

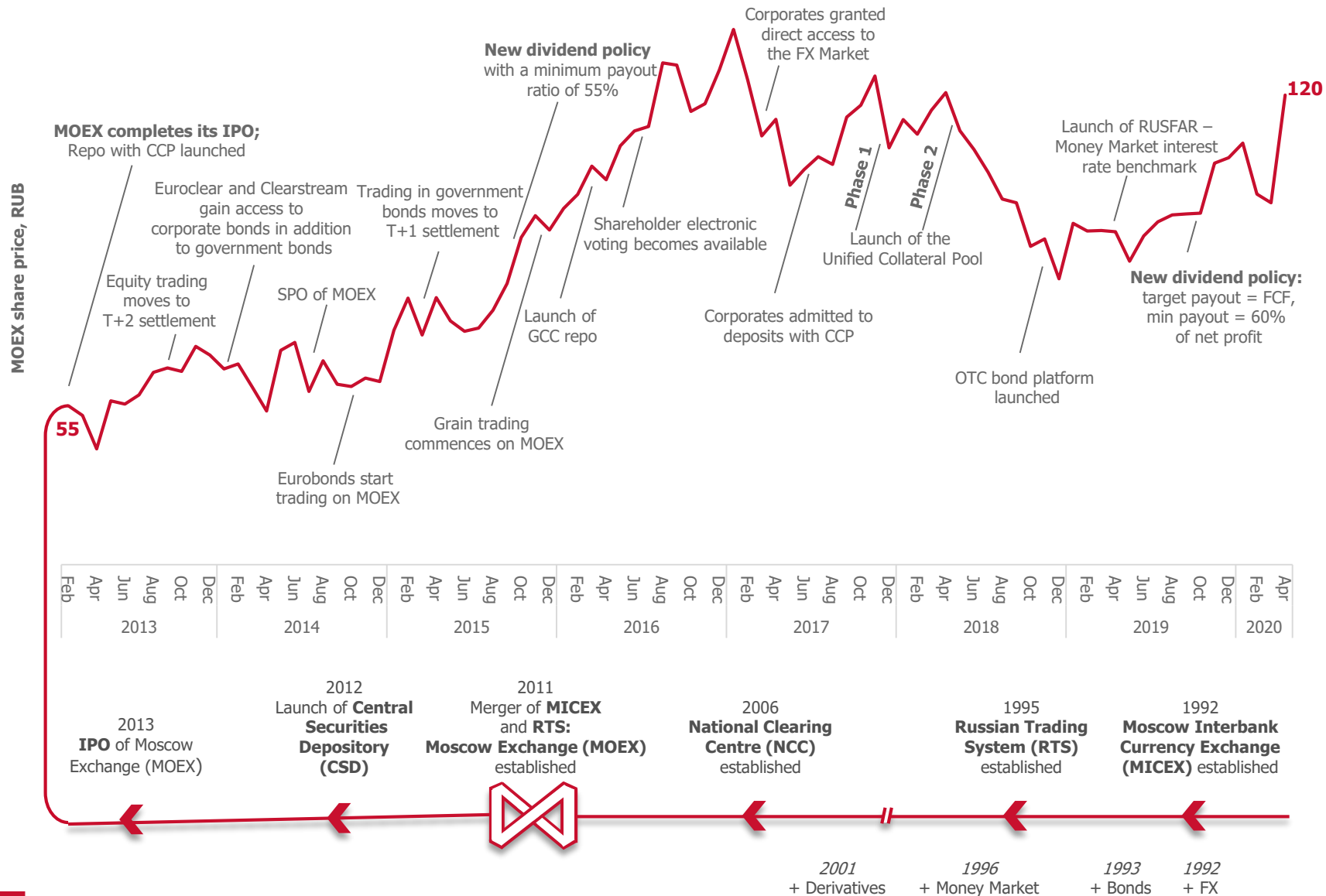


**MOSCOW  
EXCHANGE**

May 2020

Investor presentation

# History of MOEX: the path of ongoing progress



# Investment and corporate highlights

## Financial Resilience

- **Counter-cyclical business model** coupled with robust cost control
- **Secular growth of fees and commissions** (F&C) across 7 complimentary F&C business lines
- Business-driven margin and collateral requirements generate **sustainable net interest income** (NII)
- Operating income F&C/NII split of 60/40 **evolving towards F&C**
- One of the **highest EBITDA margins** among global peers
- **Attractive dividend policy**: min. payout of 60%; target payout of 100% FCFE; track record of distributing 55-89% of 2014-2019 profits

## Corporate Governance

- A **28-year history** of successful and continuous implementation of infrastructural and regulatory reforms
- **No single controlling shareholder**: free float of 63% with substantial international participation; the largest shareholder owns <12%
- Most Supervisory Board members are **independent directors** (8 out of 12)
- Established track record for **efficient capital allocation**

## Strategic Stance

- Low penetration of financial services indicates **secular growth potential**
- The world's **most diversified exchange** with trading in **5 asset classes** vs ~3 offered by "traditional" exchanges
- **Complete vertical integration** of a trading engine with a clearing house and a central securities depository makes up a **unique platform**
- **Cornerstone** of the Russian financial system: MOEX brings together the tiers of the banking system by managing ~3/4 of its total liquidity flow
- The world's **only exchange** focused on Russian financial assets in the market is open for competition (ex. the CSD). OTC is the main competitor
- B2B business model: investors trade via **locally licensed** brokers and banks. Foreign investors have **SMA and ICM services** at their disposal

## Operational Excellence

- **All-electronic** since 1997
- Vast **in-house IT expertise**: ~1/3 of staff are IT developers, supporting a **CAPEX-light business model**
- Single-tier clearing system requires all participants to provide **eligible collateral** in cash or securities to trade any asset class
- **Pre-trade risk checks** forestall any "fat fingers"/"flash crash" problems
- **Low-cost product scalability**: a new order book launch requires the equivalent of circa USD 10 thousand





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# Robust and trusted infrastructure

Trading platform, NCC as the Central Counterparty (CCP) and NSD as the Central Securities Depository (CSD)

## TRADING

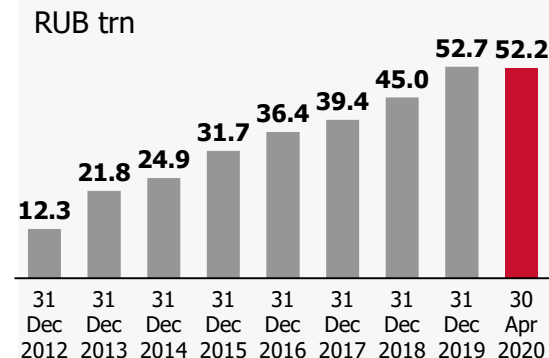
- MOEX markets **ADTV 3,2 RUB trln** (2019)
- Pre-order validation (100+ risk check scenarios) ensures **integrity** of trades
- World class latency** of 200-300 microseconds
- >500 trading members** (all markets)

## CLEARING

- NCC cleared ADTV 2,9 RUB trln** (2019)
- NCC served as a **CCP** for 92% of trading volumes it cleared in 2019
- BBB** local currency rating from Fitch
- The target NCC capital for 2019 is ~RUB 66 bln (the level of 1 Jan 2019)
- As of 1 Apr 2020,  $N1_{CCP}$  is 141.8%

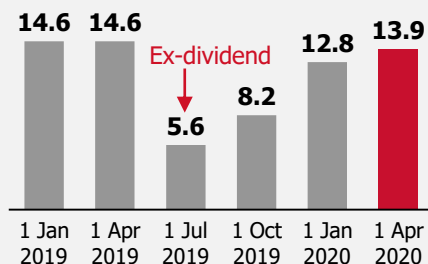
## SETTLEMENT & DEPOSITORY

### Assets on deposit<sup>2</sup>



### Trading venue's net proprietary funds<sup>4</sup> (Regulated since 3Q2019)

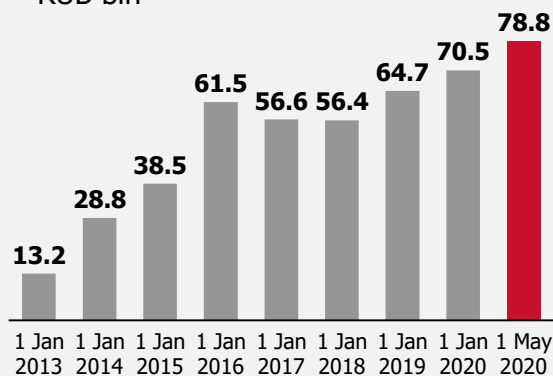
RUB bln



Regulatory requirement: 6 RUB bln

### National Clearing Centre (NCC) proprietary funds (capital)<sup>1</sup>

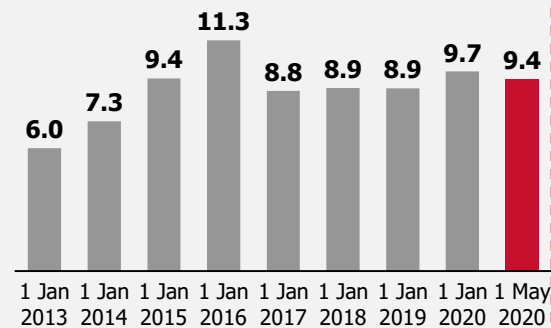
RUB bln



Regulatory requirement: 66 RUB bln

### National Settlement Depository (NSD) proprietary capital<sup>3</sup>

RUB bln



Regulatory requirement: 9 RUB bln



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Source: Moscow Exchange

1 Figures for 1 Jan 20XX are from the audited financial reports prepared in accordance with RAS. The latest figure is as reported by the CBR on a monthly basis.

2 Assets on deposit based on Company's operational data

3 Figures in accordance with Russian Accounting Standards as reported to and disclosed by the CBR on a monthly basis

4 Numerator of the regulatory ratio (100% requirement)

# Business continuity during coronavirus pandemic

~90% of employees work from home

In-office employees rotate in shifts

Extensive precautions in the office

No reduction in trading hours

Higher collateral requirements

Acute intraday volatility



Discrete auctions, no suspensions

A discrete auction lasts 30 min and involves three separate 10-min sessions

Bid/ask limit orders accumulate during a session, get executed at its expiration

Stock price  $\Delta > +/- 20\%$  within 10 min  $\Rightarrow$  discrete auction for this stock

MOEX Russia Index  $\Delta > +/- 15\%$  within 10 min  $\Rightarrow$  discrete auction for all stocks

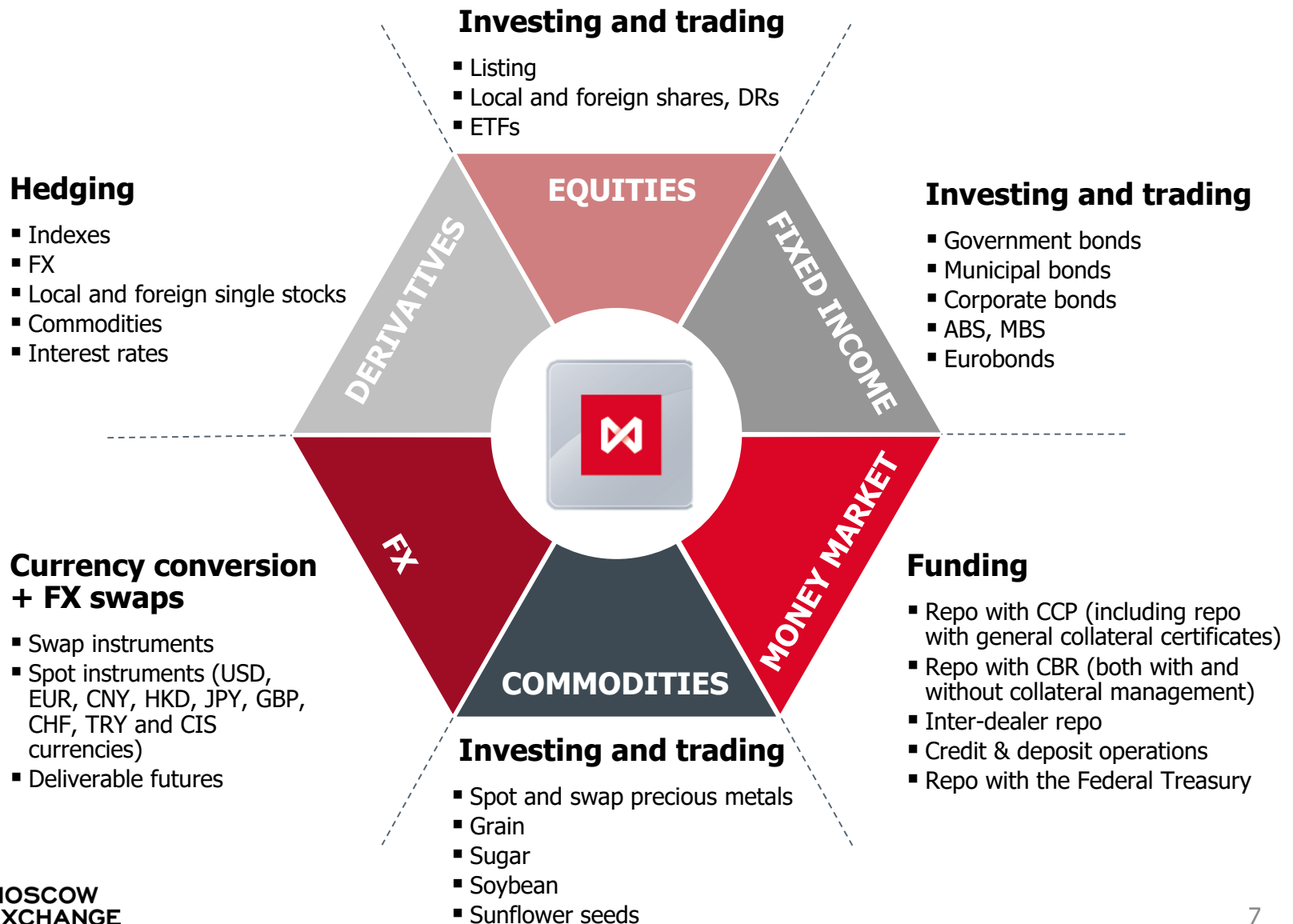
NCC reviews market risk parameters for the majority of instruments as a response to high volatility

Additional measures are in place to ensure the stability and availability of IT systems as well as cybersecurity

Business continuity projects Stabilization 2.0 and Stabilization 3.0 are being implemented



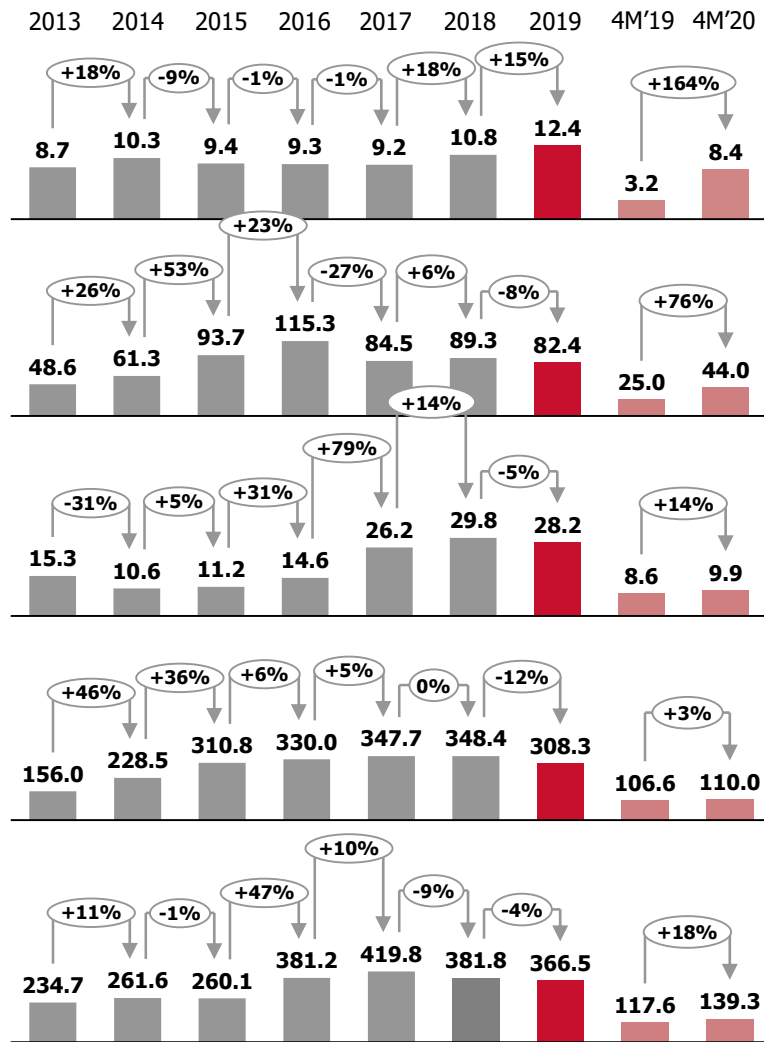
# Highly diversified product offering



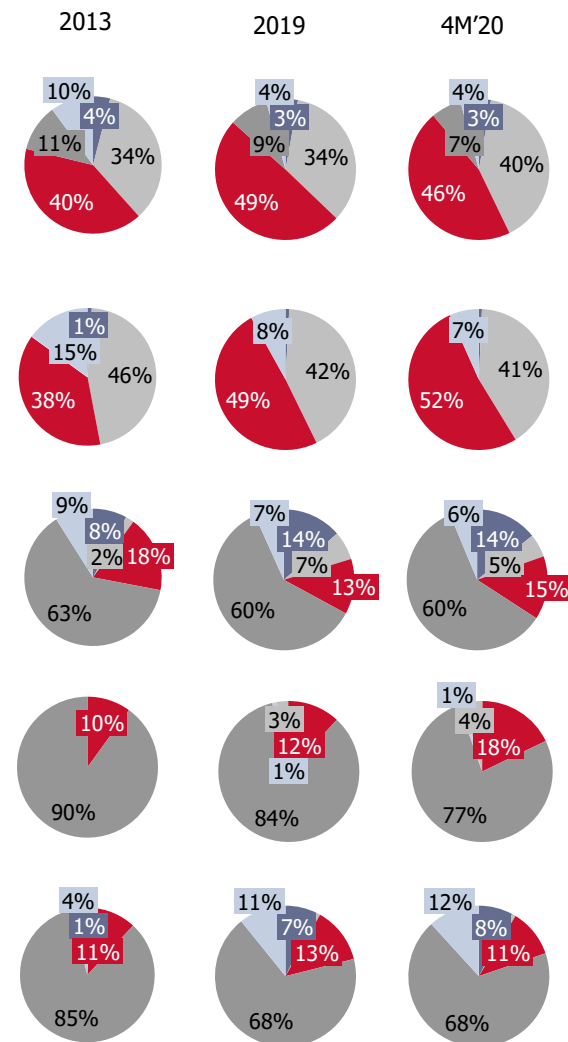
# Diversified client base across different markets

- Equities Market  
RUB trn
- Derivatives Market  
RUB trn
- Fixed Income Market  
RUB trn
- FX Market  
RUB trn
- Money Market<sup>1</sup>  
RUB trn

**Trading volumes**



**Volume breakdown by client types**



Source: Moscow Exchange data  
 1 Trading volumes include repo with collateral management through NSD.  
 Client structure is based on on-exchange repo trading volumes only

- Russian funds
- Russian banks and brokers prop. trading
- Russian retail investors
- Local corporates
- Foreign investors



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# Best-in-class corporate governance standards

- ✓ Out of 12 members of the 2020-2021 Supervisory Board, 8 are independent (67% vs a minimum threshold of 20%<sup>1</sup>)
- ✓ Three of the five Supervisory Board committees are chaired by independent directors
- ✓ MOEX was a pioneer to adopt the new criteria of Director Independence aligned with the new Corporate Governance Code

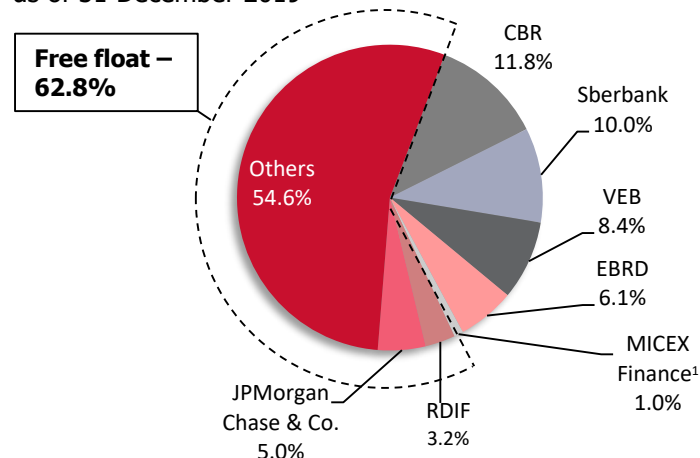
	Supervisory Board members	Strategy Planning	Audit	Nomination and Remuneration	Technical Policy <sup>2</sup>	Risk Management
	<b>Andrey Golikov - Deputy Chairman</b> Deputy Chairman of the Supervisory Board at Moscow Exchange	✓				Chair
	<b>Valery Goreglyad</b> Chief Auditor at the Bank of Russia					✓
	<b>Bella Zlatkis</b> Deputy Chairman of the Executive Board at Sberbank of Russia					
	<b>Vadim Kulik</b> Deputy President – Chair of the Executive Board at VTB Bank				Chair	✓
	<b>Ramon Adarraga</b> Independent consultant	✓	✓			
	<b>Paul Bodart</b> Professor at Solvay Business School	Chair	✓			
	<b>Dmitry Ereemeev</b> President at FIX	✓			✓	
	<b>Maria Gordon</b> Member of the Supervisory Board at Alrosa		Chair	✓		
	<b>Oskar Hartmann</b> Director General at LLC Polyanka	✓			✓	
	<b>Alexander Izosimov</b> Director General at DRCAdvisors AB		✓	Chair		
	<b>Maxim Krasnykh</b> Global COO at Gett	✓		✓	✓	
	<b>Oleg Viyugin - Chairman</b> Professor at Higher School of Economics	✓		✓		

\* Independent directors

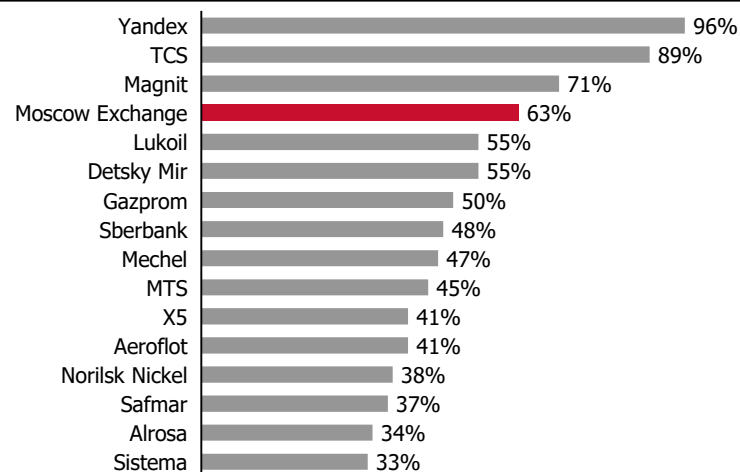
# Dispersed ownership with one of the **highest free-floats** in Russia

