



SOLLERS FINANCIAL RESULTS 2020

April, 2021

CONTENT



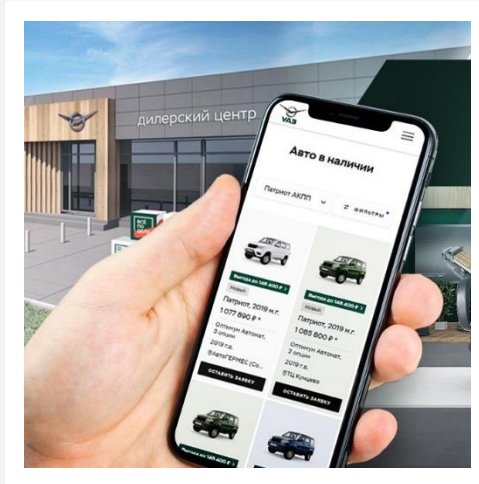
01 SOLLERS STRATEGIC DEVELOPMENTS

02 RUSSIAN AUTOMOTIVE MARKET OVERVIEW

03 OPERATING AND FINANCIAL PERFORMANCE 2020

04 JOINT VENTURE'S RESULTS

SOLLERS STRATEGIC DEVELOPMENTS (1/3)



APRIL 2020

UAZ launched online sales option



JUNE 2020

Production of UAZ Pickup with automatic transmission launched in Ulyanovsk



AUGUST 2020

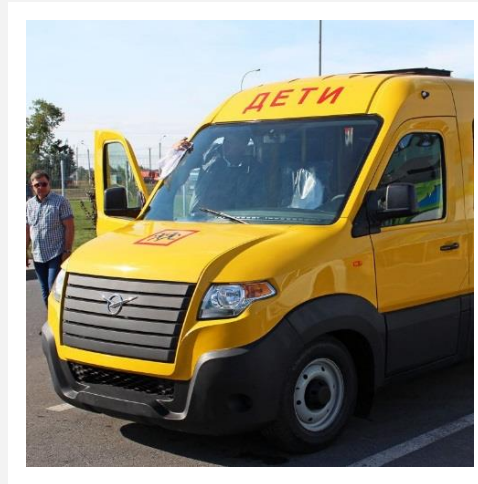
UAZ Autocomponent nominated as a supplier of castings for Hyundai engines

SOLLERS STRATEGIC DEVELOPMENTS (2/3)



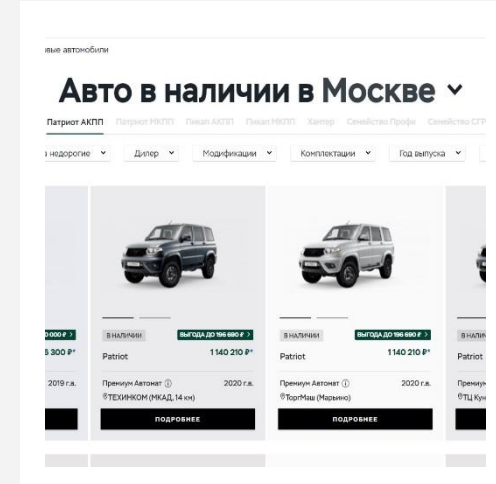
AUGUST 2020

Ford Sollers localized multi-leaf springs production for Ford Transit



OCTOBER 2020

UAZ and Sollers Ford provided 440 school buses to Russian regions



OCTOBER 2020

UAZ expanded online services and launched online showroom

SOLLERS STRATEGIC DEVELOPMENTS (3/3)



OCTOBER 2020

UAZ launched car rental service



DECEMBER 2020

Sollers Ford bought out the engine plant from the Ford Motor Company



JANUARY 2021

SOLLERS bought out 1,7 mln. treasury shares (5%)



