ICOSIA, CYPRUS – August 16, 20	023 – QIWI plc (NASDAQ and MOEX: QIWI) ("QIV	VI" or the "Company"), an innovative pro	vider of cutting-edge payı	ment and financial serv	ices, today announced i	its financial results for the	e second quarter ended	June 30, 2023.	
Q 2023 key operating and financia	al highlights ^{1 2}								
		2Q 2022 RUB million	2Q 2023 RUB million	YoY	1HY 2022 RUB million	1HY 2023 RUB million	YoY	2Q 2023 USD million ⁽¹⁾	1HY 2023 USD million ⁽¹⁾
Consolidated Group results	Revenue Total Net Revenue Adjusted EBITDA Adjusted EBITDA margin Profit for the period Adjusted Net profit Adjusted Net profit	14,015 10,208 6,972 68.3% 2,810 2,964 29.0%	18,037 9,194 5,057 55.0% 4,817 5,234 56.9%	28.7% (9.9)% (27.5)% (13.3)p.p. 71.4% 76.6% 27.9p.p.	23,732 16,513 10,659 <i>64.5%</i> 5,067 5,290 <i>32.0%</i>	35,909 17,746 9,536 53.7% 9,316 9,414 53.0%	51.3% 7.5% (10.5)% (10.8)p.p. 83.9% 78.0% 21.0p.p.	207.2 105.6 58.1 55.0% 55.3 60.0 56.8%	412.6 203.9 109.6 53.7% 107.0 108.2 53.0%
Payment Services (PS)	Net Revenue Payment Net Revenue Payment Volume, billion Payment Net Revenue Yield Other Net Revenue Adjusted Net profit Adjusted Net profit	9,318 7,579 500 1.52% 1,739 5,572 59.8%	7,215 5,042 505 1.00% 2,173 2,926 40.6%	(22.6)% (33.5)% 1.0% (0.5)p.p. 25.0% (47.5)%	14,967 11,699 856 1.37% 3,268 8,601 57.5%	14,159 10,128 974 1.04% 4,031 6,462 45.6%	(5.4)% (13.4)% 13.7% (0.3)p.p. 23.4% (24.9)% (11.8)p.p.	82.9 57.9 5.8 1.00% 25.0 33.6 40.6%	162.7 116.4 11.2 1.04% 46.3 74.2 45.6%
Digital Marketing (DM)	Net Revenue Adjusted Net (loss) / profit Adjusted Net profit margin	128 (56) (43.8)%	930 213 22.9%	(19.2)p.p. 627.6% (480.4)% 66.7p.p.	285 (26) (9.1)%	1,671 329 <i>19.7%</i>	487.1% (1365.4)% 28.8p.p.	10.7 2.4 22.9%	19.2 3.8 19.7%
Corporate and Other (CO)	Net Revenue Adjusted Net (loss) / profit	762 (2,552)	1,049 2,095	37.7% (182.1)%	1,261 (3,285)	1,916 2,623	51.9% (179.8)%	12.1 24.1	22.0 30.1

Exhibit 99.1

162.7 116.4 46.3 19.2

22.0 14.4

7.6

(101.5)

(24.6)

(66.5)

(7.2)

(3.2)

21.0

(0.5)

24.3

(2.8)

4.9

(3.0)

(2.1)p.p.

2.4p.p.

2Q 2023

USD million

58.1

60.0

40.6%

2.4

24.1

23.2

(10.5)%

(10.8)p.p.

