

Information for Shareholders and Investors

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PJSC Aeroflot



Share capital

As at 31 December 2019, PJSC Aeroflot's charter capital amounted to RUB 1,110,616,299 and consisted of 1,110,616,299 ordinary registered uncertificated shares with a par value of RUB 1 each. The Company did not issue preferred shares.

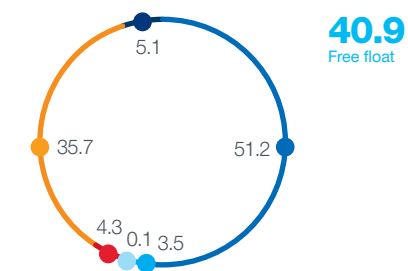
State registration numbers of PJSC Aeroflot's ordinary share issues are 73-1 p-5142 (dated 22 June 1995) and 1-02-00010-A (dated 1 February 1999). These issues were merged by Decree No. 04-168/r of the Federal Securities Commission of Russia dated 23 January 2004, following which the issues of PJSC Aeroflot ordinary registered uncertificated shares were assigned state registration number 1-01-00010-A on 23 January 2004.

In addition to the outstanding shares, the Company has the right to issue further 250 million ordinary registered shares (authorised shares). No additional shares were issued in 2019.

The total number of PJSC Aeroflot's registered shareholders as at 31 December 2019 was 11,061 (vs 11,074 as at 31 December 2018), comprising mostly individuals.

PJSC Aeroflot's register of shareholders is kept by IRC – R.O.S.T. Group of Companies (License No. 045-13954-000001, issued by the Bank of Russia). The registrar's details are provided in the Contact Details appendix to this Annual Report.

PJSC Aeroflot's shareholders as at 31 December 2019, %



● Russian Federation
● Institutional investors
● Rostec Corporation
● Management
● Quasi-treasury shares
● Individuals

Note. Free float represents shares not owned by the state or partially state-owned companies, and not directly owned by the Company, the Group's subsidiaries or the Company's management.

Key shareholders of PJSC Aeroflot

Holder	Status*	As at 31 December 2018		As at 31 December 2019		Change of shareholding, p. p.
		number of shares	shareholding, %	number of shares	shareholding, %	
Legal entities, including		1,053,635,279	94.87	1,054,177,100	94.92	0.05
Russian Federation (represented by the Federal Agency for State Property Management)	O	568,335,339	51.17	568,335,339	51.17	–
National Settlement Depository as a nominee and other entities**	N	398,072,821	35.84	398,614,642	35.89	0,05
Treasury shares	O	47,817,796	4.31	–	–	(4.31)
LLC Aeroflot-Finance	O	–	–	47,817,796	4.31	4.31
Avia Capital Services***	O	22,688,599	2.04	22,688,599	2.04	–
RT-Business Development	O	16,720,724	1.51	16,720,724	1.51	–
Individuals****	O	56,981,020	5.13	56,439,199	5.08	(0.05)

* O means "owner"; N means "nominee".

** Does not include Avia Capital-Services' stake held through a nominee. Includes shares held by other legal entities and reflected in PJSC Aeroflot's register of shareholders (less than 0.01% of the share capital in total).

*** Avia Capital-Services' stake includes the stake held through a nominee.

**** Partially including the management of PJSC Aeroflot.

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PJSC Aeroflot

Shares

PJSC Aeroflot shares and depositary receipts are traded on the stock market. Ordinary shares are traded on the Russian market, and global depositary receipts are traded on foreign markets.

PJSC Aeroflot shares are traded on Moscow Exchange (MOEX: AFLT), where as at 31 December 2019 they were included in the Level 1 Quotation List. The securities are traded in the T+2 trading mode. PJSC Aeroflot shares are included in the main Russian stock indices: MOEX Russia Index, MICEX Broad Market Index (RUB and USD), MICEX Transport Index (RUB and USD), SMID Index (RUB and USD), RTS Index and Equity sub-index.

As at 31 December 2019, PJSC Aeroflot's market capitalisation was RUB 114.9 billion, up 2.3% vs 31 December 2018.

