

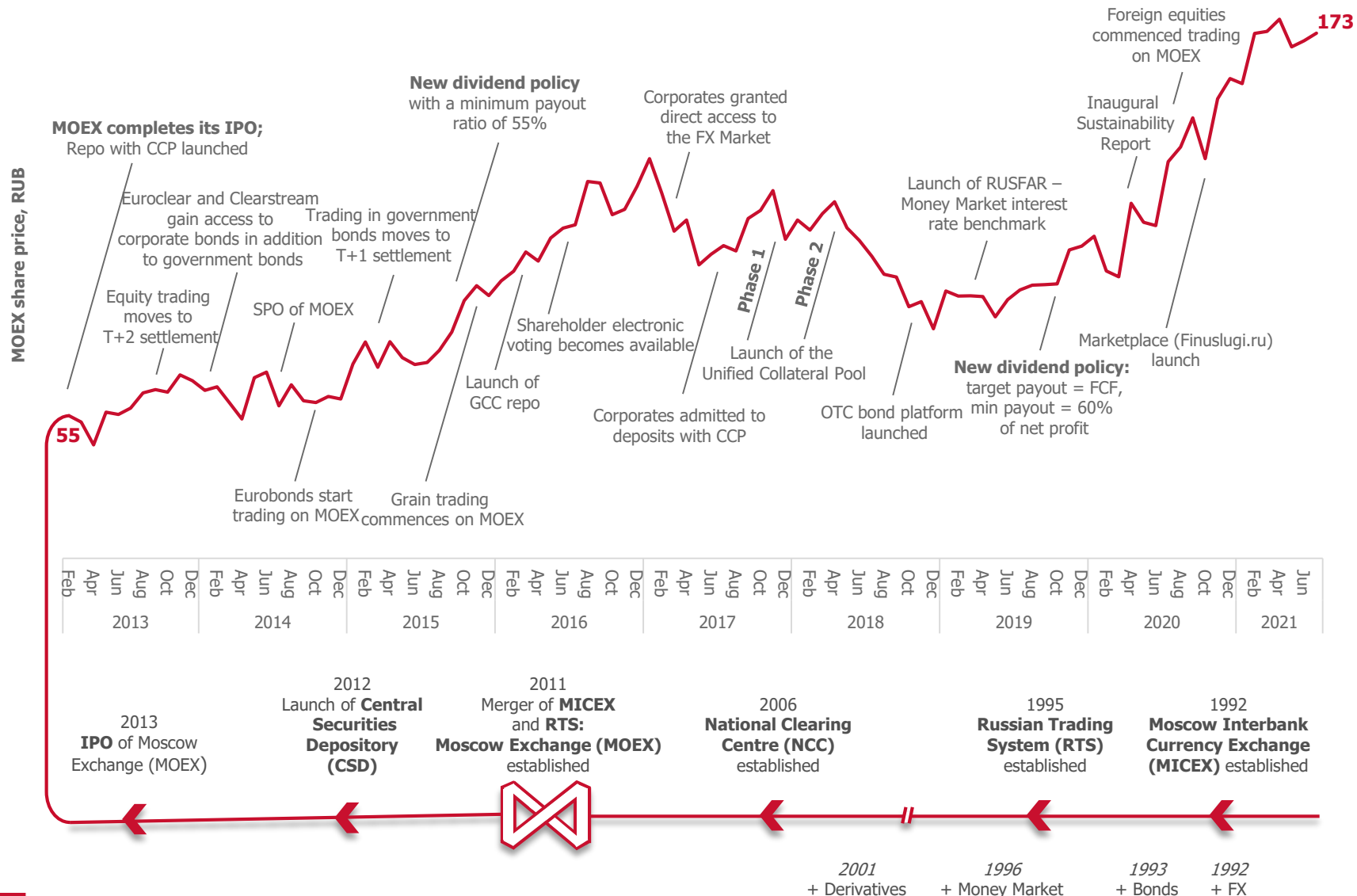


MOSCOW  
EXCHANGE

August 2021

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 70/30 **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 2014-2020 profits

## Corporate Governance

- A **29-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 their repo operations
- 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

2

Corporate governance and dividends

3

Market position and competitive strategy

4

Financial track record

5

2Q 2021 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 3,8 RUB trln** (2020)
- 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 3,2 RUB trln** (2020)
- NCC served as a **CCP** for 93% of trading volumes it cleared in 2020
- BBB** local currency rating from Fitch
- The target NCC capital for 2021 is ~RUB 67 bln
- As of 31 July 2021,  $N1_{CCP}$  is 132.5%

## SETTLEMENT & DEPOSITORY

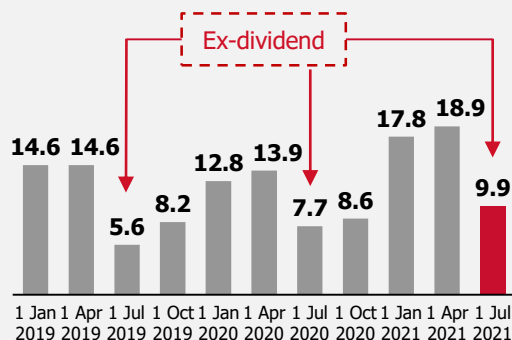
### Assets on deposit<sup>2</sup>

RUB trn



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

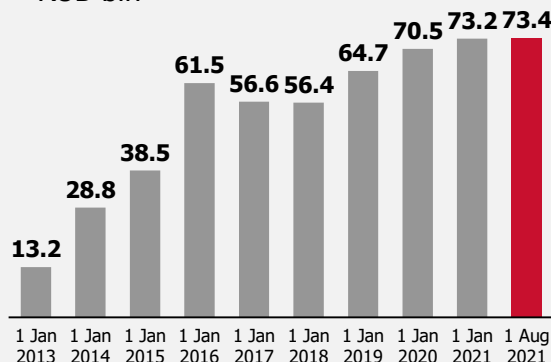
RUB bln



Regulatory requirement: 6 RUB bln

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

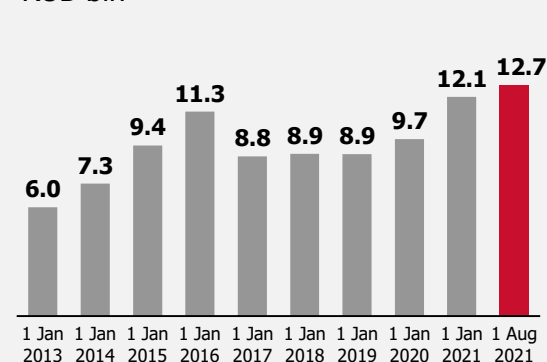
RUB bln



Regulatory requirement: 67 RUB bln

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

RUB bln



Regulatory requirement: 10 RUB bln

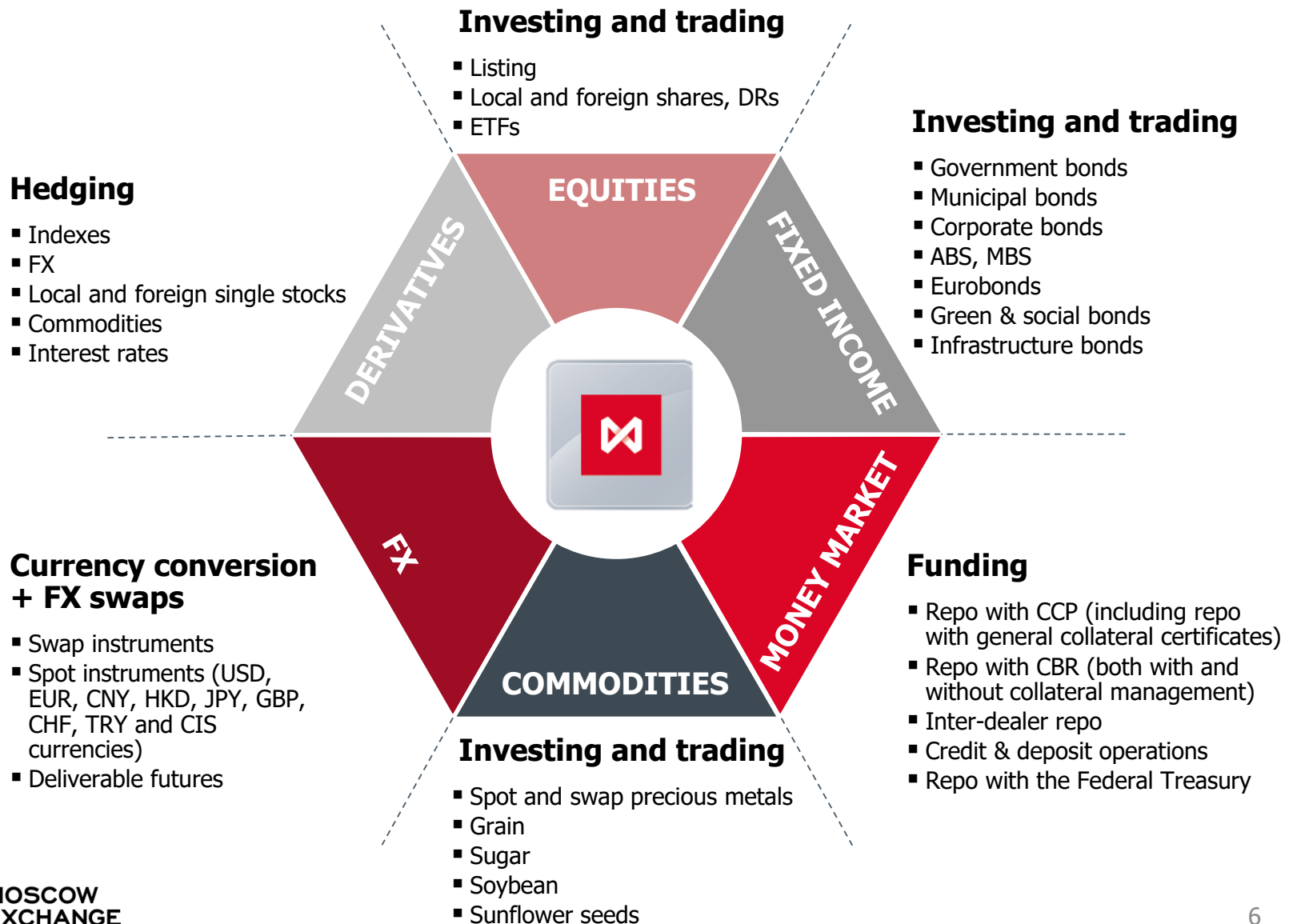


**MOSCOW EXCHANGE**

Source: Moscow Exchange

- 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.
- Assets on deposit based on Company's operational data
- Figures in accordance with Russian Accounting Standards as reported to and disclosed by the CBR on a monthly basis
- Numerator of the regulatory ratio (100% requirement)

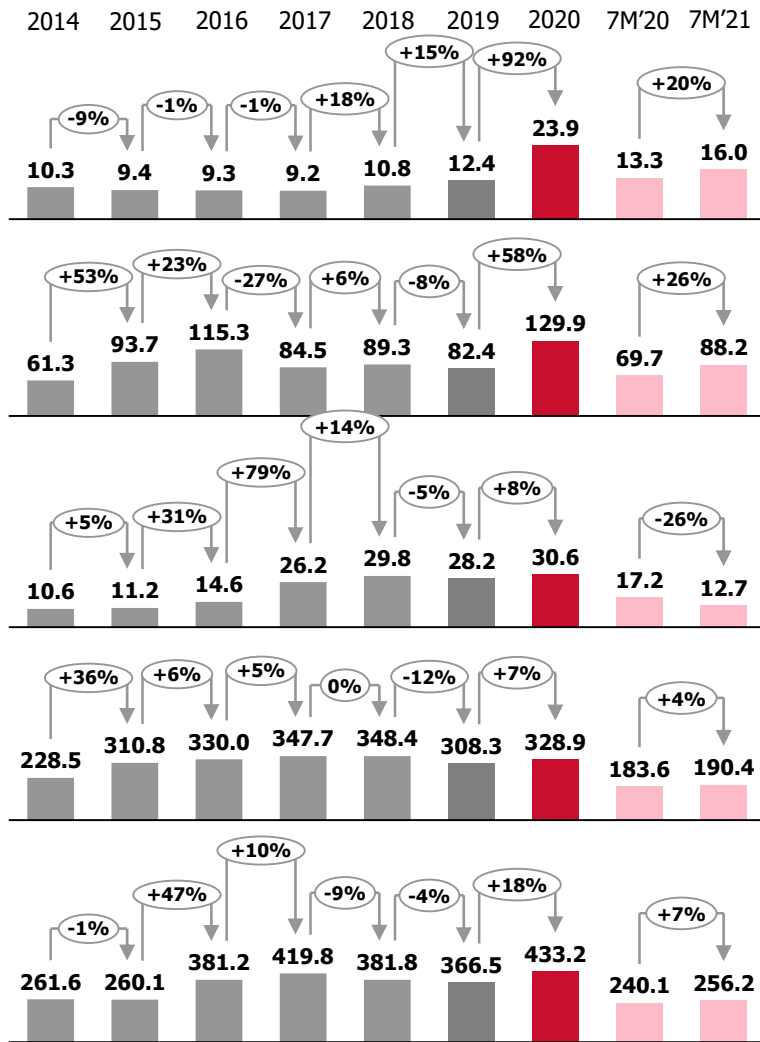
# Highly diversified product offering



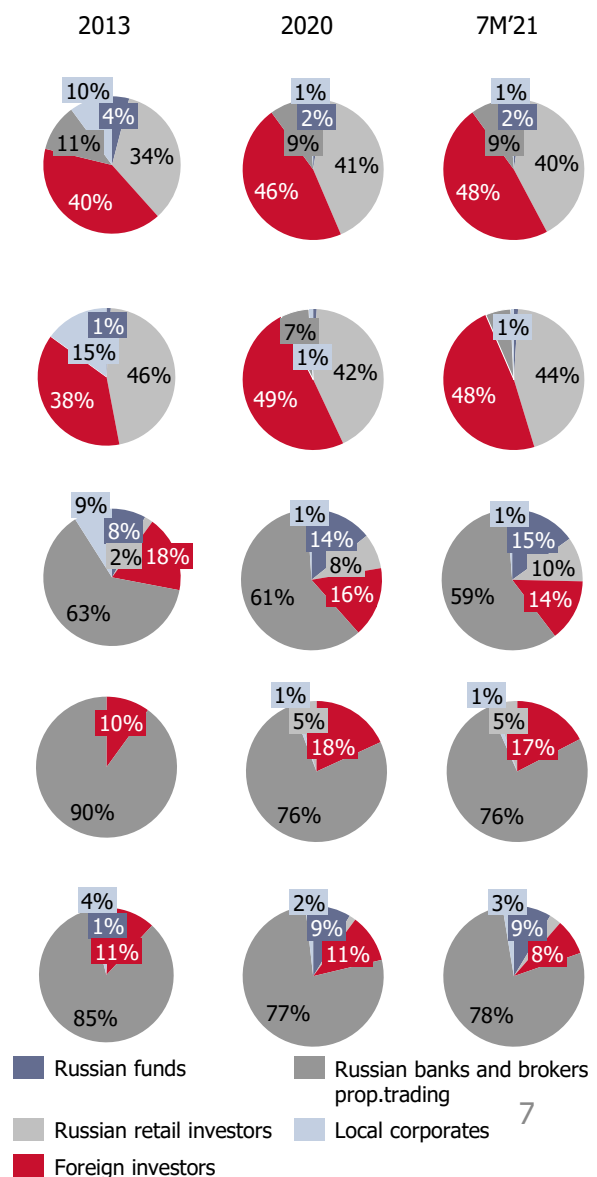
# Diversified client base across different markets

- Equities Market  
RUB trn
- Derivatives Market  
RUB trn
- Fixed Income Market  
RUB trn
- FX Market  
RUB trn
- Money 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

**1** Business overview



Corporate governance and dividends

**3**

Market position and competitive strategy

**4**

Financial track record

**5**













2Q 2021 update





# Best-in-class corporate governance standards

- ✓ Out of 12 members of the 2021-2022 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

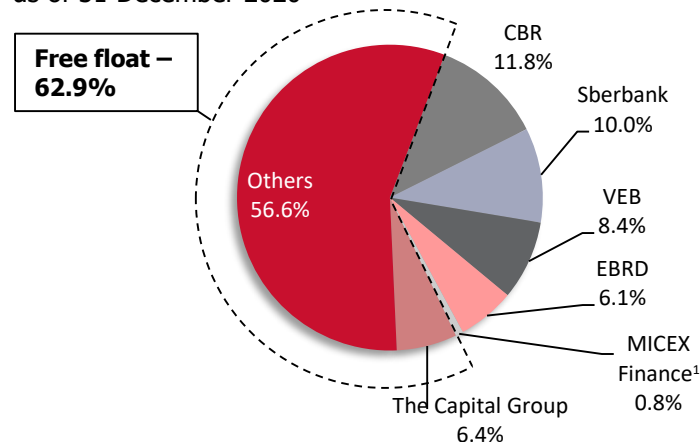
Supervisory Board members		Strategic Planning	Audit	Nomination and Remuneration	Technical Policy <sup>2</sup>	Risk Management
	<b>Valery Goreglyad</b> Chief Auditor at the Bank of Russia					✓
	<b>Vadim Kulik – Deputy Chairman</b> Deputy President – Deputy Chair of the Management Board at VTB Bank				Chair	Chair
	<b>Sergey Lykov</b> Chief Trustee at VEB.RF					✓
	<b>Bella Zlatkis</b> Deputy Chair of the Executive Board at Sberbank of Russia					
	<b>Ramon Adarraga</b> Independent consultant	Chair	✓			
	<b>Paul Bodart</b> Independent member of the Board of Directors at Belfius Bank S.A	✓	Chair			
	<b>Dmitry Ereemeev</b> President at FIX	✓			✓	
	<b>Maria Gordon</b> BoD Chair at Detsky Mir, Independent Director at ALROSA and Polyus		✓	✓		
	<b>Oskar Hartmann</b> President of Hartmann Holdings	✓				
	<b>Alexander Izosimov</b> Director General, member of the Management Board at M.Video			Chair		
	<b>Maxim Krasnykh</b> Global COO at Gett	✓		✓	✓	
	<b>Oleg Viyugin – Chairman</b> Professor at HSE University	✓		✓		

\* Independent directors

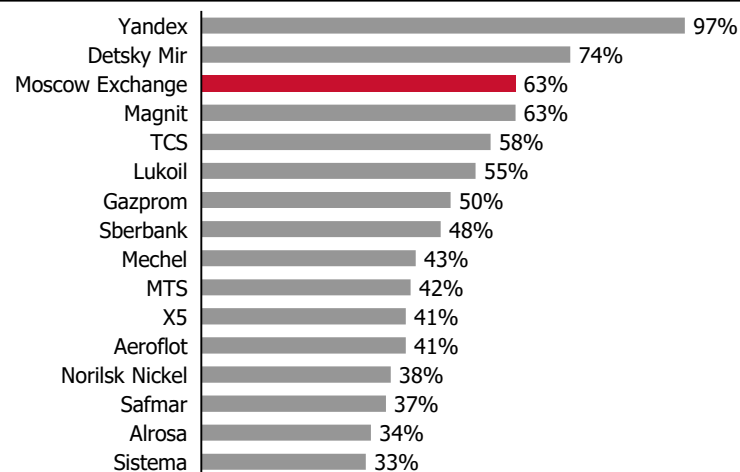
# Dispersed ownership with one of the **highest free-floats** in Russia

## Dispersed ownership with no controlling shareholder...

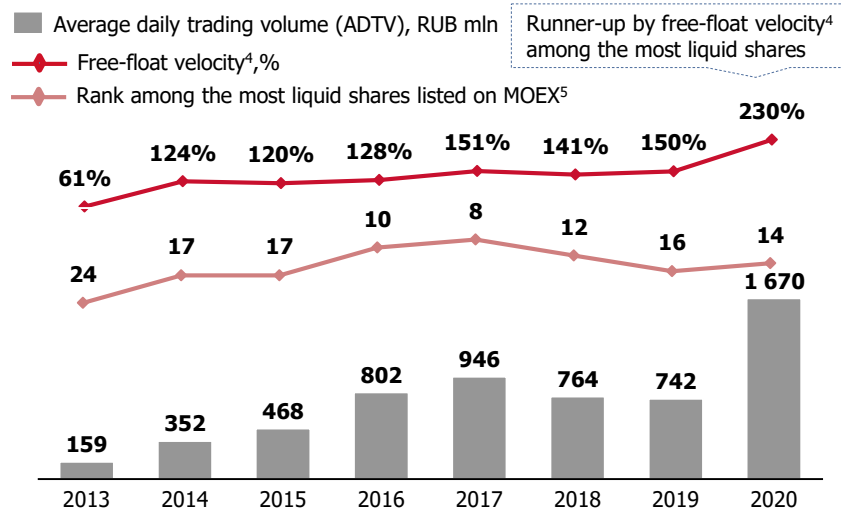
as of 31 December 2020



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



## Growing liquidity of MOEX shares³



## 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 2016-2020
  - ✓ IR activities in Russia, the UK, Europe, Asia and the US to maintain dialogue with overseas investors
  - ✓ IR awards in Russia in 2014-2017

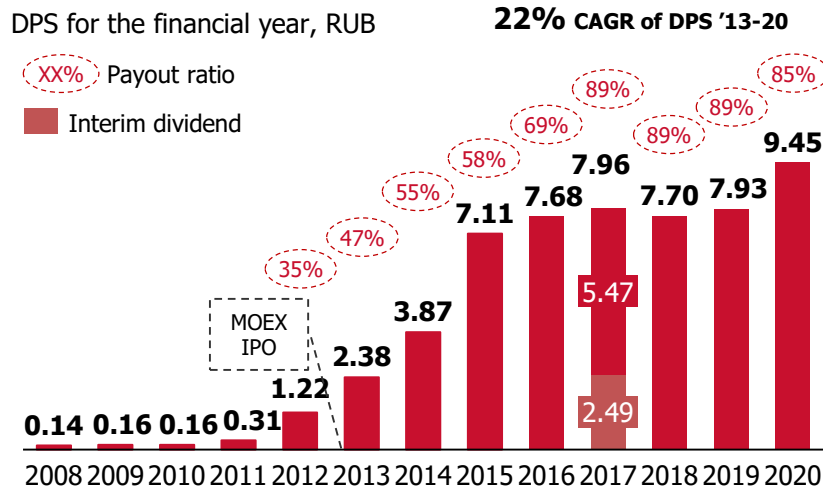


**MOSCOW EXCHANGE**

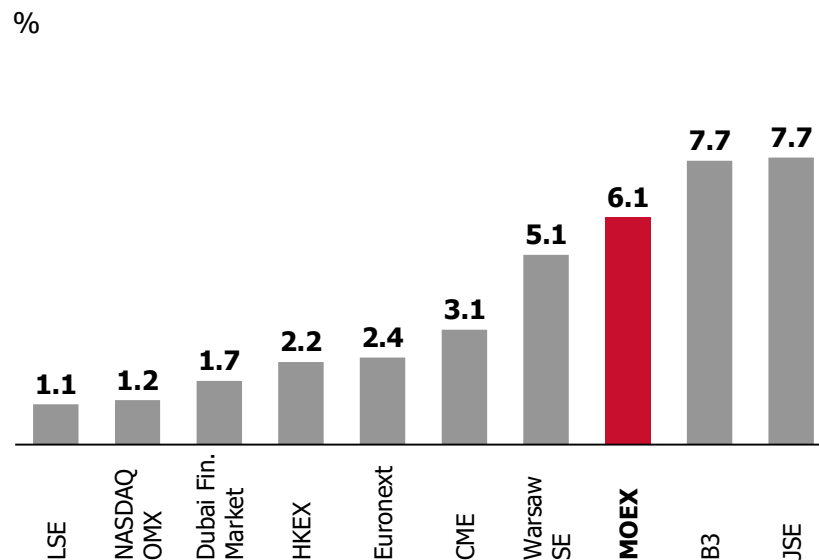
1 100% owned subsidiary of the Moscow Exchange  
 2 Free-float ranking of locally registered Russian companies included in the MOEX Index (as of 13.07.2021); Company data  
 3 Trading volumes in the main trading mode (T0, T+2)  
 4 Calculated as annual trading volume divided by average market capitalization of the free-float  
 5 The ranking includes ordinary and preferred shares