21.0p.p

(24.9)% (11.8)p.p. (1365.4)%

28.8p.p. (179.8)%

(100.0)%

(31.2)%

(165.0)%

1HY 2023

USD million

108.2

53.0%

74.2 45.6%

3.8

19.7%

30.1

2.9 27.2

Key events during and after the reported period On June 6, 2023, NASDAQ Hearing Panel granted the request of the Company to continue its listing on Nasdaq, subject to certain conditions³. QIWI announced results of 2023 Annual General Meeting held on June 5, 2023⁴. QIWI completed consolidation of Russian assets under the single entity JSC QIWI⁵. QIWI Bank operations were temporarily and partially restricted starting from July 26, 2023⁶. Credit rating agency lowered credit ratings of QIWI PLC and QIWI Bank⁷. ¹ Total Net Revenue, adjusted EBITDA, adjusted EBITDA margin, adjusted Net profit, and adjusted Net profit margin in this release are "non-IFRS financial measures". Please see the section "Non-IFRS Financial Measures and Supplemental Financial Information" for more details as well as a reconciliation to IFRS reported numbers at the end of this release. ² Throughout this release calculations of totals, subtotals and/or percentage change may have small variations due to rounding of decimals. ³ https://investor.qiwi.com/news-and-events/press-releases/qiwi-to-continue-its-listing-on-the-nasdaq-uponsuccessful- restructuring/ 4 https://investor.qiwi.com/news-and-events/press-releases/4108568/ ⁵ https://investor.qiwi.com/news-and-events/press-releases/4108570/ ⁶ https://investor.qiwi.com/news-and-events/press-releases/4108571/

⁷ https://investor.giwi.com/news-and-events/press-releases/4108572/

2Q 2023 results Net Revenue breakdown by segments 2Q 2023 1HY 2022 1HY 2023 2Q 2023 1HY 2023

105.6 82.9 57.9 25.0 10.7 12.1 7,215 5,042 2,173 (22.6)% (33.5)% 14,967 11,699 3,268 (5.4)% (13.4)% 7,579 1,739 10,128 4,031 23.4% 25.0% 627.6% 285 1,671 487.1%

Total Net Revenue Payment Services (PS) PS Payment PS Other Digital Marketing (DM) consolidated results of the RealWeb business acquired by the Company in December 2022⁸ and accounted for in the Digital Marketing (DM) segment. **Payment Services** PS Net Revenue decreased by 22.6% YoY to RUB 7,215 million (\$82.9 million). PS Payment Net Revenue was 33.5% lower YoY and amounted to RUB 5,042 million (\$57.9 million) driven by PS Payment Net Revenue Yield decrease from 1.52% to 1.00% and generally stable PS Payment Volume despite high base of last year. PS Payment Net Revenue Yield was 52 bps lower YoY due to the adverse mix effect resulting from lower share of operations with higher margins, such as currency conversion.

Total Net Revenue decreased by 9.9% YoY to RUB 9,194 million (\$105.6 million) driven by high base and adverse mix effects in operations of Payment Services (PS) segment partially offset by Corporate and Other (CO) segment results, as well as the strong performance of Flocktory and the PS Payment Volume was 1% higher YoY and reached RUB 504.6 billion driven by the onboarding of new merchants and aggregators and the growing payment volume from our product offering for digital entertainment and self-employed. PS Other Net Revenue primarily comprises interest income, revenue from fees for inactive accounts and unclaimed payments, cash and settlement services and related conversion income, income from intercompany and third-party funding, and advertising fees. In 2Q 2023 PS Other Net Revenue increased by 25.0% YoY to RUB 2,173 million (\$25.0 million) as a result of higher net revenue derived from cash and settlement services partially offset by lower interest income due to lower interest rates.

Digital Marketing (DM) DM Net Revenue increased by 627.6% YoY to RUB 930 million (\$10.7 million) driven by the RealWeb acquisition in December 2022 and the increase of the number of Flocktory clients and traffic-providers. Corporate and Other (CO)

1HY 2022 1HY 2023 2Q 2023 1HY 2023 2Q 2022 2Q 2023

RUB million **RUB** million USD million **RUB** million **RUB** million YoY YoY 1,261 1,078 106 77 51.9% **12.1** 7.6 762 1,049 37.7% 1,916 16.2% (100.0)% 709 658 (7.2)%1,253 4.5 54 392 630.1% 663 755.8%

USD million **CO** Net Revenue ROWI Tochka Corporate and Other projects CO Net Revenue increased by 37.7% YoY to RUB 1,049 million (\$12.1 million) mainly as a result of higher interest income accounted for in Corporate and Other projects. ⁸ https://investor.qiwi.com/news-and-events/press-releases/4108557/

o As of June 30, 2023, the bank guarantees portfolio reached RUB 80.0 billion - an increase of 28.0% YoY. o As of June 30, 2023, the factoring portfolio was RUB 12.1 billion or 15.2% higher YoY.

