and not because of, shall we say aggressive pricing policies.

In terms of operating data, I think that you have all seen the numbers, so let me just highlight what I believe are the key results. Aeroflot grew 10.3% in terms of passengers, increased the load factor by 0.7 percentage points, and flight hours increased by 7.5%, so more passengers, more efficient use of our capacity in difficult market environment. As a result of Aeroflot's good performance, and our low-cost subsidiary in particular, the Group has increased the number of passengers by 13.3% and increased the load factor by 0.1 percentage points, in light of an 8% increase in flight hours.

If I can then draw your attention to the distribution of revenue, you'll notice that Russia is now 42.8% of our total revenue; Europe has decreased, as we said, as a result of a decrease in international traffic, but is still now 25%. The third-largest market is Asia with more than 15%, and then CIS with 5.7%. Obviously we expect CIS, as a result of new flights to Kazakhstan, to improve significantly. In terms of yields, I would like to point out that all the indicators are showing a positive trend; total yield per passenger has increased 26.5%, and RASK has increased 27.2%, so we have been able to increase the value of the

passengers that we carried, and the load factor, which has resulted, as I said, in a RASK which is higher than the yield. That is true for the third quarter that is true for the 9 months, so impressive performance both in operational terms and in financial terms. I would like, then, to hand the floor to Shamil Kurmashov; thank you for your attention.

Shamil Kurmashov: Thank you, Giorgio. Let's begin with the structure of our fleet; on this slide we have an overview of the fleet of Aeroflot itself, equating to 163 aircraft, we still possess one of the youngest fleets in the world. The average fleet age is 4.5 years, in second place. The Group's total aircraft amount to 260, with an average age of below 7 years.

So, the next slide, fleet structure. The majority of the Group's fleet is under operating lease contracts, whose structure remains unchanged over the period of several years. There's nothing special about the structure of the fleet, and so I can move to the following slide.

In the first 9 months 2015, the group has been intelligently expanding its capacity with only 19 aircraft joining the fleet, and 15 aircraft being phased out, resulting in a net increase of 4 aircraft, so the net increase is negligible. So, with our previous results, we have discussed in detail the progress of restructuring aircraft delivery on marketing initiatives. We have been able to reschedule some deliveries, on a Boeing 777, and agreed to an early phase-out for a number of our aircraft. We also revised our forecast for the current year, in terms of the passenger growth, and the market growth. And in terms of the marketing of existing aircraft, we understood that the new routes, designations and frequencies which were received from Transaero, require additional capacity, and in order to provide services to more passengers, in addition to our order book, we're planning to take up to 34 aircraft from Transaero's fleet. 24 of 34 aircraft used by Transaero, will join Rossiya airline's fleet, as it's our policy at Aeroflot not to take older aircraft and the ten remaining aircraft, will be new deliveries, so totally new Boeing 738, which are going to come to our fleet during the period of 2015 – 2017. They're purely new machines.

Financial performance. Already we have seen growth of 30.8%, and then 38% in the first 9 months and third quarter of 2015, respectively, as a result of expanding passenger traffic, active revenue management and currency impact. We've been able to capitalise on the high season demand in the

third quarter,, and generate strong operating margins. In 9 months, EBITDAR and EBITDA margins have increased to 25.6 and 15.5% respectively, on the back of strong performance in the third quarter. We'll discuss the reasons why in more depth later. Bottom line, despite a number of one-off effects, we have seen strong improvement, both in 9 months as well as in the third quarter. So we have very strong and solid financial performance of key fundamentals.

In terms of revenue structure analysis, the growing traffic volume contributed 13.3% to the increase. Active revenue management in the third quarter resulted in positive pricing effects, you can clearly extract the information from this diagram, in the amount of RUB 3.7 billion, in comparison with 15 billion negative pricing influence in 9 months for the previous year. First of all, we enjoyed a yield increase of 26.5%, out of which 41% was international destinations and 12% for domestic destinations. So we not only grew at a significant pace but we also didn't dilute our yields, and there's a certain consolidation of our yield levels. Currency effect has also affected us as a significant proportion of our revenue is from international sales. Euro sales account for more than 65% of our sales, also including code-sharing and other agreements with other airlines denominated in foreign currencies. So all these three factors, being denominated in foreign currencies contributed positively to our result.