# The established dividend story continues

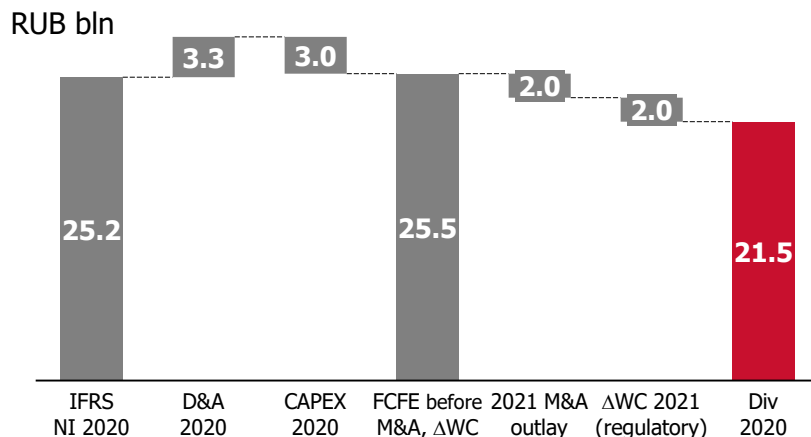
## History of dividend growth



## Dividend yields of MOEX and exchange peers, 2021E<sup>1</sup>



## 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 2020 a DPS of RUB 7.93 for 2019, which amounts to 89% of the consolidated IFRS net profit for the year, was paid out
- In 2021 a DPS of RUB 9.45 for 2020, which amounts to 85% of the consolidated IFRS net profit for the year, was paid out



**MOSCOW EXCHANGE**

Sources: Bloomberg, Moscow Exchange

<sup>1</sup> Bloomberg data as of 30 June 2021, for Warsaw SE data as of 01 June 2021

# Overview of KPIs and incentives

## Highlights of delivery across 2020 KPI areas

### Financial performance

- F&C income growth
- Positive operating jaws b/w F&C and OPEX excl. provisions
- OPEX excl. D&A and provisions to F&C income ratio down

### Infrastructure quality

- 99.99% MOEX systems' up-time
- Cybersecurity improvements
- Further reduce operational risk, incl. IT and compliance upgrades

### New products and services

- Evening trading session on Equities Market
- Preparations for morning trading session on FX and Derivatives

## 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 18 mln treasury shares => no new issuance, no dilution required



**1** Business overview

**2** Corporate governance and dividends



Market position and competitive strategy

**4** Financial track record

**5** 2Q 2021 update



# MOEX product offering vs other exchanges

Exchange	Country	Traded asset classes & service offerings								Post-trade	
		Equity	Bonds	Derivatives	Repo	FX	Cmdty	Listing	Market Data	Clearing	Depository
HKEx	Hong Kong	√√	√	√√	√	×	×	√√	√	√√	√
Deutsche Boerse	Germany	√√	√	√√	√√	√	×	√	√√	√√	√√
ICE&NYSE	USA	√√	√	√√	×	×	×	√√	√√	√	×
B3	Brazil	√√	√√	√√	√	√	√	√	√	√√	√√
LSE	UK	√√	√√	√	×	×	×	√√	√√	√√	×
SGX	Singapore	√√	√	√√	×	×	√	√√	√	√	√
JPX	Japan	√√	√	√√	√	×	×	√√	√√	√√	×
<b>MOEX</b>	<b>Russia</b>	√√	√√	√√	√√	√√	√	√	√	√√	√√
BME	Spain	√√	√√	√	√	×	×	√√	√√	√√	√√
JSE	South Africa	√√	√√	√	√	×	×	√√	√	√√	×

× absence    √ presence    √√ strong business

# Leading positions in a global context in 2020

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

Rank	Exchange	Country	Trading vol. (USD bln)	Incl. REPOs
1	BME	Spain	5,313	✓
<b>2</b>	<b>Moscow Exchange</b>	<b>Russia</b>	<b>3,403</b>	<b>✓</b>
3	Johannesburg SE	South Africa	2,044	✓
4	Korea Exchange	Korea	1,823	×
5	Shanghai SE	China	1,670	×
6	Shenzhen SE	China	1,242	×
7	Tel-Aviv Stock Exchange	Israel	288	×
8	LSE Group	UK	242	×
9	Bolsa de Valores de Colombia	Colombia	231	×
10	Taipei Exchange	Taiwan	225	✓

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

Rank	Exchange	Country	Contracts traded (mln)
1	NSE India	India	8,850
2	B3	Brazil	6,598
3	CME Group	USA	4,820
4	Nasdaq	USA	2,667
5	CBOE	USA	2,614
6	ICE&NYSE	USA	2,519
7	Dalian Comm. Exchange	China	2,207
8	Korea Exchange	Korea	2,178
<b>9</b>	<b>Moscow Exchange</b>	<b>Russia</b>	<b>2,120</b>
10	Shanghai Futures Exchange	China	2,103

## Among top 25 exchanges by equity trading volumes globally<sup>3</sup>

Rank	Exchange	Country	Mkt Cap (USD bln)	Listed companies	Trading vol. (USD bln)
1	ICE&NYSE	USA	26,233	2,873	26,177
2	Nasdaq	USA	21,171	4,004	25,955
3	CBOE	USA	na	Na	20,616
4	Shenzhen SE	China	5,238	2,354	17,783
5	Shanghai SE	China	6,976	1,800	12,178
6	Japan Exchange	Japan	6,718	3,758	6,156
7	Korea Exchange	Korea	2,176	2,340	4,852
8	HKEx	Hong Kong	6,130	2,538	3,144
9	Euronext	EU	5,444	1,493	2,505
...	...	...	...	...	...
<b>25</b>	<b>Moscow Exchange</b>	<b>Russia</b>	<b>695</b>	<b>270</b>	<b>310</b>

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

Rank	Exchange	Country	Mkt Cap (USD bln)
1	HKEx	Hong Kong	69.5
2	CME	USA	65.4
3	ICE&NYSE	USA	64.7
4	LSE Group	UK	43.2
5	Deutsche Boerse	Germany	32.5
6	B3	Brazil	24.7
7	Nasdaq	USA	21.8
8	Japan Exchange	Japan	13.7
9	ASX	Australia	10.7
10	CBOE	USA	10.1
11	Euronext	EU	7.7
12	SGX	Singapore	7.5
13	TMX Group	Canada	5.6
<b>14</b>	<b>Moscow Exchange</b>	<b>Russia</b>	<b>4.9</b>

Sources: Moscow Exchange, WFE as of 28 January 2021, Bloomberg

1. Due to different methodologies applied, data on fixed income trading may not be directly comparable among exchanges. Data for 2020, except Bolsa de Valores de Colombia (11M2020)
2. Data for 2020. MOEX ranking, incl. combined indicators for Nasdaq (incl. Nasdaq-US and Nasdaq Nordic and Baltics), CBOE (incl. Cboe Global Markets and Cboe Europe), ICE & NYSE (incl. NYSE, ICE Futures Europe, ICE Futures US)
3. Top equity trading exchanges are ranked by EOB trading volume. Number of listed companies on NYSE as of October 2020. MOEX ranking, incl. combined indicators for Nasdaq (incl. Nasdaq-US and Nasdaq Nordic and Baltics) and CBOE (incl. Cboe Global Markets and Cboe Europe), excl. Lusaka SE. Data for 2020
4. Market capitalization of public exchanges based on Bloomberg data as of 31 December 2020

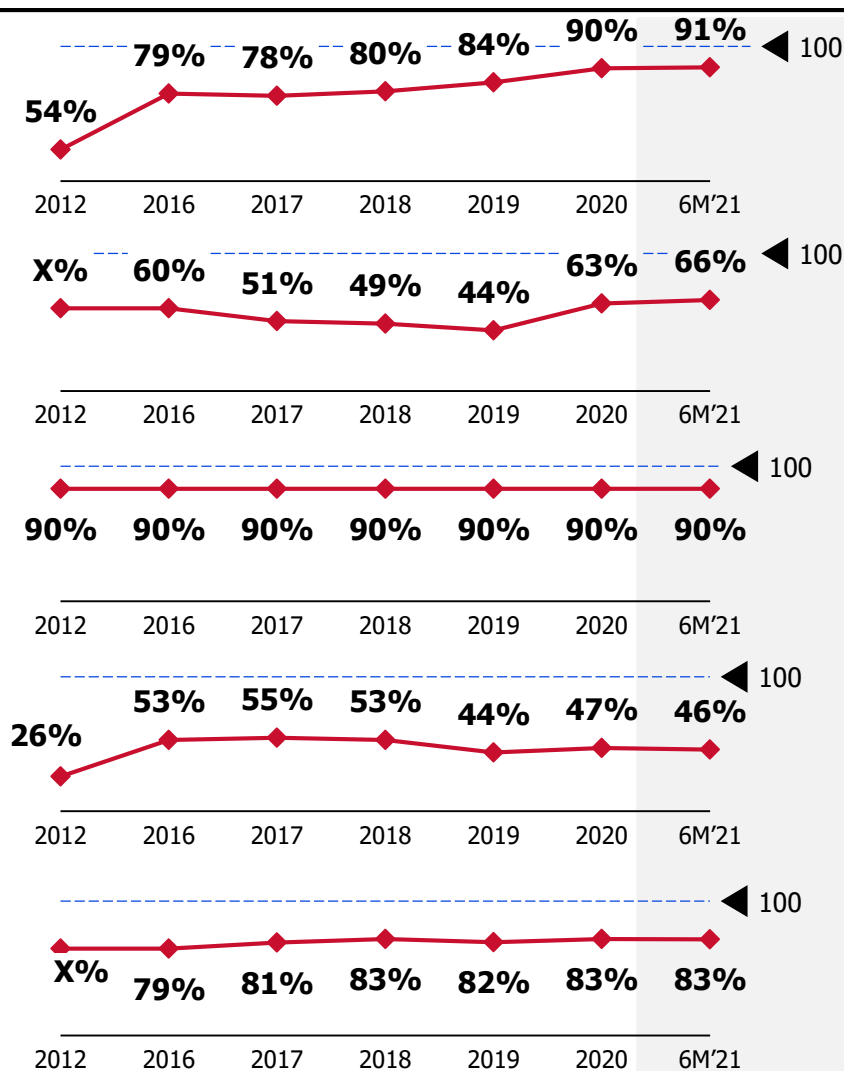


**MOSCOW  
EXCHANGE**

# High and increasing market share versus OTC trading



Share on the local market

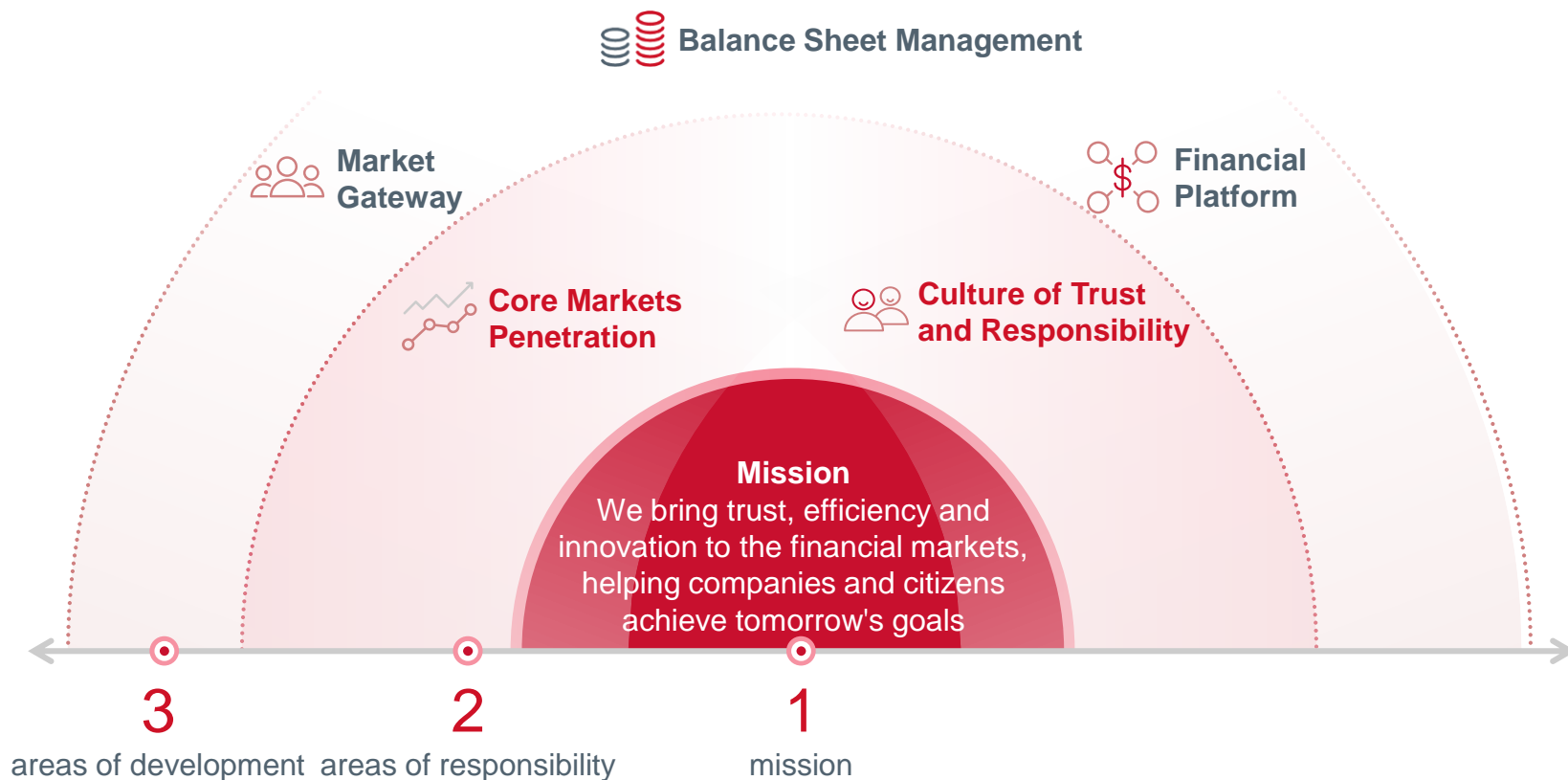


↑ +37 p.p.

↑ +20 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 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



## Market Gateway

- Financial products Marketplace
- Investment Marketplace

+3-4% in aggregate

~10% per annum in total



# NTPro acquisition profile

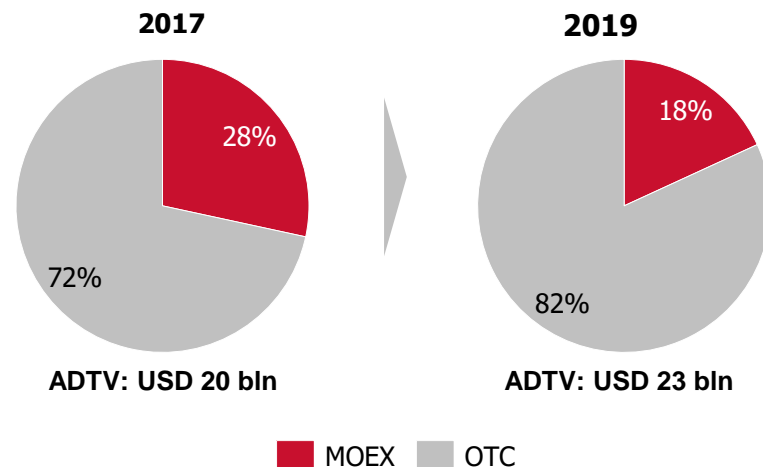
## What is the structure of the deal?

- 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 25% stake. Further consolidation depends on NTPro's performance;
- The entire deal might take up to 3 years. The final price is also conditional.

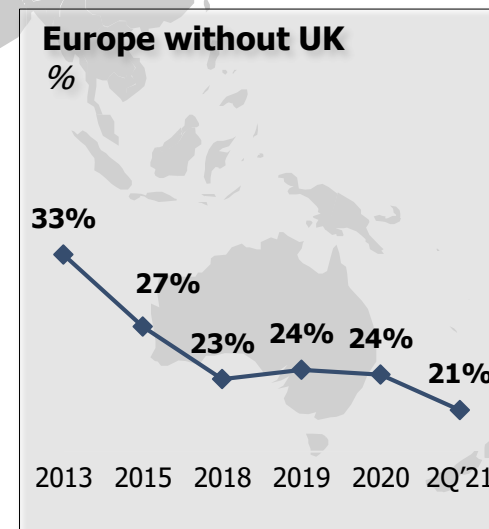
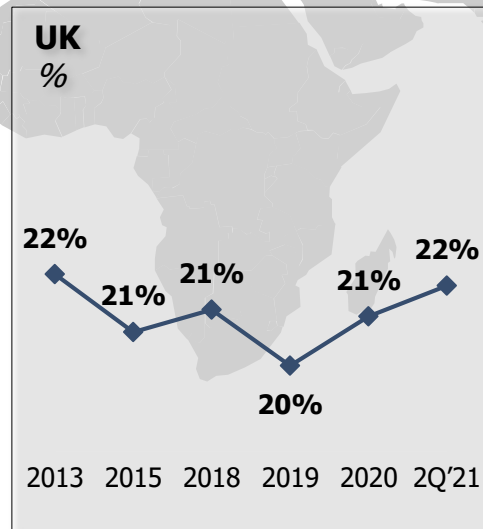
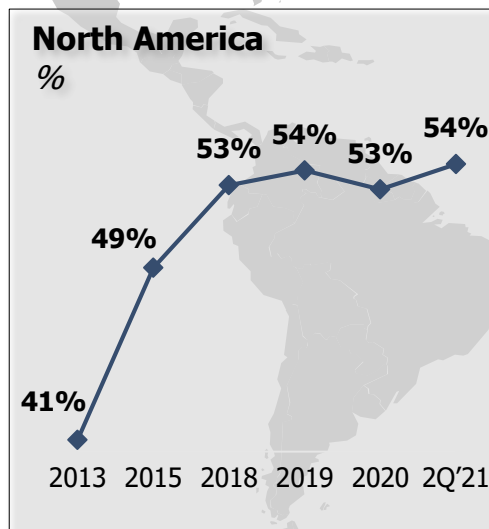
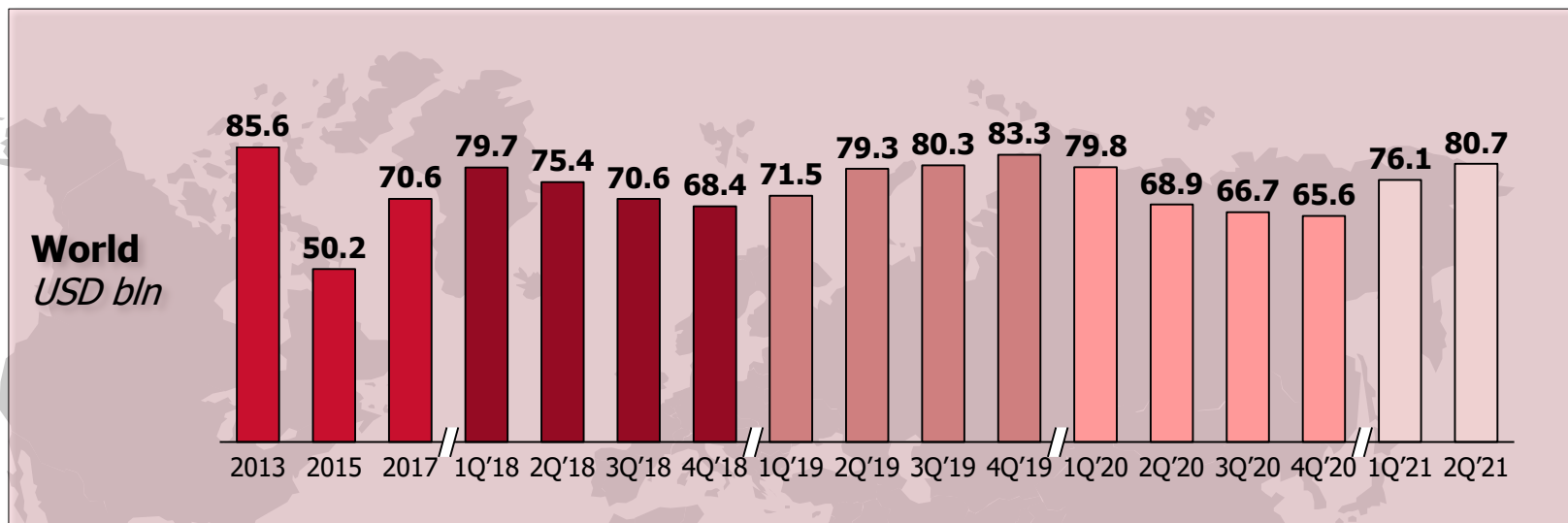
## Deal rationale

- 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



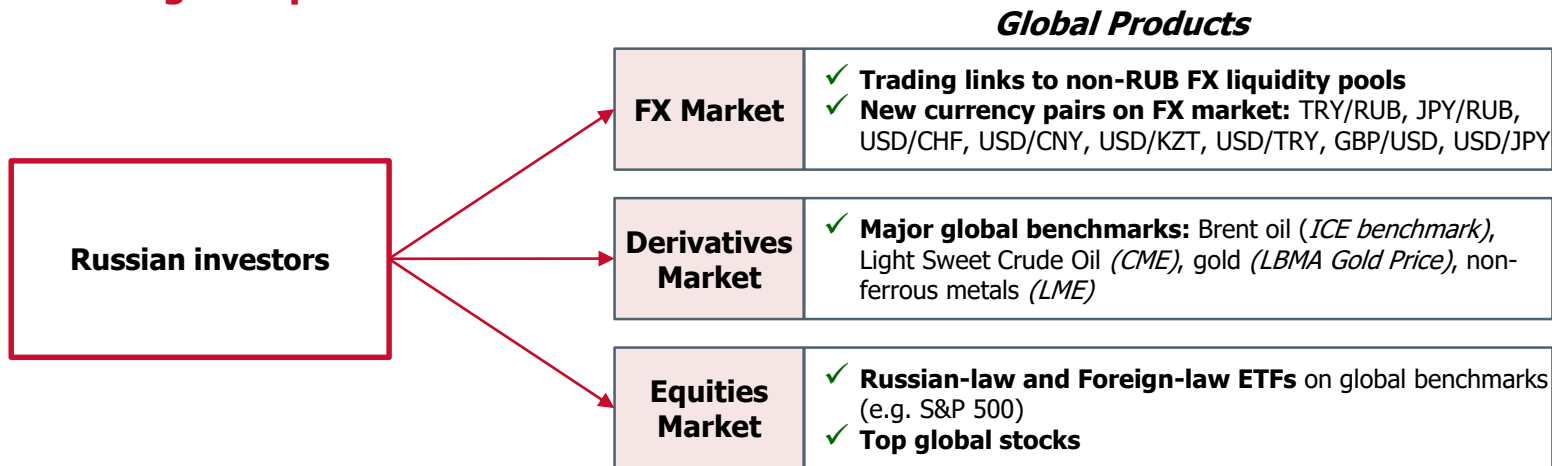
# Reported international funds' holdings of Russian equities