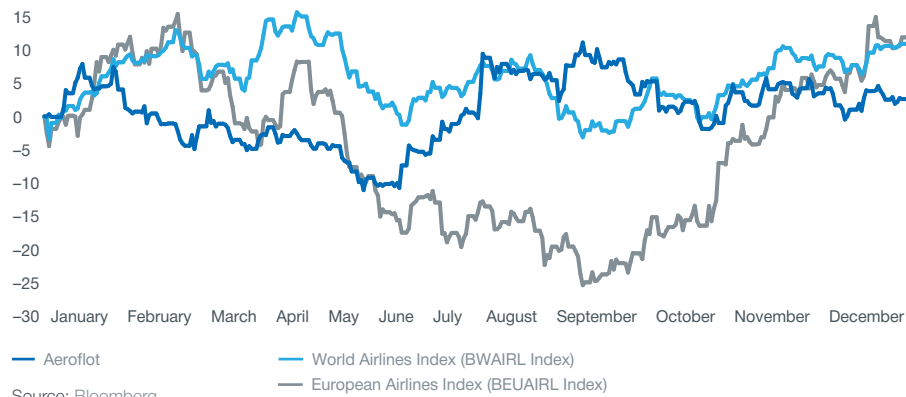
During the year, PJSC Aeroflot share price performance was comparable with the peer group index and the emerging markets airlines index (the peer group index: +3.2%, MSCI EM Airlines: +0.1%). Global airline industry share price performance was influenced by the factors that affected the market in general. In particular, the US-China trade war had a dampening effect on the securities market and was negative for the global economic growth. Despite jet fuel price normalisation in 2019 vs 2018, it still remained high, which was another constraint for the Company's share price performance.

PJSC Aeroflot share price performance vs MOEX Russia Index, 2019



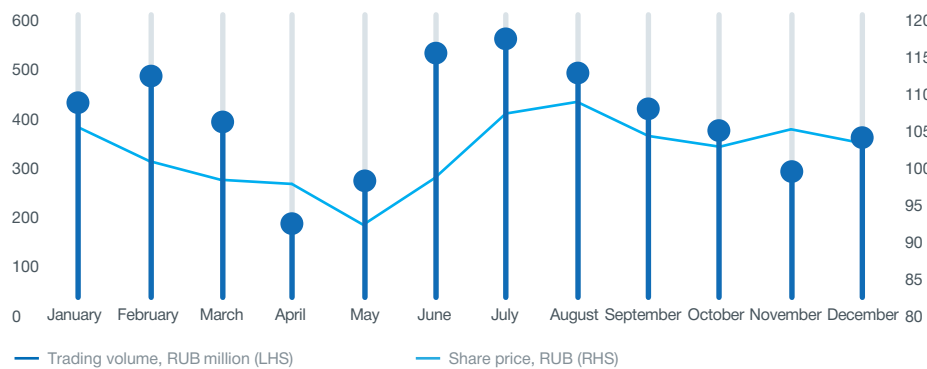
Source: Bloomberg.

Aeroflot share price performance vs Bloomberg Airlines Indexes, 2019



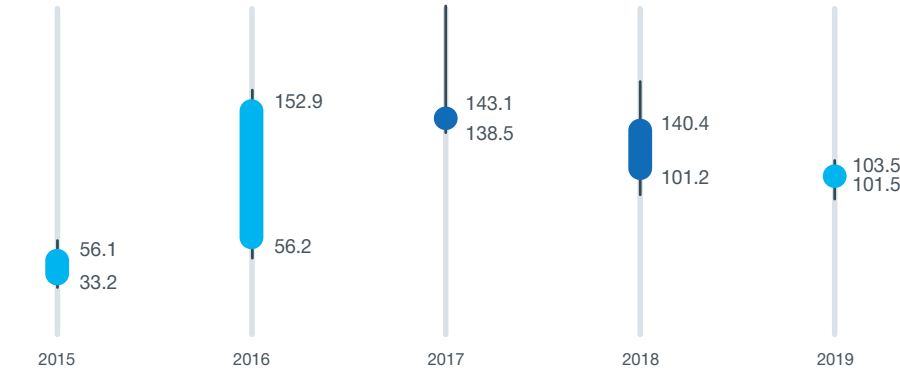
Source: Bloomberg.