Cost analysis. Almost all costs items were negatively impacted by foreign currency exchange rate fluctuations. If we make certain adjustments, operating expenses declined by 2.8%, versus actual growth of 22.3%, so the currency exchange is very, very significant. Increases in key operating costs were mostly driven by changes in operating leases, maintenance and aircraft, traffic and passengers servicing expenses, and you can judge line by line within this panel, which item was at what level. We also extracted and tried to clear out the one-off effects, foreign currency first of all. If we deduct foreign currency impact and contribution, we see considerably lower levels of operating cost growth.

Group unit costs. On the per unit basis of cost per ASK, CASK, increased by 13.6%, from 2.55 roubles to 2.9 roubles. There's a big increase in the operating lease, aircraft, traffic and passenger servicing. This represents almost 90% of the CASK increase. Cost per ASK net of foreign exchange and non-recurring expenses is 2.31, in roubles, 20% below the reported CASK for 9 months 2015. Key drivers of group unit costs are the same as I have just mentioned for total operating costs.

Cost management and productivity gains. It is customary for us to show certain unit costs, I mean fuel consumption per ASK, per ton kilometres, PAX traffic per airline head count, and PAX traffic revenue per airline headcount. First of all, enhanced fuel efficiency and lowered fuel consumption ratios, as a result of replacement of older aircraft with new, fuel-efficient fleet, fuel consumption per ASK decreased by almost 2%, during the 9 months 2015 year-on-year, thanks to continuous fleet optimisation process. This is quite a significant decline in average fuel price; fuel price in roubles has stayed flat. As there is a lot of growth and head-count optimisation at the group level, we substantially increased labour productivity ratios, as you can clearly see on the lower two charts.

EBITDA evolution. Here we started to restructure and to show the currency effects, the positive currency effects ones as well as foreign exchange drag in one place. There is a positive contribution of RUB 51.5 billion, and a negative effect on our cost side of an amount of RUB 51.7 billion. They are very close to each other and therefore they compensate each other, therefore the currency effect is not so considerable as it has been before. But, net volume and price account for more than RUB 21 billion, whereas 17.5, that's the growth of business, and it should have been followed by the respective growth in our cost side. On the contrary we see that one positive effect in fuel and in fuel pricing offsets the negative effect of growth on our cost base, thus we have the positive influence of revenue set from the growth of our business and almost an also positive effect on our cost side, which is not customary, judging by previous metrics. Foreign exchange gains from rouble devaluation almost fully matched foreign exchange losses, as I already mentioned, and adjusted EBITDA net of one-offs amounts to RUB 51... 52 billion, so growth has almost doubled.

On the operating income level, we have here the operating income evolution brief. Key factors that determine the change in operating income in 9 months 2015, in comparison with the respective period of the previous year, are the same, as we have mentioned for EBITDA.

Adjusted operating and net income analysis, operating income on the upper chart, and we have positive, very strong results, and only for the third quarter, RUB 30.9 billion. The overall accumulated effect is 36.8 billion on our revenue side. Due to the nature of our business there are always one-off items that affect P&L. Key one-off items that affected the bottom line are: provisions related to the return of aircraft, RUB 3.7 billion; provisions related to early phase-out of aircraft of Rossiya and Orenburg

airlines, the 767, 319, 320; the increase of provision by approximately RUB 2 billion as the result of the currency effect and additional plans for aircraft phase-out in Rossiya airlines. Fixed-asset write-off by Vladavia, that's an old story, RUB 0.6 billion. Derivatives have contributed a negative effect of RUB 19.2 billion; we have already disclosed the structure of this effect and where it sits in our financials. Provisions for Transaero debt amounts to RUB 5 billion. We provided a loan to Transaero according to a decision of the Board when we took over operational management of this company. We allocated a loan of RUB 5 billion. We also incorporated this into our reserves, therefore it's already reflected in the P&L. As soon as this loan is paid back, we are going to correct the reserve.

Reported net income in 9 months 2015 amounted to approximately RUB 2 billion. For the third quarter of 2015 the net income is RUB 5.4 billion. If you take into account all the reserves we made during 9M 2015 period, you can see that it would have been at the level of RUB 27.8 billion for 9 months of 2015. In order to make you understand the economics and the positive effect which is inherent to our operations for this period of the year.