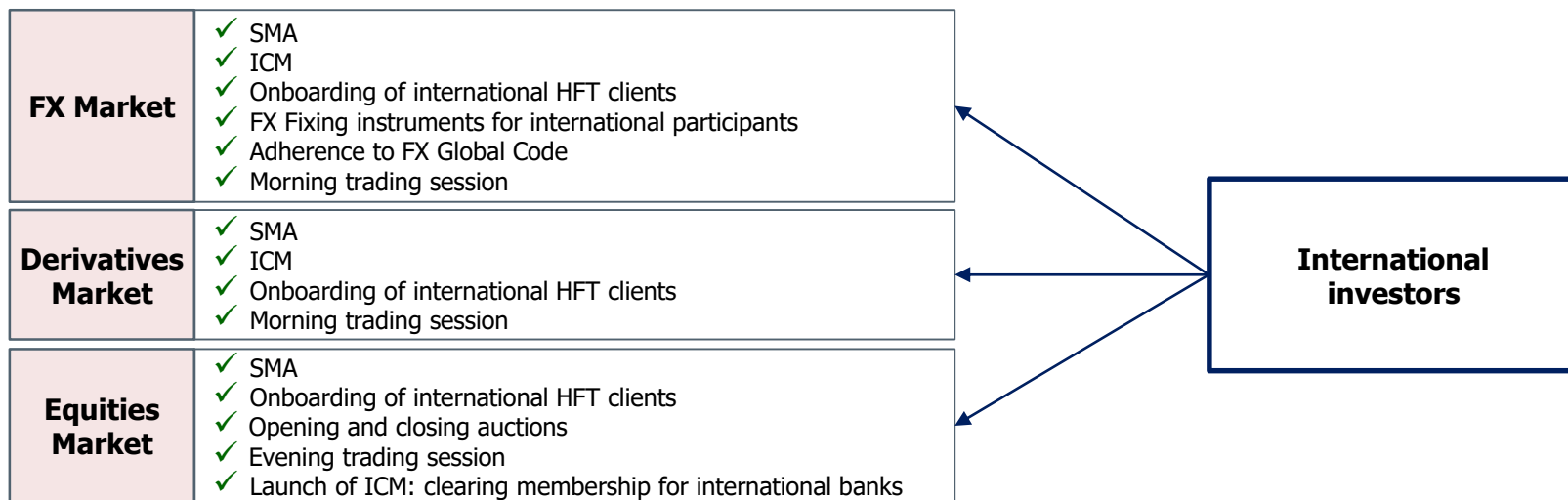
◆ - share in total holdings

# Global products and international investors

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



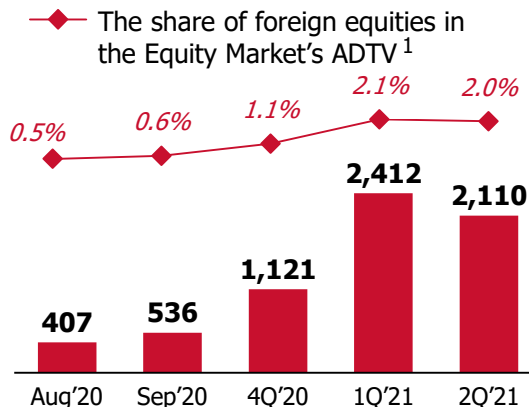
... and **Russian products to international investors**



# Diversification opportunities: foreign securities on MOEX

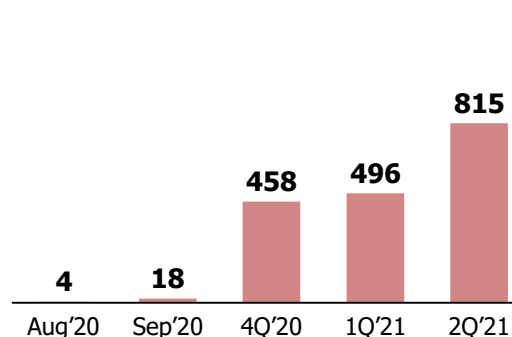
## Foreign equities

ADTV in the Equity Market, RUB mln

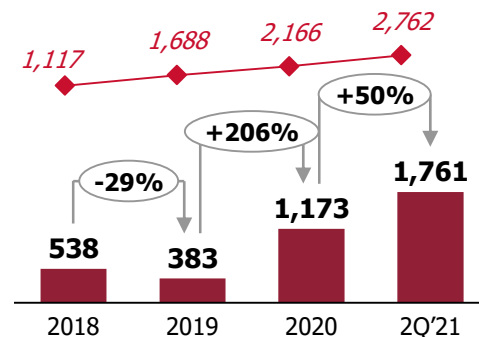


Value held in custody at NSD, RUB bln (e-o-p)

ADTV in the Money Market (repo), RUB mln

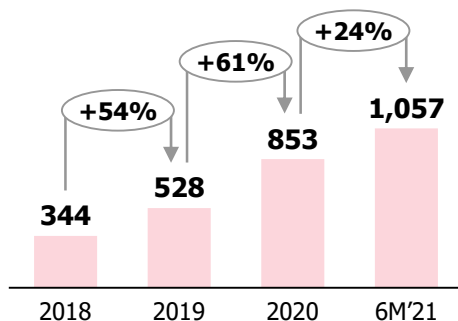


◆ Number of foreign equity issues held in custody at NSD



## Eurobonds

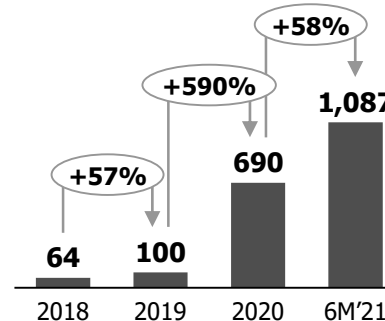
ADTV<sup>2</sup>, RUB mln



## Russian-law & Foreign-law ETFs on global benchmarks

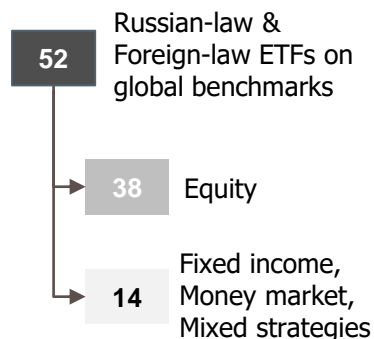
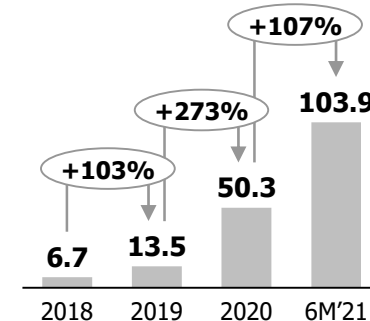
52 ETFs on global benchmarks

ADTV<sup>2</sup>, RUB mln



38 ETFs on global equity benchmarks

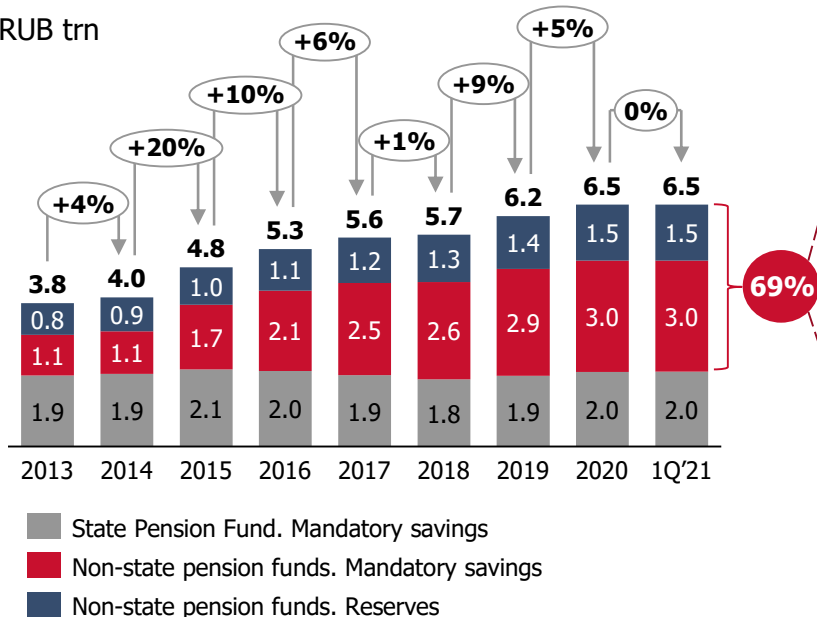
Net Asset Value (NAV), RUB bln



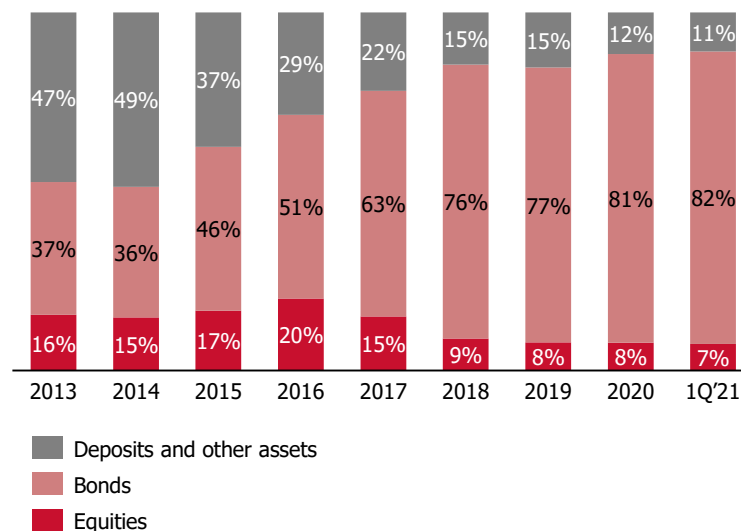
# Local institutional investors: the potential of pension funds

## Pension assets in Russia

RUB trn



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



## Key highlights of the pension reform

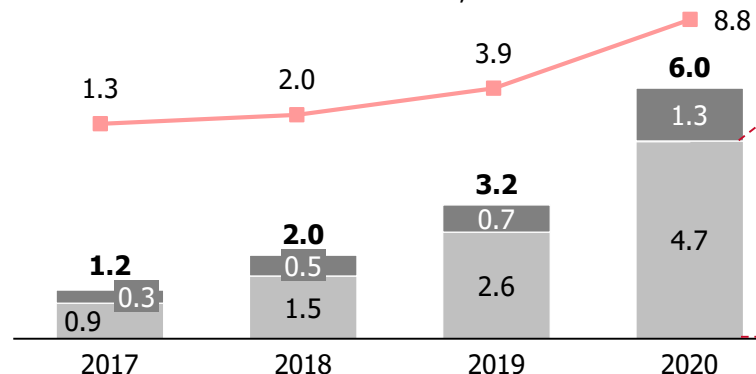
- Bank of Russia became a regulator of the pension system in 2013
- Adopted changes in non-state pension fund regulation:
  - “One year non-loss” rule was abolished
  - Investment horizon of NPFs was extended to 5 years
  - Customers are now incentivized to stay with the fund for not less than 5 years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



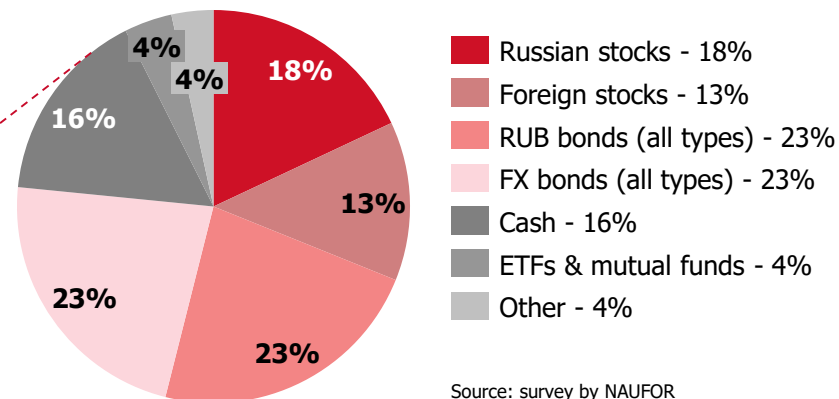
# Local retail investors: ongoing growth

## Retail investment dynamics (values by NAUFOR)

- Value of holdings in IIAs & managed accounts<sup>1</sup>, RUB trn
- Value of holdings in brokerage accounts (ex. IIAs)<sup>1</sup>, RUB trn
- Number of retail clients on MOEX, mln

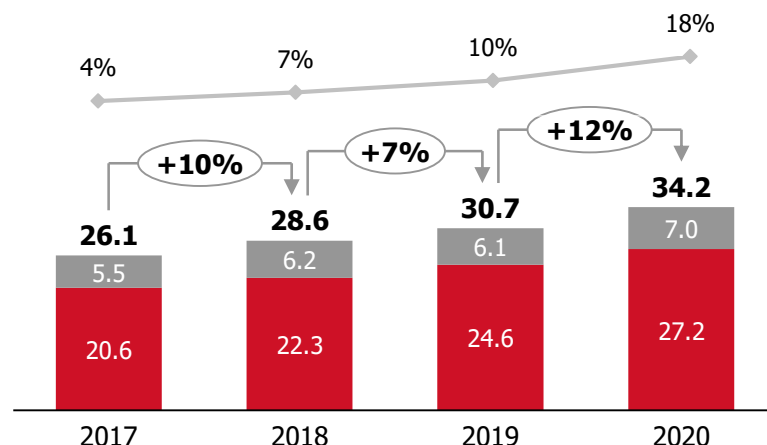


## FY'20 retail brokerage accounts (ex. IIAs) ownership



## Bank deposits of retail investors

- FX
- RUB
- Securities/deposits



Source: CBR, NAUFOR, Moscow Exchange calculations

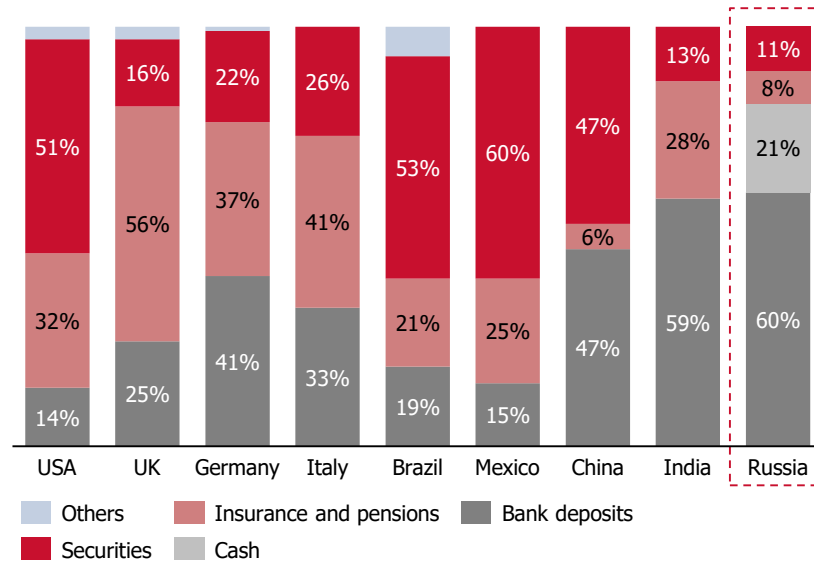
## Comments

- Self-managed retail holdings in Russian stocks are RUB 0.94 trn as per NAUFOR data, or 1.8%<sup>2</sup> of the Russian equity MCap at FY'20.
- Estimated<sup>2</sup> net inflow of self-managed retail investors' funds in Russian stocks in 2020 was RUB 207.5 bln or USD 2.8 bln ( $\Delta$ value of holdings adjusted for cap. gains and dividends).
- The value of retail investors' holdings constitutes 18% of retail banking deposits as of end-2020.
- Top-3 asset classes held by retail brokerage accounts are: 46% bonds (all types), 32% stocks (local+foreign), 16% cash.
- Banking deposits added 12% YoY in 2020 despite accelerated growth of investments in securities, indicating further potential for conversion.

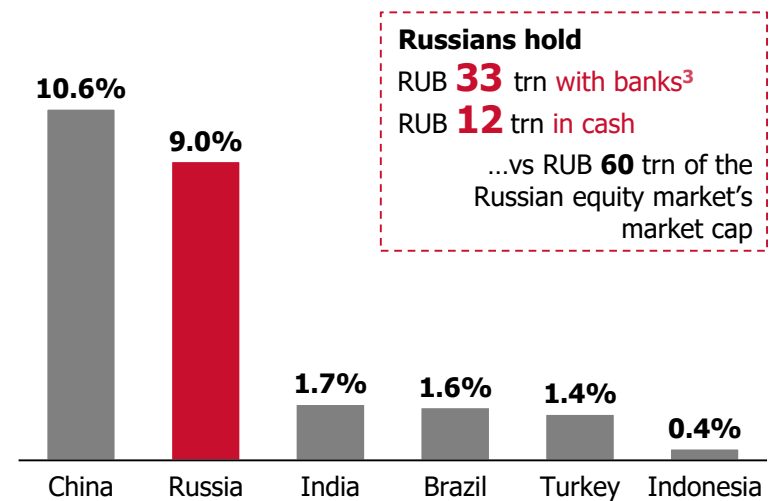


# Retail money: aiming to grow the culture of investing

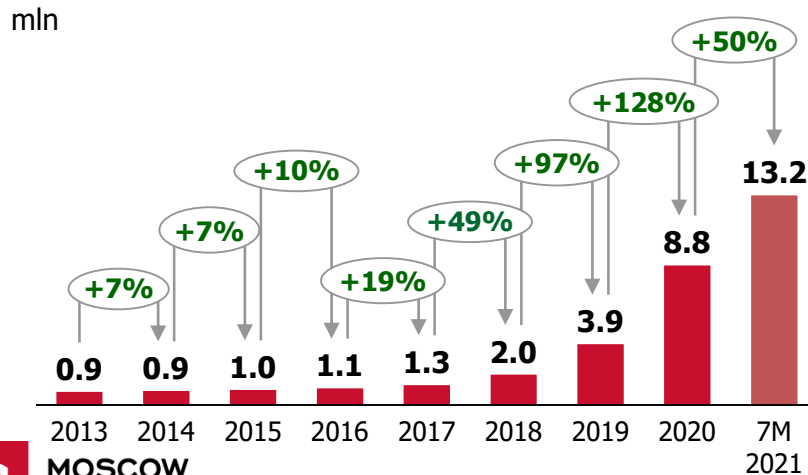
## Russians hold majority of savings in banks and cash<sup>1</sup>



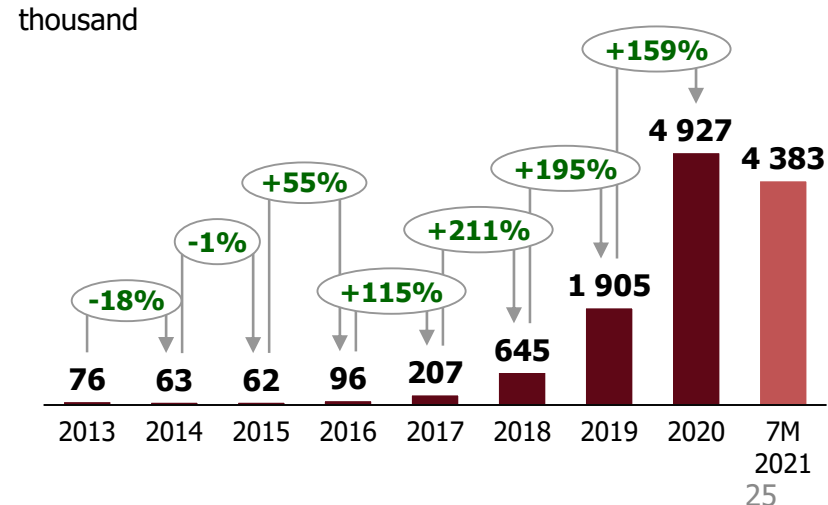
## Unique retail clients as % of population<sup>2</sup>



## Number of unique retail clients



## New retail clients (net)



Sources: World Bank, Allianz, CBR, Moscow Exchange

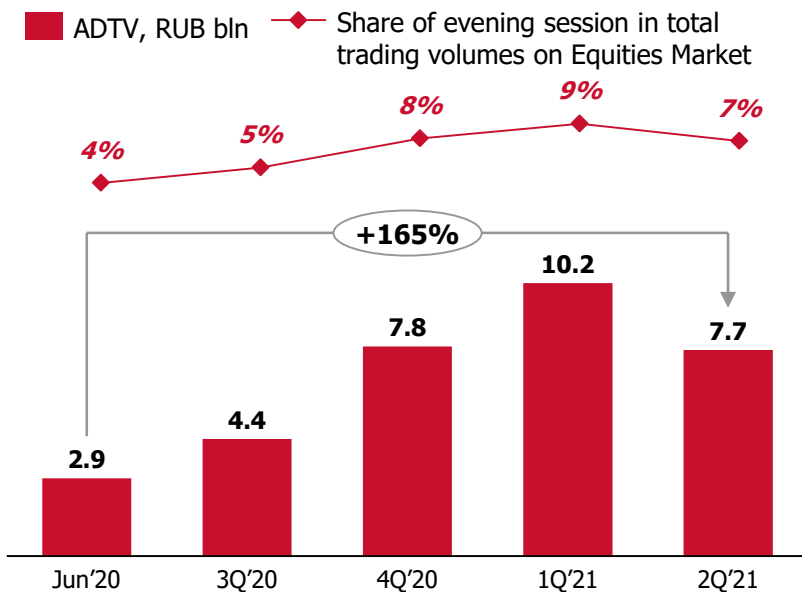
1 As of the end of 2018, Russia - 2020

2 Russia - 2021, Turkey - 2018, Indonesia, Brazil - 2021, China - as of 2019 beginning

3 Excluding real estate escrow accounts

# The extension of trading hours: morning & evening sessions

## Evening trading session on Equities Market



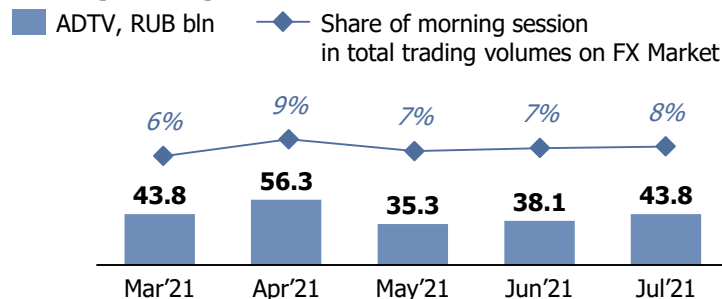
### Record-high share of retail investors in trading volumes:

- **63%** during after-hours vs 40% of the overall Equities Market ADTV
- Every 5<sup>th</sup> client uses the opportunity to trade during the after-hours on the Equities Market