## Dispersed ownership with no controlling shareholder...

as of 31 December 2019

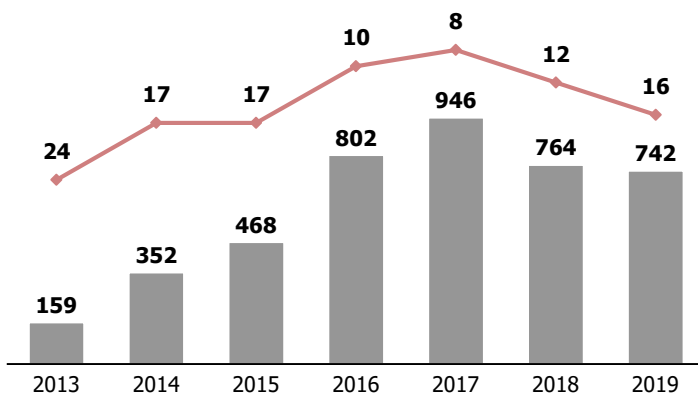


## ...and one of the highest free-floats in Russia²



## Growing liquidity of MOEX shares³

■ Average daily trading volume (ADTV), RUB mln    ◆ Rank among the most liquid shares listed on MOEX⁴



## Transparency and international recognition

- **International index providers** MSCI and MVIS include MOEX shares in their indices
- **Voluntary disclosures** and regular updates of investor materials, including monthly trading results
- Annual **MOEX Forums** in Moscow, New York, London and Shanghai have become well-known venues to maintain dialogue with international market participants
- **Robust investor relations program:**
  - ✓ 300+ investor meetings per annum in 2016-2019
  - ✓ IR activities in Russia, the UK, Europe, Asia and the US to maintain dialogue with overseas investors
  - ✓ IR awards in Russia in 2014-2017

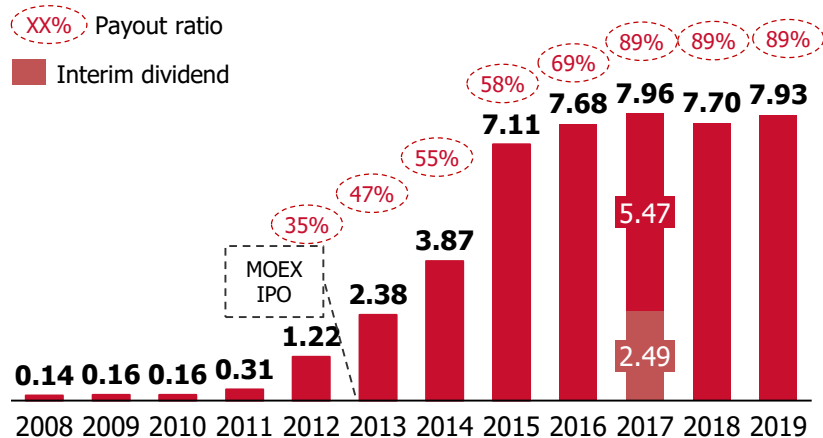
1 100% owned subsidiary of the Moscow Exchange  
 2 Free-float ranking of locally registered Russian companies included in the MOEX Index (as of 15.05.2020); Company data  
 3 Trading volumes in the main trading mode (T0, T+2)  
 4 The ranking includes ordinary and preferred shares

# The established dividend story continues

## History of dividend growth

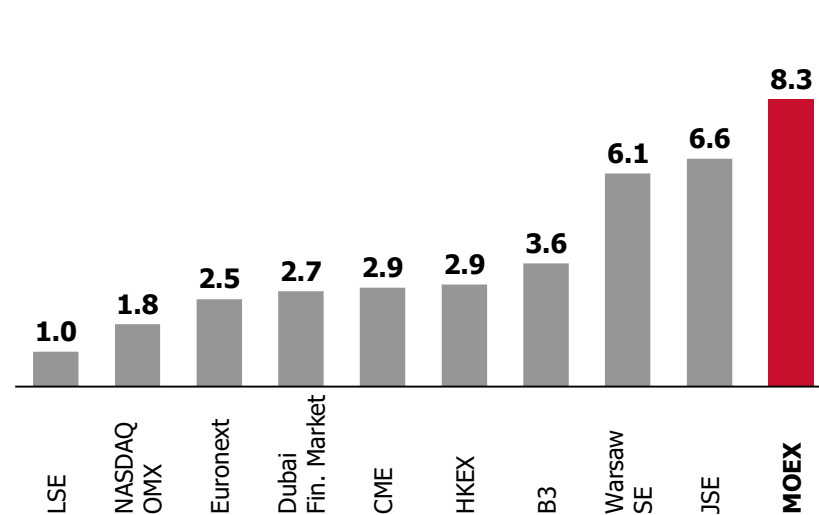
DPS for the financial year, RUB

22% CAGR of DPS '13-19



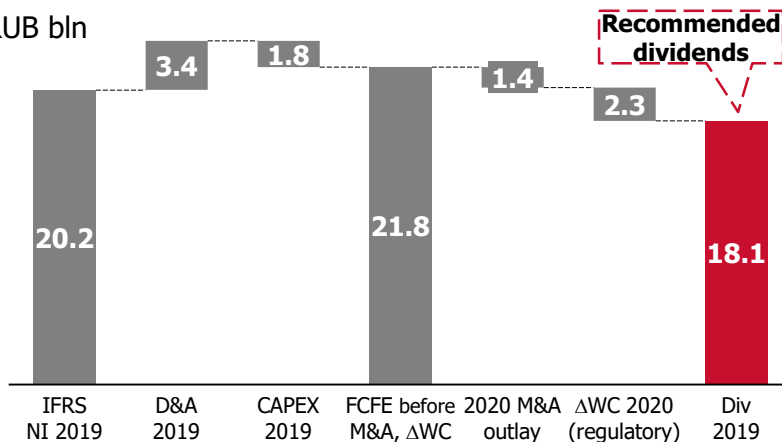
## Dividend yields of MOEX and exchange peers, 2020E<sup>1</sup>

%



## 2020 Dividend: explaining the new formula

RUB bln



## Comments

- MOEX has been paying substantial dividends since the onset of its public history
- Dividend policy approved in October 2019 sets 60% of net profit as the minimum payout and **the target payout of 100% FCFE**
- In 2019 MOEX paid a DPS of RUB 7.70 for 2018, which amounts to 89% of the consolidated IFRS net profit for the year
- In 2020 a DPS of RUB 7.93 for 2019, which amounts to 89% of the consolidated IFRS net profit for the year, was approved by the AGM



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Sources: Bloomberg, Moscow Exchange  
1 As of 3 March 2020

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# MOEX product offering vs other exchanges

Exchange	Country	Asset classes					Trade and post-trade services			
		Equity	Bonds	Derivatives	FX	Commo dities	Trading	Clearing	Depository	Market Data
CME	USA	×	×	✓	×	×	✓	✓	×	✓
HKEx	Hong Kong	✓	✓	✓	×	×	✓	✓	✓	✓
Deutsche Boerse	Germany	✓	✓	✓	×	×	✓	✓	✓	✓
ICE - NYSE	USA	✓	✓	✓	×	×	✓	✓	×	✓
B3	Brazil	✓	✓	✓	✓	✓	✓	✓	✓	✓
LSE	UK	✓	✓	✓	×	×	✓	✓	×	✓
ASX	Australia	✓	✓	✓	×	×	✓	✓	✓	✓
SGX	Singapore	✓	✓	✓	×	×	✓	✓	✓	✓
Japan Exchange	Japan	✓	✓	✓	×	×	✓	✓	×	✓
NASDAQ OMX	USA	✓	✓	✓	×	×	✓	✓	×	✓
<b>MOEX</b>	<b>Russia</b>	✓	✓	✓	✓	✓	✓	✓	✓	✓
CBOE	USA	×	×	✓	×	×	✓	×	×	✓
BME	Spain	✓	✓	✓	×	×	✓	✓	✓	✓
TMX	Canada	✓	✓	✓	×	✓	✓	✓	✓	✓
BMV	Mexico	✓	✓	✓	×	×	✓	✓	✓	✓
Bursa Malaysia	Malaysia	✓	✓	✓	×	×	✓	✓	✓	✓
JSE	South Africa	✓	✓	✓	×	×	✓	✓	×	✓
WSE	Poland	✓	✓	✓	×	✓	✓	✓	✓	✓



# Leading positions in a global context in 2019

## 2<sup>nd</sup> largest exchange in fixed income<sup>1</sup>

Rank	Exchange	Country	Trading vol. (USD bln)	Incl. REPOs
1	BME	Spain	5 006	✓
<b>2</b>	<b>Moscow Exchange</b>	<b>Russia</b>	<b>2 861</b>	<b>✓</b>
3	Johannesburg SE	S. Africa	2 409	✓
4	Korea Exchange	Korea	1 836	×
5	Oslo Bors	Norway	943	✓
6	Shanghai SE	China	831	×
7	Indonesia SE	Indonesia	335	×
8	Colombia SE	Columbia	293	×
9	Nasdaq Nordic	USA	281	×
10	LSE Group	UK	255	×

## 7<sup>th</sup> largest exchange in derivatives<sup>2</sup>

Rank	Exchange	Country	Contracts traded (mln)
1	NSE India	India	5 977
2	CME Group	USA	4 830
3	B3	Brazil	3 462
4	Deutsche Boerse	Germany	1 928
5	CBOE	USA	1 647
6	Korea Exchange	Korea	1 539
<b>7</b>	<b>Moscow Exchange</b>	<b>Russia</b>	<b>1 455</b>
8	Shanghai Fut. Exchange	China	1 412
9	Nasdaq - US	USA	1 309
10	Dalian Commodity Exchange	China	1 181

## Among top 27 exchanges by equity trading volumes globally<sup>3</sup>

Rank	Exchange	Country	Mkt Cap (USD bln)	Securities listed	Trading vol. (USD bln)
1	Nasdaq - US	USA	13 002	3 140	15 910
2	ICE&NYSE	USA	23 328	2 143	12 248
3	Shenzhen SE	China	3 410	2 205	11 458
4	Shanghai SE	China	5 106	1 572	7 934
5	Japan Exchange	Japan	6 191	3 708	5 085
6	LSE Group	UK	4 183	2 410	1 995
7	Korea Exchange	Korea	1 485	2 283	1 927
8	HKEx	Hong Kong	4 899	2 449	1 866
9	Euronext	EU	4 702	1 220	1 736
...	...	...	...	...	...
<b>27</b>	<b>Moscow Exchange</b>	<b>Russia</b>	<b>792</b>	<b>217</b>	<b>180</b>

## 14<sup>th</sup> largest publicly listed exchange by Mkt Cap<sup>4</sup>

Rank	Exchange	Country	Mkt Cap (USD bln)
1	CME	USA	76.5
2	ICE&NYSE	USA	51.7
3	HKEx	Hong Kong	43.3
4	LSE Group	UK	37.0
5	Deutsche Boerse	Germany	31.5
6	B3	Brazil	23.9
7	Nasdaq OMX	USA	19.1
8	CBOE	USA	13.7
9	ASX	Australia	11.2
10	Japan Exchange	Japan	9.8
11	SGX	Singapore	6.7
12	Euronext	EU	6.2
13	TMX Group	Canada	5.3
<b>14</b>	<b>Moscow Exchange</b>	<b>Russia</b>	<b>4.1</b>

Sources: Moscow Exchange, WFE as of 06 February 2020, Bloomberg, LSE Group

- Due to different methodologies applied, data on fixed income trading may not be directly comparable among exchanges. Indonesia SE data does not include trading volumes in July, August and November 2019 due to absence of WFE data. Data for 11M 2019
- Dalian Commodity Exchange data do not include trading volumes in February and September 2019 due to absence of WFE data. Data for 2019
- Top equity trading exchanges are ranked by EOB trading volume. Rating excluding CBOE Global Markets (excluded due to absence of data for market capitalization and the number of listed companies). Data for 2019, except NYSE (10M2019), Euronext (without data for October 2019)
- Market capitalization of public exchanges based on Bloomberg data as of 05 February 2020

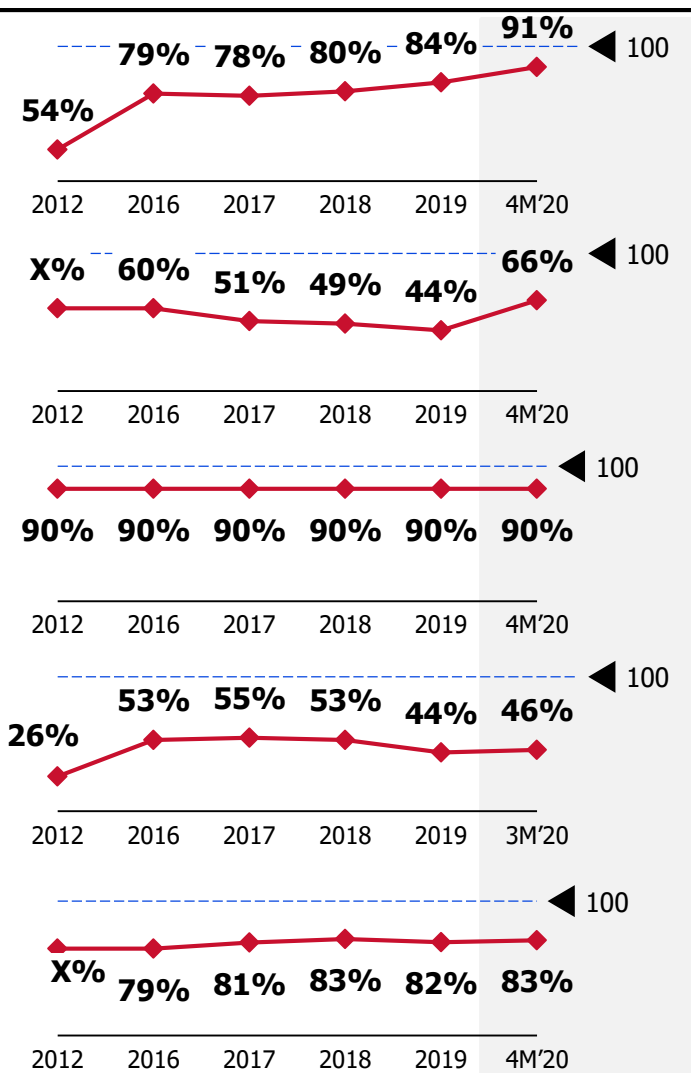


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# High and increasing market share versus OTC trading



Share on the local market



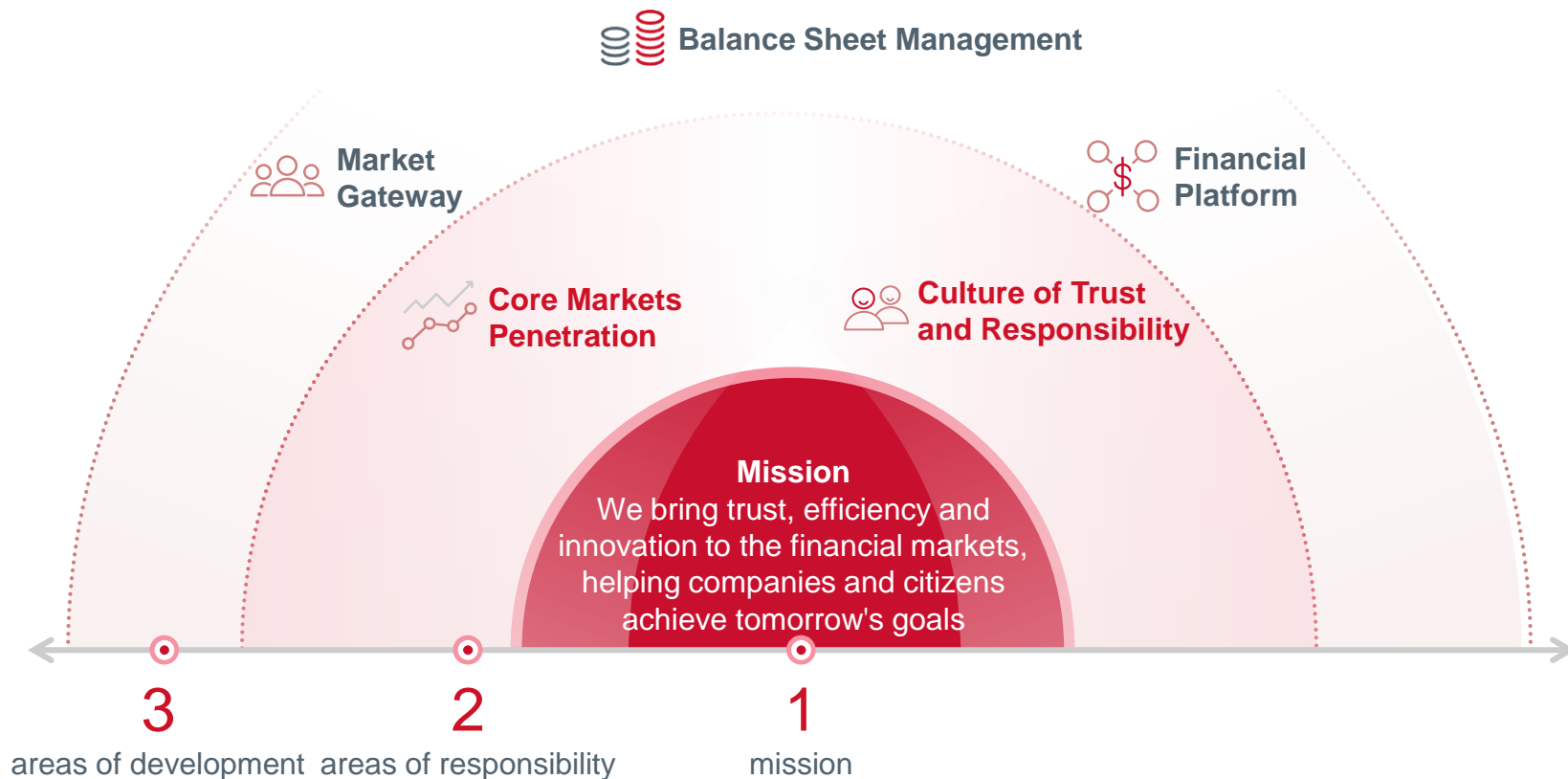
↑ +37 p.p.

↑ +20 p.p.

Source: Moscow Exchange data, Bank of Russia  
 1 Data before the launch of obligatory reporting to repository are unavailable  
 2 Repo trading volumes only. Data before the launch of obligatory reporting to repository are unavailable



# Strategy 2024: mission, areas of responsibility and areas of development



# Key drivers of F&C Income growth through 2024



## Macro

- GDP growth
- Inflation
- Foreign trade turnover

**Effect on CAGR<sup>1</sup>**

+3-4%



## Core Markets Penetration

- Primary market development (capital raising by companies, incl. SMEs)
- Development of Derivatives Market and Standardized OTC Derivatives
- Expansion of trading hours and the product line
- Market data

+3-4%



## Financial Platform

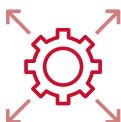
- Registrar of financial transactions
- Transit 2.0



## Balance Sheet Management

- Corporate Marketplace
- OTC services

+3-4% in aggregate



## Market Gateway

- Financial products Marketplace
- Investment Marketplace

~10% per annum in total

# NTPro acquisition profile

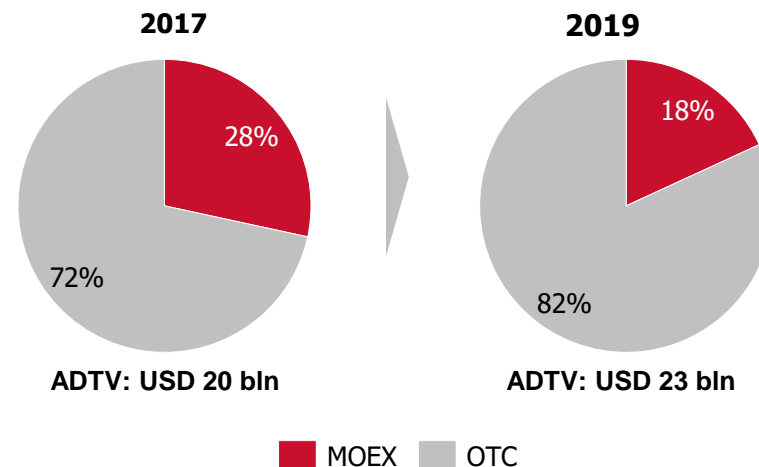
## What is the structure of the deal?

- Phased acquisition of up to 100% of BierbaumPro AG, a parent company owning 100% of NTPProgress;
- NTPProgress is BierbaumPro's main asset;
- NTPProgress runs and develops the proprietary OTC FX trading platform called NTPro;
- MOEX acquires a minority stake in 2020. Further consolidation depends on NTPro's performance;
- The entire deal might take up to 3 years. The final price is also conditional.

