

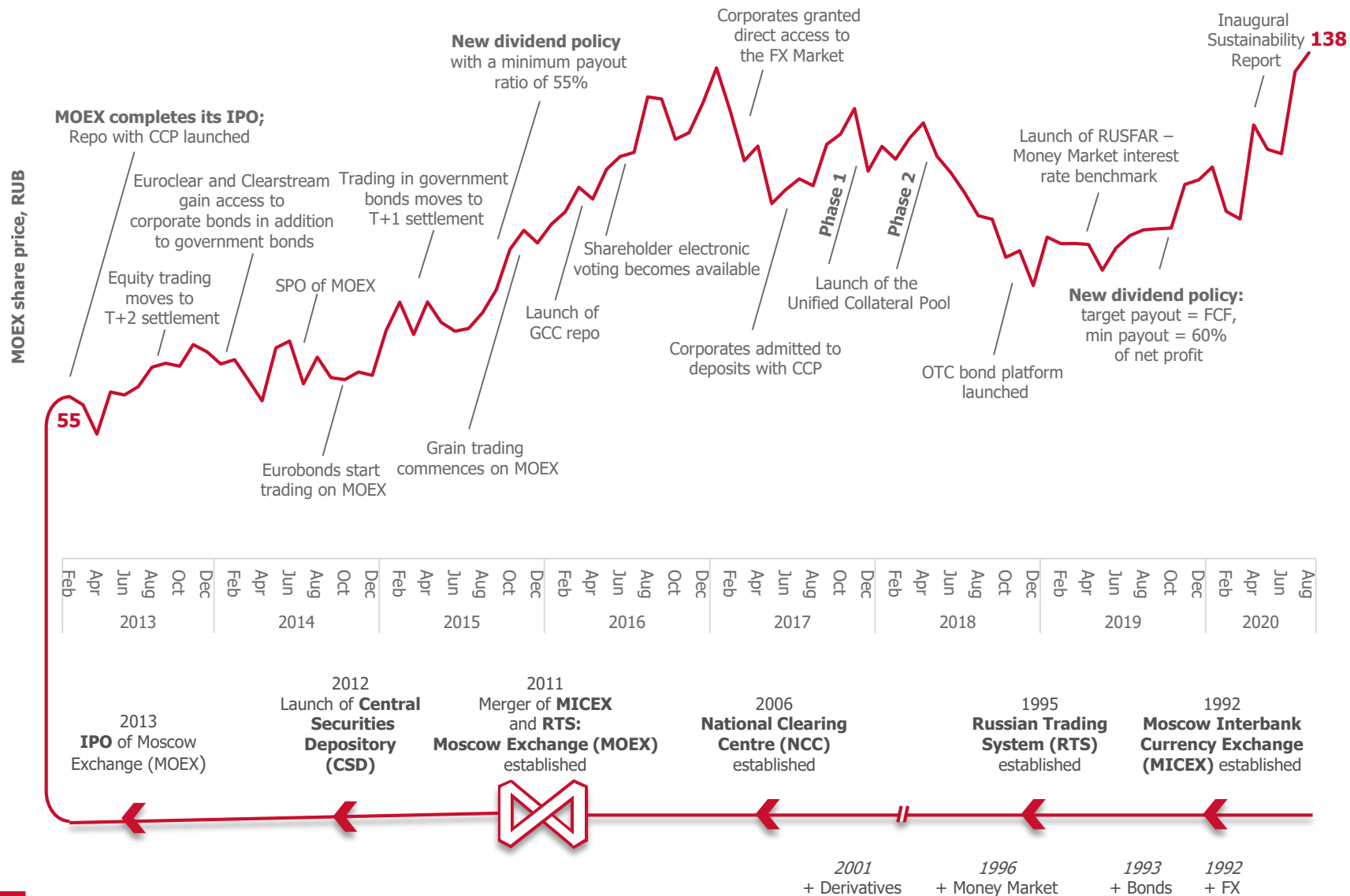


**MOSCOW
EXCHANGE**

September 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 2/1 **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





Business overview

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Corporate governance and dividends

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Market position and competitive strategy

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Financial track record

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2Q 2020 update



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)

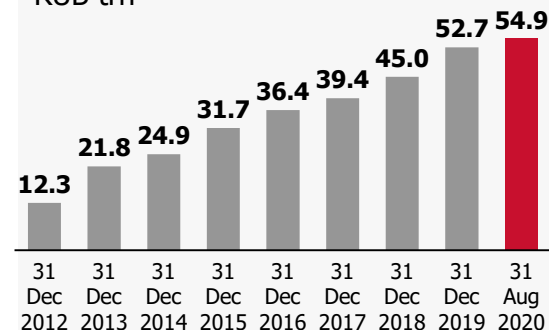
CLEARING

- 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 Sep 2020, $N1_{CCP}$ is 160.4%

SETTLEMENT & DEPOSITORY

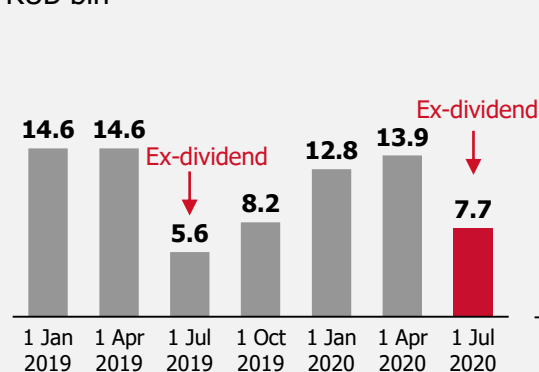
Assets on deposit²

RUB trn



Trading venue's net proprietary funds⁴ (Regulated since 3Q2019)

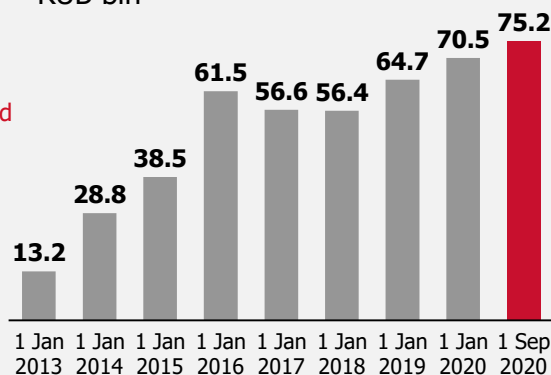
RUB bln



Regulatory requirement: 6 RUB bln

National Clearing Centre (NCC) proprietary funds (capital)¹

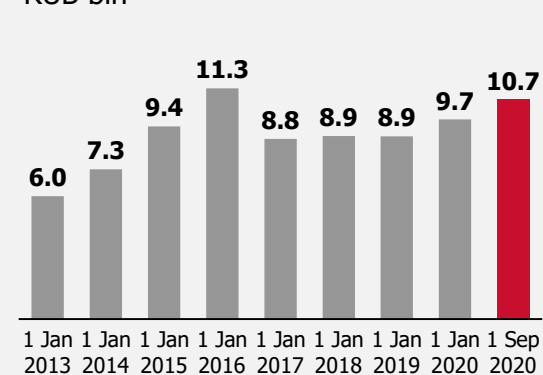
RUB bln



Regulatory requirement: 66 RUB bln

National Settlement Depository (NSD) proprietary capital³

RUB bln



Regulatory requirement: 9 RUB bln



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Source: Moscow Exchange

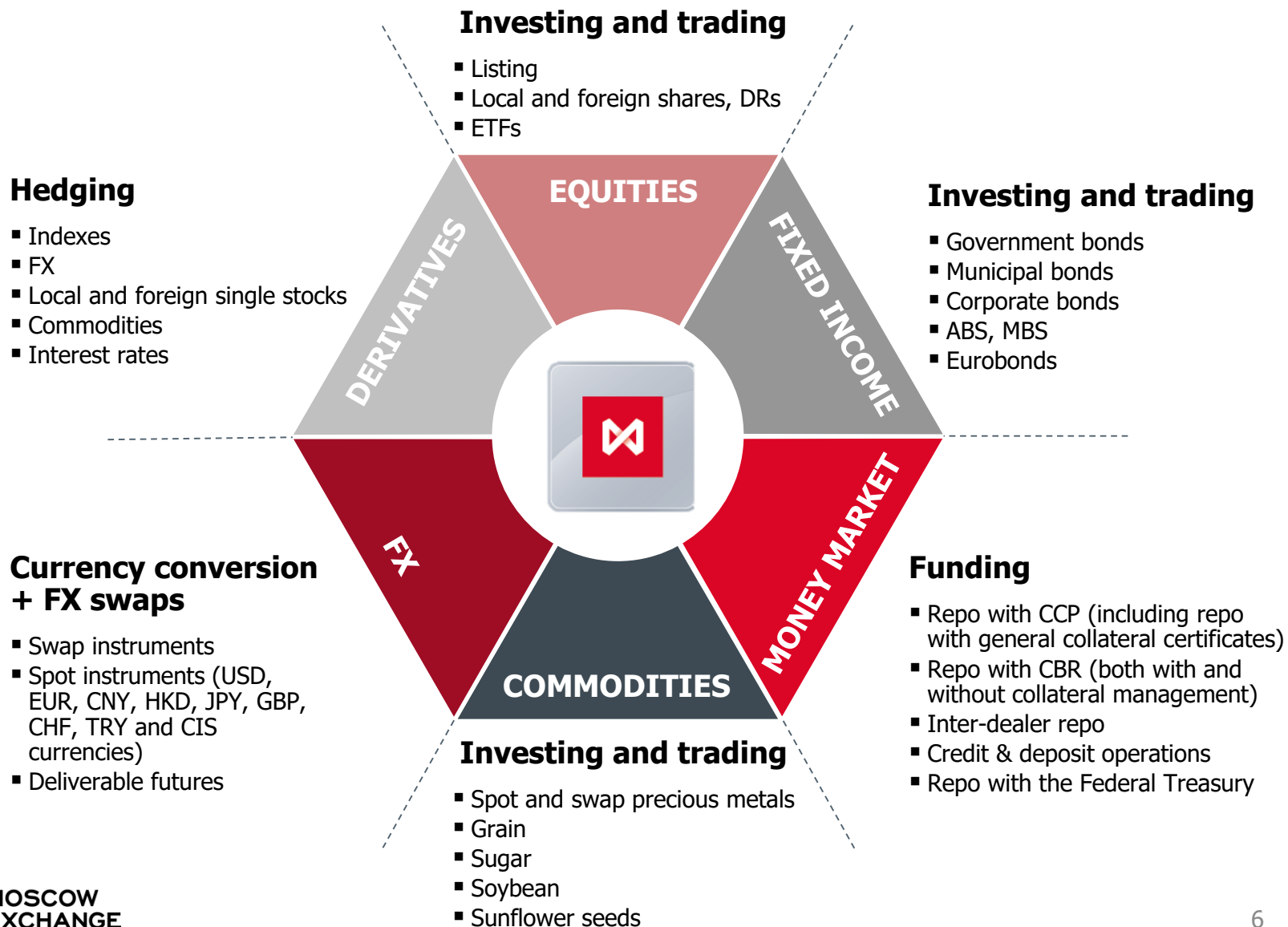
1 Figures for 1 Jan 20XX are from the audited financial reports prepared in accordance with RAS. The latest figure is as reported by the CBR on a monthly basis.

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)

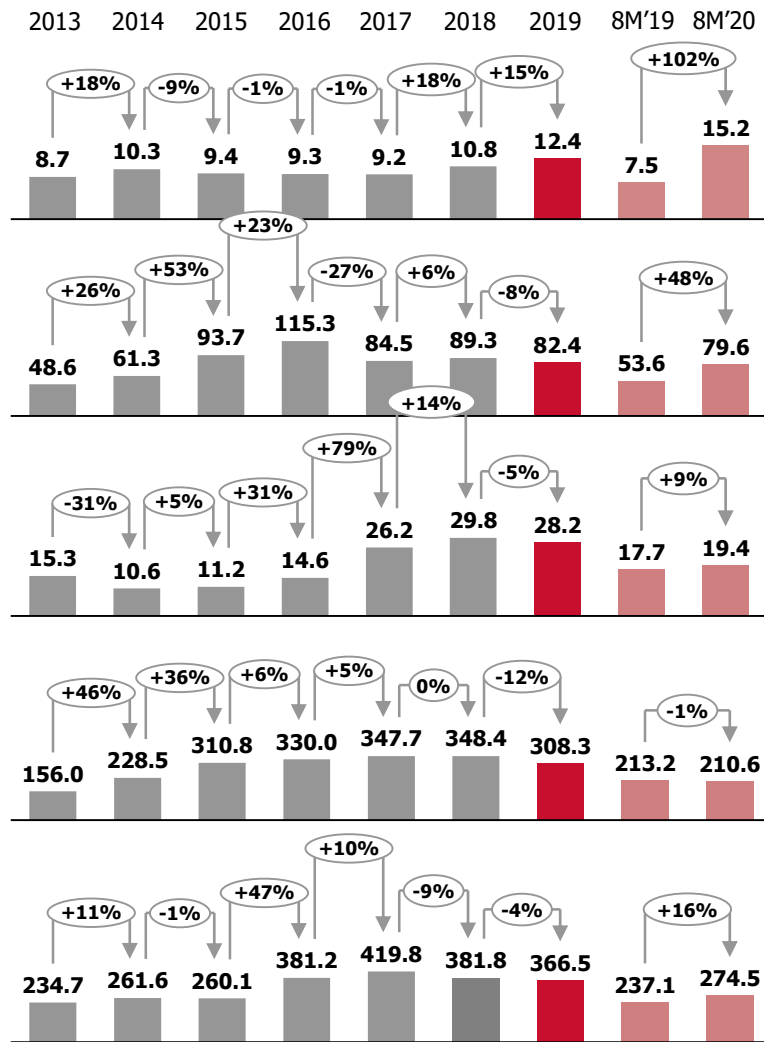
Highly diversified product offering



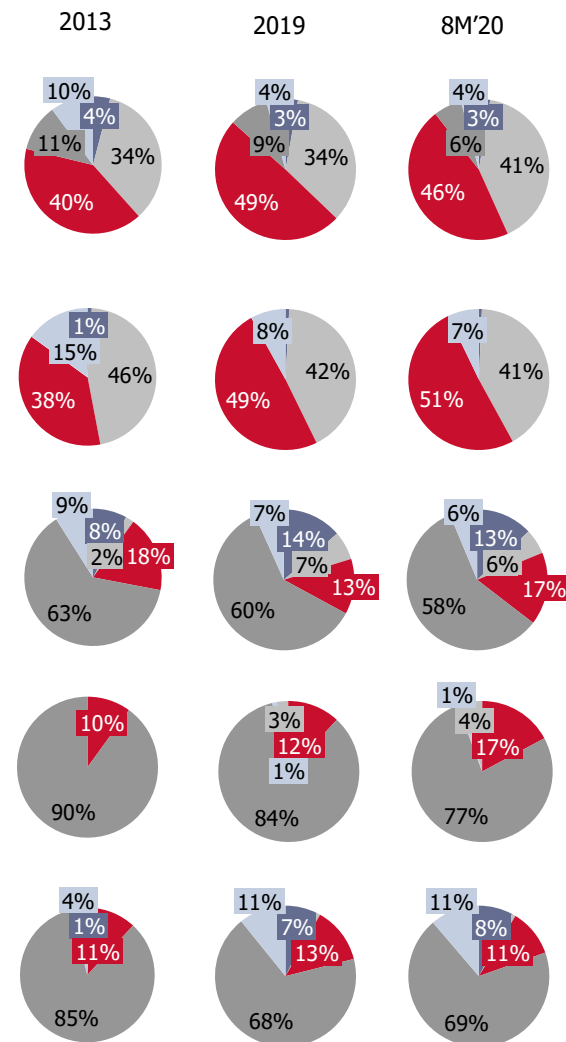
Diversified client base across different markets

- Equities Market
RUB trn
- Derivatives Market
RUB trn
- Fixed Income Market
RUB trn
- FX Market
RUB trn
- Money Market¹
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%¹)
- ✓ 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

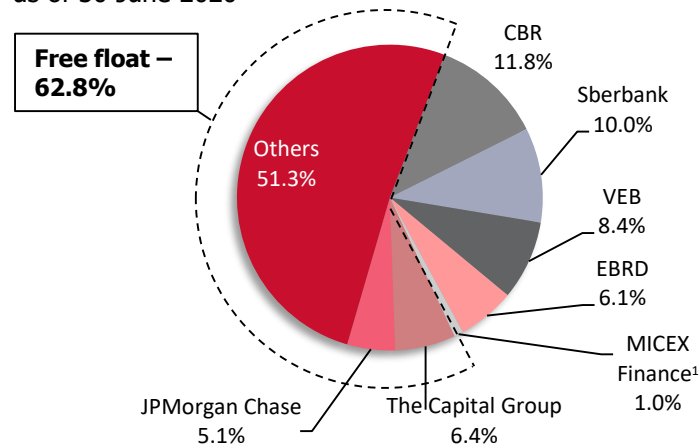
	Supervisory Board members	Strategy Planning	Audit	Nomination and Remuneration	Technical Policy ²	Risk Management
	Andrey Golikov - Deputy Chairman Deputy Chairman of the Supervisory Board at Moscow Exchange	✓				Chair
	Valery Goreglyad Chief Auditor at the Bank of Russia					✓
	Bella Zlatkis Deputy Chairman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

* Independent directors

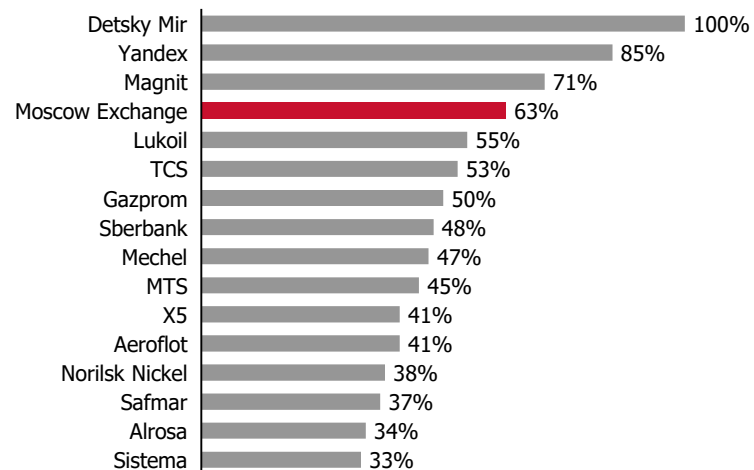
Dispersed ownership with one of the **highest free-floats** in Russia

Dispersed ownership with no controlling shareholder...

as of 30 June 2020

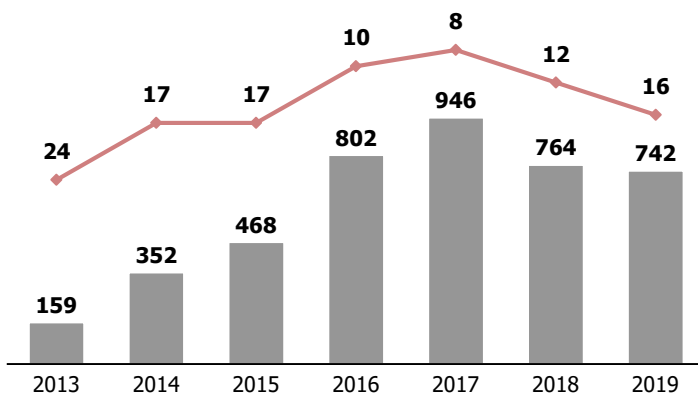


...and one of the highest free-floats in Russia²



Growing liquidity of MOEX shares³

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

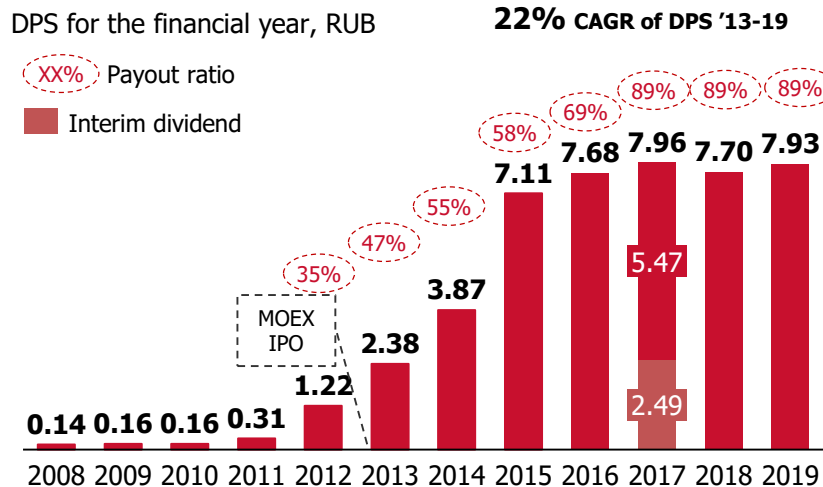


Transparency and international recognition

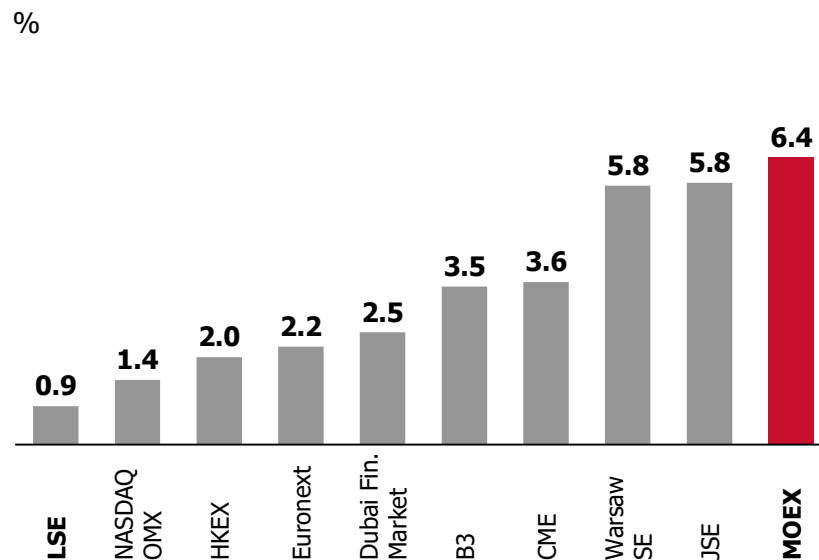
- **International index providers** MSCI and MVIS include MOEX shares in their indices
- **Voluntary disclosures** and regular updates of investor materials, including monthly trading results
- Annual **MOEX Forums** in Moscow, New York, London and Shanghai have become well-known venues to maintain dialogue 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

