## STATEMENT OF FINANCIAL RESULTS FOR 2018, '000 RUB

| NOTE | INDICATOR                                   | CODE  | JANUARY - DECEMBER 2018 | JANUARY - DECEMBER 2017 |
|------|---|-------|-------------------------|-------------------------|
| 1    | 2   | 3     | 4                       | 5                       |
|      | Revenue                                     | 21100 | 226,124,901             | 216,205,785             |
|      | Including:                                  |       |                         |                         |
|      | freight services                            | 21101 |                         |                         |
|      | long-distance passenger services            | 21102 | 202,376,887             | 193,677,808             |
|      | commuter services                           | 21103 |                         |                         |
|      | infrastructure services                     | 21104 |                         |                         |
|      | locomotive services                         | 21105 |                         |                         |
|      | rolling stock repairs                       | 21106 | 1,744,526               | 1,896,332               |
|      | construction of infrastructure facilities   | 21107 |                         |                         |
|      | research and development                    | 21108 |                         |                         |
|      | social services                             | 21109 | 164,795                 | 163,884                 |
|      | other types of activities                   | 21110 | 21,838,693              | 20,467,761              |
|      | Cost of sales                               | 21200 | (200,372,134)           | (188,706,772)           |
|      | Including:                                  |       |                         |                         |
|      | freight services                            | 21201 |                         |                         |
|      | long-distance passenger services            | 21202 | (185,971,415)           | (175,138,256)           |
|      | commuter services                           | 21203 |                         |                         |
|      | infrastructure services                     | 21204 |                         |                         |
|      | locomotive services                         | 21205 |                         |                         |
|      | rolling stock repairs                       | 21206 | (995,038)               | (1,048,338)             |
|      | construction of infrastructure facilities   | 21207 |                         |                         |
|      | research and development                    | 21208 |                         |                         |
|      | social services                             | 21209 | (157,272)               | (142,048)               |
|      | other types of activities                   | 21210 | (13,248,409)            | (12,378,130)            |
|      | Gross profit (loss)                         | 21000 | 25,752,767              | 27,499,013              |
|      | Selling expenses                            | 22100 | (454)                   | (1,535)                 |
|      | Administrative expenses                     | 22200 | (21,807,867)            | (21,261,702)            |
|      | Profit (loss) from sales                    | 22000 | 3,944,446               | 6,235,776               |
|      | Including:                                  |       |                         |                         |
|      | freight services                            | 22001 |                         |                         |
|      | long-distance passenger services            | 22002 | (3,694,610)             | (730,781)               |
|      | commuter services                           | 22003 |                         |                         |
|      | infrastructure services                     | 22004 |                         |                         |
|      | locomotive services                         | 22005 |                         |                         |
|      | rolling stock repairs                       | 22006 | 448,111                 | 474,140                 |
|      | construction of infrastructure facilities   | 22007 |                         |                         |
|      | research and development                    | 22008 |                         |                         |
|      | social services                             | 22009 | (20,955)                | (12,016)                |
|      | other types of activities                   | 22010 | 7,211,900               | 6,504,433               |
|      | Income from participation in other entities | 23100 | 66,139                  | 52,697                  |
|      | Interest receivable                         | 23200 | 760,011                 | 1,258,256               |
|      | Interest payable                            | 23300 | (2,760,302)             | (2,288,583)             |
|      | Other income                                | 23400 | 14,733,763              | 12,704,810              |
|      | Other expenses                              | 23500 | (7,958,397)             | (7,018,646)             |
|      | Profit (loss) before tax                    | 23000 | 8,785,660               | 10,944,310              |

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|------|--|-------|-------------------------|-------------------------|
|      | 2  | 3     | 4                       | 5                       |
|      | Current income tax   | 24100 | (1,748,466)             | (2,761,723)             |
|      | Including:   |       |                         |                         |
|      | ongoing tax liabilities (assets)   | 24210 | (939,529)               | (803,740)               |
|      | Change in deferred tax liabilities   | 24300 | (990,555)               | (517,601)               |
|      | Change in deferred tax assets  | 24500 | 55,588                  | 297,838                 |
|      | Other  | 24600 | (17,817)                | (51,717)                |
|      | Including:   |       |                         |                         |
|      | income tax of previous years   | 24610 | (33,759)                | (13,935)                |
|      | single tax on imputed income of previous years   | 24620 |                         |                         |
|      | corporate income tax and net income tax of the Republic of Kazakhstan                                | 24625 |                         |                         |
|      | penalties related to taxes and charges, social insurance and social security                         | 24630 | (5,678)                 | (37,766)                |
|      | written off deferred tax liabilities   | 24640 | 66,980                  | 9,076                   |
|      | written off deferred tax assets  | 24650 | (45,360)                | (9,092)                 |
|      | Net profit (loss)  | 24000 | 6,084,410               | 7,911,107               |
|      | Gain/loss from revaluation of non-current assets, excluded from the net profit (loss) for the period | 25100 | 1,570,974               |                         |
|      | Gain/loss from other operations, excluded from the net profit (loss) for the period                  | 25200 | (97)                    | (15)                    |
|      | Total financial result for the period  | 25000 | 7,655,287               | 7,911,092               |
|      | FOR REFERENCE  |       |                         |                         |
|      | Basic earnings (loss) per share  | 29000 |                         |                         |
|      | Diluted earnings (loss) per share  | 29100 |                         |                         |