

# **JOINT STOCK COMPANY AIR ASTANA**

## **Financial Statements**

For the year ended 31 December 2011

# JOINT STOCK COMPANY AIR ASTANA

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**STATEMENT OF MANAGEMENT'S RESPONSIBILITIES  
FOR THE PREPARATION AND APPROVAL OF THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2011**

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Management is responsible for the preparation of the financial statements that present fairly, in all material respects, the financial position of JSC Air Astana (the Company) as at 31 December 2011, the results of its operations, cash flows and changes in equity for the year then ended, in compliance with International Financial Reporting Standards ("IFRS").

In preparing the financial statements, management is responsible for:

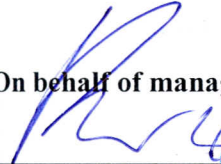
- properly selecting and applying accounting policies;
- presenting information, including accounting policies, in a manner that provides relevant, reliable, comparable and understandable information;
- providing additional disclosures when compliance with the specific requirements in IFRS are insufficient to enable users to understand the impact of particular transactions, other events and conditions on the Company's financial position and financial performance; and
- making an assessment of the Company's ability to continue as a going concern.

Management is also responsible for:

- designing, implementing and maintaining an effective and sound system of internal controls throughout the Company;
- maintaining adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time financial position of the Company, and which enable them to ensure that the financial statements of the Company comply with IFRS;
- maintaining statutory accounting records in compliance with legislation of Kazakhstan and IFRS;
- taking such steps as are reasonably available to them to safeguard the assets of the Company; and
- preventing and detecting fraud and other irregularities.


The financial statements for the year ended 31 December 2011 were authorised for issue on 27 March 2012 by management of the Company.

On behalf of management of the Company:

  
Peter Foster  
President

27 March 2012  
Almaty, Republic of Kazakhstan



  
Alima Zamanbekova  
Chief Accountant

27 March 2012  
Almaty, Republic of Kazakhstan

## **INDEPENDENT AUDITORS' Report**

To the Shareholders and Board of Directors of JSC Air Astana:

We have audited the accompanying financial statements of JSC Air Astana (the Company), which comprise the statement of financial position as at 31 December 2011, and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

### **Management's responsibility for the financial statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditors' responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Opinion**

In our opinion, the financial statements present fairly, in all material respects, the financial position of the Company as at 31 December 2011, and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards.



Andrew Weekes  
Engagement Partner  
Chartered Accountant  
Certificate of Public Practice  
Number 78586, Australia



*Deloitte, LLP*

Deloitte, LLP  
Audit license for Republic of Kazakhstan  
#0000015, type MFU - 2, issued by the Ministry of  
Finance of the Republic of Kazakhstan  
dated 13 September 2006



Nikolay Demidov  
Qualified auditor  
Qualification certificate #0000573  
dated 20 December 2004,  
Republic of Kazakhstan



Nurlan Bekenov  
General Director  
Deloitte, LLP

27 March 2012  
Almaty, Republic of Kazakhstan

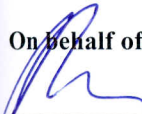
# JOINT STOCK COMPANY AIR ASTANA

## STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2011


(in thousands of USD)

	Notes	2011	2010
<b>Revenue</b>			
Passenger	5	736,337	626,069
Cargo and mail	5	21,694	18,561
Other	5	14,852	16,854
<b>Total revenue</b>		<u>772,883</u>	<u>661,484</u>
<b>Operating expenses</b>			
Fuel		(178,569)	(105,760)
Employee costs	6	(85,500)	(69,089)
Handling, landing fees and route charges	6	(84,848)	(69,989)
Engineering and maintenance	6	(84,695)	(85,394)
Aircraft operating lease costs	6	(72,987)	(73,268)
Passenger service	6	(68,578)	(52,453)
Selling costs	6	(54,351)	(48,855)
Aircraft crew costs	6	(41,340)	(32,861)
Taxes		(6,633)	(4,638)
Depreciation and amortisation	11	(5,924)	(5,480)
Insurance	6	(5,316)	(5,306)
Property lease cost		(4,972)	(5,252)
Information technology		(2,670)	(2,328)
Consultancy, legal and professional services		(2,651)	(1,656)
Other		(4,567)	(7,780)
<b>Total operating expenses</b>		<u>(703,601)</u>	<u>(570,109)</u>
<b>Operating profit</b>		69,282	91,375
Finance income	7	10,392	7,455
Finance costs	7	(1,816)	(954)
Foreign exchange loss, net		(414)	(756)
<b>Profit before tax</b>		77,444	97,120
Income tax expense	8	(16,184)	(20,004)
<b>Net profit for the year</b>		<u>61,260</u>	<u>77,116</u>
<b>Other comprehensive (loss)/ income:</b>			
Foreign currency translation (loss)/ gain		(1,783)	864
Income tax		(66)	-
<b>Other comprehensive (loss)/income for the year</b>		<u>(1,849)</u>	<u>-</u>
<b>Total comprehensive income for the year</b>		<u>59,411</u>	<u>77,980</u>
<b>Basic and diluted earnings per share (in USD)</b>	20	3,604	4,536

On behalf of the Company's management:

  
Peter Foster  
President

27 March 2012  
Almaty, Republic of Kazakhstan

  
Alima Zamanbekova  
Chief Accountant

27 March 2012  
Almaty, Republic of Kazakhstan

The notes on pages 9 to 41 form an integral part of these financial statements. The independent auditor's report on the financial statements is on pages 2 and 3.

# JOINT STOCK COMPANY AIR ASTANA

## STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2011

(in thousands of USD)

	Notes	2011	2010
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property, plant and equipment	9	34,101	31,537
Intangible assets	10	3,152	3,096
Prepayments for long-term assets	14	68,666	16,418
Guarantee deposits	12	17,302	15,038
Deferred tax assets	8	7,984	5,763
Bank deposits	18	117,523	113,435
		<u>248,728</u>	<u>185,287</u>
<b>Current assets</b>			
Inventories	13	29,151	20,730
Prepayments	14	31,776	21,059
Income tax prepaid		3,197	3,694
Trade and other receivables	15	35,119	49,958
Other taxes prepaid	17	4,268	2,774
Guarantee deposits	12	1,410	1,177
Bank deposits	18	8,142	6,018
Cash and bank balances	19	23,995	41,545
Financial assets at fair value through profit or loss	16	891	1,096
		<u>137,949</u>	<u>148,051</u>
<b>Total assets</b>		<u><u>386,677</u></u>	<u><u>333,338</u></u>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share capital	20	17,000	17,000
Foreign currency translation reserve		(15,477)	(13,628)
Retained earnings		242,404	200,542
<b>Total equity</b>		<u>243,927</u>	<u>203,914</u>
<b>Non-current liabilities</b>			
Provision for aircraft maintenance	22	12,086	13,836
		<u>12,086</u>	<u>13,836</u>
<b>Current liabilities</b>			
Deferred revenue	21	61,075	61,471
Provision for aircraft maintenance	22	16,220	10,896
Trade and other payables	23	52,576	43,102
Financial liabilities at fair value through profit or loss	16	793	119
		<u>130,664</u>	<u>115,588</u>
<b>Total liabilities</b>		<u>142,750</u>	<u>129,424</u>
<b>Total equity and liabilities</b>		<u><u>386,677</u></u>	<u><u>333,338</u></u>

On behalf of the Company's management:

Peter Foster  
President

27 March 2012  
Almaty, Republic of Kazakhstan

Alima Zamanbekova  
Chief Accountant

27 March 2012  
Almaty, Republic of Kazakhstan

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# JOINT STOCK COMPANY AIR ASTANA

## STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2011 (in thousands of USD)

	Notes	Share capital	Foreign currency translation reserve	Retained earnings	Total equity
At 1 January 2010		17,000	(14,492)	140,216	142,724
Net profit for the year		-	-	77,116	77,116
Other comprehensive income for the year		-	864	-	864
Total comprehensive income for the year		-	864	77,116	77,980
Dividends declared	20	-	-	(16,790)	(16,790)
At 31 December 2010		17,000	(13,628)	200,542	203,914
Net profit for the year		-	-	61,260	61,260
Other comprehensive loss for the year		-	(1,849)	-	(1,849)
Total comprehensive income for the year		-	(1,849)	61,260	59,411
Dividends declared	20	-	-	(19,398)	(19,398)
At 31 December 2011		17,000	(15,477)	242,404	243,927

On behalf of the Company's management:

Peter Foster  
President

27 March 2012  
Almaty, Republic of Kazakhstan



Alima Zamanbekova  
Chief Accountant

27 March 2012  
Almaty, Republic of Kazakhstan

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# JOINT STOCK COMPANY AIR ASTANA

## STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2011

(in thousands of USD)


	Notes	2011	2010
<b>OPERATING ACTIVITIES:</b>			
Profit before tax		77,444	97,120
Adjustments for:			
Depreciation and amortisation of property, plant and equipment and intangible assets	11	5,924	5,480
Gain on disposal of property, plant and equipment		(129)	(1,027)
Change in allowance for doubtful debts	14, 15	48	2,898
Change in allowance for obsolete and slow-moving inventories	13	132	-
Foreign exchange loss		414	755
Finance income	7	(8,359)	(7,455)
Interest expense on finance lease	7	-	1
Net unrealised loss on financial assets and liabilities at fair value through profit or loss	7	1,284	386
Operating cash flow before movements in working capital		76,758	98,158
Change in accounts receivable		14,726	(14,205)
Change in other receivables and prepaid expenses		(13,441)	(4,883)
Change in inventories		(13,793)	(410)
Change in accounts payable, accrued expenses and other current liabilities		13,109	22,768
Change in deferred revenue		(40)	17,050
Cash generated from operations		77,319	118,478
Income tax paid		(17,823)	(22,027)
Interest paid		-	(11)
Net cash generated by operating activities		59,496	96,440
<b>INVESTING ACTIVITIES:</b>			
Pre-delivery payments		(53,495)	(8,913)
Purchase of property, plant and equipment	9	(6,749)	(19,023)
Proceeds from disposal of property, plant and equipment		3,063	11,700
Purchase of intangible assets	10	-	(1,526)
Bank term deposits placed		(132,788)	(87,772)
Bank term deposits withdrawn		126,164	40,964
Interest received		6,111	3,753
Net cash used in investing activities		(57,694)	(60,817)

# JOINT STOCK COMPANY AIR ASTANA

## STATEMENT OF CASH FLOWS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2011 (in thousands of USD)


	Notes	2011	2010
<b>FINANCING ACTIVITIES:</b>			
Dividends paid	20	(19,398)	(16,812)
Principal payments on finance lease		-	(303)
Net cash used in financing activities		(19,398)	(17,115)
NET (DECREASE)/ INCREASE IN CASH AND BANK BALANCES			
		(17,596)	18,508
Effect of exchange rate changes on cash and bank balances held in foreign currencies			
		46	1,029
CASH AND BANK BALANCES, at the beginning of the year	19	41,545	22,008
CASH AND BANK BALANCES, at the end of the year	19	23,995	41,545

On behalf of the Company's management:

  
Peter Foster  
President

27 March 2012  
Almaty, Republic of Kazakhstan



  
Alima Zamanbekova  
Chief Accountant

27 March 2012  
Almaty, Republic of Kazakhstan

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# JOINT STOCK COMPANY AIR ASTANA

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

(in thousands of USD)

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### 1. NATURE OF ACTIVITIES

JSC Air Astana (the Company) is a joint stock company as defined in the Civil Code of the Republic of Kazakhstan. The Company was established as a closed joint stock company on 14 September 2001 by Resolution of the Government of the Republic of Kazakhstan # 1118 dated 29 August 2001. Due to a change in legislation introduced in 2003, the Company was re-registered as a joint stock company on 27 May 2005.

