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# SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

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## FORM 6-K

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### REPORT OF A FOREIGN ISSUER PURSUANT TO RULE 13A-16 OR 15D-16 OF THE SECURITIES EXCHANGE ACT OF 1934

For August 19, 2019

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## QIWI plc

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12-14 Kennedy Ave.  
Kennedy Business Centre, 2nd Floor, Office 203  
1087 Nicosia Cyprus  
(Address of principal executive offices)

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Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.

Form 20-F  Form 40-F

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

Yes  No

If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b):

EXCEPT FOR REFERENCES TO "TOTAL ADJUSTED NET REVENUE", "PS PAYMENT REVENUE", "PS PAYMENT ADJUSTED NET REVENUE", "PS OTHER REVENUE", "PS OTHER ADJUSTED NET REVENUE", "PAYMENT AVERAGE ADJUSTED NET REVENUE YIELD", "CFS SEGMENT NET REVENUE YIELD", "ADJUSTED EBITDA", "ADJUSTED EBITDA MARGIN", "ADJUSTED NET PROFIT", AND "ADJUSTED NET PROFIT PER SHARE", EXHIBIT 99.1 TO THIS REPORT ON FORM 6-K IS INCORPORATED BY REFERENCE IN THE REGISTRATION STATEMENTS ON FORM S-8 (FILE NO. 333-190918; FILE NO. 333-212441) OF QIWI PLC AND IN THE OUTSTANDING PROSPECTUS CONTAINED IN SUCH REGISTRATION STATEMENTS.

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**Exhibits**

- 99.1 “QIWI Announces Second Quarter 2019 Financial Results” press release dated August 19, 2019
- 99.2 Interim condensed consolidated financial statements (unaudited) of QIWI plc for the six months ended June 30, 2019
- 99.3 Acknowledgment letter of Ernst & Young LLC

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Date: August 19, 2019

QIWI PLC (Registrant)

By: /s/ Vladislav Poshmorga  
Vladislav Poshmorga  
Chief Financial Officer



### QIWI Announces Second Quarter 2019 Financial Results

*Second Quarter Total Adjusted Net Revenue Increases 23% to RUB 5,563 Million and Adjusted Net Profit Increases 125% to RUB 1,965 Million or RUB 31.58 per diluted share*

*QIWI upgrades 2019 Guidance*

*Board of Directors Approves Dividends of 28 cents per share*

NICOSIA, CYPRUS – August 19, 2019 – QIWI plc (NASDAQ: QIWI) (MOEX: QIWI) (“QIWI” or the “Company”) today announced results for the second quarter ended June 30, 2019.

#### Second Quarter 2019 Operating and Financial Highlights

- Total Adjusted Net Revenue increased 23% to RUB 5,563 million (\$88.2 million)
- Payment Services Segment Net Revenue increased 35% to RUB 5,158 million (\$81.8 million)
- Adjusted EBITDA increased 90% to RUB 2,639 million (\$41.8 million)
- Adjusted Net Profit increased 125% to RUB 1,965 million (\$31.2 million), or RUB 31.58 per diluted share
- Payment Services Segment Net Profit increased 42% to RUB 3,206 million (\$50.8 million) or RUB 51.53 per diluted share
- Total Payment Services volume increased 41% to RUB 370.8 billion (\$5.9 billion)

“Today I’m excited to share our second quarter 2019 financial results. This quarter we continue to demonstrate exceptional performance, especially in our Payment Services business, which delivered 35% segment net revenue growth and 42% segment net profit growth. I am glad to say that the performance of our payment services business continues to be driven predominantly by the expansion and enhancement of the product proposition we offer to our users, merchants and partners including solutions for digital entertainment merchants, self-employed and sharing economy partners. Our growth is simultaneously underpinned by the secular trends in our key markets. Our results clearly emphasize the value and relevance of the payment ecosystem we have developed so far and aim to develop further,” said Sergey Solonin, QIWI’s chief executive officer. “As we continue to benefit from the strong performance and substantial cash flows generated by the Payment Services segment, which remains a core part of our business, we proceed with pursuing our strategy, building up our payment and financial services ecosystem and investing in the development of the new products and projects. We see many opportunities both in the payment space and in the adjacent markets and I believe we are well positioned to continue strengthening our ecosystem and increasing the life cycle of our clients with an ultimate goal of securing the long-term growth prospects of our Company.”

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## The Segment Presentation of the Results of Operations

As of June 30 2019, we distinguish four reportable segments and a Corporate and Other category, as set out below:

- *Payment Services (PS) segment*, which encompasses our virtual distribution services, including QIWI Wallet and other QIWI applications, payment channels and methods; physical distribution, including our kiosks, terminals and other retail points of service, Contact Money Remittance System; and our merchant focused services, such as QIWI Cashier or acquiring services;
- *Consumer Financial Services (CFS) segment*, which encompasses our consumer lending business SOVEST;
- *Small and Medium Enterprises (SME) segment*, which encompasses operations of the Tochka business, which is focused on offering a broad range of services for small and medium enterprises through a multi-bank platform;
- *Rocketbank (RB) segment*, which encompasses Rocketbank business, a digital banking service offering debit cards and deposits to retail customers; and
- *Corporate and Other (CO) category*, which encompasses expenses associated with the corporate operations of QIWI Group as well as our R&D, venture projects and emerging business models.

### Second Quarter 2019 Results

*Adjusted and Segment Net Revenues:* Total Adjusted Net Revenue (Total Segment Net Revenue) for the quarter ended June 30, 2019 was RUB 5,563 million (\$88.2 million), an increase of 23% compared with RUB 4,510 million in the prior year. The increase was mainly driven by Payment Services and CFS Segments Net Revenue growth, which was partially offset by the decline in the SME Segment Net Revenue as well as negative Net Revenue contribution of Rocketbank Segment.

Payment Services Segment Net Revenue for the quarter ended June 30, 2019 was RUB 5,158 million (\$81.8 million), an increase of 35% compared with RUB 3,832 million in the prior year.

PS Payment Adjusted Net Revenue was RUB 4,412 million (\$70.0 million), an increase of 31% compared with RUB 3,362 million in the prior year. PS Payment Adjusted Net Revenue growth was predominantly driven by a volume growth in the E-commerce, Financial Services and Money Remittance market verticals partially offset by the decline of the Payment Average Adjusted Net Revenue Yield.

PS Other Adjusted Net Revenue, which is principally composed of revenue from fees for inactive accounts and unclaimed payments, interest revenue, revenue from overdrafts provided to agents, and advertising, was RUB 746 million (\$11.8 million), an increase of 59% compared with RUB 470 million in the prior year. Fees for inactive accounts and unclaimed payments for the second quarter ended June 30, 2019 were RUB 471 million (\$7.5 million) compared with RUB 326 million for the corresponding period in the prior year, the increase was driven primarily by growth of payment volume and a number of users in the payment services business. PS Other Adjusted Net Revenue excluding revenue from fees for inactive accounts and unclaimed payments increased 91% compared with the same period in the prior year to RUB 275 million predominantly as a result of growth of interest revenue.

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Small and Medium Enterprises Segment Net Revenue which is composed of revenue from cash and settlement services related to the operations of the Tochka project for the quarter ended June 30, 2019 was RUB 185 million (\$2.9 million) compared with RUB 597 million in the second quarter of the prior year. Segment Net Revenue dynamics were primarily due to the transfer of Tochka multi-bank project to JSC Tochka starting from February 1, 2019. As a result of this transition we no longer recognize a certain portion of Tochka project revenues associated with the information and technology service agreements with Otkritie Bank.

*Adjusted EBITDA:* For the quarter ended June 30, 2019, Adjusted EBITDA was RUB 2,639 million (\$41.8 million), an increase of 90% compared with RUB 1,392 million in the prior year. The adjusted EBITDA increase was driven by Total Adjusted Net Revenue growth as well as a decline in payroll and related taxes (related to the cost of revenue) (excluding effect of share based payments) to RUB 674 million for the quarter ended June 30, 2019 as compared to RUB 914 million for same period in the prior year and advertising, client acquisition and related expenses driven mostly by the transfer of Tochka multi-bank project. The growth was partially offset by an increase of compensation to employees and related taxes (related to the SG&A expenses)(excluding effect of share-based payments) to RUB 869 million for the quarter ended June 30, 2019 as compared to RUB 777 million for same period in the prior year resulting from a personnel expense growth in payment services segment and corporate and other category as well as transfer of Rocketbank personnel to QIWI and an increase of other expenses also related the transfer and operations of Tochka multi-bank project. Adjusted EBITDA margin (Adjusted EBITDA as a percentage of Total Adjusted Net Revenue) was 47.4% for the quarter ended June 30, 2019 compared with 30.9% for the same period in the prior year.

*Adjusted and Segment Net Profit:* For the quarter ended June 30, 2019, Adjusted Net Profit (Total Segment Net Profit) was RUB 1,965 million (\$31.2 million), an increase of 125% compared with RUB 872 million in the prior year. The growth of Adjusted Net Profit was primarily driven by the same factors impacting Adjusted EBITDA as well as by a significantly smaller net foreign exchange loss<sup>1</sup> as compared to the same period in the prior year.

For the quarter ended June 30, 2019, Payment Services Segment Net Profit was RUB 3,206 million (\$50.8 million), an increase of 42% compared with RUB 2,250 million in the prior year driven by Payment Services Segment Net Revenue growth. Certain expenses that were postponed this quarter will be incurred in the second half of the year.

The Consumer Financial Services Segment Net Loss for the second quarter 2019 was RUB 435 million (\$6.9 million) as compared to a Net Loss of RUB 702 million for the same period of the prior year resulting from Segment Net Revenue growth driven by the improving monetization and expansion of the operations of the SOVEST project as well as decrease in payroll and related taxes (excluding effect of share based payments) and advertising, client acquisition and related expenses.

The Small and Medium Enterprises Net Profit was RUB 16 million (\$0.3 million) as compared to a Net Loss of RUB 263 million in the prior year. The significant reduction of net loss was primarily driven by the development and scaling of the Tochka business.

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<sup>1</sup> Foreign exchange gain/loss is calculated as total foreign exchange gain/loss, net recognized in the statement of comprehensive income excluding the effect of foreign exchange gain/loss on June 2014 offering proceeds

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Rocketbank Segment Net Loss was RUB 511 million (\$8.1 million), an increase of 425% compared with the net loss of RUB 97 million in the prior year primarily driven by expenses incurred in connection with the transfer and roll out of the operations of Rocketbank in QIWI.

*Payment Services Other Operating Data:* For the quarter ended June 30, 2019, Payment Services Segment payment volume was RUB 370.8 billion (\$5.9 billion), an increase of 41% compared with RUB 262.8 billion in the prior year. The increase in payment volume was driven by growth in E-commerce, Financial Services and Money Remittances market verticals resulting largely from the development of certain payment solutions for merchants including betting merchants, new contracts and new projects targeting the self-employed market as well as secular growth in some of our key categories. Payment Average Adjusted Net Revenue Yield was 1.19%, a decrease of 9 bps compared with 1.28% in the prior year primarily driven by a decrease of average net revenue yields across key market verticals including E-commerce and Financial Services driven by the diversification of the suite of services offered to merchants and partners partially offset by the increase in Money Remittance average net revenue yield.

Payment Services Segment Net Revenue Yield was 1.39%, a decrease of 7 bps as compared with 1.46% in the prior year. Payment Services Segment Net Revenue Yield excluding the effect of fees for inactive accounts and unclaimed payments was 1.26%, a decrease of 7 bps as compared with 1.33% in the prior year.

*Consumer Financial Services Other Operating Data:* For the quarter ended June 30, 2019, Consumer Financial Services Segment payment volume was RUB 5.8 billion (\$0.1 billion). CFS payment volume increased by 82% as compared to the RUB 3.2 billion for the second quarter of 2018, while CFS Segment Net Revenue Yield increased to 4.88% driven primarily by the introduction of the customer paid value added options.

## **Recent Developments**

*Rocketbank Strategy Update:* In August 2017, we have executed a series of transactions to acquire the brands, software and hardware of Tochka and Rocketbank from Otkritie Bank. In July 2018, QIWI finalized the acquisition of the Rocketbank business and, by the end of 2018, had transferred Rocketbank customers, personnel and business processes to QIWI. Further to this acquisition, QIWI began developing a new strategy for Rocketbank. Throughout the first half of 2019, QIWI reviewed a number of strategic opportunities for the development of the Rocketbank business as either a part of the broader QIWI ecosystem or as a standalone project. A final strategic plan for Rocketbank was presented to and reviewed by the Board of Directors of QIWI during its meeting in August 2019. Having duly considered the proposed strategy and required financing, the Board of the Directors of the Company concluded that Rocketbank's business plan has an investment profile that isn't compatible with QIWI's risk appetite and that the business has insufficient potential synergies with the core business of the Company. As a result, the Board of Directors has determined and instructed the management of the Company to explore opportunities of a partial or complete sale of Rocketbank.

*Dividend:* Considering our expectations about the performance of the Group as well as our anticipated level of investments in 2019 and aiming to provide more transparency and predictability in respect of our dividend distribution practices, the Board of Directors approved a target dividend payout ratio for 2019. In accordance with the decision of the Board of Directors, the Company aims to distribute between 65% to 85% of its adjusted net profit for 2019 starting from the first quarter 2019.

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Following the determination of the second quarter 2019 financial results, our Board of Directors approved a dividend of USD 28 cents per share. The dividend record date is August 30, 2019, and the Company intends to pay the dividend on September 3, 2019. The holders of ADSs will receive the dividend shortly thereafter.

The Board of Directors reserves the right to distribute the dividends on a quarterly basis, as it deems necessary so that the total annual payout is in accordance with the target range provided, though the payout ratios for each of the quarters may vary and be outside of this range. It remains the long-term intention of the Company to distribute all excess cash to the shareholders.

## **2019 Guidance<sup>2</sup>**

QIWI upgrades its Total Adjusted Net Revenue, Payment Services Segment Net Revenue and Payment Services Segment Net Profit guidance in respect of 2019 outlook:

- Total Adjusted Net Revenue is expected to increase by 11% to 16% over 2018;
- Payment Services Segment Net Revenue is expected to increase by 23% to 27% over 2018;
- Payment Services Segment Net Profit is expected to increase by 25% to 29% over 2018.

QIWI reiterates its Adjusted Net Profit guidance in respect of 2019 outlook:

- Adjusted Net Profit is expected to increase by 40% to 50% over 2018;

For the purpose of the guidance in respect of 2019 outlook we would like to outline the following considerations:

We have ceased to recognize the portion of Tochka revenues associated with information and technology service agreements with Otkritie Bank for providing services to Tochka clients that have their accounts with Otkritie Bank starting from February 1, 2019 following the transfer of the Tochka operations to JSC Tochka. Such revenues were recognized in full for the full year 2018; however, they will only be recognized for one month in 2019. For the avoidance of doubt, only the revenues related to Tochka clients that have their accounts with QIWI bank will be recognized as QIWI group revenues in 2019. We will correspondingly account JCS Tochka as an associate going further.

The Company reserves the right to revise guidance in the course of the year.

## **Earnings Conference Call and Audio Webcast**

QIWI will host a conference call to discuss second quarter 2019 financial results today at 8:30 a.m. ET. Hosting the call will be Sergey Solonin, chief executive officer, Andrey Protopopov, chief executive officer of Payment Services Segment, and Vladislav Poshmorga, chief financial officer. The conference call can be accessed live over the phone by dialing +1 (877) 407-3982 or for international callers by dialing +1 (201) 493-6780. A replay will be available at 11:30 a.m. ET and can be accessed by dialing +1 (844) 512-2921 or +1 (412) 317-6671 for international callers; the pin number is 13693578. The replay will be available until Monday, September 2, 2019. The call will be webcast live from the Company's website at <https://www.qiwi.ru> under the Corporate Investor Relations section or directly at <http://investor.qiwi.com/>.

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<sup>2</sup> Guidance is provided in Russian rubles



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**About QIWI plc.**

QIWI is a leading provider of next generation payment and financial services in Russia and the CIS. It has an integrated proprietary network that enables payment services across online, mobile and physical channels. It has deployed over 21.8 million virtual wallets, over 136,000 kiosks and terminals, and enabled merchants and customers to accept and transfer over RUB 1.16 billion cash and electronic payments monthly connecting over 44 million consumers using its network at least once a month. QIWI's consumers can use cash, stored value and other electronic payment methods in order to pay for goods and services or transfer money across virtual or physical environments interchangeably.