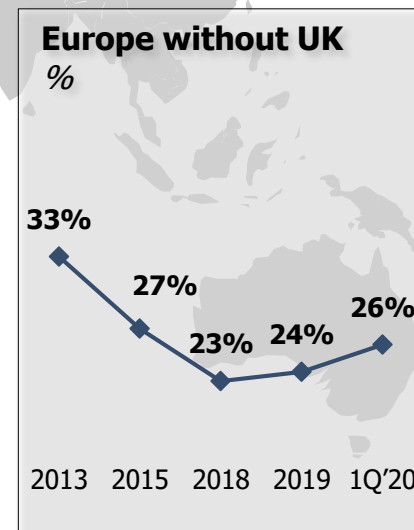
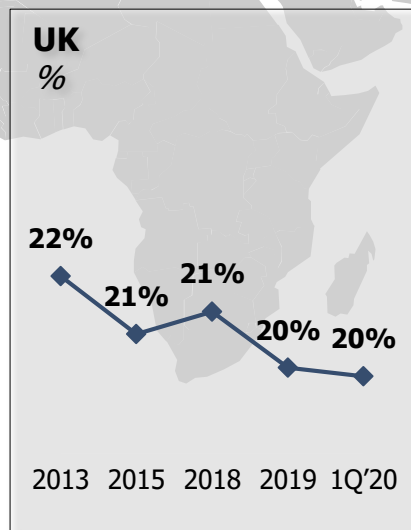
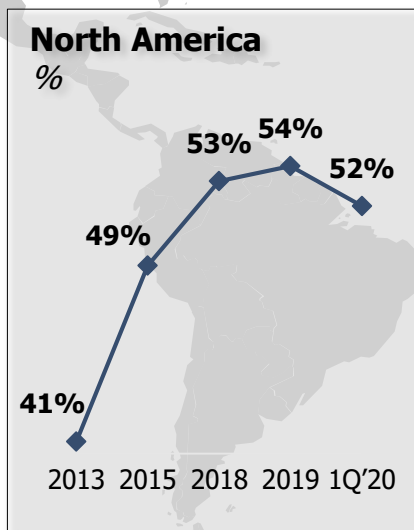
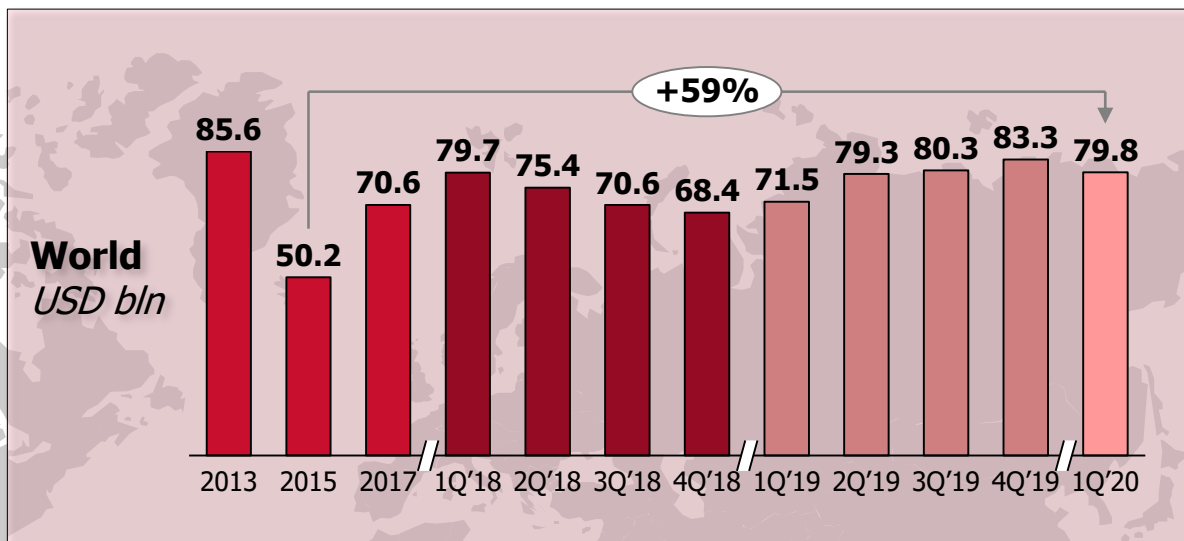
## Deal rationale

- Since its launch in 2016, NTPProgress has become one of the leading platforms on the Russian electronic OTC FX market
- NTPProgress has a client base of more than 30 banks, presence in Moscow & London, capability to service global clients
- The platform offers solutions for liquidity aggregation, matching and algo execution across multiple FX instruments
- NTPro's SPOT-only ADTV in 2019 reached USD 4.5bln, exceeding MOEX's USD 4.1bln
- The deal fits MOEX Group Strategy 2024, addresses new trends and challenges on global and Russian FX market
- Global exchange peers such as Deutsche Boerse, BATS, Euronext, etc made similar acquisitions
- NTPro has potential synergies with MOEX in post-trade and risk management

## Russian FX market SPOT volumes migrate to OTC



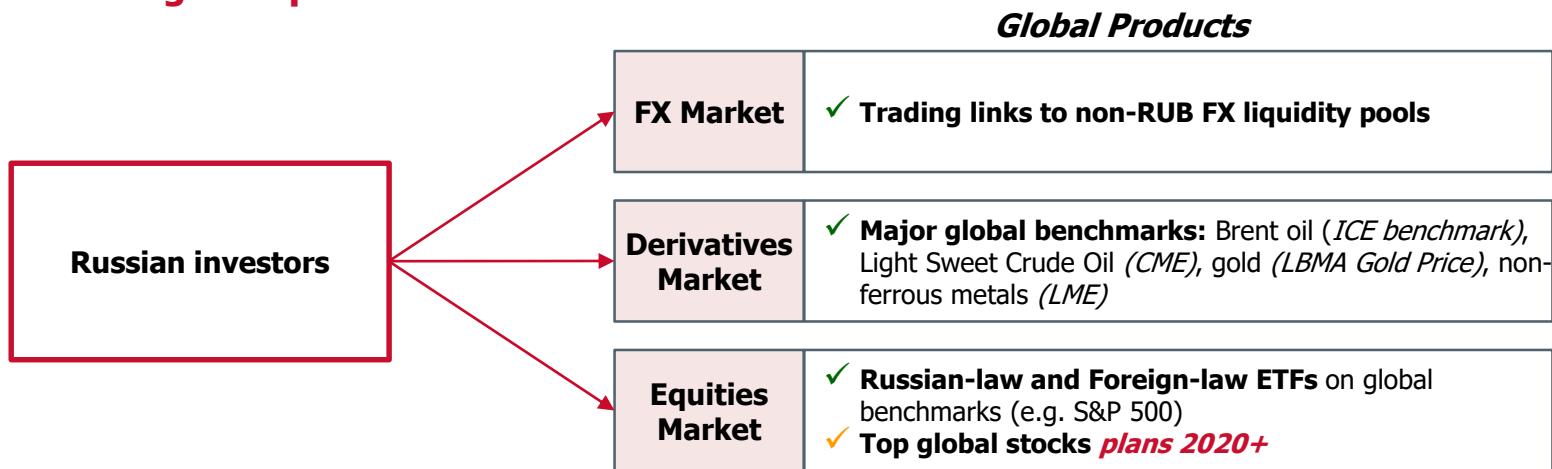
# Reported international funds' holdings of Russian equities



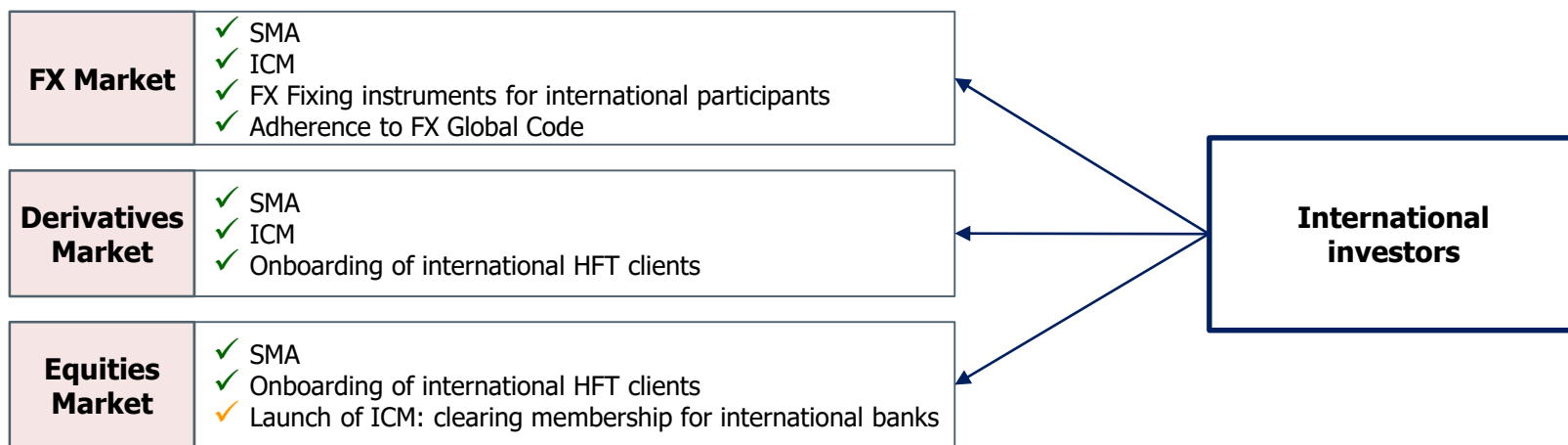
◆ - share in total holdings

# Global products and international investors

MOEX offers **global products to Russian investors** ...



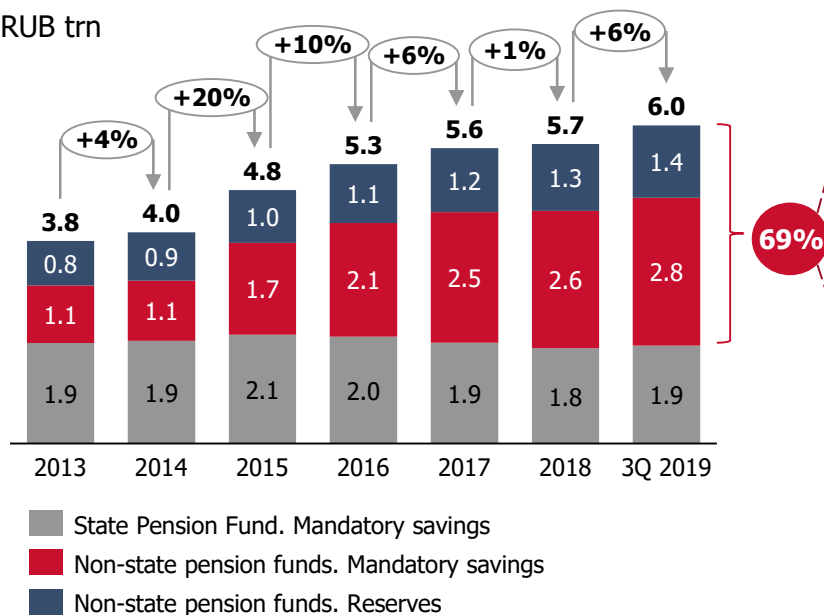
... and **Russian products to international investors**



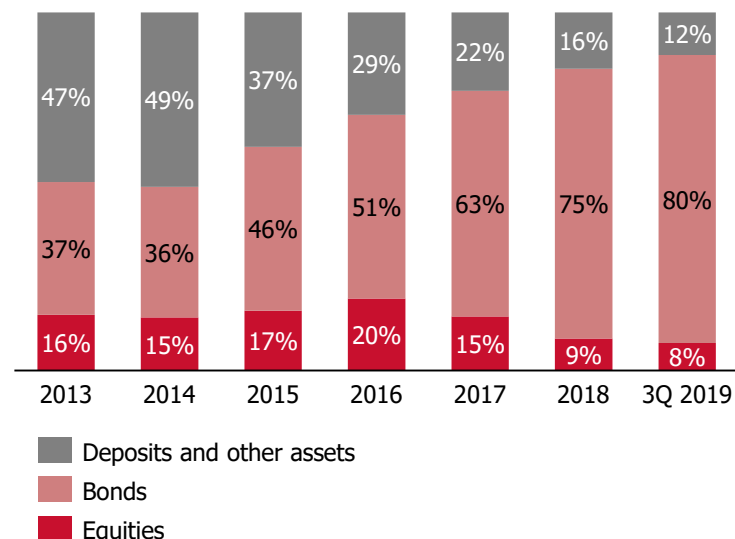
# Local institutional investors: the potential of pension funds

## Pension assets in Russia

RUB trn



## Non-state pension funds asset allocation dynamics<sup>1</sup>



## Key highlights of the pension reform

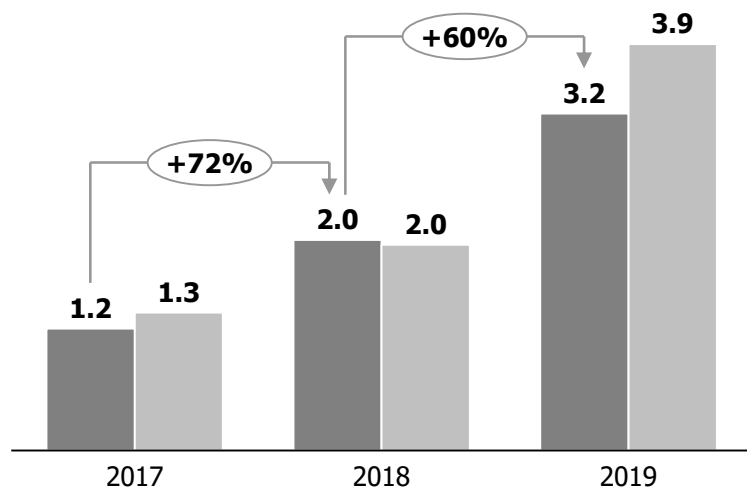
- Bank of Russia became a regulator of the pension system in 2013
- Adopted changes in non-state pension fund regulation:
  - "One year non-loss" rule was abolished
  - Investment horizon of NPFs was extended to 5 years
  - Customers are now incentivized to stay with the fund for not less than 5 years
  - Guarantee fund mechanism (similar to the Deposit Insurance Agency in the banking system)
  - New allocations to NPFs remained under moratorium until 2019, which reduced growth potential and left room for organic growth only



# Local retail investors: ongoing growth

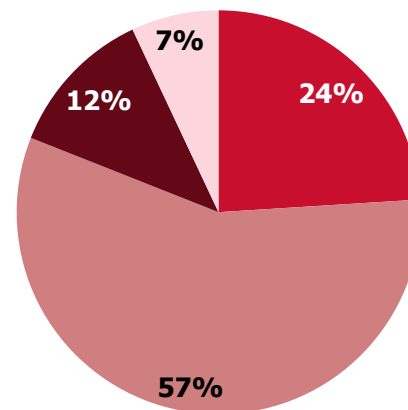
## Dynamics of retail investment

- Value of retail ownership in the Securities Market <sup>1</sup>, RUB trn
- Number of unique retail clients, mln



Source: NAUFOR surveys, Moscow Exchange data & calculations

## Retail ownership via brokerage accounts (excl. IIAs)



- Russian stocks - 24%
- Bonds (all types) – 57%
- Cash - 12%
- Other - 7%

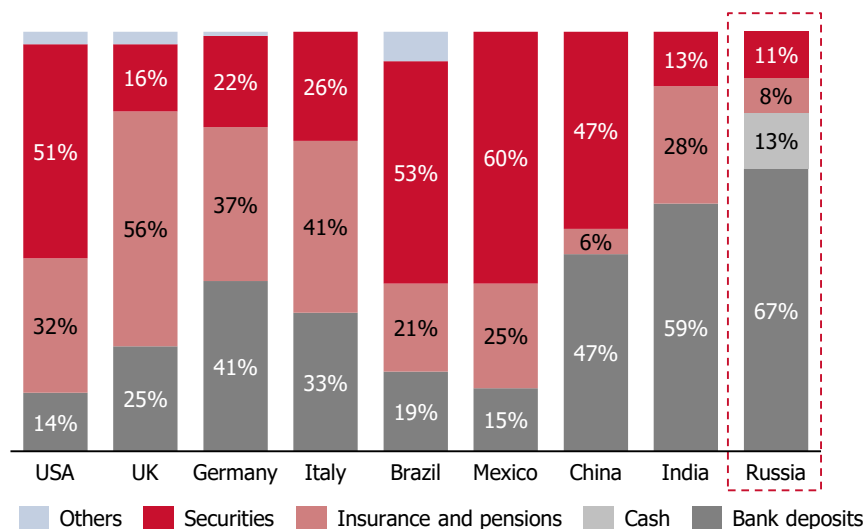
Source: NAUFOR FY2019 survey, Moscow Exchange calculations

- Declining interest rates and cross-selling by banks via online channels (~70% of new clients) drive retail investments.
- The value of retail ownership in securities is equivalent to USD ~50 bln, or ~10% of retail deposits at banks as of FY2019
- Retail holdings in equities are just ~1.5%<sup>2</sup> of the Russian equity market capitalisation ...
- ... but in 2019 local retail inflows helped to absorb international investor outflows
- => Albeit small on the broader market scale, retail investors help to stabilize the market and make its structure healthier
- Additionally, we estimate that local institutions supported by retail money own 4-5x more Russian equities than direct retail
- Continuous conversion from deposits into brokerage and AM products will further increase the role of local players

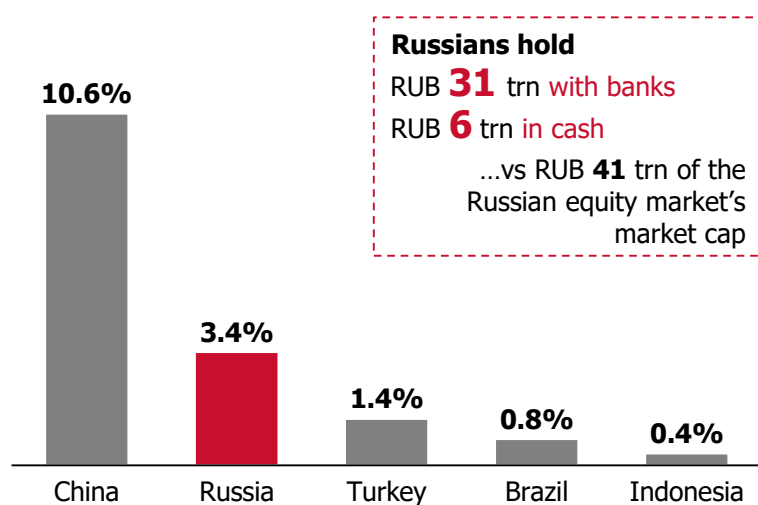


# Retail money: aiming to grow the culture of investing

## Russians hold majority of savings in banks and cash<sup>1</sup>

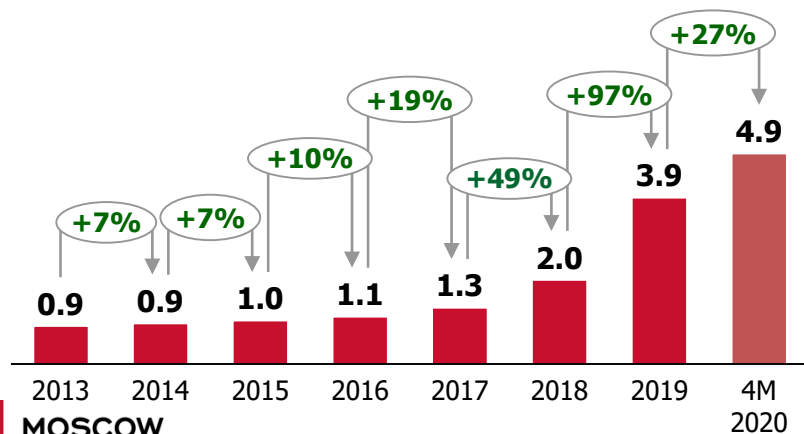


## Unique retail clients as % of population<sup>2</sup>



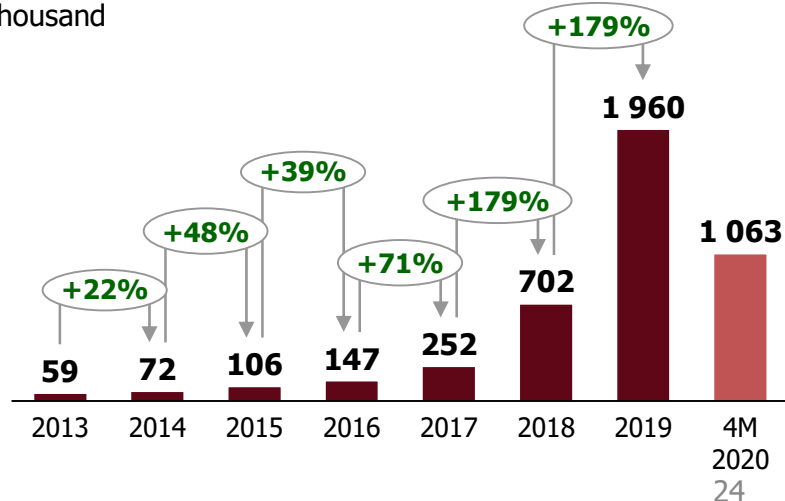
## Number of unique retail clients

mln



## New retail clients

thousand



Sources: World Bank, Allianz, CBR, Moscow Exchange

1 As of the end of 2018, Russia - 2019

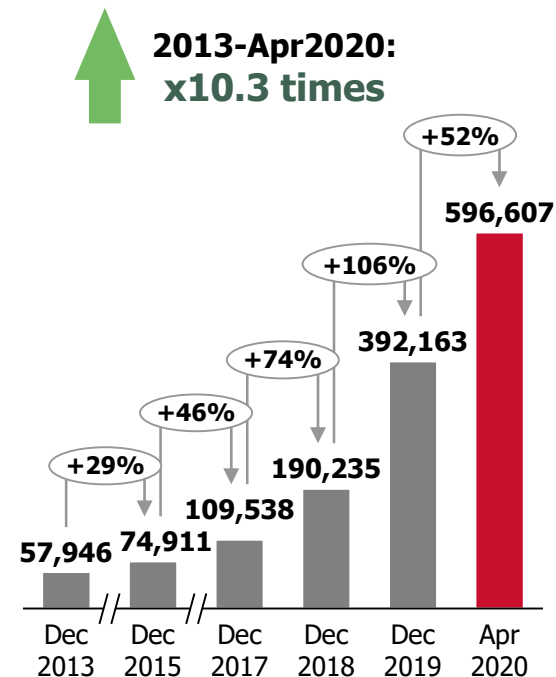
2 Russia - 4M2020, Turkey - 2018, Indonesia, Brazil - 2019, China - as of 2019 beginning



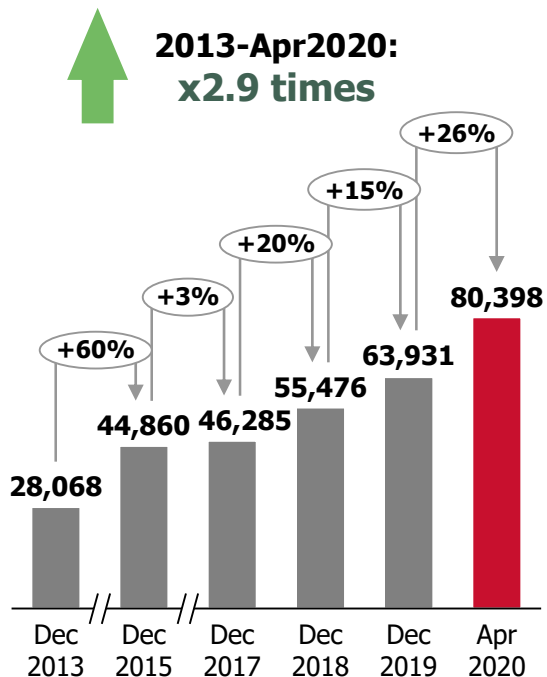
# Retail clients: a growing segment of the Russian financial market

## Number of active retail client accounts

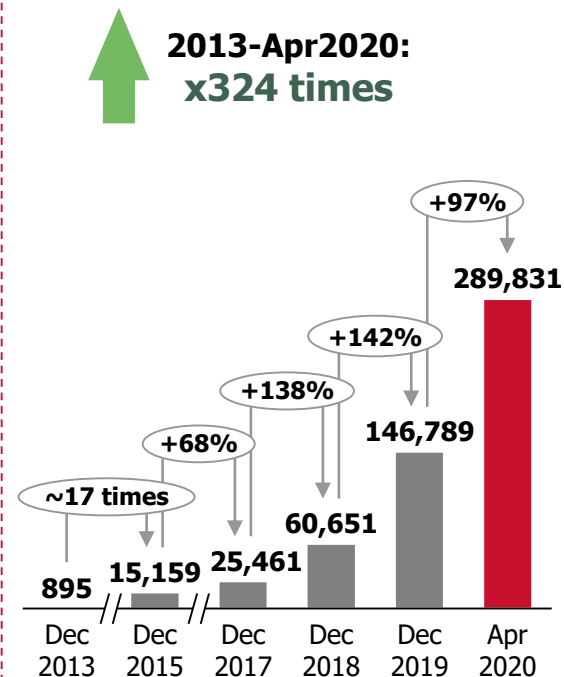
### Equities Market



### Derivatives Market



### FX Market<sup>1</sup>



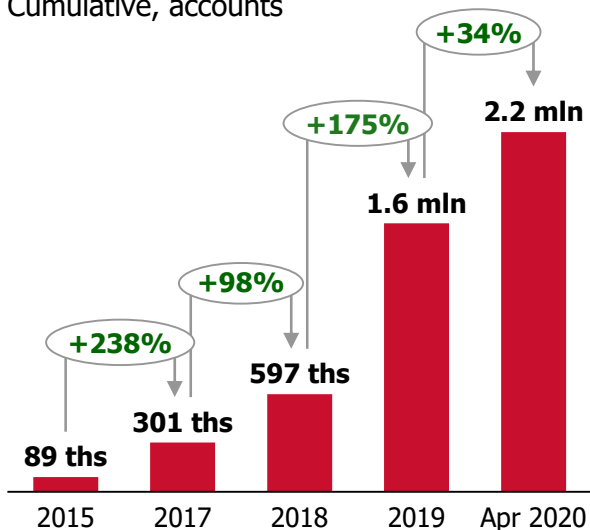
### Regulatory changes stimulating retail participation in financial market:

- Introduction of **individual investment accounts** for private investors since 2015
- **Tax exemption** on capital gains on securities held for 3+ years (up to RUB 9 mln for securities purchased after 1 Jan 2014)
- **Tax breaks on coupon payment on corporate bonds** (for bonds issued after 2017)
- Retail investors are allowed to **remotely open a brokerage account**. This simplifies the process for retail investors in Russia's far-flung regions

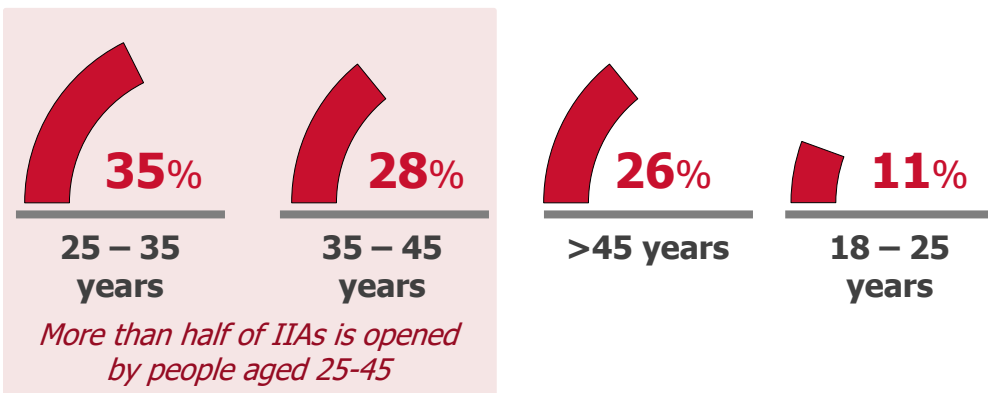
# Individual Investment Accounts (IIA) in detail

## Individual Investment Accounts (IIA)

Cumulative, accounts



## IIA owners by age

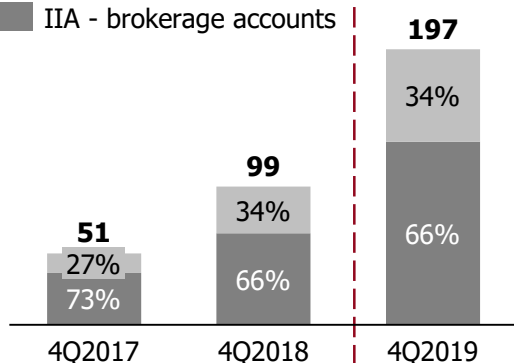


- Top regions by the number of IIA are **Moscow (12%)**, **Moscow region (6%)** and **St. Petersburg (4%)**
- **More than 75%** of IIA are opened in **other regions of Russia**

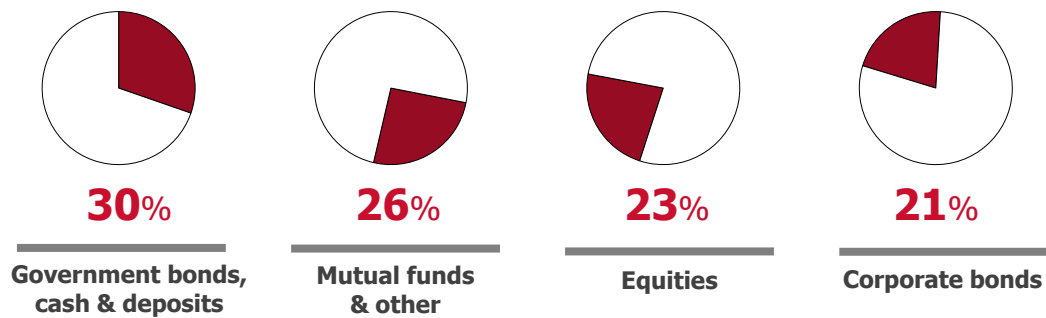
## Assets held on IIA

RUB bln

- IIA - managed accounts
- IIA - brokerage accounts



## Structure of assets on IIA



# MOEX Marketplace: the blueprint

## THE CONCEPT:

- **Retail deposits (RUB 31 trn)** is the single largest asset pool that might drive growth of on-exchange products
- It lacks a fast, convenient interface for retail deposit management across banks - **an area MOEX can digitalize**
- MOEX will expand its core expertise to **standardize and unify** the market of retail deposits, making it truly online

## MOEX HAS:

- **Market neutrality & trust:** no room for conflicts of interest since MOEX does not originate loans or deposits
- **Essential infrastructure:** NSD is the centerpiece, managing the financial transactions registrar (FTR)
- **Tech expertise:** IT development; 25+ years of interaction with banks via API in securities & FX trading etc.

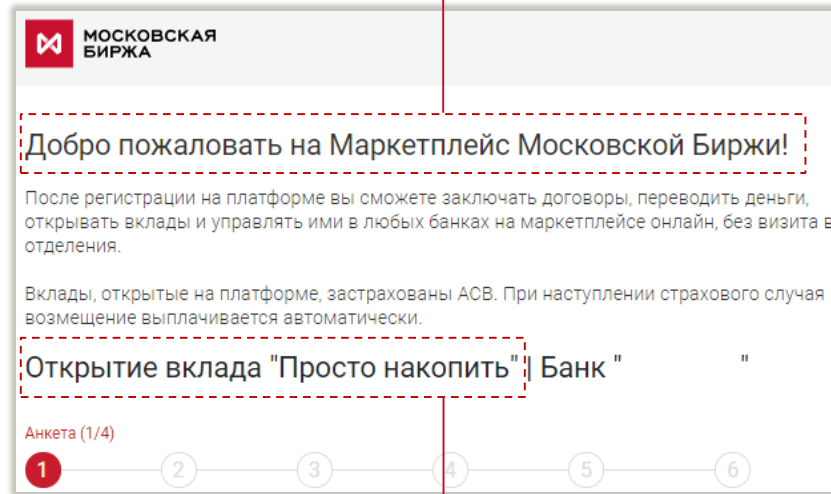
## MOEX GETS:

- **A new source of fee income:** long-term revenue potential can be measured on a scale of RUB billions
- **Business development:** cross-selling to a new audience, many times larger than the existing set of active clients
- **Market intelligence & behavioral data:** obtaining a complete financial profile of a wide retail client base



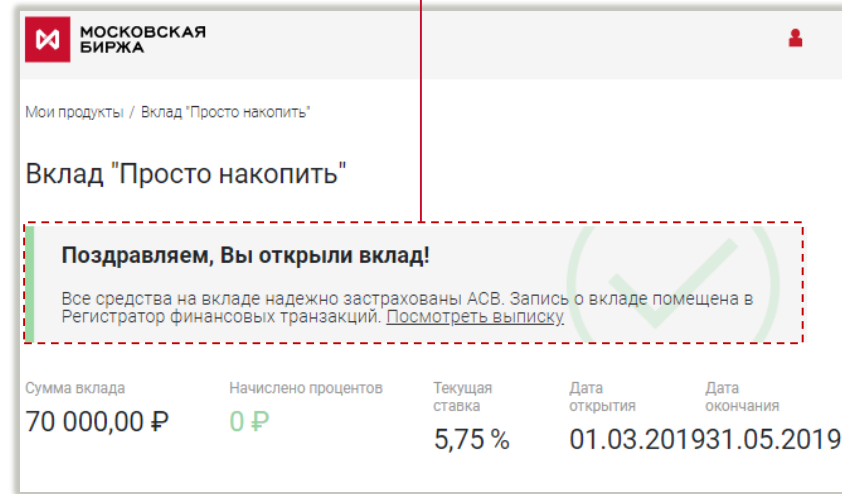
# MOEX Marketplace: the deposit platform has been created

**START: the Marketplace welcome page;**  
**Redirected from a deposit aggregator's website**



**The Deposit has been selected;**  
**Onboarding process is underway**

**FINISH: the Marketplace success page;**  
**Deposit opening confirmation with a notice of FTR record**



Abbreviations:

FTR – Financial Transactions Registrar at NSD

FPS – CBR's Faster Payments System

DIA – State Deposit Insurance Agency

## **Customer journey stages & corresponding solutions provided by MOEX**

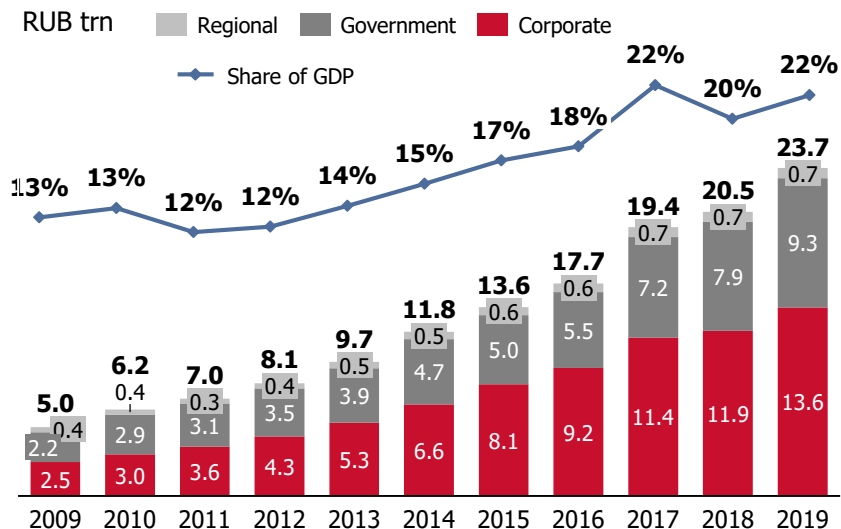
- ✓ (1) Websites of financial services aggregators work as gateways, provide leads. **Marketplace integration with aggregators' websites.**
- ✓ (2) Client registration with logging via gosuslugi.ru (online state services portal with 100+mln users). **Marketplace login interface.**
- ✓ (3) One-time biometric identification with state-sponsored system operated by Rostelecom or offline with a courier, then KYC stage.
- ✓ (4) Deposit contract request and confirmation with e-signatures. **Marketplace personal account interface.**
- ✓ (5) Money transfer to the deposit account using NSD's and CBR's frameworks (FPS). **NSD's payment system.**
- ✓ (6) Deposit opening confirmation with a notice of FTR record stored at NSD and covered by the DIA. **NSD's FTR functionality.**
- ✓ (7) A client uses the marketplace as an internet bank to manage deposits (additions, withdrawals, etc.) in real-time.

**Commercial launch is planned upon adoption of the law enabling the use of the Marketplace platform.**

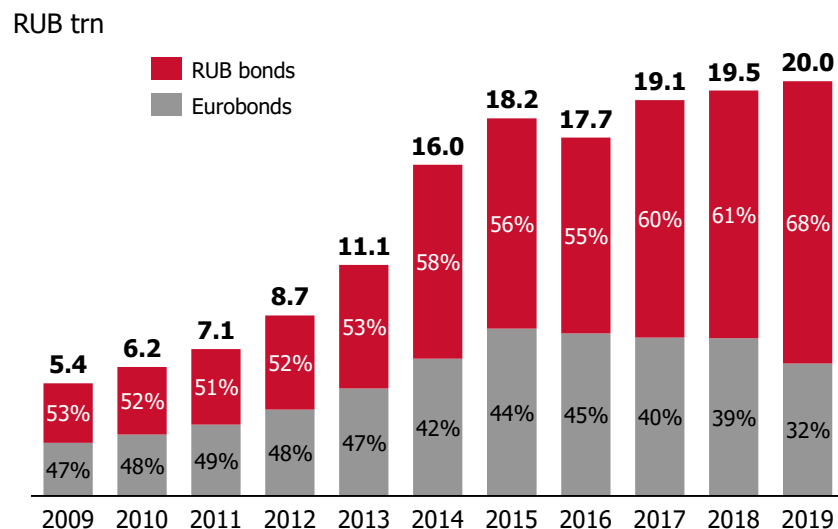


# Bond market – why we are strong believers

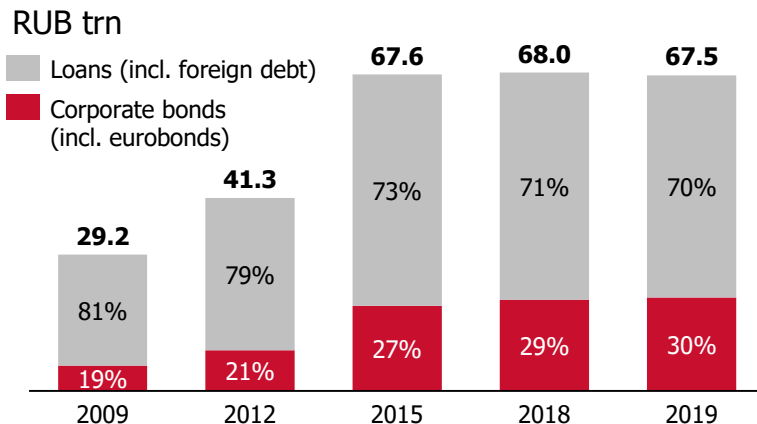
## Growth of outstanding local bonds



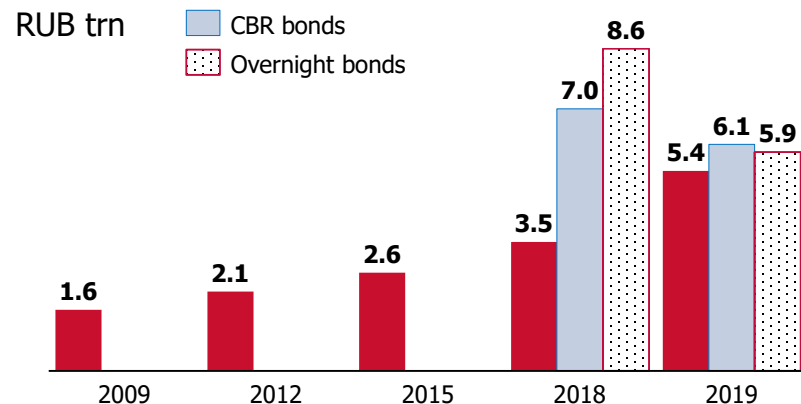
## Local bonds vs Eurobonds of Russian corporates<sup>1</sup>



## Corporate loans vs corporate bonds in Russia



## Bond primary market trading volume



# Trend of local placements continued

## Capital raisings on MOEX in 2017

Company	Date	Transaction type	Transaction value, RUB bln
TMK	February 2017	SPO	10.0
Detski Mir	February 2017	IPO	21.1
Phosagro	February 2017	SPO	15.0
UWC	May 2017	SPO	1.9
Polyus ( <i>dual</i> )	June 2017	SPO	52.3
Bank Saint Petersburg	July 2017	SPO	3.2
MVideo	July 2017	SPO	18.0
Norilsk Nickel'	July 2017	SPO	23.8
Magnitogorsk Iron & Steel Works	September 2017	SPO	13.0
Aeroflot	September 2017	SPO	9.8
Megafon	October 2017	SPO	22.5
Obuv Rossii	October 2017	IPO	5.9
Credit bank of Moscow	October 2017	SPO	14.4
Globaltruck	November 2017	IPO	3.5
Magnit	November 2017	SPO	43.9
En+ ( <i>dual</i> )	November 2017	listing	

## Capital raisings on MOEX in 2018

Company	Date	Transaction type	Transaction value, RUB bln
Lukoil	January 2018	SPO	10.0
X5 Retail Group	February 2018	listing	
Interrao	March 2018	SPO	4.3
Raven Property	October 2018	listing	

## Capital raisings on MOEX in 2019

Company	Date	Transaction type	Transaction value, RUB bln
Norilsk Nickel'	March 2019	SPO	36.3
LSR Group ( <i>dual</i> )	April 2019	SPO	5.8
Polyus ( <i>dual</i> )	April 2019	SPO	25.5
NLMK	June 2019	SPO	25.6
Gazprom	July 2019	SPO	139.1
PIK	October 2019	SPO	4.8
TCS Group	October 2019	listing	
Credit Bank of Moscow	November 2019	SPO	14.7
Detski Mir	November 2019	SPO	15.9
Gazprom	November 2019	SPO	187.7

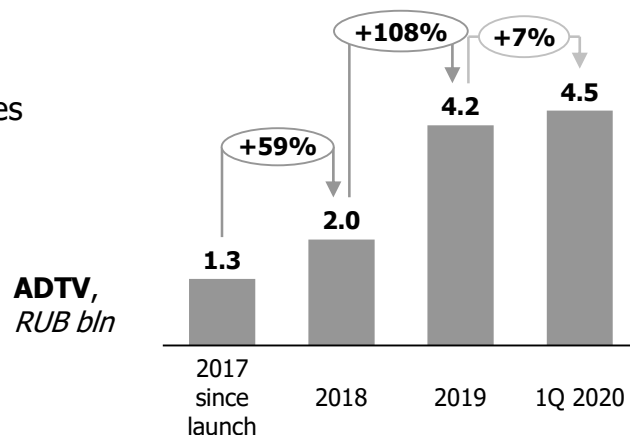


# Corporates on the FX and Money Markets

## Direct access to the FX Market

Launched in 2017

**43** corporates



## Key features



Unified sales channel



Wide range of treasury products

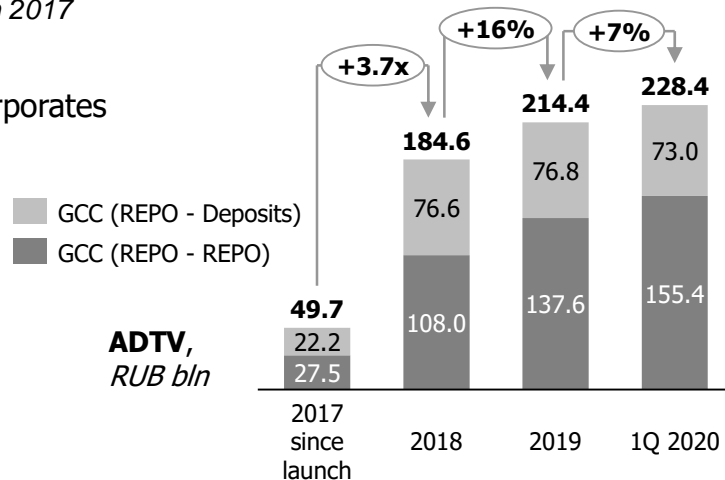


Unbundled trading, clearing and settlement services

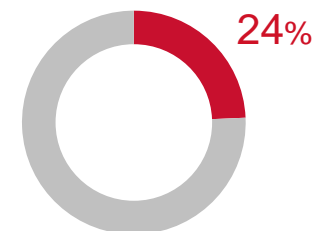
## Deposits with the CCP for corporates

Launched in 2017

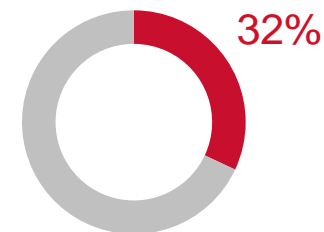
**125** corporates



► Share of corporates as % of all MOEX's clients








► Share of deposits in total volume of GCC REPO



Source: Moscow Exchange

# RUSFAR – update on the new benchmark’s development

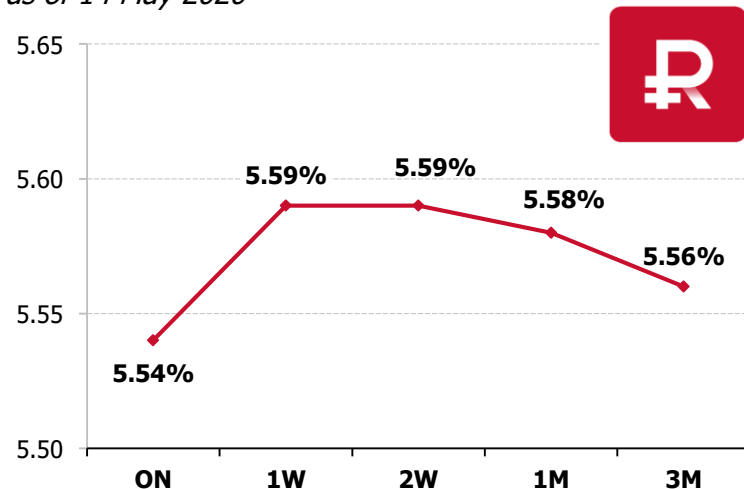
	Daily updated curve since launch on 18 April 2019
	Based on the most liquid segment of the Russian money market – GCC repo
	Five available terms: ON, 1W, 2W, 1M and 3M
	200+ market participants; 21 market makers
	Serves as underlying for overnight index swaps (OIS) and futures

## Progress in 2Q'19 and beyond

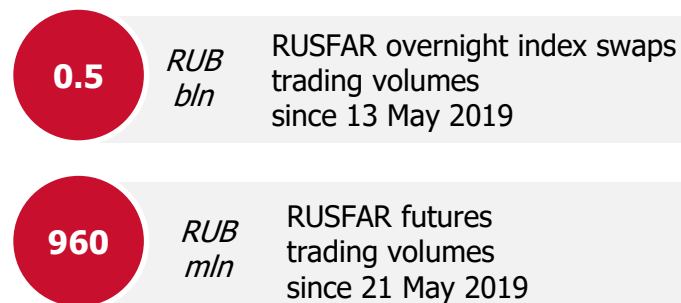
- Launch of futures and overnight index swaps on RUSFAR
- USD-denominated RUSFAR becomes the first “clean” benchmark for the cost of secured USD lending in Russia, i.e. unaffected by collateral type
- Complete and fully-functioning set of 21 market makers
- April 2020 – Launch of RUSFAR real-time, calculated every 15 minutes from 10:00 to 12:30 everyday

## Russian Secured Funding Average Rate curve

as of 14 May 2020



## Trading volumes of RUSFAR-linked contracts





# MOEX OTC platforms and solutions

## OTC bond platform

**2200+** bonds (locals and Eurobonds)  
Integration with NSD/NCC

**79 participants**

**Plans:** external reference prices, access for corporates, addition of stocks, DRs and REPO

## RFS (Request for Stream) Quotation System on derivatives market

**All instruments** on derivatives market

**Trading in large lots** in anonymous mode

**Plans:** 50+ largest participants

## FX links to global liquidity pools

Non-RUB FX pairs: EUR/USD, GBP/USD

**58 participants, 3 liquidity providers**

**>7000 transactions with a total value of USD 3500 mln**

**Plans:** swaps, gold, oil, new liquidity providers

## Standardized OTC derivatives market

FX swaps, FX forwards, interest rate swaps, cross currency swaps, overnight indexed swaps, flex-options