The established dividend story continues

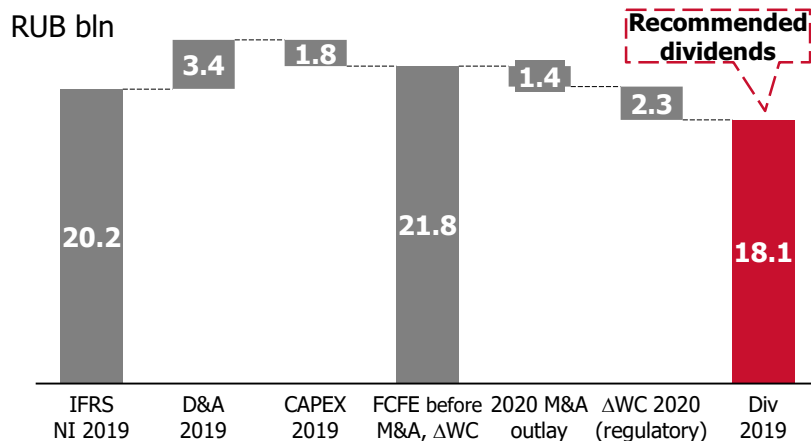
History of dividend growth



Dividend yields of MOEX and exchange peers, 2020E¹



2020 Dividend: explaining the new formula



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 1 September 2020, Dubai Fin. Market – as of 3 August 2020

Strengthening the team with hires, rotations and incentives

New hires and internal rotations in the management team of the Group in 1H2020

MOEX Andrey Burilov MOEX MD of IT Executive Board member <i>To lead the next phase of IT strategy implementation</i>	MOEX Igor Alutin MOEX MD of Digital Technologies <i>To oversee and coordinate all digital platforms</i>	MOEX Irina Grekova MOEX Head of Compliance <i>To establish best-in-class compliance practices</i>	MOEX Evgeny Zhdanov MOEX Head of Internal Audit <i>To monitor and develop business processes</i>
NCC Eddie Astanin NCC CEO <i>To upgrade operations and risk management</i>	MOEX Alexey Khavin MOEX MD of Global Markets Executive Board member <i>To focus on Group treasury and international projects</i>	NSD Maria Krasnova NSD Acting CEO <i>To ensure continuity of operational excellence</i>	NCC Rinat Kirdan NCC MD of Risk <i>To bring top expertise in risk management</i>

New Long Term Incentive Program (LTIP) launched in mid-2020

- Naturally aligns long-term interests of shareholders and the management team
- Based on existing shares, not options => predictable for both beneficiaries and investors, has no embedded leverage
- The value of incentive is determined by: (1) financial performance, (2) share price performance, (3) accrued dividends
- The program term is 5 years, in line with the strategy; vesting in years 3, 4, 5 in three equal tranches
- Every tranche is dependent on achieving KPIs, which are linked to F&C income growth and relevant regulation
- 70 key employees might earn up to 18 mln shares, which make up 0.8% of MOEX's Market Cap
- MICEX-Finance holds 22 mln treasury shares => no new issuance, no dilution required



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2 Corporate governance and dividends



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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	✓	✓	✓	×	×	✓	✓	×	✓
MOEX	Russia	✓	✓	✓	✓	✓	✓	✓	✓	✓
CBOE	USA	×	×	✓	×	×	✓	×	×	✓
BME	Spain	✓	✓	✓	×	×	✓	✓	✓	✓
TMX	Canada	✓	✓	✓	×	✓	✓	✓	✓	✓
BMV	Mexico	✓	✓	✓	×	×	✓	✓	✓	✓
Bursa Malaysia	Malaysia	✓	✓	✓	×	×	✓	✓	✓	✓
JSE	South Africa	✓	✓	✓	×	×	✓	✓	×	✓
WSE	Poland	✓	✓	✓	×	✓	✓	✓	✓	✓



Leading positions in a global context in 6M2020

2nd largest exchange in fixed income¹

Rank	Exchange	Country	Trading vol. (USD bln)	Incl. REPOs
1	BME	Spain	2,758	✓
2	Moscow Exchange	Russia	1,684	✓
3	Johannesburg SE	S. Africa	1,102	✓
4	Korea Exchange	Korea	870	×
5	Shanghai SE	China	659	×
6	Shenzhen SE	China	474	×
7	Tel-Aviv SE	Israel	157	×
8	LSE Group	UK	131	×
9	Taipei Exchange	Taiwan	128	✓
10	Santiago SE	Chile	118	✓

6th largest exchange in derivatives²

Rank	Exchange	Country	Contracts traded (mln)
1	NSE India	India	3,733
2	B3	Brazil	2,831
3	CME Group	USA	2,783
4	CBOE	USA	1,292
5	Nasdaq - US	USA	1,181
6	Moscow Exchange	Russia	1,103
7	Korea Exchange	Korea	1,077
8	Deutsche Boerse	Germany	1,055
9	Dalian Commodity Exchange	China	933
10	Shanghai Fut. Exchange	China	913

Among top 25 exchanges by equity trading volumes globally³

Rank	Exchange	Country	Mkt Cap (USD bln)	Securities listed	Trading vol. (USD bln)
1	Nasdaq - US	USA	14,646	3,156	12,163
2	CBOE	USA	na	na	10,204
3	Shenzhen SE	China	3,917	2,249	7,652
4	Shanghai SE	China	5,265	1,644	4,942
5	Japan Exchange	Japan	5,664	3,714	3,113
6	Korea Exchange	Korea	1,409	2,283	1,850
7	HKEx	Hong Kong	4,890	2,487	1,369
8	LSE Group	UK	3,230	2,355	1,172
9	Euronext	EU	4,286	1,462	1,371
...
23	Moscow Exchange	Russia	637	215	170

14th largest publicly listed exchange by Mkt Cap⁴

Rank	Exchange	Country	Mkt Cap (USD bln)
1	CME	USA	58.3
2	HKEx	Hong Kong	54.0
3	ICE&NYSE	USA	50.1
4	LSE Group	UK	36.4
5	Deutsche Boerse	Germany	34.5
6	B3	Brazil	20.8
7	Nasdaq OMX	USA	19.6
8	Japan Exchange	Japan	12.4
9	ASX	Australia	11.4
10	CBOE	USA	10.2
11	Euronext	EU	7.0
12	SGX	Singapore	6.4
13	TMX Group	Canada	5.6
14	Moscow Exchange	Russia	3.6

Sources: Moscow Exchange, WFE as of 09 July 2020, Bloomberg, LSE Group

1. Due to different methodologies applied, data on fixed income trading may not be directly comparable among exchanges. Data for 6M2020

2. Data for 6M2020

3. Top equity trading exchanges are ranked by EOB trading volume. Data for 6M2020

4. Market capitalization of public exchanges based on Bloomberg data as of 30 June 2020



High and increasing market share versus OTC trading



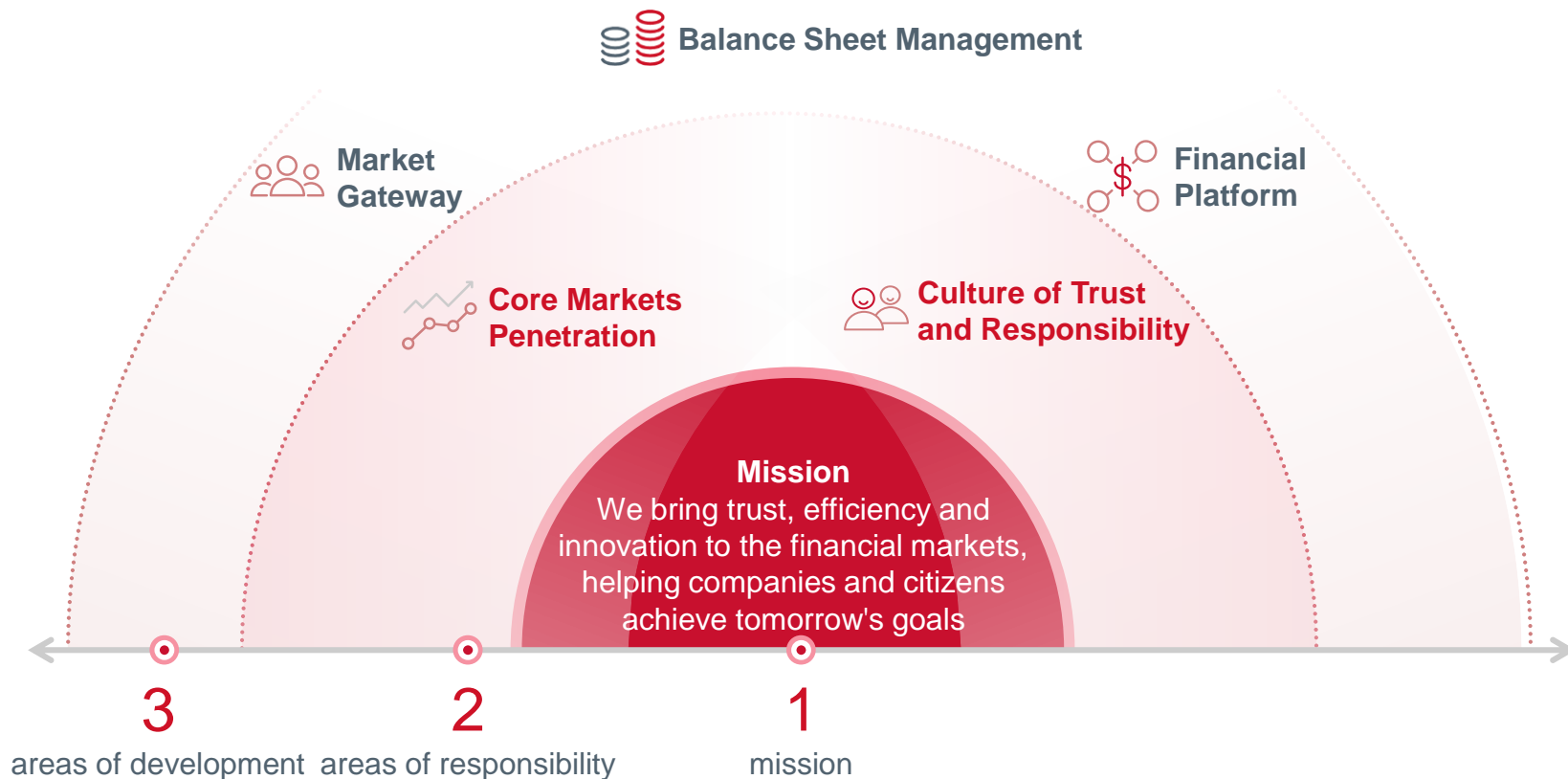
Share on the local market



↑ +37 p.p.

↑ +22 p.p.

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 CAGR¹

+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

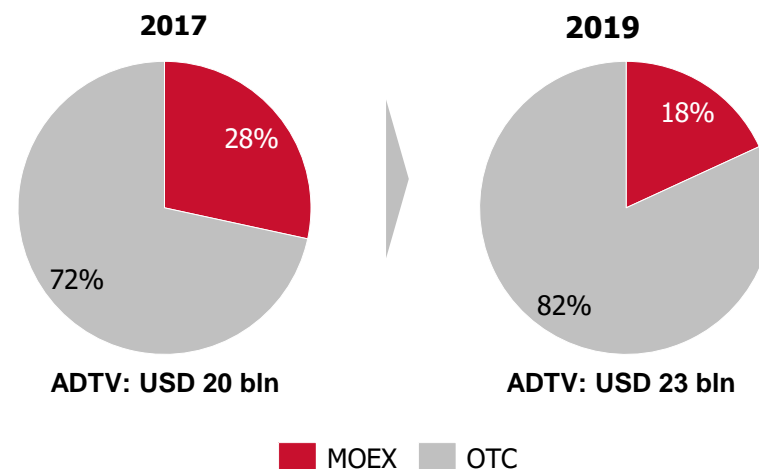
What is the structure of the deal?

- 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 acquired a 17% stake in July 2020. Further consolidation depends on NTPro's performance;
- The entire deal might take up to 3 years. The final price is also conditional.

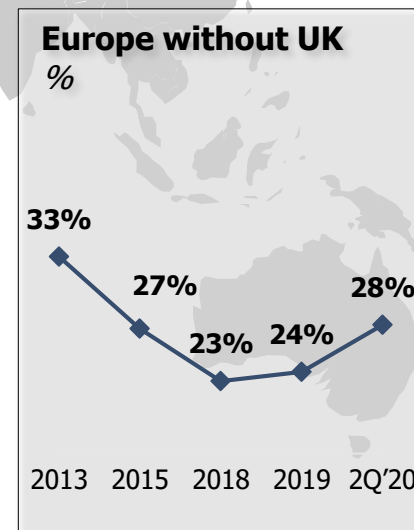
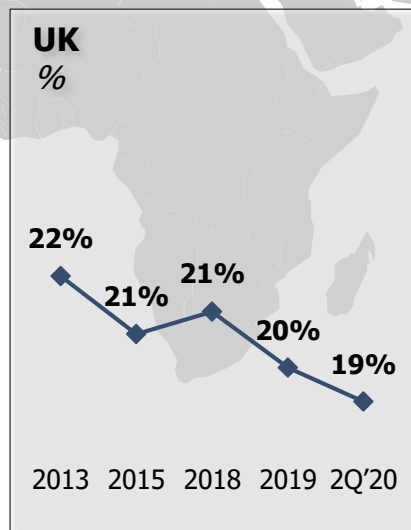
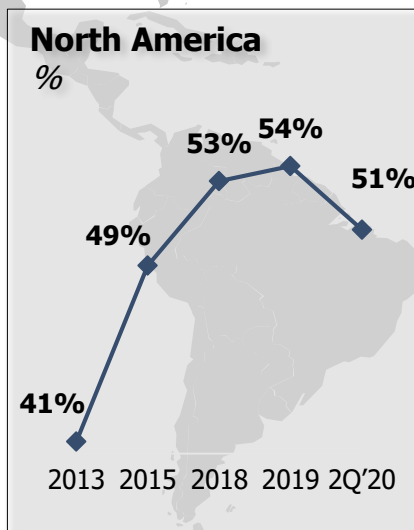
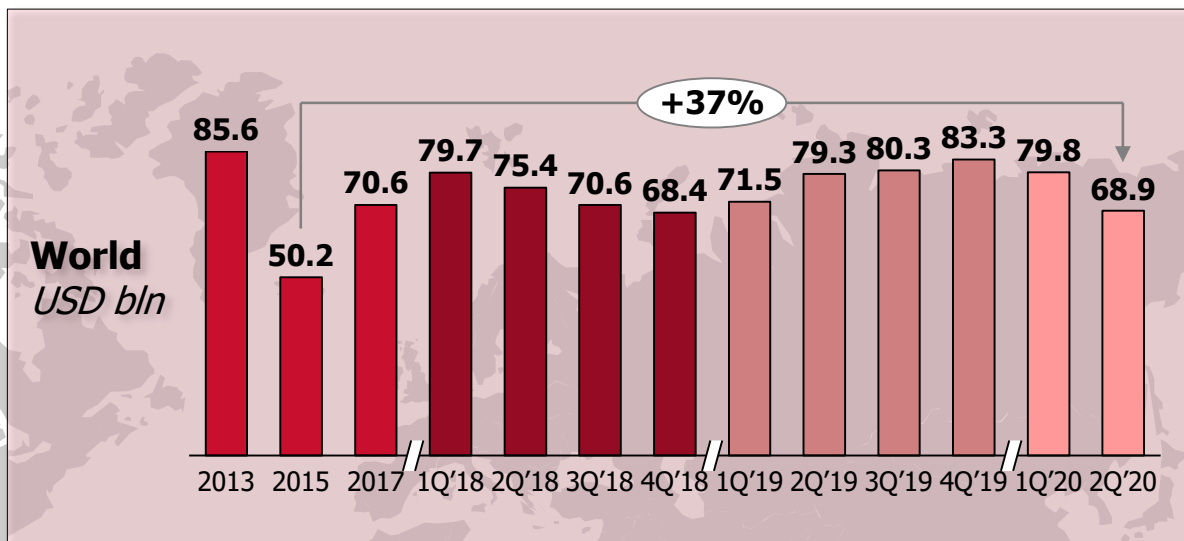
Deal rationale

- 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



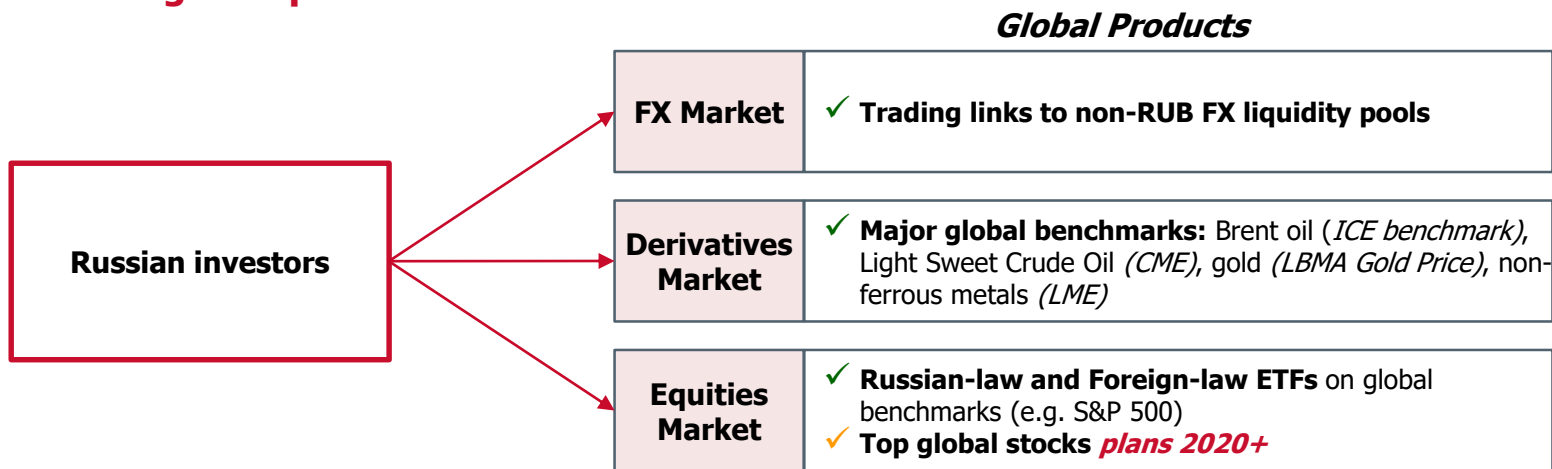
Reported international funds' holdings of Russian equities