PJSC Aeroflot share price and trading volumes, 2019



Source: Bloomberg.

PJSC Aeroflot share price highs and lows, RUB

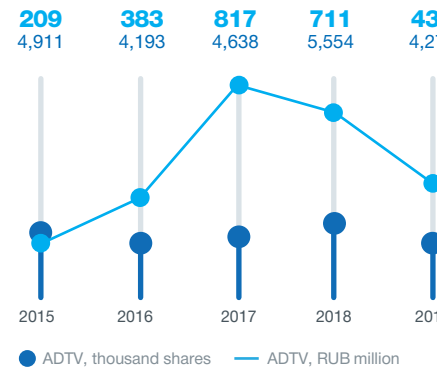


Source: Bloomberg.

Price per PJSC Aeroflot share, RUB

	2015	2016	2017	2018	2019
First trading day	33.2	56.2	143.1	140.4	101.5
High	61.0	158.4	225.0	163.7	112.3
Low	32.5	50.4	137.0	91.6	90.1
Last trading day	56.1	152.9	138.5	101.2	103.5

Average daily trading volumes for PJSC Aeroflot shares on Moscow Exchange



Source: Bloomberg.

Analyst recommendations

Date	Recommendations	Bloomberg consensus forecast, RUB	Target price range, RUB	Number of analysts
31.12.2019	58% Buy, 42% Hold	119.0	102.0–155.5	12
31.12.2018	34% Buy, 58% Hold, 8% Sell	126.9	77.0–170.0	12

Note. Excluding analysts not actively covering the Company for more than 12 months; 2018 data restated retrospectively compared to the 2018 Annual Report.

GDR and ADR programmes

Outside Russia, PJSC Aeroflot shares are traded as global depositary receipts (GDRs) at the over-the-counter section of the Frankfurt Stock Exchange with one GDR representing 5 ordinary shares. Deutsche Bank Trust Company Americas acts as the depositary bank, and LLC Deutsche Bank is the custodian. A total of 10,064,930 shares were converted into GDRs as at 31 December 2019, representing 0.9% of the charter capital. As at 31 December 2019, the price of one depositary receipt stood at EUR 7.10, up 8.2% year-on-year. No shares were converted into ADRs under Level 1 ADR programme.

PJSC Aeroflot's GDR programme

Programme type	Sponsored Level 1 GDRs under Regulation S and Rule 144A
Ratio (shares:GDR)	5:1
Ticker	AETG
ISIN	US69343R1014

Information for Shareholders and Investors

continued

Credit ratings

PJSC Aeroflot has a credit rating from Fitch Ratings. In September 2019, the agency upgraded Aeroflot's credit rating to BB with a Stable outlook.

The rating upgrade reflected Company strengths such as solid domestic market position, robust operational and financial performance, well-developed and diversified route network, young fleet and competitive cost level.

Dividend policy

Dividend policy is a crucial corporate governance element and a key indicator that a company is mindful of the rights of its shareholders.

PJSC Aeroflot has the Regulations on the Dividend Policy aimed at maximising the transparency of procedures used to determine the amount of dividends and the procedure of their payment to the shareholders and investors. The Regulations determine the approach used by the Board of Directors to make recommendations to the General Meeting of Shareholders on profit distribution, including dividend payout.

The key principles of PJSC Aeroflot's dividend policy are as follows:

- Aeroflot Group's consolidated net income under the International Financial Reporting Standards (IFRS) forms the base for calculating dividends
- Decision on the dividend amount is based on a calculation methodology that takes into account Aeroflot Group's performance in the reporting year, its leverage and the mid-term financial plan
- Target payout ratio is 25% of Aeroflot Group's IFRS net income.

The Annual General Meeting of Shareholders held on 25 June 2019 approved a dividend payout for FY2018 at 50% of Aeroflot Group's consolidated net income under IFRS. The dividend amounted to RUB 2.69 per share.