**51 participants**

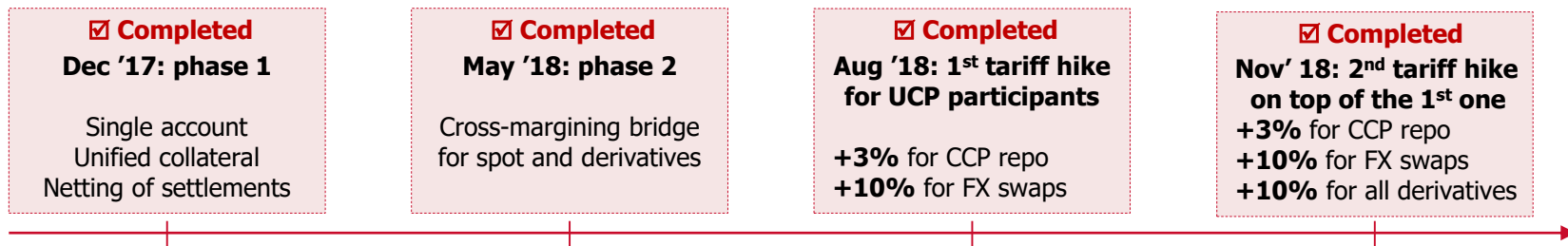
Participants have started to trade **longer maturities**

**Plans:** search for liquidity system, IRS (KetRate), OIS (Implied rate); maturity up 10 years (now up to 5)



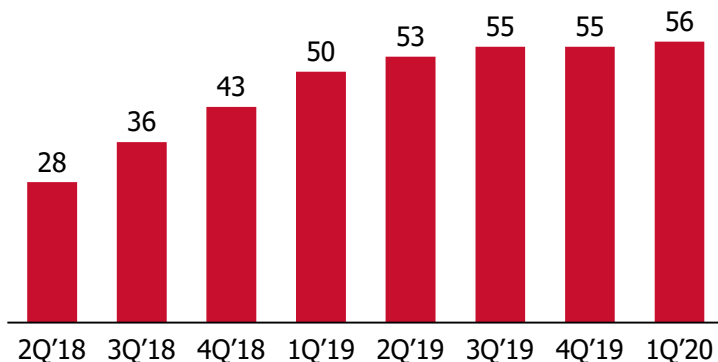
# Unified Collateral Pool: a strategic project completed

## Timeline and latest developments

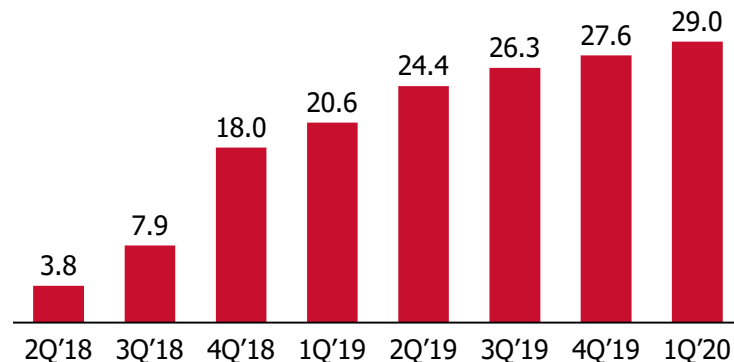


- The UCP take-up continued to grow, accounting for nearly 30% of total trading F&C in 1Q'20 compared to 20.6% in 1Q'19.
- UCP accounts represent ~45% of fees and volumes in the Derivatives Market, the cornerstone market of the UCP.
- On 1 November 2018 a universal tariff hike took place as scheduled. The UCP-linked tariff revision is now complete.
- New tariffs will incentivize market participants to use UCP capabilities more actively and speed up onboarding.

**Number of market participants with UCP accounts (as per end of period)**



**Share of F&C from UCP accounts in total trading F&C, %**



**1** Business overview

**2** Corporate governance and dividends

**3** Market position and competitive strategy



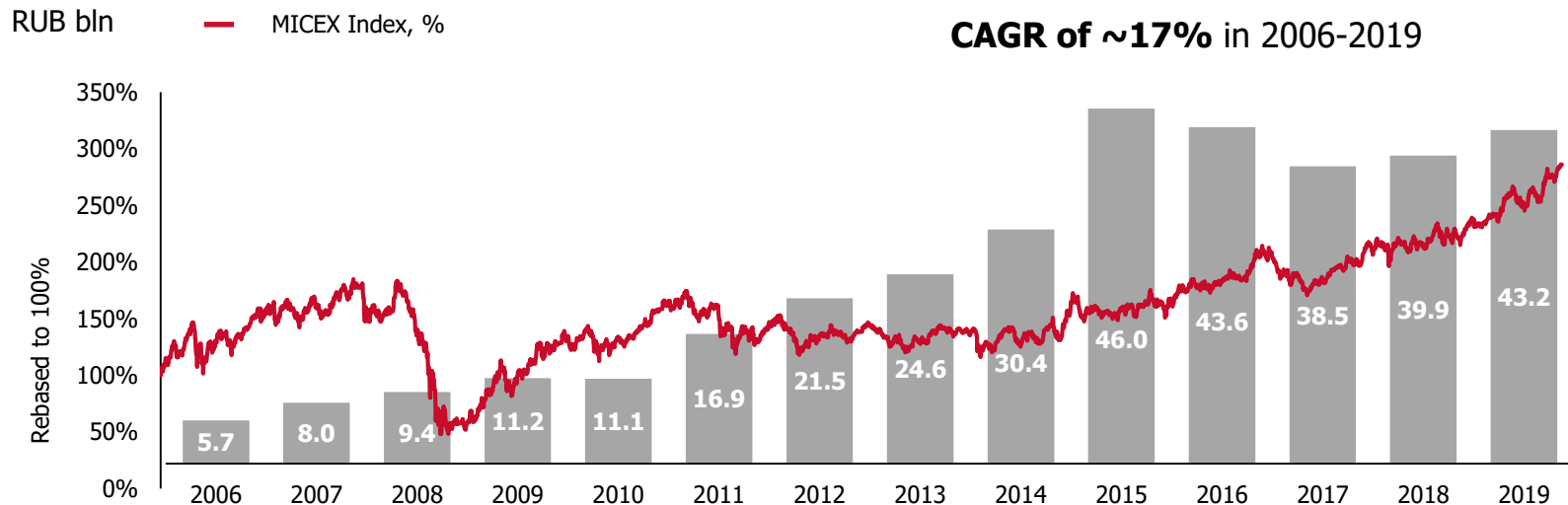
Financial track record

**5** 1Q 2020 update



# MOEX business model continues to deliver

## Operating income<sup>1</sup>

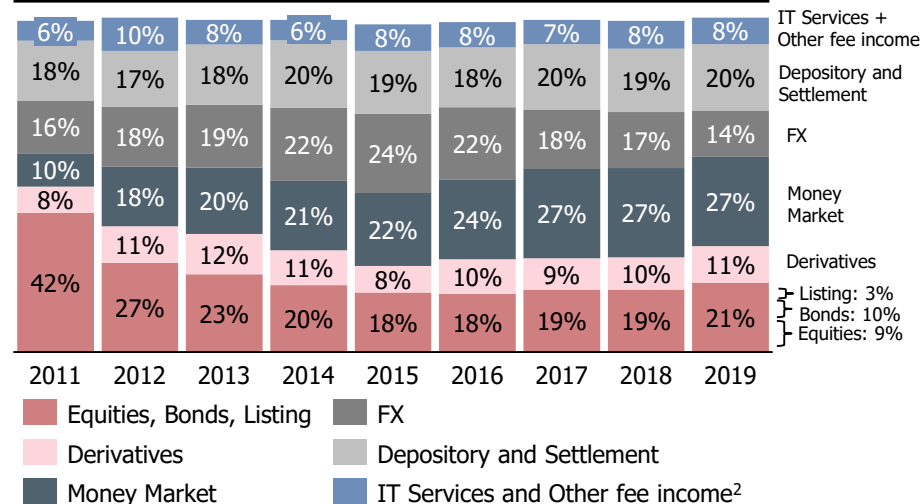


## Key highlights

**Unique business model** allows MOEX to increase operating income regardless of the stage of the economic cycle:

- **Business lines** are diversified, while markets have limited growth correlation
- **Growth drivers differ** across markets and products

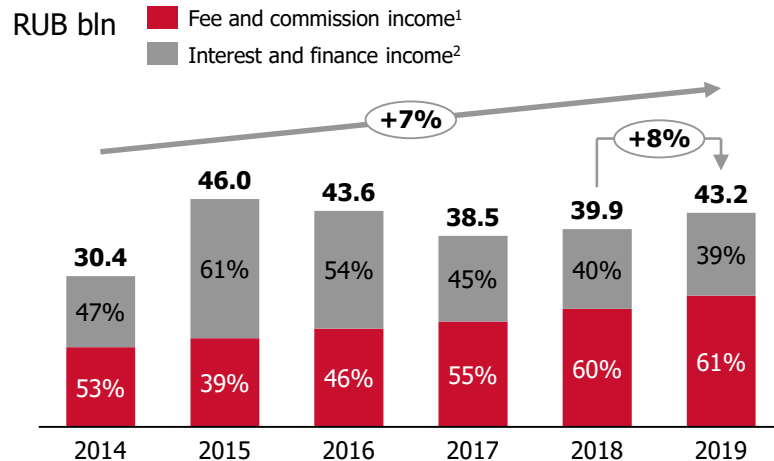
## Fee & commission income evolution<sup>1</sup>



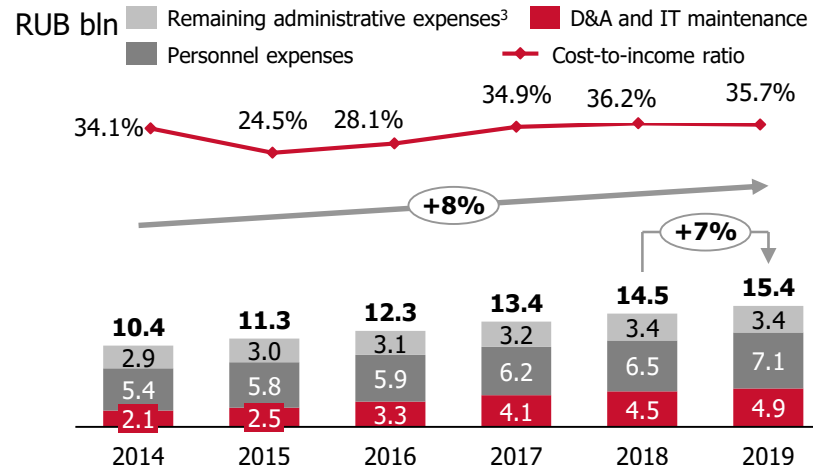
# 2019 summary of financials

X% → CAGR '14-19

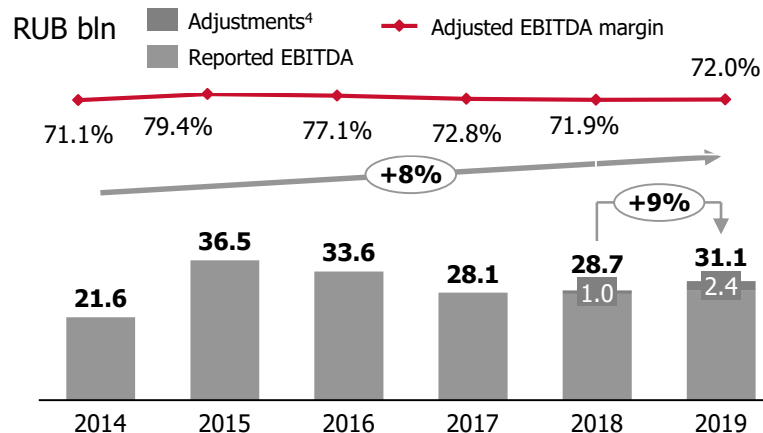
## Operating income



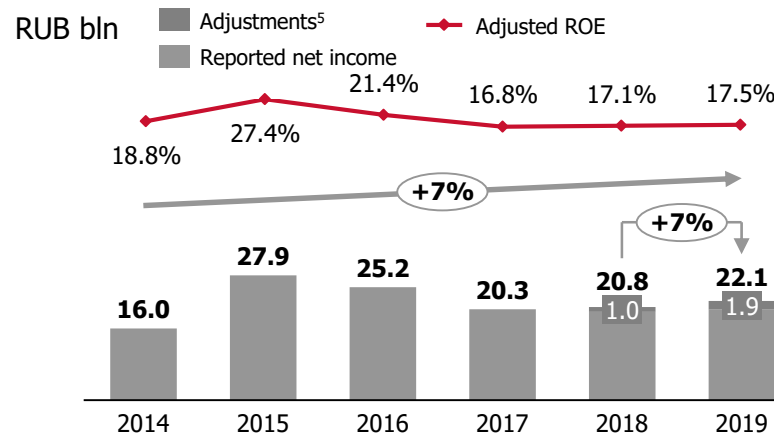
## Operating expenses (excluding provisions)



## EBITDA and EBITDA margin



## Net income



Source: Moscow Exchange

1 Includes Other operating income

2 Includes Interest and other finance income, Interest expense, Net gain on financial assets AFS/FVTOCI and Foreign exchange gains less losses

3 Remaining administrative expenses are calculated as General and administrative expenses less Depreciation of property and equipment, Amortisation of intangible assets and Equipment and intangible assets maintenance

4 Adjustments are related to 1) IFRS 9 movement in allowance for ECLs and 2) one-off provisions in FY 2018 and FY 2019

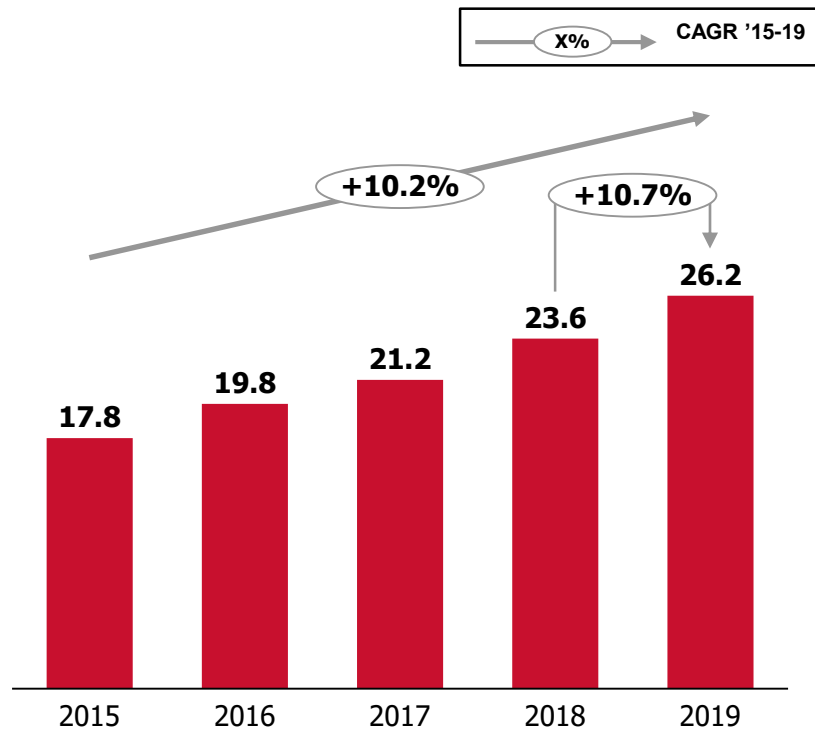
5 Adjustments are related to 1) IFRS 9 movement in allowance for ECLs, 2) change in amortization schedules and 3) one-off provisions in FY 2018 and FY 2019

# Fee & commission income: strong and sustainable growth

## Fee and commission income (F&C)

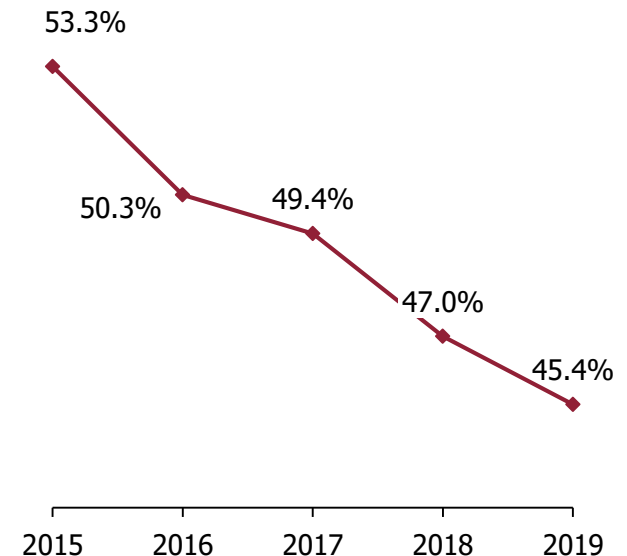
RUB bln

F&C income for 2019 increased 10.7% YoY



## Cost (excl. D&A & provisions) to F&C ratio

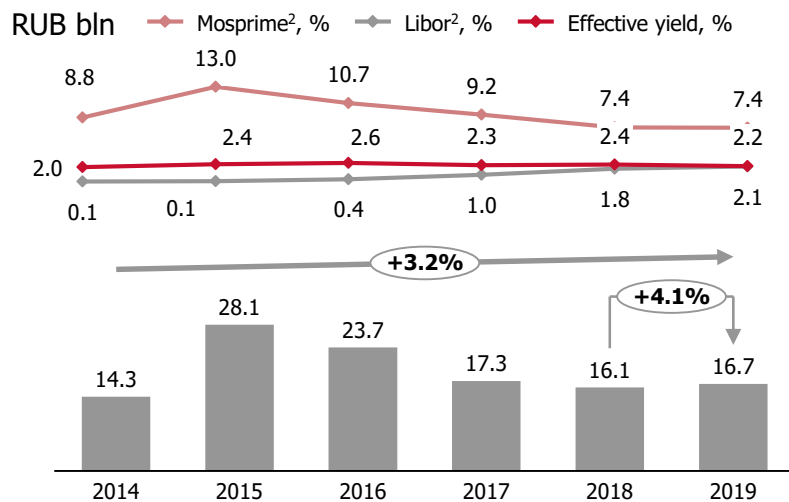
F&C growth was delivered in a cost efficient way



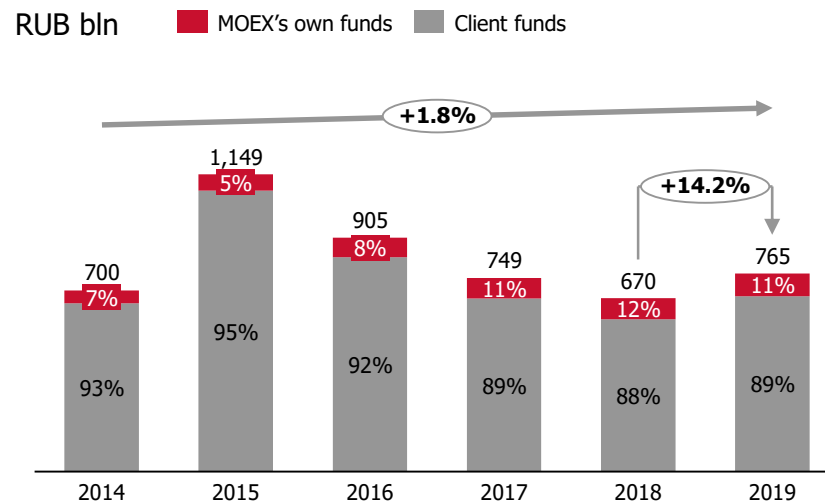
# Interest and finance income

X% → CAGR '14-19

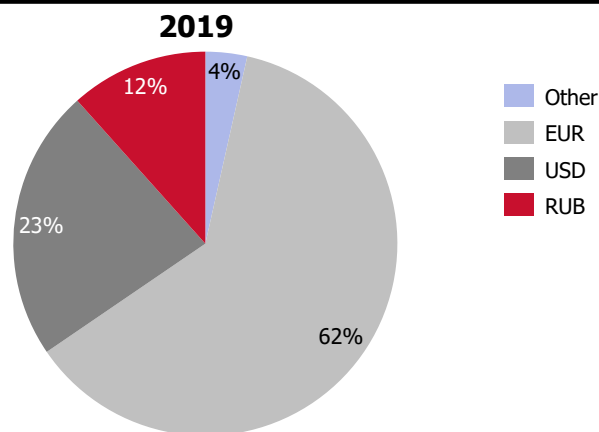
## Interest and finance income<sup>1</sup>



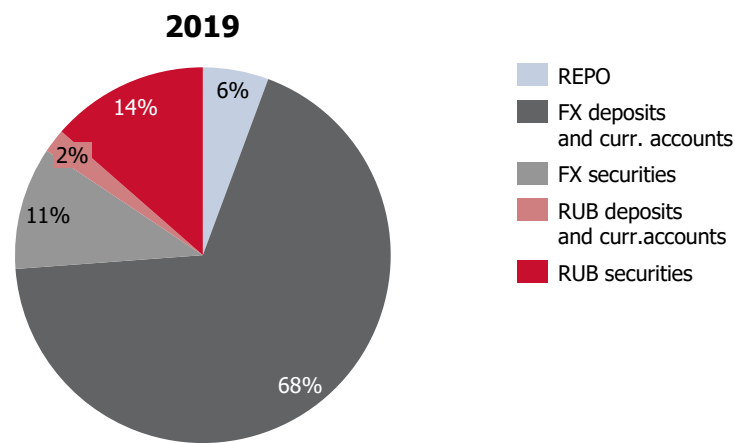
## Investment portfolio sources<sup>3</sup>



## Client funds by currency



## Investment portfolio by type of asset



Source: NFEA, Bloomberg, Moscow Exchange operational information and Consolidated Financial Statements

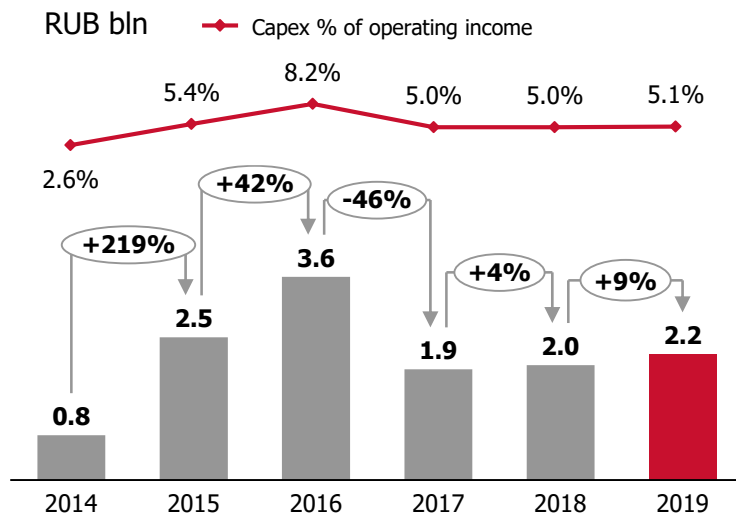
1 Includes Interest and other finance income, Interest expense, Net gain on financial assets AFS/FVTOCI and Foreign exchange gains less losses

2 Average daily rate for the period

3 Based on average daily investment portfolio sources for the period according to management accounts

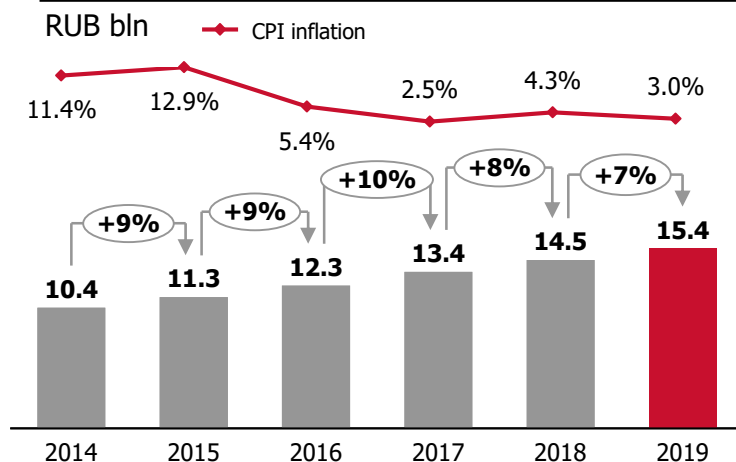
# CAPEX and OPEX: 2019-2020

## Capital expenditures



- CAPEX was RUB 2.2 bln, which is at the middle of our guidance range of RUB 2.0-2.5 bln for 2019.
- In 2020, the CAPEX guidance range is again RUB 2.0-2.5 bln.
- The 2020 split between maintenance and development CAPEX is expected to be roughly equal (46% maintenance / 54% development).
- Top-5 projects account for 24% of CAPEX, with the Marketplace consuming RUB 0.4 bln.