The Company's principal activity is the provision of scheduled domestic and international air services for passengers. Other business activities include freight and mail transportation.

The Company operated its maiden flight on 15 May 2002, a Boeing 737 service from Almaty to Kazakhstan's national capital, Astana. As at 31 December 2011 the Company operated 26 aircraft comprising 6 short-haul turboprop aircraft, 3 short-haul and 17 long-haul aircraft (2010: 6 short-haul turboprop aircraft and 16 long-haul aircraft).

The Company re-registered its office in 2010 from Astana, Kazakhstan to Zakarpatskaya street 4A, Almaty, Kazakhstan as the Company's main airport of operations is Almaty International Airport.

The shareholders of the Company are JSC "National Welfare Fund "Samruk-Kazyna" (which holds the investment on behalf of the Government of the Republic of Kazakhstan) and BAE Systems Kazakhstan Limited, which own 51% and 49% of the shares of the Company, respectively.

### 2. ADOPTION OF NEW AND REVISED INTERNATIONAL FINANCIAL REPORTING STANDARDS

The Company has adopted the following new or revised standards and interpretations issued by International Accounting Standards Board and the International Financial Reporting Interpretations Committee (the IFRIC) which became effective for the Company's annual consolidated financial statements for the year ended 31 December 2011:

- IFRS 7 "Financial Instruments: Disclosures" — amendments resulting from May 2010 Annual Improvements to IFRSs: clarification of disclosures and release of requirement for disclosure regarding restructured loans;
- IAS 24 "Related Party Disclosures" — (as revised in 2010) modifies the definition of a related party and simplifies disclosures for government-related entities.

The adoption of the new or revised standards did not have any effect on the financial position or financial performance of the Company, and all have been retrospectively applied in compliance with IAS 8 "Accounting Policies, Changes in Accounting Estimates and Errors".

#### **New and revised IFRSs in issue but not yet effective**

At the date of authorization of these financial statements, the following new standards and interpretations were in issue, but not yet effective, and which the Company has not early adopted:

- IFRS 7 "Financial Instruments: Disclosures" — amendments enhancing disclosures about transfers of financial assets<sup>1</sup>;
- IFRS 9 "Financial Instruments"<sup>6</sup>;
- IFRS 10 "Consolidated Financial Statements"<sup>3</sup>;
- IFRS 11 "Joint Arrangements"<sup>3</sup>;

- IFRS 12 “Disclosure of Interest in Other Entities”<sup>3</sup>;
- IFRS 13 “Fair Value Measurement”<sup>2</sup>;
- IAS 1 “Presentation of Financial Statements” — amendments to revise the way other comprehensive income is presented<sup>4</sup>;
- IAS 12 “Income Taxes” — Limited scope amendment (recovery of underlying assets)<sup>5</sup>;
- IAS 27 - reissued as IAS 27 “Separate Financial Statements” (as amended in May 2011)<sup>3</sup>;
- IAS 28 - reissued as IAS 28 “Investments in Associates and Joint Ventures” (as amended in May 2011)<sup>3</sup>.
- IAS 32 “Financial Instruments: Presentation” and IFRS 7 – amendments which provide clarifications on the application of the offsetting rules and disclosure requirements<sup>7</sup>.

<sup>1</sup> Effective for annual periods beginning on or after 1 July 2011, with earlier application permitted.

<sup>2</sup> Effective for annual periods beginning on or after 1 January 2015, with earlier application permitted.

<sup>3</sup> Each of the five standards becomes effective for annual periods beginning on or after 1 January 2013, with earlier application permitted if all the other standards in the ‘package of five’ are also early applied (except for IFRS 12 that can be applied earlier on its own).

<sup>4</sup> Effective for annual periods beginning on or after 1 July 2012, with early adoption permitted.

<sup>5</sup> Effective for annual periods beginning on or after 1 January 2012, with earlier application permitted.

<sup>6</sup> Effective for annual periods beginning on or after 1 January 2015, with earlier application permitted.

<sup>7</sup> Amendments to IAS 32 effective for annual periods beginning on or after 1 January 2014. Respective amendments to IFRS 7 regarding disclosure requirements – for annual periods beginning on or after 1 January 2013.

Amendment to IAS 12 Income Taxes – provides (for income tax calculation purposes) a presumption that recovery of the carrying amount of an asset measured using the fair value model in IAS 40 Investment Property will, normally, be through sale.

Retrospective application of the amendment is required in accordance with IAS 8. The Company is considering the impact of the amendment on the financial statements and believes there will be no effect on its financial statements in the period of application.

The Company will adopt relevant new, revised and amended Standards and new Interpretations from their effective date. The Company’s management anticipates that the adoption of these Standards and Interpretations in future periods will have no material financial impact on the Company’s financial position and statements of operations and cash flows.

### **3. SIGNIFICANT ACCOUNTING POLICIES**

#### **Statement of compliance**

These financial statements have been prepared in accordance with International Financial Reporting Standards (“IFRS”).

#### **Basis of preparation**

The financial statements have been prepared on the historical cost basis except for certain financial instruments that are measured at revalued amounts or fair values, as explained in the accounting policies below. Historical cost is generally based on the fair value of the consideration given in exchange for assets.

The principal accounting policies are set out below.

## **Functional and presentation currency**

The national currency of Kazakhstan is the Kazakhstani Tenge (“tenge”), which is the Company’s functional currency, because it reflects the economic substance of the underlying events and circumstances of the Company. The US Dollar (“USD”) is the presentation currency for these financial statements since management believes that this currency is more useful for the users of these financial statements. All financial information presented in USD has been rounded to the nearest thousand.

The tenge is not a readily convertible currency outside Kazakhstan and, accordingly, any conversion of tenge to USD should not be construed as a representation that the tenge amounts have been, could be, or will be in the future, convertible into USD at the exchange rate disclosed, or at any other exchange rate.

Translation was made using rates from table summarises tenge exchange rates at 31 December 2011 and 2010.

## **Revenue**

### *Passenger revenue*

Ticket sales are reported as revenue when the transportation service has been provided. The value of tickets sold and still valid but not used by the reporting date is reported as deferred (unearned) transportation revenue. This item is reduced either when the Company completes the transportation service or when the passenger requests a refund. The value of tickets that have been issued, but which will never be used, are recognised as passenger transport revenue at the date of their expiry. The maximum validity period of the tickets is one year.

Passenger revenue includes revenue from code-share agreements with other airlines. Under these agreements, the Company sells seats on these airlines’ flights and those other airlines sell seats on the Company’s flights. Revenue from the sale of code-share seats on other airlines are recorded net in the Company’s passenger revenue in profit or loss. The revenue from other airlines’ sale of code-share seats on the Company’s flights is recorded in passenger revenue in profit or loss.

### *Cargo revenue*

Cargo transport services are recognised as revenue when the air transportation is provided. Cargo sales for which transportation service has not yet been provided are shown as deferred (unearned) transportation revenue.

### *Government grants*

Government grants that are receivable as compensation for expenses or losses already incurred or for the purpose of giving immediate financial support to the Company with no future related costs are recognised in profit or loss in the period in which they become receivable.

## **Customer loyalty program**

Sales of tickets that result in award credits for customers, under the Company’s Nomad Program, are accounted for as multiple element revenue transactions and the fair value of the consideration received or receivable is allocated between the services provided and the award credits granted. The consideration allocated to the award credits is measured by reference to their fair value being the amount for which the award credits could be sold separately. Such consideration is not recognised as revenue at the time of the initial sale transaction but is deferred and recognised as revenue when the award credits are redeemed and the Company’s obligations have been fulfilled.

## **Travel agents' commissions**

Travel agents' commissions are recognised as an expense when the transportation service is provided.

## **Leasing**

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

### *The Company as lessee*

Assets held under finance leases are initially recognised as assets of the Company at their fair value at the inception of the lease or, if lower, at the present value of the minimum lease payments. The corresponding liability to the lessor is included in the statement of financial position as a finance lease obligation. Lease payments are apportioned between finance charges and reduction of the lease obligation so as to achieve a constant rate of interest on the remaining balance of the liability. Finance expenses are recognised immediately in profit or loss, unless they are directly attributable to qualifying assets, in which case they are capitalised in accordance with the Company's general policy on borrowing costs.

Operating lease payments are recognised as an expense on a straight-line basis over the lease term, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed. Operating leases for aircraft include both fixed and variable lease payments, of which the latter vary according to flying hours and cycles. Lease payments are recognised as expenses in the periods in which they are incurred. In the event that incentives are received to enter into operating leases, such incentives are recognised as a liability. The aggregate benefit of incentives received is recognised as a reduction of rental expense on a straight-line basis, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed.

### *Lease guarantee deposits*

Guarantee deposits represent amounts paid to the lessors of aircraft, which are held as security deposits by the lessors in accordance with the provisions of finance and operating lease agreements; these deposits are returned to the Company at the end of the lease period. Lease deposits relating to the operating lease agreements are presented as assets in the statement of financial position. These deposits are interest-free and are recorded at amortised cost using an average market yield of 8.2% (2010: 8.2%).

