### **CONSOLIDATED STATEMENT OF PROFIT OR LOSS FOR THE YEAR ENDED DECEMBER 31, 2018**

#### (in millions of Russian rubles)

|   | Notes | Year ended December 31,<br>2018 | Year ended December 31,<br>2017 |
|---|-------|---------------------------------|---------------------------------|
| Fee and commission income   | 4     | 23 647,1                        | 21 207,6                        |
| Interest and other finance income   | 5     | 17 932,2                        | 16 040,2                        |
| Interest expense  | 6     | (446,5)                         | (829,8)                         |
| Net gain on financial assets at fair value through other comprehensive income |       | 262,0                           | -                               |
| Net gain on financial assets available-for-sale                               |       | -                               | 1 015,8                         |
| Foreign exchange gains less losses  | 7     | (1 686,7)                       | 1 059,1                         |
| Other operating income  | 8     | 193,3                           | 46,0                            |
| Operating Income  |       | 39 901,4                        | 38 538,9                        |
| General and administrative expenses   | 9     | (7 941,4)                       | (7 278,9)                       |
| Personnel expenses  | 10    | (6 512,3)                       | (6 152,9)                       |
| Profit before Other Operating Expenses and Tax                                |       | 25 447,7                        | 25 107,1                        |
| Other operating expenses  | 12    | (1 075,2)                       | -                               |
| Profit before Tax   |       | 24 372,5                        | 25 107,1                        |
| Income tax expense  | 13    | (4 652,2)                       | (4 851,9)                       |
| Net Profit  |       | 19 720,3                        | 20 255,2                        |
| Attributable to:  |       |                                 |                                 |
| Equity holders of the parent  |       | 19 716,5                        | 20 265,7                        |
| Non-controlling interest  |       | 3,8                             | (10,5)                          |
| Earnings per share (rubles)   |       |                                 |                                 |
| Basic earnings per share  | 29    | 8,76                            | 9,02                            |
| Diluted earnings per share  | 29    | 8,74                            | 8,98                            |

Chairman of the Executive Board Afanasiev A.K.

March 6, 2019 Moscow

Chief Financial Officer, Executive Board Member

Lapin M.V.

March 6, 2019 Moscow

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED DECEMBER 31, 2018

### (in millions of Russian rubles)

|  | Notes | Year ended<br>December 31, 2018 | Year ended<br>December 31, 2017 |  |
|--|-------|---------------------------------|---------------------------------|--|
| Net profit   |       | 19 720,3                        | 20 255,2                        |  |
| Other comprehensive income / (loss) that may be reclassified subsequently to profit or loss:                     |       |                                 |                                 |  |
| Exchange differences on translating foreign operations   |       | 1,3                             | (1,2)                           |  |
| Movement on investment revaluation reserve for financial assets at fair value through other comprehensive income |       | (3 811,9)                       | -                               |  |
| Movement on the credit risk of financial assets at fair value through other comprehensive income                 | 11    | (146,6)                         | -                               |  |
| Net gain on investments at fair value through other comprehensive income reclassified to profit or loss          |       | (262,0)                         | -                               |  |
| Net income resulting from revaluation of investments available-for-sale  |       | -                               | 1 323,9                         |  |
| Net gain on investments available-for sale reclassified to profit or loss  |       | -                               | (1 015,8)                       |  |
| Income tax relating to items that may be reclassified  |       | 844,0                           | (61,6)                          |  |
| Other comprehensive (loss)/income that may be reclassified subsequently to profit or loss                        |       | (3 375,2)                       | 245,3                           |  |
| Total comprehensive income   |       | 16 345,1                        | 20 500,5                        |  |
| Attributable to:   |       |                                 |                                 |  |
| Equity holders of the parent   |       | 16 337,6                        | 20 515,1                        |  |
| Non-controlling interest   |       | 7,5                             | (14,6)                          |  |