## Operating expenses (excluding provisions)



- The actual growth of OPEX in 2019 was 6.8%, below the floor of the revised guidance range of 8-10%.
- Net of pass-through grain costs, the 2019 OPEX growth was 8.0% YoY.
- The main driver of OPEX growth in 2019 was personnel expense, which increased 9.2% on the back of a 4.7% headcount growth.
- The 2020 OPEX growth guidance range is 6.0-8.5%. It's viable to achieve positive operating jaws between F&C and OPEX in 2020.





**1** Business overview

**2** Corporate governance and dividends

**3** Market position and competitive strategy

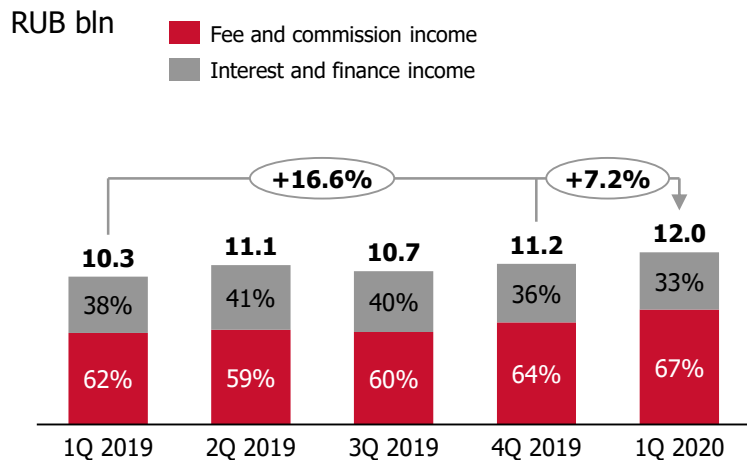
**4** Financial track record



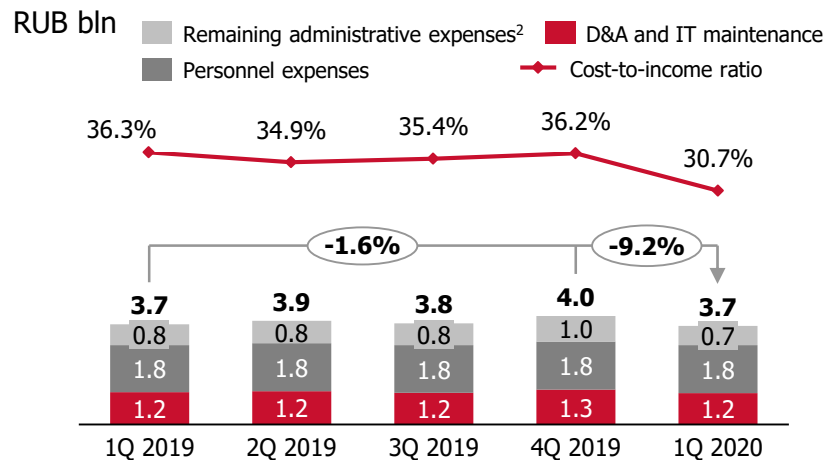
1Q 2020 update

# 1Q 2020 summary of financials

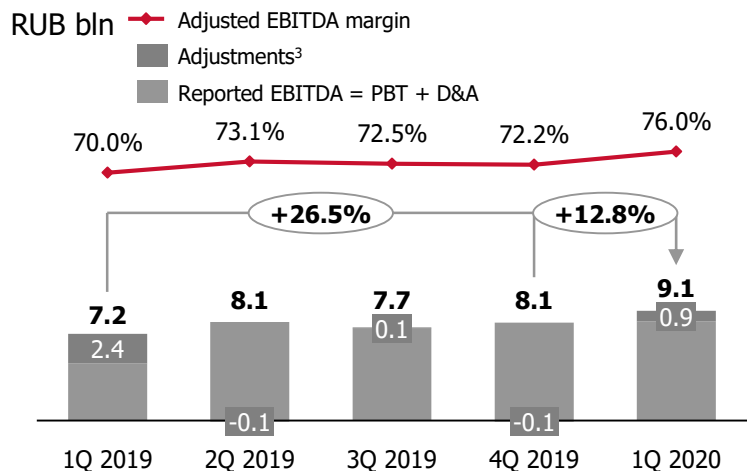
## Operating income<sup>1</sup>



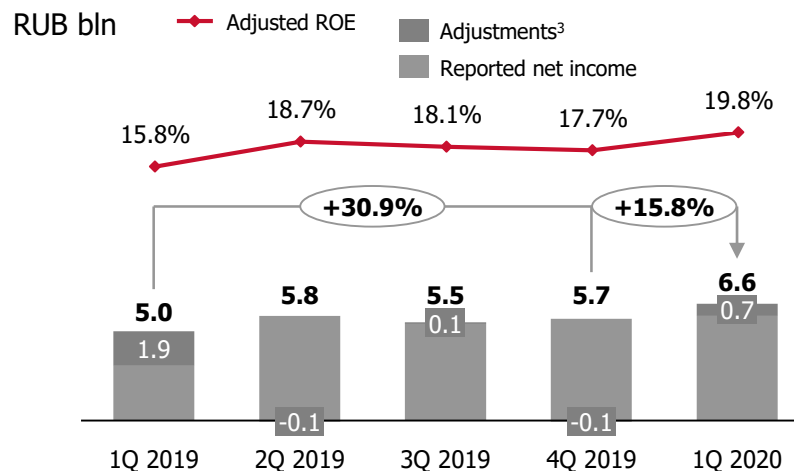
## Operating expenses (excl. other operating expenses)



## EBITDA and EBITDA margin



## Net income



Source: Moscow Exchange

- Includes Other operating income, Interest and other finance income, Interest expense, Net gain on financial assets FVTOCI and Foreign exchange gains less losses
- Includes Remaining administrative expenses are calculated as General and administrative expenses less D&A and Equipment and intangible assets maintenance
- Adjustments are related to 1) IFRS 9 movement in allowance for ECLs and 2) one-off provisions' accrual/release



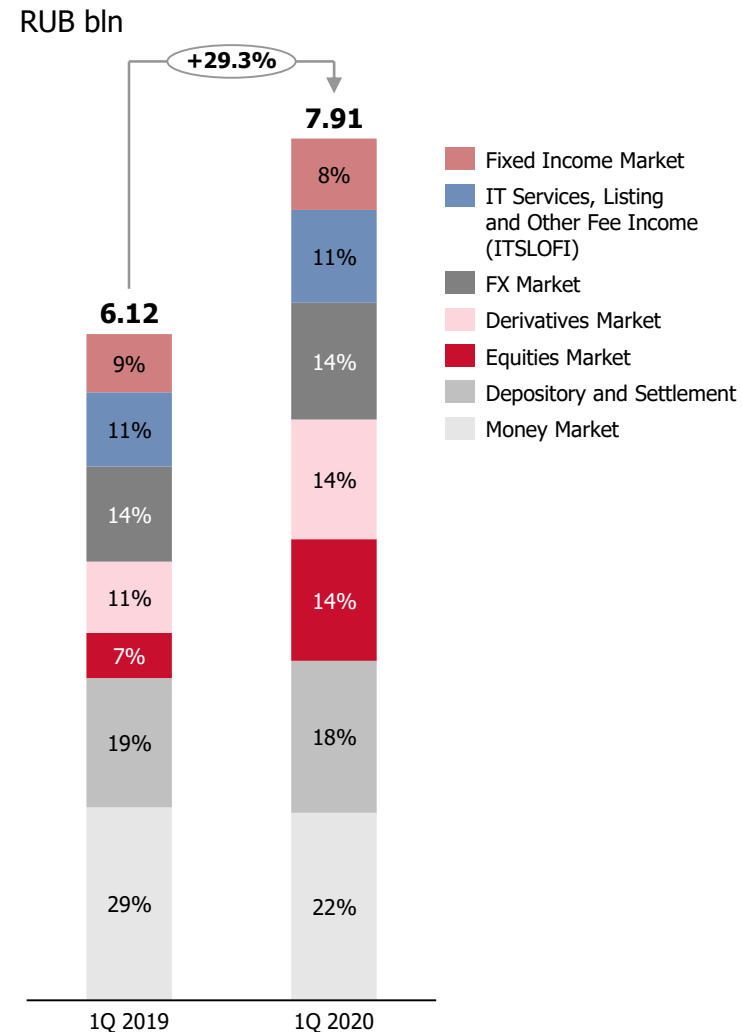
**MOSCOW  
EXCHANGE**

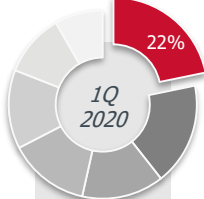
# Diversified fee and commission income

## Fee & commission income performance

RUB bln	1Q 2019	1Q 2020	Change YoY, bln	Change YoY, %
<b>Money Market</b>	<b>1.77</b>	<b>1.72</b>	<i>-0.05</i>	<i>-2.8%</i>
<b>Depository and Settlement</b>	<b>1.19</b>	<b>1.39</b>	<i>0.21</i>	<i>17.5%</i>
<b>Equities Market</b>	<b>0.41</b>	<b>1.12</b>	<i>0.70</i>	<i>169.6%</i>
<b>Derivatives Market</b>	<b>0.66</b>	<b>1.10</b>	<i>0.44</i>	<i>67.7%</i>
<b>FX Market</b>	<b>0.87</b>	<b>1.07</b>	<i>0.20</i>	<i>22.8%</i>
<b>IT Services, Listing and Other Fee Income (ITSLOFI)<sup>1</sup></b>	<b>0.68</b>	<b>0.85</b>	<i>0.17</i>	<i>25.1%</i>
<b>Fixed Income Market</b>	<b>0.54</b>	<b>0.66</b>	<i>0.12</i>	<i>21.9%</i>

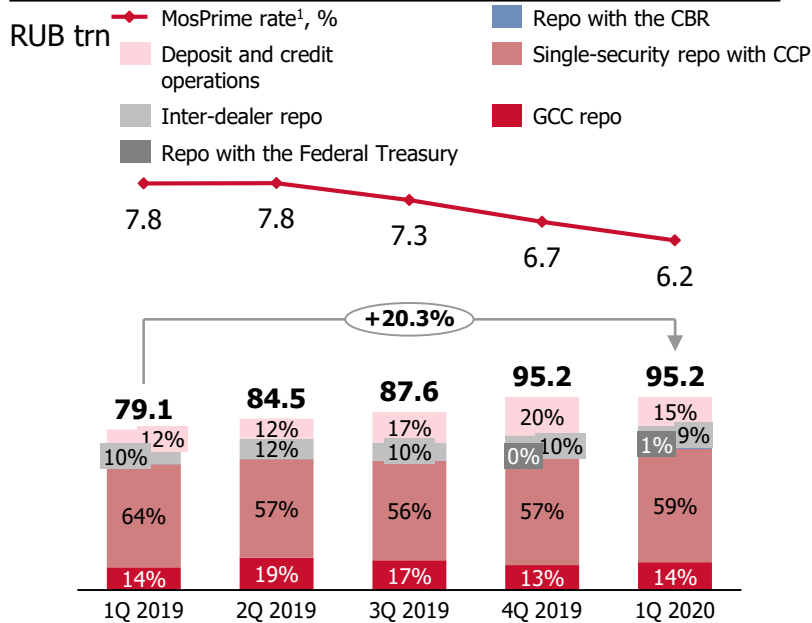
## Fee & commission income breakdown



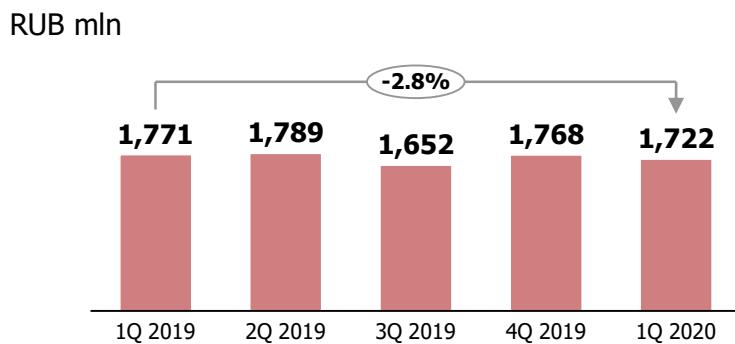


# Money Market

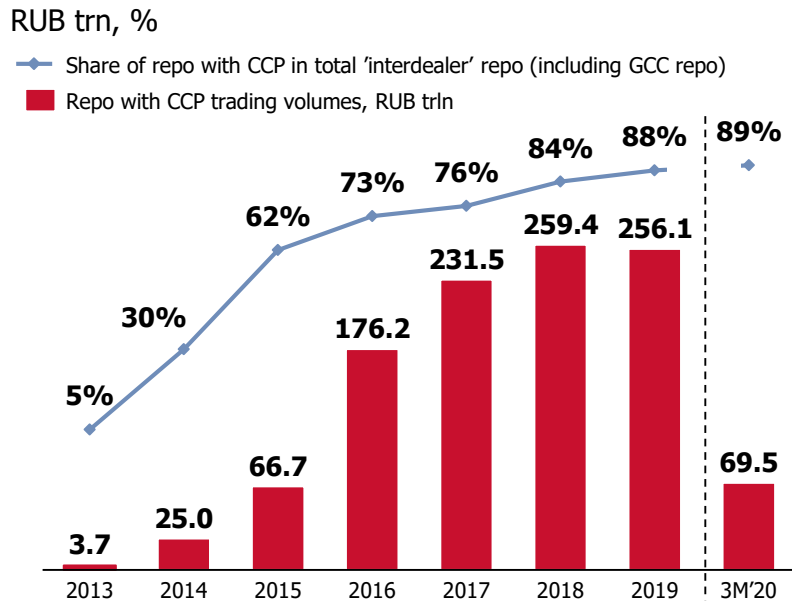
## Trading volumes



## Fee & commission income

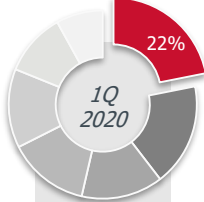


## Trading volumes of repo with CCP



## Comments

- F&C contracted by 2.8% YoY, whereas trading volumes increased 20.3% YoY.
- The discrepancy between the YoY dynamics of F&C and volumes was due to: [1] Shorter terms of value-added GCC repo, [2] IFRS adjustments, [3] smaller size of the position (open interest), [4] lower effective fee of the credit market.
- Recently introduced repo with the Federal Treasury (non-CCP) showed meaningful volumes of RUB 1.3 trn in 1Q'20.
- Interdealer repo volumes were up 10.4% YoY, while repo with CBR amounted to RUB 1.5 trn, up 12x (both non-CCP).
- The share of CCP repo in total 'interdealer' repo stood at 89%.

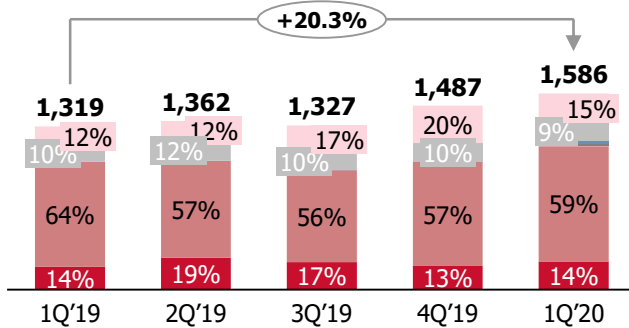


# Money Market: recent trends

## Money Market ADTV

RUB bln

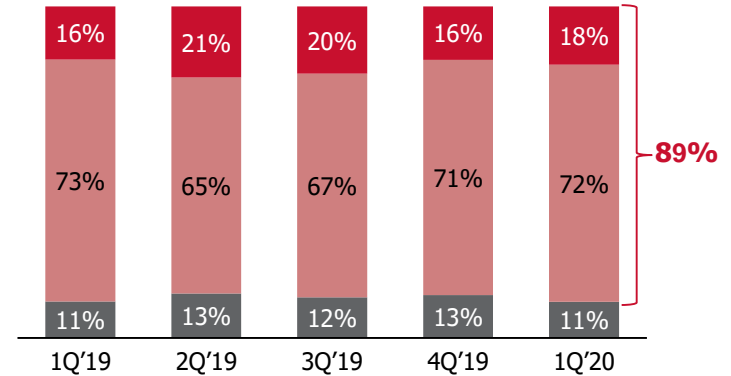
- Deposit and credit operations
- Single-security repo with CCP
- Interdealer repo
- Repo with the CBR
- Repo with the Federal Treasury
- GCC repo with CCP



## High share of CCP repo

volume, %

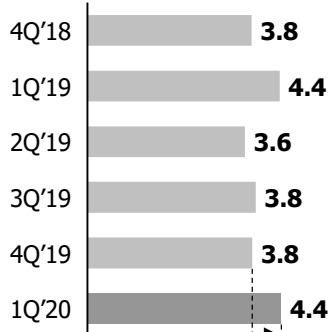
- GCC repo with CCP
- Single-security repo with CCP
- Interdealer repo



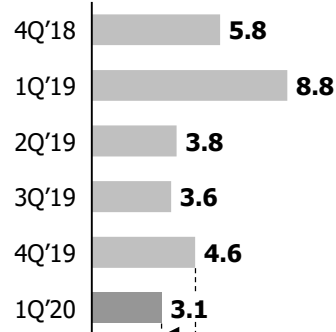
## Average repo term dynamics

days

Overall on-exchange repo



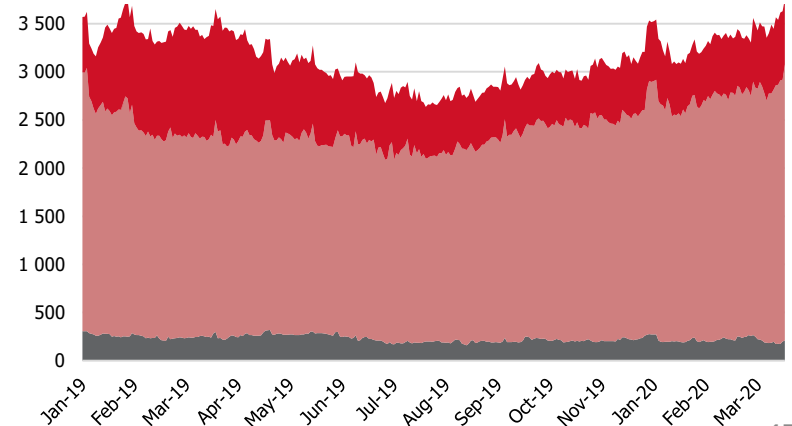
GCC repo (incl. deposits with CCP)



## Stable to growing open interest supports F&C income

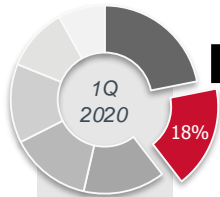
RUB bln

- Interdealer repo
- Single-security repo with CCP
- GCC repo with CCP



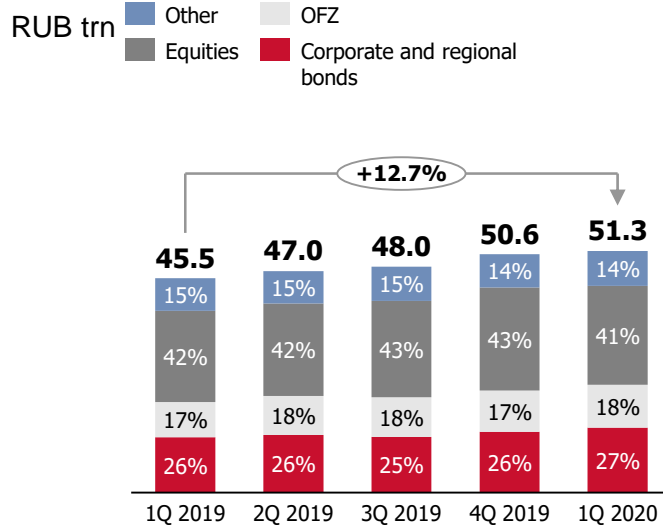
MOSCOW EXCHANGE

Source: Moscow Exchange

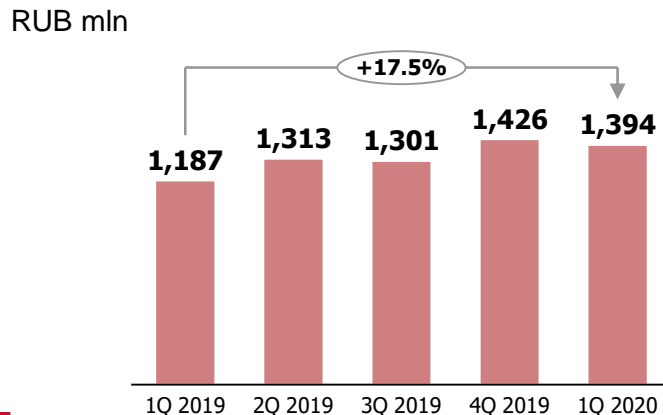


# Depository and Settlement Services

## Assets on deposit (average for the period)

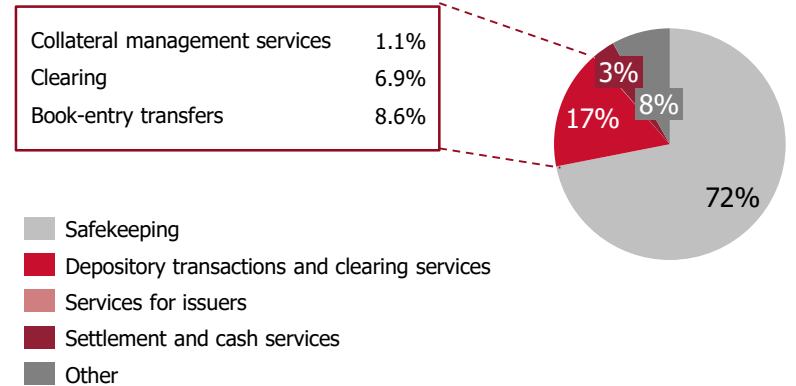


## Fee & commission income



## Fee & commission income breakdown

1Q 2020



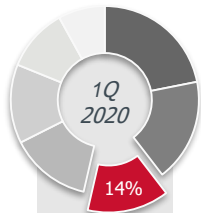
## Comments

- F&C income grew 17.5% YoY; average assets on deposit increased 12.7% YoY.
- The YoY growth in assets on deposit was still registered across all asset classes: federal government bonds were up 20.9% YoY, equities were up 8.6% YoY, corporate and regional bonds were up 17.6% YoY.
- F&C income growth compared to 1Q'19 was driven mainly by safekeeping.
- The discrepancy between growth rates of F&C income and assets is the result of business lines beyond safekeeping, such as book-entry transfers, settlement and cash services as well as clearing.