**Forward-Looking Statements**

This press release includes “forward-looking statements” within the meaning of, and subject to the protection of, the Private Securities Litigation Reform Act of 1995, including, without limitation, statements regarding expected total adjusted net revenue, adjusted net profit and net revenue yield, dividend payments, payment volume growth, growth of physical and virtual distribution channels, trends in each of our market verticals and statements regarding the development of our Consumer Financial Services segment, including our SOVEST business, the development of our Small and Medium Enterprises segment, including our Tochka business, the development of our Rocketbank segment, as well as the development of other new projects. Such forward-looking statements involve known and unknown risks, uncertainties, and other factors that may cause the actual results, performance or achievements of QIWI plc. to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. Various factors that could cause actual future results and other future events to differ materially from those estimated by management include, but are not limited to, the macroeconomic conditions of the Russian Federation and in each of the international markets in which we operate, growth in each of our market verticals, competition, the introduction of new products and services and their acceptance by consumers, QIWI's ability to estimate the market risk and capital risk associated with new projects, a decline in net revenue yield, regulation, QIWI's ability to grow physical and virtual distribution channels, cyberattacks and security vulnerabilities in QIWI's products and services, QIWI's ability to expand geographically, the risk that new projects will not perform in accordance with its expectations and other risks identified under the Caption “Risk Factors” in QIWI's Annual Report on Form 20-F and in other reports QIWI files with the U.S. Securities and Exchange Commission. QIWI undertakes no obligation to revise any forward-looking statements or to report future events that may affect such forward-looking statements unless QIWI is required to do so by law.

**Contact**

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**QIWI plc.**  
**Consolidated Statement of Financial Position**  
*(in millions)*

	As of December 31, 2018 (audited)	As of June 30, 2019 (unaudited)	As of June 30, 2019 (unaudited)
	RUB	RUB	USD(1)
<b>Assets</b>			
<b>Non-current assets</b>			
Property and equipment	1,074	2,021	32
Goodwill and other intangible assets	10,846	10,543	167
Investments in associates	812	760	12
Investments in joint venture	836	832	13
Long-term debt securities and deposits	497	1,880	30
Long-term loans	230	248	4
Other non-current assets	110	98	2
Deferred tax assets	157	204	3
<b>Total non-current assets</b>	<b>14,562</b>	<b>16,586</b>	<b>263</b>
<b>Current assets</b>			
Trade and other receivables	8,042	7,952	126
Short-term loans	6,890	6,671	106
Short-term debt securities and deposits	1,432	1,082	17
Cash and cash equivalents <sup>(2)</sup>	40,966	38,602	612
Prepaid income tax	112	52	1
Other current assets	929	992	16
<b>Total current assets</b>	<b>58,371</b>	<b>55,351</b>	<b>878</b>
Assets held for sale	90	53	1
<b>Total assets</b>	<b>73,023</b>	<b>71,990</b>	<b>1,141</b>
<b>Equity and liabilities</b>			
<b>Equity attributable to equity holders of the parent</b>			
Share capital	1	1	0
Additional paid-in capital	1,876	1,876	30
Share premium	12,068	12,068	191
Other reserve	2,097	2,353	37
Retained earnings	9,091	11,070	176
Translation reserve	513	292	5
<b>Total equity attributable to equity holders of the parent</b>	<b>25,646</b>	<b>27,660</b>	<b>439</b>
Non-controlling interests	60	39	1
<b>Total equity</b>	<b>25,706</b>	<b>27,699</b>	<b>439</b>
<b>Non-current liabilities</b>			
Long-term lease liability	—	547	9
Long-term customer accounts	237	300	5
Deferred tax liabilities	744	736	12
<b>Total non-current liabilities</b>	<b>981</b>	<b>1,583</b>	<b>25</b>
<b>Current liabilities</b>			
Trade and other payables	27,499	23,485	372
Customer accounts and amounts due to banks	17,868	17,894	284
Short-term lease liability	—	396	6
VAT and other taxes payable	428	230	4
Income tax payable	10	61	1
Other current liabilities	531	642	10
<b>Total current liabilities</b>	<b>46,336</b>	<b>42,708</b>	<b>677</b>
<b>Total equity and liabilities</b>	<b>73,023</b>	<b>71,990</b>	<b>1,141</b>

(1) Calculated using a ruble to U.S. dollar exchange rate of RUB 63.0756 to U.S. \$1.00, which was the official exchange rate quoted by the Central Bank of the Russian Federation as of June 30, 2019.

**QIWI plc.**  
**Consolidated Statement of Comprehensive Income**  
*(in millions, except per share data)*

	Three months ended (unaudited)		
	As of June 30, 2018	As of June 30, 2019	As of June 30, 2019
	RUB	RUB	USD(1)
<b>Revenue:</b>	<b>6,992</b>	<b>9,566</b>	<b>152</b>
Payment processing fees	5,535	7,543	120
Interest revenue calculated using the effective interest rate	296	914	14
Fees from inactive accounts and unclaimed payments	326	471	7
Other revenue	835	638	10
<b>Operating costs and expenses:</b>	<b>5,898</b>	<b>7,428</b>	<b>118</b>
Cost of revenue (exclusive of depreciation and amortization)	3,420	4,753	75
Selling, general and administrative expenses	2,223	2,180	35
Depreciation and amortization	208	344	5
Credit loss expense <sup>(2)</sup>	38	151	2
Impairment of intangible assets	9	—	—
<b>Profit from operations</b>	<b>1,094</b>	<b>2,138</b>	<b>34</b>
Share of loss of an associate and a joint venture	2	8	0
Other income and expenses, net	(67)	6	0
Foreign exchange gain	480	132	2
Foreign exchange loss	(354)	(190)	(3)
Interest income and expenses, net	5	4	0
<b>Profit before tax</b>	<b>1,160</b>	<b>2,098</b>	<b>33</b>
Income tax expense	(220)	(414)	(7)
<b>Net profit</b>	<b>940</b>	<b>1,684</b>	<b>27</b>
<b>Attributable to:</b>			
Equity holders of the parent	929	1,672	27
Non-controlling interests	11	12	0
<b>Other comprehensive income</b>			
<i>Other comprehensive income to be reclassified to profit or loss in subsequent periods:</i>			
Exchange differences on translation of foreign operations	259	(46)	(1)
<b>Total comprehensive income, net of tax effect of nil</b>	<b>259</b>	<b>(46)</b>	<b>(1)</b>
<b>Total comprehensive income net of tax</b>	<b>1,199</b>	<b>1,638</b>	<b>26</b>
<b>attributable to:</b>			
Equity holders of the parent	1,188	1,627	26
Non-controlling interests	11	11	0
Earnings per share:			
Basic profit attributable to ordinary equity holders of the parent	15.23	27.14	0.43
Diluted profit attributable to ordinary equity holders of the parent	15.14	26.87	0.43

- (1) Calculated using a ruble to U.S. dollar exchange rate of RUB 63.0756 to U.S. \$1.00, which was the official exchange rate quoted by the Central Bank of the Russian Federation as of June 30, 2019.
- (2) Credit loss expense for three months ended June 30, 2018 was separated from of Selling, general and administrative expenses for comparative purposes as a result of adoption of IFRS 9.

**QIWI plc.**  
**Consolidated Statement of Comprehensive Income**  
*(in millions, except per share data)*

	Six months ended (unaudited)		
	As of June 30, 2018	As of June 30, 2019	As of June 30, 2019
	RUB	RUB	USD(1)
<b>Revenue:</b>	<b>13,386</b>	<b>18,504</b>	<b>293</b>
Payment processing fees	10,761	14,490	230
Interest revenue calculated using the effective interest rate	521	1,710	27
Fees from inactive accounts and unclaimed payments	629	916	15
Other revenue	1,475	1,388	22
<b>Operating costs and expenses:</b>	<b>11,106</b>	<b>14,475</b>	<b>229</b>
Cost of revenue (exclusive of depreciation and amortization)	6,515	9,207	146
Selling, general and administrative expenses	4,041	4,297	68
Depreciation and amortization	402	690	11
Credit loss expense <sup>(2)</sup>	125	281	4
Impairment of intangible assets	23	—	—
<b>Profit from operations</b>	<b>2,280</b>	<b>4,029</b>	<b>64</b>
Share of loss of an associate and a joint venture	(19)	(71)	(1)
Other income and expenses, net	(70)	55	1
Foreign exchange gain	494	773	12
Foreign exchange loss	(377)	(989)	(16)
Interest income and expenses, net	12	(11)	(0)
<b>Profit before tax</b>	<b>2,320</b>	<b>3,786</b>	<b>60</b>
Income tax expense	(442)	(775)	(12)
<b>Net profit</b>	<b>1,878</b>	<b>3,011</b>	<b>48</b>
<b>Attributable to:</b>			
Equity holders of the parent	1,860	2,987	47
Non-controlling interests	18	24	0
<b>Other comprehensive income</b>			
<i>Other comprehensive income to be reclassified to profit or loss in subsequent periods:</i>			
Exchange differences on translation of foreign operations	257	(227)	(4)
<b>Total comprehensive income, net of tax effect of nil</b>	<b>257</b>	<b>(227)</b>	<b>(4)</b>
<b>Total comprehensive income net of tax</b>	<b>2,135</b>	<b>2,784</b>	<b>44</b>
<b>attributable to:</b>			
Equity holders of the parent	2,117	2,766	44
Non-controlling interests	18	18	0
Earnings per share:			
Basic profit attributable to ordinary equity holders of the parent	30.49	48.49	0.77
Diluted profit attributable to ordinary equity holders of the parent	30.31	48.02	0.76

(3) Calculated using a ruble to U.S. dollar exchange rate of RUB 63.0756 to U.S. \$1.00, which was the official exchange rate quoted by the Central Bank of the Russian Federation as of June 30, 2019.

(4) Credit loss expense for six months ended June 30, 2018 was separated from of Selling, general and administrative expenses for comparative purposes as a result of adoption of IFRS 9.

**QIWI plc.**  
**Consolidated Statement of Cash Flows**  
*(in millions)*

	Six months ended (unaudited)		
	As of June 30, 2018 RUB	As of June 30, 2019 RUB	As of June 30, 2019 USD(1)
<b>Cash flows from operating activities</b>			
<b>Profit before tax</b>	<b>2,320</b>	<b>3,786</b>	<b>60</b>
<b>Adjustments to reconcile profit before tax to net cash flow (used in)/generated from operating activities</b>			
Depreciation and amortization	402	690	11
Foreign exchange loss/(gain), net	(117)	216	3
Interest income, net	(499)	(1,289)	(20)
Credit loss expense	125	281	4
Share of loss of an associate and a joint venture	19	71	1
Share-based payments	160	256	4
Loss from initial recognition	—	91	1
Other	82	(10)	(0)
<b>Operating profit before changes in working capital</b>	<b>2,492</b>	<b>4,092</b>	<b>65</b>
Decrease/(increase) in trade and other receivables	1,559	(281)	(4)
Increase in other assets	(111)	(35)	(1)
Increase in amounts due to customers and amounts due to banks	1,547	66	1
Decrease in accounts payable and accruals	(1,403)	(3,179)	(50)
(Increase)/decrease in loans issued from banking operations	(1,761)	220	3
<b>Cash received from operations</b>	<b>2,323</b>	<b>883</b>	<b>14</b>
Interest received	533	1,741	28
Interest paid	(46)	(144)	(2)
Income tax paid	(414)	(748)	(12)
<b>Net cash flow received from operating activities</b>	<b>2,396</b>	<b>1,732</b>	<b>27</b>
<b>Cash flows used in investing activities</b>			
Cash investment in associate and joint control companies	(9)	(200)	(3)
Purchase of property and equipment	(442)	(291)	(5)
Purchase of intangible assets	(137)	(116)	(2)
Proceeds from sale of fixed and intangible assets	—	134	2
Loans issued	(125)	(345)	(5)
Repayment of loans issued	4	26	0
Purchase of debt securities and placement of deposits	(810)	(2,468)	(39)
Proceeds from settlement of debt instruments	672	1,412	22
<b>Net cash flow used in investing activities</b>	<b>(847)</b>	<b>(1,848)</b>	<b>(29)</b>
<b>Cash flows used in financing activities</b>			
Repayment of borrowings and lease liabilities	—	(142)	(2)
Dividends paid to owners of the Group	—	(1,122)	(18)
Dividends paid to non-controlling shareholders	(25)	(39)	(1)
<b>Net cash flow used in financing activities</b>	<b>(25)</b>	<b>(1,303)</b>	<b>(21)</b>
Effect of exchange rate changes on cash and cash equivalents	527	(945)	(15)
<b>Net increase\decrease in cash and cash equivalents</b>	<b>2,051</b>	<b>(2,364)</b>	<b>(37)</b>
Cash and cash equivalents at the beginning of the period	18,435	40,966	649
<b>Cash and cash equivalents at the end of the period(2)</b>	<b>20,486</b>	<b>38,602</b>	<b>612</b>

(1) Calculated using a ruble to U.S. dollar exchange rate of RUB 63.0756 to U.S. \$1.00, which was the official exchange rate quoted by the Central Bank of the Russian Federation as of June 30, 2019.

**QIWI plc.**  
**Reporting Segments Data**

**Three months ended (unaudited)**

	<u>As of June 30, 2018</u>	<u>As of June 30, 2019</u>	<u>As of June 30, 2019</u>
	RUB	RUB	USD(1)
<b>Total Segment Net Revenue(2)</b>	<b>4,510</b>	<b>5,563</b>	<b>88.2</b>
Payment Services	3,832	5,158	81.8
Consumer Financial Services	58	283	4.5
Small and Medium Enterprises	597	185	2.9
Rocketbank	—	(132)	(2.1)
Corporate and Other	23	69	1.1
<b>Total Segment Net Profit(3)</b>	<b>872</b>	<b>1,965</b>	<b>31.1</b>
Payment Services	2,250	3,206	50.8
Consumer Financial Services	(702)	(435)	(6.9)
Small and Medium Enterprises	(263)	16	0.3
Rocketbank	(97)	(511)	(8.1)
Corporate and Other	(316)	(311)	(4.9)

**Six months ended (unaudited)**

	<u>As of June 30, 2018</u>	<u>As of June 30, 2019</u>	<u>As of June 30, 2019</u>
	RUB	RUB	USD(1)
<b>Total Segment Net Revenue(2)</b>	<b>8,609</b>	<b>10,930</b>	<b>173.3</b>
Payment Services	7,500	9,994	158.4
Consumer Financial Services	61	501	7.9
Small and Medium Enterprises	1,017	597	9.5
Rocketbank	—	(295)	(4.7)
Corporate and Other	31	133	2.1
<b>Total Segment Net Profit(3)</b>	<b>1,953</b>	<b>3,618</b>	<b>57.4</b>
Payment Services	4,459	6,194	98.2
Consumer Financial Services	(1,381)	(967)	(15.3)
Small and Medium Enterprises	(416)	11	0.2
Rocketbank	(170)	(1,001)	(15.9)
Corporate and Other	(539)	(619)	(9.8)

- (1) Calculated using a ruble to U.S. dollar exchange rate of RUB 63.0756 to U.S. \$1.00, which was the official exchange rate quoted by the Central Bank of the Russian Federation as of June 30, 2019.
- (2) For the three and six months ended June 30, 2018 and June 30, 2019 Total Adjusted Net Revenue is equal to Total Segment Net Revenue
- (3) For the three and six months ended June 30, 2018 and June 30 Total Adjusted Net Profit is equal to Total Segment Net Profit

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## Non-IFRS Financial Measures and Supplemental Financial Information

This release presents Total Adjusted Net Revenue, PS Payment Adjusted Net Revenue, PS Other Adjusted Net Revenue, Adjusted EBITDA, Adjusted EBITDA margin, Adjusted Net Profit and Adjusted Net Profit per share, which are non-IFRS financial measures. You should not consider these non-IFRS financial measures as substitutes for or superior to revenue, in the case of Total Adjusted Net Revenue, PS Payment Adjusted Net Revenue and PS Other Adjusted Net Revenue; Net Profit, in the case of Adjusted EBITDA; and Adjusted Net Profit, or earnings per share, in the case of Adjusted Net Profit per share, each prepared in accordance with IFRS. Furthermore, because these non-IFRS financial measures are not determined in accordance with IFRS, they are susceptible to varying calculations and may not be comparable to other similarly titled measures presented by other companies. QIWI encourages investors and others to review our financial information in its entirety and not rely on a single financial measure. For more information regarding Total Adjusted Net Revenue, PS Payment Adjusted Net Revenue, PS Other Adjusted Net Revenue, Adjusted EBITDA, Adjusted EBITDA margin, Adjusted Net Profit, and Adjusted Net Profit per share, including a quantitative reconciliation of Total Adjusted Net Revenue, PS Payment Adjusted Net Revenue, PS Other Adjusted Net Revenue, Adjusted EBITDA and Adjusted Net Profit to the most directly comparable IFRS financial performance measure, which is revenue in the case of Total Adjusted Net Revenue, PS Payment Adjusted Net Revenue and PS Other Adjusted Net Revenue and Net Profit in the case of Adjusted EBITDA and Adjusted Net Profit, see Reconciliation of IFRS to Non-IFRS Operating Results in this earnings release.