### **CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT DECEMBER 31, 2018**

### (in millions of Russian rubles)

|   | Notes | December 31, 2018 | December 31, 2017 |
|---|-------|-------------------|-------------------|
| ASSETS  |       |                   |                   |
| Cash and cash equivalents   | 14    | 416 391,2         | 273 248,6         |
| Financial assets at fair value through profit or loss             | 15    | 4 350,9           | 413,6             |
| Due from financial institutions                                   | 16    | 95 377,8          | 63 606,9          |
| Central counterparty financial assets                             | 17    | 3 312 020,2       | 2 430 083,8       |
| Financial assets at fair value through other comprehensive income | 18    | 210 752,4         | -                 |
| Investments available-for-sale                                    | 19    | -                 | 215 132,2         |
| Property and equipment  | 20    | 5 973,9           | 6 636,2           |
| Intangible assets   | 21    | 17 604,3          | 18 307,9          |
| Goodwill  | 22    | 15 971,4          | 15 971,4          |
| Current tax prepayments   |       | 506,0             | 306,8             |
| Deferred tax asset  | 13    | 125,1             | 243,4             |
| Other assets  | 23    | 3 511,3           | 3 818,9           |
| TOTAL ASSETS  |       | 4 082 584,5       | 3 027 769,7       |
| LIABILITIES   |       |                   |                   |
| Balances of market participants                                   | 24    | 606 479,8         | 466 860,2         |
| Overnight bank loans  |       | 5 003,1           | -                 |
| Central counterparty financial liabilities                        | 17    | 3 312 020,2       | 2 430 083,8       |
| Distributions payable to holders of securities                    | 25    | 24 676,0          | 2 507,8           |
| Margin account  |       | 979,6             | 384,6             |
| Current tax payables  |       | 30,9              | -                 |
| Deferred tax liability  | 13    | 3 821,4           | 2 943,3           |
| Other liabilities   | 26    | 3 968,9           | 3 711,2           |
| TOTAL LIABILITIES   |       | 3 956 979,9       | 2 906 490,9       |
| EQUITY  |       |                   |                   |
| Share capital   | 27    | 2 495,9           | 2 495,9           |
| Share premium   | 27    | 32 140,2          | 32 105,5          |
| Treasury shares   | 27    | (1 768,2)         | (1 908,1)         |
| Foreign currency translation reserve                              |       | (20,9)            | (18,5)            |
| Investments revaluation reserve                                   |       | (1 758,2)         | 1 357,0           |
| Share-based payments  |       | 710,1             | 524,0             |
| Retained earnings   | 28    | 93 623,3          | 86 546,4          |
| Total equity attributable to owners of the parent                 |       | 125 422,2         | 121 102,2         |
| Non-controlling interest  |       | 182,4             | 176,6             |
| TOTAL EQUITY  |       | 125 604,6         | 121 278,8         |
| TOTAL LIABILITIES AND EQUITY                                      |       | 4 082 584,5       | 3 027 769,7       |

# CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2018

(in millions of Russian rubles)