## **Foreign currencies**

In preparing the financial statements, transactions in currencies other than the Company's functional currency (foreign currencies) are recorded at the rates of exchange prevailing at the dates of the transactions. At the end of each reporting period, monetary items denominated in foreign currencies are retranslated at the rates prevailing at that date. Non-monetary items carried at fair value that are denominated in foreign currencies are translated at the rates prevailing at the date when the fair value was determined. Non-monetary items that are measured at historical cost in a foreign currency are not retranslated.

The results and financial position of the Company are translated into the presentation currency using the following procedures:

- a) assets and liabilities for each reporting date presented (i.e. including comparatives) are translated at the closing rate at the date of that reporting date;
- b) income and expenses for the reporting period (i.e., including comparatives) are translated at average exchange rates during the year; and
- c) all resulting exchange differences are recognised as foreign currency translation reserve within other comprehensive income.

The following table summarises tenge exchange rates at 31 December and for the years then ended:

	Average rate		Reporting date spot-rate	
	2011	2010	2011	2010
US dollar (USD)	146.62	147.35	148.40	147.40
Euro (EUR)	204.11	195.67	191.72	195.23
British Pound (GBP)	235.10	227.86	228.80	228.46

#### *Finance income and expenses*

Finance income comprises interest income on funds invested.

Interest income from a financial asset is recognised when it is probable that the economic benefits will flow to the Company and the amount of income can be measured reliably. Interest income is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount on initial recognition.

Finance expenses comprise interest expense, bank commissions and other. Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use or sale. All other borrowing costs are recognised in profit or loss in the period in which they are incurred.

#### **Short-term employee benefits**

Short-term employee benefit obligations are recognised as an expense in profit or loss as the related service is provided.

A provision is recognised for the amount expected to be paid under short-term cash bonus or profit-sharing plans if the Company has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be estimated reliably.

#### **Taxation**

Income tax expense represents the sum of the tax currently payable and deferred tax. The tax currently payable is based on taxable profit for the year. Taxable profit differs from profit as reported in the statement of comprehensive income because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The Company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the reporting date.

Deferred tax is recognised on differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit/Deferred tax liabilities are generally recognised for all taxable temporary differences, and deferred tax assets are generally recognised for all deductible temporary differences to the extent that it is probable that taxable profits will be available against which those deductible temporary differences can be recognised. Such assets and liabilities are not recognised if the temporary difference arises in a transaction that affects neither the taxable profit nor the accounting profit.

The carrying amount of deferred tax assets is reviewed at each reporting date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the period in which the liability is settled or the asset recognised, based on tax rates (and tax laws) that have been enacted or substantively enacted by the reporting date. The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Company expects, at the reporting date, to recover or settle the carrying amount of its assets and liabilities.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority and the Company intends to settle its current tax assets and liabilities on a net basis.

Current and deferred tax are recognised in profit or loss, except when they relate to items that are recognised in other comprehensive income or directly in equity, in which case, the current and deferred tax are also recognised in other comprehensive income or directly in equity, respectively.

### **Property, plant and equipment**

Property, plant and equipment held for use in the supply of services, or for administrative purposes, are stated in the statement of financial position at cost less accumulated depreciation and impairment losses.

Cost includes expenditures that are directly attributable to the acquisition of the asset. The cost of self-constructed assets includes the cost of materials and direct labour, any other costs directly attributable to bringing the asset to a working condition for its intended use, and the costs of dismantling and removing the items and restoring the site on which they are located. Purchased software that is integral to the functionality of the related equipment is capitalised as part of that equipment.

When parts of an item of property, plant and equipment have different useful lives, they are accounted for as separate items (major components) of property, plant and equipment.

Major spare parts and stand-by equipment are classified as property, plant and equipment when the Company expects to use them during more than one period. Similarly, if the spare parts and servicing equipment can be used only in connection with an item of property, plant and equipment, they are accounted for as property, plant and equipment.

The cost of replacing part of an item of property, plant and equipment is recognised in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Company and its cost can be measured reliably. The costs of the day-to-day servicing of property, plant and equipment are recognised in profit or loss as incurred.

Depreciation is recognised in profit or loss on a straight-line basis over the estimated useful lives of each part of an item of property, plant and equipment.

The estimated useful lives for the current and comparative periods are as follows:

- |                                  |             |
|----------------------------------|-------------|
| • Buildings and premises         | 14-50 years |
| • Aircraft engines               | 14 years    |
| • Rotable spare parts            | 5-10 years  |
| • Office equipment and furniture | 3-7 years   |
| • Vehicles                       | 7 years     |
| • Other                          | 5-10 years  |

Assets held under finance leases are depreciated over their expected useful lives on the same basis as owned assets or, where shorter, the term of the relevant lease.

Depreciation is recognised so as to write off the cost of assets (other than freehold land and properties under construction) less their residual values over their useful lives, using the straight-line method. The estimated useful lives, residual values and depreciation method are reviewed at the end of each reporting period, with the effect of any changes in estimate accounted for on a prospective basis.

An item of property, plant and equipment is derecognised upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss arising on the disposal or retirement of an item of property, plant and equipment is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognised in profit or loss.



## **Intangible assets**

Intangible assets acquired separately are reported at cost less accumulated amortisation and impairment losses. Amortisation is charged on a straight-line basis over the estimated useful lives of the assets. The estimated useful lives are reviewed at the end of each annual reporting period, with the effect of any changes in estimate being accounted for on a prospective basis. The estimated useful economic life of software for the current and comparative periods is from 7 to 10 years.

## **Impairment of tangible and intangible assets**

At each reporting date, the Company reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the Company estimates the recoverable amount of the cash-generating unit to which the asset belongs. Where a reasonable and consistent basis of allocation can be identified, corporate assets are also allocated to individual cash-generating units, or otherwise they are allocated to the smallest group of cash-generating units for which a reasonable and consistent allocation basis can be identified.

Intangible assets with indefinite useful lives and intangible assets not yet available for use are tested for impairment annually, and whenever there is an indication that the asset may be impaired.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

Where an impairment loss subsequently reverses, the carrying amount of the asset (or cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in profit or loss.

## **Inventories**

Inventories are stated at the lower of cost and net realisable value. Costs of inventories are determined on a first-in-first-out basis, except for fuel, which is determined on weighted average cost basis. Net realisable value represents the estimated selling price for inventories less all estimated costs of completion and costs necessary to make the sale.

Expenditures incurred in acquiring the inventories such as customs duties, freight and broker's services are accumulated into a separate inventory account and allocated depending on use of relevant inventory. Delivery overheads do not include fuel and de-icing (Note 13).

## **Provisions**

Provisions are recognised when the Company has a present obligation (legal or constructive) as a result of a past event, it is probable that the Company will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the reporting date, taking into account the risks and uncertainties surrounding the obligation. Where a provision is measured using the cash flows estimated to settle the present obligation, its carrying amount is the present value of those cash flows.

When some or all of the economic benefits required to settle a provision are expected to be recovered from a third party, the receivable is recognised as an asset if it is virtually certain that reimbursement will be received and the amount of the receivable can be measured reliably.

#### *Provision for aircraft maintenance*

The Company is obligated to perform regular scheduled maintenance of aircraft under the terms of its operating lease agreements and regulatory requirements relating to air safety. The lease agreements also require the Company to return aircraft to lessors in a satisfactory condition at the end of the lease term, which may require the performance of final return conditions. The Company's scheduled aircraft maintenance programs carried out through the lease periods are designed to reduce the incidence of final return costs. Major aircraft maintenance relates to airframes (referred to as the C-check program) and engines. The C-check program takes place every 18 months or 5,000 to 6,000 flying hours according to aircraft type. Engine overhaul occurs after specified flight hours or cycles occur. The operating lease agreements include a component of variable lease payments which is generally reimbursable to the Company by lessors as a contribution to engine maintenance costs after they are incurred. The variable lease payments are recognised as an expense in profit or loss as incurred. For C-check maintenance, a provision is recorded on a progressive basis based upon the Company's estimate of future maintenance costs. For engine maintenance, a provision is recorded on a progressive basis based upon the Company's estimate of the excess of maintenance costs over the amount reimbursable by the lessors. Unanticipated maintenance costs are expensed in profit and loss as incurred.

#### **Financial instruments**

Financial assets and financial liabilities are recognised when the Company becomes a party to the contractual provisions of the instrument.

Financial assets and financial liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities (other than financial assets and financial liabilities at fair value through profit or loss) are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities at fair value through profit or loss are recognised immediately in profit or loss.

#### **Financial assets**

Financial assets are classified into the following specified categories: financial assets 'at fair value through profit or loss' (FVTPL), 'held-to-maturity' investments, 'available-for-sale' (AFS) financial assets and 'loans and receivables'. The classification depends on the nature and purpose of the financial assets and is determined at the time of initial recognition. All regular way purchases or sales of financial assets are recognised and derecognised on a trade date basis. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the time frame established by regulation or convention in the marketplace.

#### *Effective interest method*

The effective interest method is a method of calculating the amortised cost of a financial asset and of allocating interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts (including all fees on points paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) through the expected life of the financial asset, or, where appropriate, a shorter period, to the net carrying amount on initial recognition.

Income is recognised on an effective interest basis for debt instruments other than those financial assets designated as at FVTPL.

Financial assets are classified as at FVTPL when the financial asset is either held for trading or it is designated as at FVTPL. Financial assets at FVTPL are stated at fair value, with any gains or losses arising on remeasurement recognised in profit or loss. The net gain or loss recognised in profit or loss incorporates any dividend or interest earned on the financial asset and is included in finance income line item in profit or loss statement. Fair value is determined in the manner described in Note 24.

### *Receivables*

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Loans and receivables are measured at amortised cost using the effective interest method, less any impairment.

### *Impairment of financial assets*

Financial assets, other than those at FVTPL, are assessed for indicators of impairment at each reporting date. Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows of the investment have been affected.

For all other financial assets objective evidence of impairment could include:

- significant financial difficulty of the issuer or counterparty; or
- breach of contract, such as a default or delinquency in interest or principal payments; or
- it becoming probable that the borrower will enter bankruptcy or financial re-organisation; or
- the disappearance of an active market for that financial asset because of financial difficulties.

For certain categories of financial assets, such as trade receivables, assets that are assessed not to be impaired individually are subsequently assessed for impairment on a collective basis. Objective evidence of impairment for a portfolio of receivables could include the Company's past experience of collecting payments, an increase in the number of delayed payments in the portfolio past the average credit period of 45 days, as well as observable changes in national economic conditions that correlate with default on receivables.