MARCH 2021

UAZ starts sales of UAZ Profi New LCV

CONTENT



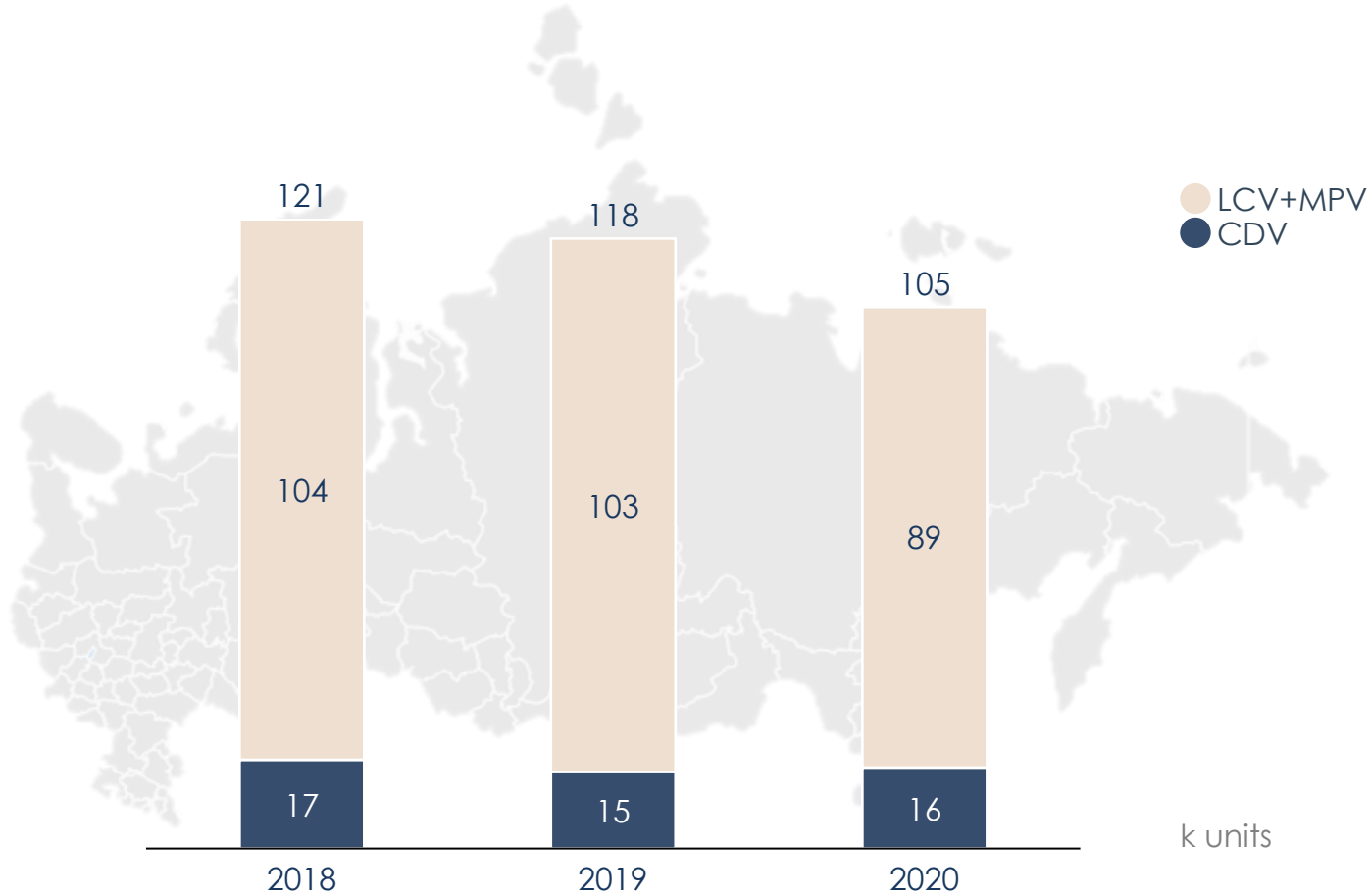
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RUSSIAN AUTOMOTIVE MARKET: LCV