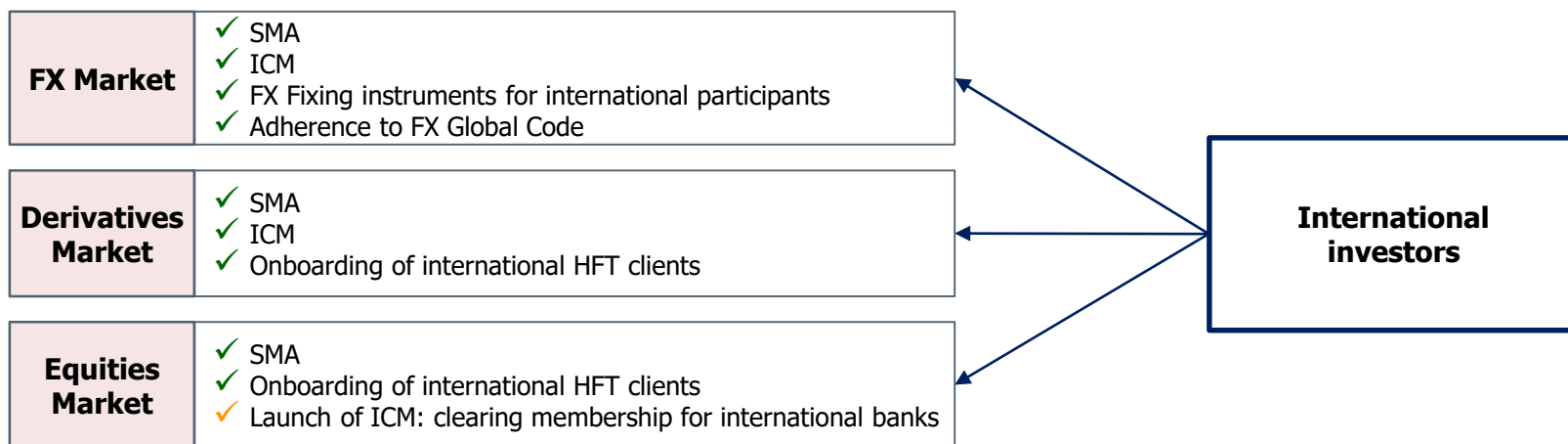
◆ - share in total holdings

Global products and international investors

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



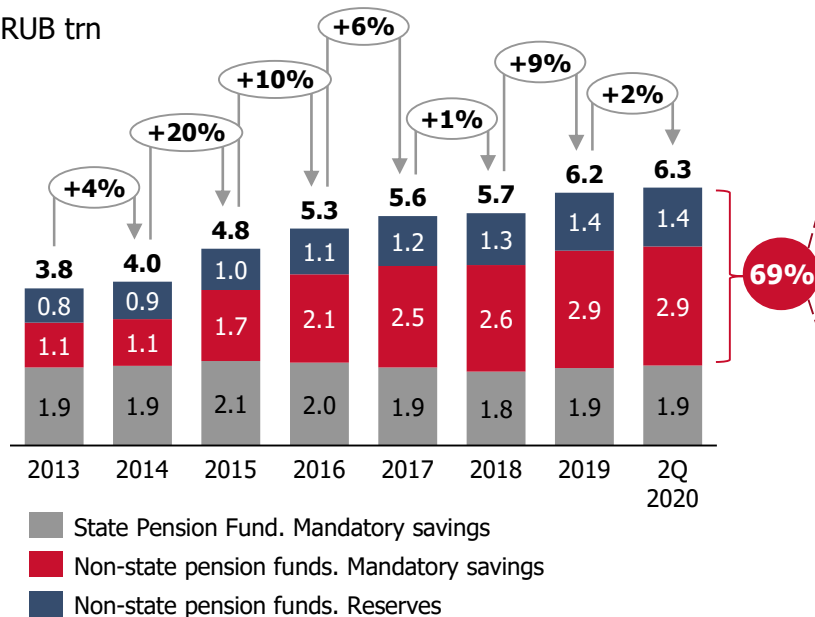
... and **Russian products to international investors**



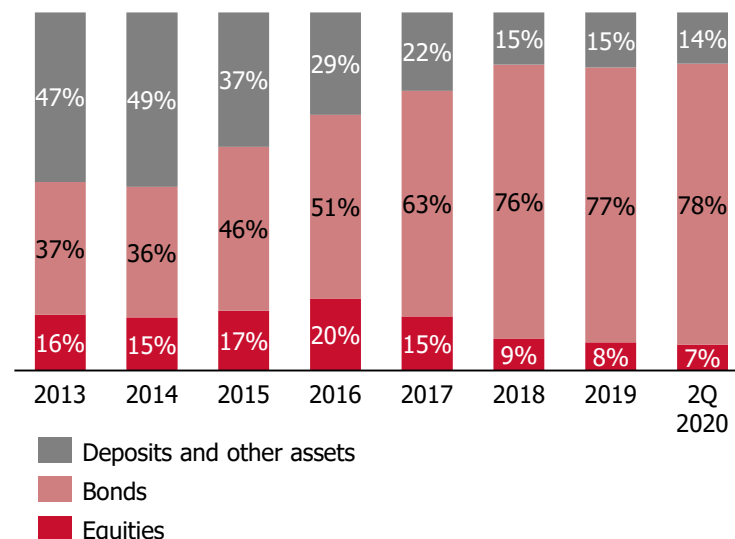
Local institutional investors: the potential of **pension funds**

Pension assets in Russia

RUB trn



Non-state pension funds asset allocation dynamics¹



Key highlights of the pension reform

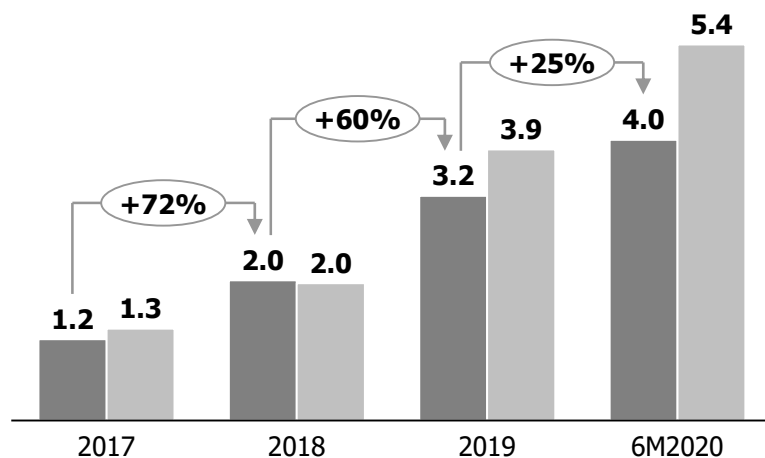
- Bank of Russia became a regulator of the pension system in 2013
- Adopted changes in non-state pension fund regulation:
 - “One year non-loss” rule was abolished
 - Investment horizon of NPFs was extended to 5 years
 - Customers are now incentivized to stay with the fund for not less than 5 years
 - 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

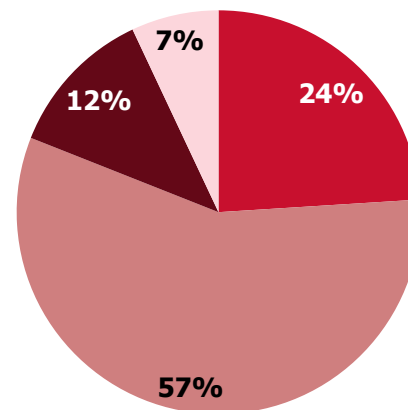
Dynamics of retail investment

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



Source: NAUFOR surveys, Moscow Exchange data & calculations. Data as of period end

Retail ownership via brokerage accounts (excl. IIAs)



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

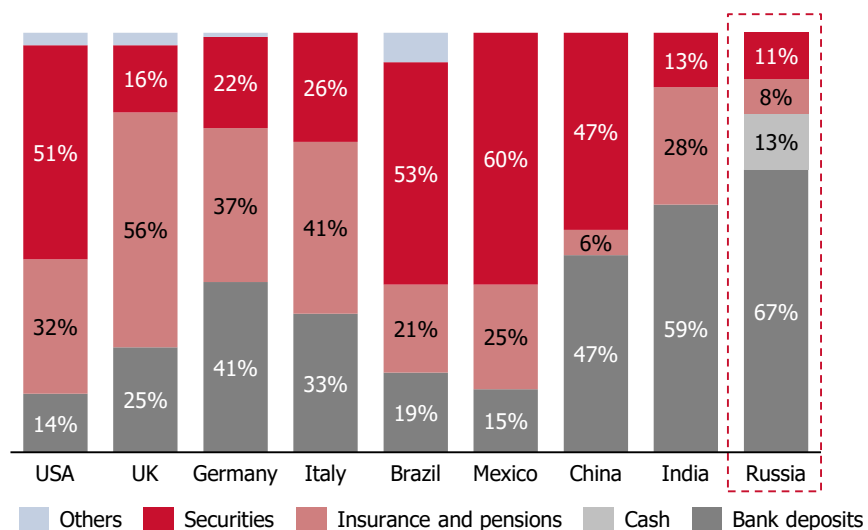
Source: NAUFOR FY2019 survey, Moscow Exchange calculations

- 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 ~58 bln, or ~13% of retail deposits at banks as of 6M2020
- Retail holdings in equities are just ~2.3%² of the Russian equity market capitalisation ...
- ... but in 2019-2020 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

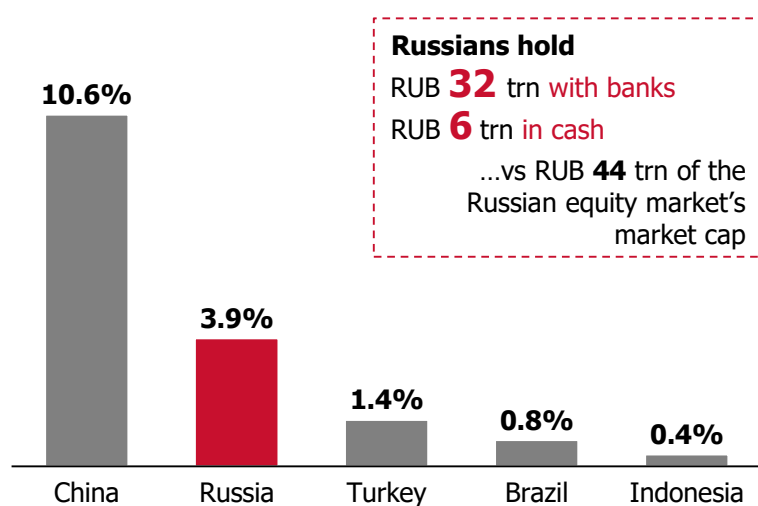


Retail money: aiming to grow the culture of investing

Russians hold majority of savings in banks and cash¹

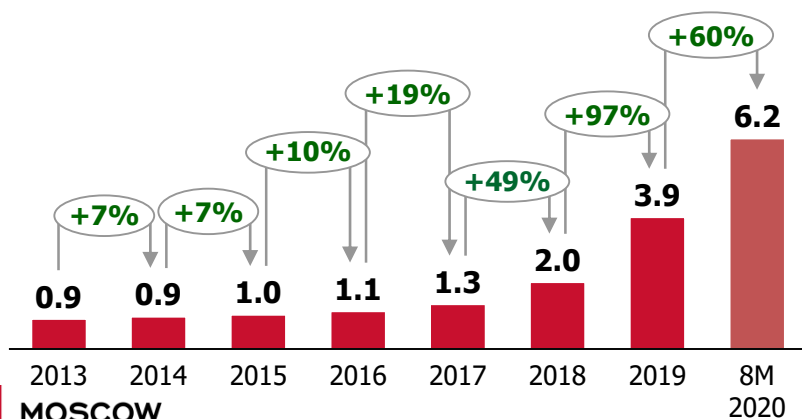


Unique retail clients as % of population²



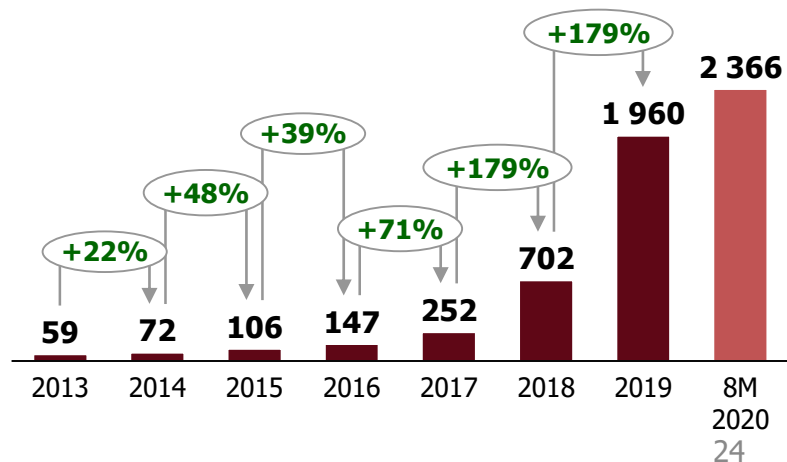
Number of unique retail clients

mln



New retail clients

thousand



Sources: World Bank, Allianz, CBR, Moscow Exchange

1 As of the end of 2018, Russia - 2019

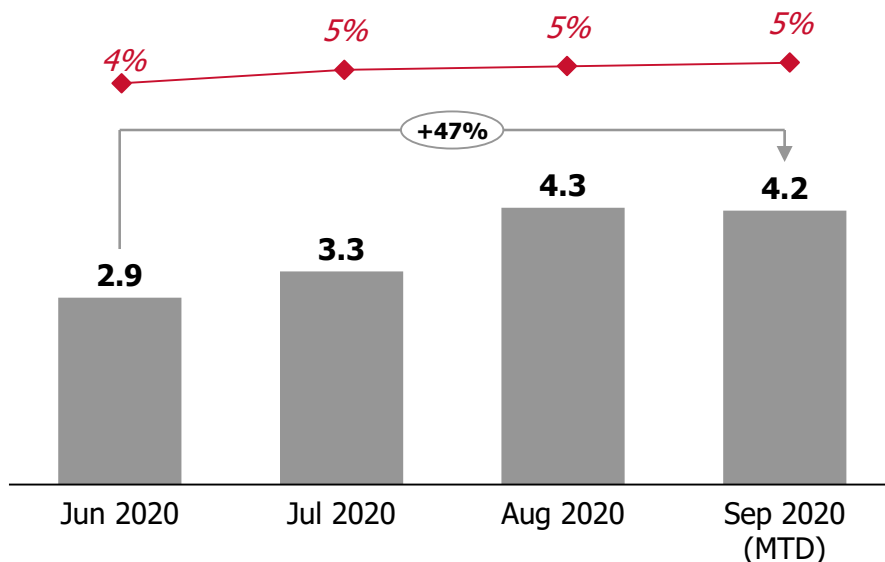
2 Russia - 7M2020, Turkey - 2018, Indonesia, Brazil - 2019, China - as of 2019 beginning

The start of evening trading session on the Equities Market

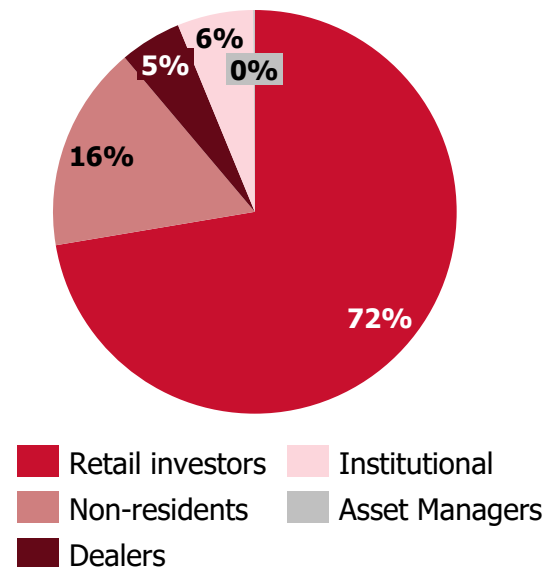
Average Daily Trading Volume (ADTV)

RUB bln

◆ Share of evening session in total trading volumes on Equities Market



Breakdown by client type



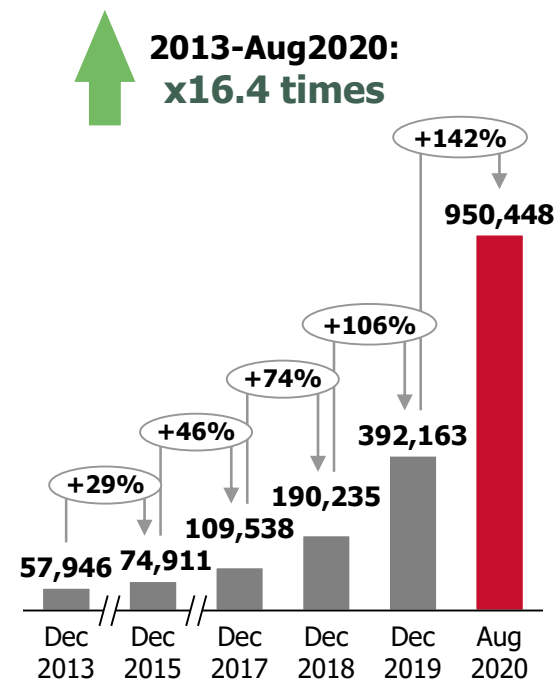
- On June 22, the **25 most liquid stocks** from the MOEX Russia Index were admitted to after-hours trading
- On August 3, **all stocks** from MOEX Russia Index were admitted to after-hours equity trading
- **Foreign shares** will be added to after-hours trading later in August 2020
- Russian-law and Foreign-law **ETFs** are to be added to after-hours trading later in 2020
- **Record high share of retail investors** has traded during the after-hours session, in line with the Exchange's expectations



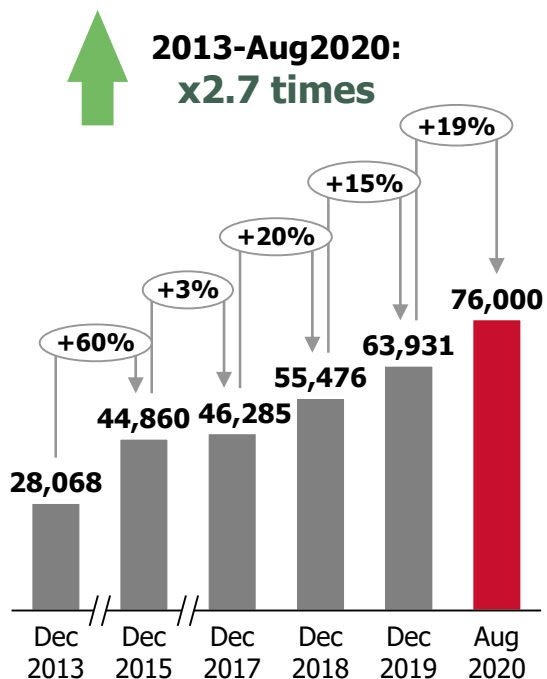
Retail clients: a growing segment of the Russian financial market

Number of active retail client accounts

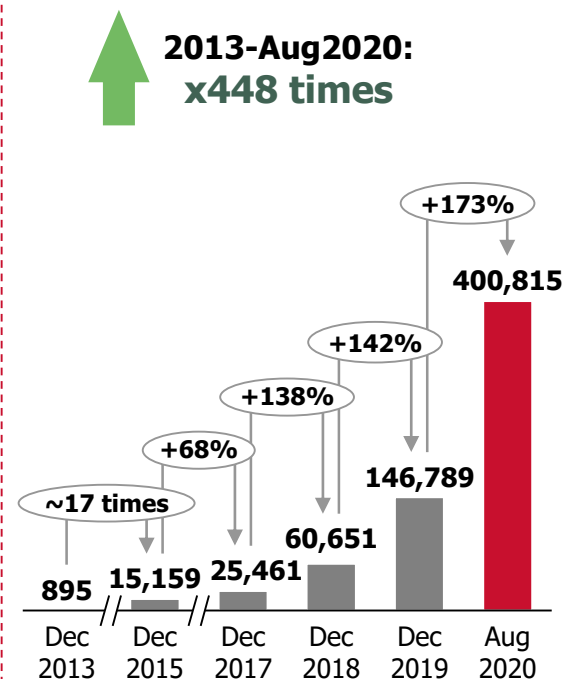
Equities Market



Derivatives Market



FX Market¹



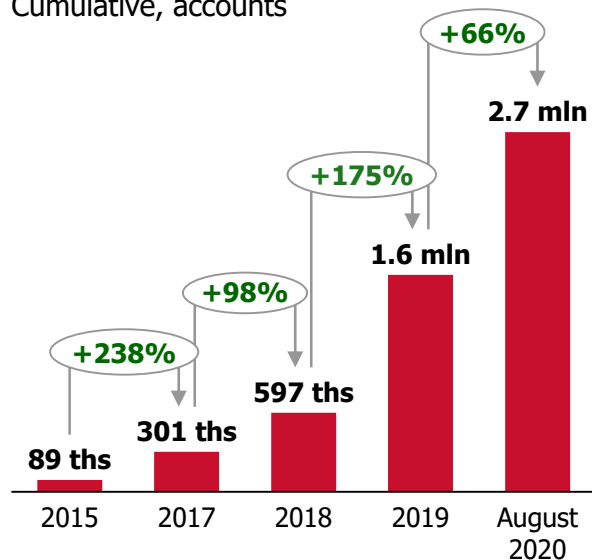
Regulatory changes stimulating retail participation in financial market:

- 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

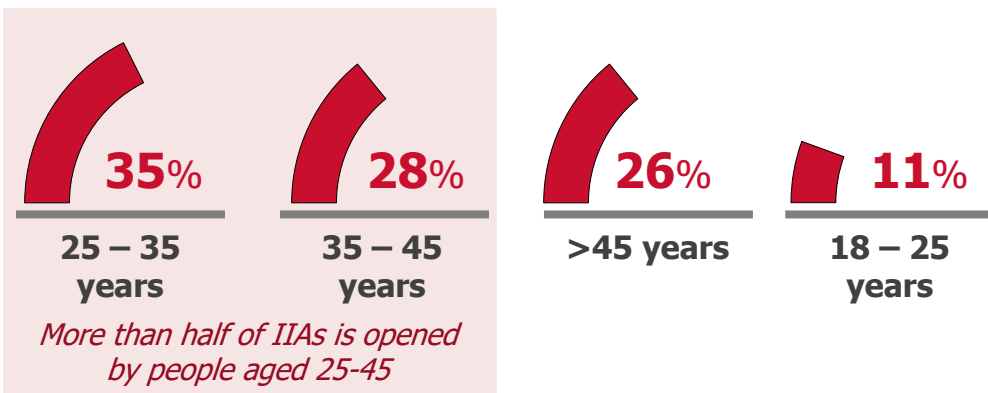
Individual Investment Accounts (IIA) in detail

Individual Investment Accounts (IIA)

Cumulative, accounts



IIA owners by age

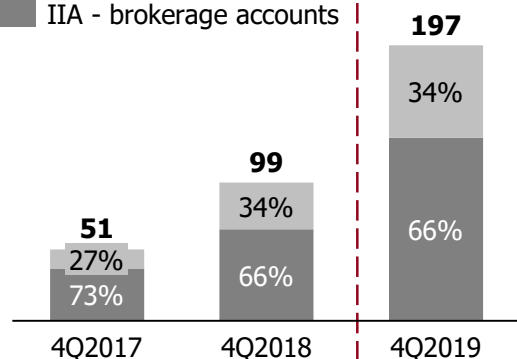


- Top regions by the number of IIA are **Moscow (12%)**, **Moscow region (6%)** and **St. Petersburg (4%)**
- **More than 75%** of IIA are opened in **other regions of Russia**

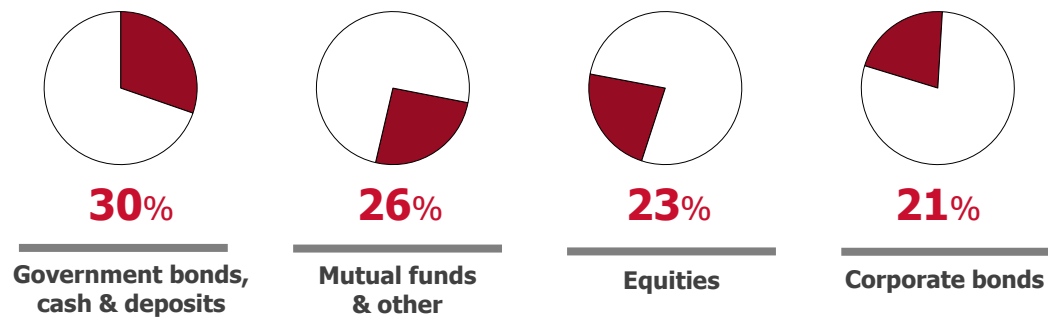
Assets held on IIA

RUB bln

- IIA - managed accounts
- IIA - brokerage accounts



Structure of assets on IIA



MOEX Marketplace: the blueprint

THE CONCEPT:

- **Retail deposits (RUB 32 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.

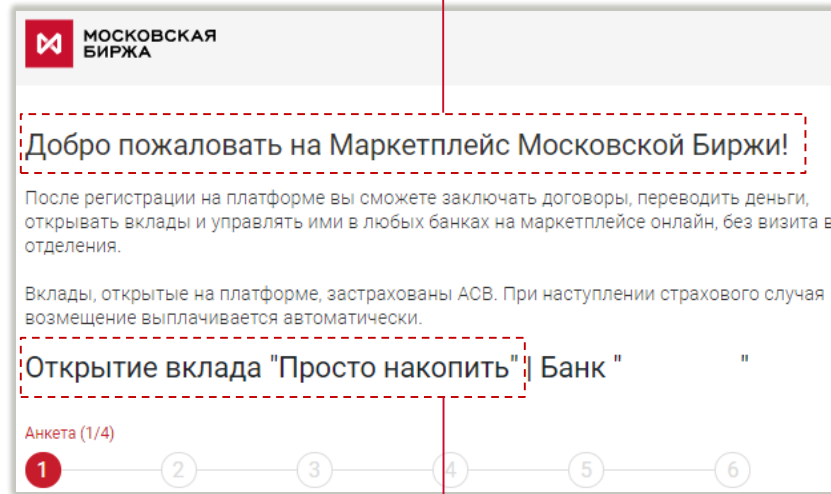
MOEX GETS:

- **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



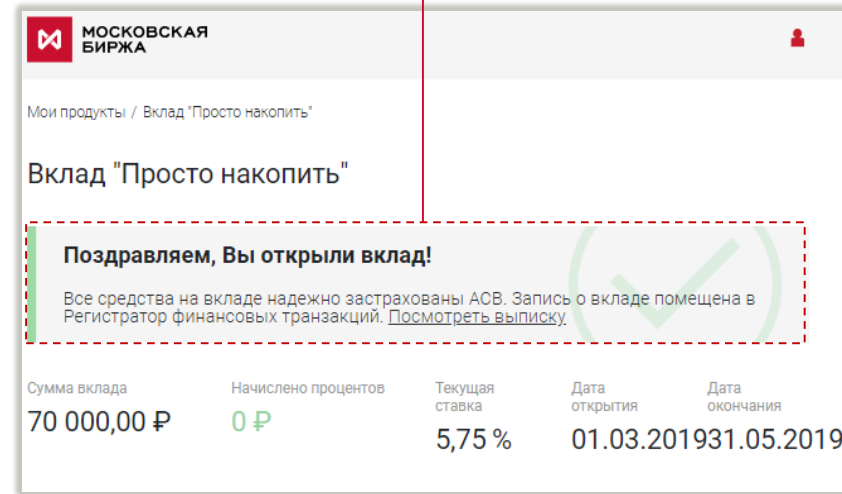
MOEX Marketplace: the deposit platform has been created

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

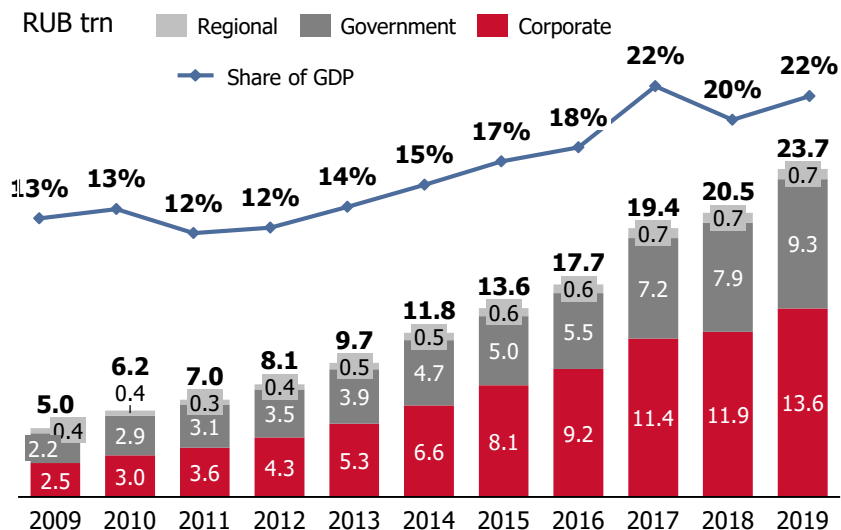
- ✓ (1) Websites of financial services aggregators work as gateways, provide leads. **Marketplace integration with aggregators' websites.**
- ✓ (2) Client registration with logging via gosuslugi.ru (online state services portal with 100+mln users). **Marketplace login interface.**
- ✓ (3) One-time biometric 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.

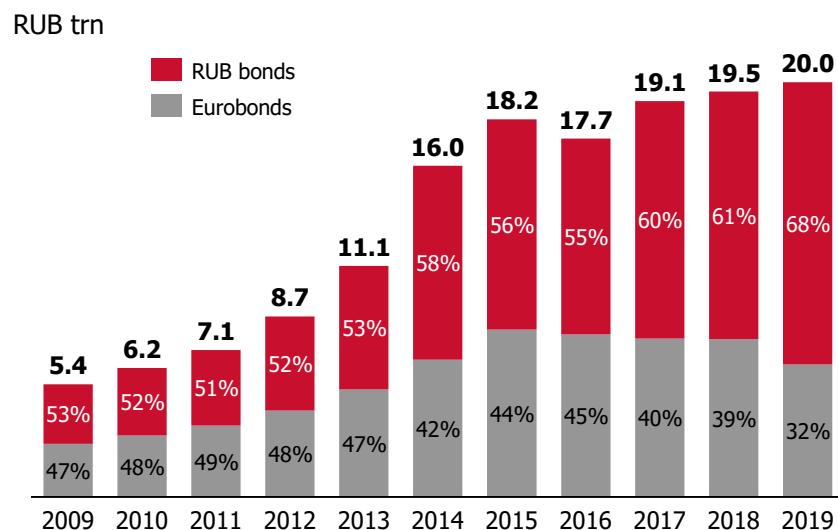


Bond market – why we are strong believers

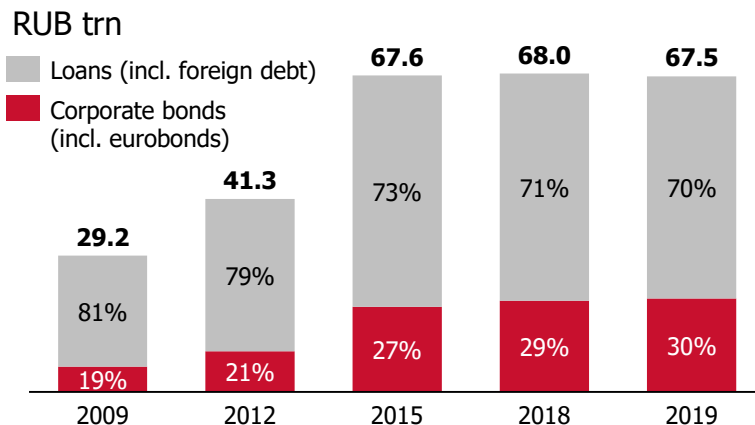
Growth of outstanding local bonds



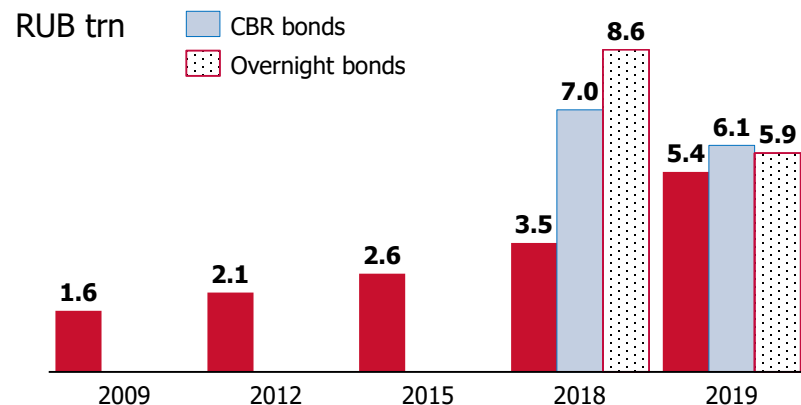
Local bonds vs Eurobonds of Russian corporates¹



Corporate loans vs corporate bonds in Russia



Bond primary market trading volume



Trend of local placements continued

Capital raisings on MOEX

Company	Date	Transaction type	Transaction value, RUB bln
TMK	February 2017	SPO	10.0
Detsky 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	
2017 Total			258.3
Lukoil	January 2018	SPO	10.0
X5 Retail Group	February 2018	Listing	
Interrao	March 2018	SPO	4.3
Raven Property	October 2018	Listing	
2018 Total			14.3
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
Detsky Mir	November 2019	SPO	15.9
Gazprom	November 2019	SPO	187.7
2019 Total			455.4
Etalon	February 2020	Listing	
Detsky Mir	June 2020	SPO	11.0
Yandex (<i>dual</i>)	June 2020	SPO	27.9
Petropavlovsk	June 2020	Listing	
Mail.ru	July 2020	Listing	
Detsky Mir	September 2020	SPO	20.7
2020YTD Total			59.6



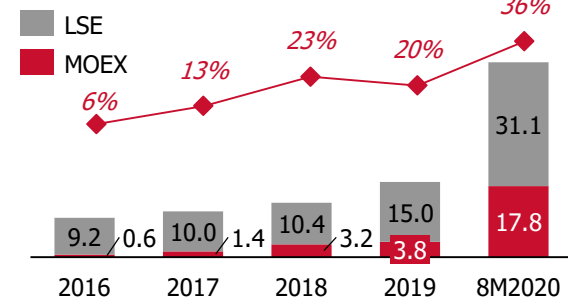
MOEX listings of Russian companies incorporated abroad

- **13 Russian companies incorporated abroad have obtained a secondary listing** on Moscow Exchange
- Listing on MOEX has **substantially increased their total liquidity**; MOEX's share in trading volumes is growing
- Shares of Polymetal and Yandex & depositary receipts of X5 Retail Group and TCS Group are **included in the MOEX Russia Index**
- Polymetal shares & depositary receipts of X5 Retail Group were **added to the MSCI Russia Index**, Yandex will follow on Aug 31

◆ MOEX share in Average Daily Trading Volumes (ADTV)

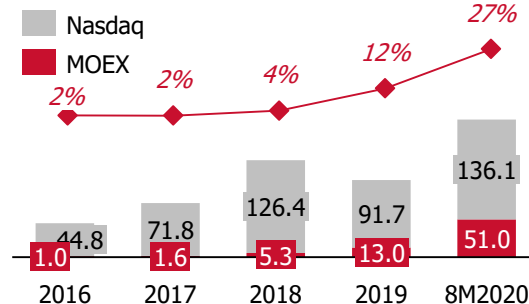
Polymetal

ADTV, USD mln



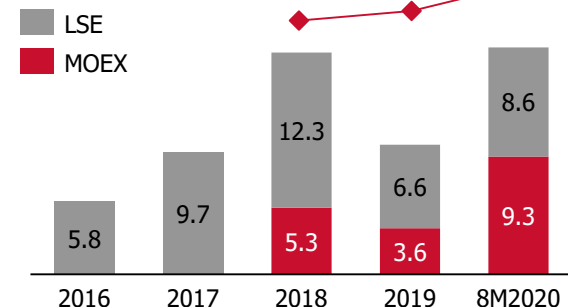
Yandex

ADTV, USD mln



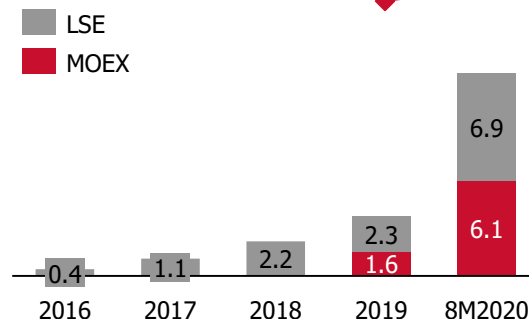
X5 Retail Group

ADTV, USD mln



TCS Group

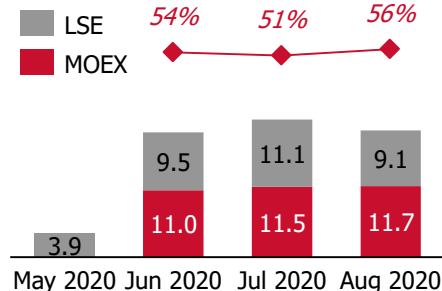
ADTV, USD mln



An immediate boost to newcomers

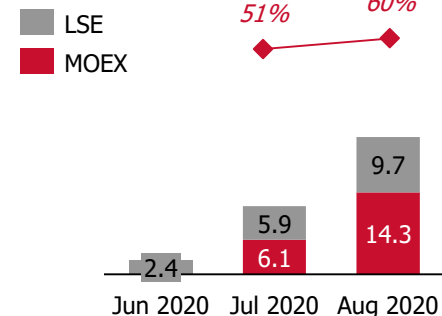
Petropavlovsk – listing on 25 Jun

ADTV, USD mln



Mail.ru – listing on 2 Jul

ADTV, USD mln



MOSCOW EXCHANGE

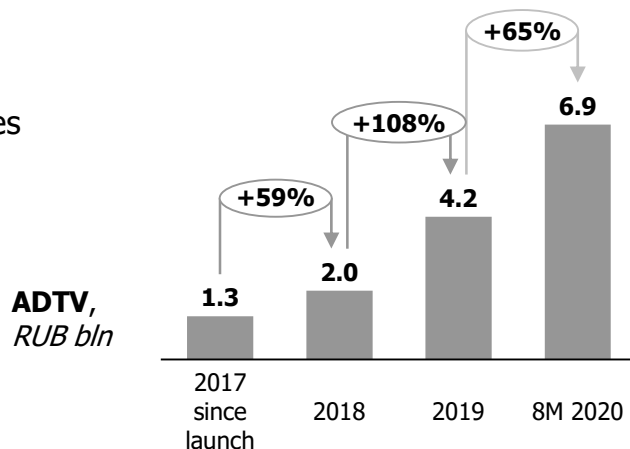
Source: Bloomberg as of 04.09.2020 for LSE on-book and Nasdaq volumes, Moscow Exchange data incl. evening trading session

Corporates on the FX and Money Markets

Direct access to the FX Market

Launched in 2017

45 corporates



Key features



Unified sales channel



Wide range of treasury products



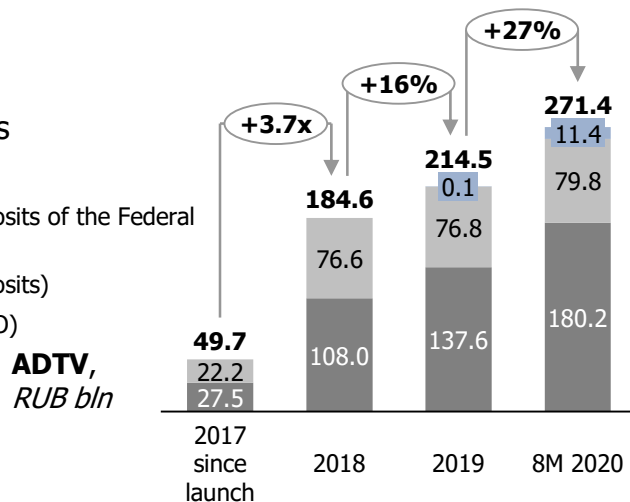
Unbundled trading, clearing and settlement services

Deposits with the CCP for corporates

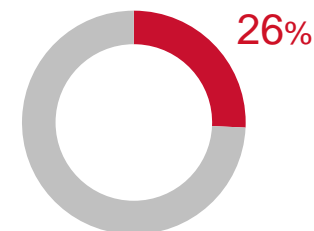
Launched in 2017

133 corporates

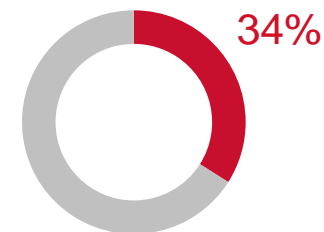
- GCC (REPO - Deposits of the Federal Treasury)
- GCC (REPO - Deposits)
- GCC (REPO - REPO)








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



► Share of deposits in total volume of GCC REPO



RUSFAR – update on the new benchmark’s development

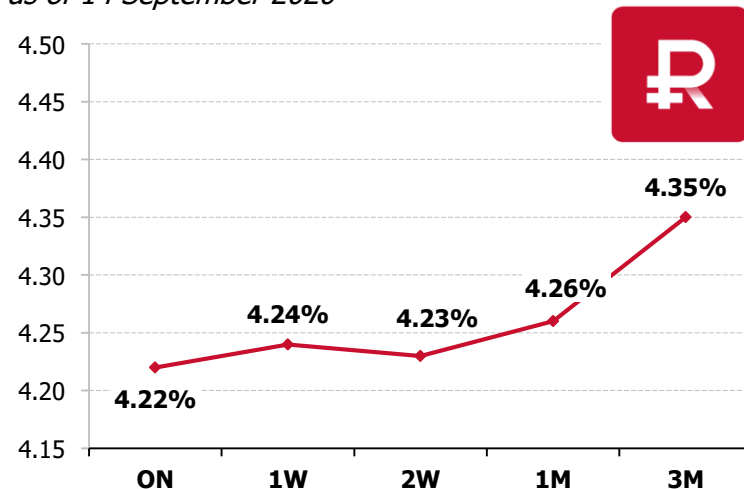
	Daily updated curve since launch on 18 April 2019
	Based on the most liquid segment of the Russian money market – GCC repo
	Five available terms: ON, 1W, 2W, 1M and 3M
	200+ market participants; 21 market makers
	Serves as underlying for overnight index swaps (OIS) and futures