## Morning trading session on Derivatives and FX Markets

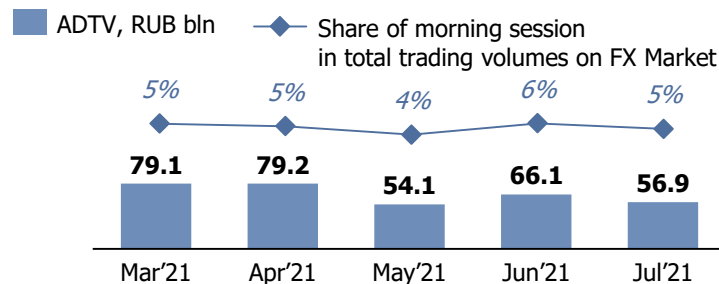
**7:00 - 10:00 morning trading session** (launched Mar 1, 2021)  
**10:00 - 19:00 main trading session**  
**19:00 - 23:50 evening trading session**

### Morning trading session on Derivatives Market:



- **Retail investors'** share in trading volumes: **59%** during the morning session vs 44% of the overall volumes on Derivatives Market

### Morning trading session on FX Market:



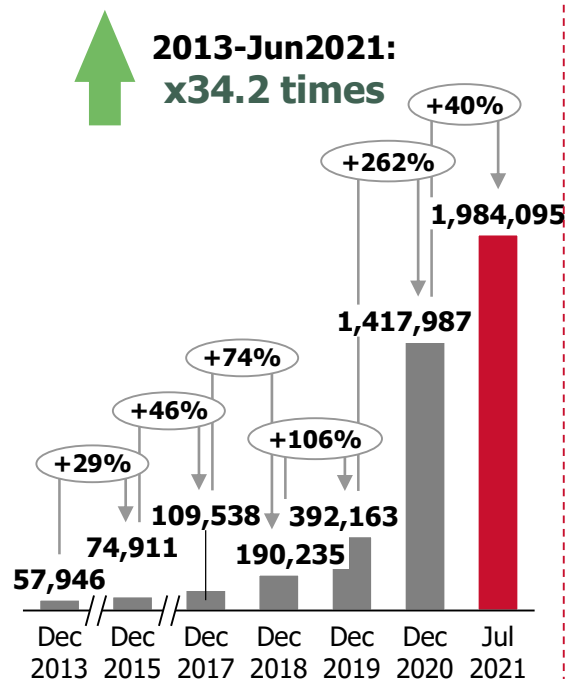
- **Retail investors'** share in trading volumes: **12%** during the morning session vs 5% of the overall volumes on FX Market



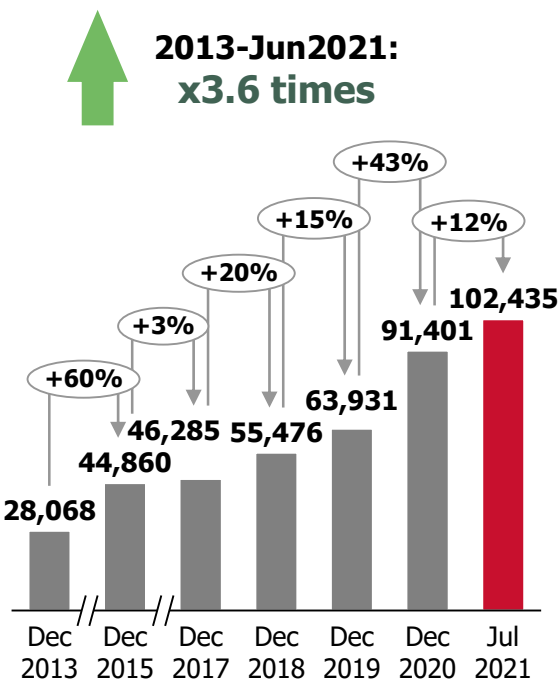
# Retail clients: a growing segment of the Russian financial market

## Number of active retail client accounts

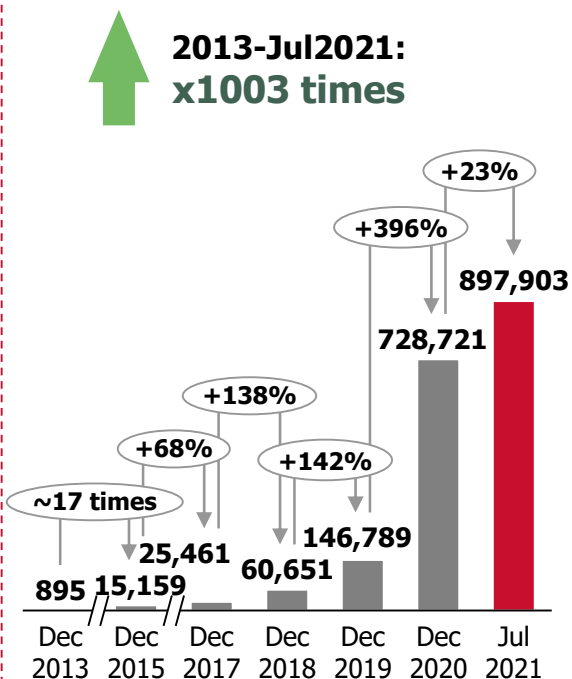
### Equities Market



### Derivatives Market



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



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

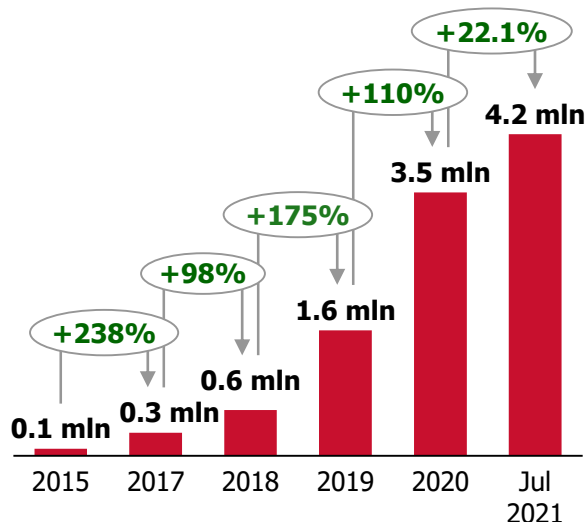
- Introduction of tax-advantaged **individual investment accounts (IIAs)** for private investors since 2015
- **IIAs turned even more relevant** in 2021, when bond coupons and interest on deposit (principal > RUB 1mln) became taxable
- **Tax exemption** on capital gains on securities held for 3+ years (up to RUB 9 mln for securities purchased after 1 Jan 2014)
- Retail investors can **remotely open a brokerage account**. It is particularly important in Russia's far-flung regions.



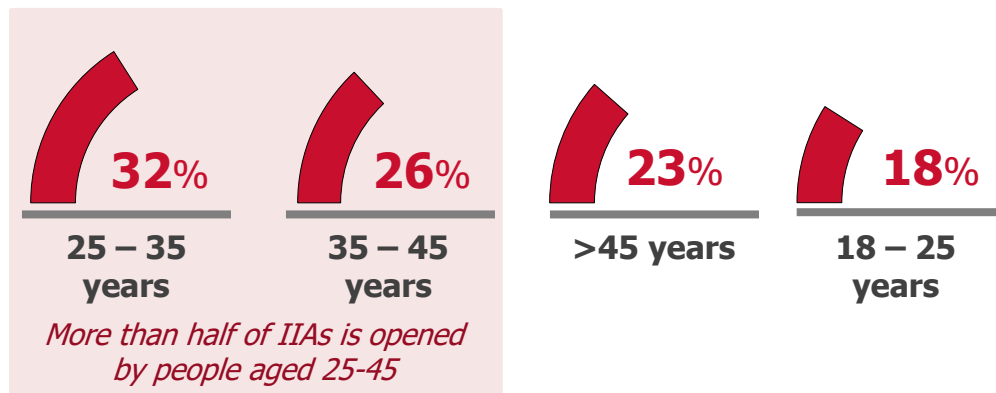
# Individual Investment Accounts (IIA) in detail

## Individual Investment Accounts (IIA)

Cumulative, accounts



## IIA owners by age

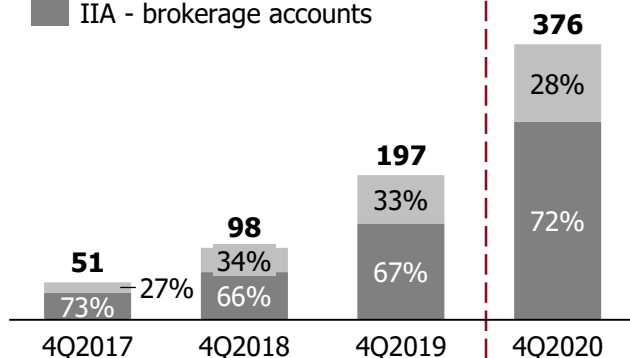


- Top regions by the number of IIA are **Moscow (11%)**, **Moscow region (6%)** and **St. Petersburg (5%)**
- **More than 75%** of IIA are opened in **other regions of Russia**

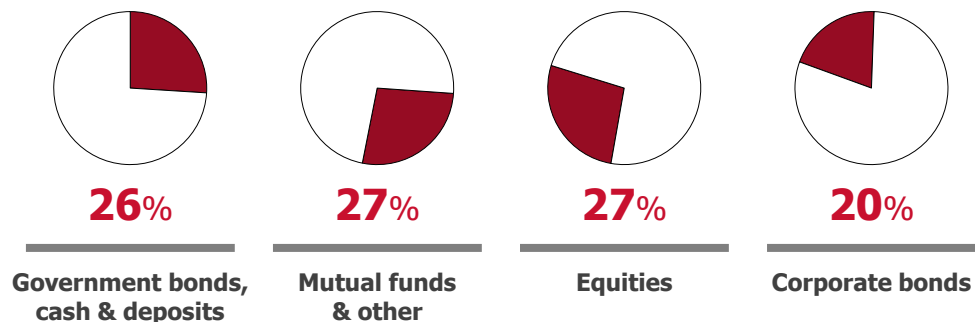
## Assets held on IIA

RUB bln

- IIA - managed accounts
- IIA - brokerage accounts



## Structure of assets on IIA



# MOEX Marketplace: Finuslugi\* online platform



Deposits	Insurance	Loans	Investment products
✓ Trial launch (Sep'20)	✓ Added in Nov'20	✓ Unsecured loans	✓ OFZ-N
✓ Commercial launch (Oct'20)	✓ 16 insurance co's (Jul'21)	✓ Other types	✓ Other types
✓ 10 banks connected via API (Aug'21)	✓ OSAGO **		
✓ Long-term deposits	✓ KASKO ***		
✓ Short-term deposits	✓ Other types		

## Customer journey stages & corresponding solutions provided by MOEX

- (1) Websites of financial services aggregators work as rebroadcasting interfaces. **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 physical identification offline with a courier, then KYC stage. Pending legislation on biometric identification.
- (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.

\* Russian name "Финуслуги" translates as Financial services  
\*\* Compulsory motor insurance act  
\*\*\* Comprehensive coverage insurance act

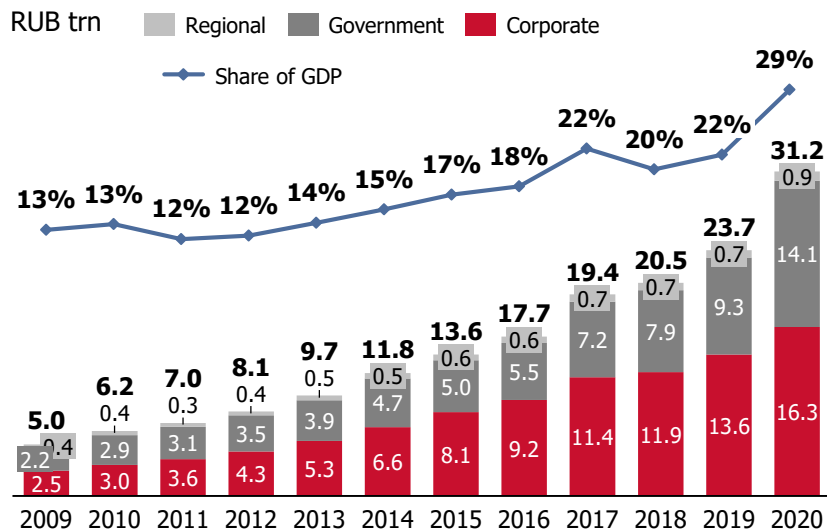
### Abbreviations:

FTR – Financial Transactions Registrar at NSD  
FPS – CBR's Faster Payments System  
DIA – State Deposit Insurance Agency

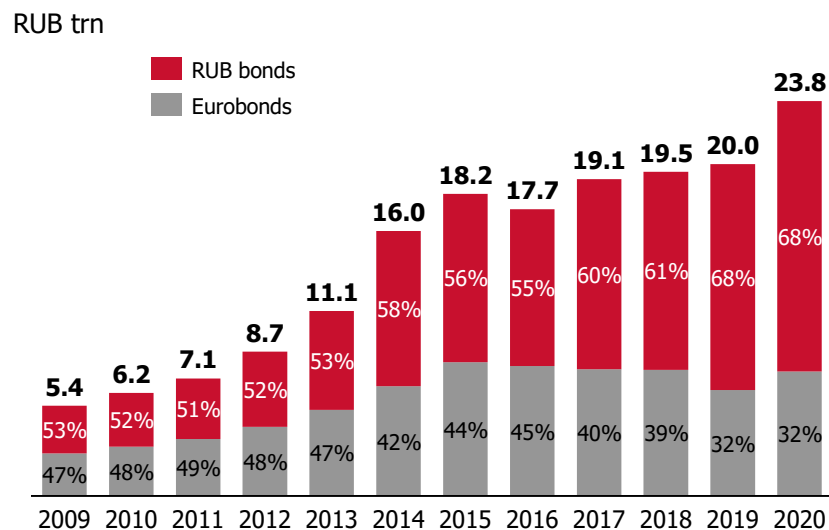


# Bond market – why we are strong believers

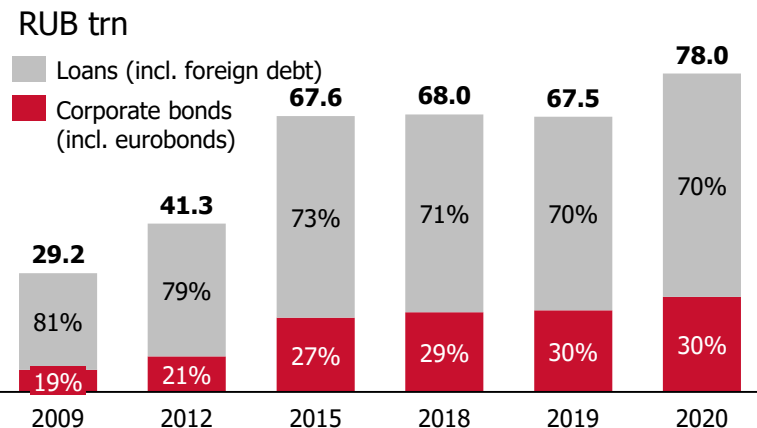
## Growth of outstanding local bonds



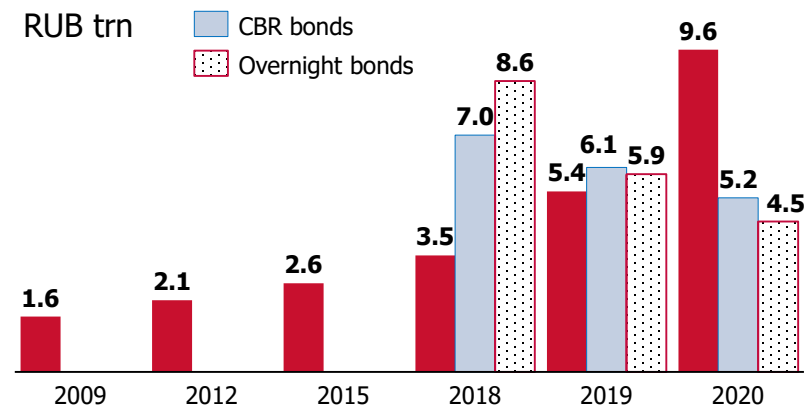
## Local bonds vs Eurobonds of Russian corporates<sup>1</sup>



## Corporate loans vs corporate bonds in Russia



## Bond primary market trading volume



# Trend of local placements continued

## Capital raisings on MOEX

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
Detsky Mir	November 2019	SPO	15.9
Gazprom	November 2019	SPO	187.7
<b>2019 Total</b>			<b>455.4</b>
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
HeadHunter	September 2020	Listing	
Sovcomflot	October 2020	IPO	42.9
Aeroflot	October 2020	SPO	80.0
Globaltrans	October 2020	Listing	
Samolet	October 2020	IPO	2.9
MD Medical Group	November 2020	Listing	
Ozon ( <i>dual</i> )	November 2020	IPO	75.0
O`Key Group	December 2020	Listing	
<b>2020 Total</b>			<b>260.4</b>
Fix Price ( <i>dual</i> )	March 2021	IPO	129.2
M.Video-Eldorado Group	March 2021	SPO	17.6
Segezha Group	April 2021	IPO	30.0
Etalon Group	May 2021	SPO	11.2
HMS Group	May 2021	Listing	
Credit Bank of Moscow	May 2021	SPO	22.7
Beluga Group	June 2021	SPO	5.6
EMC Group	July 2021	IPO	37.1
<b>2021YTD Total</b>			<b>253.4</b>



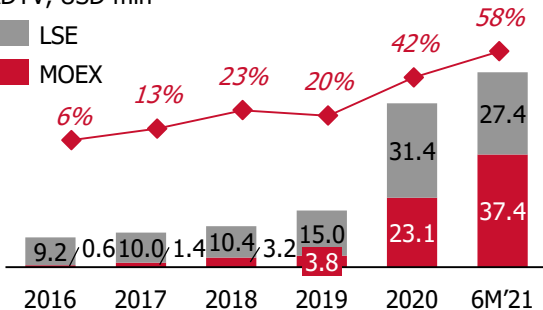
# MOEX listings of Russian companies incorporated abroad

- **17 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
- POLY, YNDX, FIVE, TCS, MAIL, HHRU were **included in the MOEX Russia Index**
- Polymetal and Yandex stocks & depositary receipts of X5 Retail Group and Mail.ru were **added to the MSCI Russia Index**
- These companies' share in total Equities Market volumes amounted to **12%** in 6M'21

◆ MOEX share in Average Daily Trading Volumes (ADTV)

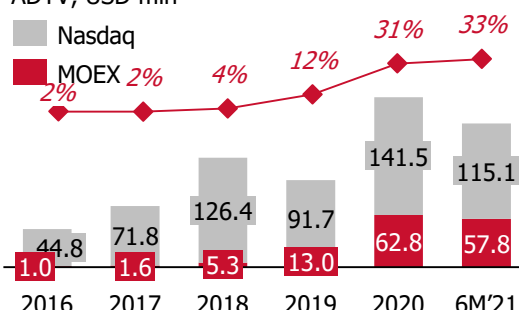
## Polymetal

ADTV, USD mln



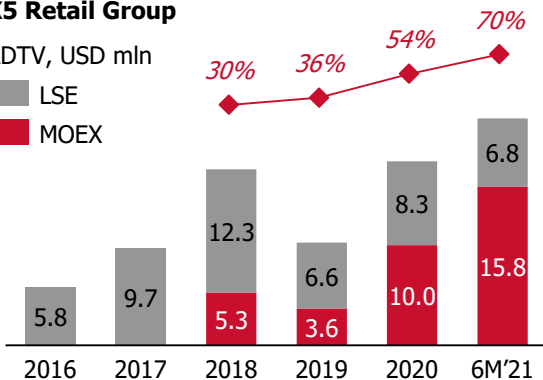
## Yandex

ADTV, USD mln



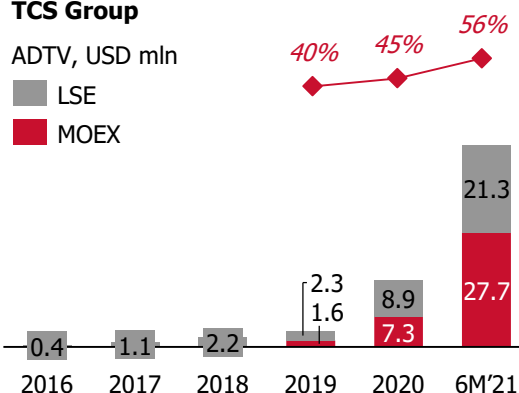
## X5 Retail Group

ADTV, USD mln



## TCS Group

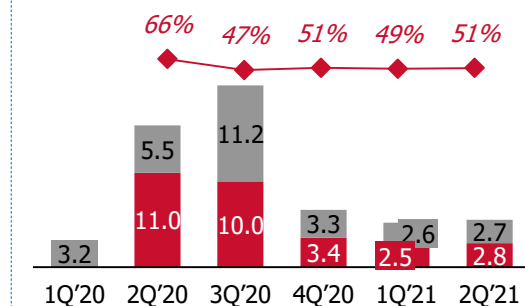
ADTV, USD mln



*An immediate boost to newcomers*

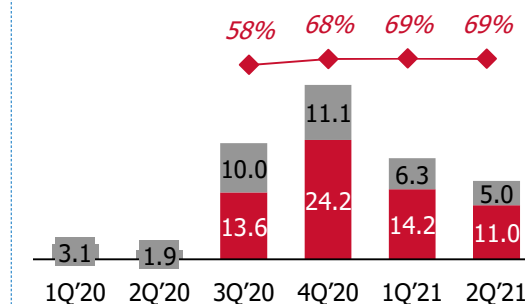
## Petropavlovsk – listing on 25 Jun 2020

ADTV, USD mln



## Mail.ru – listing on 2 Jul 2020

ADTV, USD mln



**MOSCOW EXCHANGE**

Source: Bloomberg as of 05.07.2021 for LSE on-book and Nasdaq volumes, Moscow Exchange data incl. evening trading session

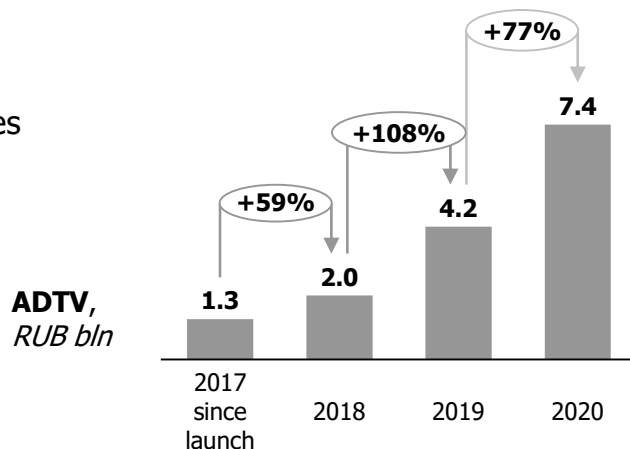


# Corporates on the FX and Money Markets

## Direct access to the FX Market

Launched in 2017

**44** corporates



## Key features



Unified sales channel



Wide range of treasury products



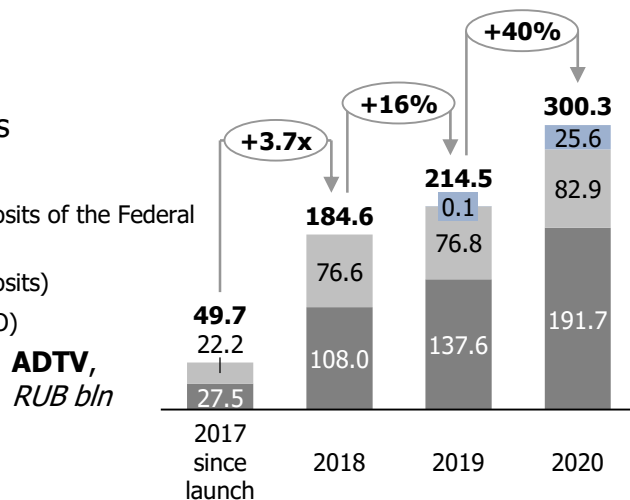
Unbundled trading, clearing and settlement services