For financial assets carried at amortised cost, the amount of the impairment loss recognised is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate.

For financial assets carried at cost, the amount of the impairment loss is measured as the difference between the asset's carrying amount and the present value of the estimated future cash flows discounted at the current market rate of return for a similar financial asset. Such impairment loss will not be reversed in subsequent periods.

The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets with the exception of trade receivables, where the carrying amount is reduced through the use of an allowance account. When a trade receivable is considered uncollectible, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against the allowance account. Changes in the carrying amount of the allowance account are recognised in profit or loss.

When an AFS financial asset is considered to be impaired, cumulative gains or losses previously recognised in other comprehensive income are reclassified to profit or loss in the period.

For financial assets measured at amortised cost, if, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed through profit or loss to the extent that the carrying amount of the investment at the date the impairment is reversed does not exceed what the amortised cost would have been had the impairment not been recognised.

### *Derecognition of financial assets*

The Company derecognises a financial asset only when the contractual rights to the cash flows from the asset expire; or it transfers the financial asset and substantially all the risks and rewards of ownership of the asset to another entity. If the Company neither transfers nor retains substantially all the risks and rewards of ownership and continues to control the transferred asset, the Company recognises its retained interest in the asset and an associated liability for amounts it may have to pay. If the Company retains substantially all the risks and rewards of ownership of a transferred financial asset, the Company continues to recognise the financial asset and also recognises a collateralised borrowing for the proceeds received.

On derecognition of a financial asset in its entirety, the difference between the asset's carrying amount and the sum of the consideration received and receivable and the cumulative gain or loss that had been recognised in other comprehensive income and accumulated in equity is recognised in profit or loss.

On derecognition of a financial asset other than in its entirety (e.g. when the Company retains an option to repurchase part of a transferred asset or retains a residual interest that does not result in the retention of substantially all the risks and rewards of ownership and the Company retains control), the Company allocates the previous carrying amount of the financial asset between the part it continues to recognise under continuing involvement, and the part it no longer recognises on the basis of the relative fair values of those parts on the date of the transfer. The difference between the carrying amount allocated to the part that is no longer recognised and the sum of the consideration received for the part no longer recognised and any cumulative gain or loss allocated to it that had been recognised in other comprehensive income is recognised in profit or loss. A cumulative gain or loss that had been recognised in other comprehensive income is allocated between the part that continues to be recognised and the part that is no longer recognised on the basis of the relative fair values of those parts.

### **Financial liabilities and equity instruments issued by the Company**

#### *Classification as debt or equity*

Debt and equity instruments issued by the Company are classified as either financial liabilities or as equity in accordance with the substance of the contractual arrangements and the definitions of a financial liability and an equity instrument.

#### *Equity instruments*

An equity instrument is any contract that evidences a residual interest in the assets of an entity after deducting all of its liabilities. Equity instruments issued by the Company are recorded at the proceeds received, net of direct issue costs.

#### *Financial liabilities*

Financial liabilities are classified as either financial liabilities 'at FVTPL' or 'other financial liabilities'.

Financial liabilities are classified as at FVTPL where the financial liability is either held for trading or it is designated as at FVTPL.

A financial liability is classified as held for trading if:

- it has been incurred principally for the purpose of repurchasing in the near term; or
- on initial recognition it is part of a portfolio of identified financial instruments that the Company manages together and has a recent actual pattern of short-term profit-taking; or
- it is a derivative that is not designated and effective as a hedging instrument.

A financial liability other than a financial liability held for trading may be designated as at FVTPL upon initial recognition if:

- such designation eliminates or significantly reduces a measurement or recognition inconsistency that would otherwise arise; or
- the financial liability forms part of a group of financial assets or financial liabilities or both, which is managed and its performance is evaluated on a fair value basis, in accordance with the Company's documented risk management or investment strategy, and information about the grouping is provided internally on that basis; or
- it forms part of a contract containing one or more embedded derivatives, and IAS 39 Financial Instruments: Recognition and Measurement permits the entire combined contract (asset or liability) to be designated as at FVTPL.

Financial liabilities at FVTPL are stated at fair value, with any resultant gain or loss recognised in profit or loss. The net gain or loss recognised in profit or loss incorporates any interest paid on the financial liability and is included in the 'finance costs' line item in the statement of comprehensive income. Fair value is determined in the manner described in Note 24.

#### *Other financial liabilities*

Other financial liabilities are initially measured at fair value, net of transaction costs and subsequently measured at amortised cost using the effective interest method.

The effective interest method is a method of calculating the amortised cost of a financial liability and of allocating interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments (including all fees and points paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) through the expected life of the financial liability, or (where appropriate) a shorter period, to the net carrying amount on initial recognition.

#### *Derivative financial instruments*

The Company enters into derivative financial instruments to manage its exposure to aviation fuel price in the normal course of its business operations. Further details of derivative financial instruments are disclosed in Notes 16 and 24.

Derivatives are initially recognised at fair value at the date the derivative contract is entered into and are subsequently remeasured to their fair value at each reporting date. The fair values are estimated based on quoted market prices or pricing models that take into account the current market and contracted prices of the underlying instruments and other factors. The resulting gain or loss is recognised in profit or loss immediately unless the derivative is designated and effective as a hedging instrument, in which event the timing of the recognition in profit or loss depends on the nature of the hedge relationship.

A derivative with a positive fair value is recognised as a financial asset; a derivative with a negative fair value is recognised as a financial liability. A derivative is presented as a non-current asset or a non-current liability if the remaining maturity of the instrument is more than 12 months and it is not expected to be realised or settled within 12 months. Other derivatives are presented as current assets or current liabilities.

#### *Dividends*

Dividends are recognised as a liability in the period in which they are declared.

#### *Derecognition of financial liabilities*

The Company derecognises financial liabilities when, and only when, the Company's obligations are discharged, cancelled or they expire. The difference between the carrying amount of the financial liability derecognised and the consideration paid and payable is recognised in profit or loss.

#### **4. CRITICAL ACCOUNTING JUDGMENTS AND KEY SOURCES OF ESTIMATION UNCERTAINTY**

In the application of the Company's accounting policies, which are described in Note 3, management is required to make judgments, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods.

##### **Critical judgments in applying accounting policies and estimates**

The following are the critical judgments and estimates that management have made in the process of applying the Company's accounting policies and that have the most significant effect on the amounts recognised in the financial statements.

##### **Provisions**

Provisions are made when any probable and quantifiable risk of loss attributable to disputes exist. Provisions mainly consist of provision for aircraft maintenance (Note 22).

##### **Recoverability of variable lease payments related to future maintenance**

Under the operating lease agreements for its aircraft, the Company makes variable lease payments to lessors which are based upon the flight hours of engines, limited life parts of engines and auxiliary power units. Such amounts are reimbursable by lessors upon occurrence of the maintenance event (engine overhaul, replacement of the limited life parts of engines). The reimbursement is made only for scheduled repairs and replacements in accordance with the Company's maintenance program agreed with the Kazakhstan Civil Aviation Committee ("CAC").

In case of return of the aircraft after the scheduled maintenance event, but before the return condition specified in the lease agreement is triggered, the amounts of variable lease payments made to the lessors are not reimbursable and are retained by the lessors as a deposit transferrable to the next lessees of the aircraft. Management of the Company believes that as at 31 December 2011 contributions of variable lease payments of USD 117,028 thousand (2010: USD 68,709 thousand) are subject to reimbursement by the aircraft lessors upon actual maintenance events. Management regularly assesses the recoverability of variable lease payments made by the Company.

##### **Compliance with tax legislation**

Kazakhstani tax, currency and customs legislation is subject to frequent changes and varying interpretations. Management's interpretation of such legislation in applying it to business transactions of the Company may be challenged by the relevant regional authorities enabled by law to impose fines and penalties. It is possible that the tax treatment of transactions that have not been challenged in the past may be challenged. Fiscal periods remain open to review by the tax authorities in respect of taxes for the five calendar years preceding the year of tax review. Under certain circumstances reviews may cover longer periods. While the Company believes it has provided adequately for all tax liabilities based on its understanding of the tax legislation, the above facts may create additional financial risks for the Company.

##### **Useful lives of property, plant and equipment**

In reporting intangible assets and tangible assets, an assessment is made of the useful economic life and an assessment is made at least once a year to determine whether impairment exists.

## Fair value of financial instruments

As described in note 24, the Company uses valuation techniques that include inputs that are not based on observable market data to estimate the fair value of certain types of financial instruments. Note 24 provides detailed information about the key assumptions used in the determination of the fair value of financial instruments, as well as the detailed sensitivity analysis for these assumptions.

Management believes that the chosen valuation techniques and assumptions used are appropriate in determining the fair value of financial instruments.

## Allowances

The Company accrues allowances for doubtful accounts receivable. Judgment is used to estimate doubtful accounts, which includes consideration of historical and anticipated customer performance. Changes in the economy or specific customer conditions may require adjustments to the allowance for doubtful accounts recorded in these financial statements. As at 31 December 2011 and 2010, allowances for doubtful accounts have been created of USD 3,747 thousand and USD 4,012 thousand, respectively (Notes 14, 15).

The Company annually estimates the necessity of accrual of allowances for obsolete and slow-moving inventories based on annual stock count data conducted at the reporting date. As at 31 December 2011, the Company accrued an allowance for obsolete and slow-moving inventories in the amount of USD 466 thousand (2010: USD 338 thousand) (Note 13).

## Contingent liabilities and contingent assets

Contingent liabilities are not recognised in the financial statements. They are disclosed in the notes to the financial statements, unless the possibility of an outflow of resources embodying economic benefits is remote.

Contingent assets are not recognised in the financial statements. Where an inflow of economic benefits is probable, they are disclosed in the notes to the financial statements.

## 5. REVENUE

<b>Passenger revenue</b>	<b>2011</b>	<b>2010</b>
Passenger transport	643,241	552,271
Fuel surcharge	53,473	45,263
Airport services	33,556	23,334
Excess baggage	6,067	5,201
	<u>736,337</u>	<u>626,069</u>
<b>Cargo and mail revenue</b>	<b>2011</b>	<b>2010</b>
Cargo	21,065	18,007
Mail	629	554
	<u>21,694</u>	<u>18,561</u>
<b>Other revenue</b>	<b>2011</b>	<b>2010</b>
Penalties on agency contracts	6,767	5,978
Government subsidies	2,568	4,604
Advertising revenue	1,472	1,184
Income from ground services	809	833
Gain on disposal of spare parts and other assets	227	1,164
Spare parts received free of charge	21	-
Other	2,988	3,091
	<u>14,852</u>	<u>16,854</u>

In accordance with Resolution #915 of the Government of the Republic of Kazakhstan dated 17 August 2002, the Government provides subsidies to companies rendering air passenger services on unprofitable routes from Astana to Semey, Pavlodar and Zhezkazgan.