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EXCHANGE**

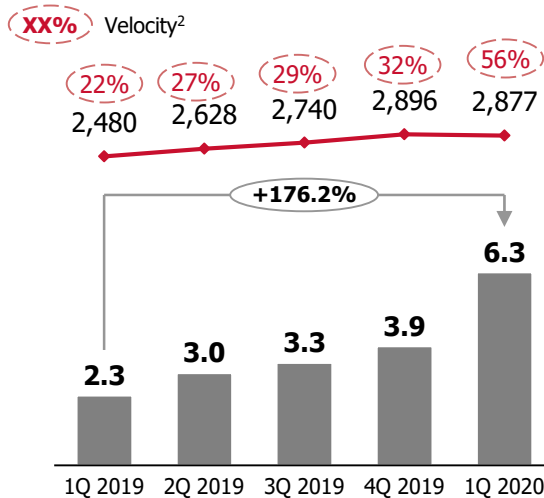
Source: Moscow Exchange



# Equities Market

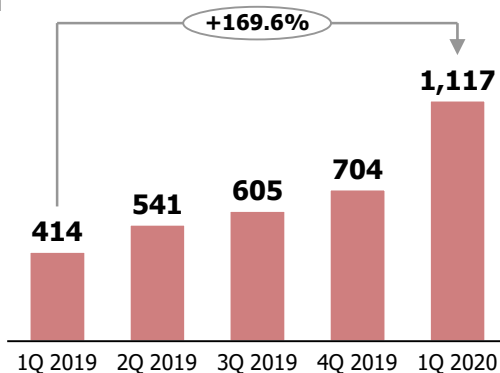
## Trading volumes<sup>1</sup>

RUB trn ■ Equities — MOEX Index (average for the period)



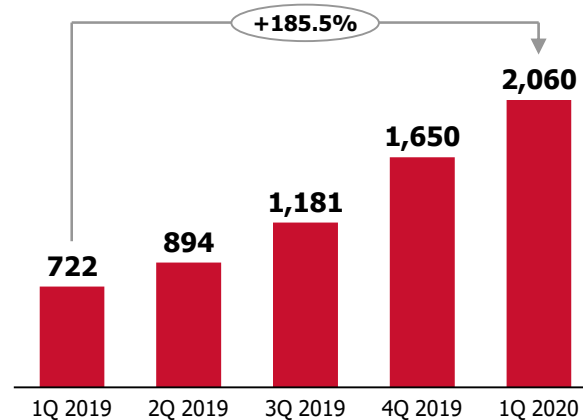
## Fee & commission income

RUB mln



## Increasing popularity of Individual Investment Accounts

Individual Investment Accounts, thousands, end-of-period



## Comments

- Equity trading volumes and F&C income surged by 176.2% YoY and 169.6% YoY, respectively.
- The discrepancy between F&C income and trading volume dynamics was due to the tariff structure that provides fee incentives for higher volume traded.
- The velocity of trading volumes more than doubled YoY, helped by on-boarding of new international clients and strong retail activity.
- MOEX Russia Index volatility increased nearly tenfold YoY.
- MOEX's market share vs the LSE in trading of dual-listed stocks was record high and amounted to 75% in 1Q'20 (up from 65% in 1Q'19).

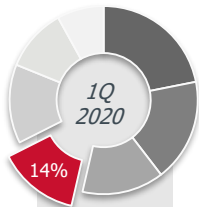


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Source: Moscow Exchange, WFE

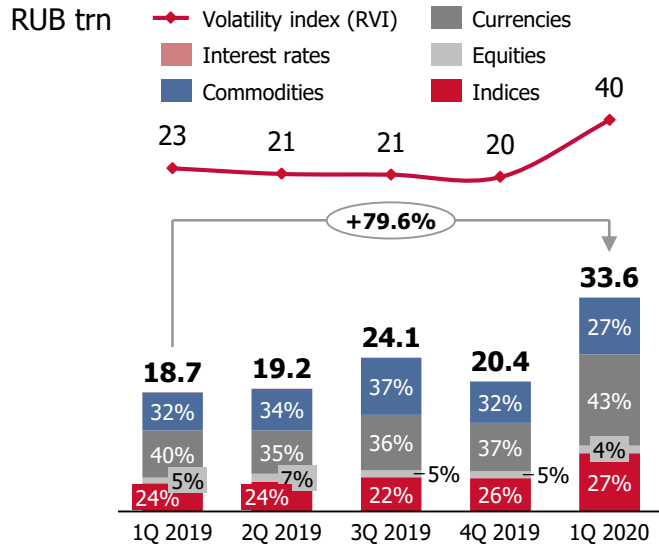
1 Volumes of both primary and secondary markets

2 Velocity is calculated as annualized trading volumes for the period divided by the average market capitalization



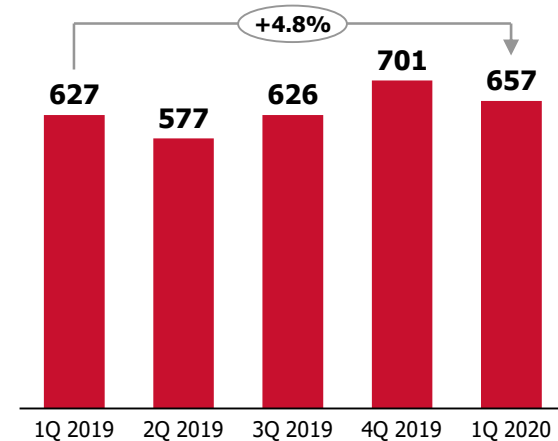
# Derivatives Market

## Trading volumes



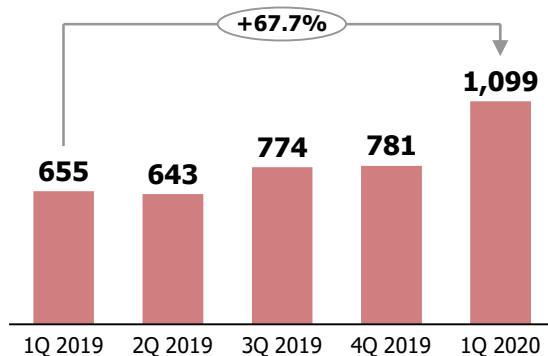
## Open interest

RUB bln



## Fee & commission income

RUB mln



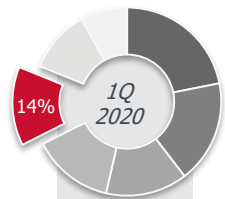
## Comments

- F&C grew 67.7% YoY, trading volumes increased by 79.6% YoY.
- Trading volumes of FX derivatives expanded by 92.7% YoY and 88.7% QoQ on the back of a volatility spike.
- Index derivatives' volumes surged by 107.1% YoY and 75.2% QoQ, while volumes of equity derivatives added 36.5% YoY.
- Trading volumes of commodity contracts improved by 49.5% YoY and 37.5% QoQ.
- Open interest remained virtually flat YoY, up by 4.8%.
- The effective fee was down YoY due to: [1] a shift in the mix in favor of less profitable FX and index derivatives (70% in 1Q'20 vs 63% in 1Q'19), [2] IFRS adjustments, [3] lower share of options.



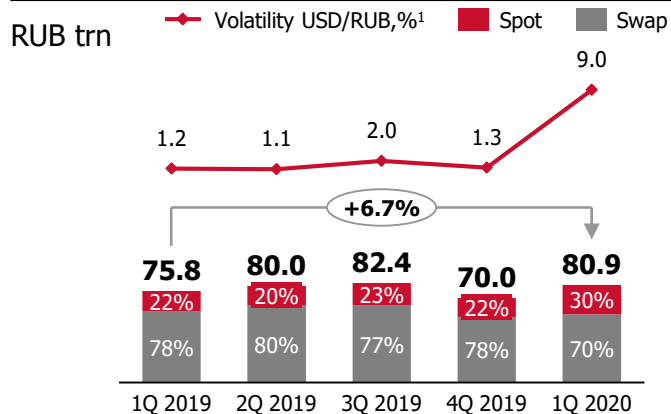
**MOSCOW  
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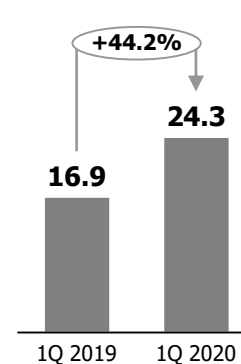
# FX Market

## Trading volumes



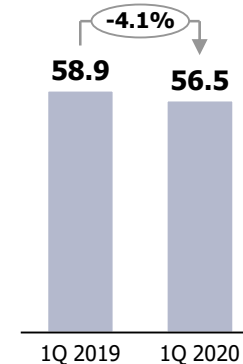
## Spot trading volumes

RUB trn



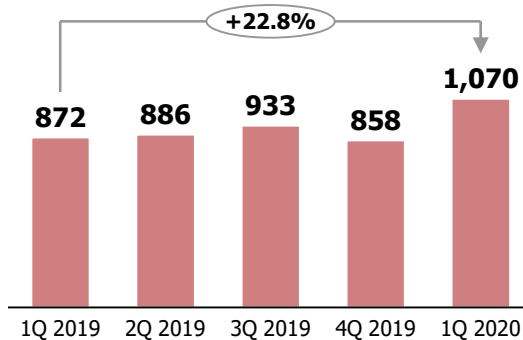
## Swap trading volumes

RUB trn



## Fee & commission income

RUB mln



## Comments

- Fee income increased by 22.8% YoY, volumes grew 6.7% YoY.
- Spot volumes were up 44.2% YoY due to volatility surge and higher demand for CCP services in changing economic conditions.
- Swap and forward volumes declined by 4.1% YoY.
- MOEX's 1Q'20 market share vs onshore OTC added 2.7 pp QoQ to reach 45.5%.
- The effective fee was supported by: [1] a higher share of spot trading, [2] clients using more expensive tariff plans.
- The number of active clients approached 247,000 – up 4x YoY – with retail accounting for nearly 99% of these.
- The ADTV of corporates was RUB 4.5 bln in 1Q'20, up 69% YoY.



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Source: Moscow Exchange, CBR

1 Calculated as daily standard deviation for the period divided by the average value for the period

11%

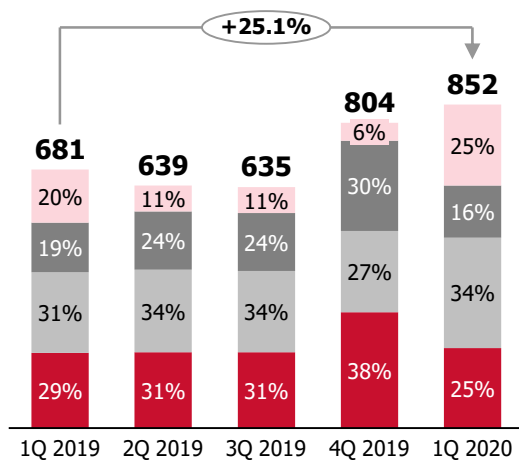
1Q  
2020

# IT Services, Listing and Other Fee Income (ITSLOFI)

## IT Services, Listing and Other Fee Income<sup>1</sup> (ITSLOFI)

RUB mln

- Other fee and commission income
- Listing and other fees related to Securities Market
- Information services
- Sale of software and technical services



## Comments

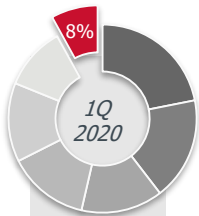
- Listing and other fees related to the Securities Market increased 4.0% YoY.
- Sales of information services rose by 36.9% YoY on the back of extra revenue from audit of information use and RUB weakening.
- Sales of software and technical services grew 6.7% YoY.
- Other fee and commission income expanded by 53.2% YoY as lower contribution from the Grain Market was more than compensated for by additional fee on EUR balances.
- The additional fee for recording individual clearing collateral on EUR balances is 0.2% on top of the ECB rate, effective 1 January 2020.



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Source: Moscow Exchange

1 Includes Other fee and commission income

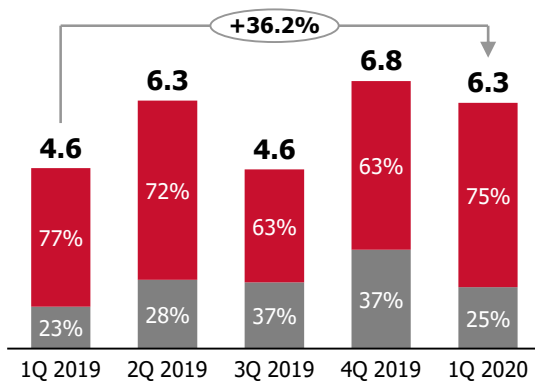


# Fixed Income Market

## Trading volumes<sup>1</sup>

RUB trn

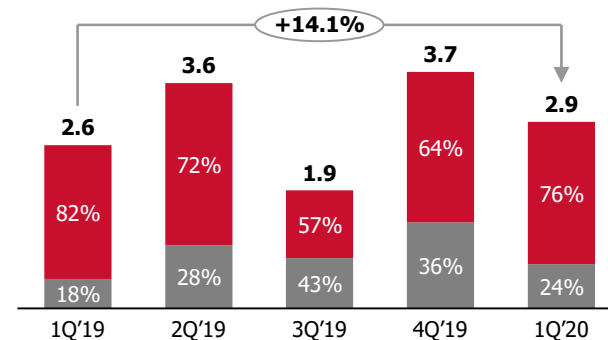
- Government and CBR bonds (OFZ, OBR)
- Corporate, municipal and other bonds (excl. overnight bonds)



## Primary market

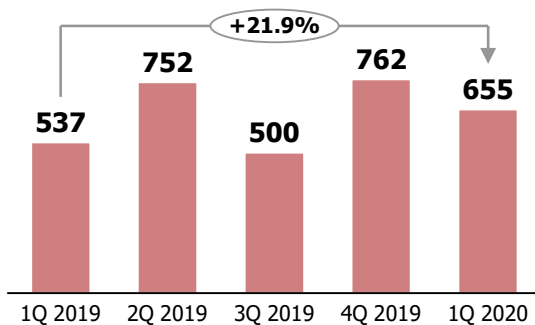
RUB trn

- Government and CBR bonds (OFZ, OBR)
- Corporate, municipal and other bonds (excluding ON bonds)



## Fee & commission income

RUB mln



## Comments

- Fee income increased by 21.9% YoY on the back of a 36.2% YoY growth in trading volumes (excl. overnight bonds).
- Primary placements were up 14.1% YoY (excl. overnight bonds) due to higher placements of corporate and municipal bonds (up 50.7% YoY). Placements of OFZs were up 9.3% YoY.
- Secondary trading volumes increased by 64.2% YoY, mainly due to the 87.5% YoY rise in OFZ trading.
- The QoQ effective fee dynamics were affected by a lower share of the primary market in total volumes (excl. overnight bonds) and also a lower share of corporate placements.



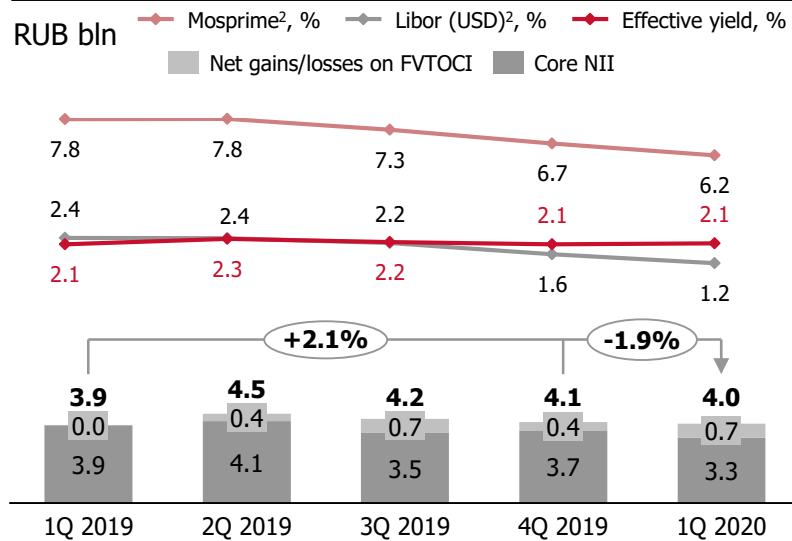
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Source: Moscow Exchange

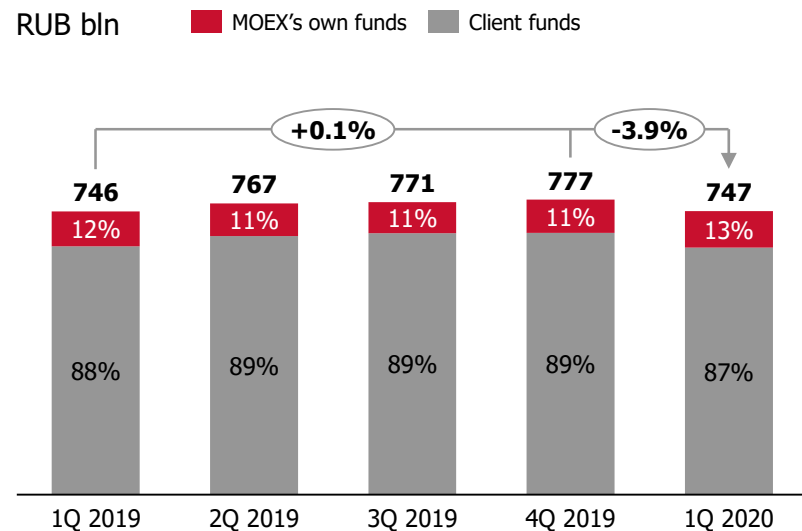
<sup>1</sup> Trading volumes on the Fixed Income Market include placements

# Interest and finance income in 1Q'20

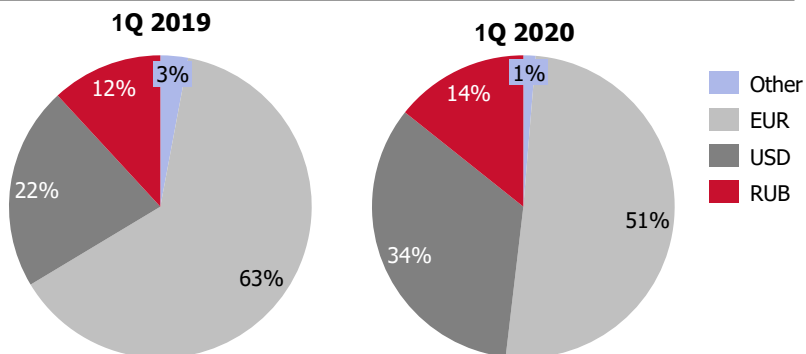
## Interest and finance income<sup>1</sup>



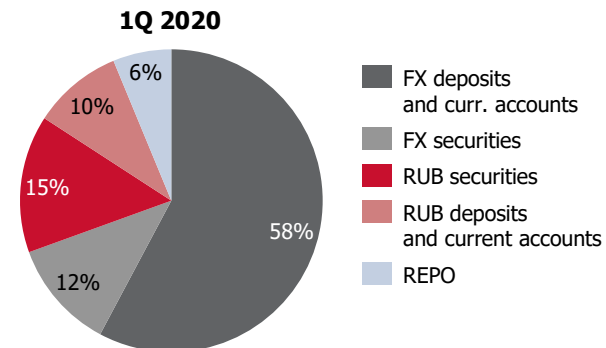
## Investment portfolio sources<sup>3</sup>



## Client funds by currency



## Investment portfolio by type of asset



Source: NFA, Bloomberg, Moscow Exchange

1 Interest and other finance income, Interest expense, Net gain on financial assets at fair value through other comprehensive income and Foreign exchange gains less losses

2 Average daily rate for the period

3 Based on average daily investment portfolio sources for the period according to management accounts



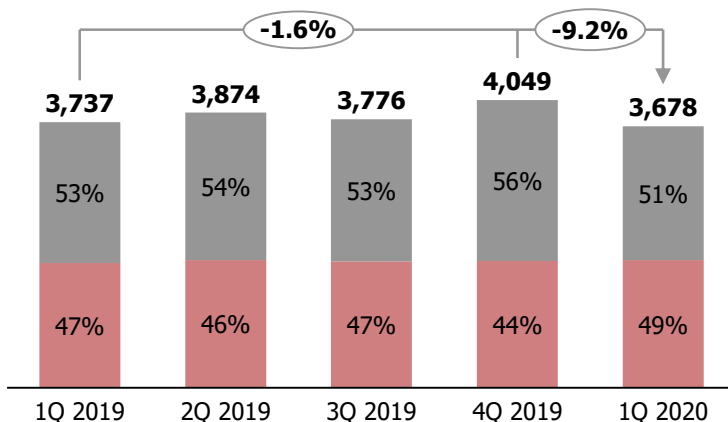
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# Operating expenses in 1Q'20 (excl. provisions)

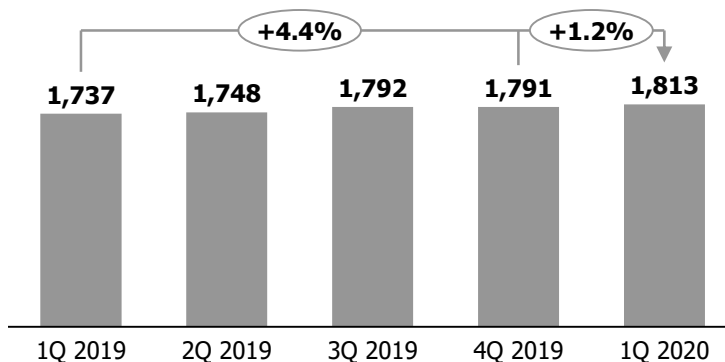
## Operating expenses

RUB mln

- General and administrative expenses
- Personnel expenses



## Headcount



## Major expense items

RUB mln	1Q 2019	1Q 2020	Change YoY
<b>Personnel expenses</b>	<b>1755.9</b>	<b>1794.7</b>	<b>2.2%</b>
<b>D&amp;A and IT maintenance</b>	<b>1204.9</b>	<b>1169.1</b>	<b>-3.0%</b>
<b>Remaining administrative expenses<sup>1</sup></b>	<b>776.1</b>	<b>714.4</b>	<b>-8.0%</b>
Incl. Professional Services	155.5	107.5	-30.9%
<b>Total OPEX</b>	<b>3736.9</b>	<b>3678.2</b>	<b>-1.6%</b>
<b>Cost / Income Ratio</b>	<b>36.3%</b>	<b>30.7%</b>	<b>-5.6 p.p.</b>