Capital structure and liquidity, slide 36. Total debt as of 30 September 2015 increased by 12.5% on the back of an increase in borrowings of 67%. This is related to a finance hedge instrument, these are dedicated credit lines in order to pay our debt to the banks, and they are allocated by the same banks, they represent a bridge, which is used for hedging our instruments, and finance lease liabilities by the growth of 3.8%, mainly due to the re-evaluation in the environment of depreciation. We believe that our business is well-capitalised, and there are no near-term funding needs as our portfolio is balanced in terms of maturities. We can affirm receipt from, for example, finance lease repayment, and we also look at the breakdown by currency, so financially it is in dollars and the remainder, the credit lines, the money lines, 50/50 in dollars and roubles. In addition we have a strong liquidity position; we have RUB 57 billion in cash on our balance sheets, short-term investments and undrawn credit lines. But if we shift to slide 37 where we look at the trading free cash-flow, there's certain significant items which should be explained, for example, adjustments before working capital changes, RUB 33.5 billion, marked by the red colour, that means that it's mostly related to hedge instruments, because RUB 26 billion were reflected in our P&L is reflected on our cost side, but it's non-cash items, it's only the provisions, which are going to be corrected as well, as soon as the cash is going to be paid and our obligations under the derivatives contracts are going to be met. Working capital decreased in the amount of 2.6 billion, this

reflects the seasonal effect of normalised revenue after the very end of high season. Negative effect inside this figure: RUB 9 billion comes from the increase in accounts receivable from Russian and international airlines, but it's like a temporal figure, and there is nothing dangerous about that.

Usually we stop at this slide, and maybe it would be reasonable and more productive if we can move to discussion and Q&A, so thank you.

Operator: If you wish to ask a question at this time please press *1 on your telephone keypad. Please ensure that the mute function on your telephone is switched off to allow your signal to reach our equipment. Again, as a reminder, please press *1 to ask a question. We have a question from Denis Vorchik from Uralsib Capital; your line is open, sir, please go ahead.

Denis Vorchik: Ah, hello, Denis Vorchik from Uralsib, thank you for the opportunity to ask questions. So my first question is regarding derivatives. You have recorded about RUB 16 billion loss for 9 months 2015 on derivatives, and you have current liabilities on derivative instruments at about RUB 20 billion, so what percentage of these liabilities are due in the fourth quarter of this year?

Shamil Kurmashov: So, thank you for the question. Almost all this amount, beyond RUB 4 billion, is due in 2015, and the 4 billion liabilities are due in the first quarter 2016. It's related to a cross-currency swap on our loan of RUB 5 billion, which is currently outstanding.

Denis Vorchik: Okay, thank you, do you plan to continue using derivatives, field derivatives as a hedge, do you plan to continue with this practice, going forward?

Shamil Kurmashov: Yes, the board of directors approved the budget for 2016, and for the premiums of potential options, they are going to go into classical options structures, in order to hedge our cost exposure, I mean fuel exposure and also our currency exposure. So we are going to use hedging instruments intensively in the future, but using a totally different structure, not zero-cost options, but classical option structures. So, the answer is yes.

Denis Vorchik: Okay, thank you. And my last question, please. Could you estimate, could you indicate how many passengers of Transaero you carried in September, and what's your estimate for how many passengers of Transaero you plan to carry in the fourth quarter? And if it's possible, please give us some indication of costs from Transaero passengers in third quarter, and the costs you are planning to carry in the fourth quarter.

Shamil Kurmashov: Ah, during two months under our operational management, from the 4th of September to the 26th of October, we carried approximately 1.9 million Transaero passengers. The budget allocated supporting these operations were approved by the Board of Directors to the amount of RUB 17 billion, and we don't think that we will exceed this amount. It's going to be reflected in reserves by the end of the year, and it's very difficult to expect how many passengers we're going to carry later on, because the base of this company has been already distributed between market players, because some passengers went to our competitors, some of the passengers went to us, so I can calculate only those destinations which are being allocated to us, according to international rules which were given from Transaero to Aeroflot. This input would be +5%, that's 5% in the forthcoming year, and the remaining destinations on the already-existing market, so it's very difficult to assess, because we have already been present on those route and only seen organic growth, for example, in the south of Russia, and what is the effect of Transaero, it is impossible to assess. So therefore on the designated rights, in 2016, we're going to carry maybe 1.8 million passengers. That is the only one figure that is clear to us. So that's it.