PS Payment Adjusted Net Revenue is the Adjusted Net Revenue consisting of the merchant and consumer fees collected for the payment transactions. E-commerce payment adjusted net revenue consists of fees charged to customers and merchants that buy and sell products and services online, including online games, social networks, betting, online stores, game developers, software producers, coupon websites, tickets and numerous other merchants. Financial Services payment adjusted net revenue primarily consists of fees charged for payments accepted on behalf of our bank partners and microfinance companies. Money Remittances payment adjusted net revenue primarily consists of fees charged for transferring funds via money remittance companies, card-to-card transfers and certain wallet-to-wallet transfers. Telecom payment adjusted net revenue primarily consists of fees charged for payments to MNOs, internet services providers and pay television providers. Other payment adjusted net revenue consists of consumer and merchant fees charged for a variety of payments including multi-level-marketing, utility bills, government payments, education services and many others. PS Other Adjusted Net Revenue primarily consists of revenue from fees for inactive accounts and unclaimed payments, interest revenue, revenue from overdrafts provided to agents, rent of space for kiosks, cash and settlement services and advertising.

**QIWI plc.**  
**Reconciliation of IFRS to Non-IFRS Operating Results**  
*(in millions, except per share data)*

	Three months ended (unaudited)		
	June 30, 2018	June 30, 2019	June 30, 2019
	RUB	RUB	USD(1)
<b>Revenue</b>	<b>6,992</b>	<b>9,566</b>	<b>151.7</b>
Minus: Cost of revenue (exclusive of depreciation and amortization)	3,420	4,753	75.4
Plus: Payroll and related taxes	938	750	11.9
<b>Total Adjusted Net Revenue</b>	<b>4,510</b>	<b>5,563</b>	<b>88.2</b>
<b>Segment Net Revenue</b>			
<b>Payment Services Segment Revenue</b>	<b>6,238</b>	<b>8,569</b>	<b>135.9</b>
<i>PS Payment Revenue</i> (2)	5,535	7,543	120
Minus: Cost of PS Payment Revenue (exclusive of depreciation and amortization)(3)	2,459	3,490	55
Plus: Compensation to employees and related taxes allocated to PS Payment Revenue(4)	286	359	6
<i>PS Payment Adjusted Net Revenue</i>	3,362	4,412	70.0
<i>PS Other Revenue</i> (5)	703	1,026	16
Minus: Cost of PS Other Revenue (exclusive of depreciation and amortization)(6)	270	328	5
Plus: Compensation to employees and related taxes allocated to PS Other Revenue(4)	37	48	1
<i>PS Other Adjusted Net Revenue</i>	470	746	11.8
<b>Payment Services Segment Net Revenue</b>	<b>3,832</b>	<b>5,158</b>	<b>81.8</b>
<b>Consumer Financial Services Segment Revenue</b>	<b>95</b>	<b>328</b>	<b>5.2</b>
Minus: Cost of CFS revenue (exclusive of depreciation and amortization)	236	189	3.0
Plus: Compensation to employees and related taxes	199	144	2.3
<b>Consumer Financial Services Segment Net Revenue</b>	<b>58</b>	<b>283</b>	<b>4.5</b>
<b>SME Revenue</b>	<b>625</b>	<b>232</b>	<b>3.7</b>
Minus: Cost of SME revenue (exclusive of depreciation and amortization)	355	52	0.8
Plus: Compensation to employees and related taxes	327	5	0.1
<b>SME Net Revenue</b>	<b>597</b>	<b>185</b>	<b>2.9</b>
<b>Rocketbank Revenue</b>	<b>—</b>	<b>338</b>	<b>5.4</b>
Minus: Cost of Rocketbank revenue (exclusive of depreciation and amortization)	61	616	9.8
Plus: Compensation to employees and related taxes	61	146	2.3
<b>Rocketbank Net Revenue</b>	<b>—</b>	<b>(132)</b>	<b>(2.1)</b>
<b>Corporate and Other Category Revenue</b>	<b>34</b>	<b>99</b>	<b>1.6</b>
Minus: Cost of CO revenue (exclusive of depreciation and amortization)	39	79	1.2
Plus: Compensation to employees and related taxes	28	49	0.8
<b>Corporate and Other Category Net Revenue</b>	<b>23</b>	<b>69</b>	<b>1.1</b>
<b>Total Segment Net Revenue</b>	<b>4,510</b>	<b>5,563</b>	<b>88.2</b>
<b>Net Profit</b>	<b>940</b>	<b>1,684</b>	<b>26.7</b>
Plus:			
Depreciation and amortization	208	344	5.5
Other income	67	(6)	(0.1)
Foreign exchange gain	(480)	(132)	(2.1)
Foreign exchange loss	354	190	3.0
Loss on set up of associate	(2)	(8)	(0.1)
Interest expenses	(5)	(4)	(0.1)
Income tax expenses	220	414	6.6
Share-based payments expenses	90	157	2.5
<b>Adjusted EBITDA</b>	<b>1,392</b>	<b>2,639</b>	<b>41.8</b>
<i>Adjusted EBITDA margin</i>	30.9%	47.4%	47.4%
<b>Net profit</b>	<b>940</b>	<b>1,684</b>	<b>26.7</b>
Amortization of fair value adjustments(7)	73	95	1.5
Share-based payments expenses	90	157	2.5
Foreign Exchange loss/(gain) on June 2014 offering proceeds(8)	(216)	44	0.7
Effect of taxation of the above items	(15)	(15)	(0.2)
<b>Adjusted Net Profit</b>	<b>872</b>	<b>1,965</b>	<b>31.2</b>
Adjusted Net Profit per share:			
Basic	14.30	31.89	0.51
Diluted	14.22	31.58	0.50
Weighted-average number of shares used in computing Adjusted Net Profit per share			
Basic	61,003	61,623	61,623
Diluted	61,371	62,224	62,224



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- (1) Calculated using a ruble to U.S. dollar exchange rate of RUB 63.0756 to U.S. \$1.00, which was the official exchange rate quoted by the Central Bank of the Russian Federation as of June 30, 2019.
  - (2) PS Payment Revenue represents payment processing fees, which primarily consists of the merchant and consumer fees charged for the payment transactions.
  - (3) Cost of PS Payment Revenue (exclusive of depreciation and amortization) primarily consists of transaction costs to acquire payments from our customers payable to agents, mobile operators, international payment systems and other parties.
  - (4) The Company does not record the compensation to employees and related taxes within cost of revenue separately for PS Payment Revenue and PS Other Revenue; therefore, it has been allocated between PS Payment Revenue and PS Other Revenue in proportion to the relevant revenue amounts for the purposes of the reconciliation presented above.
  - (5) PS Other Revenue primarily consists of revenue from fees for inactive accounts and unclaimed payments, interest revenue, revenue from overdrafts provided to agents, rent of space for kiosks, cash and settlement services and advertising.
  - (6) Cost of PS Other Revenue (exclusive of depreciation and amortization) primarily consists of direct costs associated with other revenue and other costs, including but not limited to: compensation to employees and related taxes allocated to PS Other Revenue and costs of call-centers and advertising commissions.
  - (7) Amortization of fair value adjustments primarily includes the effect of the acquisition of control in Contact and Rapida.
  - (8) The Forex loss on SPO funds as presented in the reconciliation of Net Profit to Adjusted Net Profit differs from the Foreign exchange loss and Foreign exchange gain in the reconciliation of Net Profit to Adjusted EBITDA as the latter includes all the foreign exchange losses/(gains) for the period, while the former only include the foreign exchange loss/(gain) on the US dollar amount, which we received at SPO.

**QIWI plc.**  
**Reconciliation of IFRS to Non-IFRS Operating Results**  
*(in millions, except per share data)*

	Six months ended (unaudited)		
	June 30, 2018	June 30, 2019	June 30, 2019
	RUB	RUB	USD(1)
<b>Revenue</b>	<b>13,386</b>	<b>18,504</b>	<b>293.4</b>
Minus: Cost of revenue (exclusive of depreciation and amortization)	6,515	9,207	146.0
Plus: Payroll and related taxes	1,738	1,633	25.9
<b>Total Adjusted Net Revenue</b>	<b>8,609</b>	<b>10,930</b>	<b>173.3</b>
<b>Segment Net Revenue</b>			
<b>Payment Services Segment Revenue</b>	<b>12,124</b>	<b>16,438</b>	<b>260.6</b>
<i>PS Payment Revenue</i> <sup>(2)</sup>	10,761	14,490	230
Minus: Cost of PS Payment Revenue (exclusive of depreciation and amortization) <sup>(3)</sup>	4,738	6,602	105
Plus: Compensation to employees and related taxes allocated to PS Payment Revenue <sup>(4)</sup>	562	699	11
<i>PS Payment Adjusted Net Revenue</i>	6,585	8,587	136.1
<i>PS Other Revenue</i> <sup>(5)</sup>	1,363	1,948	31
Minus: Cost of PS Other Revenue (exclusive of depreciation and amortization) <sup>(6)</sup>	519	634	10
Plus: Compensation to employees and related taxes allocated to PS Other Revenue <sup>(4)</sup>	71	93	1
<i>PS Other Adjusted Net Revenue</i>	915	1,407	22.3
<b>Payment Services Segment Net Revenue</b>	<b>7,500</b>	<b>9,994</b>	<b>158.4</b>
<b>Consumer Financial Services Segment Revenue</b>	<b>147</b>	<b>587</b>	<b>9.3</b>
Minus: Cost of CFS revenue (exclusive of depreciation and amortization)	441	371	5.9
Plus: Compensation to employees and related taxes	355	285	4.5
<b>Consumer Financial Services Segment Net Revenue</b>	<b>61</b>	<b>501</b>	<b>7.9</b>
<b>SME Revenue</b>	<b>1,065</b>	<b>683</b>	<b>10.8</b>
Minus: Cost of SME revenue (exclusive of depreciation and amortization)	654	229	3.6
Plus: Compensation to employees and related taxes	605	143	2.3
<b>SME Net Revenue</b>	<b>1,017</b>	<b>597</b>	<b>9.5</b>
<b>Rocketbank Revenue</b>	<b>—</b>	<b>613</b>	<b>9.7</b>
Minus: Cost of Rocketbank revenue (exclusive of depreciation and amortization)	93	1,227	19.4
Plus: Compensation to employees and related taxes	93	319	5.1
<b>Rocketbank Net Revenue</b>	<b>—</b>	<b>(295)</b>	<b>(4.7)</b>
<b>Corporate and Other Category Revenue</b>	<b>50</b>	<b>183</b>	<b>2.9</b>
Minus: Cost of CO revenue (exclusive of depreciation and amortization)	70	145	2.3
Plus: Compensation to employees and related taxes	51	95	1.5
<b>Corporate and Other Category Net Revenue</b>	<b>31</b>	<b>133</b>	<b>2.1</b>
<b>Total Segment Net Revenue</b>	<b>8,609</b>	<b>10,930</b>	<b>173.3</b>
<b>Net Profit</b>	<b>1,878</b>	<b>3,011</b>	<b>47.7</b>
Plus:			
Depreciation and amortization	402	690	10.9
Other income and expenses, net	70	(55)	(0.9)
Foreign exchange gain	(494)	(773)	(12.3)
Foreign exchange loss	377	989	15.7
Loss from associates and joint ventures	19	71	1.1
Interest income and expenses, net	(12)	11	0.2
Income tax expenses	442	775	12.3
Share-based payments expenses	160	256	4.1
<b>Adjusted EBITDA</b>	<b>2,842</b>	<b>4,975</b>	<b>78.9</b>
<i>Adjusted EBITDA margin</i>	33.0%	45.5%	45.5%
<b>Net profit</b>	<b>1,878</b>	<b>3,011</b>	<b>47.7</b>
Amortization of fair value adjustments <sup>(7)</sup>	147	197	3.1
Share-based payments expenses	160	256	4.1
Foreign Exchange loss/(gain) on June 2014 offering proceeds <sup>(8)</sup>	(203)	185	2.9
Effect of taxation of the above items	(29)	(31)	(0.5)
<b>Adjusted Net Profit</b>	<b>1,953</b>	<b>3,618</b>	<b>57.4</b>
Adjusted Net Profit per share:			
Basic	32.01	58.74	0.93
Diluted	31.82	58.17	0.92
Weighted-average number of shares used in computing Adjusted Net Profit per share			
Basic	60,995	61,601	61,601
Diluted	61,365	62,200	62,200

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  - (2) PS Payment Revenue represents payment processing fees, which primarily consists of the merchant and consumer fees charged for the payment transactions.
  - (3) Cost of PS Payment Revenue (exclusive of depreciation and amortization) primarily consists of transaction costs to acquire payments from our customers payable to agents, mobile operators, international payment systems and other parties.
  - (4) The Company does not record the compensation to employees and related taxes within cost of revenue separately for PS Payment Revenue and PS Other Revenue; therefore, it has been allocated between PS Payment Revenue and PS Other Revenue in proportion to the relevant revenue amounts for the purposes of the reconciliation presented above.
  - (5) PS Other Revenue primarily consists of revenue from fees for inactive accounts and unclaimed payments, interest revenue, revenue from overdrafts provided to agents, rent of space for kiosks, cash and settlement services and advertising.
  - (6) Cost of PS Other Revenue (exclusive of depreciation and amortization) primarily consists of direct costs associated with other revenue and other costs, including but not limited to: compensation to employees and related taxes allocated to PS Other Revenue and costs of call-centers and advertising commissions.
  - (7) Amortization of fair value adjustments primarily includes the effect of the acquisition of control in Contact and Rapida.
  - (8) The Forex loss on SPO funds as presented in the reconciliation of Net Profit to Adjusted Net Profit differs from the Foreign exchange loss and Foreign exchange gain in the reconciliation of Net Profit to Adjusted EBITDA as the latter includes all the foreign exchange losses/(gains) for the period, while the former only include the foreign exchange loss/(gain) on the US dollar amount, which we received at SPO.

**QIWI plc.**  
**Other Operating Data**

Three months ended (unaudited)

	June 30, 2018	June 30, 2019	June 30, 2019
	RUB	RUB	USD(1)
<b>Payment Services Segment key operating metrics</b>			
<b>Payment volume (billion)(2)</b>	<b>262.8</b>	<b>370.8</b>	<b>5.9</b>
E-commerce	57.6	100.2	1.6
Financial services	57.0	86.6	1.4
Money remittances	93.2	132.8	2.1
Telecom	43.1	41.8	0.7
Other	11.9	9.4	0.1
<b>Payment adjusted net revenue (million)(3)</b>	<b>3,361.9</b>	<b>4,411.8</b>	<b>69.9</b>
E-commerce	2,015.7	2,520.1	40.0
Financial services	275.6	272.8	4.3
Money remittances	806.2	1,392.4	22.1
Telecom	197.9	176.0	2.8
Other	66.5	50.5	0.8
<b>Payment Average Adjusted Net Revenue Yield(4)</b>	<b>1.28%</b>	<b>1.19%</b>	<b>1.19%</b>
E-commerce	3.50%	2.51%	2.51%
Financial services	0.48%	0.31%	0.31%
Money remittances	0.87%	1.05%	1.05%
Telecom	0.46%	0.42%	0.42%
Other	0.56%	0.54%	0.54%
Payment Services Segment Net Revenue Yield	1.46%	1.39%	1.39%
Active kiosks and terminals (units)(5)	152,055	136,134	136,134
Active Qiwi Wallet accounts (million)(6)	20.5	21.8	21.8
<b>Consumer Financial Services Segment key operating metrics</b>			
Payment volume (million)(7)	3.2	5.8	0.1
CFS Segment Net Revenue Yield	1.82%	4.88%	4.88%

- (1) Calculated using a ruble to U.S. dollar exchange rate of RUB 63.0756 to U.S. \$1.00, which was the official exchange rate quoted by the Central Bank of the Russian Federation as of June 30, 2019.
- (2) Payment Services Segment payment volume by market verticals and consolidated payment volume consist of the amounts paid by our customers to merchants or other customers included in each of those market verticals less intra-group eliminations. The methodology of payment volumes allocation between different market verticals in Contact and Rapida may differ from the methodology used by QIWI. We therefore retain the right to restate the presented volumes, net revenues and net revenue yields data in case the methodology of Contact and Rapida will be brought in conformity with the methodology used by QIWI.
- (3) PS Payment Adjusted Net Revenue is calculated as the difference between PS Payment Revenue and PS Cost of Payment Revenue (excluding D&A) plus compensation to employees and related taxes allocated to PS Payment Revenue. PS Payment Revenue primarily consists of merchant and consumer fees. Cost of PS Payment Revenue primarily consists of commission to agents.
- (4) Payment Average Adjusted Net Revenue Yield is defined as PS Payment adjusted net revenue divided by Payment Services payment segment volume.
- (5) We measure the numbers of our kiosks and terminals on a daily basis, with only those kiosks and terminals being taken into calculation through which at least one payment has been processed during the day, which we refer to as active kiosks and terminals. The period end numbers of our kiosks and terminals are calculated as an average of the amount of active kiosks and terminals for the last 30 days of the respective reporting period.