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
- April 2020 – Launch of RUSFAR real-time, calculated every 15 minutes from 10:00 to 12:30 everyday
- CBR accredits RUSFAR as a financial benchmark based on the IOSCO Principles for Financial Benchmarks

Russian Secured Funding Average Rate curve

as of 14 September 2020



Trading volumes of RUSFAR-linked contracts



MOEX OTC platforms and solutions

OTC bond platform

2240 bonds (locals and Eurobonds)
Integration with NSD/NCC

90 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

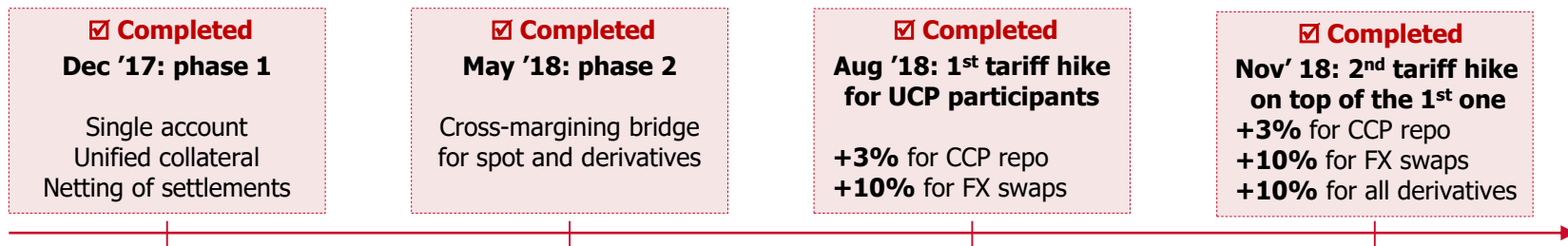
Participants have started to trade **longer maturities**

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



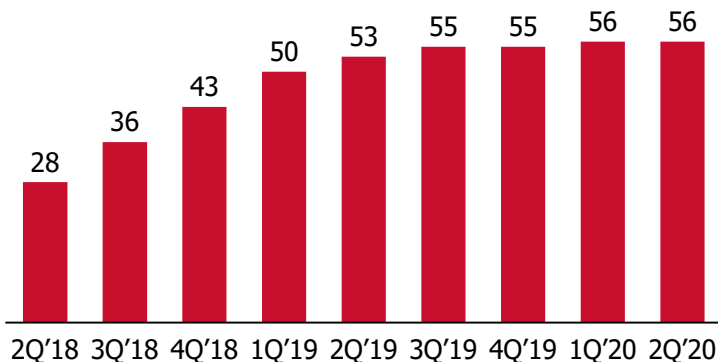
Unified Collateral Pool: a strategic project completed

Timeline and latest developments

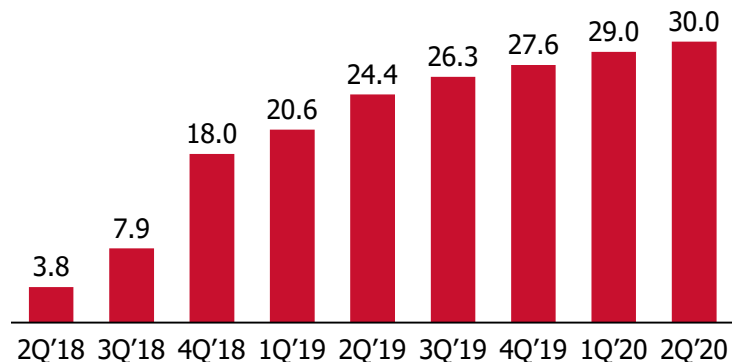


- The UCP take-up continued to grow, accounting for 30% of total trading F&C in 2Q'20 compared to 24.4% in 2Q'19.
- UCP accounts represent ~45% of fees and volumes in the Derivatives Market, the cornerstone market of the UCP.
- On 1 November 2018 a universal tariff hike took place as scheduled. The UCP-linked 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



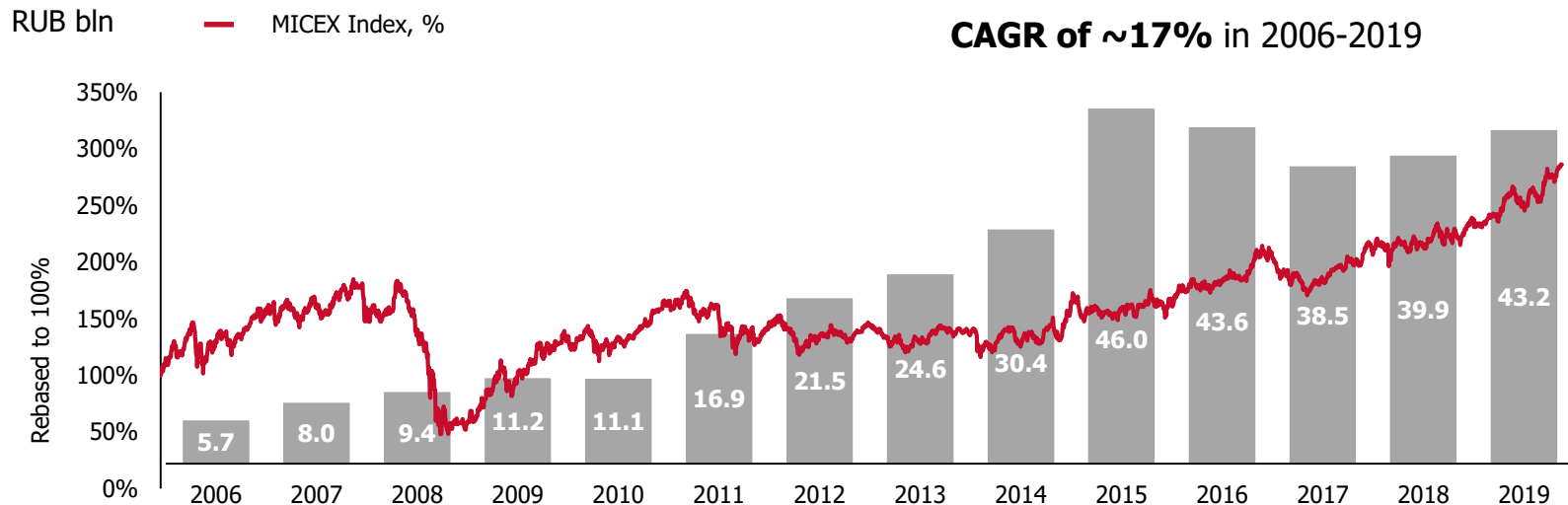
Financial track record

5 2Q 2020 update



MOEX business model continues to deliver

Operating income¹

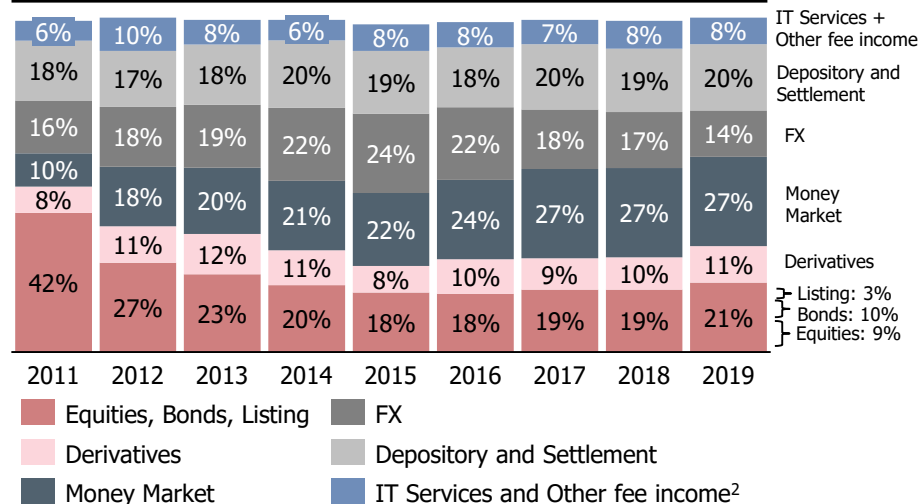


Key highlights

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

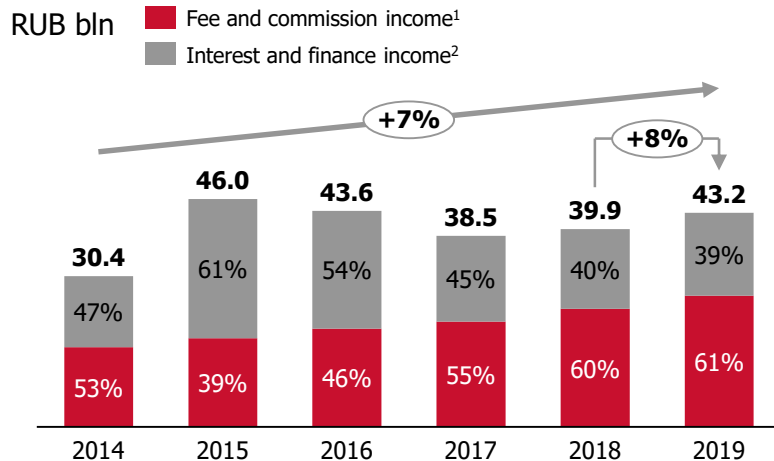
Fee & commission income evolution¹



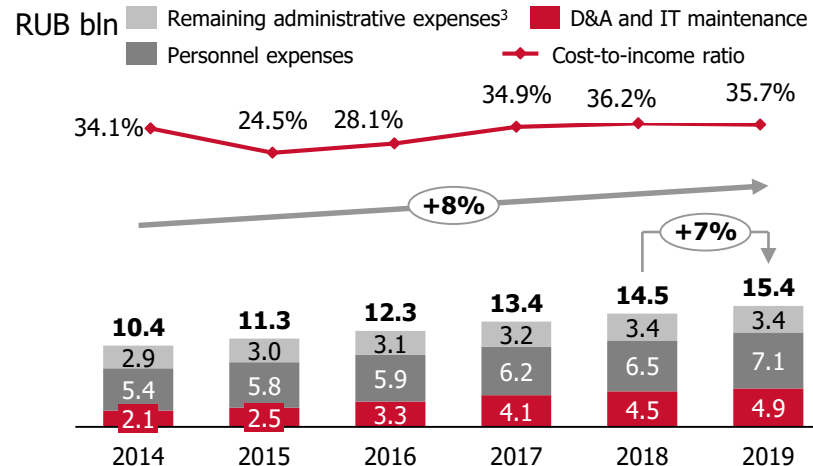
2019 summary of financials

X% → CAGR '14-19

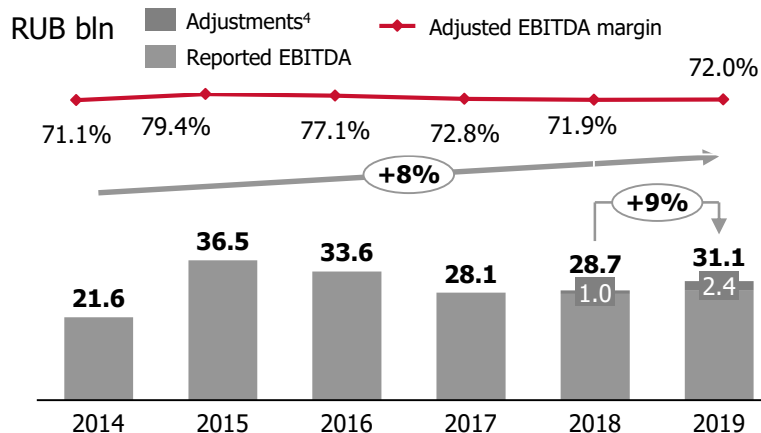
Operating income



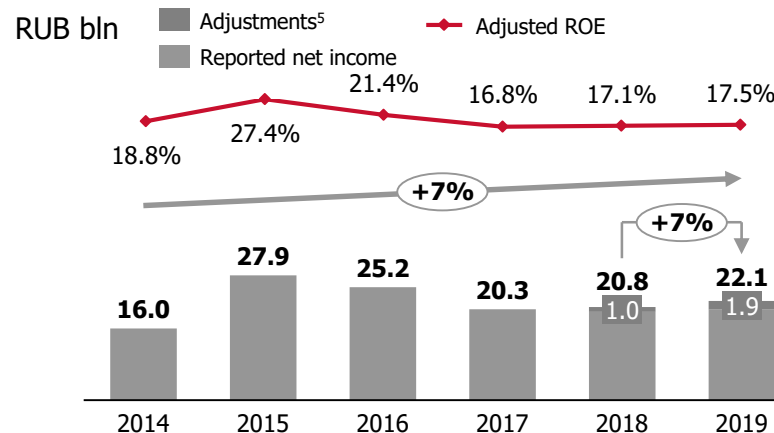
Operating expenses (excluding provisions)



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

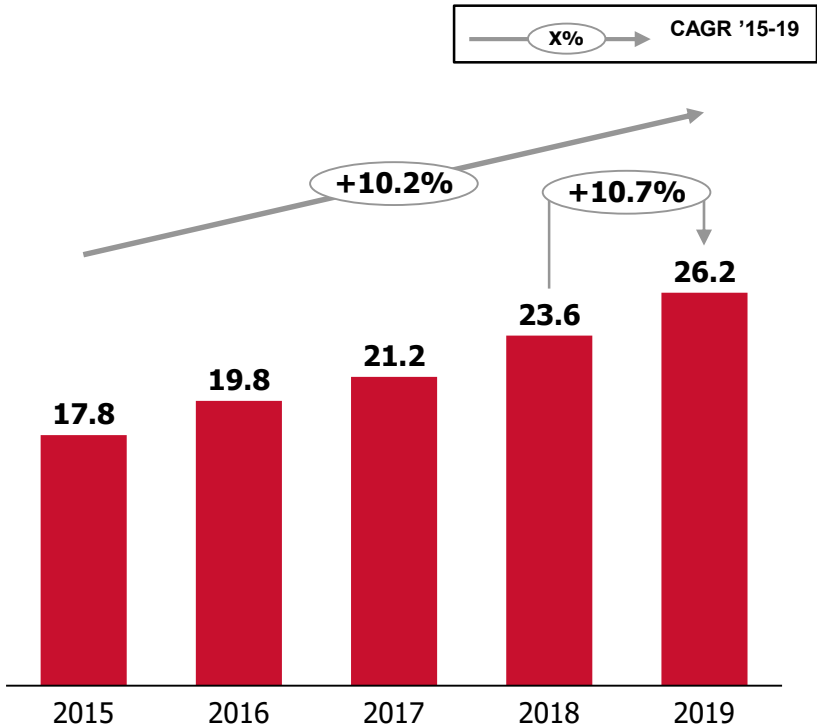
5 Adjustments are related to 1) IFRS 9 movement in allowance for ECLs, 2) change in amortization schedules and 3) one-off provisions in FY 2018 and FY 2019

Fee & commission income: strong and sustainable growth

Fee and commission income (F&C)

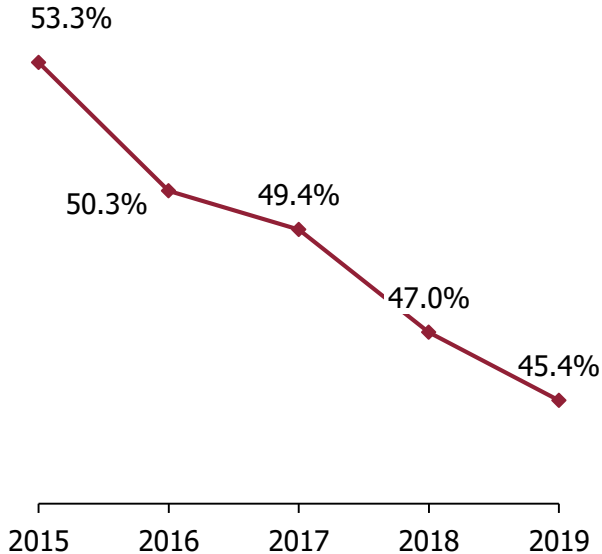
RUB bln

F&C income for 2019 increased 10.7% YoY



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

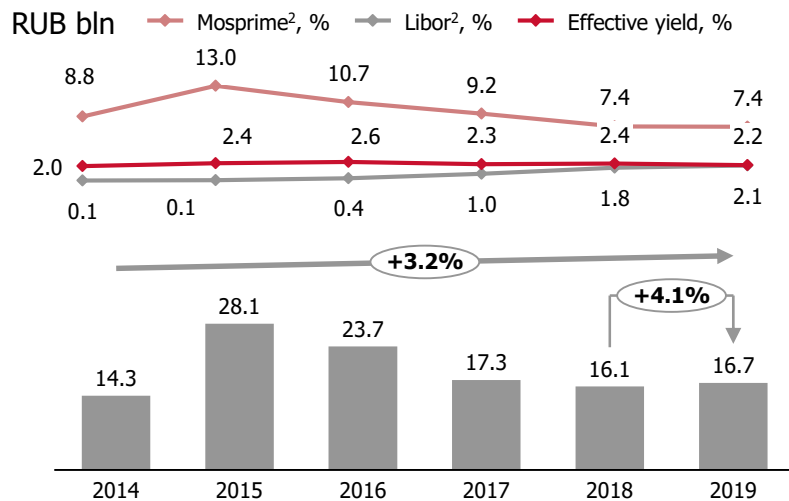
F&C growth was delivered in a cost efficient way



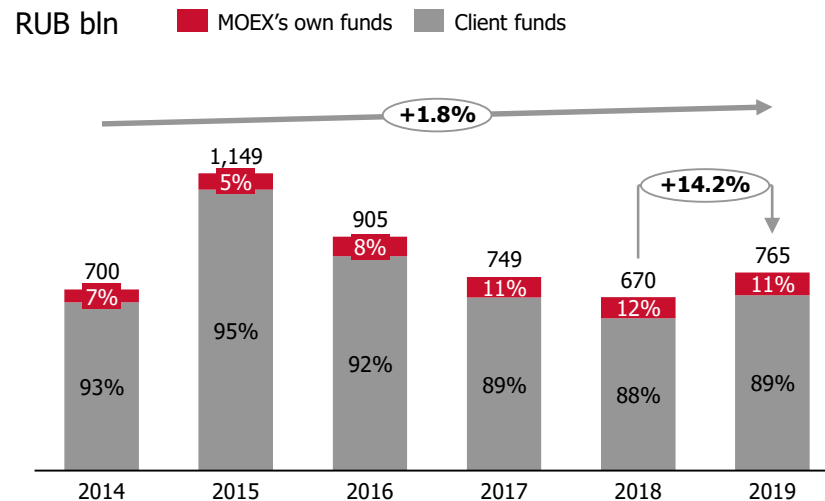
Interest and finance income

X% → CAGR '14-19

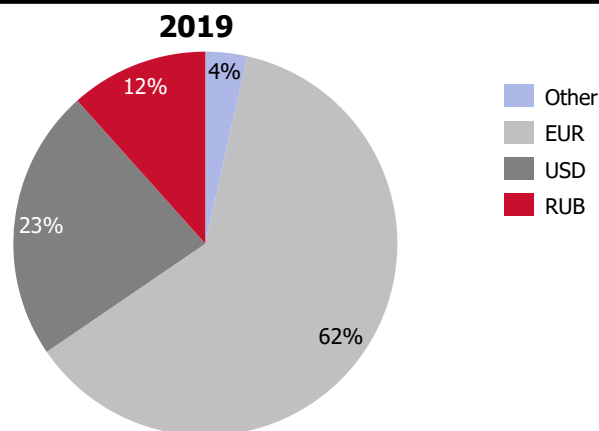
Interest and finance income¹



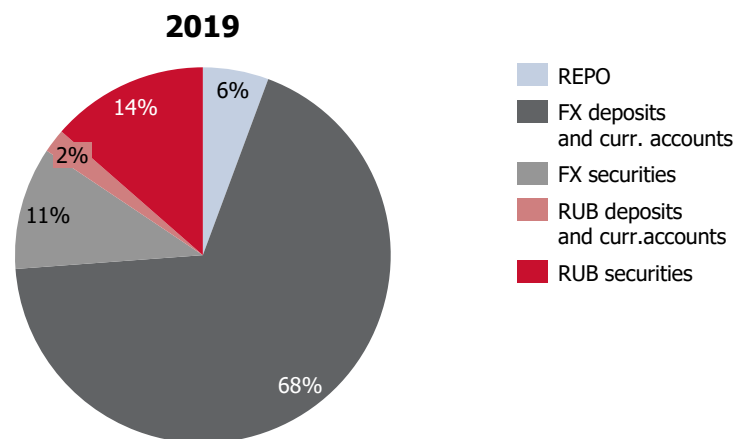
Investment portfolio sources³



Client funds by currency

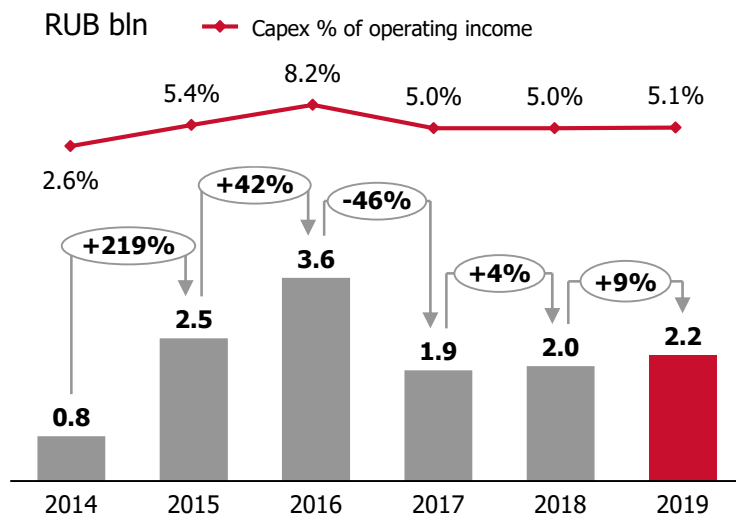


Investment portfolio by type of asset



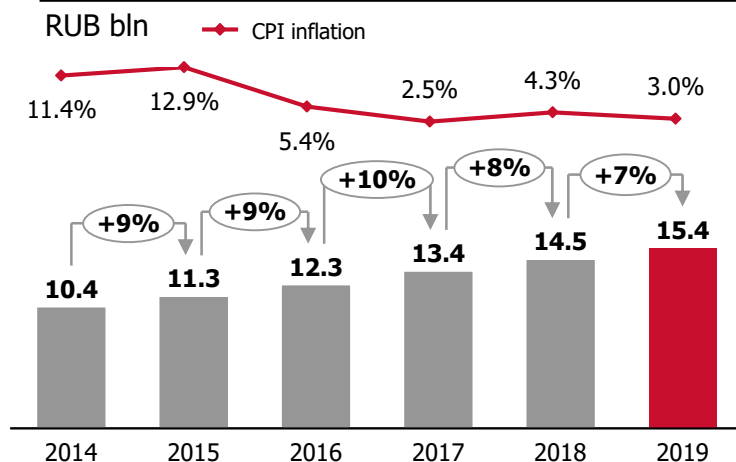
CAPEX and OPEX: 2019-2020

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 updated CAPEX guidance range is RUB 2.3-2.7 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 7.0-8.5%. It's viable to achieve positive operating jaws between F&C and OPEX in 2020.