• ROWI Net Revenue decreased by 7.2% YoY to RUB 658 million (\$7.6 million) mainly due to a decline of net portfolio yield compared to 2Q2022: As of June 30, 2023, the portfolio of online loans for government contracts execution doubled compared to previous year and reached RUB 4.4 billion. In 2Q 2023, the share of ROWI Net Revenue in Total Net Revenue was 7.2% growing by 0.2 ppt YoY. Corporate and Other projects Net Revenue in 2Q 2023 amounted to RUB 392 million (\$4.5 million) compared to RUB 54 million in 2Q 2022 driven by interest income from (i) investments into debt securities (high-quality corporate and government bonds) and (ii) loans provided. Operating expenses and other non-operating income and expenses

2Q 2022 2Q 2023 1HY 2022 1HY 2023 2Q 2023 1HY 2023 RUB million USD million **USD** million **RUB** million **RUB** million **RUB** million YoY YoY 23.1% 35.6% (3,618) (4,452) (6,513) (8,834) (51.2) Operating expenses % of Net Revenue (48.4)% (49.8)%

(13.0)p.p. 53.2% (39.4)% (1,544) (35.4)% (773) (7.6)% (10.3)p.p. (13.6) Selling, general and administrative expenses (1,184) (2,143)38.8% (5.3)p.p. 51.5% (2.7)p.p. 57.4% % of Net Revenue (12.9)% (9.4)% (12.1)% Personnel expenses (2,002)(3,034)(3,675)(5,785)(34.9)(19.6)% (323) (33.0)% (315) (13.4)p.p. (2.5)% (22.3)% (600) (32.6)% (624) (10.3)p.p. 4.0% % of Net Revenue (3.6)Depreciation, amortization & impairment

(0.3)p.p. (115.6)% 0.1p.p. (59.4)% (3.4)% (3.5)% % of Net Revenue (3.2)% (3.6)% 0.9 Credit loss (expense) / gain (520) (694) (282) % of Net Revenue 2.6p.p. (183.3)% 0.9% (4.2)% (1.6)% (143.8)% 11.8 Other non-operating income and expenses (2,347)1,029 (2,699)2,249 % of Net Revenue (23.0)% <u>11.2</u>% 34.2p.p. (16.3)% <u>12.7</u>% 29.0p.p. (5) (0.1)% (44) (0.2)% Share of loss of an associate (0.1)% of Net Revenue 0.0% 0.0%

(0.1)p.p. (154.7)% (0.2)p.p. (175.3)% (2,369)(2,810)2,115 14.9 Foreign exchange gain/(loss), net 1,296 (23.2)% 22 0.2% 37.3p.p. (1290.9)% 28.9p.p. (321.6)% % of Net Revenue 14.1% 11.9%

(262)

0.0%

Selling, general and administrative expenses increased by 53.2% YoY to RUB 1,184 million (\$13.6 million) and as a percentage of Total Net Revenue by 5.3 ppt YoY to 12.9% mainly driven by the high base effect of last year and the acquisition of RealWeb.

RUB million

5,057

5,234

2,926

56.9%

40.6%

213

2,095

2,023

Profit margin deteriorated by 19.2 ppts to 40.6% mainly due to a combination of (i) negative operating leverage effect, (ii) increased personnel expenses (described earlier), and (iii) higher expenses related to multi-bank platform services in QIWI Bank.

Digital Marketing (DM) Adjusted Net Profit for 2Q 2023 increased to RUB 213 million (\$2.4 million) due to Flocktory Net Revenue growth and the consolidation of new RealWeb business. DM Adjusted Net Profit margin stood at 22.9%.

