

# KEY PERFORMANCE INDICATORS

## GROUP'S FINANCIAL RESULTS, RUB MLN

Indicator	2019	2020	2021	2022	YoY change, %
Revenue	56,673	62,168	113,709	162,639	43
EBITDA <sup>1</sup>	12,231	12,293	47,474	71,483	51
EBITDA margin, %	22	20	42	44	2 pp

Indicator	2019	2020	2021	2022	YoY change, %
<b>Liner and Logistics Division</b>					
Revenue	37,944	46,586	94,591	138,926	47
EBITDA	2,309	3,270	34,967	48,771	39
EBITDA margin, %	6	7	37	35	(2) pp
<b>Port Division</b>					
Revenue	15,409	16,326	22,746	32,977	45
EBITDA	6,787	7,416	11,792	20,749	76
EBITDA margin, %	44	45	52	63	11 pp
<b>Rail Division</b>					
Revenue	8,232	5,340	5,115	6,932	36
EBITDA	3,596	1,939	1,991	3,947	98
EBITDA margin, %	44	36	39	57	18 pp
<b>Shipping Division</b>					
Revenue	3,245	3,338	4,115	7,807	90
EBITDA	776	1,005	1,108	3,446	211
EBITDA margin, %	24	30	27	44	17 pp
<b>Fuel Division</b>					
Revenue	1,191	841	1,809	2,788	54
EBITDA	83	13	82	125	52
EBITDA margin, %	7	2	5	4	(1) pp

<sup>1</sup> EBITDA is calculated as operating profit net of amortisation, depreciation of fixed assets, and one-off expenses and includes the adjustments for IFRS 16.

## THE GROUP'S OPERATING RESULTS



Indicator	2019	2020	2021	2022	YoY change, %
<b>Liner and Logistics Division</b>					
Intermodal transportation, k TEU	344	393	465	507	9
International maritime transportation <sup>2</sup> , k TEU	251	295	288	342	19
Domestic maritime transportation, k TEU	78	80	81	84	4
<b>Port Division</b>					
Container handling, k TEU	625	672	757	768	1
General cargoes handling, kt	5,130	4,614	5,195	5,138	(1)
Oil product handling, kt	396	358	389	480	23
Vehicle handling, units	77,023	71,248	81,748	110,783	36
<b>Rail Division</b>					
Rolling stock, units	13,047	8,524	9,118	10,791	18
Rail container transportation, k TEU	388	471	539	641	19
Shipments in box cars, units	16,372	17,917	4,872	294	(94)
<b>Shipping Division</b>					
Transport fleet, units	20	18	21	27	29
Operable vessel days <sup>3</sup>	7,208	6,503	6,236	6,931	11
<b>Fuel Division</b>					
Bunkering volumes, kt	68	67	63	98	56

<sup>2</sup> Including the Black Sea transportation.  
<sup>3</sup> Total number of days when the vessel was available for operation, excluding downtime due to the vessel's overhaul, upgrade, dry docking, or specialised or intermediate maintenance.