|   | Notes | Year ended December 31,<br>2018 | Year ended December 31,<br>2017 |
|---|-------|---------------------------------|---------------------------------|
| Cash flows from / (used in) operating activities:                                       |       |                                 |                                 |
| Profit before tax   |       | 24 372,5                        | 25 107,1                        |
| Adjustments for:  |       |                                 |                                 |
| Depreciation and amortisation charge  | 9     | 3 339,5                         | 2 952,5                         |
| Net change on deferred commission income  |       | (94,2)                          | 150,6                           |
| Revaluation of derivatives  |       | (517,9)                         | (407,3)                         |
| Share-based payment expense   | 10    | 285,8                           | 267,9                           |
| Unrealized (gain)/loss on foreign exchange operations                                   |       | (277,5)                         | 16,0                            |
| Gain on disposal of financial assets at FVTOCI  |       | (262,0)                         | -                               |
| Gain on disposal of investments available-for-sale                                      |       | -                               | (1 015,8)                       |
| Net change on interest accruals   |       | 707,6                           | (1 573,4)                       |
| Net loss on disposal of property and equipment  |       | 38,3                            | 60,9                            |
| Impairment of investments available-for-sale  |       | -                               | 11,6                            |
| Change on allowance for expected credit losses  | 11    | (117,5)                         | -                               |
| Impairment of intangible assets   | 21    | -                               | 15,0                            |
| Impairment of other assets  | 11    | -                               | 8,8                             |
| Change on other provisions  | 26    | 218,3                           | -                               |
| Cash flows from operating activities before changes on operating assets and liabilities |       | 27 692,9                        | 25 593,9                        |
| Changes on operating assets and liabilities:  |       |                                 |                                 |
| (Increase)/decrease on operating assets:  |       |                                 |                                 |
| Due from financial institutions   |       | (16 439,5)                      | (2 697,4)                       |
| Financial assets at FVTPL   |       | 4 298,0                         | 0,4                             |
| Central counterparty financial assets   |       | (804 923,7)                     | (711 775,2)                     |
| Other assets  |       | 307,5                           | (1 734,4)                       |
| Increase/(decrease) on operating liabilities:   |       |                                 |                                 |
| Balances of market participants   |       | 46 552,0                        | (127 231,6)                     |
| Overnight bank loans  |       | 5 000,0                         | -                               |
| Central counterparty financial liabilities  |       | 804 923,7                       | 711 775,2                       |
| Distributions payable to holders of securities  |       | 22 168,2                        | (444,5)                         |
| Margin account  |       | 595,0                           | 384,6                           |
| Other liabilities   |       | 8,7                             | 279,1                           |
| Net cash from/(used in) operating activities before taxation                            |       | 90 182,8                        | (105 849,9)                     |
| Income tax paid   |       | (2 965,4)                       | (4 848,2)                       |
| Net cash from/(used in) operating activities  |       | 87 217,4                        | (110 698,1)                     |

|  | Notes | Year ended December 31,<br>2018 | Year ended December 31,<br>2017 |
|--|-------|---------------------------------|---------------------------------|
| Cash flows from / (used in) investing activities:                        |       |                                 |                                 |
| Purchase of financial assets at at FVTOCI                                |       | (247 217,8)                     | -                               |
| Proceeds from disposal of financial assets at at FVTOCI                  |       | 256 372,2                       | -                               |
| Purchase of investments available-for-sale                               |       | -                               | (162 317,9)                     |
| Proceeds from disposal of investments available-for-sale                 |       | -                               | 165 877,7                       |
| Purchase of property and equipment and intangible assets                 |       | (1 976,3)                       | (2 102,1)                       |
| Proceeds from disposal of property and equipment and intangible assets   |       | 5,1                             | 29,2                            |
| Net cash from investing activities                                       |       | 7 183,2                         | 1 486,9                         |
| Cash flows from / (used in) financing activities:                        |       |                                 |                                 |
| Dividends paid   |       | (12 320,5)                      | (22 897,1)                      |
| Sale of treasury shares  |       | 87,4                            | 49,5                            |
| Uncalled dividends paid  |       | -                               | (162,1)                         |
| Net cash used on financing activities                                    |       | (12 233,1)                      | (23 009,7)                      |
| Effect of changes on foreign exchange rates on cash and cash equivalents |       | 60 979,8                        | 24 952,9                        |
| Net increase/(decrease) on cash and cash equivalents                     |       | 143 147,3                       | (107 268,0)                     |
| Cash and cash equivalents, beginning of period                           | 14    | 273 248,6                       | 380 516,6                       |
| Cash and cash equivalents, end of period                                 | 14    | 416 395,9                       | 273 248,6                       |

Interest received by the Group during the year ended December 31, 2018, amounted to RUB 18 644,7 mln (December 31, 2017: RUB 14 474,2 mln).

Interest paid by the Group during the year ended December 31, 2018, amounted to RUB 442,5 mln (December 31, 2017: RUB 832,3 mln).