## Deposits with the CCP for corporates

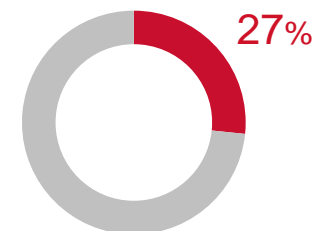
Launched in 2017

**139** corporates

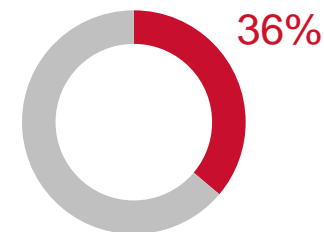
- GCC (REPO - Deposits of the Federal Treasury)
- GCC (REPO - Deposits)
- GCC (REPO - REPO)



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



► Share of deposits in total volume of GCC REPO



**MOSCOW EXCHANGE**

Source: Moscow Exchange

# MOEX OTC platforms and solutions

## OTC bond platform

**2530** bonds (locals and Eurobonds)  
Integration with NSD/NCC

**75 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, USD/CNY,  
USD/JPY, USD/TRY

**> 100 participants, 4 liquidity providers**

Consistent ADTV of **USD 100 mln**

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

## Standardized OTC derivatives market

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

**51 participants**

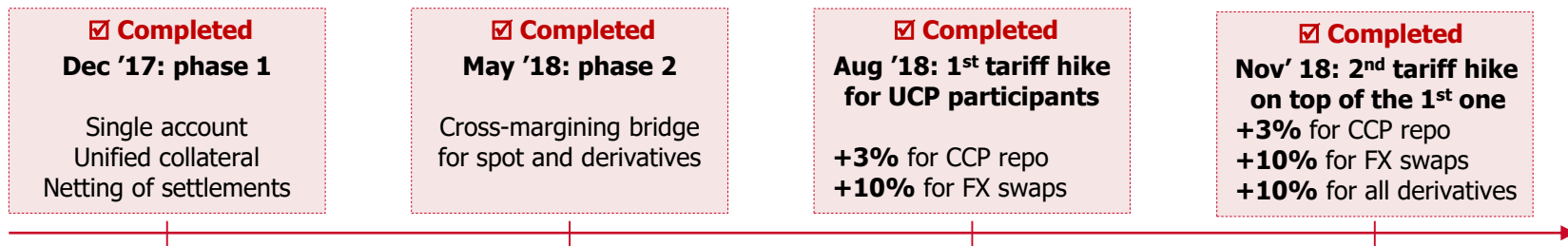
Participants have started to trade **longer maturities**

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



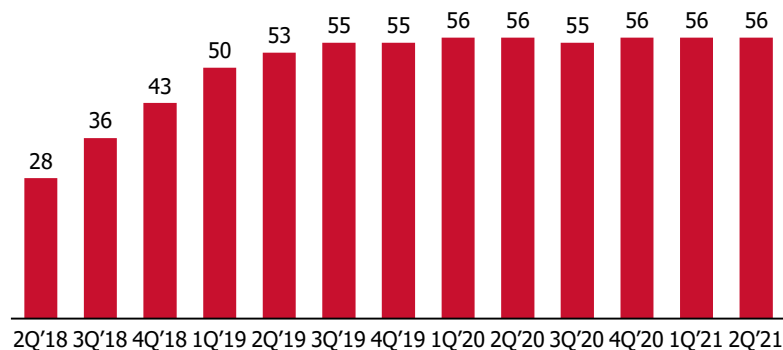
# Unified Collateral Pool: a strategic project completed

## Timeline and latest developments

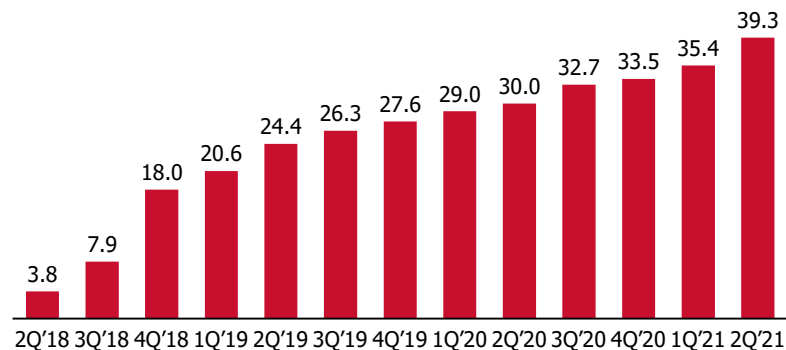


- The UCP take-up continued to grow, accounting for 39.3% of total trading F&C in 2Q'21 compared to 30.0% in 2Q'20.
- UCP accounts represent ~46% of fees and volumes in the Derivatives Market, the cornerstone market of the UCP.
- On 1 November 2018 a universal tariff hike took place as scheduled. The 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, %**



# MOEX continues to drive the sustainability agenda

---

## ESG guide for issuers

The guide covers:

- Responsible investment aspects and their role in the investment process
  - Integration of ESG principles into a company's strategy and business model
  - Sustainability reporting process: what to disclose and how to disclose
  - Corporate sustainability management: investor expectations and best practices across ESG
- 

## MOEX 2020 Sustainability Report

The company's 2<sup>nd</sup> sustainability report provides information on:

- Materiality assessment and comprehensive overview of key areas of focus
  - Key non-financial results of 2020 and quantitative data for the last three years
  - Sustainability management approaches and statements on important topics on the global agenda
  - MOEX's contribution to achieving the UN Sustainable Development Goals
- 

## Other sustainability initiatives

New initiatives resulted in:

- Sub-federal & municipal bonds becoming eligible for the Sustainability Sector as per the new Listing Rules
  - The City of Moscow pioneered green bond issuance under the new Listing Rules, raising RUB 70 bln
  - MOEX together with the CBR developed "Investor's path" financial literacy program for retail investors
  - A new energy supply contract brings the total share of renewable energy used by MOEX to nearly 50%
- 



**1** Business overview

**2** Corporate governance and dividends

**3** Market position and competitive strategy



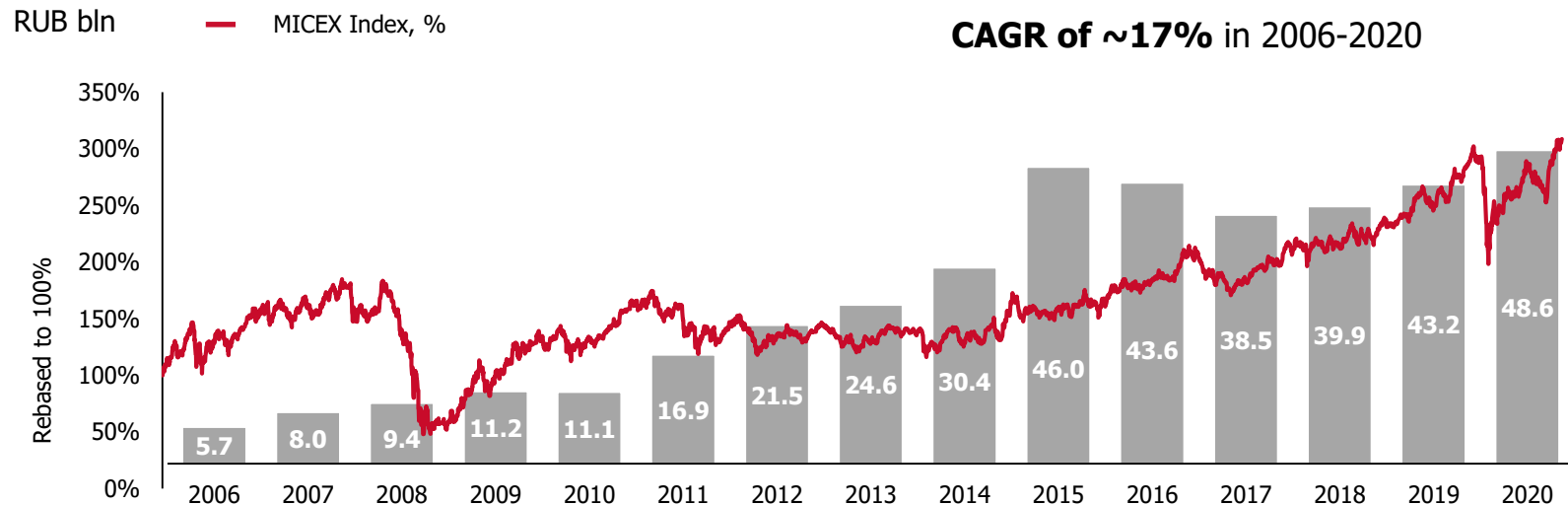
Financial track record

**5** 2Q 2021 update



# MOEX business model continues to deliver

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

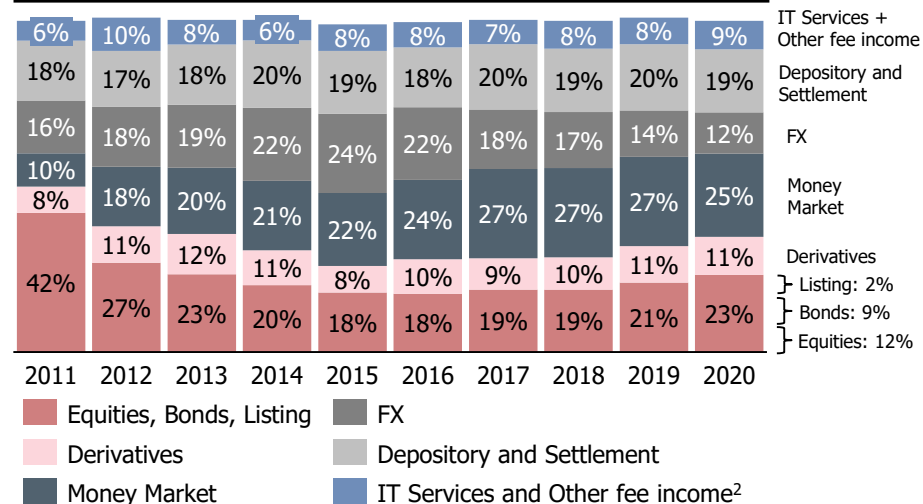


## Key highlights

**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

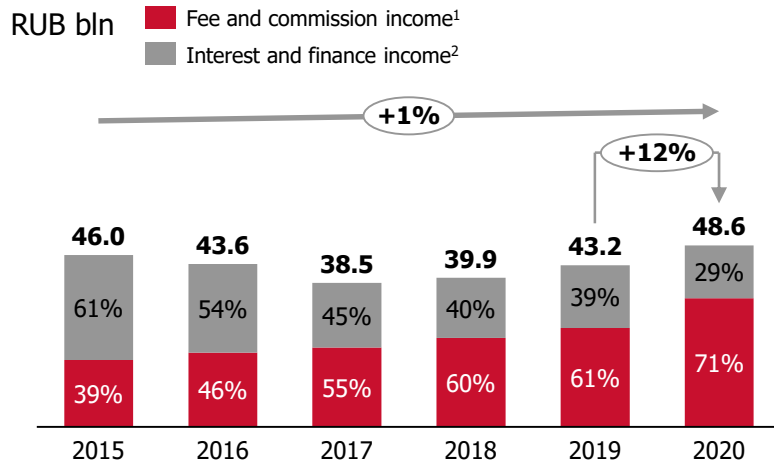
## Fee & commission income evolution<sup>1</sup>



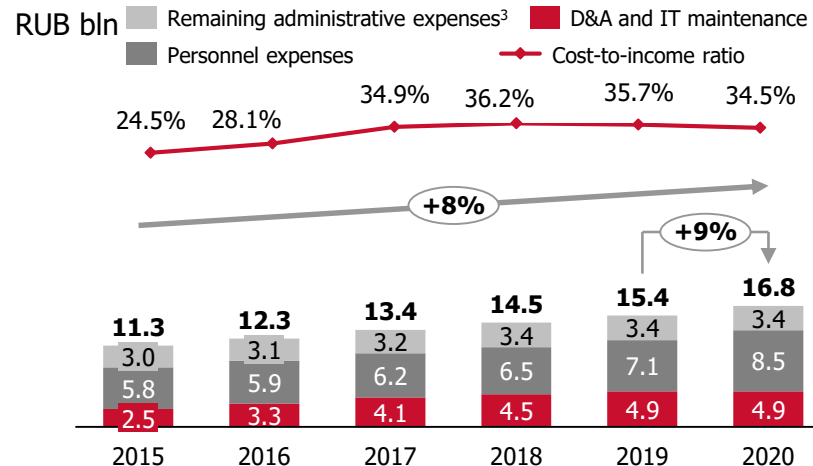
# 2020 summary of financials

X% → CAGR '15-20

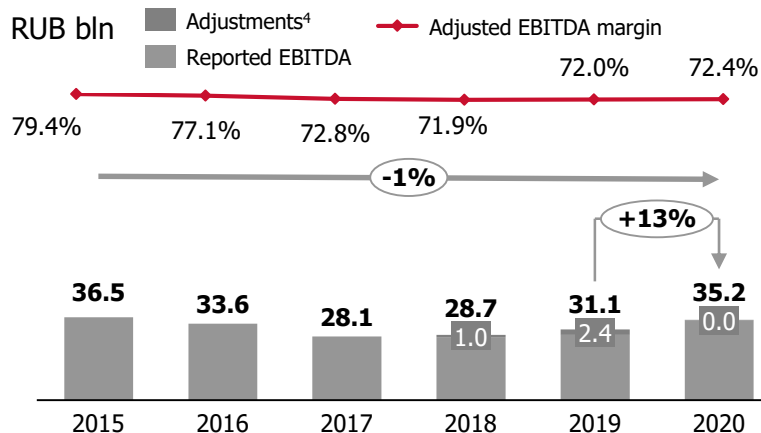
## Operating income



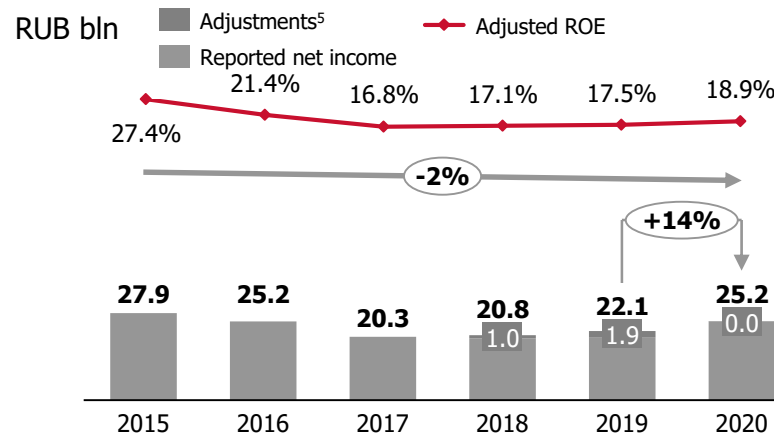
## Operating expenses (excluding provisions)



## 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, FY 2019 and FY 2020

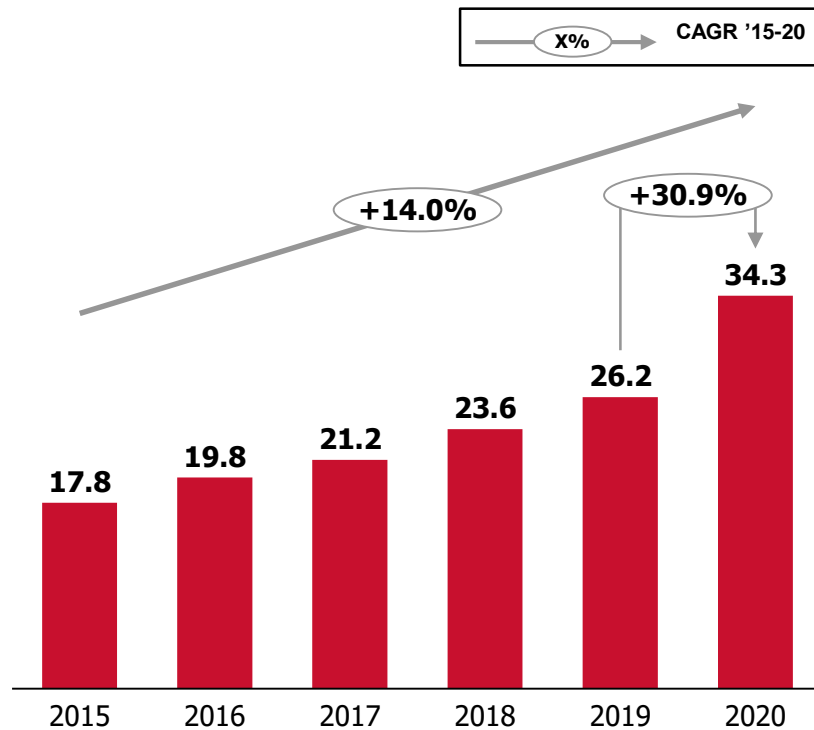
5 Adjustments are related to 1) IFRS 9 movement in allowance for ECLs, 2) change in amortization schedules and 3) one-off provisions in FY 2018, FY 2019 and FY 2020

# Fee & commission income: strong and sustainable growth

## Fee and commission income (F&C)

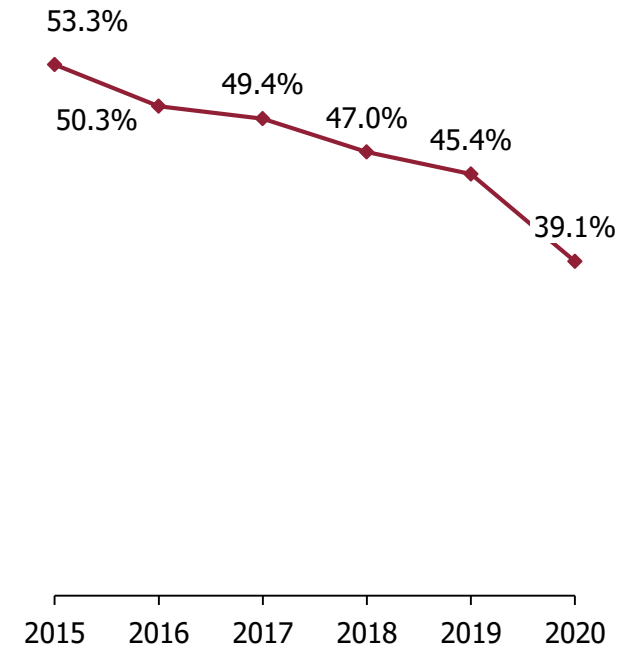
RUB bln

F&C income for 2020 increased 30.9% YoY



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

F&C growth was delivered in a cost efficient way

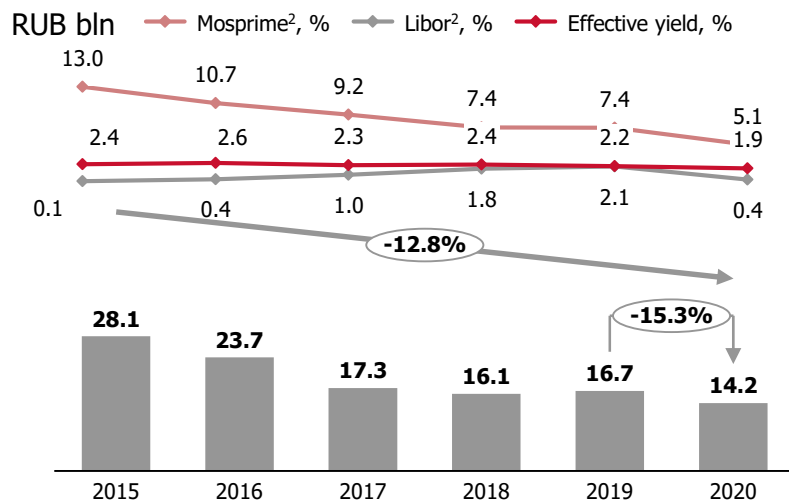




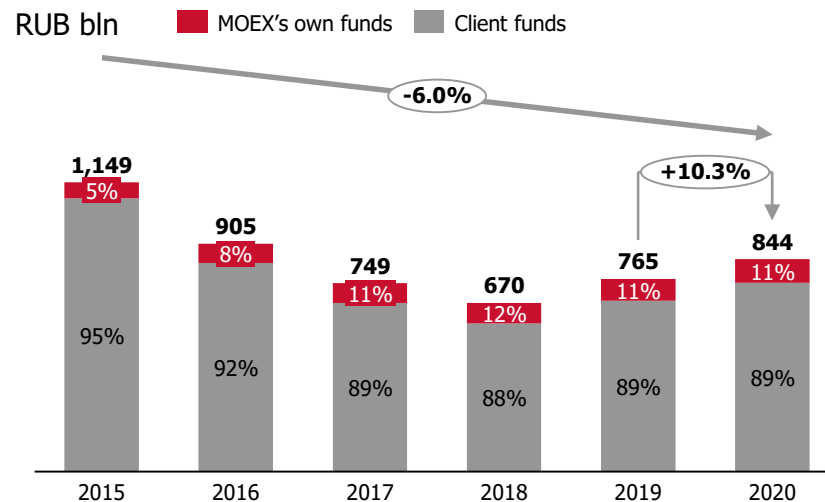
# Interest and finance income

X% → CAGR '15-20

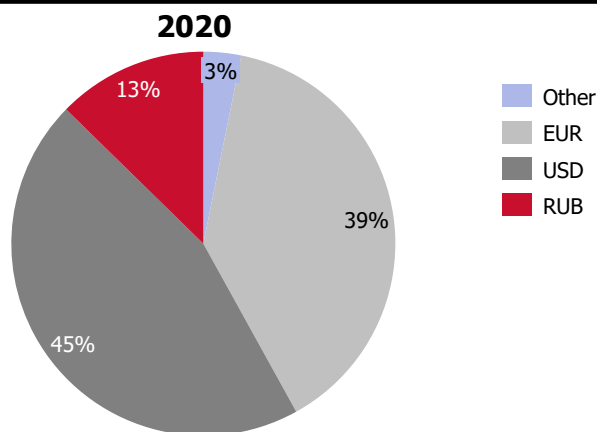
## Interest and finance income<sup>1</sup>



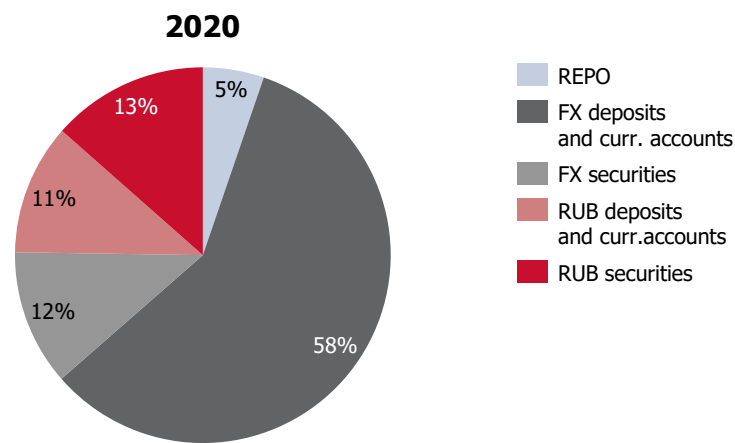
## Investment portfolio sources<sup>3</sup>



## Client funds by currency

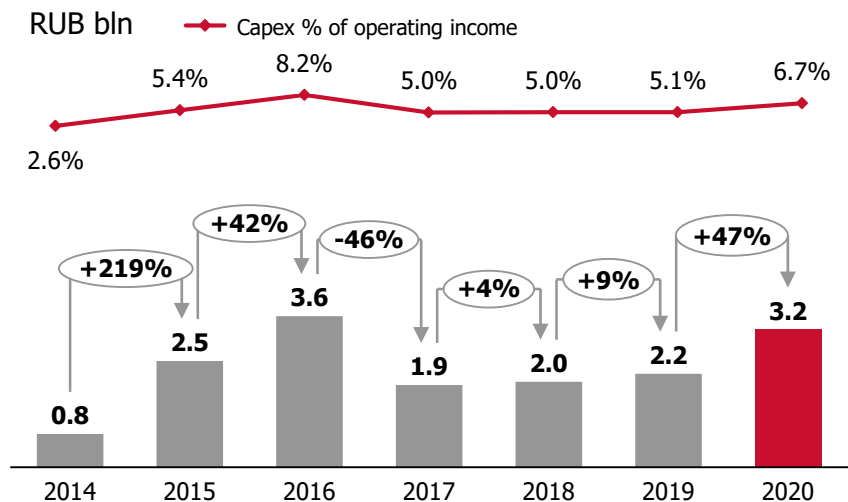


## Investment portfolio by type of asset



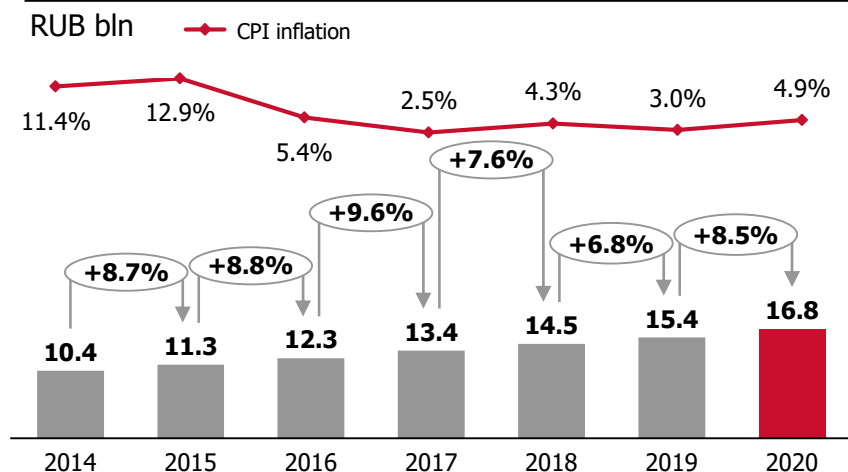
# CAPEX and OPEX: 2020-2021

## Capital expenditures



- 2020 CAPEX was RUB 3.24 bln, which is above the guided range of RUB 2.6-2.8 bln. The difference is fully explained by frontloading a part of the expenses on software and licenses.
- In 2021, the CAPEX guidance range is RUB 3.0-4.0 bln.
- The 2020 split between maintenance and development CAPEX was 60% maintenance / 40% development. High share of maintenance is largely explained by the transition to remote working.
- The top 5 projects account for 24% of CAPEX, with the Marketplace consuming RUB 0.5 bln.