PJSC Aeroflot's dividend history

	2014	2015	2016	2017	2018
Dividend per share, RUB	–	–	17.48	12.81	2.69
Total dividends accrued, RUB thousand	–	–	19,413,018	14,221,775	2,856,500
Total amount actually paid, RUB thousand	–	–	19,411,718	14,213,759	2,856,484
% of net profit	–	–	50.0	50.0	50.0
Accounting standards used to determine net profit	IFRS	IFRS	IFRS	RAS	IFRS
Form paid, other conditions	–	–	In cash	In cash	In cash

Investor relations

The Company maintains an ongoing dialogue with the shareholders and investors to ensure that securities market participants get complete information about Aeroflot's activities. The Company makes timely disclosures of material information on its operations in press releases and material facts via authorised disclosure platforms, in full compliance with the Russian laws. The Company regularly publishes its IFRS and RAS financial statements and investor presentations, as well as a quarterly Databook that presents operational data and consolidated financials in a conveniently retrievable format.

In 2019, Aeroflot's IR team received a number of prestigious industry awards and was listed among the top European transport companies and Russian public companies by the largest independent global survey of investors. Aeroflot's disclosure practices, analyst and investor events, and other IR activities were highly rated by the investment community.

12 investment banks coverage

>200 IR meetings

Scoring **high** in industry rankings

PJSC Aeroflot targets investors via the following channels

Investor conference calls with the Company management	Four conference calls to present financial results												
Regular meetings with investors, shareholders and other stakeholders	<table border="1"> <thead> <tr> <th>Year</th> <th>Number of meetings</th> </tr> </thead> <tbody> <tr> <td>2019</td> <td>208</td> </tr> <tr> <td>2018</td> <td>237</td> </tr> <tr> <td>2017</td> <td>257</td> </tr> <tr> <td>2016</td> <td>296</td> </tr> <tr> <td>2015</td> <td>205</td> </tr> </tbody> </table>	Year	Number of meetings	2019	208	2018	237	2017	257	2016	296	2015	205
Year	Number of meetings												
2019	208												
2018	237												
2017	257												
2016	296												
2015	205												
Major investor conferences and non-deal roadshows	10 events												
Dedicated events for investors and shareholders, with presentations by the Company management	Capital Markets Day (London), 70 participants, December												
Thematic conference calls/site visits to the Company's facilities	IFRS 16 implementation conference call, June												

Information for Shareholders and Investors continued

IR awards



03 1st place, Best Investor Relations Small Cap Company Category in Russia

according to the results of the pan-European investor survey on corporate IR practices by a leading international rankings agency



Scoring high in European transport ranking

Top scores in global IR ranking

Annual Report awards



1st place, The Best Annual Report Among Companies with the Market Capitalisation of RUB 40 billion to RUB 200 billion

the main category of the competition



Top 100 Reports Worldwide

Gold medal at the international Annual Report Competition

Website awards



1st place, Best Design and Navigation of the IR Website

2019 IR Calendar and Key Events

January

UBS Investor meetings at the UBS Russia Corporate Day Stockholm and Frankfurt

J.P.Morgan Investor meetings at the J.P. Morgan investor conference London

February

Investor meetings with the management Moscow

March

Disclosure of FY2018 IFRS results Investor conference call with the Company management Investor roadshow meetings London

FitchRatings Meeting with Fitch Ratings

April

MOSCOW EXCHANGE Meetings with investors at the Moscow Exchange Forum 2019 Moscow Investor roadshow meetings New York, Boston, Washington, Milan

May

Disclosure of 3M 2019 IFRS results Investor conference call with the Company management

June

IFRS 16 Leases implementation investor conference call Investor roadshow meetings London Renaissance Capital Investor meetings at Renaissance Capital's Annual Russia Investor Conference Moscow Annual General Meeting of Shareholders

July

Investor meetings Moscow

August

Disclosure of 6M 2019 IFRS results Investor conference call with the Company management

September

Investor roadshow meetings New York, Boston, Frankfurt

October

Investor meetings Moscow

November

Disclosure of 9M 2019 IFRS results Investor conference call with the Company management

December

Capital Markets Day with the Company management London Investor roadshow meetings London ATON capital Investor meetings at the ATON Transportation Day investor conference Moscow