• CO Net Profit of RUB 2,023 million (\$23.2 million) resulting primarily from the CO Net Revenue YoY growth by 37.7% described above, the foreign exchange gain, and the release of allowance for ECL on restricted cash accounts.

the release of allowance for ECL on restricted cash accounts. Adjusted EBITDA margin decreased by 13.3 ppts YoY to 55.0% driven by the factors described above and the consolidation of the new RealWeb business operating with lower margin than the PS segment.

22.9%

Revenue deteriorated by 13.0 ppts to 48.4% mainly due to the high base of last year for the PS segment and the consolidation of the new RealWeb business (with historically higher operating expenses to Net Revenue ratio), partially offset by a positive credit loss dynamic.

Credit loss reversal amounted to RUB 81 million (\$0.9 million) compared to a credit loss of RUB 520 million in 2Q 2022 due to release of allowance for ECL on restricted cash accounts partially offset by an increase of provisions due to the growth of bank guarantees portfolio.

(2.8)%

0.0%

Operating expenses increased by 23.1% YoY to RUB 4,452 million (\$51.2 million) mainly driven by the increase of expenses as a percentage of Total Net

Personnel expenses surged by 51.5% YoY to RUB 3,034 million (\$34.9 million) driven by the hiring of new staff for development of new products and strong financial performance resulting in higher bonuses to employees in PS segment as well as the consolidation of the new RealWeb business.

Other non-operating income increased to RUB 1,029 million (\$11.8 million) compared to RUB 2,347 million of loss last year primarily due to (i) the foreign exchange gain resulting from the depreciation of the Russian ruble vs. USD, AED and Euro in 2Q 2023, and (ii) a decrease in fair value of

(27.5)%

(13.3)p.p.

27.9p.p.

(19.2)p.p.

(480.4)%

66.7p.p. (182.1)%

(77.5)% (170.4)%

Adjusted EBITDA decreased by 27.5% YoY to RUB 5,057 million (\$58.1 million) mainly due to (i) the high base effect of last year resulting in Total Net Revenue decline by 9.9% YoY, and (ii) an increase of operating expenses to secure growth of the business, which were (iii) partially offset by

Adjusted Net Profit increased by 76.6% YoY to RUB 5,234 million (\$60.0 million). Adjusted Net Profit margin increased by 27.9 ppts YoY to 56.9% primarily driven by the foreign exchange gain partially offset by the consolidation of the RealWeb business operating with a lower margin than the

PS Adjusted Net Profit decreased by 47.5% YoY to RUB 2,926 million (\$33.6 million) mainly due to (i) the high base effect of last year resulting in PS Net Revenue decline by 22.6% YoY, and (ii) an increase of operating expenses to secure growth of the business. As a result, PS Adjusted Net

On July 25, 2023, during a routine audit of Qiwi Bank, the CBR issued an order to introduce temporary and partial limitations for individuals to withdraw funds from QIWI wallets to bank accounts or make cash withdrawals. As of the date of this press release, Qiwi Bank has already fixed the

For indicative purposes only, the Company performed a worst-case stress test based on 1H 2023 actual results and estimated that if the full scope of restrictions were in place since the beginning of 1H 2023, it would have affected (i) Payment Volume by up to 20%, (ii) Group Net Revenue by up to 25%, and (iii) Group Adjusted Net Profit by up to 40%. The stress test did not include any cost optimization measures or gradual restrictions relief. The Company also aims to further develop its services and launch new products, in order to mitigate the negative implications of the imposed

Due to the lingering stock market infrastructure issues, the Company does not see the opportunity to arrange the distribution of dividends under review until

Since the beginning of the Ukrainian conflict, the geopolitical situation has been deteriorating, sanctions expanded and extended, and the world stock market infrastructure continued to isolate from Russia. The Company has been searching for a viable solution to address the many shareholders'

The Company has been facing extraordinary challenges to the operations of the business and needs to navigate in a rapidly changing business environment. Under current circumstances, QIWI's intentions to develop its business within the Russian perimeter and overseas require different

