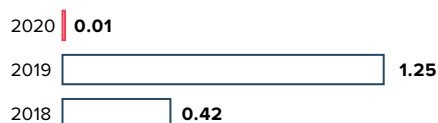


Profitability analysis (RAS)

ROE

In 2020, ROE (return on equity) totalled 0.01%.

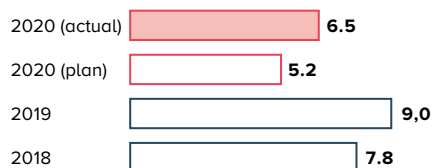
ROE (net income / equity),¹ %



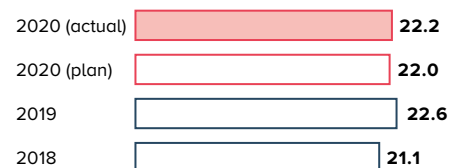
Sales profitability, operational efficiency, and EBITDA margin

In 2020, sales profitability totalled 6.5%, down 2.5 pp y-o-y (+1.3 pp vs plan), while EBITDA margin stood at 22.2%, down 0.4 pp y-o-y (+0.2 pp vs plan). The decrease at the end of the reporting period was due to the decline of sales revenue by 29.4% y-o-y.

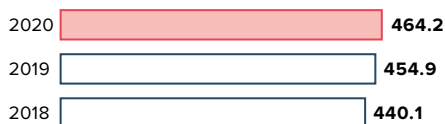
Sales profitability, %



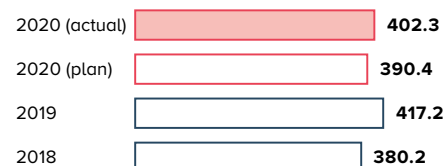
EBITDA margin, %



Revenue rate, kopecks / 10 tkm



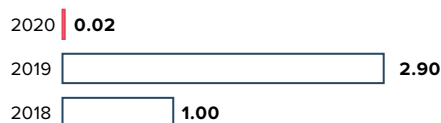
EBITDA, RUB bn



Operating profitability (net profit margin)

Lower income for the reporting period led to a 2.88 pp drop in net profit margin (operating profitability).

Net profit margin, %



¹ Net profit / Equity