

# Key performance indicators

## Group's financial results, RUB mln

Indicator	2020	2021	2022	2023	YoY change, % 2023/2022
Revenue	62,168	113,709	162,639	<b>172,004</b>	6
EBITDA	12,293	47,474	71,483	<b>53,607</b>	(25)
EBITDA margin, %	20	42	44	<b>31</b>	(13) pp

Indicator	2020	2021	2022	2023	YoY change, % 2023/2022
<b>Liner and Logistics Division</b>					
Revenue	46,586	94,591	138,926	<b>146,608</b>	6
EBITDA	3,270	34,967	48,771	<b>22,347</b>	(54)
EBITDA margin, %	7	37	35	<b>15</b>	(20) pp
<b>Port Division</b>					
Revenue	16,326	22,746	32,977	<b>35,238</b>	7
EBITDA	7,416	11,792	20,749	<b>20,364</b>	(2)
EBITDA margin, %	45	52	63	<b>58</b>	(5) pp
<b>Rail Division</b>					
Revenue	5,340	5,115	6,932	<b>8,915</b>	29
EBITDA	1,939	1,991	3,947	<b>5,005</b>	27
EBITDA margin, %	36	39	57	<b>56</b>	(1) pp
<b>Shipping Division</b>					
Revenue	3,338	4,115	7,807	<b>14,850</b>	90
EBITDA	1,005	1,108	3,446	<b>9,141</b>	165
EBITDA margin, %	30	27	44	<b>62</b>	18 pp
<b>Fuel Division</b>					
Revenue	841	1,809	2,788	<b>2,884</b>	3
EBITDA	13	82	125	<b>154</b>	23
EBITDA margin, %	2	5	4	<b>5</b>	1 pp

## Group's operating results

Indicator	2020	2021	2022	2023	YoY change, % 2023/2022
<b>Liner and Logistics Division</b>					
Intermodal transportation, k TEU	393	465	507	<b>625</b>	23
International maritime transportation, k TEU	295	288	342	<b>419</b>	23
Domestic maritime transportation, k TEU	80	81	84	<b>105</b>	24
<b>Port Division</b>					
Container handling, k TEU	672	757	768	<b>859</b>	12
General cargoes handling, kt	4,614	5,195	5,138	<b>4,328</b>	(16)
Oil product handling, kt	358	389	480	<b>454</b>	(5)
Vehicle handling, units	71,248	81,748	110,783	<b>97,443</b>	(12)
<b>Rail Division</b>					
Rolling stock, units	8,524	9,118	10,791	<b>13,061</b>	21
Rail container transportation, k TEU	471	539	641	<b>753</b>	17
Shipments in box cars, units	17,917	4,872	294	<b>0</b>	(100)
<b>Shipping Division</b>					
Transport fleet, units	18	22	29	<b>37</b>	28
Operable vessel days <sup>1</sup>	6,503	6,236	6,931	<b>8,470</b>	22
<b>Fuel Division</b>					
Bunkering volumes, kt	67	63	98	<b>151</b>	54

<sup>1</sup> Total number of days when the vessel was available for operation, excluding downtime due to the vessel's overhaul, upgrade, dry docking, or specialised or intermediate maintenance.