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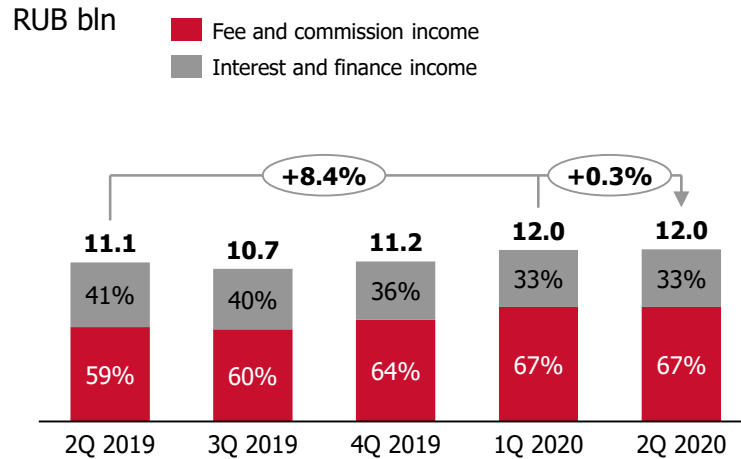
4 Financial track record



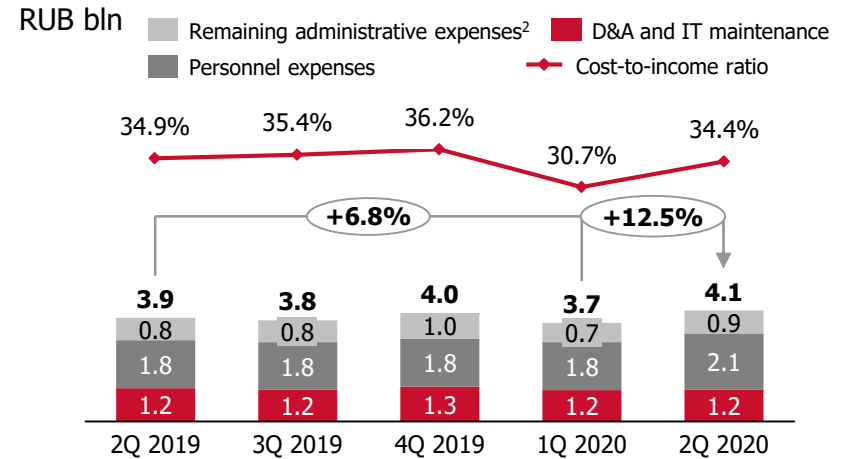
2Q 2020 update

2Q 2020 summary of financials

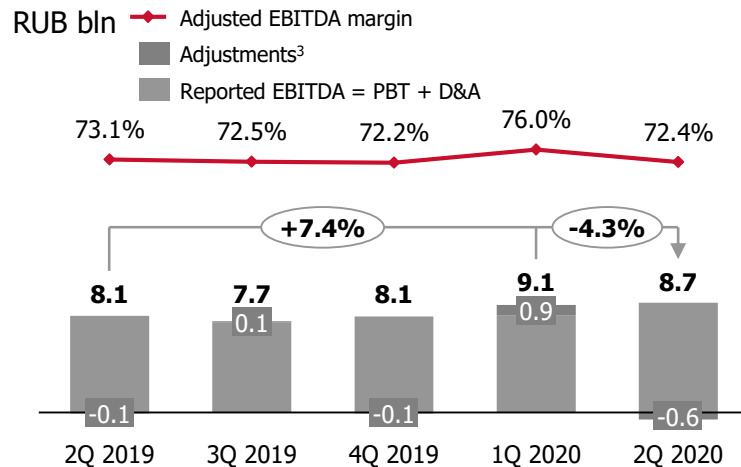
Operating income¹



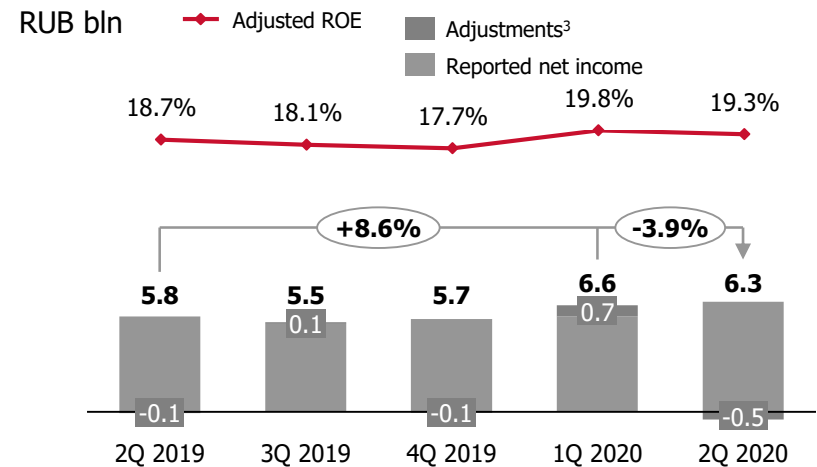
Operating expenses (excl. other operating expenses)



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



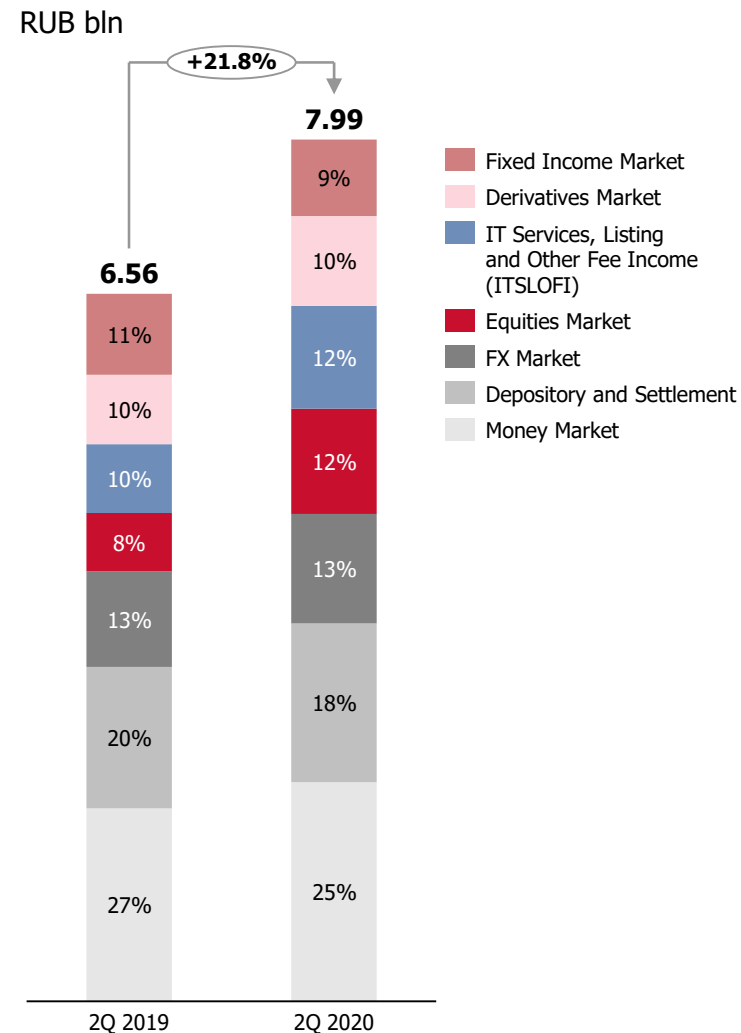
MOSCOW EXCHANGE

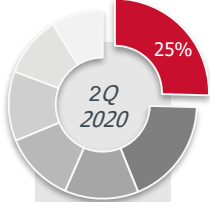
Diversified fee and commission income

Fee & commission income performance, RUB bln

RUB bln	2Q 2019	2Q 2020	Change YoY, bln	Change YoY, %
Money Market	1.79	2.03	<i>0.24</i>	<i>13.6%</i>
Depository and Settlement	1.31	1.47	<i>0.16</i>	<i>12.2%</i>
FX Market	0.89	1.01	<i>0.13</i>	<i>14.4%</i>
Equities Market	0.54	0.98	<i>0.44</i>	<i>80.5%</i>
IT Services, Listing and Other Fee Income (ITSLOFI)¹	0.64	0.95	<i>0.32</i>	<i>49.3%</i>
Derivatives Market	0.64	0.83	<i>0.19</i>	<i>29.8%</i>
Fixed Income Market	0.75	0.71	<i>-0.04</i>	<i>-5.9%</i>

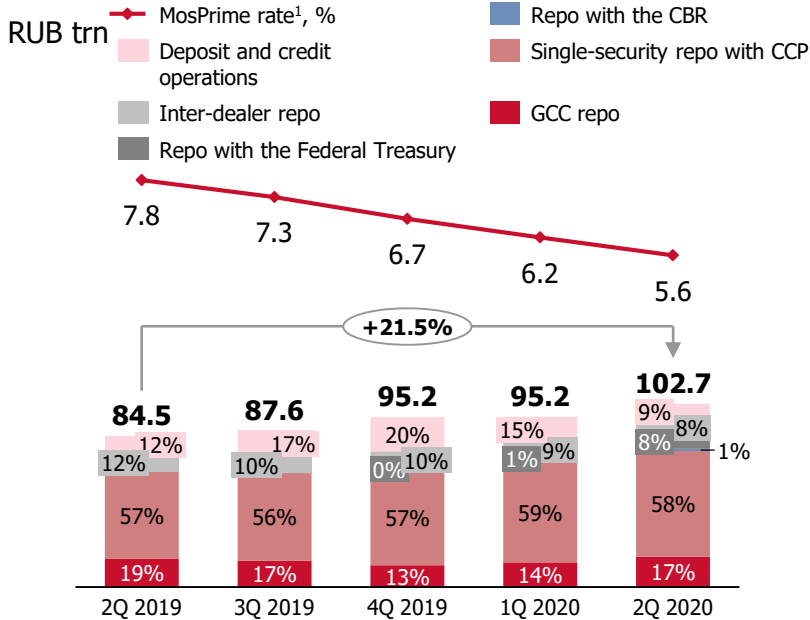
Fee & commission income breakdown



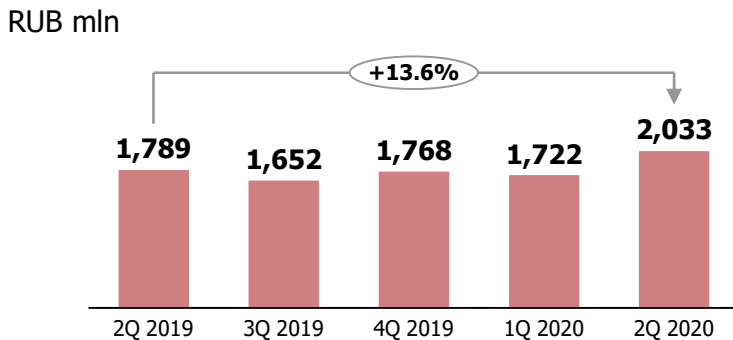


Money Market

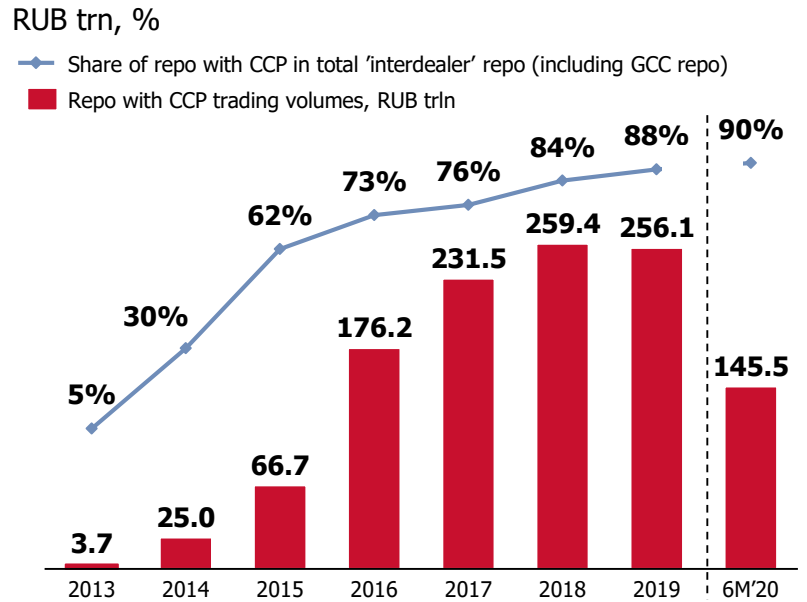
Trading volumes



Fee & commission income



Trading volumes of repo with CCP



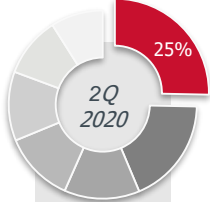
Comments

- F&C grew 13.6% YoY, surpassing the RUB 2 bln mark for the first time. Trading volumes increased 21.5% YoY.
- The discrepancy between the YoY dynamics of F&C and volumes was due to: [1] subdued performance of the Credit market, [2] IFRS adjustments.
- GCC-repo (deposits) with the Federal Treasury, a newly-launched CCP-based product, generated volumes of nearly RUB 500 bln in its inaugural quarter of active trading.
- Interdealer repo volumes were down 18.6% YoY, while repo with CBR amounted to RUB 1.2 trn, up 12x (both non-CCP).
- The share of CCP repo in total 'interdealer' repo continued to increase to 90%.



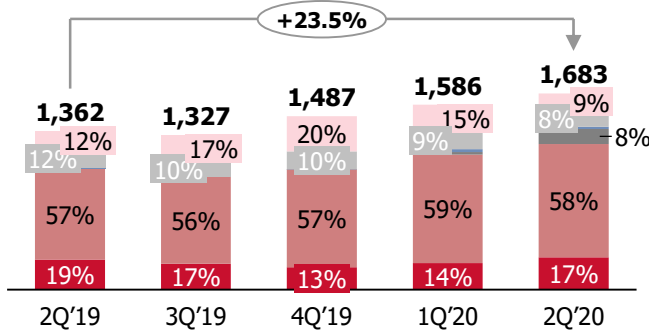
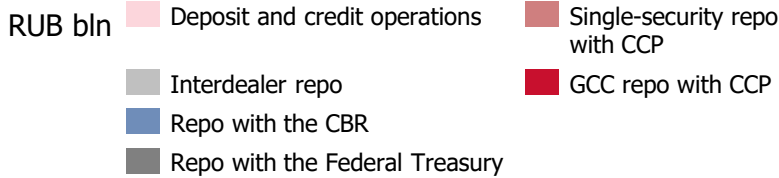
**MOSCOW
EXCHANGE**

Source: Moscow Exchange, NFA
1 Overnight rate, average for the period

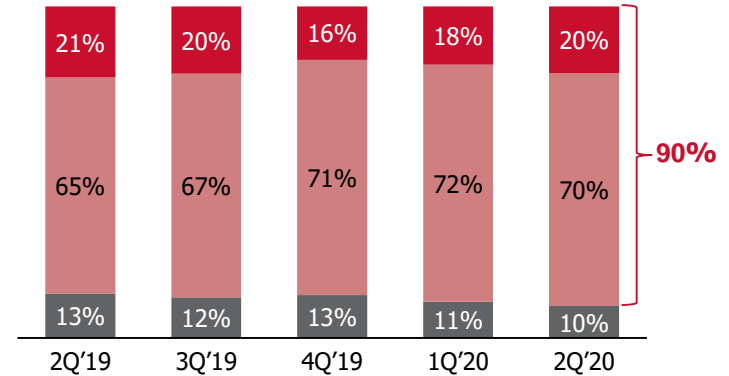


Money Market: recent trends

Money Market ADTV



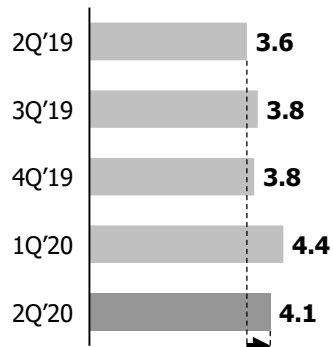
High share of CCP repo



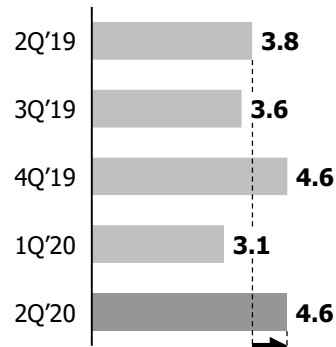
Average repo term dynamics

days

Overall on-exchange repo



GCC repo (incl. deposits with CCP)

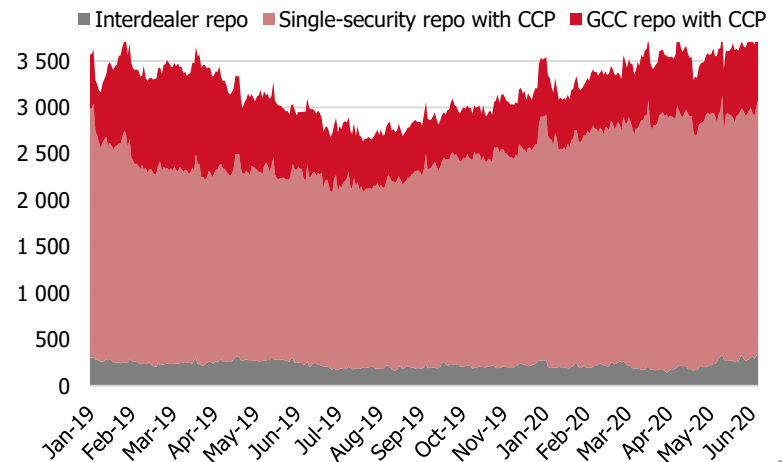


+15%

+22%

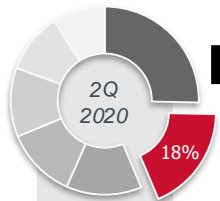
Stable to growing open interest supports F&C income

