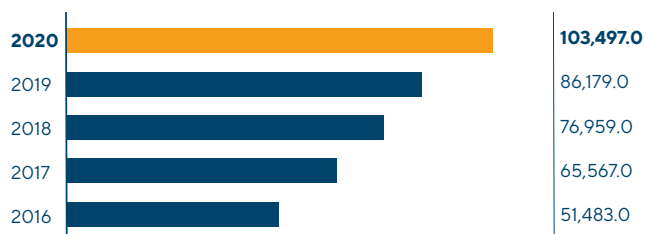


## KPI TRENDS

### FINANCIAL INDICATORS

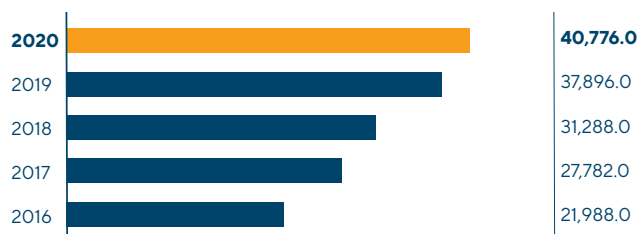
#### Revenue (RUB mln)

**103,497.0** RUB mln



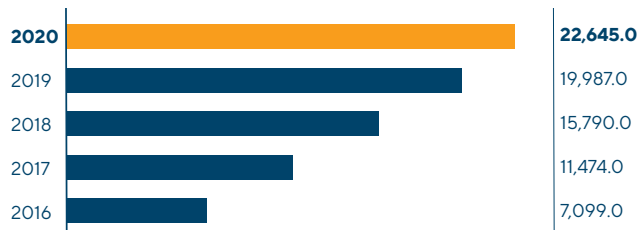
#### Adjusted revenue (RUB mln)

**40,776.0** RUB mln



#### EBITDA (RUB mln)

**22,645.0** RUB mln



#### Net profit (RUB mln)

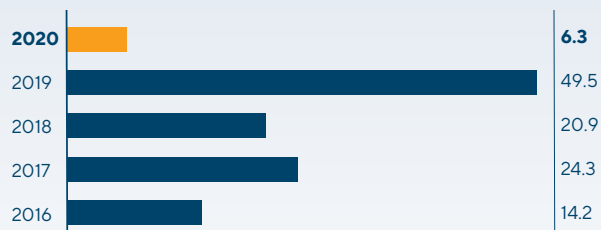
**12,659.0** RUB mln



### CORPORATE RESPONSIBILITY INDICATORS

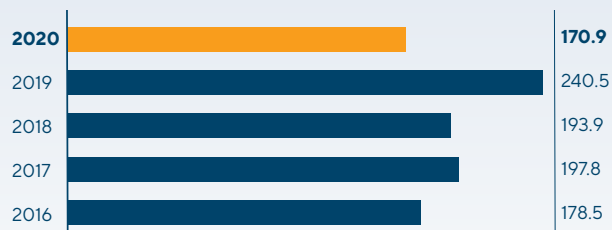
#### Staff training and development costs (RUB mln)

**6.3** RUB mln



#### Expenses for social programmes under the Collective Agreement (RUB mln)

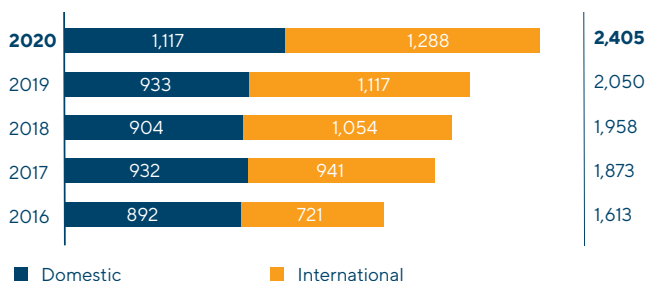
**170.9** RUB mln



## OPERATING PERFORMANCE

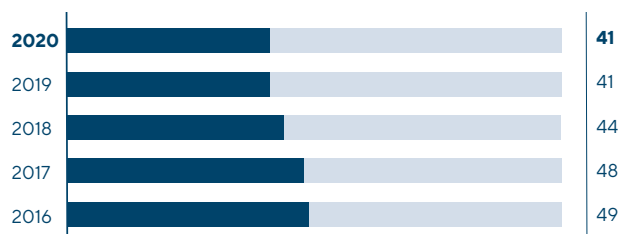
### Domestic and international transportation volumes controlled by the Company ('000 TEU)

**2,405** '000 TEU



### Market share in terms of transportation volume controlled by the Company (%)

**41%**



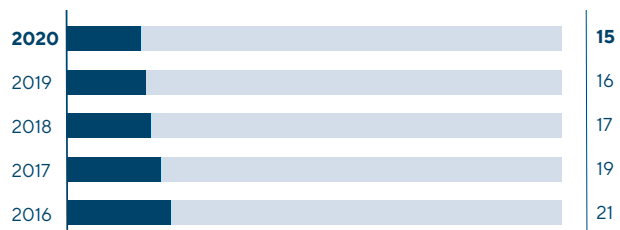
### Handling volumes at container terminals (with subsidiaries) ('000 TEU)

**1,574** '000 TEU



### Share of terminal handling (%)

**15%**



### Health and safety expenses (RUB mln)

**51.8** RUB mln



### Charity expenses (RUB mln)

**292.5** RUB mln