During 2010, the Government provided subsidies for the routes from Astana to Semey, Zhezkazgan, Pavlodar, Petropavlovsk, Uralsk and Aktobe. During 2011, the Government closed flights from Astana to Petropavlovsk, Uralsk and Aktobe.

During the years ended 31 December, passenger and cargo revenue were generated from the following destinations:

	<b>2011</b>	<b>2010</b>
Domestic	298,511	263,515
Europe	306,011	252,068
Asia	153,509	129,047
	<u>758,031</u>	<u>644,630</u>

## **6. OPERATING EXPENSES**

### **Engineering and maintenance**

	<b>2011</b>	<b>2010</b>
Maintenance – variable lease payments	46,208	41,569
Maintenance – components	17,401	12,154
Spare parts	11,149	11,168
Maintenance – provisions (Note 22)	7,890	18,495
Technical inspection	2,047	2,008
	<u>84,695</u>	<u>85,394</u>

### **Aircraft operating lease costs**

	<b>2011</b>	<b>2010</b>
Fixed lease charges	71,651	70,097
Lease of engines and rotatable spare parts	1,336	1,575
Leased Engine on Wing Costs	-	1,596
	<u>72,987</u>	<u>73,268</u>

### **Handling, landing fees and route charges**

	<b>2011</b>	<b>2010</b>
Handling charge	28,131	22,938
Aero navigation	27,431	22,372
Landing fees	26,701	22,737
Meteorological services	1,764	1,354
Other	821	588
	<u>84,848</u>	<u>69,989</u>

### **Employee costs**

	<b>2011</b>	<b>2010</b>
Wages and salaries of operational personnel	57,825	46,263
Wages and salaries of administrative persona	12,616	10,902
Social tax	6,032	4,784
Wages and salaries of sales persona	4,962	4,407
Other	4,065	2,733
	<u>85,500</u>	<u>69,089</u>



The average number of employees during 2011 was 3,358 (2010: 3,032).

<b>Passenger service</b>	<b>2011</b>	<b>2010</b>
Airport charges	30,182	20,951
Catering	27,976	23,750
In-flight entertainment	2,168	1,725
Security	2,147	1,643
Other	6,105	4,384
	<u>68,578</u>	<u>52,453</u>
<b>Selling costs</b>	<b>2011</b>	<b>2010</b>
Commissions	33,457	27,561
Reservation costs	12,749	15,148
Advertising	5,187	4,213
Interline commissions	887	1,081
Other	2,071	852
	<u>54,351</u>	<u>48,855</u>
<b>Aircraft crew costs</b>	<b>2011</b>	<b>2010</b>
Contract crew	15,918	10,947
Accommodation and allowances	13,244	12,089
Training	12,178	9,825
	<u>41,340</u>	<u>32,861</u>
<b>Insurance</b>	<b>2011</b>	<b>2010</b>
Hull insurance	2,201	2,496
Legal liability insurance	2,030	2,131
Medical insurance	844	531
Other	241	148
	<u>5,316</u>	<u>5,306</u>

## 7. FINANCE INCOME AND COSTS

<b>Finance income</b>	<b>2011</b>	<b>2010</b>
Finance income on bank deposits	8,230	7,239
Realised gain on financial assets and liabilities held at fair value through profit or loss (Note 16).	2,032	-
Other	129	216
	<u>10,391</u>	<u>7,455</u>
<b>Finance costs</b>	<b>2011</b>	<b>2010</b>
Net unrealised loss on financial assets and liabilities at fair value through profit or loss (Note 16)	1,284	386
Bank commissions	532	567
Interest expense on finance lease	-	1
	<u>1,816</u>	<u>954</u>

## 8. INCOME TAX EXPENSE

The Company's income tax expense recognized in profit or loss for the years ended 31 December was as follows:

	2011	2010
Current income tax expense	17,162	22,655
Adjustments recognised in the current year in relation to the current income tax of prior years	1,309	-
Deferred income tax benefit	(2,287)	(2,651)
	<u>16,184</u>	<u>20,004</u>

The Company's income tax recognized in other comprehensive income for the year ended 31 December was as follows:

	2011	2010
Current income tax	-	-
Deferred income tax	66	-
	<u>66</u>	<u>-</u>

Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes. The tax effect on the major temporary differences that give rise to the deferred income tax assets and liabilities as at 31 December 2011 and 2010 is presented below:

	2011	2010
<b>Deferred tax assets</b>		
Provision for aircraft maintenance	5,662	4,945
Remuneration payable	1,071	1,427
Trade and other receivables	640	938
Trade and other payables	2,147	516
Intangible assets	53	14
Total	<u>9,573</u>	<u>7,840</u>
<b>Deferred tax liabilities</b>		
Difference in depreciable value of property, plant and equipment	(1,242)	(1,471)
Prepaid expenses	(347)	(604)
Trade and other payables	-	(2)
Total	<u>(1,589)</u>	<u>(2,077)</u>
<b>Net deferred tax assets</b>	<u>7,984</u>	<u>5,763</u>

The income tax rate in the Republic of Kazakhstan, where the Company is located, in 2011 and 2010 was 20%. The taxation charge for the year is different from that which would be obtained by applying the statutory income tax rate to profit before income tax. Below is a reconciliation of theoretical income tax at 20% (2010: 20%) to the actual income tax expense recorded in the Company's statement of comprehensive income:

	2011	2010
Profit before tax	<u>77,444</u>	<u>97,120</u>
Income tax at statutory rate	15,489	19,424
Tax effect of non-deductible expenses	695	599
Foreign currency translation difference	-	(19)
Income tax expense	<u>16,184</u>	<u>20,004</u>

## 9. PROPERTY, PLANT AND EQUIPMENT

	Rotable spare parts	Office equipment and furniture	Building, premises and land	Vehicles	Other assets	Equipment to be installed	Total
<b>Cost</b>							
At 1 January 2010	24,303	4,409	5,459	2,676	3,650	145	40,642
Additions	309	1,013	-	284	-	17,417	19,023
Disposals	(12,041)	(104)	-	(200)	-	-	(12,345)
Transfers from intangible assets (Note 10)	-	-	-	-	-	193	193
Transfers to inventory	-	-	-	-	-	(941)	(941)
Transfers from inventory	-	-	-	-	-	1,678	1,678
Transfers	18,193	2,010	-	97	(3,675)	(16,625)	-
Foreign currency translation difference	158	28	35	17	25	(1)	262
At 31 December 2010	30,922	7,356	5,494	2,874	-	1,866	48,512
Additions	-	-	-	-	-	6,749	6,749
Disposals	(4,896)	(175)	-	(188)	-	-	(5,259)
Transfers to intangible assets (Note 10)	-	-	-	-	-	(883)	(883)
Transfers to inventory	(1)	(4)	-	-	-	(1,572)	(1,577)
Transfers from inventory	1	4	-	-	-	6,569	6,574
Transfers	7,317	1,239	-	465	-	(9,021)	-
Foreign currency translation difference	(238)	(61)	(37)	(23)	-	(34)	(393)
At 31 December 2011	33,105	8,359	5,457	3,128	-	3,674	53,723
<b>Accumulated depreciation</b>							
At 1 January 2010	8,313	2,485	525	948	1,324	-	13,595
Charge for the year (Note 11)	3,304	1,102	199	360	-	-	4,965
Disposals	(1,411)	(87)	-	(174)	-	-	(1,672)
Transfers	1,728	(394)	-	(1)	(1,333)	-	-
Foreign currency translation difference	53	16	4	5	9	-	87
At 31 December 2010	11,987	3,122	728	1,138	-	-	16,975
Charge for the year (Note 11)	3,087	1,394	187	451	-	-	5,119
Disposals	(2,017)	(155)	-	(153)	-	-	(2,325)
Foreign currency translation difference	(94)	(36)	(7)	(10)	-	-	(147)
At 31 December 2011	12,963	4,325	908	1,426	-	-	19,622
<b>Net book value</b>							
At 31 December 2011	20,142	4,034	4,549	1,702	-	3,674	34,101
At 31 December 2010	18,935	4,234	4,766	1,736	-	1,866	31,537

As at 31 December 2011, the book value of fully depreciated property, plant and equipment that is still in use was USD 1,360 thousand (2010: USD 1,303 thousand).

## 10. INTANGIBLE ASSETS

	<b>Software</b>
<i>Cost</i>	
At 1 January 2010	3,728
Additions	1,526
Disposals	(58)
Transfer to property, plant and equipment (Note 9)	(193)
Foreign currency translation difference	24
	<u>5,027</u>
At 31 December 2010	<u>5,027</u>
Transfers from property, plant and equipment (Note 9)	883
Foreign currency translation difference	(44)
	<u>5,866</u>
At 31 December 2011	<u>5,866</u>
<i>Accumulated amortisation</i>	
At 1 January 2010	1,466
Charge for the year (Note 11)	515
Disposals	(58)
Transfer to property, plant and equipment (Note 9)	(1)
Foreign currency translation difference	9
	<u>1,931</u>
At 31 December 2010	<u>1,931</u>
Charge for the year (Note 11)	805
Foreign currency translation difference	(22)
	<u>2,714</u>
At 31 December 2011	<u>2,714</u>
<i>Net book value</i>	
At 31 December 2011	<u>3,152</u>
At 31 December 2010	<u>3,096</u>

## 11. DEPRECIATION AND AMORTISATION

	<b>2011</b>	<b>2010</b>
Depreciation of property, plant and equipment (Note 9)	5,119	4,965
Amortisation of intangible assets (Note 10)	805	515
	<u>5,924</u>	<u>5,480</u>
Total	<u>5,924</u>	<u>5,480</u>

## 12. GUARANTEE DEPOSITS

	<b>31 December 2011</b>	<b>31 December 2010</b>
<i>Non-current</i>		
Guarantee deposits for leased aircraft	16,780	14,056
Other guarantee deposits	522	982
	<u>17,302</u>	<u>15,038</u>
<i>Current</i>		
Guarantee deposits for leased aircraft	550	200
Other guarantee deposits	860	977
	<u>1,410</u>	<u>1,177</u>
	<u><u>18,712</u></u>	<u><u>16,215</u></u>

Guarantee deposits for leased aircraft comprise security deposits required by the lease agreements as security for future lease payments to be made by the Company. Guarantee deposits are denominated primarily in US dollars.

