

# INVESTOR FACT SHEET

**MOSTOTREST IS THE LARGEST DIVERSIFIED COMPANY IN THE RUSSIAN TRANSPORT INFRASTRUCTURE CONSTRUCTION MARKET, WITH A PRESENCE ACROSS ALL CORE AND RELATED BUSINESS SEGMENTS, AND IT IS A PARTICIPANT IN RUSSIA'S PIONEERING PUBLIC-PRIVATE PARTNERSHIP (PPP) PROJECTS.**

- Leader in transport infrastructure construction market (market share 14.6%<sup>(a)</sup> in 2016)
- 85-year operating history, more than 7,500 projects built to date, strong engineering school and advanced technologies
- Diversified player: footprint across all segments of transport infrastructure construction market and broad geographic coverage
- Experienced management: up-to-date management skills and efficient project management
- Strong team of highly qualified engineers and skilled workers
- Backlog<sup>(b)</sup> of RUB419.0 billion as of 31 December 2016

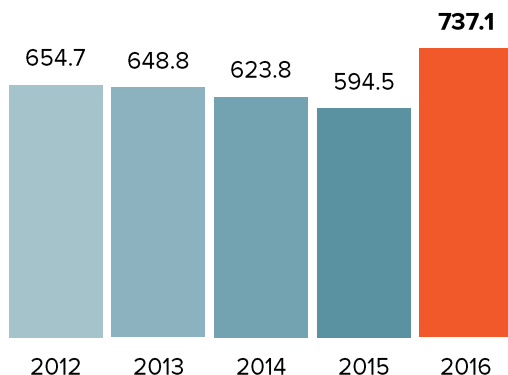
## SHAREHOLDERS' INFORMATION

COMPANY	PJSC MOSTOTREST
INDUSTRY	Transport Infrastructure Construction
STOCK EXCHANGE	Moscow Exchange
TICKER	MSTT
SHARE CAPITAL	282,215,500
COMPANY OWNERSHIP	94.2%: TFK Finance 5.8%: Free float
AUDITORS	KPMG
ADDRESS	6 Barklaya str., bld. 5, Moscow, 121087, Russia
PHONE	+7(495) 669-7999
EMAIL	ir@mostro.ru
WEBSITE	www.mostotrest.ru

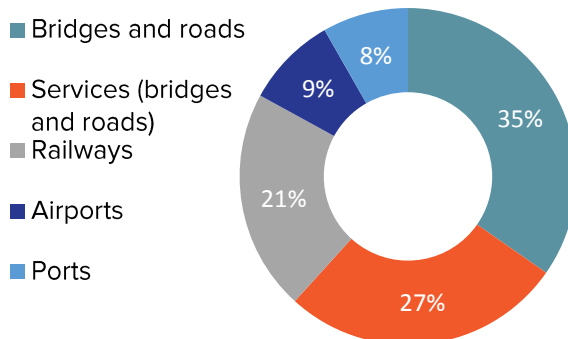


## MARKET HIGHLIGHTS

**RUSSIAN TRANSPORT INFRASTRUCTURE CONSTRUCTION MARKET, RUB BILLION**



**RUSSIAN TRANSPORT INFRASTRUCTURE CONSTRUCTION MARKET STRUCTURE, RUB BILLION, %**



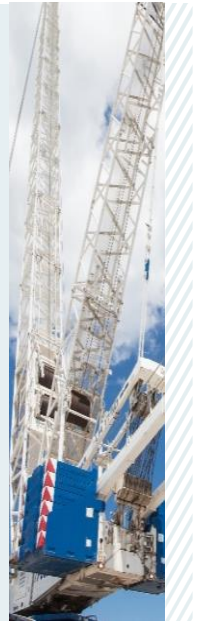
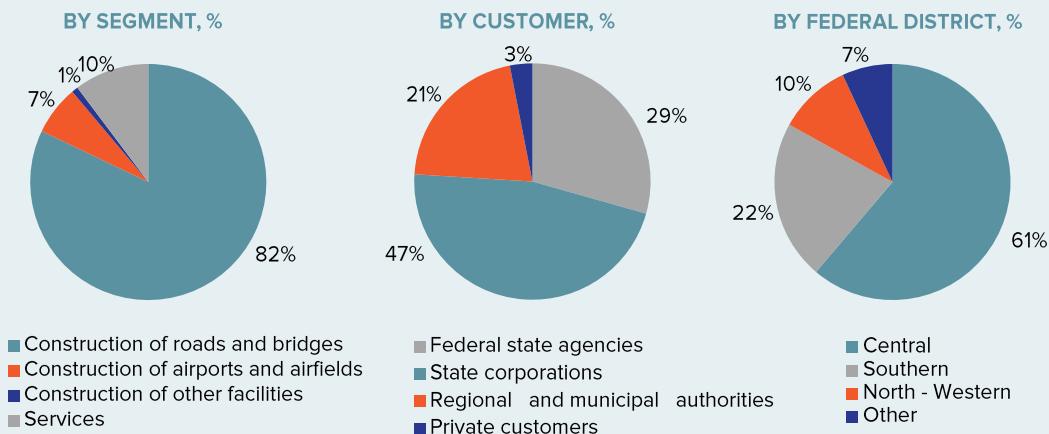
- a) Market share is determined as the ratio of in-house volumes to total market volume (including road repair and maintenance), in accordance with the EMBS Group report (combined market share of PJSC "Mostotrest", TSM and Mostotrest-Service)
- b) Combined backlog of PJSC "Mostotrest", TSM and Mostotrest-Service. Backlog is not determined under IFRS or RAS. Backlog of an organization as of a given date represents management estimate of the value of outstanding work under concluded construction contracts for projects to be completed in the future, excluding VAT