RUB bln



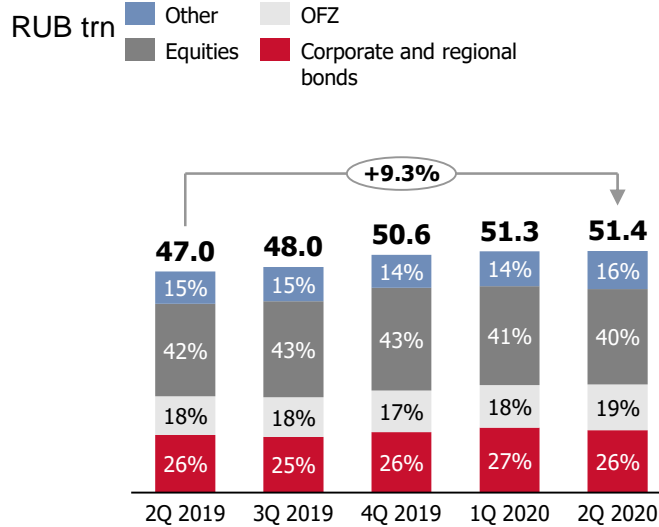
MOSCOW EXCHANGE

Source: Moscow Exchange

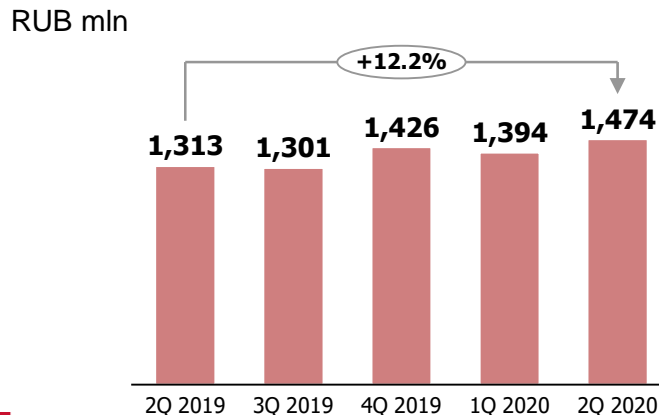


Depository and Settlement Services

Assets on deposit (average for the period)

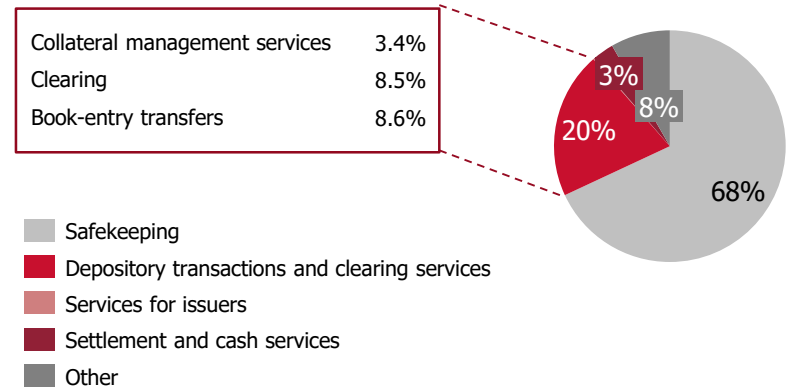


Fee & commission income



Fee & commission income breakdown

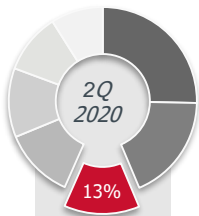
2Q 2020



Comments

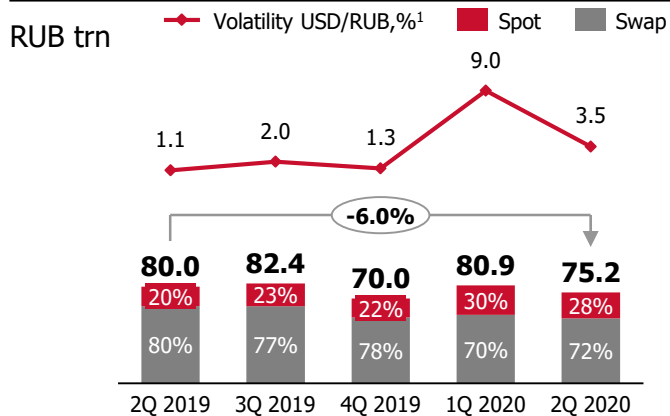
- F&C income grew 12.2% YoY; average assets on deposit increased 9.3% YoY.
- The YoY growth in assets on deposit was still registered across all asset classes: federal government bonds were up 17.3% YoY, equities were up 3.3% YoY, corporate and regional bonds were up 8.5% YoY.
- F&C income growth compared to 2Q'19 was driven mainly by safekeeping and depository transactions.
- 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.





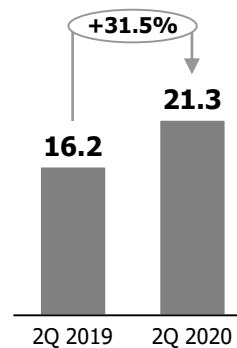
FX Market

Trading volumes



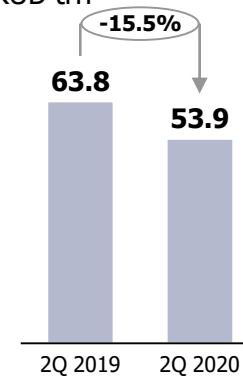
Spot trading volumes

RUB trn



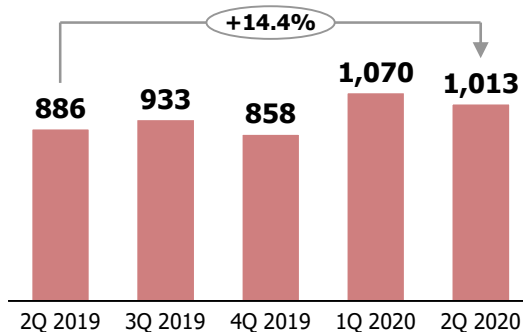
Swap trading volumes

RUB trn



Fee & commission income

RUB mln



Comments

- Fee income increased by 14.4% YoY, volumes fell by 6.0% YoY.
- Spot volumes were up 31.5% YoY due to a surge in volatility and higher demand for CCP services in changing economic conditions.
- Trading volumes with foreign liquidity providers were elevated, amounting to RUB 230 bln in 2Q'20, up 2x YoY.
- Swap and forward volumes declined by 15.5% YoY.
- MOEX's 2Q'20 market share vs onshore OTC added 4.3 pp QoQ to reach 50%.
- 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 exceeded 293,000² – up 4.8x YoY – with retail accounting for nearly 99%.
- The ADTV of corporates was RUB 4.6 bln in 2Q'20, up 2x YoY.

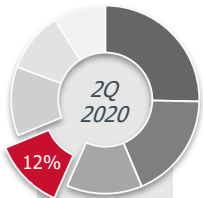


**MOSCOW
EXCHANGE**

Source: Moscow Exchange, CBR

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

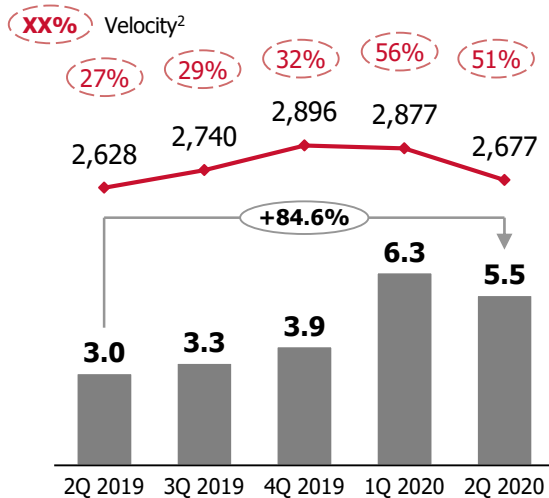
2 As of 30.06.2020



Equities Market

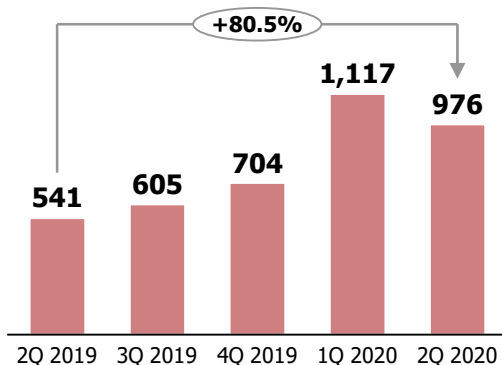
Trading volumes¹

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



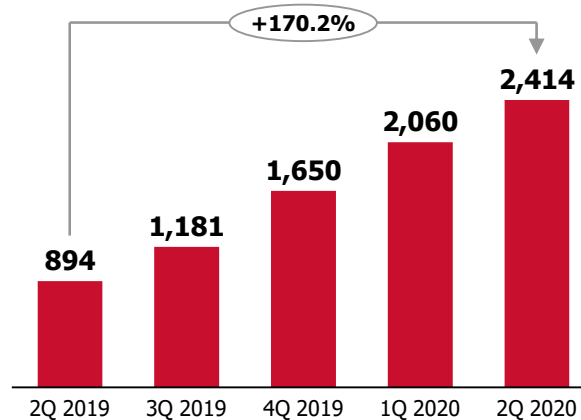
Fee & commission income

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 84.6% YoY and 80.5% YoY, respectively.
- Insignificant 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 almost doubled YoY, helped by contribution of retail clients and high-frequency traders.
- MOEX Russia Index volatility nearly tripled YoY.
- MOEX's market share vs the LSE in trading of dual-listed stocks was at a record high of 77% in 6M'20 (up from 67% in 6M'19).

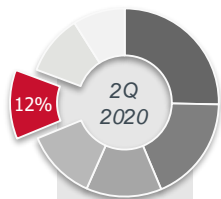


MOSCOW EXCHANGE

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

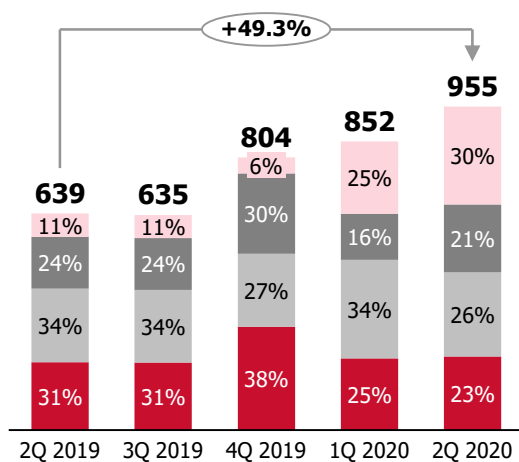


IT Services, Listing and Other Fee Income (ITSLOFI)

IT Services, Listing and Other Fee Income¹ (ITSLOFI)

RUB mln

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

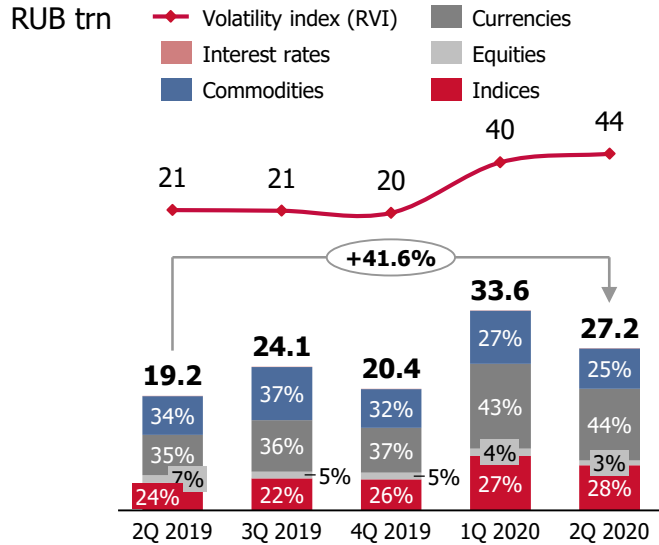


Comments

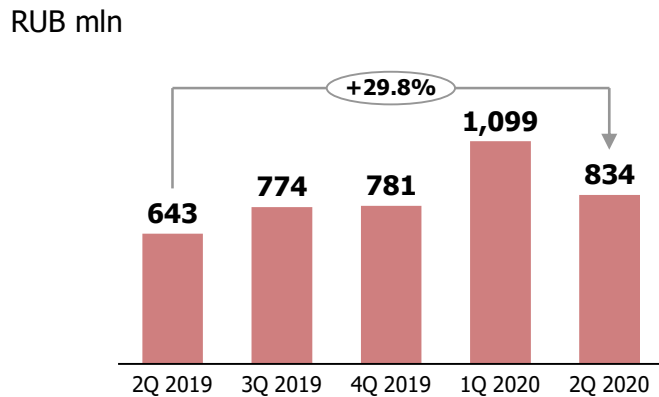
- Listing and other fees related to the Securities Market increased by 30.8% YoY as clients paid extra fees for accelerated placements and did pre-registrations of issues.
- Sales of information services rose by 14.5% YoY on the back of extra revenue from the audit of information use and RUB weakening.
- Sales of software and technical services grew 8.4% YoY.
- Other fee and commission income was up more than 4x YoY explained by introduction of the 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.

Derivatives Market

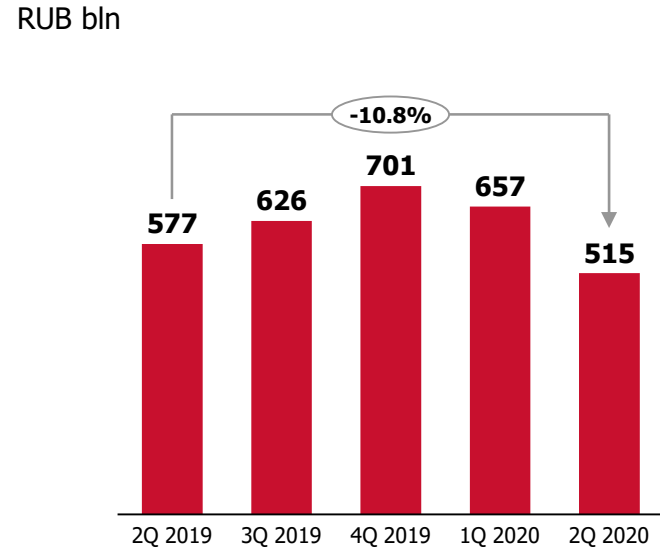
Trading volumes



Fee & commission income

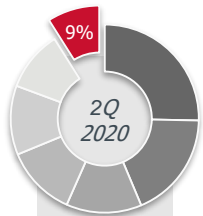


Open interest



Comments

- F&C grew 29.8% YoY, trading volumes increased by 41.6% YoY.
- Trading volumes of FX derivatives grew by 77.1% YoY on the back of a volatility spike.
- Index derivatives' volumes surged by 63.7% YoY, while volumes of equity derivatives decreased by 37.9% YoY.
- Trading volumes of commodity contracts remained virtually flat, adding 4.5% YoY.
- The effective fee was down YoY due to: [1] a shift in the mix towards less profitable FX and index derivatives (72% in 2Q'20 vs 59% in 2Q'19), [2] IFRS adjustments, [3] lower share of options.

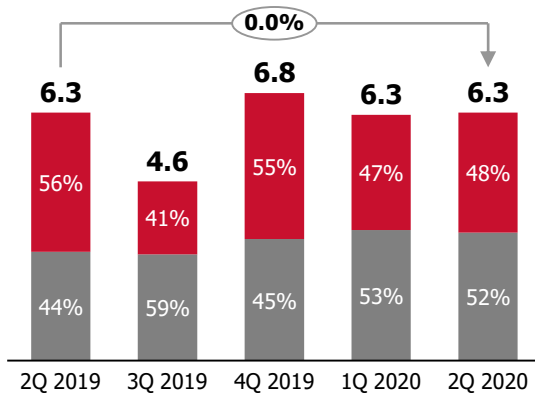


Fixed Income Market

Trading volumes¹

RUB trn

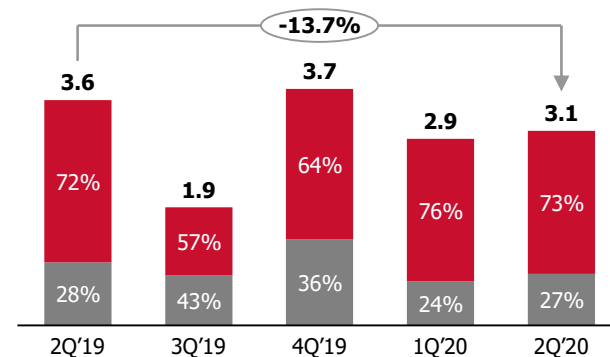
- Primary market (excl. overnight bonds)
- Secondary market



Primary market (excluding overnight bonds)

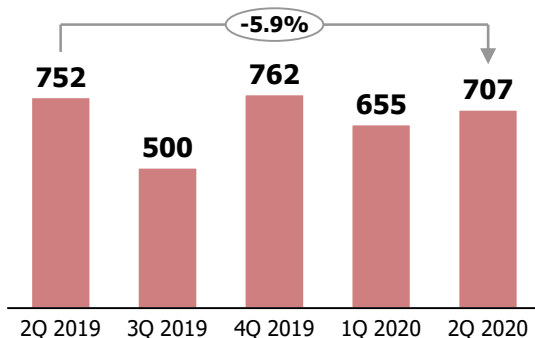
RUB trn

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



Fee & commission income

RUB mln



Comments

- Fee income was down 5.9% YoY while trading volumes (excl. overnight bonds) remained practically the same.
- Primary placements decreased 13.7% YoY (excl. overnight bonds) due to lower activity amidst the pandemic. Placements of OFZs and OBRs were down 12.0% YoY.
- Secondary trading volumes grew 17.5% YoY. OFZ secondary market trading was up 19.0% YoY. Other bonds secondary trading increased by 13.5% YoY.
- The effective fee dynamics were affected by a lower share of the primary market (48% in 2Q'20 vs 56% in 2Q'19) in total volumes (excl. overnight bonds) and a slightly lower fraction of corporate placements in the primary market structure.

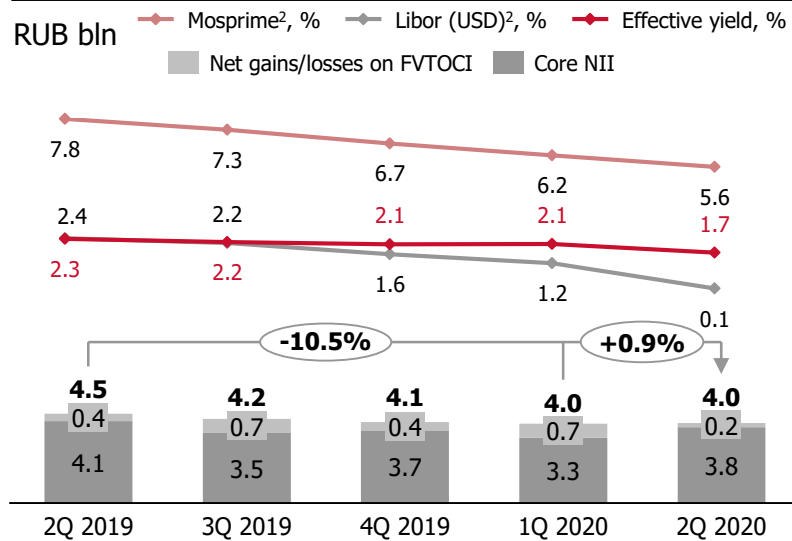


**MOSCOW
EXCHANGE**

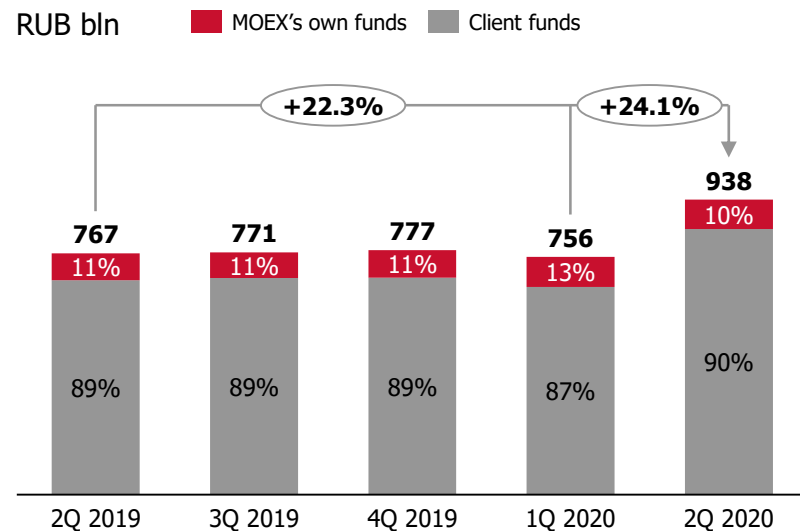
Source: Moscow Exchange
1 Trading volumes on the Fixed Income Market include placements