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- (6) Active Qiwi Wallet accounts calculated on a yearly basis, i.e. an active account is an account that had at least one transaction within the last 12 months from the reporting date.
  - (7) Consumer Financial Services segment payment volume consists of the transaction amounts paid by SOVEST card customers to merchants offline and online (including, but not limited to the partner-merchants) or withdrawn through ATMs less the amount returned for corresponding reimbursements.

**QIWI plc.**  
**Other Operating Data**

	Six months ended (unaudited)		
	June 30, 2018	June 30, 2019	June 30, 2019
	RUB	RUB	USD(1)
<b>Payment Services Segment key operating metrics</b>			
<b>Payment volume (billion)(2)</b>	<b>512.1</b>	<b>696.8</b>	<b>11.0</b>
E-commerce	109.4	193.0	3.1
Financial services	113.8	155.4	2.5
Money remittances	178.8	249.1	3.9
Telecom	84.6	80.2	1.3
Other	25.5	19.2	0.3
<b>Payment adjusted net revenue (million)(3)</b>	<b>6,584.4</b>	<b>8,586.3</b>	<b>136.1</b>
E-commerce	3,777.2	4,992.5	79.2
Financial services	565.2	542.8	8.6
Money remittances	1,722.1	2,611.3	41.4
Telecom	377.1	334.5	5.3
Other	142.8	105.2	1.7
<b>Payment Average Adjusted Net Revenue Yield(4)</b>	<b>1.29%</b>	<b>1.23%</b>	<b>1.23%</b>
E-commerce	3.45%	2.59%	2.59%
Financial services	0.50%	0.35%	0.35%
Money remittances	0.96%	1.05%	1.05%
Telecom	0.45%	0.42%	0.42%
Other	0.56%	0.55%	0.55%
Payment Services Segment Net Revenue Yield	1.46%	1.43%	1.43%
Active kiosks and terminals (units)(5)	152,055	136,134	136,134
Active Qiwi Wallet accounts (million)(6)	20.5	21.8	21.8
<b>Consumer Financial Services Segment key operating metrics</b>			
Payment volume (billion)(7)	5.5	10.8	0.2
CFS Segment Net Revenue Yield	1.11%	4.63%	4.63%

- (1) Calculated using a ruble to U.S. dollar exchange rate of RUB 63.0756 to U.S. \$1.00, which was the official exchange rate quoted by the Central Bank of the Russian Federation as of June 30, 2019.
- (2) Payment Services Segment payment volume by market verticals and consolidated payment volume consist of the amounts paid by our customers to merchants or other customers included in each of those market verticals less intra-group eliminations. The methodology of payment volumes allocation between different market verticals in Contact and Rapida may differ from the methodology used by QIWI. We therefore retain the right to restate the presented volumes, net revenues and net revenue yields data in case the methodology of Contact and Rapida will be brought in conformity with the methodology used by QIWI.
- (3) PS Payment Adjusted Net Revenue is calculated as the difference between PS Payment Revenue and PS Cost of Payment Revenue (excluding D&A) plus compensation to employees and related taxes allocated to PS Payment Revenue. PS Payment Revenue primarily consists of merchant and consumer fees. Cost of PS Payment Revenue primarily consists of commission to agents.
- (4) Payment Average Adjusted Net Revenue Yield is defined as PS Payment adjusted net revenue divided by Payment Services payment segment volume.
- (5) We measure the numbers of our kiosks and terminals on a daily basis, with only those kiosks and terminals being taken into calculation through which at least one payment has been processed during the day, which we refer to as active kiosks and terminals. The period end numbers of our kiosks and terminals are calculated as an average of the amount of active kiosks and terminals for the last 30 days of the respective reporting period.
- (6) Active Qiwi Wallet accounts calculated on a yearly basis, i.e. an active account is an account that had at least one transaction within the last 12 months from the reporting date.
- (7) Consumer Financial Services segment payment volume consists of the transaction amounts paid by SOVEST card customers to merchants offline and online (including, but not limited to the partner-merchants) or withdrawn through ATMs less the amount returned for corresponding reimbursements.

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QIWI plc

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(unaudited)

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**Report of independent registered public accounting firm**

**To the Shareholders and Board of Directors of Qiwi plc**

***Results of Review of Interim Financial Statements***

We have reviewed the accompanying interim condensed consolidated statement of financial position of Qiwi plc and subsidiaries (“the Group”) as of June 30, 2019, the related interim condensed consolidated statements of comprehensive income and interim condensed consolidated statements of changes in cash flows and equity for the six-month periods ended June 30, 2019 and 2018, and the related notes (collectively referred to as the “interim financial statements”). Based on our reviews, we are not aware of any material modifications that should be made to the interim financial statements for them to be in conformity with International Financial Reporting Standards (IFRS).

We have previously audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) (PCAOB), the consolidated statement of financial position of the Group as of December 31, 2018, the related consolidated statements of comprehensive income, consolidated statements of changes in consolidated cash flow statements and equity for the year then ended, and the related notes (not presented herein); and in our report dated March 28, 2019, we expressed an unqualified audit opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying condensed consolidated statement of financial position of the Group as of December 31, 2018, is fairly stated, in all material respects, in relation to the consolidated statement of financial position from which it has been derived.

*Basis for Review Results*

These interim financial statements are the responsibility of the Company’s management. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the SEC and the PCAOB. We conducted our review in accordance with the standards of the PCAOB. A review of interim financial statements consists principally of applying analytical procedures and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with the standards of the PCAOB, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

/s/ Ernst & Young LLC

Moscow, Russia

August 16, 2019



QIWI plc

Interim condensed consolidated statement of comprehensive income

June 30, 2019

(in millions of rubles)

	Notes	As of December 31, 2018 (audited)	As of June 30, 2019 (unaudited)
<b>Assets</b>			
<b>Non-current assets</b>			
Property and equipment	14, 15	1,074	2,021
Goodwill and other intangible assets		10,846	10,543
Investments in associates	12	812	760
Investments in joint venture	13	836	832
Long-term debt securities and deposits	23	497	1,880
Long-term loans	5, 23	230	248
Other non-current assets		110	98
Deferred tax assets		157	204
<b>Total non-current assets</b>		<b>14,562</b>	<b>16,586</b>
<b>Current assets</b>			
Trade and other receivables	6	8,042	7,952
Short-term loans	5	6,890	6,671
Short-term debt securities and deposits	23	1,432	1,082
Prepaid income tax		112	52
Other current assets	8	929	992
Cash and cash equivalents	7	40,966	38,602
<b>Total current assets</b>		<b>58,371</b>	<b>55,351</b>
Assets held for sale		90	53
<b>Total assets</b>		<b>73,023</b>	<b>71,990</b>
<b>Equity and liabilities</b>			
<b>Equity attributable to equity holders of the parent</b>			
Share capital		1	1
Additional paid-in capital		1,876	1,876
Share premium		12,068	12,068
Other reserve		2,097	2,353
Retained earnings		9,091	11,070
Translation reserve		513	292
<b>Total equity attributable to equity holders of the parent</b>		<b>25,646</b>	<b>27,660</b>
Non-controlling interests		60	39
<b>Total equity</b>		<b>25,706</b>	<b>27,699</b>
<b>Non-current liabilities</b>			
Long-term lease liabilities	15	—	547
Long-term Customer accounts	10	237	300
Deferred tax liabilities		744	736
<b>Total non-current liabilities</b>		<b>981</b>	<b>1,583</b>
<b>Current liabilities</b>			
Trade and other payables	9	27,499	23,485
Customer accounts and amounts due to banks	10	17,868	17,894
Short-term lease liabilities	15	—	396
VAT and other taxes payable		428	230
Income tax payable		10	61
Other current liabilities	8	531	642
<b>Total current liabilities</b>		<b>46,336</b>	<b>42,708</b>
<b>Total equity and liabilities</b>		<b>73,023</b>	<b>71,990</b>

The accompanying notes form an integral part of these interim condensed consolidated financial statements.

QIWI plc  
Interim condensed consolidated statement of comprehensive income  
June 30, 2019  
(in millions of rubles)

	Notes	Six months ended (unaudited)	
		June 30, 2018	June 30, 2019
<b>Revenue:</b>		<b>13,386</b>	<b>18,504</b>
Payment processing fees		10,761	14,490
Interest revenue calculated using the effective interest rate	16	521	1,710
Fees from inactive accounts and unclaimed payments		629	916
Other revenue	16	1,475	1,388
<b>Operating costs and expenses:</b>		<b>(11,106)</b>	<b>(14,475)</b>
Cost of revenue (exclusive of depreciation and amortization)	17	(6,515)	(9,207)
Selling, general and administrative expenses	18	(4,041)	(4,297)
Depreciation and amortization		(402)	(690)
Credit loss expense	5, 6, 7, 21	(125)	(281)
Impairment of intangible assets		(23)	—
<b>Profit from operations</b>		<b>2,280</b>	<b>4,029</b>
Share of loss of an associate and a joint venture	12, 13	(19)	(71)
Other income and expenses, net		(70)	55
Foreign exchange gain		494	773
Foreign exchange loss		(377)	(989)
Interest income and expenses, net		12	(11)
<b>Profit before tax</b>		<b>2,320</b>	<b>3,786</b>
Income tax expense	20	(442)	(775)
<b>Net profit</b>		<b>1,878</b>	<b>3,011</b>
<b>Attributable to:</b>			
Equity holders of the parent		1,860	2,987
Non-controlling interests		18	24
<b>Other comprehensive income</b>			
<i>Other comprehensive income to be reclassified to profit or loss in subsequent periods:</i>			
Exchange gain/(loss) on translation of foreign operations		257	(227)
<b>Total other comprehensive income, net of tax effect of nil</b>		<b>257</b>	<b>(227)</b>
<b>Total comprehensive income, net of tax</b>		<b>2,135</b>	<b>2,784</b>
<b>Attributable to:</b>			
Equity holders of the parent		2,117	2,766
Non-controlling interests		18	18
<b>Earnings per share:</b>			
Basic, profit attributable to ordinary equity holders of the parent		30.49	48.49
Diluted, profit attributable to ordinary equity holders of the parent		30.31	48.02

The accompanying notes form an integral part of these interim condensed consolidated financial statements.

QIWI plc

Interim condensed consolidated statement of cash flows

June 30, 2019

(in millions of rubles)

	Notes	Six months ended (unaudited)	
		June 30, 2018	June 30, 2019
<b>Cash flows from operating activities</b>			
<b>Profit before tax</b>		<b>2,320</b>	<b>3,786</b>
<i>Adjustments to reconcile profit before tax to net cash flows (used in) /generated from operating activities</i>			
Depreciation and amortization		402	690
Foreign exchange loss/(gain), net		(117)	216
Interest income, net	16	(499)	(1,289)
Credit loss expense		125	281
Share of loss of an associate and a joint venture		19	71
Share-based payments		160	256
Loss from initial recognition	18	—	91
Other		82	(10)
<b>Operating profit before changes in working capital</b>		<b>2,492</b>	<b>4,092</b>
Decrease/(increase) in trade and other receivables		1,559	(281)
Increase in other assets		(111)	(35)
Increase in amounts due to customers and amounts due to banks		1,547	66
Decrease in accounts payable and accruals		(1,403)	(3,179)
(Increase)/decrease in loans issued from banking operations		(1,761)	220
<b>Cash received from operations</b>		<b>2,323</b>	<b>883</b>
Interest received		533	1,741
Interest paid		(46)	(144)
Income tax paid		(414)	(748)
<b>Net cash flow received from operating activities</b>		<b>2,396</b>	<b>1,732</b>
<b>Cash flows used in investing activities</b>			
Cash investment in associate and joint control companies		(9)	(200)
Purchase of property and equipment		(442)	(291)
Purchase of intangible assets		(137)	(116)
Proceeds from sale of fixed and intangible assets		—	134
Loans issued		(125)	(345)
Repayment of loans issued		4	26
Purchase of debt securities and placement of deposits		(810)	(2,468)
Proceeds from settlement of debt instruments		672	1,412
<b>Net cash flow used in investing activities</b>		<b>(847)</b>	<b>(1,848)</b>
<b>Cash flows used in financing activities</b>			
Repayment of borrowings and lease liabilities		—	(142)
Dividends paid to owners of the Group	19	—	(1,122)
Dividends paid to non-controlling shareholders		(25)	(39)
<b>Net cash flow used in financing activities</b>		<b>(25)</b>	<b>(1,303)</b>
Effect of exchange rate changes on cash and cash equivalents		527	(945)
<b>Net increase\ (decrease) in cash and cash equivalents</b>		<b>2,051</b>	<b>(2,364)</b>
<b>Cash and cash equivalents at the beginning of the period</b>	7	<b>18,435</b>	<b>40,966</b>
<b>Cash and cash equivalents at the end of the period</b>	7	<b>20,486</b>	<b>38,602</b>

The accompanying notes form an integral part of these interim condensed consolidated financial statements.

QIWI plc

Interim condensed consolidated statement of changes in equity

June 30, 2019

(in millions of rubles, except per share data)

	Attributable to equity holders of the parent										
	Notes	Share capital		Additional paid-in capital	Share premium	Other reserves	Retained earnings	Translation reserve	Total	Non-controlling interests	Total equity
		Number of shares issued and outstanding	Amount								
<b>Balance as of December 31, 2018 (audited)</b>		<b>61,451,513</b>	<b>1</b>	<b>1,876</b>	<b>12,068</b>	<b>2,097</b>	<b>9,091</b>	<b>513</b>	<b>25,646</b>	<b>60</b>	<b>25,706</b>
Impact of adopting IFRS 16	2	—	—	—	—	—	117	—	117	—	117
<b>Restated opening balance as of December 31, 2018</b>		<b>61,451,513</b>	<b>1</b>	<b>1,876</b>	<b>12,068</b>	<b>2,097</b>	<b>9,208</b>	<b>513</b>	<b>25,763</b>	<b>60</b>	<b>25,823</b>
Profit for the period		—	—	—	—	—	2,987	—	2,987	24	3,011
Exchange differences on translation of foreign operations		—	—	—	—	—	—	(221)	(221)	(6)	(227)
<b>Total comprehensive income</b>		—	—	—	—	—	<b>2,987</b>	<b>(221)</b>	<b>2,766</b>	<b>18</b>	<b>2,784</b>
Share-based payments	24.4	—	—	—	—	256	—	—	256	—	256
Exercise of options		186,066	—	—	—	—	—	—	—	—	—
Dividends (18 RUR per share)		—	—	—	—	—	(1,125)	—	(1,125)	—	(1,125)
Dividends to non-controlling interests		—	—	—	—	—	—	—	—	(39)	(39)
<b>Balance as of June 30, 2019 (unaudited)</b>		<b>61,637,579</b>	<b>1</b>	<b>1,876</b>	<b>12,068</b>	<b>2,353</b>	<b>11,070</b>	<b>292</b>	<b>27,660</b>	<b>39</b>	<b>27,699</b>

The accompanying notes form an integral part of these interim condensed consolidated financial statements.

QIWI plc

Interim condensed consolidated statement of changes in equity (continued)

	Notes	Attributable to equity holders of the parent									Non-controlling interests	Total equity
		Share capital		Additional paid-in capital	Share premium	Other reserves	Retained earnings	Translation reserve	Total			
		Number of shares issued and outstanding	Amount									
<b>Balance as of December 31, 2017 (audited)</b>		<b>60,932,654</b>	<b>1</b>	<b>1,876</b>	<b>12,068</b>	<b>1,462</b>	<b>5,715</b>	<b>(2)</b>	<b>21,120</b>	<b>37</b>	<b>21,157</b>	
Impact of adopting IFRS 9		—	—	—	—	—	(208)	—	(208)	—	(208)	
<b>Restated opening balance as of December 31, 2017</b>		<b>60,932,654</b>	<b>1</b>	<b>1,876</b>	<b>12,068</b>	<b>1,462</b>	<b>5,507</b>	<b>(2)</b>	<b>20,912</b>	<b>37</b>	<b>20,949</b>	
Profit for the period		—	—	—	—	—	1,860	—	<b>1,860</b>	18	<b>1,878</b>	
Exchange differences on translation of foreign operations		—	—	—	—	—	—	257	<b>257</b>	—	<b>257</b>	
<b>Total comprehensive income</b>		<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>1,860</b>	<b>257</b>	<b>2,117</b>	<b>18</b>	<b>2,135</b>	
Share-based payments	24.4	—	—	—	—	160	—	—	<b>160</b>	—	<b>160</b>	
Exercise of options		61,505	—	—	—	—	—	—	—	—	—	
Dividends to non-controlling interests		—	—	—	—	—	—	—	—	(25)	(25)	
<b>Balance as of June 30, 2018 (unaudited)</b>		<b>60,994,159</b>	<b>1</b>	<b>1,876</b>	<b>12,068</b>	<b>1,622</b>	<b>7,367</b>	<b>255</b>	<b>23,189</b>	<b>30</b>	<b>23,219</b>	

The accompanying notes form an integral part of these interim condensed consolidated financial statements.

