

Business model

CLIENTS

26,500

Legal entities

699

Professional
brokerage
companies

2.0

mln

Retail investors

MARKETS

MARKET DATA

CLIENT SERVICES

EQUITY & BOND MARKET

- ▶ Russian and foreign shares
- ▶ Sovereign bonds (OFZ)
- ▶ Regional and corporate bonds
- ▶ Sovereign and corporate Eurobonds
- ▶ Depository receipts
- ▶ Shares or investment units of mutual funds
- ▶ Mortgage participation certificates
- ▶ Exchange-traded funds (ETFs)
- ▶ Bank of Russia bonds
- ▶ Units of mutual funds and ETFs

DERIVATIVES MARKET

Futures and options on:

- ▶ Indices (MOEX Russia Index, RTS Index, RVI)
- ▶ Russian and foreign shares
- ▶ OFZ and sovereign Eurobonds
- ▶ Currency pairs
- ▶ Interest rates
- ▶ Oil and sugar
- ▶ Metals (gold, silver, platinum, palladium, copper, aluminum, zink, nickel)

FX MARKET

- | | |
|-------------|-------------|
| ▶ USD – RUB | ▶ USD – CHF |
| ▶ EUR – RUB | ▶ TRY – RUB |
| ▶ CNY – RUB | ▶ USD – TRY |
| ▶ USD – CNY | ▶ BYN – RUB |
| ▶ HKD – RUB | ▶ KZT – RUB |
| ▶ GBP – RUB | ▶ USD – KZT |
| ▶ GBP – USD | ▶ EUR – USD |
| ▶ CHF – RUB | ▶ JPY – RUB |

MONEY MARKET

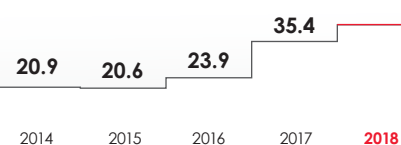
- ▶ Repo with the CCP
- ▶ GCC repo
- ▶ Inter-dealer repo
- ▶ Direct repo with the CBR
- ▶ Repo with collateral management system
- ▶ Deposit operations with the CCP
- ▶ Deposit and credit operations

COMMODITIES MARKET

- | | |
|----------|-------------------|
| ▶ Gold | ▶ Corn |
| ▶ Silver | ▶ Soybean |
| ▶ Wheat | ▶ Sunflower seeds |
| ▶ Barley | ▶ Sugar |

OPERATING INCOME

Trading Volumes,
RUB trln **40.7**



Advantages of cycle-protected business model. Fee & commission income:

Equity Market

2018
▲20.0%

2017
▲1.3%

2016
▼3.2%

Bond Market

2018
▲9.6%

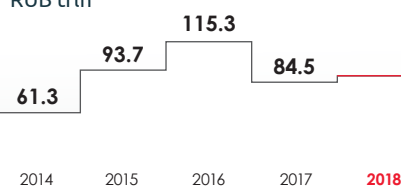
2017
▲33.7%

2016
▲25.4%

23,647.1
RUB mln

Fee & commission income

Trading Volumes,
RUB trln **89.3**



2018
▲15.3%

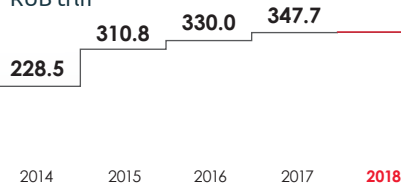
2017
▼2.0%

2016
▲39.5%

16,061.0
RUB mln

Interest and other
finance income

Trading Volumes,
RUB trln **348.4**



2018
▲4.3%

2017
▼11.9%

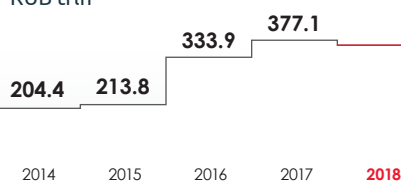
2016
▲0.4%

193.3

RUB mln

Other operating income

Trading Volumes,
RUB trln **364.2**



2018
▲13.1%

2017
▲16.8%

2016
▲24.8%

Post-trading
Services

- ▶ Clearing (NCC)
- ▶ Depository and settlement services (NSD)

Depository and settlement
services

2018
▲8.3%

2017
▲17.4%

2016
▲2.9%

39,901.4

RUB mln

Total