## Operating expenses (excluding provisions)



- The actual growth of OPEX in 2020 was 8.5% YoY, hitting the upper limit of the revised guidance range of 7.5-8.5%.
- The main driver of OPEX growth in 2020 was personnel expense, which increased 18.9% mainly driven by an increase in the number of employees.
- Updated FY21 OPEX guidance of 13.0-20.0% decomposes into:
  - 5-6 p.p. YoY – business as usual
  - 6-8 p.p. YoY – a family of development projects
  - 0-3 p.p. YoY – Marketplace marketing option
  - 2-3 p.p. YoY – Inguru-related expenses



**1** Business overview

**2** Corporate governance and dividends

**3** Market position and competitive strategy

**4** Financial track record

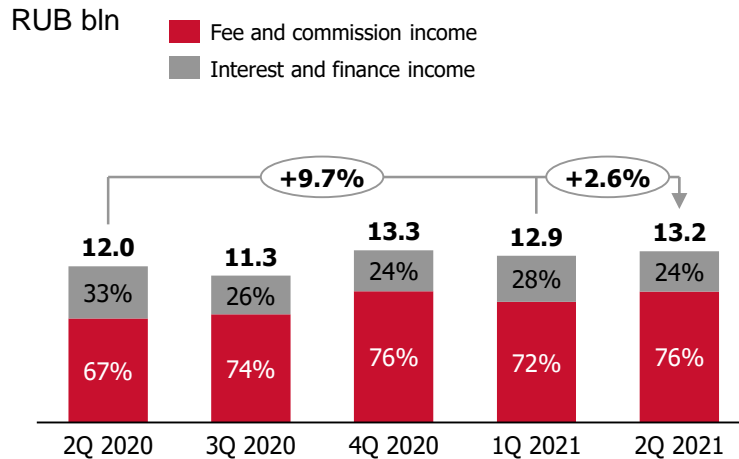


2Q 2021 update

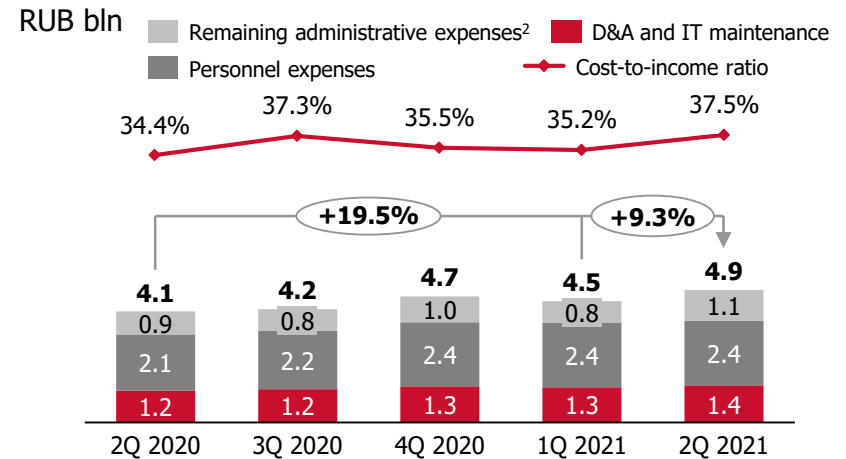


# 2Q 2021 summary of financials

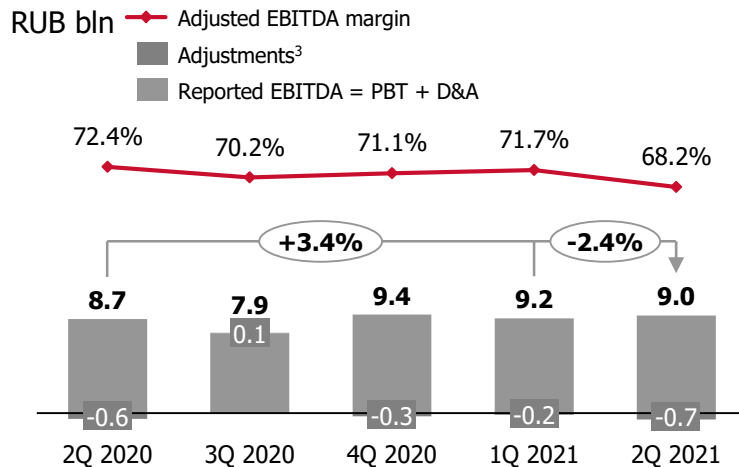
## Operating income<sup>1</sup>



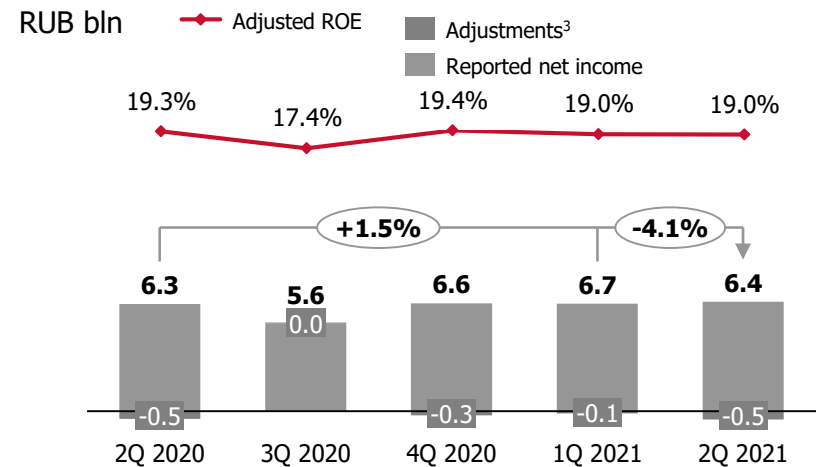
## Operating expenses (excl. other operating expenses)



## 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 at 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



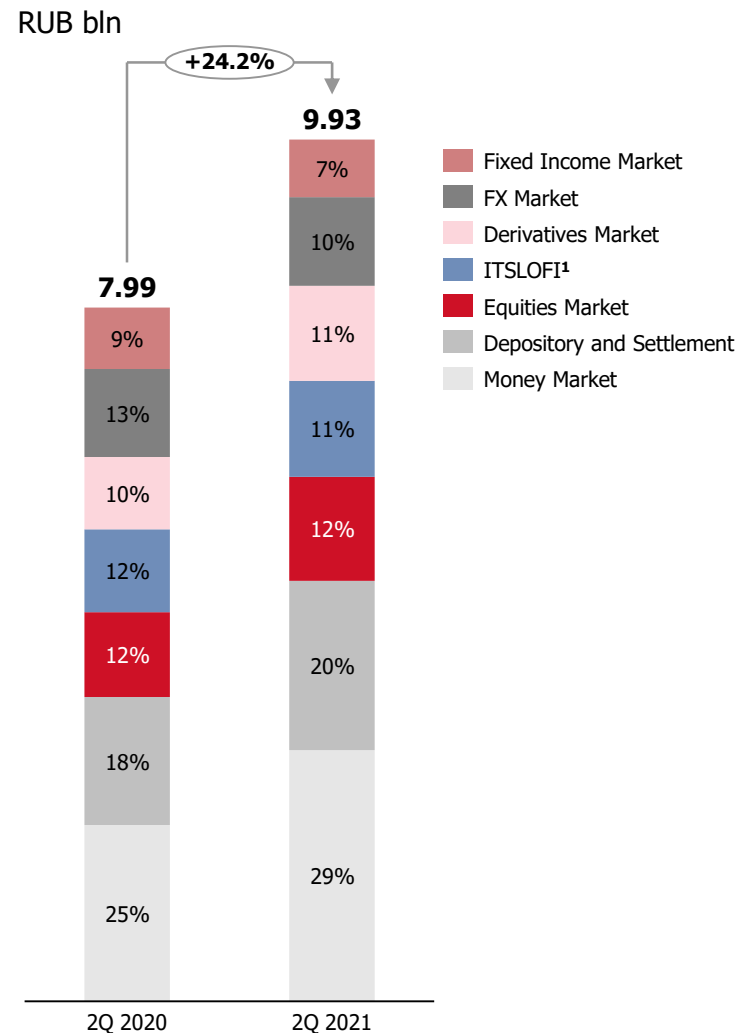
**MOSCOW  
EXCHANGE**

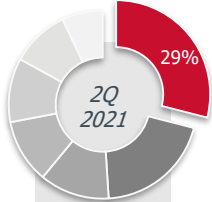
# Diversified fee and commission income

## Fee & commission income performance, RUB bln

RUB bln	2Q 2020	2Q 2021	Change YoY, bln	Change YoY, %
<b>Money Market</b>	<b>2.03</b>	<b>2.89</b>	<i>0.86</i>	<i>42.4%</i>
<b>Depository and Settlement</b>	<b>1.47</b>	<b>1.95</b>	<i>0.48</i>	<i>32.2%</i>
<b>Equities Market</b>	<b>0.98</b>	<b>1.20</b>	<i>0.22</i>	<i>22.9%</i>
<b>ITSLOFI<sup>1</sup></b>	<b>0.95</b>	<b>1.11</b>	<i>0.15</i>	<i>16.0%</i>
<b>Derivatives Market</b>	<b>0.83</b>	<b>1.09</b>	<i>0.26</i>	<i>31.0%</i>
<b>FX Market</b>	<b>1.01</b>	<b>1.02</b>	<i>0.01</i>	<i>0.8%</i>
<b>Fixed Income Market</b>	<b>0.71</b>	<b>0.66</b>	<i>-0.04</i>	<i>-6.2%</i>

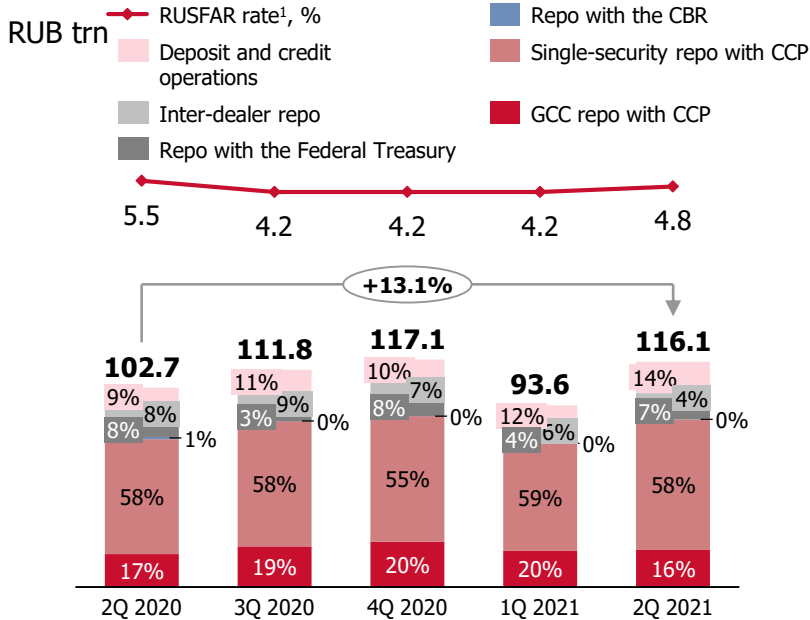
## Fee & commission income breakdown



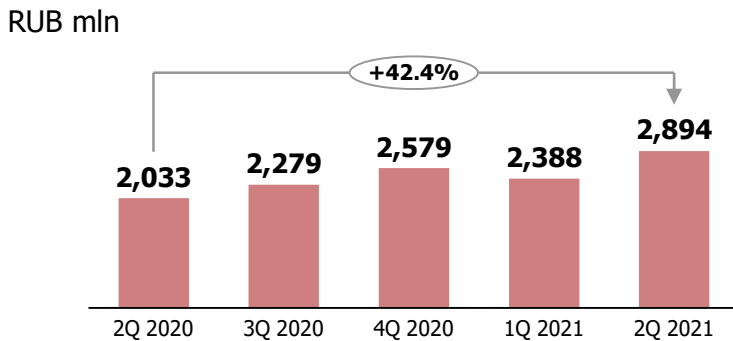


# Money Market

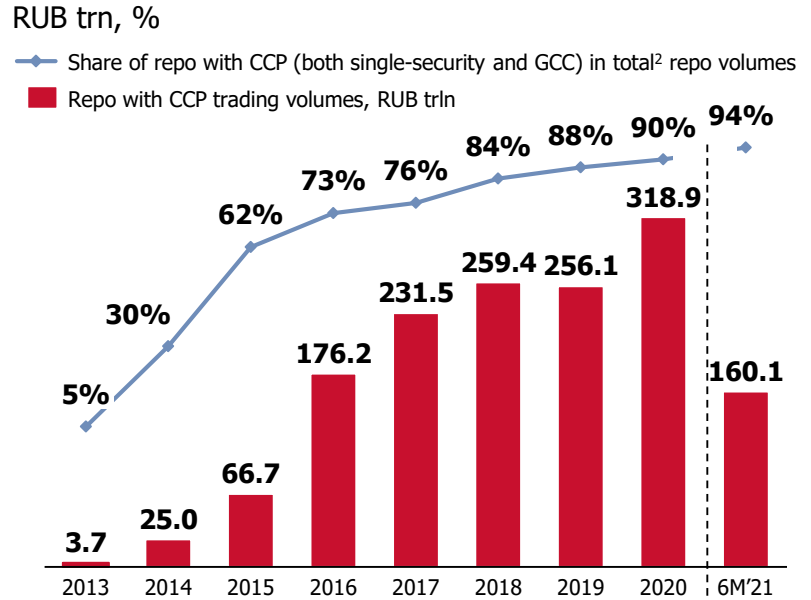
## Trading volumes



## Fee & commission income

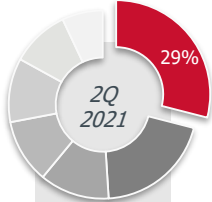


## Trading volumes of repo with CCP



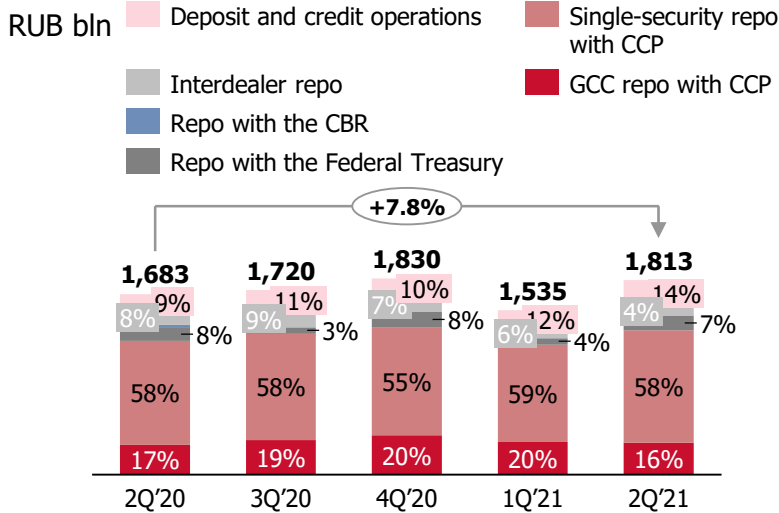
## Comments

- F&C income increased by 42.4% YoY, while trading volumes improved by 13.1% YoY.
- The discrepancy between the YoY dynamics of F&C income and volumes was due to: [1] an expansion of average repo terms, [2] a higher share of CCP repo in total volumes.
- Overall on-exchange average repo terms improved by 40%, while GCC repo average terms surged by 58%.
- The share of CCP repo in total<sup>2</sup> repo volumes stood at 94% for 6M'21.
- Open interest of non-banking sector in the repo market increased 5x YoY up to RUB 671 bln, largely due to contribution from the Federal Treasury.

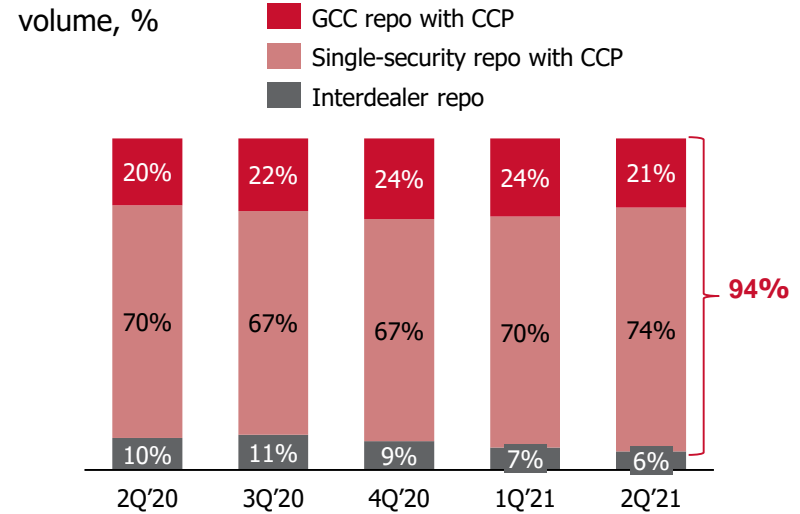


# Money Market: recent trends

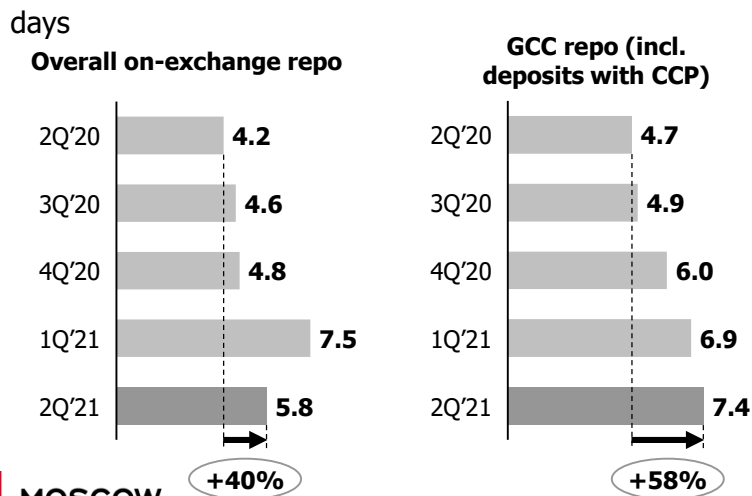
## Money Market ADTV



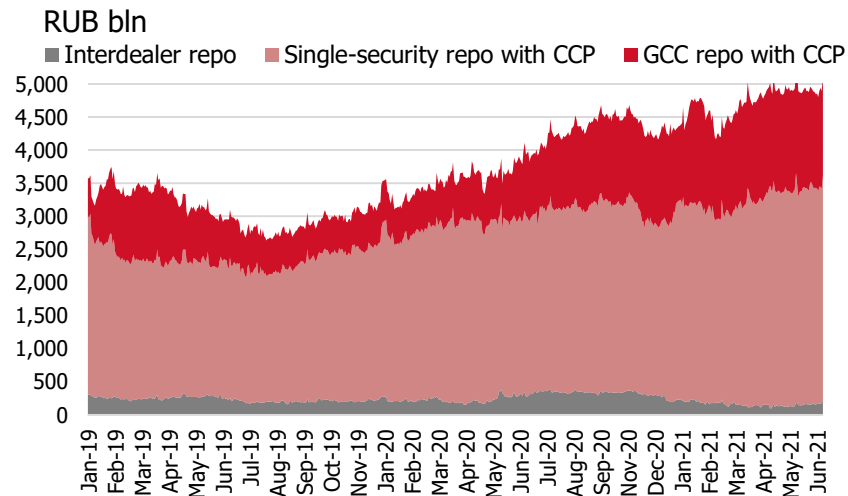
## High share of CCP repo<sup>1</sup>



## Average repo term dynamics



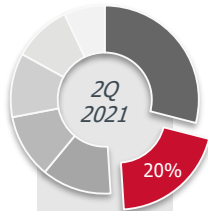
## Stable to growing open interest supports F&C income<sup>1</sup>



MOSCOW  
EXCHANGE

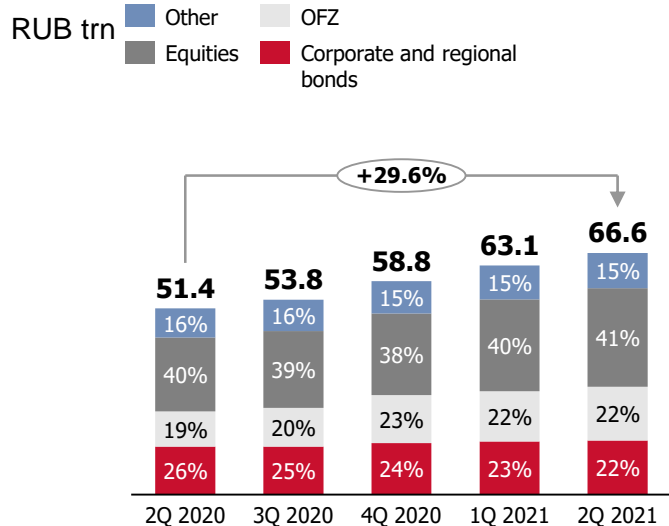
Source: Moscow Exchange

1 Excluding Non-CCP repo volumes with the CBR and the Federal Treasury



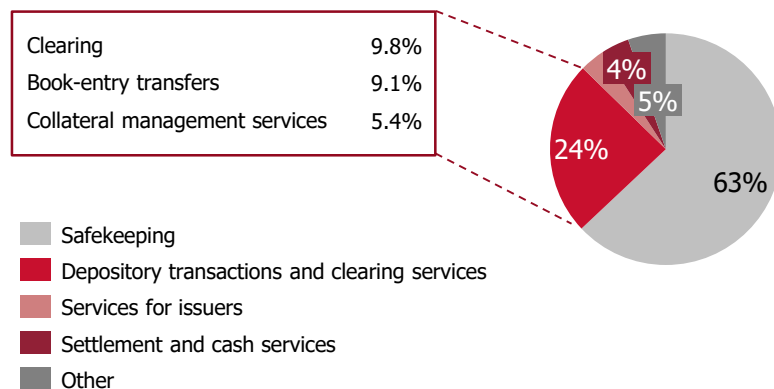
# Depository and Settlement Services

## Assets on deposit (average for the period)

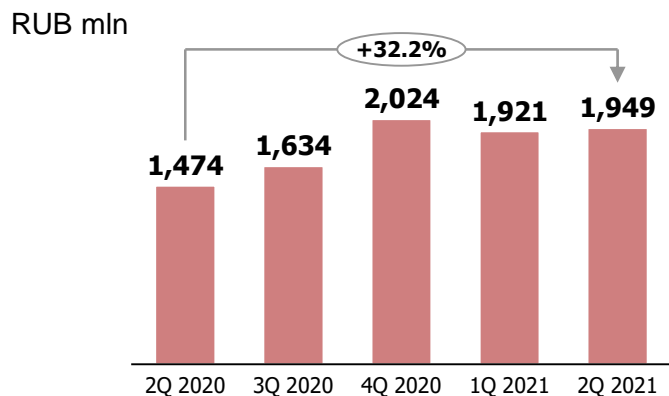


## Fee & commission income breakdown

2Q 2021



## Fee & commission income

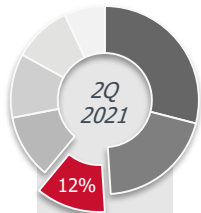


## Comments

- F&C income added 32.2% YoY; average assets on deposit grew by 29.6% YoY.
- The YoY growth in assets on deposit was registered across all asset classes: federal government bonds were up 52.5% YoY, equities were up 33.8% YoY, corporate and regional bonds were up 12.3% YoY.
- F&C income growth compared to 2Q'20 was driven mainly by safekeeping, depository transactions and clearing services.
- The discrepancy between growth rates of F&C income and assets on deposit is the result of business lines beyond safekeeping, primarily clearing and collateral management services, which are a reflection of repo operations at the NSD.