The Company has completed internal restructuring and consolidated practically all Russian assets under JSC QIWI. The Company also completed a valuation of the Russian assets. The valuation report has been prepared by an independent appraiser and received the required approval by a self-

Further, the Board established a Special Committee comprised of Independent Directors of the Company to review available divestment options. Currently, the Special Committee and management, assisted by reputable advisors, are conducting a disciplined process intended to ensure the best

Given the persisting level of uncertainty and market volatility, there will be no conference call or webcast to discuss the results. We welcome all our stakeholders to send any questions related to our business using the contact details available on our investor's website. We remain available for

QIWI is an innovative provider of cutting-edge payment and financial services. We stand at the forefront of fintech innovations to facilitate and secure the digitalization of payments. Our mission is to connect our clients providing unique financial and technological solutions to make the impossible accessible and simple. We offer a wide range of products under several directions: QIWI payment and financial services ecosystem for merchants and B2C clients across digital use-cases, ROWI digital structured financial products for SME, digital marketing, and several other projects.

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 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 ROWI, RealWeb, Flocktory and other projects, the impact of recent sanctions targeting Russia, the impact of such sanctions on our results of operations, potential further changes in the regulatory regime, the effect of the CBR restrictions on results of operations, any other restriction the CBR may impose based on our past and future operations, our ability to eliminate partially or completely the CBR restrictions, and others. Such forward-looking statements involve known and unknown risks, uncertainties, and other factors that may cause the actual results, performance or achievements of QIWI 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 markets, competition, the introduction of new products and services and their acceptance by consumers, QIWI's ability to estimate the market 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 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 plc. **Consolidated Statement of Financial Position** (in millions)

> > As of December 31,

2022

RUB

1,163

13,126

303

843

257

208

18,846

15,194

14,200

14,029

2,195

47,462

93,080

111,926

1,876

12,068

2,696

39,941

56,983

57,895

1,154

133

156

1,847

3,290

33,048

11,203

3,922

2,268

50,741

111,926

300

401

912

2,946

As of June 30,

2023

(Unaudited)

RUB

1,271

579

623

241

242

21,024

12,169

16,728

28,809

1,846

39,570

99,122

120,146

1,876

12,068

2,352

48,935

65,401

66,378

1,062

1,749

2,976

29,740

15,011

3,745

1,994

50,792

120,146

302

84

81

169

977

4,991

13,077

As of June 30,

2023

(Unaudited)

USD

14.6

150.3

6.7

57.3

7.2

2.8

2.8

241.6

139.8

192.2

331.0

454.6

1,138.9

1,380.4

0.01

21.6

138.7

27.0

562.3

751.4

11.2

762.7

12.2

1.0

0.9

20.1

34.2

341.7

172.5

43.0

3.5

22.9

583.6

1,380.4

1.9

21.2

Income tax expense decreased by 33.4% YoY to RUB 954 million (\$11.0 million) as a substantial part of the profit relates to exchange gain for 2Q 2023 which is tax neutral within the Group perimeter. As a result, the effective tax rate decreased from 33.8% in 2Q 2022 to 16.5% in 2Q 2023.

% of Net Revenue

% of Net Revenue

Personnel expenses as a percentage of Total Net Revenue increased by 13.4 ppts to 33.0% mainly driven by the high base effect of last year and acquisition of RealWeb.

Depreciation, amortization and impairment stood at RUB 315 million (\$3.6 million) or 3.4% as percent of Total Net Revenue – 0.3 ppt higher YoY due to the high base effect of last year.

2Q 2022

ROWI Net Profit of RUB 72 million (\$0.8 million) as a result of its Net Revenue decline by 7.2% YoY and an increase of provisions related to ROWI bank guarantees portfolio.