Guarantee deposits are receivable as follows:

	<b>31 December 2011</b>	<b>31 December 2010</b>
Within one year	550	200
After one year but not more than five years	14,311	13,580
More than five years	2,757	800
	<u>17,618</u>	<u>14,580</u>
Fair value adjustment	<u>(288)</u>	<u>(324)</u>
	<u><u>17,330</u></u>	<u><u>14,256</u></u>

## 13. INVENTORIES

	<b>31 December 2011</b>	<b>31 December 2010</b>
Spare parts	17,144	12,541
Fuel	5,676	2,868
Goods in transit	2,001	783
Crockery	1,684	1,101
Promotional materials	954	1,368
De-icing liquid	699	859
Blank forms	567	988
Uniforms	296	190
Other	596	370
	<u>29,617</u>	<u>21,068</u>
Less: allowance for obsolete and slow-moving inventories	<u>(466)</u>	<u>(338)</u>
	<u><u>29,151</u></u>	<u><u>20,730</u></u>

The movements in the allowance for obsolete and slow-moving inventories were as follows for the years ended 31 December:

	<b>2011</b>	<b>2010</b>
Allowance for obsolete and slow-moving inventories at the beginning of the year	(338)	(336)
Accrued for the year	(132)	-
Foreign currency translation difference	4	(2)
	<u>          </u>	<u>          </u>
Allowance for obsolete and slow-moving inventories at the end of the year	<u>(466)</u>	<u>(338)</u>

#### 14. PREPAYMENTS

	<b>31 December 2011</b>	<b>31 December 2010</b>
<i>Non-current</i>		
Prepayments for non-current assets	68,666	16,418
Advances paid for services	1,537	1,547
	<u>          </u>	<u>          </u>
	70,203	17,965
Less: allowance for non-recovery	(1,537)	(1,547)
	<u>          </u>	<u>          </u>
	68,666	16,418
<i>Current</i>		
Advances paid for services	15,313	11,319
Advances paid for goods	11,308	9,162
Prepayments for operating leases	6,868	2,381
	<u>          </u>	<u>          </u>
	33,489	22,862
Less: allowance for non-recovery	(1,713)	(1,803)
	<u>          </u>	<u>          </u>
	<u>31,776</u>	<u>21,059</u>

Prepayments for non-current assets were made to Airbus as pre-delivery payments for the purchase of six new aircraft with delivery commencing in 2012, and Embraer as pre-delivery payment for the purchase of two aircraft with delivery commencing in May-June 2012.

The movements in the allowance for non-recovery for the years ended 31 December were:

	<b>2011</b>	<b>2010</b>
At the beginning of the year	(3,350)	(2,136)
Accrued during the year	(35)	(2,433)
Written-off against previously created allowance	113	1,232
Foreign currency translation difference	22	(13)
	<u>          </u>	<u>          </u>
At the end of the year	<u>(3,250)</u>	<u>(3,350)</u>

The allowance for non-recovery includes advance payments made by the Company to suppliers which are currently subject to legal claims for recovery due to the suppliers' inability to complete the transactions.

## 15. TRADE AND OTHER RECEIVABLES

	<b>31 December 2011</b>	<b>31 December 2010</b>
Trade receivables	18,966	36,631
Receivable from lessors – variable lease reimbursement	12,687	12,003
Due from employees	3,335	1,731
Subsidies receivable (Note 26)	443	255
Other	185	-
	<u>35,616</u>	<u>50,620</u>
Less: allowance for doubtful debts	<u>(497)</u>	<u>(662)</u>
	<u><u>35,119</u></u>	<u><u>49,958</u></u>

At 31 December 2011, eight debtors including IATA Bank Settlement Plans (BSPs) as collecting agencies from the worldwide travel agencies comprised 29% of the Company's trade and other receivables (2010: eight debtors comprised 73%).

Receivable from lessors represents the amount of variable lease reimbursement applied for by the Company as a result of maintenance events that occurred prior to reporting date.

The Company's trade and other receivables are denominated in the following currencies as at 31 December:

	<b>31 December 2011</b>	<b>31 December 2010</b>
US Dollar	18,633	22,962
Tenge	6,622	18,339
Euro	4,751	5,057
Russian Rouble	1,036	869
Other	4,574	3,393
	<u>35,616</u>	<u>50,620</u>

The movements in allowance for doubtful debts for the years ended 31 December were:

	<b>2011</b>	<b>2010</b>
At the beginning of the year	(662)	(256)
Accrued during the year	(13)	(465)
Written-off against previously created allowance	176	61
Foreign currency translation difference	2	(2)
	<u>(497)</u>	<u>(662)</u>

## 16. FINANCIAL ASSETS AND LIABILITIES AT FAIR VALUE THROUGH PROFIT OR LOSS

Financial assets and liabilities at fair value through profit or loss arise from the Company's aviation fuel price hedging activities which commenced in 2009. The Company signed agreements and entered into transactions with various financial institutions to manage the risk of significant changes in aviation fuel prices. These assets and liabilities are recognised at fair value through profit or loss as the derivatives were not designated into a hedge accounting relationship.

	Call option	Put option	Net
At 1 January 2010	1,361	(336)	1,025
First-time valuation of options	211	-	211
Gain on hedging of aviation fuel	127	-	127
Foreign currency translation (loss)/gain	2	(2)	-
Net unrealised (loss)/gain on financial assets and liabilities at fair value through profit or loss (Note 7)	<u>(605)</u>	<u>219</u>	<u>(386)</u>
At 31 December 2010	<u>1,096</u>	<u>(119)</u>	<u>977</u>
First-time valuation of options	(1,651)	19	(1,632)
Realized gain on hedging of aviation fuel	2,032	-	2,032
Foreign currency translation (loss)/gain	(2)	7	5
Net unrealised loss on financial assets and liabilities at fair value through profit or loss (Note 7)	<u>(584)</u>	<u>(700)</u>	<u>(1,284)</u>
At 31 December 2011	<u>891</u>	<u>(793)</u>	<u>98</u>

The terms of the options are described in Note 24.

## 17. OTHER TAXES PREPAID

	31 December 2011	31 December 2010
Value added tax recoverable	3,965	2,458
Prepayment for personal income tax for non-residents	-	19
Other taxes prepaid	<u>303</u>	<u>297</u>
	<u>4,268</u>	<u>2,774</u>

Value added tax receivable is recognised within current assets as the Company annually applies for reimbursement of these amounts.

## 18. BANK DEPOSITS

	31 December 2011	31 December 2010
<i>Current</i>		
Guarantee deposits	26	21
Interest receivable	<u>8,116</u>	<u>5,997</u>
	<u>8,142</u>	<u>6,018</u>
<i>Non-current</i>		
Term deposits with local banks with original maturity more than 1 year	<u>117,523</u>	<u>113,435</u>
	<u>125,665</u>	<u>119,453</u>



Term deposits with local banks (with an original maturity of more than three months and more than one year) earn interest in the range from 3.5% to 8.2% per annum (2010: 5% to 8.7%). Bank deposits have no restrictions on early withdrawal.

Guarantee deposits made to meet the requirements of Kazakhstan legislation relating to foreign employees are denominated in tenge and earn interest of 4.5% per annum (2010: 4.5%).

Bank deposits are denominated in the following currencies as at 31 December:

	2011	2010
US Dollar	118,627	116,562
Euro	7,011	2,817
Tenge	27	74
	<u>125,665</u>	<u>119,453</u>

## 19. CASH AND BANK BALANCES

	31 December 2011	31 December 2010
Current accounts with local banks	9,074	17,165
Term deposits with local banks with original maturity less than 3 months	7,969	20,352
Current accounts with foreign banks	6,867	3,967
Cash on hand	85	61
	<u>23,995</u>	<u>41,545</u>

As at 31 December 2011, current accounts with banks earn interest in the range of 0.2% to 2% (2010: 0.2% to 2%). Short-term deposits (over-night) with banks earn interest of 0.08%-2.5% per annum (2010: 0.75%-3.35%).

Cash and bank balances are denominated in the following currencies as at 31 December:

	2011	2010
Tenge	7,138	20,933
US Dollar	5,679	13,230
Uzbek Soms	4,822	-
Euro	2,954	3,312
GBP	1,227	1,408
Russian Rouble	1,059	586
Chinese Yuan	521	775
Indian Rupee	339	490
Other	256	811
	<u>23,995</u>	<u>41,545</u>

## 20. EQUITY

As at 31 December 2011 and 2010, share capital comprised of 17,000 authorised, issued and fully paid ordinary shares with a par value of USD 1,000 per share.

The Company has not yet declared any dividends for the year ended 31 December 2011. Dividends payable on ordinary shares are determined by the shareholders at the annual meeting.

In 2011, the shareholders declared a dividend payment equivalent to 25% of profit for 2010. The total amount of the dividend of USD 19,398 thousand, which was distributed and paid to each shareholder in accordance with their shareholdings (2010: USD 16,790 thousand).

The calculation of basic earnings per share is based on profit for the year and the weighted average number of ordinary shares outstanding during the year of 17,000 shares (2010: 17,000). The Company has no dilutive potential ordinary shares.

	<b>2011</b>	<b>2010</b>
<b>Profit:</b>		
Net profit	61,260	77,116
Number of ordinary shares	<u>17,000</u>	<u>17,000</u>
Earnings per share – basic and diluted (USD)	<u><u>3,604</u></u>	<u><u>4,536</u></u>

## 21. DEFERRED REVENUE

	<b>31 December 2011</b>	<b>31 December 2010</b>
Unearned transportation revenue	47,704	51,287
Customer loyalty program	<u>13,371</u>	<u>10,184</u>
	<u><u>61,075</u></u>	<u><u>61,471</u></u>

Unearned transportation revenue represents the value of sold but unused passenger tickets, the validity period of which has not expired.

Deferred revenue attributable to the customer loyalty program refers to the Company's Nomad program.