QIWI plc

Notes to interim condensed consolidated financial statements (unaudited)

**1. Corporate Information and description of business**

The interim condensed consolidated financial statements of QIWI plc, formerly QIWI Limited prior to December 31, 2012 when the Company's name was changed, (hereinafter "the Company") and its subsidiaries (collectively "the Group") for the six months ended June 30, 2019 were authorized for issue on August 9, 2019.

The Company was registered on February 26, 2007 as a limited liability Company OE Investments in Cyprus under the Cyprus Companies Law, Cap. 113. The registered office of the Company is Kennedy 12, Kennedy Business Centre, 2nd Floor, P.C.1087, Nicosia, Cyprus. On September 13, 2010 the directors of the Company resolved to change the name of the Company from OE Investments Limited to QIWI Limited.

Sergey Solonin is the ultimate controlling shareholder of the Group as of June 30, 2019.

Information on the Company's principal subsidiaries is disclosed in Note 3.

**2. Basis of preparation and changes to the Group's accounting policies**

**2.1. Basis of preparation**

The interim condensed consolidated financial statements for the six months ended June 30, 2019 have been prepared in accordance with IAS 34 *Interim Financial Reporting*.

The interim condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's annual financial statements as of December 31, 2018.

**2.2. New standards, interpretations and amendments adopted by the Group**

The accounting policies adopted in the preparation of the interim condensed consolidated financial statements are consistent with those followed in the preparation of the Group's annual consolidated financial statements for the year ended December 31, 2018, except for the adoption of new standards effective as of January 1, 2019. The Group has not early adopted any other standard, interpretation or amendment that has been issued but is not yet effective.

The Group applies *IFRS 16 Leases* for the first time in 2019. As required by IAS 34, the nature and effect of changes to the Group's financial statements as a result of adopting *IFRS 16 Leases* are disclosed below.

Several other amendments and interpretations are applied for the first time in 2019, but do not have an impact on the interim condensed consolidated financial statements of the Group.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

**2. Basis of preparation and changes to the Group's accounting policies (continued)****2.2. New standards, interpretations and amendments adopted by the Group (continued)****IFRS 16 - Leases**

IFRS 16 was issued in January 2016 and it replaces IAS 17 *Leases*, IFRIC 4 *Determining whether an Arrangement contains a Lease*, SIC-15 *Operating Leases-Incentives* and SIC-27 *Evaluating the Substance of Transactions Involving the Legal Form of a Lease*. IFRS 16 sets out the principles for the recognition, measurement, presentation and disclosure of leases and requires lessees to account for all leases under a single on-balance sheet model.

Lessor accounting under IFRS 16 is substantially unchanged from IAS 17. Lessors will continue to classify leases as either operating or finance leases using similar principles as in IAS 17. Therefore, IFRS 16 did not have an impact for leases where the Group is the lessor.

The Group adopted IFRS 16 using the modified retrospective method of adoption with the date of initial application of January 1, 2019. Under this method, the standard is applied retrospectively with the cumulative effect of initially applying the standard recognized at the date of initial application. The Group elected to use the transition practical expedient allowing the standard to be applied only to contracts that were previously identified as leases applying IAS 17 and IFRIC 4 at the date of initial application. The Group also elected to use the recognition exemptions for lease contracts that, at the commencement date, have a lease term of 12 months or less and do not contain a purchase option ('short-term leases'), and lease contracts for which the underlying asset is of low value ('low-value assets').

The Impact of adopting IFRS 16 on the statement of financial position (increase/ (decrease)) as at January 1, 2019:

	<b>Amount</b>
<b>Assets</b>	
Property and equipment (Right-of-use assets)	1,082
Deferred tax assets	(29)
<b>Total assets</b>	<b>1,053</b>
<b>Liabilities</b>	
Long-term portion of lease liabilities	704
Short-term portion of lease liabilities	364
Trade and other payables	(132)
<b>Total Liabilities</b>	<b>936</b>
<b>Net impact on equity, Including</b>	<b>117</b>
Retained earnings	117

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

**2. Basis of preparation and changes to the Group's accounting policies (continued)****2.2. New standards, interpretations and amendments adopted by the Group (continued)****a) Nature of the effect of adoption of IFRS 16**

The standard includes two recognition exemptions for lessees – leases of 'low-value' assets (e.g., personal computers) and short-term leases (i.e., leases with a lease term of 12 months or less). At the commencement date of a lease, a lessee will recognize a liability to make lease payments (i.e., the lease liability) and an asset representing the right to use the underlying asset during the lease term (i.e., the right-of-use assets). Lessees will be required to separately recognize the interest expense on the lease liability and the depreciation expense on the right-of-use assets.

Lessees are also required to remeasure the lease liability upon the occurrence of certain events (e.g., a change in the lease term, a change in future lease payments resulting from a change in an index or rate used to determine those payments). The lessee generally recognizes the amount of the remeasurement of the lease liability as an adjustment to the right-of-use assets.

Most contracts where the Group acts as a lessee (except for long-term contract for office premises lease), fall under the recognition exemption for being short-term leases. The Group did not recognize either assets or liabilities for them and will continue recognize expenditure arising from them as expenses on rent of premises and related utility expenses (within selling, general, and administrative expenses) as they are incurred.

Accounting of several long-term contracts of lease of office premises where the Group acts as a lessee, had a material effect on the consolidated financial statements of the Group. This effect resulted from recognition of lease liabilities and right-of-use assets and from derecognition of accounts payable related to these contracts.

The lease liabilities as at January 1, 2019 can be reconciled to the operating lease commitments as of December 31, 2018 as follows:

	<u>Amount</u>
<b>Operating lease commitments as at December 31, 2018</b>	<b>1,242</b>
Weighted average incremental borrowing rate as at January 1, 2019	9%
<b>Discounted operating lease commitments at January 1, 2019</b>	<b>1,202</b>
<b>Less:</b>	
Commitments relating to short-term lease	(134)
<b>Lease liabilities as at January 1, 2019</b>	<b><u>1,068</u></b>

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*



**2. Basis of preparation and changes to the Group's accounting policies (continued)**

**2.2. New standards, interpretations and amendments adopted by the Group (continued)**

**b) Summary of new accounting policies**

Set out below are the new accounting policies of the Group upon adoption of IFRS 16, which have been applied from the date of initial application.

***Lease liabilities***

Lease liabilities are recognized at the date of initial application at the present value of the remaining lease payments discounted using the Group's incremental borrowing rate at the date of initial application.

***Right-of-use assets***

Right-of-use assets are recognized at an amount equal to the lease liability adjusted by the amount of any prepaid or accrued lease payments relating to that lease recognized in the statement of financial position immediately before the date of initial application. No impairment is accrued on right-of-use assets as at the date of initial application.

***Short-term leases and leases of low-value assets***

The Group applies the short-term lease recognition exemption to its short-term leases of office premises and places for equipment (i.e., those leases that have a lease term of 12 months or less from the commencement date and do not contain a purchase option). Lease payments on short-term leases are recognized as expense on a straight-line basis over the lease term.

***Significant judgement in determining the lease term of contracts with renewal options***

The Group determines the lease term as the non-cancellable term of the lease, together with any periods covered by an option to extend the lease if it is reasonably certain to be exercised, or any periods covered by an option to terminate the lease, if it is reasonably certain not to be exercised. The Group has the option, under some of its leases to lease the assets for additional term. The Group applies judgement in evaluating whether it is reasonably certain to exercise the option to renew. That is, it considers all relevant factors that create an economic incentive for it to exercise the renewal. After the commencement date, the Group reassesses the lease term if there is a significant event or change in circumstances that is within its control and affects its ability to exercise (or not to exercise) the option to renew (e.g., a change in business strategy).

The Group included the renewal period as part of the lease term for leases of various premises in Moscow equal to the term of lease of the main office premises because it is highly unlikely that these premises will be left until the main office moves to another place.

The carrying amounts of the Group's right-of-use assets and lease liabilities and the movements during the period are disclosed in note 15.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

**2. Basis of preparation and changes to the Group's accounting policies (continued)**

**2.2. New standards, interpretations and amendments adopted by the Group (continued)**

**IFRIC Interpretation 23 *Uncertainty over Income Tax Treatment***

The Interpretation addresses the accounting for income taxes when tax treatments involve uncertainty that affects the application of IAS 12 *Income Taxes*. It does not apply to taxes or levies outside the scope of IAS 12, nor does it specifically include requirements relating to interest and penalties associated with uncertain tax treatments. The Interpretation specifically addresses the following:

- Whether an entity considers uncertain tax treatments separately
- The assumptions an entity makes about the examination of tax treatments by taxation authorities
- How an entity determines taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates
- How an entity considers changes in facts and circumstances

The interpretation did not have an impact on the consolidated financial statements of the Group.

**Amendments to IFRS 9: *Prepayment Features with Negative Compensation***

Under IFRS 9, a debt instrument can be measured at amortised cost or at fair value through other comprehensive income, provided that the contractual cash flows are 'solely payments of principal and interest on the principal amount outstanding' (the SPPI criterion) and the instrument is held within the appropriate business model for that classification. The amendments to IFRS 9 clarify that a financial asset passes the SPPI criterion regardless of an event or circumstance that causes the early termination of the contract and irrespective of which party pays or receives reasonable compensation for the early termination of the contract. These amendments had no impact on the consolidated financial statements of the Group.

**Amendments to IAS 28: *Long-term interests in associates and joint ventures***

The amendments clarify that an entity applies IFRS 9 to long-term interests in an associate or joint venture to which the equity method is not applied but that, in substance, form part of the net investment in the associate or joint venture (long-term interests). This clarification is relevant because it implies that the expected credit loss model in IFRS 9 applies to such long-term interests.

The amendments also clarified that, in applying IFRS 9, an entity does not take account of any losses of the associate or joint venture, or any impairment losses on the net investment, recognised as adjustments to the net investment in the associate or joint venture that arise from applying IAS 28 *Investments in Associates and Joint Ventures*.

These amendments had no impact on the consolidated financial statements as the Group does not have long-term interests in its associate and joint venture.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

**2. Basis of preparation and changes to the Group's accounting policies (continued)**

**2.2. New standards, interpretations and amendments adopted by the Group (continued)**

**Annual Improvements 2015-2017 Cycle**

• ***IFRS 3 Business Combinations***

The amendments clarify that, when an entity obtains control of a business that is a joint operation, it applies the requirements for a business combination achieved in stages, including remeasuring previously held interests in the assets and liabilities of the joint operation at fair value. In doing so, the acquirer remeasures its entire previously held interest in the joint operation. An entity applies those amendments to business combinations for which the acquisition date is on or after the beginning of the first annual reporting period beginning on or after 1 January 2019, with early application permitted. These amendments had no impact on the consolidated financial statements of the Group as there is no transaction where a joint control is obtained.

• ***IFRS 11 Joint Arrangements***

A party that participates in, but does not have joint control of, a joint operation might obtain joint control of the joint operation in which the activity of the joint operation constitutes a business as defined in IFRS 3. The amendments clarify that the previously held interests in that joint operation are not remeasured. An entity applies those amendments to transactions in which it obtains joint control on or after the beginning of the first annual reporting period beginning on or after 1 January 2019, with early application permitted. These amendments had no impact on the consolidated financial statements of the Group as there is no transaction where a joint control is obtained.

• ***IAS 12 Income Taxes***

The amendments clarify that the income tax consequences of dividends are linked more directly to past transactions or events that generated distributable profits than to distributions to owners. Therefore, an entity recognises the income tax consequences of dividends in profit or loss, other comprehensive income or equity according to where it originally recognised those past transactions or events. An entity applies the amendments for annual reporting periods beginning on or after 1 January 2019, with early application permitted. When the entity first applies those amendments, it applies them to the income tax consequences of dividends recognised on or after the beginning of the earliest comparative period. Since the Group's current practice is in line with these amendments, they had no impact on the consolidated financial statements of the Group.

• ***IAS 23 Borrowing Costs***

The amendments clarify that an entity treats as part of general borrowings any borrowing originally made to develop a qualifying asset when substantially all of the activities necessary to prepare that asset for its intended use or sale are complete. The entity applies the amendments to borrowing costs incurred on or after the beginning of the annual reporting period in which the entity first applies those amendments. An entity applies those amendments for annual reporting periods beginning on or after 1 January 2019, with early application permitted. Since the Group's current practice is in line with these amendments, they had no impact on the consolidated financial statements of the Group.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

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Notes to interim condensed consolidated financial statements (unaudited) (continued)

**3. Group structure**

The interim condensed consolidated IFRS financial statements include the assets, liabilities and financial results of the Company and its subsidiaries. The subsidiaries are listed below:

Subsidiary	Main activity	Ownership interest	
		As of December 31, 2018	As of June 30, 2019
JSC QIWI (Russia)	Operation of electronic payment kiosks	100%	100%
QIWI Bank JSC (Russia)	Maintenance of electronic payment systems, money transfer, consumer and SME financial services	100%	100%
QIWI Payments Services Provider Ltd (UAE)	Operation of on-line payments	100%	100%
QIWI International Payment System LLC (USA)	Operation of electronic payment kiosks	100%	100%
QIWI Kazakhstan LP (Kazakhstan)	Operation of electronic payment kiosks	100%	100%
JLLC OSMP BEL (Belarus)	Operation of electronic payment kiosks	51%	51%
QIWI-M S.R.L. (Moldova)	Operation of electronic payment kiosks	51%	51%
QIWI ROMANIA SRL (Romania)	Operation of electronic payment kiosks	100%	100%
QIWI WALLET EUROPE SIA (Latvia)	Operation of on-line payments	100%	—
QIWI Management Services FZ-LLC (UAE)	Management services	100%	100%
Attenium LLC (Russia)	Management services	100%	100%
Postomatnye Tekhnologii LLC (Russia)	Logistic	100%	100%
Future Pay LLC (Russia)	Operation of on-line payments	100%	100%
QIWI Blockchain Technologies LLC (Russia)	Software development	100%	100%
QIWI Shtrikh LLC (Russia)	On-line cashbox production	51%	51%
QIWI Platform LLC (Russia)	Software development	100%	100%
QIWI Processing LLC (Russia)	Software development	100%	100%
<b>Joint ventures</b>			
Flocktory Ltd (Cyprus)	Holding company	82%	82%
Flocktory Spain S.L. (Spain)	SaaS platform for customer lifecycle management and personalization	82%	82%
FreeAtLast LLC (Russia)	SaaS platform for customer lifecycle management and personalization	82%	82%
<b>Associate</b>			
JSC Tochka (Russia)	Digital services for banks	40%	40%

The accompanying notes form an integral part of these interim condensed consolidated financial statements.

#### 4. Operating segments

In reviewing the operational performance of the Group and allocating resources, the chief operating decision maker of the Group (CODM), who is the Group's CEO and its ultimate controlling shareholder, reviews selected items of segment's statement of comprehensive income.

In determining that the CODM was the CEO, the Group considered the aforementioned roles of CEO responsibilities as well as the following factors:

- The CEO determines compensation of our other executive officers while board of directors approves corporate key performance indicators (KPIs) and total bonus pool for those executive officers. In case of underperformance of corporate KPIs a right to make a final decision on bonus pool distribution is left with the BOD;
- The CEO is actively involved in the operations of the Group and regularly chairs meetings on key projects of the Group; and
- The CEO regularly reviews the financial and operational reports of the Group. These reports primarily include segment net revenue, segment profit before tax and segment net profit for the Group as well as certain operational data.

The financial data is presented on a combined basis for all key subsidiaries, joint ventures and associates representing the segment net revenue, segment profit before tax and segment net profit. The Group measures the performance of its operating segments by monitoring: segment net revenue, segment profit before tax and segment net profit. Segment net revenue is a measure of profitability defined as the segment revenues less segment direct costs, which include the same items as the "Cost of revenue (exclusive of depreciation and amortization)" as reported in the Group's consolidated statement of comprehensive income, except for payroll costs. Payroll costs are excluded because, although required to maintain the Group's operations, they are not linked to volume. The Group does not monitor balances of assets and liabilities by segments as CODM considers they have no impact on decision-making.