Denis Vorchik: Okay, thank you for answering my questions.

Operator: As a reminder, to ask a question, please press *1 on your telephone keypad. We'll pause for a moment to allow everyone to signal. As a reminder, to ask a question, please press *1 on your telephone keypad. We now have a question from Georgy Ivanin; your line is open, please go ahead.

Georgy Ivanin: Yeah, good afternoon guys, congratulations on the good results. I have a follow-up question on your hedging plans. You say that the board of directors have approved some strategy for the next year. Could you give some colour, what percentage of your fuel consumption for the next year

are you planning to hedge, and what might it cost, given your change in approach to this hedging from zero-cost to plain structures?

Shamil Kurmashov: The key elements of our hedging policy have not been changed by the Board; 70% of our fuel consumption is going to be hedged. We revised our currency exposure. We hedged against dollar and against euro, because euro is the currency in which our revenues are denominated. But we understood that we can use more effectively, more extensively, the so-called natural hedging instruments; not hedging euro, but implementing tariff regulation –when there is a weakening of the euro we will make the increase in our tariffs denominated in euro. This is one method which was recommended by our consultants, and I think that we are going to check its efficiency in 2016. But in terms of the instruments, for the Board, the more dispersed instrument is something which costs money, one-off cash-out, in the form of the premium for options. It's more straight-forward for them, because it's like insurance which is being bought by the company, and not something which could play against the company, like was the case in this year. Therefore the modification of our instruments panel for hedging relates only to the instruments, and they don't want to play the game, they want to buy the insurance and be calm and quiet for the remaining year. That's the key element which was changed. So that's it.

Georgy Ivanin: Okay, thank you. And one more question from my side if I may, regarding potential impact from the ban of flights to Egypt, potential, actually related currently to limitations on sale of travel to Turkey and the ban of flights to Ukraine. Given all those three destinations, what potential negative impact in terms of passenger traffic do you expect in the next two months, I mean November December, and when do you, I would say feel, these bans can be lifted?

Shamil Kurmashov: Thank you for your question, I think I'd better pass the floor on this question to Giorgio Callegari, who is on line, yes? Giorgio, please.

Giorgio Callegari: Absolutely, yes. Thanks for the question. A couple of general comments, if I may. The first one is that if you remember, Ukraine was worth about 2% of our total traffic, and we've been able to reallocate the capacity, notwithstanding, as we mentioned before the crisis in the market, the lack of confidence to international destinations and so on, so successfully that we've increased yield,

we've increased RASK, we've increased load factor, we've increased market share. So I think that most important is that we have been able, so far, to cope with unforeseen challenges. And by the way, let me note that in aviation, unforeseen is the order of the day, is the business that happens every day. With specific regards to Turkey at this stage, scheduled flights are not affected, and as far as Aeroflot is concerned, our market to Turkey is again more or less of the size, I mean our exposure to Turkey is more or less of the size of Ukraine, so around 2.5%. So we are monitoring the situation very closely, and if, say, something changes, we will adapt to the changed situation. We have other opportunities, for instance, I mean the traffic rights that we said we have received from the Transaero portfolio, also carry additional frequencies that we could use as way of redeploying the capacity that is currently being flown to Turkey. And by the way, Aeroflot, as a scheduled carrier, flies only to Istanbul, so again, it's an important market, but not one where structural changes will significantly affect the performance of the group. Thank you.

Georgy Ivanin: And just a follow-up question on Turkey; what's the breakdown between Aeroflot's, regular flights and charter flights? I mean, this 2.5% you mention?

