

Partnership Agreement

JSC Tochka

June 2018



Joint Venture JSC Tochka, June 2018

JSC Tochka JV structure



Tochka Management Team

50%+1 share in capital
45% economic interest

40% share in capital
45% economic interest

10% -1 share in capital
10% economic interest



Tochka – One of the Leaders of the SME Market in Russia

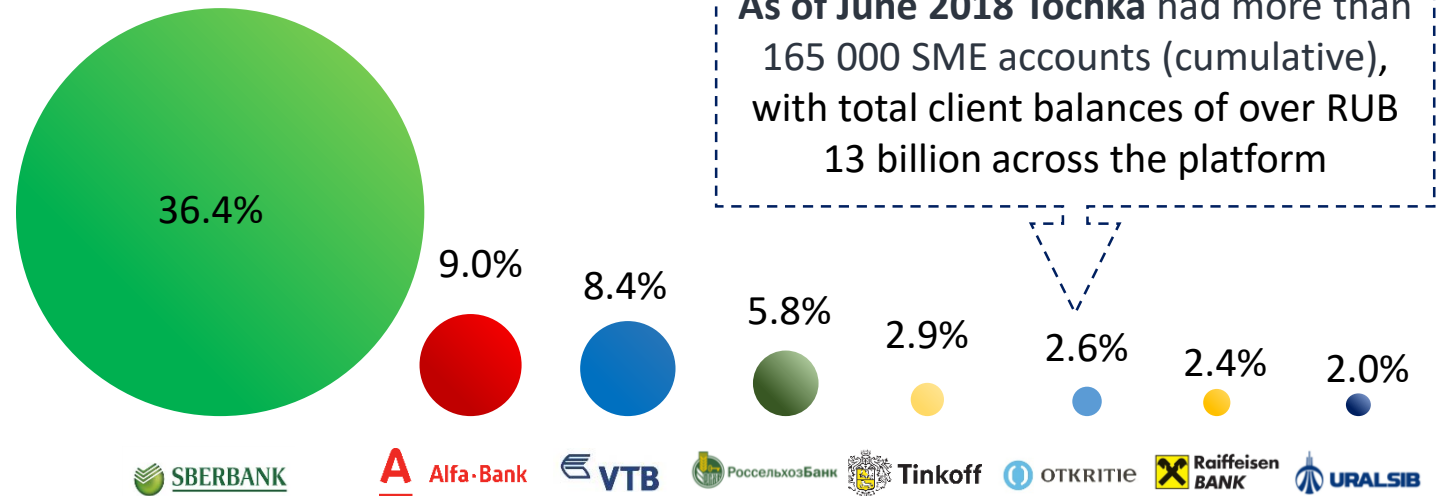
Innovative digital banking service for entrepreneurs -

broad range of services, client-focused, technological solutions and know-hows, unique quality of client experience

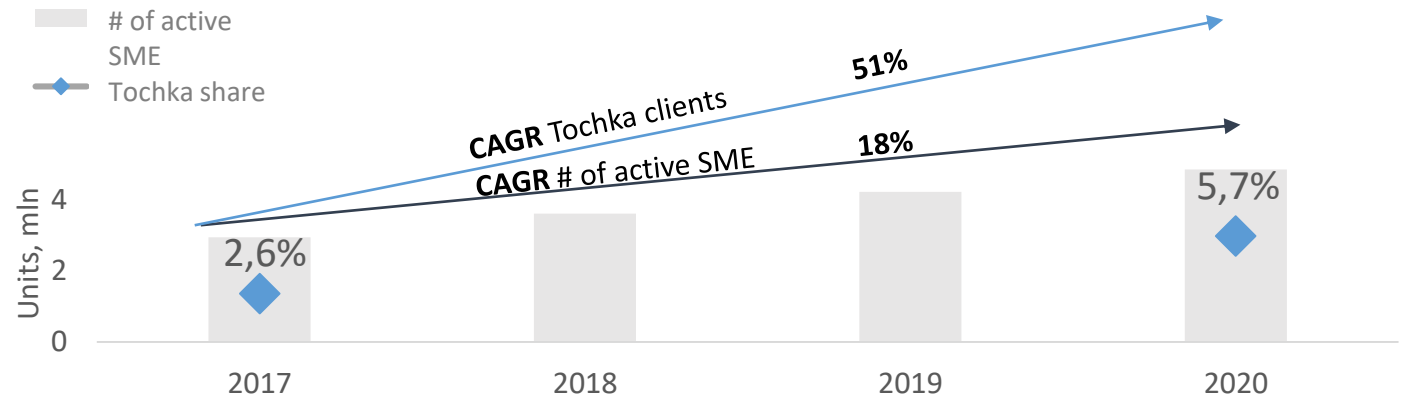
Net Promoter Score of 59.3% - the highest on the market according to TNS research

Best mobile and internet bank for business across different interfaces for 3 last consecutive years (Markswobb Business Mobile Banking Rank)

Competition (market share*)



Potential market size



*Source: open sources; company estimates

Tochka as a First at Scale Multi-Banking Platform in Russia

SME and self-employed market is one of the fastest developing segments in Russia. According to the Small and Medium Enterprises Development Strategy in RF till 2030, **the share of SMEs in GDP should increase from 20% in 2017 to 40% by 2030**

Creating and developing products and services for self-employed and micro enterprises is one of the core focuses of QIWI

At the moment Tochka clients can open accounts in either Otkritie Bank or QIWI Bank with other players potentially entering the platform

Developing Tochka as a multi-banking platform is the most efficient way to increase market share and expand the potential client base

We are glad to launch a **first at scale multi-bank platform in Russia** for servicing clients in the SME segment with such strong partners



- ❖ Financial and banking expertise
- ❖ 100% reliability



- ❖ Technological expertise
- ❖ Synergies with core products
- ❖ Focus on developing services for SMEs



- ❖ Unique team
- ❖ Proven business model
- ❖ Best in class consumer service

Otkritie Together with Tochka Will Be Among TOP-3 Players of the SME Market in Terms of Number of Active Clients by 2020

Market positions of the top players of the SME market in 2020

Thousand companies (active clients)

