

Company Profile

- Transneft is the largest company in the world in terms of volumes of crude oil and petroleum product transportation by trunk pipelines.
- The monopoly operator of Russian network of oil and petroleum products pipelines. 100% of ordinary shares are owned by the Government of the Russian Federation.
- 50.9 tkm of oil trunk pipelines, 16.4 tkm of petroleum products pipelines, over 24 mcm of storage tanks, 500+ pumping stations.
- Transportation of 83%* of crude oil and about 29%* of light petroleum products produced in Russia.
- Transneft's oil pipelines link the Russian oilfields in key oil producing regions with refineries and export markets of Europe and Asia, directly or via sea ports. Petroleum products pipelines link refineries with key consumption centers, sea ports, and other domestic and export markets.
- Tariffs for the oil and petroleum products transportation services are set by the state regulatory body, the Federal Antimonopoly Service (FAS of Russia).

* Market share in 9M 2021

Market Capitalization

Preferred share price (RUB)	141,650
Market capitalization of preferred shares* (RUB bn / \$ bn)	220.2 / 2.94
Ticker (MOEX)	TRNFP

* As of November 31, 2021

Shares Outstanding*

Ordinary shares (100% owned by the Russian Federation)	5,694,468	78.55%
Preferred shares	1,554,875	21.45%
Total number of shares outstanding	7,249,343	

* The Russian Federation represented by the Federal Property Management Agency owns 100% of voting ordinary shares and 1 preferred share.

Credit Ratings

Moody's	Long-term rating for foreign currency liabilities	Baa2 / Stable
S&P	Long-term rating for foreign / national currency liabilities	BBB- / BBB Stable
Expert RA	Credit rating	ruAAA / Stable
National Credit Ratings (NCR)	Credit rating	AAA.ru / Stable

Key Events for Shareholders and Investors

November 30, 2021	Publication of financial statements for 9M and Q3 2021 in accordance with IFRS During 9 months of 2021, Transneft continued to gradually recover the volumes of oil and petroleum products transported via its system, and as a result, to improve the key financial indicators after the global market turmoil caused by the COVID-19 outbreak. In 9M 2021, profit attributable to Transneft shareholders grew by 39% year on year up from RUB 110.1 bn to RUB 152.8 bn, including RUB 47.1 billion in Q3 2021, which is RUB 9.0 billion or 23% higher year on year.
June 30, 2021	AGM decision on dividends for 2020 The Company's Annual General Shareholders Meeting held in June 2021 resolved to allocate 50.2% of the 2020 consolidated net profit to shareholders of Transneft under IFRS for dividend payments (RUB 66.9 bn in total). Dividends were paid in July-August 2021.
April 2021	Conclusion of the contract for the provision of market-maker services on the preferred shares and futures markets at the Moscow Exchange. Commencement of trading in futures contracts for 1/10 of Transneft's preferred share to increase the accessibility and liquidity of the Company's financial instruments.
January 22, 2021	Transneft Increased Petroleum Products Transportation Volume to Vysotsk to 3.5 MTPA Transneft completed its project of building up the petroleum products transportation volume in the direction of the Vysotsk distribution and transshipment complex (DTC) from the port of Primorsk to 3.5 MTPA a year before the set deadline.
January 13, 2021	Plans for 2021 The 2021 plan for crude oil transportation to customers amounts to 439.1 mt, while petroleum products transportation is expected to stand at 36.3 mt. The expected consolidated revenue of Transneft for 2021 is RUB 988.6 bn.
October 13, 2020	Government Approval of Transneft Tariff Regulation for 2021-2030 The Government agreed Transneft's parameters of tariff regulation for 2021-2030 based on an annual increase in tariffs for oil transportation by 99.9% of the projected average annual consumer price index for the subsequent regulatory period.

Key Operational and Financial Indicators (IFRS)

		Q3'21	Q3'20	9M'21	9M'20	2020	Q3'21 / Q3'20	Change, % 9M'21 / 9M'20
Crude oil transported to customers	mt	114.5	105.6	332.1	334.8	442.2	8.4%	-0.8%
Petroleum products transported to customers		9.5	9.2	28.8	29.0	37.9	3.3%	-0.7%
Revenue		276.3	224.7	805.8	716.4	962.4	23.0%	12.5%
Revenue from oil transportation services	RUB bn	178.0	154.7	517.0	501.7	661.3	15.1%	3.1%
Revenue from petroleum products transportation services		16.9	16.3	56.2	55.9	72.7	4.0%	0.7%
Revenue from crude oil sales		61.1	37.6	170.3	103.6	147.5	62.3%	64.4%
Other revenue		20.3	16.1	62.2	55.3	80.9	26.0%	12.5%
EBITDA*		116.5	92.6	355.9	341.9	442.6	25.8%	4.1%
Profit attributable to shareholders of Transneft		47.1	38.2	152.8	110.1	133.2	23.5%	38.8%
Free cash flow		51.4	37.3	143.1	107.3	139.7	37.7%	33.4%
Total dividend payments, for relevant year						66.9		
- dividends per ordinary share	RUB per share					9,224		
- dividends per preferred share						9,224		

* Less crude oil sale and purchase operations under contracts with Rosneft and the China National United Oil Corporation.

Transneft's Strategy

The goal of the Strategy is to develop and upgrade the trunk pipeline transportation system of the Russian Federation to fully satisfy the demand for crude oil and light petroleum products transportation both on the domestic market and for export.