The Group has identified its operating segments based on the types of products and services the Group offers. Before January 1, 2018, the Group reported two segments: Payment Services (PS) and Consumer Financial Services (CFS). Since 2018, the Group additionally discloses: Small and Medium Enterprises (SME) segment and Rocketbank segment. In 2018, the Group completed the deal related to the acquisition of Rocketbank and started to invest in the new business activities which resulted in Rocketbank segment becoming significant. As a result, starting from 2018, CODM reviews segment net revenue, segment profit before tax and segment net profit separately for each of the following reportable segments: Payment Services, Consumer Financial Services, Small and Medium Enterprises and Rocketbank:

- Payment Services (PS), operating segment that generates revenue through operations of our payment processing system offered to our customers through a diverse range of channels and interfaces;
- Consumer Financial Services (CFS), operating segment that generates revenue through financial services rendered to individuals, currently presented by SOVEST installment card project;
- Small and Medium Enterprises (SME), operating segment that generates revenue through operations of the Tochka business, which is focused on offering a broad range of services for small and medium enterprises through a multi-bank platform;

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

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Notes to interim condensed consolidated financial statements (unaudited) (continued)

**4. Operating segments (continued)**

- Rocketbank (RB), operating segment that generates revenue through offering digital banking service including debit cards and deposits to retail customers.

For the purpose of management reporting, expenses related to corporate back-office operations were not allocated to any operating segment and are presented separately to CODM. Results of other operating segments and corporate expenses are included in Corporate and Other (CO) category for the purpose of segment reporting.

Management reporting is different from IFRS, because it does not include certain IFRS adjustments, which are not analyzed by the CODM in assessing the operating performance of the business. The adjustments affect such major areas as deferred taxation, share-based payments, foreign exchange gain/(loss) from revaluation of cash proceeds received from secondary public offering, effect from disposal of subsidiaries and fair value adjustments, such as amortization and impairment.

The segments' statement of comprehensive income for the six months ended June 30, 2019, as presented to the CODM are presented below:

	Six months ended June 30, 2019					Total
	PS	CFS	SME	RB	CO	
Revenue	16,438	587	683	613	183	18,504
<b>Segment net revenue</b>	<b>9,994</b>	<b>501</b>	<b>597</b>	<b>(295)</b>	<b>133</b>	<b>10,930</b>
Segment profit/(loss) before tax	7,420	(1,214)	33	(1,245)	(570)	4,424
<b>Segment net profit/(loss)</b>	<b>6,194</b>	<b>(967)</b>	<b>11</b>	<b>(1,001)</b>	<b>(619)</b>	<b>3,618</b>

The segments' statement of comprehensive income for the six months ended June 30, 2018, as presented to the CODM are presented below:

	Six months ended June 30, 2018					Total
	PS	CFS	SME	RB	CO	
Revenue	12,124	147	1,065	—	50	13,386
<b>Segment net revenue</b>	<b>7,500</b>	<b>61</b>	<b>1,017</b>	<b>—</b>	<b>31</b>	<b>8,609</b>
Segment profit/(loss) before tax	5,417	(1,706)	(518)	(211)	(558)	2,424
<b>Segment net profit/(loss)</b>	<b>4,459</b>	<b>(1,381)</b>	<b>(416)</b>	<b>(170)</b>	<b>(539)</b>	<b>1,953</b>

Segment net revenue, as presented to the CODM, for the six months ended June 30, 2019 and 2018 is calculated by subtracting cost of revenue (exclusive of depreciation and amortization) from revenue and adding back payroll and related taxes as presented in the table below:

	Six months ended	
	June 30, 2018	June 30, 2019
<b>Revenue under IFRS</b>	<b>13,386</b>	<b>18,504</b>
Cost of revenue (exclusive of depreciation and amortization)	(6,515)	(9,207)
Payroll and related taxes	1,738	1,633
<b>Total segments net revenue, as presented to CODM</b>	<b>8,609</b>	<b>10,930</b>

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

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Notes to interim condensed consolidated financial statements (unaudited) (continued)

**4. Operating segments (continued)**

A reconciliation of segment profit before tax as presented to the CODM to IFRS consolidated profit before tax of the Group, for the six months ended June 30, 2019 and 2018, is presented below:

	Six months ended	
	June 30, 2018	June 30, 2019
<b>Consolidated profit before tax under IFRS</b>	<b>2,320</b>	<b>3,786</b>
Amortization of fair value adjustments recorded on business combinations	147	197
Share-based payments	160	256
Foreign exchange (gain)/loss from revaluation of cash proceeds received from secondary public offering	(203)	185
<b>Total segments profit before tax, as presented to CODM</b>	<b>2,424</b>	<b>4,424</b>

A reconciliation of segment net profit as presented to the CODM to IFRS consolidated net profit of the Group, for the six months ended June 30, 2019 and 2018, is presented below:

	Six months ended	
	June 30, 2018	June 30, 2019
<b>Consolidated net profit under IFRS</b>	<b>1,878</b>	<b>3,011</b>
Amortization of fair value adjustments recorded on business combinations	147	197
Share-based payments	160	256
Foreign exchange (gain)/loss from revaluation of cash proceeds received from secondary public offering	(203)	185
Effect from taxation of the above items	(29)	(31)
<b>Total segments net profit, as presented to CODM</b>	<b>1,953</b>	<b>3,618</b>

**Geographic information**

Revenues from external customers are presented below:

	Six months ended	
	June 30, 2018	June 30, 2019
Russia	9,845	13,750
Other CIS	643	753
EU	988	1,716
Other	1,910	2,285
<b>Total revenue per consolidated statement of comprehensive income</b>	<b>13,386</b>	<b>18,504</b>

Revenue is recognized according to merchants' geographic place. The majority of the Group's non-current assets is located in Russia.

The Group does not have any single external customer amounting to 10% or greater of the Group's revenue both in the six months ended June 30, 2019 and in the six months ended June 30, 2018.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

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Notes to interim condensed consolidated financial statements (unaudited) (continued)

**5. Long-term and short-term loans issued**

As of June 30, 2019, long-term and short-term loans issued consisted of the following:

	Total as of June 30, 2019	Expected credit loss allowance	Net as of June 30, 2019
<b>Long-term loans</b>			
Loans to legal entities	248	—	248
<b>Total long-term loans</b>	<b>248</b>	<b>—</b>	<b>248</b>
<b>Short-term loans</b>			
Loans to individuals	6	—	6
Loans to legal entities	1,452	(36)	1,416
Installment Card Loans	6,359	(1,110)	5,249
<b>Total short-term loans</b>	<b>7,817</b>	<b>(1,146)</b>	<b>6,671</b>

As of December 31, 2018, long-term and short-term loans consisted of the following:

	Total as of December 31, 2018	Expected credit loss allowance	Net as of December 31, 2018
<b>Long-term loans</b>			
Loans to legal entities	235	(5)	230
<b>Total long-term loans</b>	<b>235</b>	<b>(5)</b>	<b>230</b>
<b>Short-term loans</b>			
Loans to individuals	30	—	30
Loans to legal entities	1,612	(26)	1,586
Installment Card Loans	6,096	(822)	5,274
<b>Total short-term loans</b>	<b>7,738</b>	<b>(848)</b>	<b>6,890</b>

The amounts in the tables show the maximum exposure to credit risk regarding loans issued. The Group has no internal grading system of loans issued for credit risk rating grades analysis. Loans issued are not collateralized.

An analysis of the changes in the ECL allowances due to changes in corresponding gross carrying amounts for the six months ended June 30, 2019, was the following:

	Stage 1 Collective	Stage 2 Collective	Stage 3	Total
<b>ECL allowance as of January 1, 2019</b>	<b>(216)</b>	<b>(120)</b>	<b>(517)</b>	<b>(853)</b>
Changes because of financial instruments (originated or acquired)/derecognized during the reporting period	(81)	1	(213)	(293)
Transfers between stages	127	(7)	(120)	—
<b>ECL allowance as of June 30, 2019</b>	<b>(170)</b>	<b>(126)</b>	<b>(850)</b>	<b>(1,146)</b>

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*



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Notes to interim condensed consolidated financial statements (unaudited) (continued)

**5. Long-term and short-term loans issued (continued)**

An analysis of the changes in the ECL allowances due to changes in corresponding gross carrying amounts for the six months ended June 30, 2018, was the following:

	Stage 1 Collective	Stage 2 Collective	Stage 3	Total
<b>ECL allowance as of January 1, 2018</b>	<b>(175)</b>	<b>(60)</b>	<b>(194)</b>	<b>(429)</b>
Changes because of financial instruments (originated or acquired)/derecognized during the reporting period	(61)	(4)	(67)	<b>(132)</b>
Transfers between stages	71	(9)	(62)	—
Amounts written off	—	—	8	<b>8</b>
<b>ECL allowance as of June 30, 2018</b>	<b>(165)</b>	<b>(73)</b>	<b>(315)</b>	<b>(553)</b>

As of June 30, 2019, and December 31, 2018, the Group had no overdue but not impaired loans.

**6. Trade and other receivables**

As of June 30, 2019, trade and other receivables consisted of the following:

	Total as of June 30, 2019	Expected credit loss allowance/Provision for impairment	Net as of June 30, 2019
Cash receivable from agents	5,650	(200)	5,450
Deposits issued to merchants	2,030	(13)	2,017
Commissions receivable	150	(21)	129
Advances issued	268	(1)	267
Other receivables	125	(36)	89
<b>Total trade and other receivables</b>	<b>8,223</b>	<b>(271)</b>	<b>7,952</b>

As of December 31, 2018, trade and other receivables consisted of the following:

	Total as of December 31, 2018	Expected credit loss allowance/Provision for impairment	Net as of December 31, 2018
Cash receivable from agents	4,207	(270)	3,937
Deposits issued to merchants	2,975	(16)	2,959
Commissions receivable	559	(21)	538
Advances issued	287	(12)	275
Other receivables	380	(47)	333
<b>Total trade and other receivables</b>	<b>8,408</b>	<b>(366)</b>	<b>8,042</b>

The amounts in the tables show the maximum exposure to credit risk regarding Trade and other receivables. The Group has no internal grading system of Trade and other receivables for credit risk rating grades analysis. Receivables are non-interest bearing, except for agent receivables bearing, generally, interest rate of 20%-36% per annum and credit terms generally do not exceed 30 days. There is no requirement for collateral for customers to receive credit.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

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Notes to interim condensed consolidated financial statements (unaudited) (continued)

**6. Trade and other receivables (continued)**

An analysis of the changes in the ECL allowances due to changes in the corresponding gross carrying amounts for the six months ended June 30, 2019 and June 30, 2018, was the following:

	<u>2018</u>	<u>2019</u>
<b>ECL allowance as of January 1,</b>	<b>(578)</b>	<b>(366)</b>
Changes because of financial instruments (originated or acquired)/ derecognized during the reporting period	(18)	23
Amounts written off	125	72
<b>ECL allowance as of June 30,</b>	<b>(471)</b>	<b>(271)</b>

**7. Cash and cash equivalents**

As of June 30, 2019, and December 31, 2018, cash and cash equivalents consisted of the following:

	<u>As of</u> <u>December 31, 2018</u>	<u>As of</u> <u>June 30, 2019</u>
Correspondent accounts with Central Bank of Russia (CBR)	5,587	1,153
Cash with banks and on hand	13,119	3,788
Short-term CBR deposits	21,000	13,350
Other short-term bank deposits	1,267	20,313
Less: Allowance for ECL	(7)	(2)
<b>Total cash and cash equivalents</b>	<b><u>40,966</u></b>	<b><u>38,602</u></b>

The amounts in the table show the maximum exposure to credit risk regarding cash and cash equivalents. The Group has no internal grading system of cash and cash equivalents for credit risk rating grades analysis.

Since 2017 the Company has a bank guarantee and secured it by a cash deposit of U.S.\$ 2.5 mln until July 31, 2019.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

## QIWI plc

Notes to interim condensed consolidated financial statements (unaudited) (continued)

**8. Other current assets and other current liabilities****8.1 Other current assets**

As of June 30, 2019 and December 31, 2018, other current assets consisted of the following:

	As of December 31, 2018	As of June 30, 2019
Reserves at CBR*	684	767
Prepaid expenses	156	141
Other	89	84
<b>Total other current assets</b>	<b>929</b>	<b>992</b>

\* Banks are currently required to post mandatory reserves with the CBR to be held in non-interest bearing accounts. Starting from April 1, 2019, such mandatory reserves established by the CBR constitute 4.75% for liabilities in RUR and 7-8% for liabilities in foreign currency. The amount is excluded from cash and cash equivalents for the purposes of cash flow statement and does not have a repayment date.

The Group has no internal grading system of other current assets for credit risk rating grades analysis.

**8.2 Other current liabilities**

As of June 30, 2019 and December 31, 2018, other current liabilities consisted of the following:

	As of December 31, 2018	As of June 30, 2019
Loyalty program liability	473	534
Other	58	108
<b>Total other current liabilities</b>	<b>531</b>	<b>642</b>

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

## QIWI plc

Notes to interim condensed consolidated financial statements (unaudited) (continued)

**9. Trade and other payables**

As of June 30, 2019, and December 31, 2018, the Group's trade and other payables consisted of the following:

	As of December 31, 2018	As of June 30, 2019
Payables to merchants	13,942	12,696
Money remittances and e-wallets accounts payable	6,571	6,771
Deposits received from agents	4,839	2,018
Commissions payable	601	506
Accrued personnel expenses and related taxes	562	739
Provision for undrawn credit commitments (Note 21)	84	100
Other payables	848	599
Other advances received	52	56
<b>Total trade and other payables</b>	<b>27,499</b>	<b>23,485</b>

**10. Customer accounts and amounts due to banks**

As of June 30, 2019, and December 31, 2018, customer accounts and amounts due to banks consisted of the following:

	As of December 31, 2018	As of June 30, 2019
Due to banks	1,391	1,553
Individuals' current/demand accounts	10,844	10,730
Legal entities' current/demand accounts	3,767	3,249
Term deposits	2,103	2,662
<b>Total customer accounts and amounts due to banks</b>	<b>18,105</b>	<b>18,194</b>
<i>Including long-term deposits</i>	<i>237</i>	<i>300</i>

Customer accounts and amounts due to banks bear interest of up to 6%.

**11. Borrowings**

During the six months ended June 30, 2019, the Group had available overdraft credit facilities with an overall credit limit of 1,460, with maturity from December 2019 to June 2020, and interest rate of up to 30% per annum. The balance payable under these credit lines as of June 30, 2019 was nil. Some of these agreements stipulated the right of a lender to increase the interest rate in case the covenants are violated.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

## QIWI plc

Notes to interim condensed consolidated financial statements (unaudited) (continued)

**12. Investment in associates**

The Group has a single associate: JSC Tochka.

QIWI Group assesses its share in the new entity at 45% according to its share in dividends and potential capital gains. The Group's interest in JSC Tochka is accounted for using the equity method in the consolidated financial statements.

The following table illustrates summarized financial information of the Group's investment in JSC Tochka associate:

	As of December 31, 2018	As of June 30, 2019
<b>Associates' statement of financial position:</b>		
Non-current assets	149	523
Current assets	1,836	2,265
<i>including cash and cash equivalents</i>	1,326	1,406
Non-current liabilities	—	(90)
Current liabilities	(183)	(1,010)
<i>including financial liabilities</i>	(183)	(902)
<b>Net assets</b>	<b>1,802</b>	<b>1,688</b>
<b>Carrying amount of investment in associates (45%) of net assets</b>	<b>812</b>	<b>760</b>

Associate' revenue and net income for six months ended June 30, 2019 was as follows:

Revenue	2,050
Cost of revenues	(931)
Other income and expenses, net	(1,234)
<i>including depreciation and amortization</i>	(28)
<b>Total net loss</b>	<b>(115)</b>
<b>Group's share (45%) of total net loss</b>	<b>(52)</b>

The accompanying notes form an integral part of these interim condensed consolidated financial statements.

QIWI plc

Notes to interim condensed consolidated financial statements (unaudited) (continued)

**13. Investment in joint venture**

The Group has a single joint venture: Flocktory Ltd with subsidiaries. Three parties exercising joint control over this entity make unanimous decisions on major issues, including distribution and payment of dividends.

The Group's interest in Flocktory joint venture is accounted for using the equity method in the consolidated financial statements.

The following table illustrates summarized financial information of the Group's investment in Flocktory joint venture:

	<b>As of</b> <b>December 31, 2018</b>	<b>As of</b> <b>June 30, 2019</b>
<b>Joint venture companies' statement of financial position:</b>		
Non-current assets	598	598
Current assets	191	226
<i>including cash and cash equivalents</i>	144	175
Non-current liabilities	—	(13)
Current liabilities	(20)	(63)
<i>including financial liabilities</i>	(18)	(56)
<b>Net assets</b>	<b>769</b>	<b>748</b>
<b>Group's share of net assets</b>	<b>631</b>	<b>613</b>
Goodwill	205	219
<b>Carrying amount of investment in joint venture company</b>	<b>836</b>	<b>832</b>

Joint venture' revenue and net income for six months ended June 30 was as follows:

	<b>Six months ended</b>	
	<b>2018</b>	<b>2019</b>
Revenue	148	199
Cost of revenues	(68)	(104)
Other income and expenses, net	(103)	(118)
<i>including depreciation and amortization</i>	(39)	(46)
<b>Total net loss</b>	<b>(23)</b>	<b>(23)</b>
<b>Group's share of total net loss</b>	<b>(19)</b>	<b>(19)</b>

**14. Property and equipment**

During the six months ended June 30, 2019, the Group acquired fixed assets and rights of use of fixed assets in the amount of 308 (six months ended June 30, 2018: 442). The main additions were leasehold improvements, processing servers and office equipment.