## 22. PROVISION FOR AIRCRAFT MAINTENANCE

	<b>31 December 2011</b>	<b>31 December 2010</b>
Engines	23,645	22,081
C-Check	2,670	2,651
Fokker-50 redelivery provisions	<u>1,991</u>	<u>-</u>
	<u><u>28,306</u></u>	<u><u>24,732</u></u>

The movements in the provision for aircraft maintenance were as follows for the years ended 31 December:

	<b>2011</b>	<b>2010</b>
At 1 January	24,732	16,475
Accrued during the year (Note 6)	14,507	18,495
Reversed during the year (Note 6)	(6,617)	-
Used during the year	(4,105)	(10,343)
Foreign currency translation difference	<u>(211)</u>	<u>105</u>
At 31 December	<u><u>28,306</u></u>	<u><u>24,732</u></u>

Under the terms of its operating lease agreements for aircraft, the Company is obliged to carry out and pay for maintenance based on use of the aircraft and to return aircraft to the lessors in a satisfactory condition at the end of the lease term. The maintenance cost estimates used for provisions are in US Dollars.

The planned utilisation of these provisions is as follows:

	<b>31 December 2011</b>	<b>31 December 2010</b>
Within one year	16,220	10,896
During the second year	7,349	8,553
During the third year	2,466	4,047
After the third year	<u>2,271</u>	<u>1,236</u>
Total provision for aircraft maintenance	<u>28,306</u>	<u>24,732</u>
Less: current portion	<u>(16,220)</u>	<u>(10,896)</u>
Non-current portion	<u><u>12,086</u></u>	<u><u>13,836</u></u>

Significant judgment is involved in determining the provision for aircraft maintenance. Management has engaged an independent specialist to assist in estimating the timing and cost of expected engine maintenance activities. The estimate by the independent specialist is prepared based on the current condition of aircraft, historical flight hours and cycles, expected future utilisation of the aircraft over the remaining life of the operating leases as well as requirements for returnable condition when the lease term is concluded. The estimates are based on the following key assumptions:

- expected utilisation rate for flight hours and cycles is based on historical data;
- market prices are used for services and parts;
- it is assumed that aircraft will be operated within standard norms and conditions; and
- no provisions have been made for unscheduled maintenance.

### 23. TRADE AND OTHER PAYABLES

	<b>31 December 2011</b>	<b>31 December 2010</b>
Trade payables	31,666	24,213
Employee unused vacation and remuneration payable	8,558	9,389
Operating lease payables	4,417	3,177
Wages and salaries payable to employees	3,320	2,328
Advances received	1,817	1,424
Taxes payable	639	808
Other	<u>2,159</u>	<u>1,763</u>
	<u><u>52,576</u></u>	<u><u>43,102</u></u>

The Company's trade payables are denominated in the following currencies:

	<b>31 December 2011</b>	<b>31 December 2010</b>
Tenge	23,418	20,827
US dollar	17,971	12,848
Euro	7,201	7,151
GBP	1,547	550
Russian roubles	664	854
Other	<u>1,775</u>	<u>872</u>
	<u><u>52,576</u></u>	<u><u>43,102</u></u>

## **24. FINANCIAL INSTRUMENTS**

Exposure to credit, interest rate, currency and commodity price risk arises in the normal course of the Company's business. The Company does not hedge its exposure to such risks, other than commodity price risk as discussed below.

### **Capital management**

The Company manages its capital to ensure the Company will be able to continue as going concern while maximising the return to the shareholders through the optimisation of the debt and equity balance. The Company's overall strategy remains unchanged from 2010.

The capital structure of the Company consists of net debt and equity of the Company (comprising issued capital, retained earnings as detailed in Note 20).

The Company is not subject to any externally imposed capital requirements.

### **Credit risk**

Credit risk refers to the risk that a counterparty will default on its contractual obligations resulting in financial loss to the Company. The Company has adopted a policy of only dealing with creditworthy counterparties and obtaining sufficient collateral, where appropriate, as a means of mitigating the risk of financial loss from defaults. The Company only transacts with entities that are rated the equivalent of investment grade and above. This information is supplied by independent rating agencies where available and, if not available, the Company uses other publicly available financial information and its own trading records to rate its major customers. The Company's exposure and the credit ratings of its counterparties are continuously monitored and the aggregate value of transactions concluded is spread amongst approved counterparties. Credit exposure is controlled by counterparty limits that are reviewed and approved by the risk management committee annually.

Trade receivables consist of a large number of customers, spread across diverse industries and geographical areas. Ongoing credit evaluation is performed on the financial condition of accounts receivable and, where appropriate, credit guarantee insurance cover is purchased.

As at 31 December 2011, there was no significant concentration of credit risk in respect of prepayments (Note 14) and trade accounts receivable (Note 15).

### **Interest rate risk**

The Company does not have significant exposure to interest rate risks.

### **Foreign currency risk**

The Company is exposed to foreign currency risk on sales and purchases that are denominated in currencies other than the tenge. The currencies giving rise to this risk are primarily the USD and Euro. For amounts of assets and liabilities denominated in foreign currency refer to Notes 15, 18, 19 and 23.

### **Commodity price risk**

The Company uses options to economically hedge the exposure to movements in the price of aviation fuel. Financial instruments are acquired being call options (where a premium is paid upfront by the Company for covering the risk of increases of commodity price above a predetermined level) and a zero cost collar (where no premium is paid by the Company unless the price of the commodity decreases below a predetermined level). Since aviation fuel derivative financial instruments are not quoted or available in Kazakhstan, management signed economic hedge agreements with reference to changes in the crude oil price per barrel. The quantity of aviation fuel to be covered by such instruments is assessed on a quarterly basis by management as part of its risk management strategy. Economic hedging is conducted in accordance with the policy for hedge of fuel price changes approved by the Company's directors and shareholders.

The following table summarises the impact of reasonably possible changes in aviation fuel price on the Company's net profit and equity. For the purpose of this disclosure, the sensitivity analysis assumes a 10 per cent increase and decrease in the price of aviation fuel above upper price (Cap) and below lower price (Floor), respectively. The sensitivity analysis assumes designation and effectiveness testing results as at 31 December 2011 remain unchanged. This analysis also assumes that all other variables, including foreign currency exchange rates and option volatilities, remain constant.

	2011		2010	
	Net Profit	Equity	Net Profit	Equity
Market price is 10% higher than Cap	9,917	9,917	3,458	3,458
Market price is 10% lower than Floor	(4,964)	(4,964)	(1,102)	(1,102)

### Foreign currency sensitivity analysis

The Company is mainly exposed to the risk of change of exchange rates of tenge against USD and Euro.

The book value of the Company's monetary assets and liabilities in foreign currency as at the reporting date has been provided below. This disclosure excludes assets and liabilities denominated in other currencies as they do not have significant effect on the financial statements of the Company.

	Notes	US dollar		Euro	
		2011	2010	2011	2010
<b>Assets</b>					
Trade and other receivables	15	18,633	22,962	4,751	5,057
Bank deposits	18	118,627	116,562	7,011	2,817
Cash and bank balances	19	5,679	13,230	2,954	3,312
<b>Total</b>		<u>142,939</u>	<u>152,754</u>	<u>14,716</u>	<u>11,186</u>
<b>Liabilities</b>					
Trade and other payables	23	17,971	12,848	7,201	7,151
<b>Total</b>		<u>17,971</u>	<u>12,848</u>	<u>7,201</u>	<u>7,151</u>
<b>Net position</b>		<u>124,968</u>	<u>139,906</u>	<u>7,515</u>	<u>4,035</u>

The following table details the Company's sensitivity to 10.72% and 16.33% increase in the tenge against USD and EUR respectively in 2011 and 10% in 2010. 10.72% and 16.33% are the sensitivity rates used when reporting foreign currency risk internally to key management personnel and represents management's assessment of the reasonably possible change in foreign exchange rates. Management of the Company believes that given the current economic conditions in Kazakhstan that a 10.72% and 16.33% increase is a realistic movement in the tenge exchange rates against foreign currencies.

The sensitivity analysis includes only outstanding foreign currency denominated monetary items and adjusts their translation at the period end for a 10.72% and 16.33% change in rates of USD and EUR respectively, as at 31 December 2011 and 10% as at 31 December 2010. The sensitivity analysis includes trade and other receivables, cash and bank balances, bank term deposits, financial lease liabilities and trade account payable.

A negative number below indicates a decrease in profit and equity where the tenge strengthens by 10.72% and 16.33% against USD and EUR, respectively (2010: 10%). For a 10.72% and 16.33% weakening of the tenge against USD and EUR in 2011 and 10% in 2010, there would be an equal and opposite impact on the profit and other equity, and the balances below would be positive.

	Currency USD impact		Currency Euro impact	
	2011	2010	2011	2010
Profit or (loss)	10.72%	10.00%	16.33%	10.00%
	(13,397)	(13,991)	(1,227)	(404)

The Company limits the currency risk by monitoring changes in exchange rates of foreign currencies in which cash and bank balances, bank term deposits, accounts receivable and accounts payable are denominated.

### Liquidity risk management

Ultimate responsibility for liquidity risk management rests with the board of directors, which has built an appropriate liquidity risk management framework for management of the Company's short, medium and long-term funding and liquidity management requirements. The Company manages liquidity risk by maintaining adequate reserves, continuously monitoring forecast and actual cash flows and matching the maturity profiles of financial assets and liabilities.

### Liquidity and interest risk tables

The following tables detail the Company's remaining contractual maturity for its non-derivative financial liabilities. The tables have been drawn up based on the undiscounted cash flows of financial liabilities based on the earliest date on which the Company can be required to pay.

	Weighted average effective interest rate %	Up to 3 months	3 months to 1 year	1-5 years	Total
<b>2011</b>					
<b>Financial liabilities</b>					
<i>Interest free</i>					
Trade and other payables	-	-	41,562	-	41,562
Financial liabilities at fair value through profit or loss	-	-	793	-	793
<b>2010</b>					
<b>Financial liabilities</b>					
<i>Interest free</i>					
Trade and other payables	-	-	31,481	-	31,481
Financial liabilities at fair value through profit or loss	-	-	119	-	119

The following table details the Company's expected maturity for its non-derivative financial assets. The tables below have been drawn up based on the undiscounted contractual maturities of the financial assets including interest that will be earned on those assets except where the Company anticipates that the cash flow will occur in a different period.