## Comments

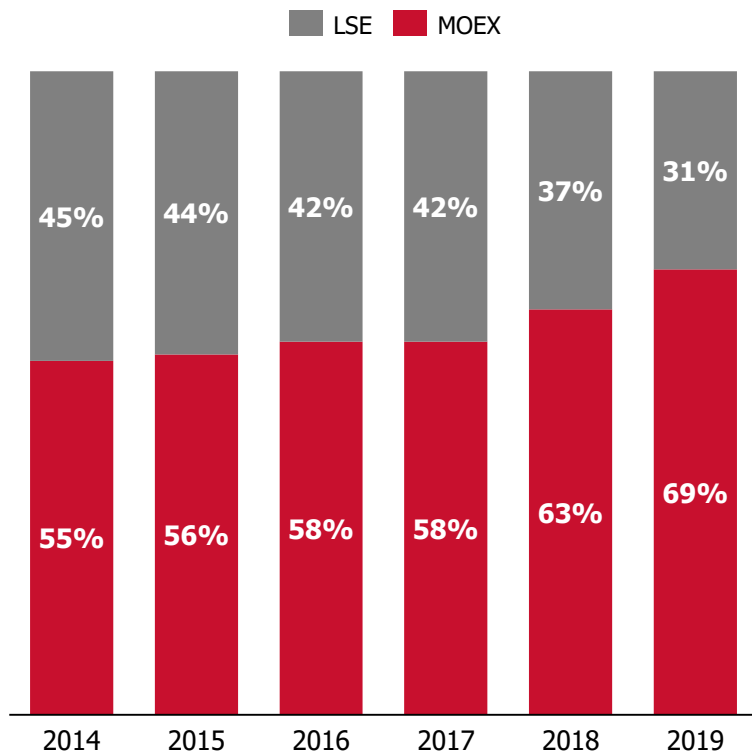
- OPEX for 1Q'20 declined by 1.6% YoY, naturally coming below the FY'20 OPEX growth guidance range of 6.5-9.5%.
- Bonus provision reduction of 38.0% YoY mitigated personnel expenses growth in 1Q'20 amid a 4.4% headcount increase.
- D&A contraction of 8.8% YoY drove a 3.0% YoY decline in D&A and IT maintenance.
- Remaining administrative expenses declined by 8.0% thanks to savings on professional services – that contained grain pass-through expenses in 1Q'19 – and information services.
- Anti-COVID protection costs were immaterial due to early response.
- CAPEX for the quarter was RUB 0.6 bln.
- **Updated FY'20 OPEX growth guidance: 6.0-8.5%.**

# Appendix

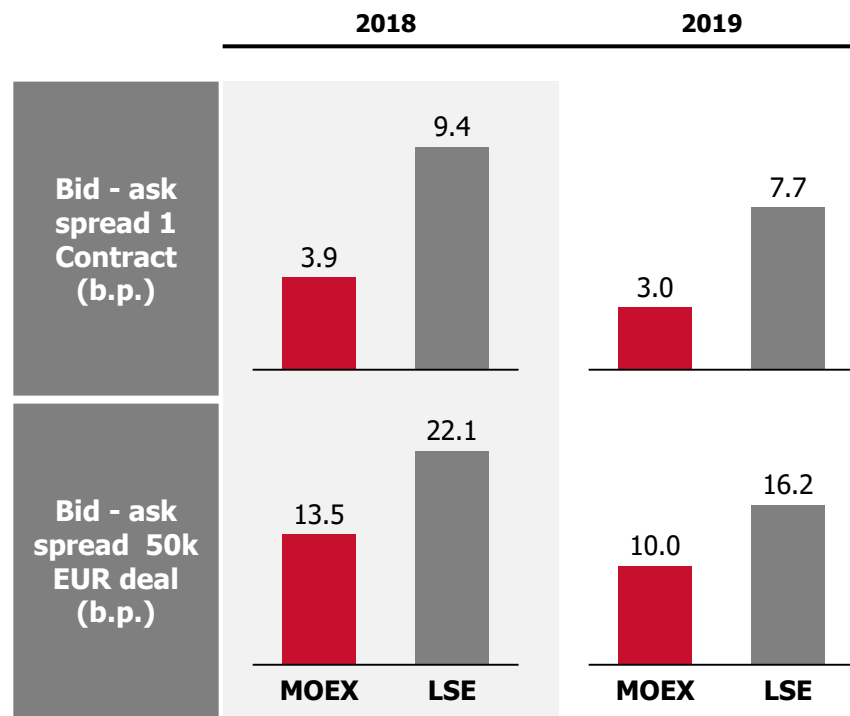
# Dual listed stocks virtual index spread dynamics

Analysis provided by  
LiquidMetrix

MOEX vs LSE market share (MICEX Virtual Index<sup>1</sup>)



Average Bid - ask spread 50k EUR deal (b.p.<sup>2</sup>)



- Moscow Exchange is the liquidity center for Russian securities with ~70% market share in total trading volumes
- Aggregated spreads for most liquid dual listed stocks are substantially lower in Moscow implying lower all-in trading costs

**Spreads** measure the bid to offer spread of the best visible orders in the book, the result is based on measurements of the order books every 30 seconds

Data as of 03 February 2020

1. MICEX Virtual Index – index calculated based on prices and EOB data of the most liquid Russian dual listed stocks. Data since December 2015 include trading auctions on MOEX. Data for March-April 2018 are based on Bloomberg data for LSE, data for other periods were provided by Liquidmetrix

2. The value of the spread is quoted in basis points (0.01%)

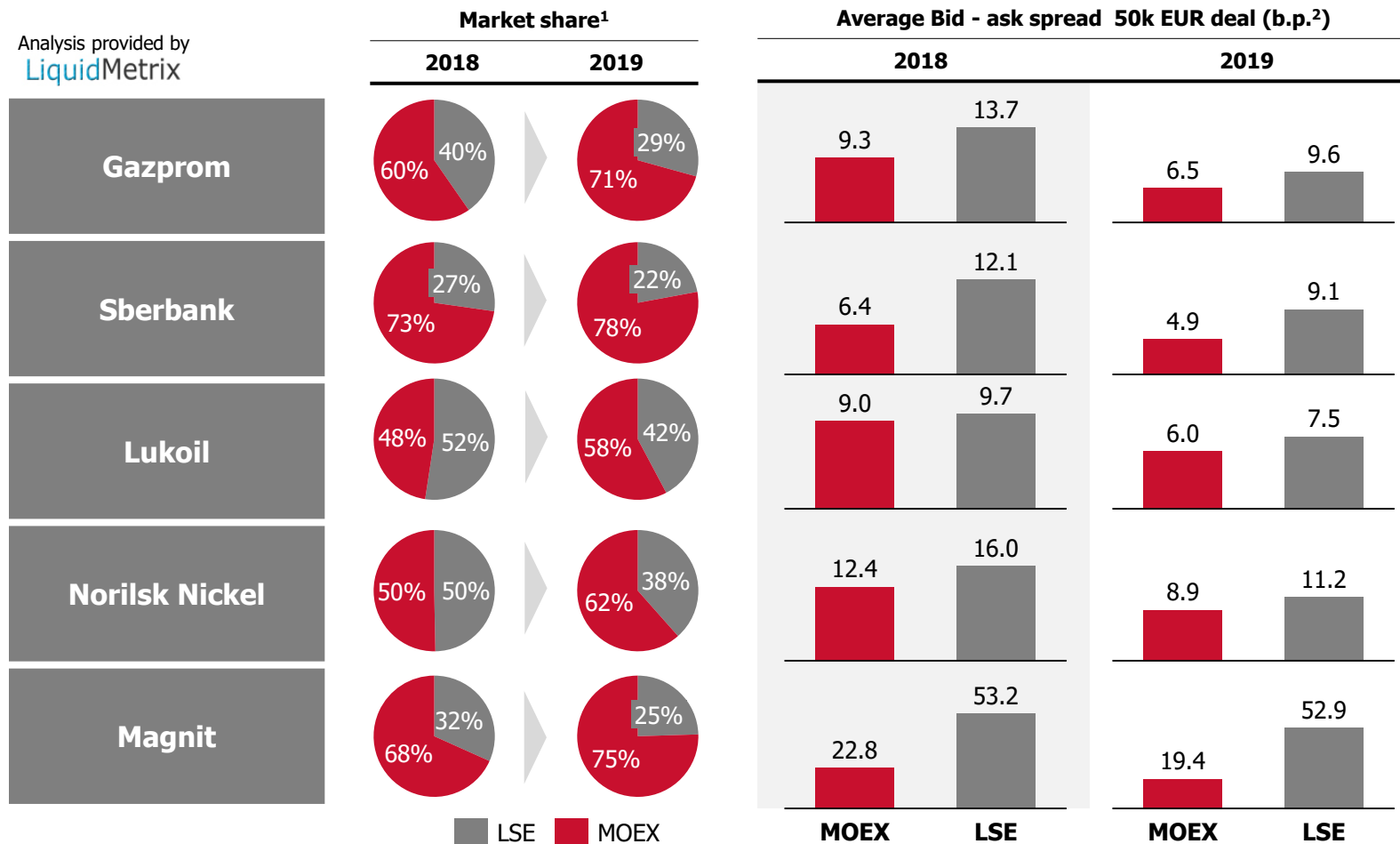
Source: LiquidMetrix



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EXCHANGE**

# Blue Chips bid - ask spread dynamics for 50k EUR deal (1)

Analysis provided by  
LiquidMetrix

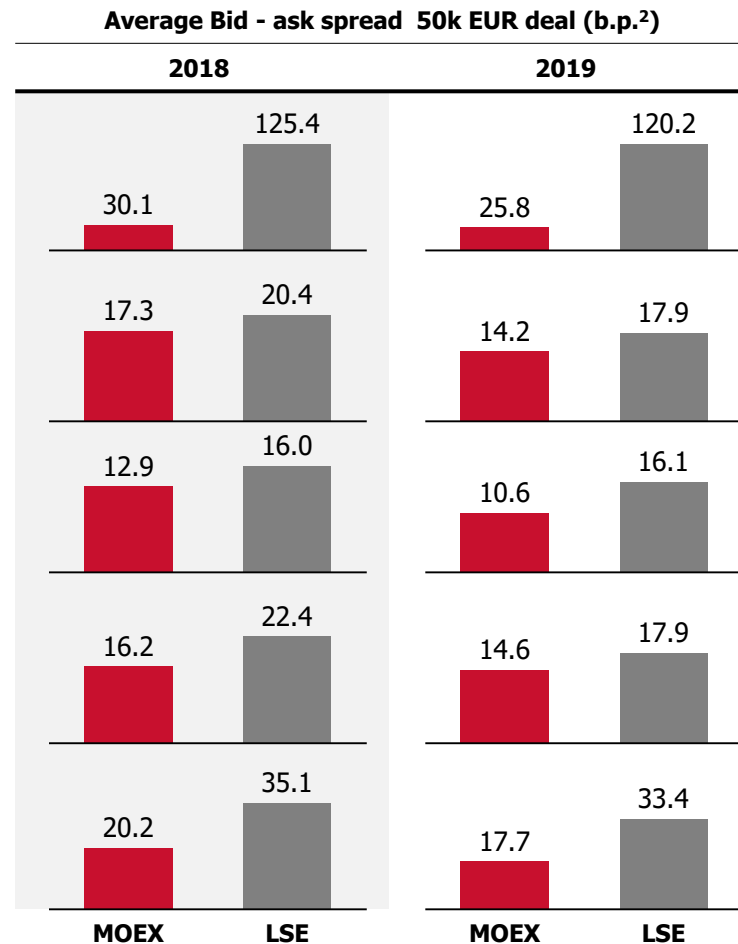
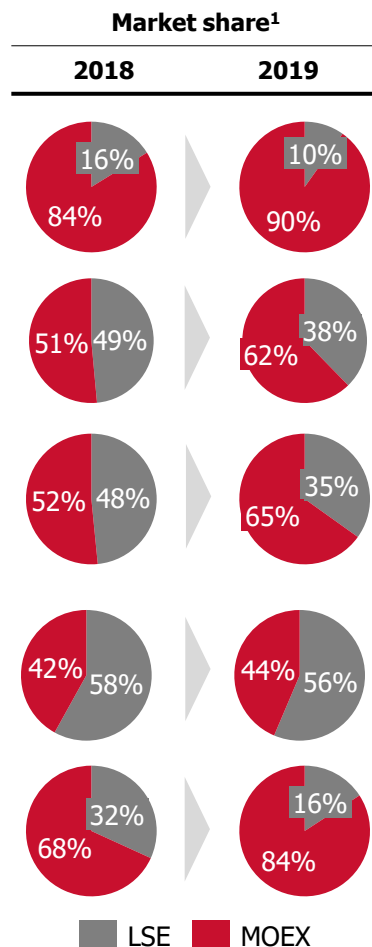


Bid-ask spreads for majority of the Russian “Blue Chips” are substantially lower on Moscow Exchange than on other trading venues



# Blue Chips bid - ask spread dynamics for 50k EUR deal (2)

Analysis provided by  
LiquidMetrix



Bid-ask spreads for majority of the Russian “Blue Chips” are substantially lower on Moscow Exchange than on other trading venues

# DR holders pay substantial **EXTRA FEES** to depository banks

## Fees to be paid to depository bank for some of DR programs of Russian companies

DR program	Depository bank	Depository Service Fee <sup>1</sup> (DSF), USD per DR	Dividend Fee <sup>2</sup> , USD per DR	DSF + Dividend Fee as % of dividend amount <sup>3</sup>	DRs cancellations fee, USD per DR
VTB Bank	BNY Mellon	0,030	0,004	99%	0,05
RusHydro	BNY Mellon	0,020	0,007	47%	0,05
Rossiyskiye Seti	BNY Mellon	0,020	0,009	38%	0,05
Surgutneftegaz	BNY Mellon	0,020	0,012	32%	0,05
TMK	BNY Mellon	0,020	0,019	25%	0,05
FSK YeES	BNY Mellon	0,010	0,015	20%	0,05
Rostelekom	JPM	0,005	0,020	10%	0,05
Megafon	BNY Mellon	0,030	0,020	9%	0,05
Phosagro	Citi	0,020	-	5%	0,05
Gazprom	BNY Mellon	-	0,020	4%	0,05
Sberbank	JP Morgan	0,008	0,020	3%	0,05
Norilsk Nickel	BNY Mellon	0,010	0,020	2%	0,05
Rosneft	JPM	0,004	-	2%	0,05
NLMK	Deutsche Bank	0,020	-	2%	0,05
Magnit	JPM	0,008	-	2%	0,05
Tatneft	BNY Mellon	0,020	0,020	1%	0,05
Novatek	BNY Mellon	0,010	0,020	1%	0,05
Lukoil	Citi	-	0,020	1%	0,05
Severstal	Deutsche Bank	-	-	0%	0,05
<b>Average</b>		<b>0.013</b>	<b>0.012</b>	<b>16%</b>	<b>0.05</b>

## Gross DSF and dividend fees calculated for Top-3 international funds holding DRs of Russian companies<sup>4</sup>

<b>Fund A</b>	3,079,157 USD
<b>Fund B</b>	1,908,931 USD
<b>Fund C</b>	600,064 USD

## Cost of cancellation of all DRs in portfolios to local shares for Top-3 funds

<b>Fund A</b>	7,240,240 USD
<b>Fund B</b>	4,374,476 USD
<b>Fund C</b>	1,118,330 USD

- A depository service fee and a dividend fee are to be paid by a DR holder to the depository bank while there are no such fees for holders of local shares
- Majority of DRs cancellations are also charged 0.05 USD per DR



1 Service fees are charged annually, on an arbitrary date. Calculated based on number of DRs in a client's account on the record date

2 Dividend fees are charged when dividends are paid

3 As % of dividend amount after tax

4 Calculations based on Thomson Reuters data as of June 2019

Source: BNY Mellon, Deutsche Bank, JP Morgan, Citi, Thomson Reuters

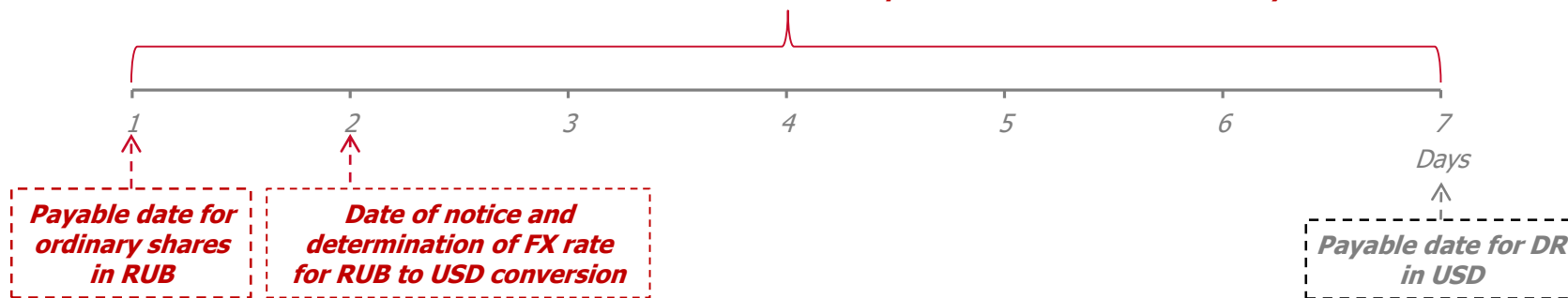
# Dividend payments for DR holders

## FX rate determination for dividends

- FX rates for conversion of dividends are determined in a non-transparent manner
- According to information from notices for DR holders<sup>3</sup>:
  - Custodian - DR issuer has no obligation to obtain the "best price" for any FX Trade
  - The conversion rate reflects a foreign currency transaction ("FX Trade") executed by the Custodian - DR issuer as principal counterparty and not as agent, fiduciary or broker

Issuer	Record date	Local Shares		DR		Diff.
		Payable date	FX rate <sup>1</sup>	Payable date	FX rate <sup>2</sup>	
Inter RAO YEES	31-May-19	18-Jun-19	63.2	25-Jun-19	64.2	1.6%
PIK Group	3-Jun-19	13-Jun-19	64.4	20-Jun-19	64.8	0.7%
TransContainer	31-May-19	13-Jun-19	64.4	20-Jun-19	64.8	0.7%
VTB Bank	24-Jun-19	8-Jul-19	63.5	15-Jul-19	63.8	0.5%
MMK	20-Jun-19	8-Jul-19	63.5	15-Jul-19	63.8	0.5%
RusHydro	9-Jul-19	26-Jul-19	63.2	2-Aug-19	63.5	0.4%
Rosneft	17-Jun-19	5-Jul-19	63.6	12-Jul-19	63.9	0.4%

***DR holders received their dividends one week later compared to holders of the ordinary shares***



# Consolidated Statement of **Profit or Loss**

<i>RUB mln</i>	<i>2019</i>	<i>2018</i>	<i>% chg.</i>
Fee and commission income	26,181.4	23,647.1	11%
Interest and finance income <sup>1</sup>	16,713.0	16,061.0	4%
Other operating income	335.1	193.3	73%
<b>Operating Income</b>	<b>43,229.5</b>	<b>39,901.4</b>	<b>8%</b>
General and administrative expenses	-8,321.4	-7,941.4	5%
Personnel expenses	-7,113.9	-6,512.3	9%
<b>Operating Expense (before Other operating expenses)</b>	<b>-15,435.3</b>	<b>-14,453.7</b>	<b>7%</b>
<b>Operating Profit Before Tax (before Other operating expenses)</b>	<b>27,794.2</b>	<b>25,447.7</b>	<b>9%</b>
Other operating expenses	-2,614.8	-1,075.2	143%
Income tax expense	-4,978.8	-4,652.2	7%
<b>Net Profit</b>	<b>20,200.6</b>	<b>19,720.3</b>	<b>2%</b>
<b>Earnings per share</b>			
Basic earnings per share, rubles	8.96	8.76	2%
Diluted earnings per share, rubles	8.96	8.74	3%



# Consolidated Statement of **Financial Position**

<i>RUB mln</i>	<i>31 December 2019</i>	<i>31 December 2018</i>	<i>% chg.</i>
<b>Assets:</b>			
Cash and cash equivalents	466,098.8	416,391.2	12%
Central counterparty financial assets	3,262,670.6	3,312,020.2	-1%
Financial assets <sup>1</sup>	253,538.2	310,481.1	-18%
Property and equipment and intangible assets	22,435.6	23,578.2	-5%
Goodwill	15,971.4	15,971.4	0%
Other assets <sup>2</sup>	7,879.8	4,142.4	90%
<b>Total Assets</b>	<b>4,028,594.4</b>	<b>4,082,584.5</b>	<b>-1%</b>

<i>RUB mln</i>	<i>31 December 2019</i>	<i>31 December 2018</i>	<i>% chg.</i>
<b>Liabilities:</b>			
Balances of market participants	565,922.6	606,479.8	-7%
Overnight bank loans	49,229.1	5,003.1	884%
Derivative financial liabilities	32.8	104.2	-69%
Central counterparty financial liabilities	3,262,670.6	3,312,020.2	-1%
Distributions payable to holders of securities	11,714.1	24,676.0	-53%
Other liabilities <sup>3</sup>	7,167.0	8,696.6	-18%
<b>Total Liabilities</b>	<b>3,896,742.0</b>	<b>3,956,979.9</b>	<b>-2%</b>
<b>Total Equity</b>	<b>131,852.4</b>	<b>125,604.6</b>	<b>5%</b>
<b>Total Liabilities and Equity</b>	<b>4,028,594.4</b>	<b>4,082,584.5</b>	<b>-1%</b>

Source: Moscow Exchange, Consolidated Financial Statements

- 1 Financial assets at fair value through profit or loss, Due from financial institutions, Investments available-for-sale, Financial assets at fair value through other comprehensive income
- 2 Current tax prepayments, Deferred tax asset, Other assets
- 3 Margin account, Deferred tax liability, Current tax payables, Other liabilities excluding Derivative financial liabilities



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– perception of market services offered by the Company and its subsidiaries;

– volatility (a) of the Russian economy and the securities market and (b) sectors with a high level of competition that the Company and its subsidiaries operate;

– changes in (a) domestic and international legislation and tax regulation and (b) state policies related to financial markets and securities markets;

– competition increase from new players on the Russian market;

– the ability to keep pace with rapid changes in science and technology environment, including the ability to use advanced features that are popular with the Company's and its subsidiaries' customers;

– the ability to maintain continuity of the process of introduction of new competitive products and services, while keeping the competitiveness;

– the ability to attract new customers on the domestic market and in foreign jurisdictions;

– the ability to increase the offer of products in foreign jurisdictions.

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