## DIVERSIFIED PORTFOLIO

The Company's asset structure ensures that its services are diversified and its geographic coverage is broad. Alongside the Company itself and 15 affiliates, the Mostotrest group includes Transstroyemkhanisatsiya LLC (84%), Mostostroy-11 OJSC (25%), United Toll Systems Co. Ltd.<sup>(a)</sup>(50%), Mostotrest-Service (60%), and North-West Concession Company<sup>(b)</sup>(50%).

We operate in the core segments of the transport infrastructure construction market, as well as in the related business segments such as road maintenance and repair, toll road operation, and road concession. Mostotrest's comprehensive expertise allows it to participate in the largest integrated projects and ensures that they are completed successfully.

## BACKLOG STRUCTURE



## KEY FINANCIAL DATA

RUB million	2012	2013	2014	2015	2016
Revenue	94,078	116,714	150,531	143,155	175,198
Gross Profit	13,088	14,010	20,550	19,196	26,753
Gross Margin, %	<b>13.9%</b>	<b>12.0%</b>	<b>13.7%</b>	<b>13.4%</b>	<b>15.3%</b>
Profit for the year	4,324	2,259	6,072	4,232	5,013
Total Assets	89,977	100,792	154,353	162,122	146,145
Total debt	8,662	4,538	40,527	41,663	28,805

## KEY PROJECTS UNDER CONSTRUCTION (BACKLOG VALUE AS OF 31.12.2015)

- Kerch Bridge construction (RUB82.1 billion)
- Construction of Segment 1 (km 58 – km 97) and Segment 2 (km 97 – km 149) of M-11 "Moscow – Saint Petersburg" Highway (RUB59.8 billion)
- Construction of km 633 – km 715 segment (Losevo and Pavlovsk Bypass) of M-4 «Don» Highway (RUB52.5 billion)
- Construction of Section 6 (km 334 – km 543) of M-11 "Moscow – St. Petersburg" Highway (RUB36.9 billion)
- Construction of the Vladivostok-Nakhodka Highway section (km 18 - km 40) in Primorsky Region (RUB17,5 billion)

For more information please visit [www.mostotrest.ru](http://www.mostotrest.ru).

## NON-IFRS FINANCIAL INFORMATION

RUB million	2012	2013	2014	2015	2016
EBITDA <sup>(c)</sup>	11,267	9,430	15,371	13,244	18,094
EBITDA margin, %	<b>12.0%</b>	<b>8.1%</b>	<b>10.2%</b>	<b>9.3%</b>	<b>10.3%</b>
Net debt <sup>(d)</sup>	(202)	(22,028)	(21,233)	(13,551)	2,915
Net working capital <sup>(e)</sup>	(5,623)	(32,065)	(39,505)	(38,006)	(22,712)

Financial information for 2012 and 2013 is based on Group 2013 audited financial results excluding financial results of Engtransstroy Corporation (ETS), which was sold on 31 January 2013.

a) Mostotrest owns UTS on a 50/50 basis through the joint venture Russian Highway Operations B.V., established by Mostotrest and VINCI.

b) Mostotrest holds a 100% stake in Plexy Ltd., which owns 50% in "North-West Concession Company".

c) EBITDA is calculated as Profit for the year adjusted for income tax, net finance costs and depreciation and amortisation.

d) Net debt is defined as the difference between total amount of short-term and long-term debt and cash and cash equivalents.

e) Net working capital is calculated as difference between short-term current assets (less cash and equivalents, prepaid profits tax, assets classified as held for sale and other current assets) and short-term current liabilities (less loans, other provisions, shares of non-controlling participants and current profits tax liabilities).