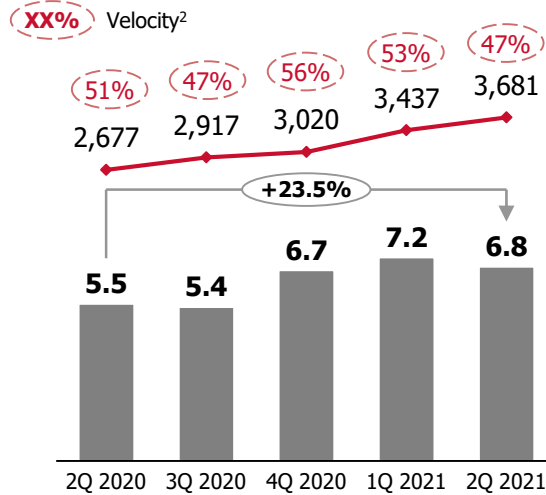




# Equities Market

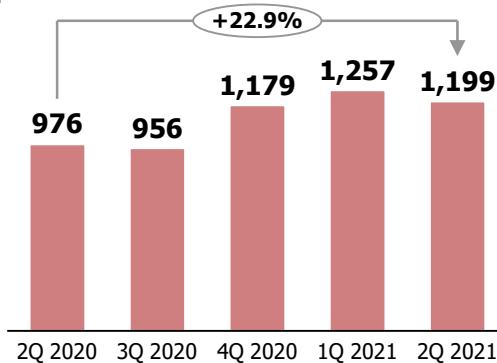
## Trading volumes<sup>1</sup>

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



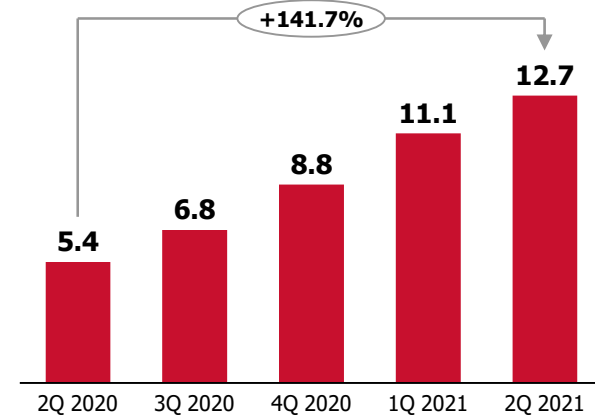
## Fee & commission income

RUB mln



## Retail investors' onboarding continues

Number of retail clients (end-of-period), millions



## Comments

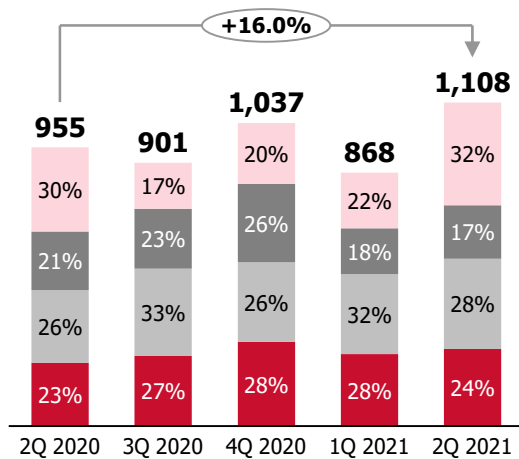
- Equity trading volumes and F&C income grew 23.5% YoY and 22.9% YoY, respectively.
- The average level of IMOEX index in 2Q'21 reached an all-time high, contributing to the growth in volumes and fee income.
- 2Q'21 trading velocity remains elevated in historical context, despite a 4 p.p. decrease YoY.
- MOEX's market share vs LSE in trading of dual-listed stocks was at an all-time high of 82% for 6M'21 (up from 77% in 6M'20).
- The share of evening session in Equities Market total trading volumes amounted to 7% in 2Q'21.
- The share of foreign equities in Equities Market ADTV amounted to 2.0% in 2Q'21, with daily high hitting 5.5%.

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

## ITSLOFI<sup>1</sup>

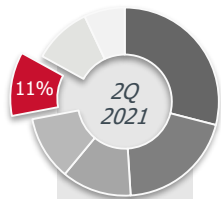
RUB mln

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



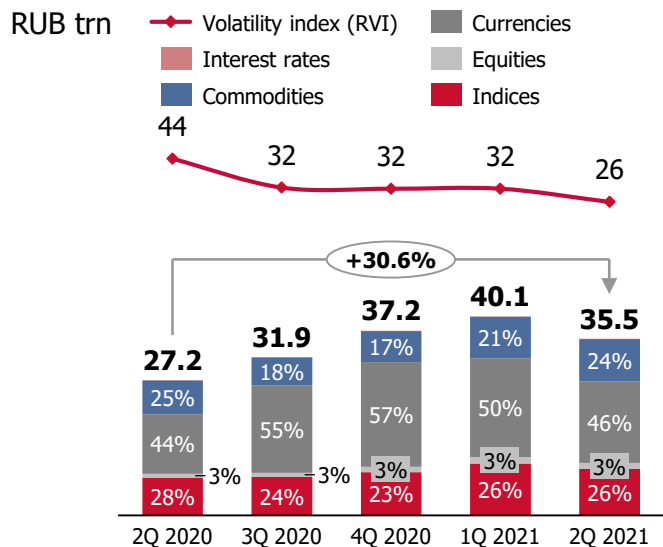
## Comments

- Listing and other fees related to the Securities Market decreased 8.3% YoY.
- Sales of information services increased by 24.2% YoY due to proceeds from the information audit as well as the launch of a new product featuring aggregated info on repo deals.
- Sales of software and technical services increased 21.7% YoY, largely explained by sales growth of the recently launched ASTS FIFO MFIX protocol.
- Other fee and commission income was up 21.6% YoY, driven by Inguru consolidation.
- Other F&C income line includes additional fees of 0.2% on top of the ECB rate on EUR balances for recording individual clearing collateral, effective 1 January 2020.

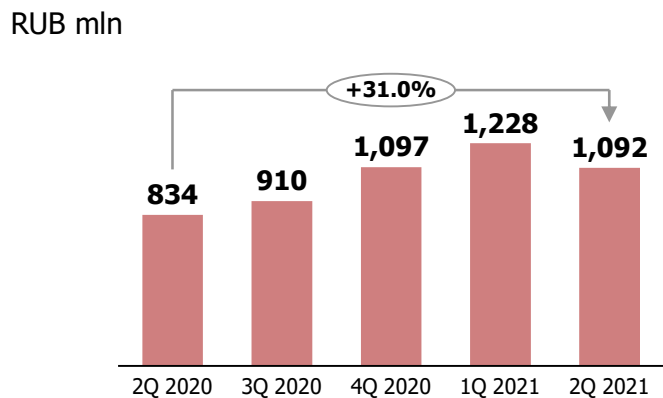


# Derivatives Market

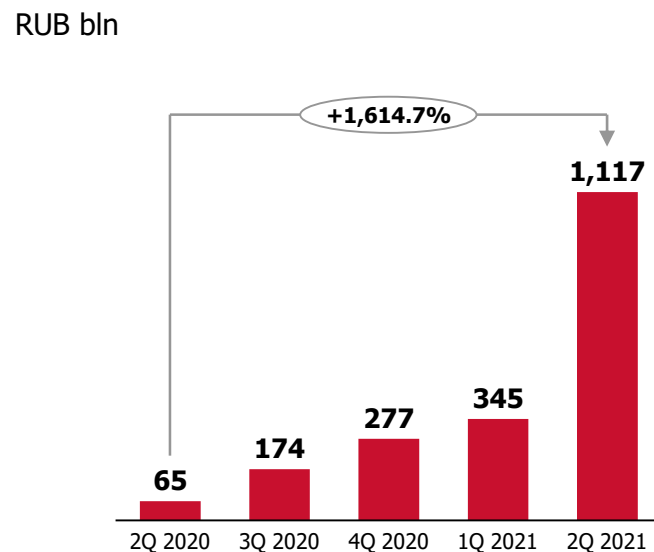
## Trading volumes



## Fee & commission income



## Standardized OTC derivatives trading volumes



## Comments

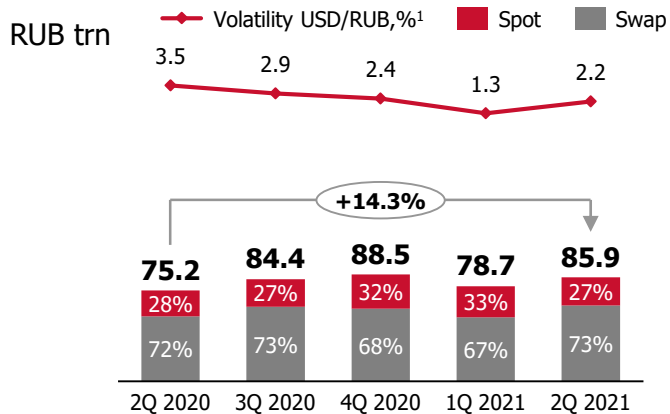
- F&C grew 31.0% YoY on the back of an increase in trading volumes of 30.6% YoY.
- Trading volumes of FX derivatives gained 36.9% YoY.
- Index derivatives volumes added 23.2% YoY, while volumes of single stock derivatives expanded by 54.5% YoY.
- Trading volumes of commodity contracts grew 24.9% YoY.
- The share of options in the trading volume mix decreased YoY to 3.8% (from 4.2% in 2Q'20) and slightly improved QoQ.
- Standardized OTC derivatives market trading volumes surpassed the RUB 1 trn mark as a result of active client onboarding and higher interest in the product.
- The effective fee was virtually flat YoY.

10%

2Q  
2021

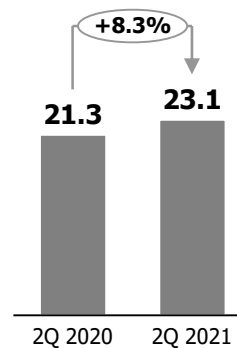
# FX Market

## Trading volumes



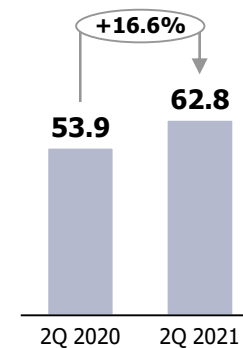
## Spot trading volumes

RUB trn



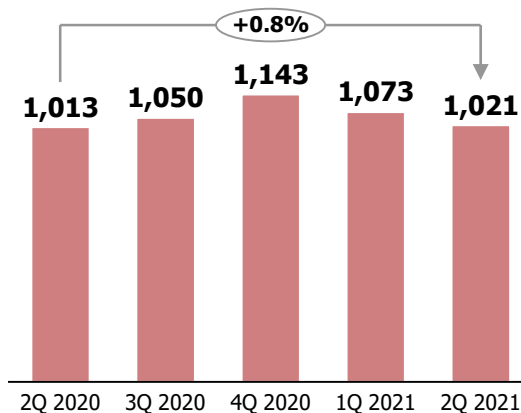
## Swap trading volumes

RUB trn



## Fee & commission income

RUB mln



## Comments

- Fee income was virtually flat, adding only 0.8% YoY on the back of an increase in trading volumes of 14.3% YoY.
- Spot volumes were up 8.3% YoY. Swap and forward volumes grew 16.6% YoY, contributing to a less profitable volumes mix.
- Retail accounted for 13% of spot market volumes in 2Q'21 (14% in 2Q'20) with the number of active retail clients up nearly 3x to 971,000<sup>2</sup>.
- ADTV of corporates increased ~155% YoY in 2Q'21.
- USD/RUB spot trading volume grew 6.6% YoY, representing the largest contributor to spot market growth among FX pairs.
- MOEX's market share vs onshore OTC was 45% in 2Q'21.
- Corporates accounted for 2.6% of the spot market volumes in Jun '21.
- 276+ banks and brokers as well as 366,000+ retail clients traded during the morning trading session.

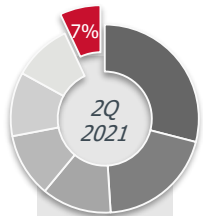


**MOSCOW  
EXCHANGE**

Source: Moscow Exchange, CBR

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

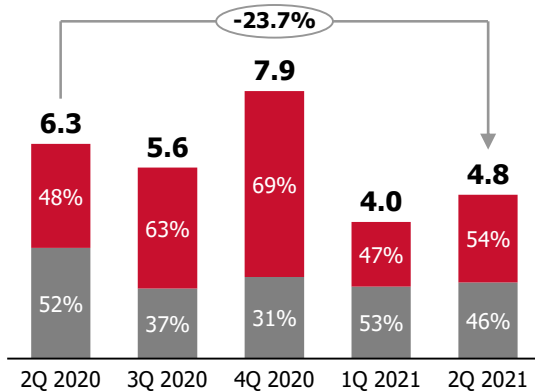
2 As of June 2021



# Fixed Income Market

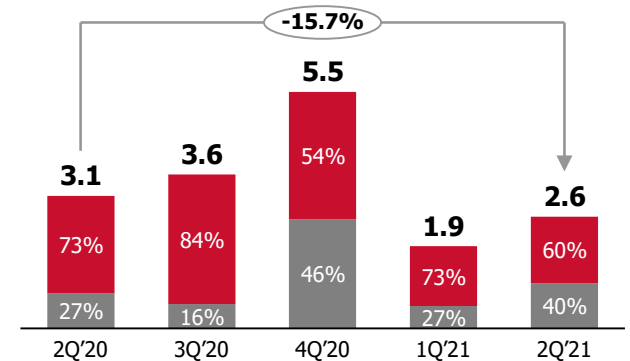
## Trading volumes<sup>1</sup>

RUB trn ■ Primary market (excl. overnight bonds)  
■ Secondary market



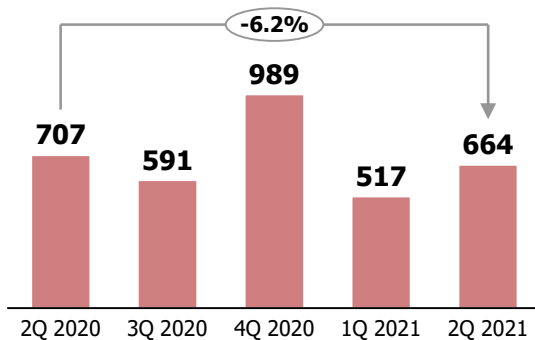
## Primary market (excluding overnight bonds)

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 6.2% YoY with trading volumes (excl. overnight bonds) declining by 23.7% YoY.
- Primary market volumes (excl. overnight bonds) contracted by 15.7% YoY mainly due to the changing interest rates.
- Secondary trading volumes decreased 31.2% YoY. Secondary trading of OFZ&OBR was down 34.4% YoY, other bonds declined 22.6% YoY.
- The effective fee dynamics are explained by OFZ tariff adjustments and higher share of corporate bond trading in the secondary market.



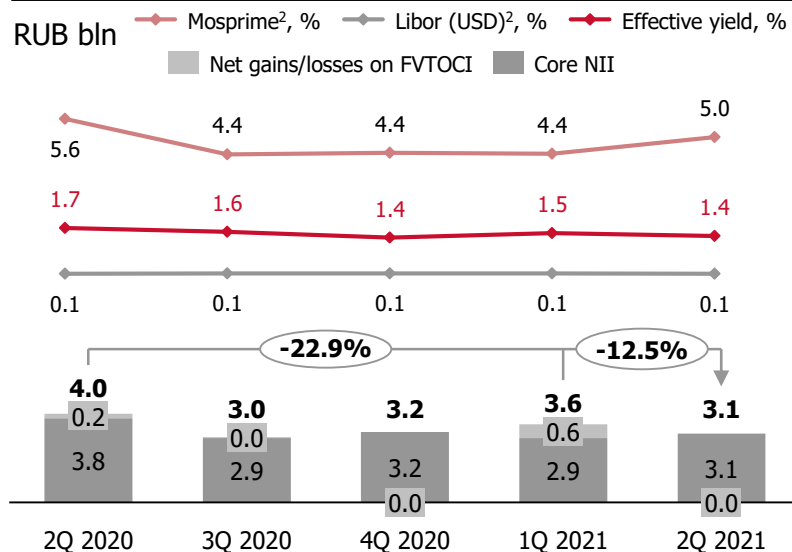
**MOSCOW  
EXCHANGE**

Source: Moscow Exchange

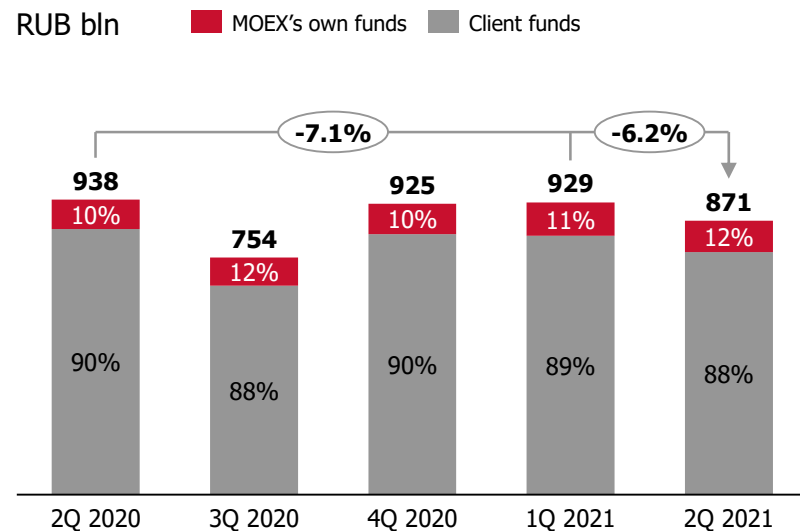
<sup>1</sup> Trading volumes on the Fixed Income Market include placements

# Interest and finance income in 2Q'21

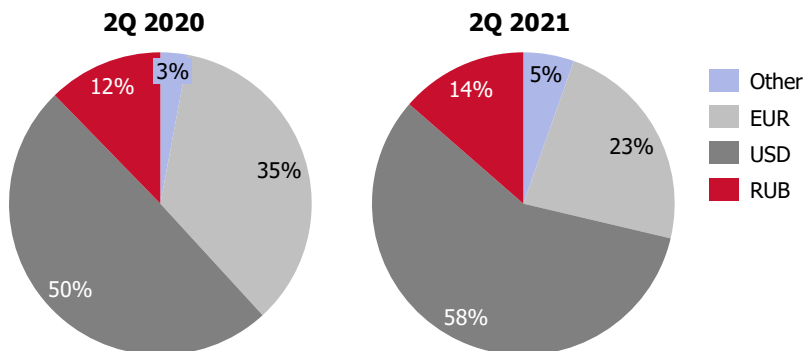
## Interest and finance income<sup>1</sup>



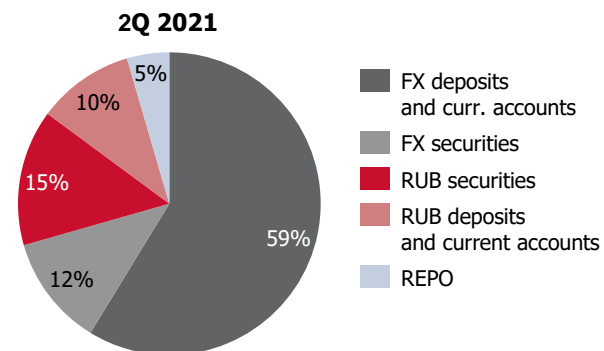
## Investment portfolio sources<sup>3</sup>



## 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

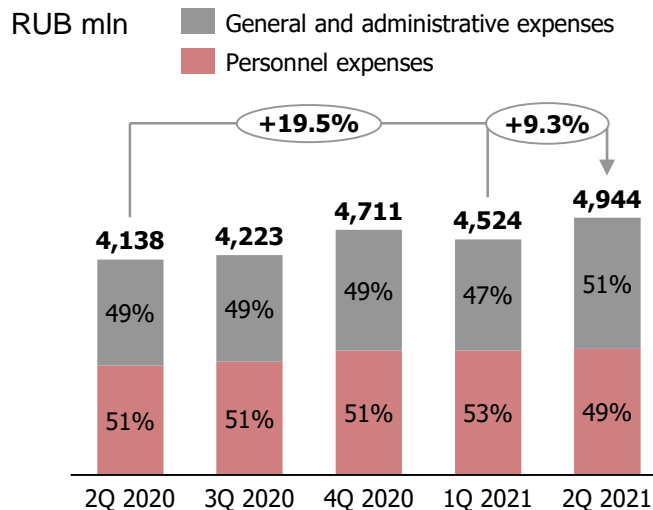
3 Based on average daily investment portfolio sources for the period according to management accounts



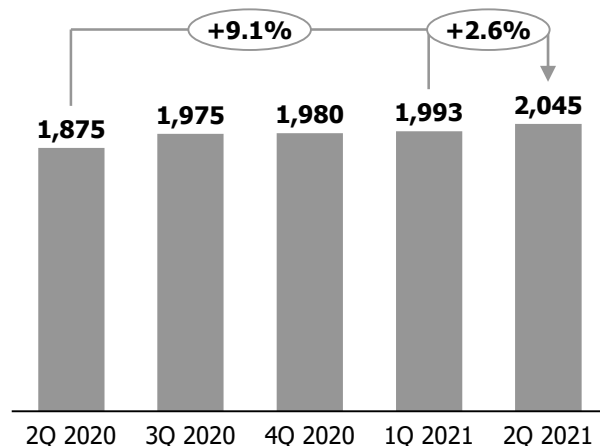
**MOSCOW  
EXCHANGE**

# Operating expenses in 2Q'21 (excl. provisions)

## Operating expenses



## Headcount, number of employees EOP



## Major expense items

RUB mln	2Q 2020	2Q 2021	Change YoY
<b>Personnel expenses</b>	<b>2101.3</b>	<b>2421.7</b>	<b>15.2%</b>
<b>D&amp;A and IT maintenance</b>	<b>1183.6</b>	<b>1378.0</b>	<b>16.4%</b>
<b>Remaining administrative expenses<sup>1</sup>, incl.:</b>	<b>853.5</b>	<b>1144.1</b>	<b>34.0%</b>
Professional services	112.5	232.6	106.8%
Advertising and marketing costs	23.7	139.8	489.9%
<b>Total OPEX</b>	<b>4138.4</b>	<b>4943.8</b>	<b>19.5%</b>
<b>Cost / Income Ratio</b>	<b>34.4%</b>	<b>37.5%</b>	<b>+3.1 p.p.</b>

## Comments

- OPEX for 2Q'21 added 19.5% YoY, driven mainly by administrative expenses. Non-organic contribution from Inguru is 2.7 p.p. Total contribution from Marketplace (incl. Inguru) is 5.6 p.p.
- Personnel expenses growth of 15.2% YoY decomposes into: [1] 6.4 p.p. performance-linked bonus provisions, [2] 4.9 p.p. LTIP, [3] 3.6 p.p. Marketplace headcount growth, [4] 0.4 p.p. other factors.
- ~65% of professional services growth are linked to Marketplace project and the remaining ~35% is attributed to core business.
- D&A and IT maintenance added 16.4% YoY on the back of the 28.5% growth in IT maintenance.
- **Updated FY21 OPEX guidance of 13.0-20.0%** decomposes into:
  - 5-6 p.p. YoY business as usual
  - 6-8 p.p. YoY a family of development projects
  - 0-3 p.p. YoY Marketplace marketing option
  - 2-3 p.p. YoY Inguru-related expenses
- CAPEX for 2Q'21 was RUB 0.58 bln.