Giorgio Callegari: 2.5% is the scheduled flights. The charter flights is very difficult to say in the sense that the charter market has been going through significant changes. We had, as you remember, moved basically all of the capacity of Orenair to purely scheduled traffic when Orenair deployed its aircraft out of Vnukovo, and in the summer was flying only 6 narrow-bodies as charter operations, so very, very limited exposure to the charter market. With the capacity coming from Transaero and its integration in the group, we'll be looking at destination opportunities, but again those will depend on the demand that operators will want to see satisfied, so at this stage, limited in terms of schedule as well as charter capacity.

Georgy Ivanin: Okay, thank you very much.

Giorgio Callegari: Thank you.

Operator: We will now take our next question, from Mitch Mitchell from BCS. Your line is open; please go ahead.

Mitch Mitchell: Hi, thank you for the call and congratulations on the strong results. I guess I wanted to follow up on that question. I want to also explicitly ask about the ban on flights to Egypt, because you didn't discuss that, and then a bit more broadly, can you just tell me how and when we will expect to see you rolling out capacity on those new routes that you've acquired from Transaero? Are those already in play and working for you now, or are some of them being used and some of them held in reserve, or are some of them only useful in the summer schedule? Just a bit more clarity on how that will work. Thank you.

Giorgio Callegari: Yep, okay. As far as Egypt is concerned: yes, we stopped service to Cairo, which was the only scheduled destination that we were serving, one flight per day, so again, very, very marginal capacity impact on our operations, and on our revenue. As far as charter operations are concerned, the same applies to what I said about Turkey, so very limited exposure of the group to the charter market and therefore very limited impact from the interruption of those services. Just to complete the answer that I gave to the previous questions, we don't forecast when these markets will be back in operations, if it will be available again, in case they will be. One day they will be, and we will be ready to assess opportunities and devise the strategy to serve them. As far as traffic rights coming from Transaero, I think I mentioned the fact that we've already started serving six points in Kazakhstan, and therefore effective with the beginning of the winter season at the end of October, those services are already in place. Another destination previously operated by Transaero where we've already started, is Magadan in the Russian Far East. And other destinations will progressively come into operations between now and the beginning of the summer season, with some of the most seasonal ones being operated during the course of the first few months of the summer season of 2016. So it's an ongoing process, I think as I mentioned, obviously we didn't have aircraft sitting on the ground, unused, we have been using all of our capacity efficiently, and therefore adding destinations is something that we do at this stage by, I would say, further increasing the utilisation of our fleet, but with a lot of care in not over-extending our operations.

Mitch Mitchell: Thank you.

Operator: As a reminder, to ask a question, please press *1 on your telephone keypad. We will now take our next question from Danil Fedorov, from Goldman Sachs. Your line is open; please go ahead.

Daniil Fedorov: Ah, good evening, gentlemen, and thank you for the presentation. I have a few questions, if I can. First one, on the staff costs we see a reduction in absolute terms in Q3, in rouble terms; would you be so kind as to elaborate on this and advise us what we should expect in Q4. Also you mention 70% on fuel hedging. Is that stand-alone for Aeroflot, or for Aeroflot as a group? Thank you.

Shamil Kurmashov: The key elements of the changes, first of all, the figures are for the Group, so the cost optimisation in terms of fuel, that means that we had 5% to 7% lower prices from airport to airport. We have a formal pricing model under which we operate contracts with direct providers. First of all there are two providers, Rosneft and Gazprom Neft, and there is a flat index that is being multiplied by the special foreign currency exchange, between rouble and dollar, and then there is certain commission which is limited, therefore the pricing mechanism is very transparent, and based on this mechanism, we are not dependent on the sale, supply and demand situation in the internal market, and not dependent upon the actual price of the fuel, of kero price in the market, being priced by this formula. Therefore the formula plays in our favour and that represents the economies. In terms of the cost, for head-count cost, we didn't hire the personnel which we planned to do; there was a package of anti-crisis initiatives which was launched in March 2015 that brought a 10% reduction of non-core, I mean line personnel. There was a 10% head-count reduction carried out by the headquarters of Aeroflot, that represents the economies you see here. There is the answer to your question.

Operator: As a reminder, to ask a question, please press *1 on your telephone keypad. We'll pause for a moment to allow everyone to signal. There are no further questions in the queue at this time.

Andrey Napolnov: If we don't have any more questions, I think it's time to conclude the call. If you have any follow-up questions, please contact Aeroflot Investor Relations team. Thank you very much.