Interest and finance income in 2Q'20

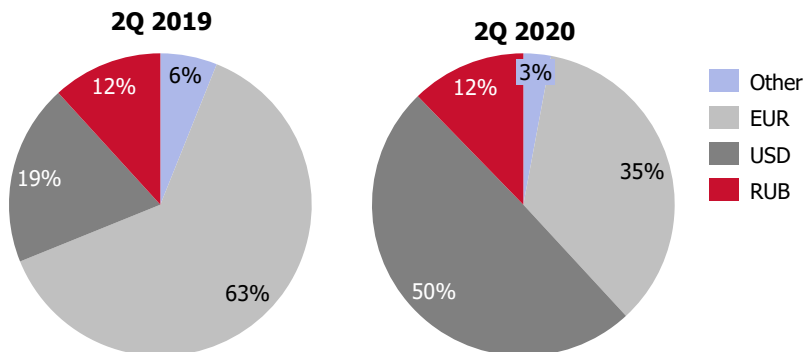
Interest and finance income¹



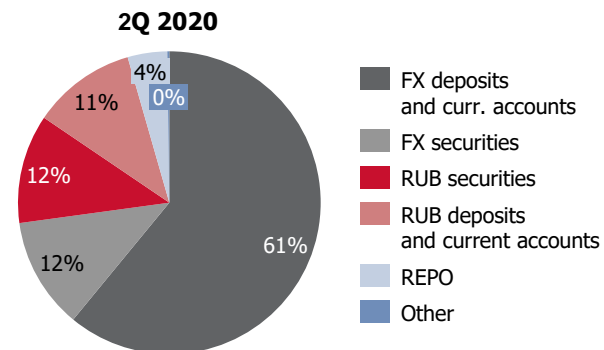
Investment portfolio sources³



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



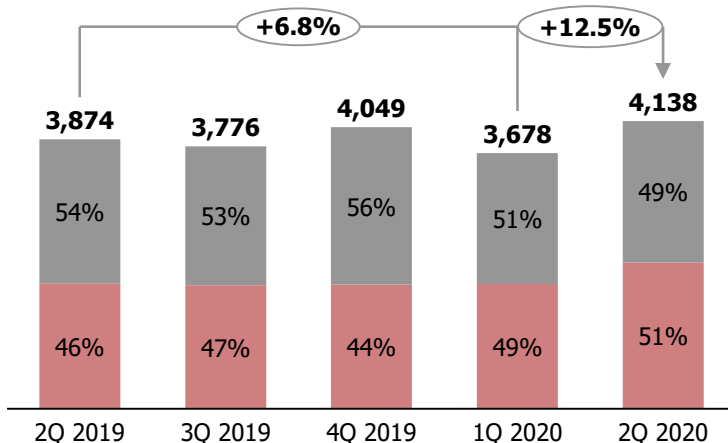
**MOSCOW
EXCHANGE**

Operating expenses in 2Q'20 (excl. provisions)

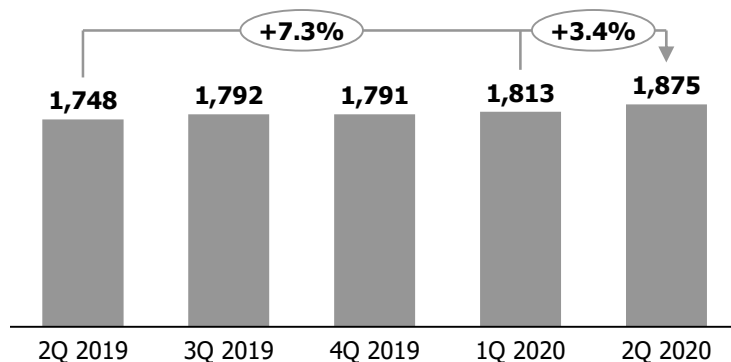
Operating expenses

RUB mln

- General and administrative expenses
- Personnel expenses



Headcount



Major expense items

RUB mln	2Q 2019	2Q 2020	Change YoY
Personnel expenses	1797.6	2101.3	16.9%
D&A and IT maintenance	1238.0	1183.6	-4.4%
Remaining administrative expenses¹	838.2	853.5	1.8%
Incl. Charity	5.5	58.0	954.5%
Total OPEX	3873.8	4138.4	6.8%
Cost / Income Ratio	34.9%	34.4%	-0.5 p.p.

Comments

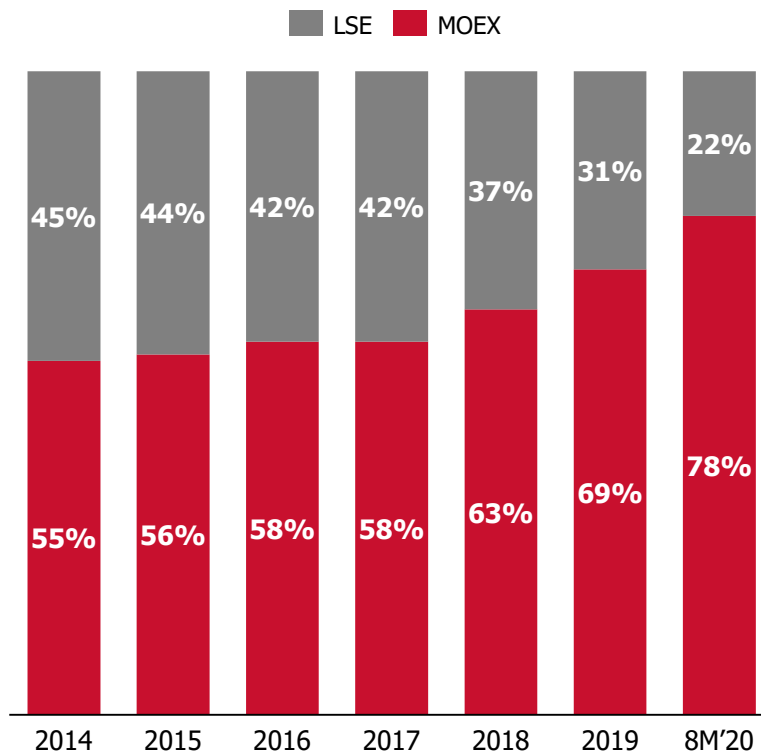
- OPEX for 2Q'20 added 6.8% YoY, in line with the FY'20 OPEX growth guidance range of 6.0-8.5%.
- Personnel expenses growth of 16.9% YoY drove OPEX dynamics. The former decomposes into: [1] 7.2 p.p. higher headcount, [2] 6.2 p.p. salary revisions, [3] 3.5 p.p. pandemic-related premiums.
- D&A contraction of 7.4% YoY triggered a 4.4% YoY decline in D&A and IT maintenance.
- Remaining administrative expenses remained virtually flat, increasing by 1.8% YoY on the back of pandemic-related donations.
- CAPEX for the quarter was RUB 0.85 bln.
- **Updated FY'20 OPEX growth guidance: 7.0-8.5%.**
- **Updated FY'20 CAPEX guidance: RUB 2.3 – 2.7 bln.**

Appendix

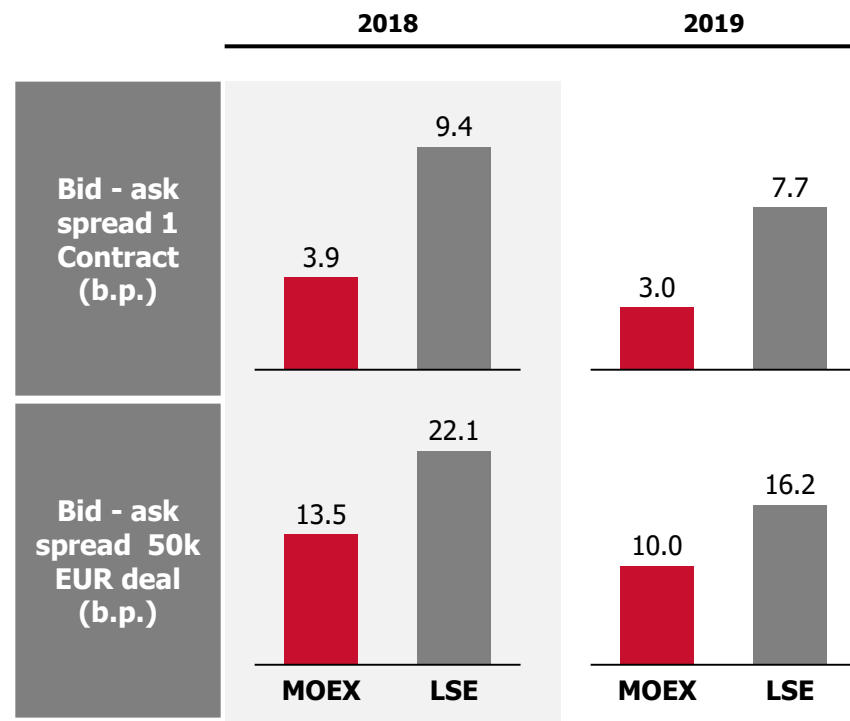
Dual listed stocks virtual index spread dynamics

Analysis provided by
LiquidMetrix

MOEX vs LSE market share (MICEX Virtual Index¹)



Average Bid - ask spread 50k EUR deal (b.p.²)



- 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 16 September 2020

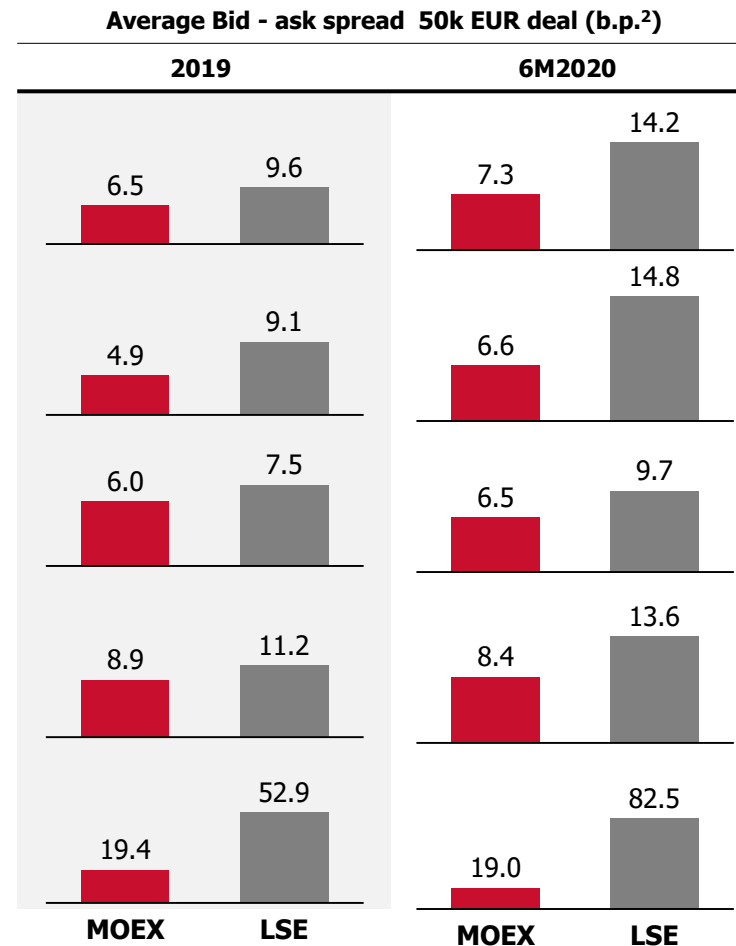
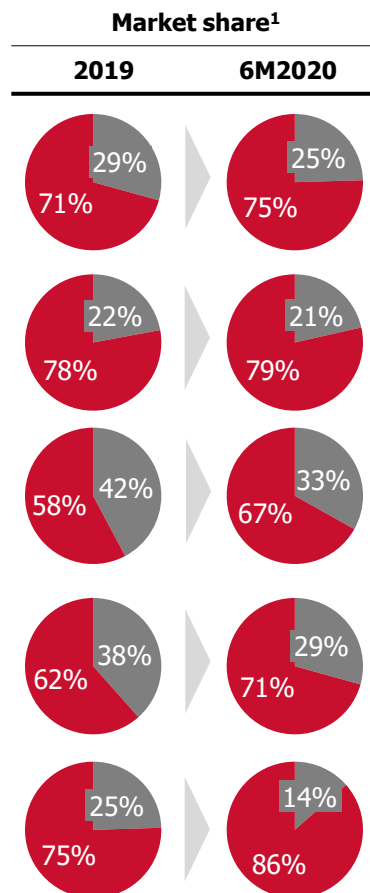
1. MICEX Virtual Index – index calculated based on prices and EOB data of the most liquid Russian dual listed stocks. Data since December 2015 include trading auctions on MOEX. Data for March-April 2018, January-August 2020 are based on Bloomberg data for LSE, data for other periods were provided by Liquidmetrix. Data for MOEX includes evening trading session.
2. The value of the spread is quoted in basis points (0.01%)

Source: LiquidMetrix

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

Analysis provided by
LiquidMetrix

Gazprom
Sberbank
Lukoil
Norilsk Nickel
Magnit

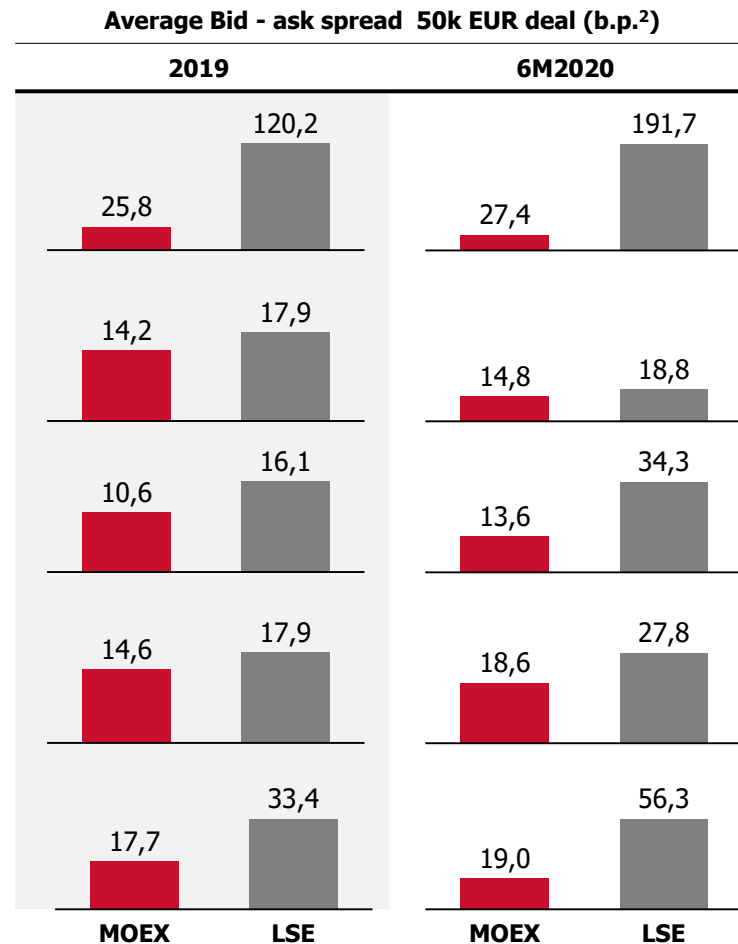
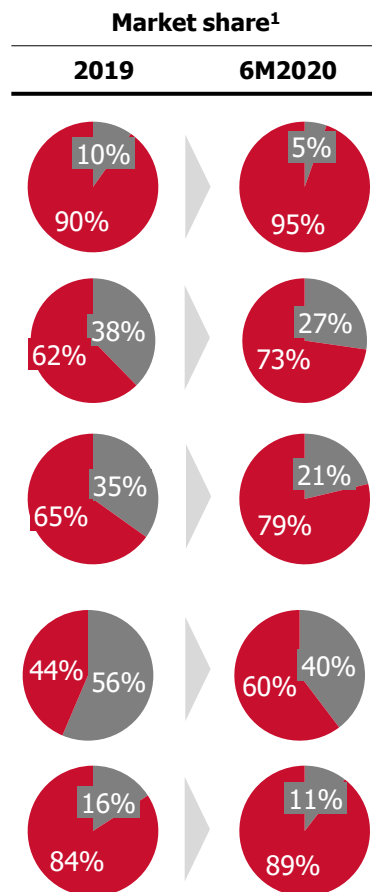


Bid-ask spreads for majority of the Russian "Blue Chips" are substantially lower on Moscow Exchange than on other trading venues

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

Analysis provided by
LiquidMetrix

VTB
Tatneft
Rosneft
Novatek
Surgutneftegas



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 ¹ (DSF), USD per DR	Dividend Fee ² , USD per DR	DSF + Dividend Fee as % of dividend amount ³	DRs cancellations fee, USD per DR
VTB Bank	BNY Mellon	0,020	0,004	70%	0,05
Surgutneftegaz	BNY Mellon	0,020	0,011	35%	0,05
FSK YeES	BNY Mellon	0,010	0,008	27%	0,05
TMK	BNY Mellon	0,020	0,019	25%	0,05
RusHydro	BNY Mellon	0,005	0,007	21%	0,05
Rosseti	BNY Mellon	0,020	0,020	16%	0,05
Phosagro	Citi	0,020	0,020	11%	0,05
Severstal	Deutsche Bank	0,040	-	10%	0,05
Megaфон	BNY Mellon	0,030	0,020	9%	0,05
Rostelekom	JPM	0,010	0,020	7%	0,05
NLMK	Deutsche Bank	0,020	-	5%	0,05
Norilsk Nickel	BNY Mellon	0,010	0,020	4%	0,05
Rosneft	JPM	0,008	-	3%	0,05
Sberbank	JPM	0,008	0,020	3%	0,05
Magnit	JPM	0,008	-	2%	0,05
Tatneft	BNY Mellon	0,020	0,020	2%	0,05
Novatek	BNY Mellon	0,010	0,020	1%	0,05
Gazprom	BNY Mellon	-	0,020	1%	0,05
Lukoil	City	-	0,020	0%	0,05
Average		0.015	0.013	13%	0.05

Gross DSF and dividend fees calculated for Top-3 international funds holding DRs of Russian companies⁴

Fund A	1,806,750 USD
Fund B	735,181 USD
Fund C	555,932 USD

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

Fund A	4,249,087 USD
Fund B	1,926,423 USD
Fund C	1,001,931 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 One data as of June 2020

Source: BNY Mellon, Deutsche Bank, JP Morgan, Citi, Thomson One. Data as of 14.08.2020

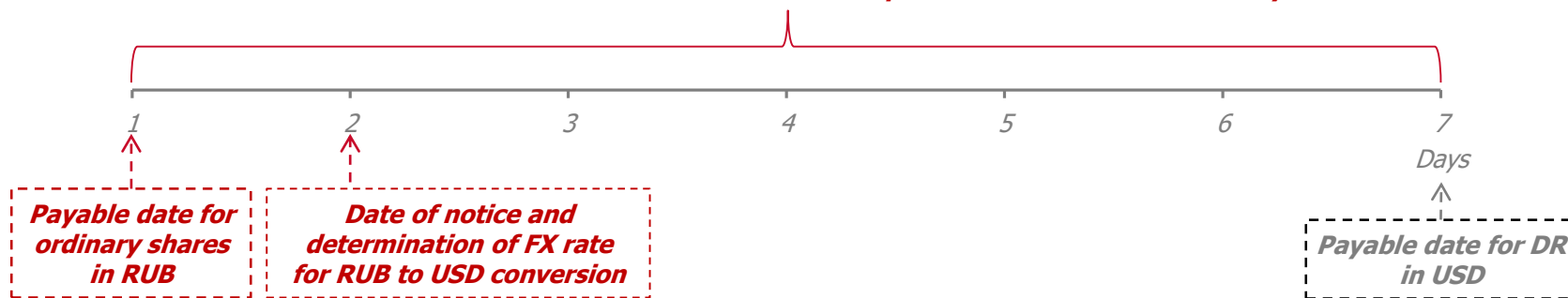
Dividend payments for DR holders

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 holders³:
 - 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 ¹	Payable date	FX rate ²	
LSR Group	12-May-20	26-May-20	70.8	2-Jun-20	71.9	1.5%
Acron	9-Jun-20	24-Jun-20	69.4	6-Jul-20	70.4	1.3%
MMK	17-Jun-20	7-Jul-20	70.8	14-Jul-20	71.7	1.3%
Rosseti	15-Jun-20	6-Jul-20	71.2	13-Jul-20	71.9	0.9%
Rosneft	15-Jun-20	3-Jul-20	71.1	14-Jul-20	71.7	0.9%
Tatneft	30-Dec-19	24-Jan-20	61.8	31-Jan-20	62.2	0.6%
PhosAgro	6-Jul-20	24-Jul-20	71.7	31-Jul-20	72.0	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 ¹	16,713.0	16,061.0	4%
Other operating income	335.1	193.3	73%
Operating Income	43,229.5	39,901.4	8%
General and administrative expenses	-8,321.4	-7,941.4	5%
Personnel expenses	-7,113.9	-6,512.3	9%
Operating Expense (before Other operating expenses)	-15,435.3	-14,453.7	7%
Operating Profit Before Tax (before Other operating expenses)	27,794.2	25,447.7	9%
Other operating expenses	-2,614.8	-1,075.2	143%
Income tax expense	-4,978.8	-4,652.2	7%
Net Profit	20,200.6	19,720.3	2%
Earnings per share			
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>
Assets:			
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 ¹	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 ²	7,879.8	4,142.4	90%
Total Assets	4,028,594.4	4,082,584.5	-1%

<i>RUB mln</i>	<i>31 December 2019</i>	<i>31 December 2018</i>	<i>% chg.</i>
Liabilities:			
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 ³	7,167.0	8,696.6	-18%
Total Liabilities	3,896,742.0	3,956,979.9	-2%
Total Equity	131,852.4	125,604.6	5%
Total Liabilities and Equity	4,028,594.4	4,082,584.5	-1%

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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