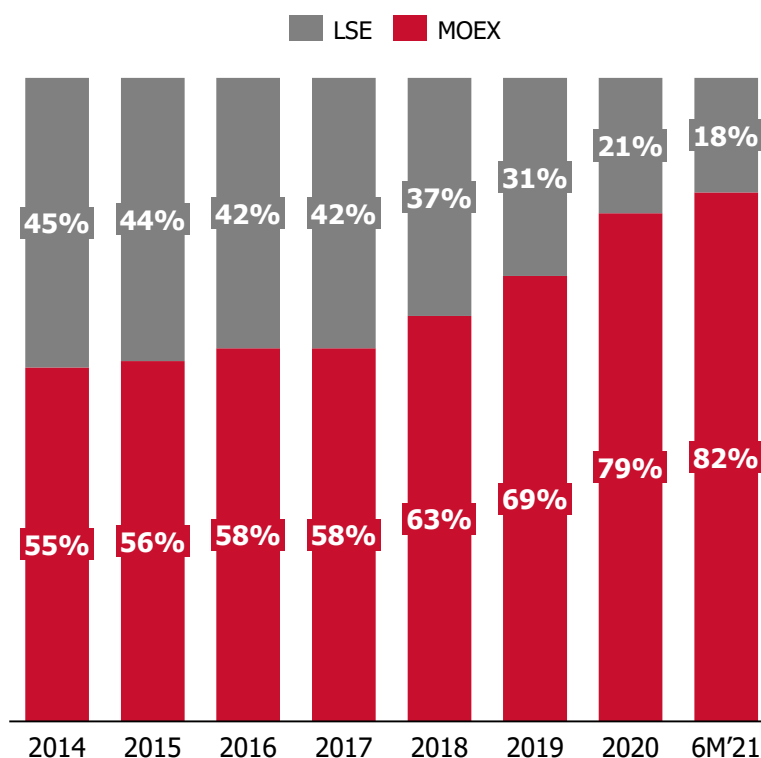
# Appendix



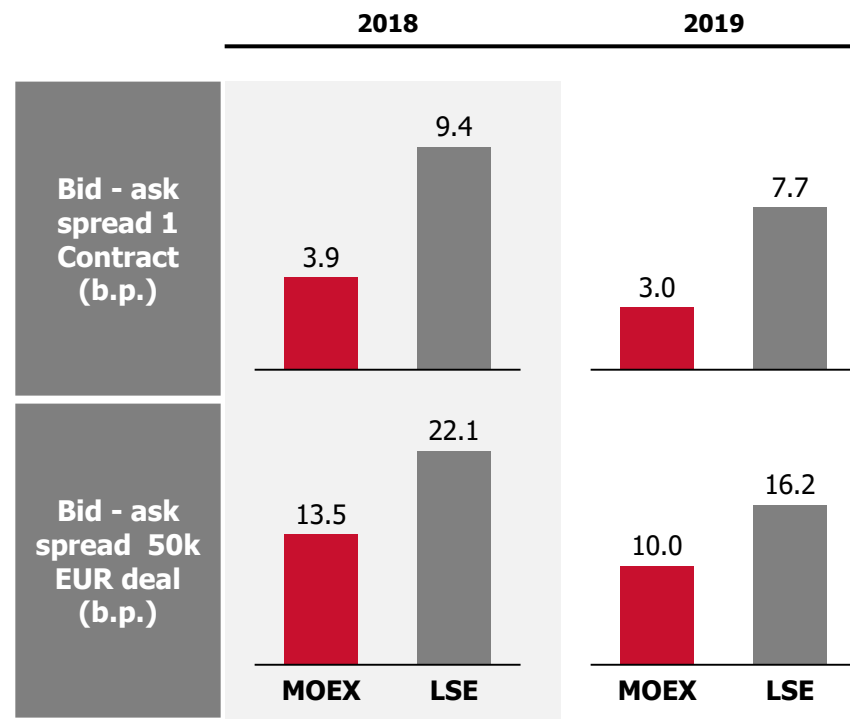
# Dual listed stocks **virtual index spread dynamics**

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 >80% 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 24 August 2021

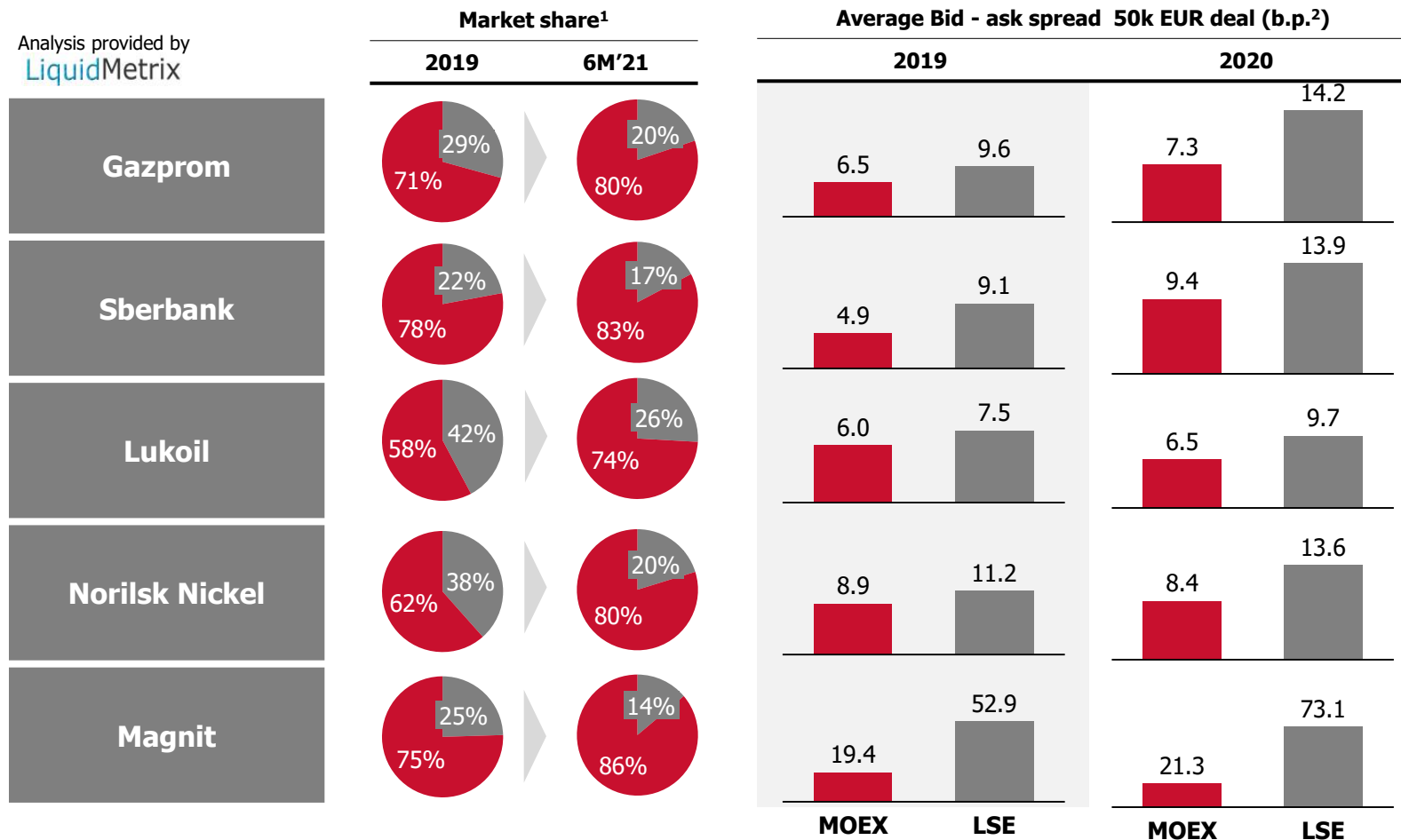
1. MICEX Virtual Index – index calculated based on prices and EOB data of the most liquid Russian dual listed stocks. Data since December 2015 include trading auctions on MOEX. Data for March-April 2018, January-December 2020, January-July 2021 are based on Bloomberg data for LSE, data for other periods 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

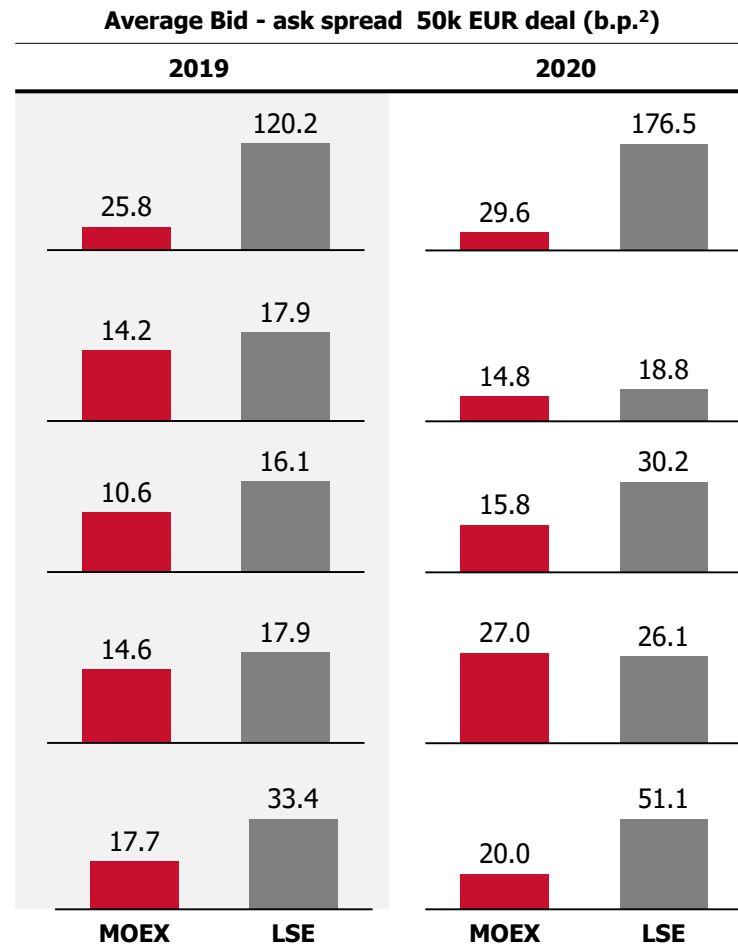
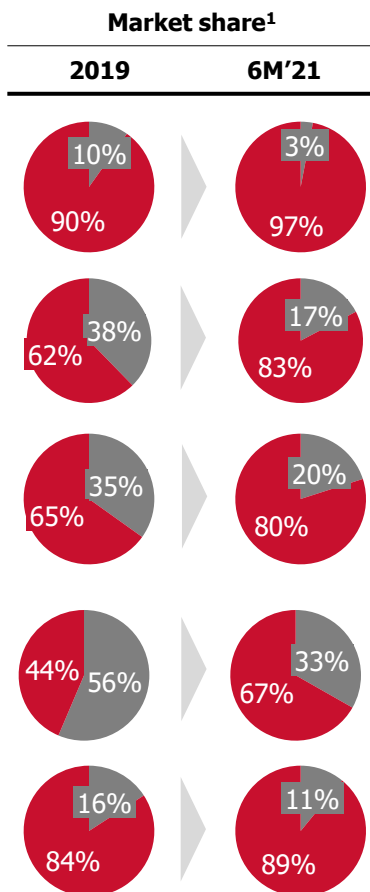


Bid-ask spreads for majority of the Russian “Blue Chips” are substantially lower on Moscow Exchange than on other trading venues

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

Analysis provided by  
LiquidMetrix

<b>VTB</b>
<b>Tatneft</b>
<b>Rosneft</b>
<b>Novatek</b>
<b>Surgutneftegas</b>



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	0,020	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
<b>Average</b>		<b>0.015</b>	<b>0.013</b>	<b>13%</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>	1,806,750 USD
<b>Fund B</b>	735,181 USD
<b>Fund C</b>	555,932 USD

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

<b>Fund A</b>	4,249,087 USD
<b>Fund B</b>	1,926,423 USD
<b>Fund C</b>	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

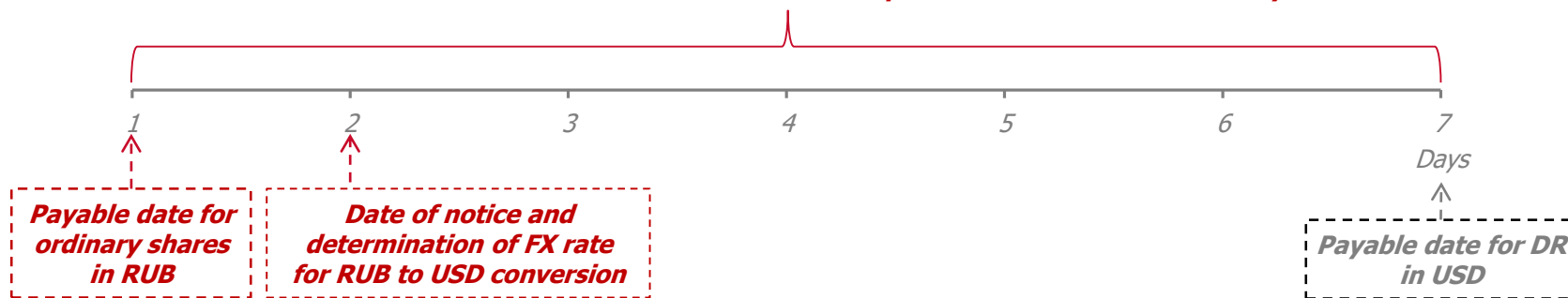
# Dividend payments for DR holders

## 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 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>	
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>2020</i>	<i>2019</i>	<i>% chg.</i>
Fee and commission income	34,268.2	26,181.4	31%
Interest and finance income <sup>1</sup>	14,158.7	16,713.0	-15%
Other operating income	164.1	335.1	-51%
<b>Operating Income</b>	<b>48,591.0</b>	<b>43,229.5</b>	<b>12%</b>
General and administrative expenses	-8,290.7	-8,321.4	0%
Personnel expenses	-8,459.3	-7,113.9	19%
<b>Operating Expense (before Other operating expenses)</b>	<b>-16,750.0</b>	<b>-15,435.3</b>	<b>9%</b>
<b>Operating Profit Before Tax (before Other operating expenses)</b>	<b>31,841.0</b>	<b>27,794.2</b>	<b>15%</b>
Other operating expenses	-0.9	-2,614.8	-100%
Income tax expense	-6,669.6	-4,978.8	34%
<b>Net Profit</b>	<b>25,170.5</b>	<b>20,200.6</b>	<b>25%</b>
<b>Earnings per share</b>			
Basic earnings per share, rubles	11.16	8.96	25%
Diluted earnings per share, rubles	11.14	8.96	24%

# Consolidated Statement of **Financial Position**

<i>RUB mln</i>	<i>31 December 2020</i>	<i>31 December 2019</i>	<i>% chg.</i>
<b>Assets:</b>			
Cash and cash equivalents	471,793.0	466,098.8	1%
Central counterparty financial assets	4,050,837.6	3,262,670.6	24%
Financial assets <sup>1</sup>	367,299.3	253,538.2	45%
Property and equipment and intangible assets	23,328.5	22,435.6	4%
Goodwill	15,971.4	15,971.4	0%
Other assets <sup>2</sup>	3,366.4	7,879.8	-57%
<b>Total Assets</b>	<b>4,932,596.2</b>	<b>4,028,594.4</b>	<b>22%</b>

<i>RUB mln</i>	<i>31 December 2020</i>	<i>31 December 2019</i>	<i>% chg.</i>
<b>Liabilities:</b>			
Balances of market participants	716,893.1	565,922.6	27%
Overnight bank loans	0.0	49,229.1	-100%
Derivative financial liabilities	139.6	32.8	326%
Central counterparty financial liabilities	4,050,837.6	3,262,670.6	24%
Distributions payable to holders of securities	15,689.2	11,714.1	34%
Other liabilities <sup>3</sup>	9,747.0	7,167.0	36%
<b>Total Liabilities</b>	<b>4,793,306.5</b>	<b>3,896,742.0</b>	<b>23%</b>
<b>Total Equity</b>	<b>139,289.7</b>	<b>131,852.4</b>	<b>6%</b>
<b>Total Liabilities and Equity</b>	<b>4,932,596.2</b>	<b>4,028,594.4</b>	<b>22%</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, Investments in associates
- 2 Current tax prepayments, Deferred tax asset, Other assets
- 3 Margin account, Deferred tax liability, Current tax payables, Other liabilities excluding Derivative financial liabilities



# Disclaimer

NOT FOR RELEASE OR DISTRIBUTION OR PUBLICATION IN WHOLE OR IN PART IN OR INTO THE UNITED STATES, AUSTRALIA, CANADA OR JAPAN.

•This presentation has been prepared and issued by Public Joint Stock Company "Moscow Exchange MICEX-RTS" (the "Company"). Unless otherwise stated, the Company is the source for all data and assumptions contained in this document. Such data and assumptions are provided as at the date of this document and is subject to change without notice. Certain industry, market and competitive position data contained in this document come from official or third party sources believed to be reliable but the Company does not guarantee its accuracy or completeness. The Company does not intend to have any duty or obligation to update or to keep current any information contained in this presentation.

•Neither the presentation nor any copy of it may be taken or transmitted into the United States of America, its territories or possessions, or distributed, directly or indirectly, in the United States of America, its territories or possessions as defined in Regulation S under the US Securities Act 1933, as amended (the "Securities Act"), except to "qualified institutional buyers" as defined in Rule 144A under the Securities Act. Any failure to comply with this restriction may constitute a violation of United States securities laws. The presentation is not an offer or sale of securities in the United States. Moscow Exchange Group has not registered and does not intend to register any securities in the United States or to conduct a public offering of any securities in the United States.

•This presentation does not constitute an advertisement or a public offer of securities in any jurisdiction. It is not intended to be publicly distributed in any jurisdiction. This document is only being made available to interested parties on the basis that: (A) if they are UK persons, they are persons falling within Articles 19 or 49 of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005; or (B) they are outside the United Kingdom and are eligible under local law to receive this document. Recipients of this document in jurisdictions outside the UK should inform themselves about and observe any applicable legal requirements.

This presentation is not a prospectus for purposes of Directive 2003/71/EC (and amendments thereto, including Directive 2010/73/EU, to the extent implemented in any relevant Member State and any relevant implementing measure in the relevant Member State) (the "Prospectus Directive"). In any EEA Member State that has implemented the Prospectus Directive, this presentation is only addressed to and is only directed at qualified investors in that Member State within the meaning of the Prospectus Directive.

This presentation is not directed to, or intended for distribution to or use by, any person or entity that is a citizen or resident or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction.

•This document does not constitute or form part of, and should not be construed as, an offer or invitation for the sale or subscription of, or a solicitation of any offer to buy or subscribe for, any securities, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any offer, contract, commitment or investment decision, nor does it constitute a recommendation regarding the securities of the Company.

•The information in this document has not been independently verified. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy or completeness of the information, assumptions or opinions contained herein. None of the Company, or any of its subsidiaries or affiliates or any of such person's directors, officers or employees, advisers or other representatives, accepts any liability whatsoever (whether in negligence or otherwise) arising, directly or indirectly, from the use of this document or otherwise arising in connection therewith.

•This presentation includes forward-looking statements. All statements other than statements of historical fact included in this presentation, including, without limitation, those regarding MOEX financial position, business strategy, management plans and objectives for future operations are forward-looking statements. These forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause our actual results, performance, achievements or industry results to be materially different from those expressed or implied by these forward-looking statements. These forward-looking statements are based on numerous assumptions regarding our present and future business strategies and the environment in which we expect to operate in the future. Important factors that could cause our actual results, performance, achievements or industry results to differ materially from those in the forward-looking statements include, among other factors:

–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.

•Forward-looking statements speak only as of the date of this presentation and we expressly disclaim any obligation or undertaking to release any update of, or revisions to, any forward-looking statements in this presentation as a result of any change in our expectations or any change in events, conditions or circumstances on which these forward-looking statements are based. Past performance should not be taken as an indication or guarantee of future results, and no representation or warranty, express or implied, is made regarding such future performance.