As of June 30, 2019, the Group did not identify any indicators of property and equipment impairment.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

## QIWI plc

## Notes to interim condensed consolidated financial statements (unaudited) (continued)

**15. Leases**

The Group has commercial lease agreements of office buildings and premises for equipment. The leases have an average life of between one and seven years. The contracts for a term of less than a year fall under the recognition exemption for being short-term leases. Total lease expense for the six months ended June 30, 2019 recognized under such contracts is 151. Future minimum lease rentals under non-cancellable operating lease commitments for office equipment premises for a term less than 1 year as of June 30, 2019 are 31.

For long-term contracts, right-of-use assets and lease liabilities were recognized. Right-of-use assets are included into property and equipment. There change from the date of initial recognition was as follows:

	<b>Right-of-use assets</b>	<b>Lease</b>
	<u>Office buildings</u>	<u>liabilities</u>
<b>As at January 1, 2019 (Note 2.2)</b>	<b>1,082</b>	<b>1,068</b>
Additions	17	17
Depreciation	(187)	—
Interest expense	—	42
Payments	—	(184)
<b>As at June 30, 2019</b>	<b>912</b>	<b>943</b>
Including short-term portion		396

For the amount of rent expense recognized from short-term leases and variable lease payments for the six months ended June 30, 2019 and June 30, 2018 see note 18.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

QIWI plc

Notes to interim condensed consolidated financial statements (unaudited) (continued)

**16. Revenue**

Other revenue for six months ended June 30 was as follows:

	Six months ended	
	June 30, 2018	June 30, 2019
Cash and settlement service fees	1,088	799
Other revenue	387	589
<b>Total Other revenue</b>	<b>1,475</b>	<b>1,388</b>

For the purposes of consolidated cash flow statement, “Interest expense/(income), net” consists of the following:

	Six months ended	
	June 30, 2018	June 30, 2019
Interest revenue calculated using the effective interest rate	(521)	(1,710)
Interest expense classified as part of cost of revenue	34	410
Interest income and expenses from non-banking loans classified separately in the consolidated statement of comprehensive income	(12)	11
<b>Interest income, net, for the purposes of consolidated cash flow statement</b>	<b>(499)</b>	<b>(1,289)</b>

**17. Cost of revenue (exclusive of depreciation and amortization)**

	Six months ended	
	June 30, 2018	June 30, 2019
Transaction costs	4,177	5,904
Payroll and related taxes	1,738	1,633
Cost of cash and settlement service fees	51	628
Interest expense	34	410
Other expenses	515	632
<b>Total cost of revenue (exclusive of depreciation and amortization)</b>	<b>6,515</b>	<b>9,207</b>

**18. Selling, general and administrative expenses**

	Six months ended	
	June 30, 2018	June 30, 2019
Compensation to employees, related taxes and other personnel expenses	1,552	1,888
Advertising, client acquisition and related expenses	1,034	766
Tax expenses, except of income and payroll relates taxes	301	282
Advisory and audit services	302	291
Rent of premises and related utility expenses	276	164
IT related services	161	195
Loss from initial recognition	—	91
Other expenses*	415	620
<b>Total selling, general and administrative expenses</b>	<b>4,041</b>	<b>4,297</b>

\* Other expenses for the six months ended June 2019, include costs related to Tochka multi-bank platform services in the amount of 181 (nil – for the six months ended June 2018).

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*



## QIWI plc

Notes to interim condensed consolidated financial statements (unaudited) (continued)

**19. Dividends paid and proposed**

Dividends paid and proposed by the Group are presented below:

	<u>Six months ended</u>	
	<u>June 30, 2018</u>	<u>June 30, 2019</u>
<b>Proposed, declared and approved during the period:</b>		
Six months ended June 30, 2019: Interim dividend for Q1 2019: U.S.\$ 17,252,078 or U.S.\$ 0.28 per share		1,125
(Six months ended June 30, 2018: no dividends)	—	
<b>Paid during the period:</b>		
Six months ended June 30, 2019: Interim dividend for Q1 2019: U.S.\$ 17,252,078 or U.S.\$ 0.28 per share		1,122
(Six months ended June 30, 2018: no dividends)	—	
<b>Proposed for approval (not recognized as a liability as of June 30):</b>		
Six months ended June 30, 2019: Interim dividend for 2019: U.S.\$ 17,258,522 or U.S.\$ 0.28 per share		1,124
(Six months ended June 30, 2018: no dividends)	—	
<b>Dividends payable as of June 30:</b>	—	—

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

QIWI plc

Notes to interim condensed consolidated financial statements (unaudited) (continued)

**20. Income tax**

The Company is incorporated in Cyprus under the Cyprus Companies Law, but the business activity of the Group and joint ventures is subject to taxation in multiple jurisdictions, the most significant of which include:

*Cyprus*

The Company is subject to 12.5% corporate income tax applied to its worldwide income.

Gains from the sale of securities/titles (including shares of companies) either in Cyprus or abroad are exempt from corporate income tax in Cyprus. Capital gains tax is levied at a rate of 20% on profits from disposal of immovable property situated in Cyprus or of shares in companies which own immovable property situated in Cyprus (unless the shares are listed on a recognized stock exchange).

Dividends received from a non-resident (foreign) company are exempt from the levy of defense contribution if either the dividend paying company derives at least 50% of its income directly or indirectly from activities which do not lead to investment income ("active versus passive investment income test" is met) or the foreign tax burden on the profit to be distributed as dividend has not been substantially lower than the Cypriot corporate income tax rate (i.e. lower than 6.25%) at the level of the dividend paying company ("effective minimum foreign tax test" is met). The Company has not been subject to defense tax on dividends received from abroad as the dividend paying entities are engaged in operating activities.

*The Russian Federation*

The Company's subsidiaries incorporated in the Russian Federation are subject to corporate income tax at the standard rate of 15% applied to income received from Russia government bonds and 20% applied to their other taxable income. Withholding tax of 15% is applied to any dividends paid out of Russia, reduced to as low as 5% for some countries (including Cyprus), with which Russia has double-taxation treaties.

*Kazakhstan*

The Company's subsidiary incorporated in Kazakhstan is subject to corporate income tax at the standard rate of 20% applied to their taxable income.

The major components of income tax in the interim consolidated statement of comprehensive income are:

	Six months ended	
	June 30, 2018	June 30, 2019
Current income tax expense	(407)	(861)
Deferred tax benefit/(expense)	(35)	86
<b>Income tax expense for the period</b>	<b>(442)</b>	<b>(775)</b>

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

**21. Commitments, contingencies and operating risks**

**Operating environment**

Russia's economy has been facing significant challenges for the past few years due to the combined effect of various geopolitical, macroeconomic and other factors. The Russian economy has demonstrated modest growth rates while the population's purchasing power has decreased. Currently, consumer spending generally remains cautious and consumer confidence is far from its peaks. A further decline in real disposable income and consumer purchasing power is expected in connection with the recent increase of VAT in Russia effective as of the beginning of 2019. As a result of the challenging operating environment in Russia, the Group has experienced slower payment volume growth. Further adverse changes in economic conditions in Russia could adversely impact the Group's future revenues and profits and cause a material adverse effect on its business, financial condition and results of operations.

Some of Group's agents, merchants or Tochka's SME clients, although mostly not incorporated in Crimea, may have operations there. To date, management does not believe that any of the current sanctions as in force limit the Group's ability to work with entities that may have operations in Crimea or operate in Crimea. Nevertheless, if the Group is deemed to be in violation of any sanctions currently in place or if any new or expanded sanctions are imposed on Russian businesses operating in Crimea the Group's business and results of operations may be materially adversely affected.

Further, in the ordinary course of the Group's business, it may accept payments from consumers to or otherwise indirectly interact with certain entities that are the targets of U.S. and/or EU sanctions. For example, the U.S., EU and other countries have adopted a package of economic restrictive measures imposing certain sanctions on the operations of various Russian banks, including VTB Bank and Gazprombank. Some of the Group's subsidiaries hold bank accounts at the aforementioned banks as well as have overdrafts and bank guarantees with VTB Bank. Moreover, the Group may be associated with U.S.-designated banks due to accepting payments for them from consumers in the ordinary course of business, even though the Group may not have any direct contract relationships with them.

In addition, because of the nature of the Group's business, management does not generally identify the Group's customers where there is no express requirement to do so under Russian anti-money laundering legislation. Therefore, management is not always able to screen them against the Specially Designated Nationals and Blocked Persons List published by OFAC and other sanctions lists.

Even if the Group is not subjected to U.S. or other economic sanctions, its participation in the Russian financial system and indirect interaction with sanctioned banks and potential interaction with designated individuals may adversely impact the Group's reputation among investors.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

**21. Commitments, contingencies and operating risks (continued)**

**Operating environment (continued)**

The Group contracts with some of international merchants in U.S. dollars and other currencies such as Euros. Recently it started to encounter difficulties in conducting such transactions, even with respect to largest and most well-known international merchants, due to the refusal of an increasing number of the Group's U.S. relationship banks and the correspondent U.S. banks of the Group's non-U.S. relationship banks to service U.S. dollar payments. Even though the Group still maintains a number of U.S. dollar accounts with various financial institutions, at the same time the Group is already conducting a portion of U.S. dollar transactions with international merchants in other currencies, bearing additional currency conversion costs. No assurance can be given that such institutions or their respective correspondent banks in the U.S. will not similarly refuse to process the Group's transactions, thereby further increasing the currency conversion costs that the Group has to bear or that international merchants will agree to accept payments in any currency, but the U.S. dollar in the future. If the Group is not able to conduct transactions in U.S. dollars, it may bear significant currency conversion costs or lose some merchants who will not be willing to conduct transactions in currencies other than the U.S. dollars, and the Group's business, financial condition and results of operations may be materially adversely affected. Management can give no assurance that similar issues would not arise with respect to the Group's transactions in other currencies, such as the Euro, which could have similarly adverse consequences.

In recent years, the CBR has considerably increased the intensity of its supervision and regulation of the Russian banking sector. Starting October 2013 the CBR has launched a campaign aimed at cleansing the Russian banking industry, revoking the licenses from an unusually high number of banks, which resulted in turmoil in the industry, instigated bank runs on a number of Russian credit institutions, and severely undermined the trust that the Russian population had with private banks. In addition, in the course of 2017 three of Russia's largest private banks, Otkritie Bank, Binbank and Promsvyazbank, were all bailed out and taken over by the CBR. License revocations have continued throughout 2018 and early 2019, again with some major players impacted. This can be expected to result in reduced competition in the banking sector (while at the same time putting alternative payment solution providers such as itself in the position of having to predominantly compete with the government itself), increased inflation and a general deterioration of the quality of the Russian banking industry. With few exceptions (notably the state-owned banks), the Russian banking system suffers from weak depositor confidence, high concentration of exposure to certain borrowers and their affiliates, poor credit quality of borrowers and related party transactions

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

**21. Commitments, contingencies and operating risks (continued)**

**Operating environment (continued)**

As part of its business operations, the Group provides payment processing services to a number of merchants in the betting industry. Processing payments to such merchants represents a significant portion of the Group's revenues. Processing such payments generally carries higher margins than processing payments to merchants in most other categories. Moreover, the repayment of winnings by such merchants to customers also serves as an important and economically beneficial Qiwi Wallet reload channel and new customer acquisition tool. The Group's operating results will continue to depend on merchants in the betting industry and their use of the Group's services for the foreseeable future. The betting industry is subject to extensive and actively developing regulation in Russia, as well as increasing government scrutiny. In 2016 QIWI Bank established a TSUPIS together with one of the self-regulated associations of bookmakers in order to be able to accept such payments. If any merchants engaged in the betting industry are not able or willing to comply with the Russian betting legislation or if they decide to cease their operations in Russia for regulatory reasons or otherwise or shift to another payment processor (TSUPIS), the Group would have to discontinue servicing them and would lose associated volumes and income. Moreover, if the Group is found to be in non-compliance with any of the requirements of the applicable legislation, it could not only become subject to fines and other sanctions, but could also have to discontinue to process transactions that are deemed to be in breach of the applicable rules and as a result lose associated revenue streams. Effective January 1, 2018, relevant legislation has been supplemented with the concept of government blacklisting of betting merchants that have been found to be in violation or allegedly are not in compliance with applicable Russian laws, and the requirement for credit institutions to block any payments to such blacklisted merchants.

A substantial part of the Russian population continues to rely on cash payments, rather than credit and debit card payments or electronic banking. The Group's business has developed as a network of kiosks and terminals allowing consumers to use physical currency for online payments. While the Group has since largely outgrown that model, kiosks and terminals network remains a significant part of the Group's infrastructure as a reload and client acquisition channel for Qiwi Wallet.

Certain factors may further contribute to a decline in the use of kiosks and terminals, including regulatory changes, increases in consumer fees imposed by the agents and development of alternative payment channels. Based on available data, management believes that the overall number of and the use of kiosks declined substantially in 2015 versus prior years and continues to decline slightly since then. The decline in 2015 was a result, among other things, of enhanced scrutiny by the CBR over the compliance by the agents with legislation that requires them to remit their proceeds to special accounts. Other statutory requirements that could have a similar effect on the Group's business if fully enforced are the amendments to the Federal Law of the Russian Federation No. 54-FZ "On the use of cash registers in cash payments and (or) settlements with the use of payment cards", dated May 22, 2003 (as amended). In particular, the law mandates that all kiosks (subject to certain exceptions) should be equipped with new or modernized cash registers. There can be no assurance that the Group's agents are and will continue to be fully in compliance with these requirements, which could cause a further reduction of the Group kiosk network. Moreover, failure to comply with such enhanced control measures by the Group or the Group's agents could result in the CBR imposing fines or restrictions on the Group's activities.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

**21. Commitments, contingencies and operating risks (continued)**

**Taxation**

Russian and the CIS's tax, currency and customs legislation is subject to varying interpretations, and changes, which can occur frequently. Management's interpretation of such legislation as applied to the transactions and activity of the Group may be challenged by the relevant regional and federal authorities. Recent events within Russia and the CIS which are discussed below suggest that the tax authorities are taking a more assertive position in their interpretation of the legislation and assessments and as a result, it is possible that transactions and activities that have not been challenged in the past may be challenged in the future.

On November 24, 2016, the OECD published the multilateral instrument ("MLI") which introduces new provisions to existing double tax treaties limiting the use of tax benefits provided thereof. For example, the reduced rate on dividends provided under a double tax treaty shall be denied if the conditions for holding equity interest or shares by the time of the dividend payout are met over less than a 365-day period. Thus, when determining tax consequences several sources of legislation will now need to be considered, namely the domestic tax law, double tax treaties and MLI provisions, which have been adopted by states-parties to the relevant double tax treaty. To date the MLI has not been ratified by Russia. The draft law on ratification of the MLI has been submitted to the Russian State Duma (the low chamber of the parliament). However, it is likely that the application of the double tax treaties, which Russia is a party to, i.e. the double tax treaty between Russia and Cyprus, will be significantly limited by the MLI.

Russian transfer pricing legislation may require pricing adjustments and impose additional tax liabilities with respect to all controlled transactions. The existing transfer pricing rules became effective from January 1, 2012. Under these rules the Russian tax authorities are allowed to make transfer-pricing adjustments and impose additional tax liabilities in respect of certain types of transactions ("controlled" transactions). The list of the "controlled" transactions includes transactions with related parties (with several exceptions such as guarantees between Russian non-banking organizations and interest-free loans between Russian related parties) and certain types of cross border transactions. Starting from 2019 transactions between Russian tax residents will be controlled only if the amount of income from the transactions between these parties within one year exceeds RUB 1 billion and one of the conditions stipulated in Article 105.14 of Russian Tax Code (e.g., the parties to the transaction apply different corporate income tax rates) is met. Certain other transactions, such as foreign trade transactions in commodities traded on global exchanges, transactions with parties from blacklisted countries, transactions between related parties under participation of the independent intermediary, as well as transactions between the Russian tax resident and foreign tax resident (related parties) remain under control in case the amount of income from transactions between these parties within one year exceeds RUB 60 million threshold. The new rules apply to transactions, under which income (expenses) from such controlled transactions are recognized after January 1, 2019. As a side effect, the Russian tax authorities who are entitled to perform tax audits of Russian taxpayers with focus on compliance with existing transfer pricing legislation will no longer be involved in tax audit of transactions between Russian parties due to increased limits on transactions between Russian tax residents but they will be able to pay more attention to cross-border transactions.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

**21. Commitments, contingencies and operating risks (continued)**

**Taxation (continued)**

It is therefore possible that the Group entities may become subject to transfer pricing tax audits by tax authorities in the foreseeable future. Due to the uncertainty and lack of established practice of application of the Russian transfer pricing legislation the Russian tax authorities may challenge the level of prices applied by the Group under the “controlled” transactions (including certain intercompany transactions) or challenge the methods used to prove prices applied by the Group, and as a result accrue additional tax liabilities. If additional taxes are assessed with respect to these matters, they could have a material adverse effect on our business, financial condition and results of operations.