The Company remains financially stable and profitable despite the imposed restrictions. Qiwi Bank has substantial liquidity reserves and maintains the required capital adequacy ratios.

outcome for the Company and the different groups of shareholders using three major criteria: 1) liquidity, 2) ability to receive cash, and 3) ability to exercise voting rights.

strategies. Management and the Board of Directors of QIWI PLC have concluded that the best option to preserve liquidity and shareholder value would be to restructure its business and to exit the Russian market.

For the FY 2022 QIWI had revenue of RUB 51.5 billion and an Adjusted EBITDA of RUB 19.8 billion. QIWI's American depositary shares are listed on the NASDAQ and Moscow Exchange (ticker: QIWI).

CO Adjusted Net Profit increased to RUB 2,095 million (\$24.1 million) compared to CO Net loss of RUB 2,552 million driven by:

changes of the sanction regime or other developments enable the Company to distribute dividends to all of its shareholders.

The Company will duly inform the market on further developments as regards the restructuring process.

identified deficiencies and provided results to the regulator. We are working closely with the CBR to lift the limitations fully or at least partially.

6,972

2,964

59.8%

(56)

(43.8)%

321

(2,873)

(2,552)

111 0.7%

0.0%

1HY 2023

RUB million

9,414

6,462

53.0%

45.6%

329

19.7%

2,623

256 2,367

(3.1)p.p.

0.0p.p.

1HY 2022

10,659

5,290

(26)

(3,285)

(15) 372

(3,641)

(9.1)%

(246) (1.4)%

Other income and expenses, net

Gain from disposal of subsidiary

option to invest in an associate.

Income tax expense

Profitability results

Adjusted EBITDA margin, %

Ådjusted Net Profit margin, %

PS Adjusted Net Profit margin, % Digital Marketing (DM) DM Adjusted Net Profit margin, %

Corporate and Other projects

Update on the CBR restrictions

Update on corporate restructuring

Earnings Conference Call and Audio Webcast

For more information, visit <u>investor.qiwi.com</u>.

individual incoming call requests.

About QIWI plc.

Contact

Assets

Non-current assets Property and equipment

Investments in associates

Long-term debt securities Long-term loans issued

Other non-current assets

Total non-current assets

Trade and other receivables

Short-term loans issued

Other current assets Cash and cash equivalents

Total current assets

Equity and liabilities

Additional paid-in capital

Non-controlling interests

Non-current liabilities

Deferred tax liabilities

Current liabilities Trade and other payables

Short-term debt

Long-term deferred income

Long-term lease liabilities

Other non-current liabilities

Total non-current liabilities

Short-term lease liabilities

Other current liabilities

Total current liabilities

Total equity and liabilities

Customer accounts and amounts due to banks

Equity attributable to equity holders of the parent

Total equity attributable to equity holders of the parent

Total assets

Share capital

Share premium Other reserves

Translation reserve

Total equity

Short-term debt securities

Deferred tax assets

Current assets

Goodwill and other intangible assets

Investor Relations +357.25028091 ir@qiwi.com

Forward-Looking Statements

QIWI is required to do so by law.

regulatory organization.

restrictions on the financial results of the Company.

concerns, as well as to define an optimal way for further development.

Corporate and Other (CO)

Adjusted EBITDA

Adjusted Net Profit

Payment Services

PS segment.