Transneft's Strategy provides for:

- ensuring the steady development of crude oil and petroleum products pipeline transportation;
- ensuring intake and transportation of petroleum products from newly connected refineries;
- reducing accident rate at trunk pipelines;
- completely precluding discharge of insufficiently treated wastewater;
- maintaining the sulphur content in oil pumped through Transneft's system within the limits prescribed by the "Rational Routing Scheme";
- reducing expenses on pipeline construction and operation, maintaining optimal costs of transportation services for clients;
- reducing the share of imported goods in procurements.

The NCSP's Strategy

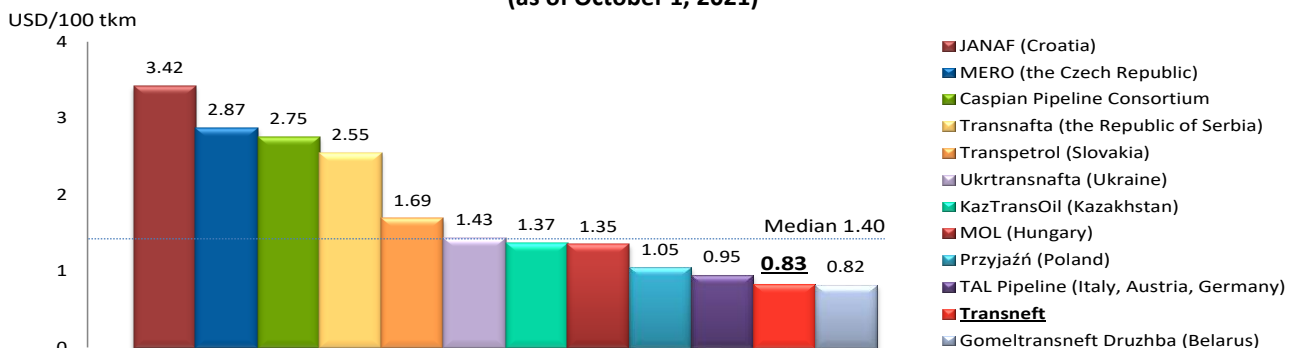
On December 31, 2019 NCSP's Board of Directors approved the [NCSP's Development Strategy](#).

Transneft CAPEX after investment financing reduction in 2020-2021, RUB bn

Period	New projects* (incl. VAT / excl. VAT)	Upgrade and revamp* (incl. VAT / excl. VAT)	CAPEX of NCSP, the upgrade and revamp for service subsidiaries and other CAPEX (excl. VAT)	TOTAL (excl. VAT)
2019 (actual)	38.1 / 31.8	244.5 / 203.8	32.9	268
2020 (actual)	3.1 / 2.6	193.3 / 161.1	34.6	199
2021 (plan)	2.9 / 2.4	164.4 / 137.0	56.1	196

* Development Programme data. Despite the decrease in financing volumes, the Company plans to complete all the essential works planned in the Development Programme for 2021, aimed at maintaining sufficient technical conditions of the equipment and systems in operation that ensure transportation of crude oil and petroleum products in compliance with the actual safety standards. Data excluding VAT (value-added taxes) in this table was calculated using VAT rate of 20%.

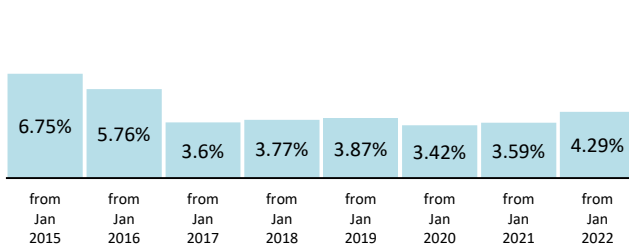
Average per unit tariff of Transneft compared to foreign peers (as of October 1, 2021)



Tariff Dynamics

- [Transneft tariffs](#) for oil transportation in the territory of Russia are set in RUB by the state regulatory authority – the Federal Antimonopoly Service (FAS of Russia).
- The Company annually submits to the state regulator - FAS of Russia – information about its upcoming expenses and investment program for determining tariffs for the next year.
- The Government approved Transneft's tariff indexation for 2021-2030 based on an annual increase in tariffs for oil transportation by 99.9% of the projected average annual consumer price index for the subsequent regulatory period.

Indexation of Transneft's Tariffs for Oil Transportation Services, % *



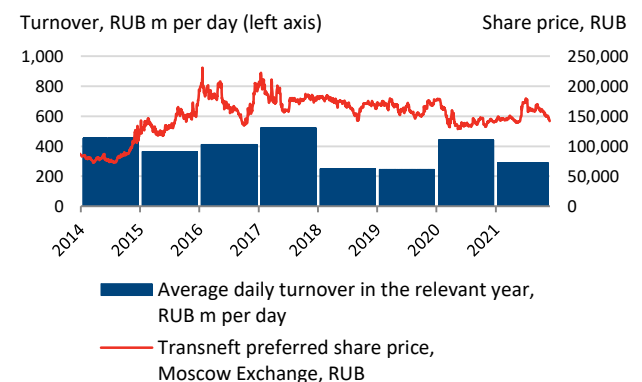
Source: FAS of Russia

* Tariff growth rates denominated in RUB

Shares

- Transneft's preferred shares are traded on the stock market, while 100% of ordinary shares are owned by the Russian Federation.
- Transneft's preferred shares are included in MOEX's Level One Quotation List.
- According to Transneft's Articles of Association (paragraph 8.2, as amended on April 6, 2017), dividend per preferred share may not be lower than dividend per ordinary share.

Transneft Share Price History and Trading Volume, preferred shares, Moscow Exchange



Key Information for Investors

[Investor presentations](#)

[Dividend History](#)

[For ESG investors](#)

[Annual reports](#)

[Sustainable Development Reports](#)