## CONSOLIDATED STATEMENT OF CHANGES ON EQUITY FOR THE YEAR ENDED DECEMBER 31, 2018

(in millions of Russian rubles)

| Total transactions   | 498,1 |          |           | reserve   | payments | translation<br>reserve | earnings   | to owners of the parent | controlling<br>interest | equity     |
|--|-------|----------|-----------|-----------|----------|------------------------|------------|-------------------------|-------------------------|------------|
| Other comprehensive income  Total comprehensive income for the period  Dividends declared (Note 28)  Share-based payments  Cancellation of treasury shares  Total transactions with owners |       | 32 286,2 | (2 271,9) | 1 110,5   | 413,1    | (21,4)                 | 89 177,8   | 123 192,4               | 191,2                   | 123 383,6  |
| comprehensive income  Total comprehensive income for the period  Dividends declared (Note 28)  Share-based payments  Cancellation of treasury shares  Total transactions with owners       | -     | -        | -         | -         | -        | -                      | 20 265,7   | 20 265,7                | (10,5)                  | 20 255,2   |
| comprehensive income for the period  Dividends declared (Note 28)  Share-based payments  Cancellation of treasury shares  Total transactions with owners                                   | -     | -        | -         | 246,5     | -        | 2,9                    | -          | 249,4                   | (4,1)                   | 245,3      |
| (Note 28) Share-based payments Cancellation of treasury shares Total transactions with owners  | -     | -        | -         | 246,5     | -        | 2,9                    | 20 265,7   | 20 515,1                | (14,6)                  | 20 500,5   |
| payments Cancellation of treasury shares Total transactions with owners  | -     | -        | -         | -         | -        | -                      | (22 897,1) | (22 897,1)              | -                       | (22 897,1) |
| of treasury shares  Total transactions with owners   | -     | (31,0)   | 211,9     | -         | 110,9    | -                      | -          | 291,8                   | -                       | 291,8      |
| with owners  | (2,2) | (149,7)  | 151,9     | -         | -        | -                      | -          | -                       | -                       | -          |
| December 21 2017 27  | (2,2) | (180,7)  | 363,8     | -         | 110,9    | -                      | (22 897,1) | (22 605,3)              | -                       | (22 605,3) |
| December 31, 2017 22   | 495,9 | 32 105,5 | (1 908,1) | 1 357,0   | 524,0    | (18,5)                 | 86 546,4   | 121 102,2               | 176,6                   | 121 278,8  |
| Effect of adoption of IFRS 9 (Note 2)  | -     | -        | -         | 261,3     | -        | -                      | (319,1)    | (57,8)                  | (1,7)                   | (59,5)     |
| January 1, 2018<br>(with IFRS 9 effect) 2 4  | 495,9 | 32 105,5 | (1 908,1) | 1 618,3   | 524,0    | (18,5)                 | 86 227,3   | 121 044,4               | 174,9                   | 121 219,3  |
| Net profit   | -     | -        | -         | -         | -        | -                      | 19 716,5   | 19 716,5                | 3,8                     | 19 720,3   |
| Other comprehensive loss   | -     | -        | -         | (3 376,5) | -        | (2,4)                  | -          | (3 378,9)               | 3,7                     | (3 375,2)  |
| Total comprehensive income for the period  | -     | -        | -         | (3 376,5) | -        | (2,4)                  | 19 716,5   | 16 337,6                | 7,5                     | 16 345,1   |
| Dividends declared<br>(Note 28)  | -     | -        | -         | -         | -        | -                      | (12 320,5) | (12 320,5)              | -                       | (12 320,5) |
| Share-based payments   | -     | 34,7     | 139,9     | -         | 186,1    | -                      | -          | 360,7                   | -                       | 360,7      |
| Total transactions with owners   |       | 34,7     | 139,9     | -         | 186,1    | -                      | (12 320,5) | (11 959,8)              | -                       | (11 959,8) |
| December 31, 2018 24   |       |          |           |           |          |                        |            |                         |                         |            |