Dividends







Non-IFRS Financial Measures and Supplemental Financial Information This release presents Total Net Revenue, Payment Services (PS) Net Reven Profit, DM Adjusted Net Profit, CO Adjusted Net Profit, and Adjusted Net Payment Net Revenue, PS Other Net Revenue, DM Net Revenue, CO Net each prepared in accordance with IFRS. Furthermore, because these non-IFRS financial measures are not determine financial information in its entirety and not rely on a single financial measu Net Profit and Adjusted Net Profit per share, including a quantitative recone Revenue, PS Payment Net Revenue and PS Other Net Revenue, and Net Profit We define non-IFRS financial measures as follows: "Total Net Revenue" is calculated by subtracting cost of revenue from re "Adjusted EBITDA" as Net profit plus/(less): (1) depreciation and amo (8) impairment of non-current assets, (9) loss/(gain) on disposal of subsets "Adjusted Net profit" as Net profit plus/(less): (1) fair value adjustment "Adjusted Net profit" as Net profit plus/(less): (1) fair value adjustment "Adjusted Net profit Margin" as Adjusted EBITDA divided by Total Net "Adjusted Net profit Margin" as Adjusted Net profit divided by Total Net "Adjusted Net profit Margin" as Adjusted Net profit divided by Total Net "Adjusted Net Profit Net Revenue used by management to observe our op gross basis whereas certain types of fees are presented on a net basis. Theref We provide a breakdown of Total Net Revenue by segments - PS Net Reven PS Payment Net Revenue primarily comprises revenue from fees for . PS Payment Net Revenue primarily comprises revenue from fees for . DM Net Revenue includes revenue generated with services provi results of full-cycle digital marketing service provider RealWeb and CO Net Revenue comprises from results of ROWI business, Tochk	nue, PS Payment Net Revenue, PS Other Net Revenue, Digital Profit per share, which are non-IFRS financial measures Revenue; Net Profit, in the case of Adjusted EBITDA, Adjusted in accordance with IFRS, they are susceptible to varying are. For more information regarding Total Net Revenue, PS ciliation of Total Net Revenue and its breakdown by segment in the case of Adjusted EBITDA and Adjusted Net Profit in the case of Adjusted EBITDA and Adjusted Net Profit in the case of Adjusted EBITDA and their amortization of Revenue. The revenue is recorded on business combinations and their amortization of Revenue. The revenue is reflects our portion of the revenue in order to analyze our two sources of payment process on the including PS Payment Net Revenue and PS Other Net Figure in context and unclaimed payments, interest revenue ded for context and media advertising management serviced Flocktory services in marketing automation and advertising defined the payment is not advertising management serviced in active services in marketing automation and advertising defined payments and advertising management serviced in the payment is not advertising management serviced in t	g calculations and may not be comparable to other similarly the S Net Revenue, PS Payment Net Revenue, PS Other Net Revenuers, Adjusted EBITDA and Adjusted Net Profit to the most directly see Reconciliation of IFRS to Non-IFRS Operating Results in the loss/(gain), (4) share of loss/(gain) of associates and joint venue, (2) impairment of non-current assets, (3) share-based payment venue net of fees that we pass through, primarily to our agents assing fees on a comparative basis, management reviews Total Notes, and settlement services and related conversion income, the case, including platform services under subscription, social netwing technologies.	refit, CO Adjusted Net Profit, and earnings per share, in the cled measures presented by other companies. QIWI encounted place, DM Net Revenue, CO Net Revenue, Adjusted EBITE rectly comparable IFRS financial performance measures, who this earnings release. tures, (5) interest expenses/ (income), (6) income tax expent expenses, (4) loss/(gain) on disposal of subsidiary, (5) effort and other reload channels providers. In addition, under IFF et Revenue.	rages investors and others to review our DA, Adjusted EBITDA margin, Adjusted which is revenue in the case of Total Net onses, (7) share-based payment expenses, fect of taxation of the above items.

Adjusted EBITDA is a key measure used by management as a supplemental performance expenses, net), changes in foreign exchange rates that impact financial assets and liabiliti age and book depreciation of fixed assets (affecting relative depreciation expense), non-cateristical EBITDA also excludes other expenses, share in losses of associates and impairment of it associates and other expenses includes items that have been excluded from Adjusted EBIT use Adjusted EBITDA in measuring our performance relative to that of our competitors. **Adjusted Net Profit** is a key measure used by management to observe the operational profit recurring items or items that are not core to our operations. For example, loss on dispersional impairment of non-current assets and share-based payments expenses do not			
In order to reflect the operational profitability of each segment, we provide a following brown and the services segment payment volume provides a measure of the overall size and graph and the services segment net revenue yield. We calculate Payment Services segment net revenue per unit of volume we process.	rowth of the business, and increasing our payment vo	plumes is essential to growing our profitability.	ovides a measure of our ability to generate