	<b>Weighted average effective interest rate %</b>	<b>Up to 3 months</b>	<b>3 months to 1 year</b>	<b>1-5 years</b>	<b>Total</b>
<b>2011</b>					
<b>Financial assets</b>					
<i>Interest free</i>					
Trade and other receivables	-	-	35,119	-	35,119
Financial assets at fair value through profit or loss	-	-	891	-	891
Cash and bank balances	-	23,995	-	-	23,995
<i>Fixed rate</i>					
Bank deposits	5.68%	112	10,681	120,483	131,276
<b>2010</b>					
<b>Financial assets</b>					
<i>Interest free</i>					
Trade and other receivables	-	-	49,958	-	49,958
Financial assets at fair value through profit or loss	-	-	1,096	-	1,096
Cash and bank balances	-	41,545	-	-	41,545
<i>Fixed rate</i>					
Bank deposits	6.22%	91	7,830	121,306	129,227

### **Fair values**

The fair values of financial assets and financial liabilities of the Company are determined in accordance with generally accepted pricing models based on discounted cash flow analysis using prices from observable current market transactions and dealer quotes for similar instruments.

The following methods and assumptions are used by the Company to estimate the fair value of these financial instruments:

#### *Cash and bank balances*

The carrying value of cash and bank balances approximates their fair value as they either have short-term maturity or are interest-bearing and hence are not discounted.

#### *Trade and other receivables and payables*

For assets and liabilities maturing within twelve months, the carrying value approximates fair value due to the relatively short-term maturity of these financial instruments.

For financial assets and liabilities maturing in over twelve months, the fair value represents the present value of estimated future cash flows discounted at year-end market rates. Average year-end market borrowing rates were as follows as at 31 December:

	<b>2011</b> (% per year)	<b>2010</b> (% per year)
Tenge		
For 1 to 5 years	11.4%-12.4%	12.4% - 15.0%
Foreign currency		
For 1 to 5 years	6.8%-11.6%	4.0% - 14.6%

Management considers that the carrying amounts of financial assets and financial liabilities recorded at amortised cost in the financial statements approximate their fair values.

#### *Financial instruments at fair value through profit or loss*

Valuation of financial instruments recognised at fair value through profit or loss (Note 16) is based on inputs for which all significant inputs are observable, either directly or indirectly and valuations are based on one or more observable quoted prices for orderly transactions in markets that are not considered active and represent Level 2 of the fair value hierarchy.

#### *Trade and other receivables and payables*

For receivables and payables with a maturity of less than six months fair value is not materially different from the carrying amount because the effect of the time value of money is not material.

#### *Provisions*

For provisions which meet the definition of financial liabilities the fair value is not materially different from the carrying amount because the effect of the time value of money is not material.

## **25. COMMITMENTS AND CONTINGENCIES**

### **Operating lease commitments**

#### *Aircraft*

Aircraft operating leases are for terms of between 5 to 10 years. All operating lease contracts contain market review clauses in the event that the Company exercises its option to renew. The Company does not have an option to purchase the leased aircraft at the expiry of the lease period.

Operating lease commitments include fixed lease payments and variable lease payments which vary according to flying hours and cycles.

The fixed and variable lease payments are denominated and settled in US dollars. This currency is routinely used in international commerce for aircraft operating leases.

Non-cancellable operating lease commitments are payable as follows:

	<b>31 December</b> <b>2011</b>	<b>31 December</b> <b>2010</b>
Within one year	111,239	111,932
After one year but not more than five years	165,075	229,157
More than five years	75,732	44,462
	<u>352,046</u>	<u>385,551</u>



## Engine

During 2010, the Company purchased a spare engine and subsequently entered into a sale and leaseback transaction for the engine. The lease term is 10 years with an extension period of 5 years at the agreement of the lease agreement parties.

The fixed and variable lease payments are denominated and settled in US dollars. This currency is routinely used in international commerce for engine operating leases.

Non-cancellable operating lease commitments are payable as follows:

	<b>31 December 2011</b>	<b>31 December 2010</b>
Within one year	1,457	1,522
After one year but not more than five years	6,319	6,642
More than five years	3,015	4,149
	<u>10,791</u>	<u>12,313</u>

## Insurance

The Company has the following insurance coverage provided and underwritten to international standards:

- aviation all risks hull, spares and equipment, and airline legal liability insurance, which includes passenger liabilities;
- aviation hull deductible insurance;
- aviation hull war risks (including spares) and allied perils insurance;
- aviation excess war, hi-jacking and other perils liability insurance;
- computer and communications equipment insurance;
- employer's legal liability for all employees of the company.

The Company has not yet obtained coverage for business interruption.

## Capital commitments

During 2008 the Company signed an agreement with Airbus to purchase six Airbus narrow-body aircraft. The Company is committed to pre-delivery payments in accordance with an agreed payment schedule. Payments commenced in 2008 and the last payment is due in 2013. The terms of the Company's contract precludes it from disclosing information on the purchase cost of the aircraft.

During 2010 the Company signed an agreement with Embraer to purchase two Embraer-190 narrow - body aircraft. The Company is committed to pre-delivery payments in accordance with an agreed payment schedule. Payments commenced in 2011 and the last payment is due March 2012. The terms of the Company's contract precludes it from disclosing information on the purchase cost of the aircraft.

## Taxation contingencies

The taxation system in Kazakhstan is relatively new and is characterised by numerous taxes and frequent changes in legislation, official pronouncements and court decisions. Taxes are subject to review and investigation by a number of authorities, which have the authority to impose severe fines, penalties and interest charges. A tax year remains open for review by the tax authorities during five subsequent calendar years; however, under certain circumstances a tax year may remain open longer. Management believes that it has provided adequately for tax liabilities based on its interpretations of applicable tax legislation, official pronouncements and court decisions.

However, the interpretations of the relevant authorities could differ and the effect on these financial statements, if the authorities were successful in enforcing their interpretations, could be significant.

## Operating Environment

Emerging markets such as Kazakhstan are subject to different risks than more developed markets, including economic, political and social, and legal and legislative risks. As has happened in the past, actual or perceived financial problems or an increase in the perceived risks associated with investing in emerging economies could adversely affect the investment climate in Kazakhstan and Kazakhstani economy in general.

Laws and regulations affecting businesses in Kazakhstan continue to change rapidly. Tax, currency and customs legislation within Kazakhstan are subject to varying interpretations, and other legal and fiscal impediments contribute to the challenges faced by entities currently operating in Kazakhstan. The future economic direction of Kazakhstan is heavily influenced by the economic, fiscal and monetary policies adopted by the government, together with developments in the legal, regulatory, and political environment.

The global financial system continues to exhibit signs of deep stress and many economies around the world are experiencing lesser or no growth than in prior years. Additionally there is increased uncertainty about the creditworthiness of some sovereign states in the Eurozone and financial institutions with exposure to the sovereign debt of such states. These conditions could slow or disrupt Kazakhstan's economy, adversely affect the Company's access to capital and cost of capital for the Company and, more generally, its business, results of operations, financial condition and prospects.

As Kazakhstan produces and exports large volumes of oil and gas, its economy is particularly sensitive to the price of oil and gas on the world market which has fluctuated significantly during 2011 and 2010.

## 26. RELATED PARTY TRANSACTIONS

### Control relationships

The shareholders of the Company are JSC "National Welfare Fund "Samruk-Kazyna" (which holds the investment on behalf of the Government of the Republic of Kazakhstan) and BAE Systems Kazakhstan Limited, which own 51% and 49% of the shares of the Company, respectively.

In 2007 the shareholders appointed two independent directors; one is from JSC "National Welfare Fund "Samruk-Kazyna", and another from BAE System Kazakhstan Limited. An agreement with the independent directors was signed in 2007 and the total remuneration paid in 2011 to independent directors was USD 85 thousand (2010: USD 73 thousand).

### Management remuneration

Key management (2011: 22 persons, 2010: 19 persons) received the following remuneration during the year, which is included in personnel costs (see Note 6):

	2011	2010
Salaries and bonuses	3,544	2,945
Termination benefits	1	60
	3,545	3,005

### Transactions with related parties

Related parties comprise the shareholders of the Company and all other companies in which those shareholders, either individually or together, have a controlling interest.

The Company provides air transportation services to Government departments, Government agencies and State-controlled enterprises. These transactions are conducted in the ordinary course of the Company's business on terms comparable to those with other entities that are not state-controlled.

The Company has established its buying, pricing strategy and approval process for purchases and sales of products and services. Such buying, pricing strategy and approval processes do not depend on whether the counterparties are state-controlled entities or not.

In accordance with the resolution of the Government of the Republic of Kazakhstan #915 dated 17 August 2002, the Government provides subsidies to companies rendering passenger and air cargo services on unprofitable routes. The Government subsidies for 2011 amounted to USD 2,568 thousand (2010: USD 4,604 thousand) (Note 5). As at 31 December 2011 the outstanding amount due to the Company for subsidies was USD 443 thousand (2010: USD 255 thousand) (Note 15).

Having considered the potential for transactions to be impacted by related party relationships, the entity's pricing strategy, buying and approval processes, and what information would be necessary for an understanding of the potential effect of the relationship on the financial statements, management is of the opinion that the following transactions require disclosure as related party transactions:

	2011		2010	
	Transaction value	Outstanding balance	Transaction value	Outstanding balance
<b>Services received</b>				
State-owned companies	29,357	(477)	24,024	201
Shareholders and their subsidiaries	10,057	(430)	11,116	(232)
	<u>39,414</u>	<u>(907)</u>	<u>35,140</u>	<u>(31)</u>

Services from related parties are represented by airport, navigation and meteorological forecasting services.

	2011		2010	
	Transaction value	Outstanding balance	Transaction value	Outstanding balance
<b>Services provided by the Company</b>				
Shareholders and their subsidiaries	1,604	112	775	131
	<u>1,604</u>	<u>112</u>	<u>775</u>	<u>131</u>

All outstanding balances with related parties are to be settled in cash within six months of the reporting date. None of the balances are secured.

## 27. SUBSEQUENT EVENTS

In February 2012, the Company signed an agreement with Boeing to purchase three Boeing-787 and four Boeing-767 aircraft. The fourth Boeing 767 is subject to purchase reconfirmation by the Company in September 2012. The Company is committed to pre-delivery payments in accordance with the agreed payment schedule.

The Company has entered into a credit line agreement for the amount of 45 million USD which may be used to meet its liabilities. The credit line was obtained in order not to incur interest penalties on early termination of bank deposits.

The Company will use its bank deposits (Note 18), when they mature to pay this loan liability.

## 28. APPROVAL OF THE FINANCIAL STATEMENTS

The financial statements were approved by management and authorised for issue on 27 March 2012.