**Risk of cybersecurity breach**

The Group stores and/or transmits sensitive data, such as credit or debit card numbers, mobile phone numbers and other identification data, and the Company has ultimate liability to its customers for the failure to protect this data. The Company has experienced breaches of its security by hackers in the past, and breaches could occur in the future. Any future breach of the system, including through employee fraud, may subject the Company to material losses or liability, including fines and claims for unauthorized purchases with misappropriated credit or debit card information, identity theft, impersonation or other similar fraud claims.

**Risk assessment**

The Group’s management believes that its interpretation of the relevant legislation is appropriate and is in accordance with the current industry practice and that the Group’s currency, customs, tax and other regulatory positions will be sustained. However, the interpretations of the relevant authorities could differ and the maximum effect of additional losses, if the authorities were successful in enforcing their different interpretations, could be significant, and amount up to RUB 3.2 billion as assessed by the Group as of June 30, 2019 (RUB 2.7 billion rubles as of December 31, 2018).

**Insurance policies**

The Group holds no insurance policies in relation to its assets, operations, or in respect of public liability or other insurable risks. There are no significant physical assets to insure. Management has considered the possibility of insurance of business interruption in Russia, but the cost of it outweighs the benefits in management’s view.

**Legal proceedings**

In the ordinary course of business, the Group is subject to legal actions and complaints. Management believes that the ultimate liability, if any, arising from such actions or complaints will not have a material adverse effect on the financial condition or the results of future operations of the Group.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

**21. Commitments, contingencies and operating risks (continued)**

**Know-your-client requirements in Russia**

The Group's business is currently subject to know-your-client requirements established by Federal Law of the Russian Federation No. 115-FZ "On Combating the Legalization (Laundering) of Criminally Obtained Income and Funding of Terrorism", dated August 7, 2001, as amended, or the Anti-Money Laundering Law. Based on the Anti-Money Laundering Law management distinguishes three types of consumers based on their level of identification, being anonymous, identified through a simplified procedure and fully identified. All these types of consumers face varying monetary and non-monetary restrictions in terms of the transactions they may perform and electronic money account balances they may hold, with fully identified consumers enjoying the most privileges. The restrictions on usage of anonymous e-wallets have been increasing lately including limitations on cash withdrawal and cash top up of anonymous e-wallets. The key difference between the simplified and the full identification procedures is that the simplified identification can be performed remotely. The remote identification requires the verification of certain data provided by consumers against public databases. Albeit the Group performs all necessary steps to collect data and performs the relevant identification procedures either personally or through such or additional public databases, the Group cannot guarantee that it will be able to collect all necessary data to perform the identification procedure in full or that the data the users provide it for the purposes of identification will not contain any mistakes or misstatements and will be correctly matched with the information available in the governmental databases. At the end of 2017, a new law was enacted enabling "full" identification performed remotely as well, to the extent the relevant individual has previously undergone identification by an eligible credit institution and has consented for his data to be included in a database; however, as of the date of this report such identification method has not been fully developed either. Thus, current situation could cause the Group to be in violation of the identification requirements. In case management is forced not to use the simplified identification procedure until the databases are fully running or in case the identification requirements are further tightened, it could negatively affect the number of consumers and, consequently, volumes and revenues. Additionally, Russian anti-money laundering legislation is in a constant state of development and is subject to varying interpretations. If the Group is found to be in non-compliance with any of its requirements, it could not only become subject to fines and other sanctions, but could also have to discontinue to process operations that are deemed to be in breach of the applicable rules and lose associated revenue streams.

**Pledge of assets**

As of June 30, 2019, the Group pledged debt securities (government bonds) with the carrying amount of 2,727 and cash deposit with the carrying amount of 33 (December 31, 2018 – 1,445 and 0 correspondingly) as collateral for bank guarantees issued on Group's behalf to its major partners and also pledged debt securities with the carrying amount of 202 (December 31, 2018 – 484) to CBR.

**Guarantees issued**

The Group issues financial and performance guaranties to non-related parties for the term up to five years at market rate. The amount of guaranties issued as of June 30, 2019 is 3,168 (as of December 31, 2018 – 1,260).

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*



**21. Commitments, contingencies and operating risks (continued)****Credit related commitments**

The primary purpose of these instruments is to ensure that funds are available to a customer as required. Commitments to extend credit represent unused portions of credit limits of instalment card loans of both activated and not activated customers. Commitments to extend credit are contingent upon customers firstly activating their credit limits and further maintaining specific credit standards. Since the year 2019 the Group started to cancel the credit offer and cut the limits if customer didn't use the card within 120 days. Outstanding credit limits are possible to be used including credit limits not yet activated by the customers and related commitments as at June 30, 2019 comprised RUB 20.5 billion (RUB 30.1 billion rubles as of December 31, 2018).

The amounts of credit limits comprise the maximum exposure to credit risk regarding credit related commitments. An analysis of changes in the ECL allowances due to change in corresponding gross carrying amounts for the six months ended June 30, 2019 and June 30, 2018, was the following:

	<u>2018</u>	<u>2019</u>
<b>ECL allowance as of January 1,</b>	<b>(111)</b>	<b>(84)</b>
Changes because of financial instruments (originated or acquired)/derecognized during the reporting period	25	(16)
Amounts written off	—	—
<b>ECL allowance as of June 30,</b>	<b>(86)</b>	<b>(100)</b>

The total outstanding contractual amount of unused limits on contingencies and commitments liability does not necessarily represent future cash requirements, as these financial instruments may expire or terminate without being funded. In accordance with instalment card service conditions the Group has a right to refuse the issuance, activation, reissuing or unblocking of an instalment card, and is providing an instalment card limit at its own discretion and without explaining its reasons. The Group also has a right to increase or decrease a credit card limit at any time without prior notice.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

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Notes to interim condensed consolidated financial statements (unaudited) (continued)

**22. Balances and transactions with related parties**

The following table provides the total amount of transactions that have been entered into with related parties during the six months ended June 30, 2019 and 2018, as well as balances with related parties as at June 30, 2019 and December 31, 2018:

	For the six months ended June 30, 2019		As at June 30, 2019	
	Sales to/ income from related parties	Purchases/ expenses from related parties	Amounts owed by related parties	Amounts owed to related parties
Associates	105	(208)	325	(5)
Key management personnel	—	(99)	—	(37)
Other related parties	—	(13)	—	(7)

	For the six months ended June 30, 2018		As at December 31, 2018	
	Sales to/ income from related parties	Purchases/ expenses from related parties	Amounts owed by related parties	Amounts owed to related parties
Associates	—	—	180	(185)
Key management personnel	—	(71)	—	(70)
Other related parties	2	(19)	6	(3)

Benefits of key management and Board of Directors generally comprise of short-term benefits amounted to 87 during the six months ended June 30, 2019 (63 - during the six months ended June 30, 2018) and share-based payments amounted to 10 during the six months ended June 30, 2019 (8 - during the six months ended June 30, 2018).

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

## QIWI plc

Notes to interim condensed consolidated financial statements (unaudited) (continued)

**23. Financial instruments**

The Group's principal financial instruments consisted of loans receivable, trade and other receivables, customer accounts and amounts due to banks, trade and other payables, cash and cash equivalents, long and short-term debt securities, deposits and reserves at CBR. The Group has various financial assets and liabilities which arise directly from its operations. During the year, the Group did not undertake trading in financial instruments.

The fair value of the Group's financial instruments as of June 30, 2019 and December 31, 2018 is presented by type of the financial instrument in the table below:

	<u>As of December 31, 2018</u>		<u>As of June 30, 2019</u>		
	<u>Carrying amount</u>	<u>Fair value</u>	<u>Carrying amount</u>	<u>Fair value</u>	
<b>Financial assets</b>					
Debt securities	AC	1,929	1,931	2,929	2,957
Long-term loans	AC	159	159	160	160
Long-term loans	FVPL	71	71	88	88
<b>Total financial assets</b>		<b>2,159</b>	<b>2,161</b>	<b>3,177</b>	<b>3,205</b>

Financial instruments used by the Group are included in one of the following categories:

- AC – accounted at amortized cost;
- FVPL – accounted at fair value through profit or loss.

Carrying amounts of cash and cash equivalents, short-term loans issued, short-term deposits placed, accounts receivable and payable, reserves at CBR and customer accounts and amounts due to banks approximate their fair values largely due to short-term maturities of these instruments.

Debt instruments of the Group mostly consist of RUB nominated government bonds with interest rate 6.4% – 7.5% and maturity up to May 2020. All debt instruments are pledged (Note 21).

Long-term loans generally represent RUB nominated loans to Russian legal entities and have a maturity up to eight years. For the purpose of fair value measurement of these loans the Group uses comparable marketable interest rate which is in range of 9-35%.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

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Notes to interim condensed consolidated financial statements (unaudited) (continued)

**23. Financial instruments (continued)**

The following table provides the fair value measurement hierarchy of the Group's financial instruments to be accounted or disclosed at fair value:

	Date of valuation	Total	Fair value measurement using		
			Quoted prices in active markets (Level 1)	Significant observable inputs (Level 2)	Significant unobservable inputs (Level 3)
<b>Assets accounted at fair value through profit or loss</b>					
Long-term loans	June 30, 2019	88	—	—	88
<b>Assets for which fair values are disclosed</b>					
Debt securities	June 30, 2019	2,957	2,957	—	—
Long-term loans	June 30, 2019	160	—	—	160
<b>Assets accounted at fair value through profit or loss</b>					
Long-term loans	December 31, 2018	71	—	—	71
<b>Assets for which fair values are disclosed</b>					
Debt securities	December 31, 2018	1,931	1,931	—	—
Long-term loans	December 31, 2018	159	—	—	159

There were no transfers between Level 1 and Level 2 fair value measurements and no transfers into or out of Level 3 fair value measurements during the six months ended June 30, 2019.

The Group uses the following IFRS hierarchy for determining and disclosing the fair value of financial instruments by valuation technique:

- Level 1: Quoted (unadjusted) prices in active markets for identical assets or liabilities;
- Level 2: Other techniques for which all inputs that have a significant effect on the recorded fair value are observable, either directly or indirectly;
- Level 3: Techniques that use inputs that have a significant effect on the recorded fair value that are not based on observable market data.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

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Notes to interim condensed consolidated financial statements (unaudited) (continued)

**23. Financial instruments (continued)**

*Valuation methods and assumptions*

The fair value of the financial assets and liabilities are evaluated at the amount the instrument could be exchanged in a current transaction between willing parties, other than in a forced or liquidation sale.

Long-term fixed-rate loans issued and debt instruments are evaluated by the Group based on parameters such as interest rates, terms of maturity, specific country and industry risk factors and individual creditworthiness of the customer.

**24. Share based payments**

**24.1. Option plans**

As of June 30, 2019, the Group has the following outstanding option plans:

	<b>2012 Employee Stock Option Plan (ESOP)</b>	<b>2015 Restricted Stock Unit Plan (RSU Plan)</b>
<b>Adoption date</b>	October, 2012	July, 2015
<b>Type of shares</b>	class B shares	class B shares
<b>Number of options or RSUs reserved</b>	Up to 7 % of total amount of shares	Up to 7 % of total amount of shares
<b>Exercise price</b>	Granted during: Year 2012: U.S. \$ 13.65 Year 2013: U.S. \$ 41.24 - 46.57 Year 2014: U.S. \$ 34.09 - 37.89 Year 2017: U.S. \$ 23.94	Granted during: Year 2016: n/a Year 2017: n/a Year 2018: n/a Year 2019: n/a
<b>Exercise basis</b>	Shares	Shares
<b>Expiration date</b>	December 2020	December 2022
<b>Vesting period</b>	Up to 4 years	Three vesting during up to 2 years
<b>Other major terms</b>	The options are not transferrable	<ul style="list-style-type: none"> <li>• The units are not transferrable</li> <li>• All other terms of the units under 2015 RSU Plan are to be determined by the Company's BOD or the CEO, if so resolved by the BOD, acting as administrator of the Plan</li> </ul>

In April 2018, QIWI plc established QIWI Employees Trust, which owns shares reserved for ESOP and RSU plans and transfers them to employees who exercise their options. The Trust is not a legal entity and major decisions relating to its activities are determined by QIWI plc. In these financial statements it is regarded as an extension of QIWI plc.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

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Notes to interim condensed consolidated financial statements (unaudited) (continued)

**24. Share based payments (continued)**

**24.2. Changes in outstanding options**

The following table illustrates the movements in share options during the six months ended June 30, 2019:

	As of December 31, 2018	Granted during the period	Forfeited during the period	Exercised during the period	As of June 30, 2019
2012 ESOP	1,516,981	—	(110,162)	—	1,406,819
2015 RSU Plan	813,019	132,800	(4,367)	(186,066)	755,386
<b>Total</b>	<b>2,330,000</b>	<b>132,800</b>	<b>(114,529)</b>	<b>(186,066)</b>	<b>2,162,205</b>

As of June 30, 2019, the Company has 1,406,819 options outstanding, all of which are vested, and 755,386 RSUs outstanding, of which 33,968 are vested and 721,418 are unvested.

The weighted average price for share options exercised under RSU plan during the reporting period was nil.

**24.3. Valuations of share-based payments**

The valuation of all equity-settled options granted are summarized in the table below:

Option plan/ Grant date	Number of options/ RSUs	Dividend yield, %	Volatility, %	Risk-free interest rate, %	Expec- ted term, years	Weighted average share price (U.S. \$)	Weighted average fair value per option/ RSU (U.S. \$)	Valuation method
<b>2012 ESOP</b>	4,128,521	0-5.03%	28%-49.85%	0.29%-3.85%	2-4	28.10	7.14	Black- Scholes- Merton
<b>2015 RSU Plan</b>	2,035,808	0-5.7%	40.65%-64.02%	2.89%-4.34%	0-2	15.26	14.56	Binominal

The forfeiture rate used in valuation models granted during the period is from 11.35 to 16%. It is based on historical data and current expectations and is not necessarily indicative of forfeiture patterns that may occur.

The expected volatility reflects the assumption that the historical volatility over a period similar to the life of the options is indicative of future trends, which may not necessarily be the actual outcome.

**24.4. Share-based payment expense**

The amount of expense arising from equity-settled share-based payment transactions for the six months ended June 30, 2019 was 256 (the six months ended June 30, 2018 – 160).

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

**25. Events after the reporting date**

**Grant of Options**

On July 17, 2019 the Group granted 1,280,000 options over shares of the Company to its key employees under the 2019 ESOP Plan that was approved by the shareholders at the AGM held on June 5, 2019. Options have the following vesting schedule: 40% of the grant vests on the third anniversary of the grant and 60% of the grant vests on the fourth anniversary of the grant subject to the achievement of pre-established vesting conditions. Exercise price of the shares comprised U.S.\$ 16.75.

**Dividends distribution**

On August 9, 2019 the Board of Directors of the Company approved a dividend of U.S.\$ 17,258,522 (equivalent of 1,124).

**Rocketbank**

In August 2017, the Group has executed a series of transactions to acquire the brands, software and hardware of Tochka and Rocketbank from Otkritie Bank. In July 2018, the Group finalized the acquisition of the Rocketbank business and, by the end of 2018, had transferred Rocketbank customers, personnel and business processes to QIWI. Further to this acquisition, management began developing a new strategy for Rocketbank. A final strategic plan for Rocketbank was presented to and reviewed by the Board of Directors of the Company during its meeting in August 2019. Having duly considered the proposed strategy and required financing, the Board of Directors has determined and instructed the management of the Company to explore opportunities of a partial or complete sale of Rocketbank.

*The accompanying notes form an integral part of these interim condensed consolidated financial statements.*

**Acknowledgment Letter of Independent Registered Public Accounting Firm**

To the Shareholders and Board of Directors of Qiwi plc

We are aware of the incorporation by reference in the Registration Statements (Form S-8 No. 333-190918; Form S-8 No. 333-212441) pertaining to the Amended and Restated Employee Stock Option Plan and the 2015 Employee Restricted Stock Units Plan of Qiwi plc of our report dated August 16, 2019 relating to the unaudited condensed consolidated interim financial statements of Qiwi plc that are included in its Form 6-K dated August 19, 2019.

/s/ Ernst & Young LLC  
Moscow, Russia  
August 19, 2019