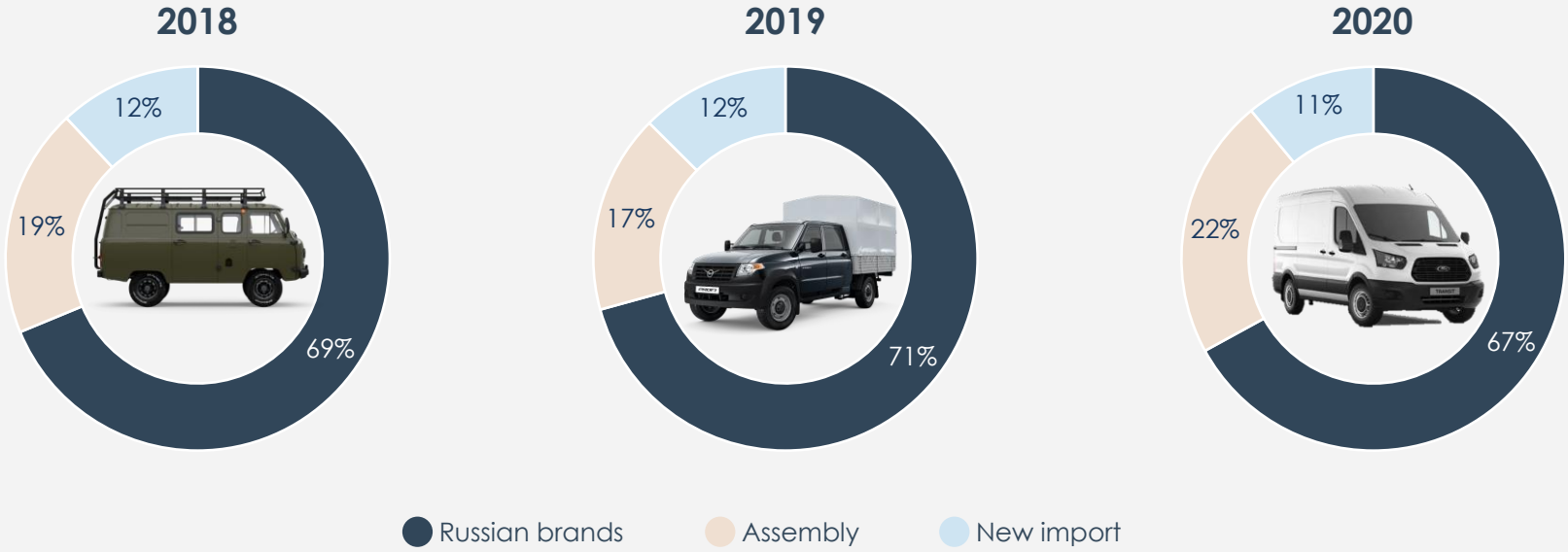
Total decline of CV sales – 11%
The decrease in LCV+MPV segment was deeper – 14% due to shrink in business activity, primarily service industry

The share of Russian branded LCV+MPV went down from 71% to 67% while foreign assembly amounts to 22% (from 17% in 2019)

UAZ sales of commercial vehicles went down by 18%, the brand retains #2 position on the market

The sales of Ford Transit grew by 11% on the falling market. The market share of Ford Transit increased to 16% (versus 12% in 2019) and it is #3 brand in Russia

RUSSIAN AUTOMOTIVE MARKET: LCV+MPV



Russian brands

- GAZ remains the market leader with 49% market share
- UAZ is #2 brand with 18% of the market (15,8 K vehicles sold in 2020)
Considerable drop in dealers' sales of 26% due to lockdown was partly compensated by UAZ fleet sales increase of 28%



Foreign assembly

- Higher foreign brands assembly mostly due to increase in Ford Transit sales expanding its market share to 16%. 14,0 K Ford Transit vehicles sold in 2020



Import

- The share of import went down from 12% to 11%

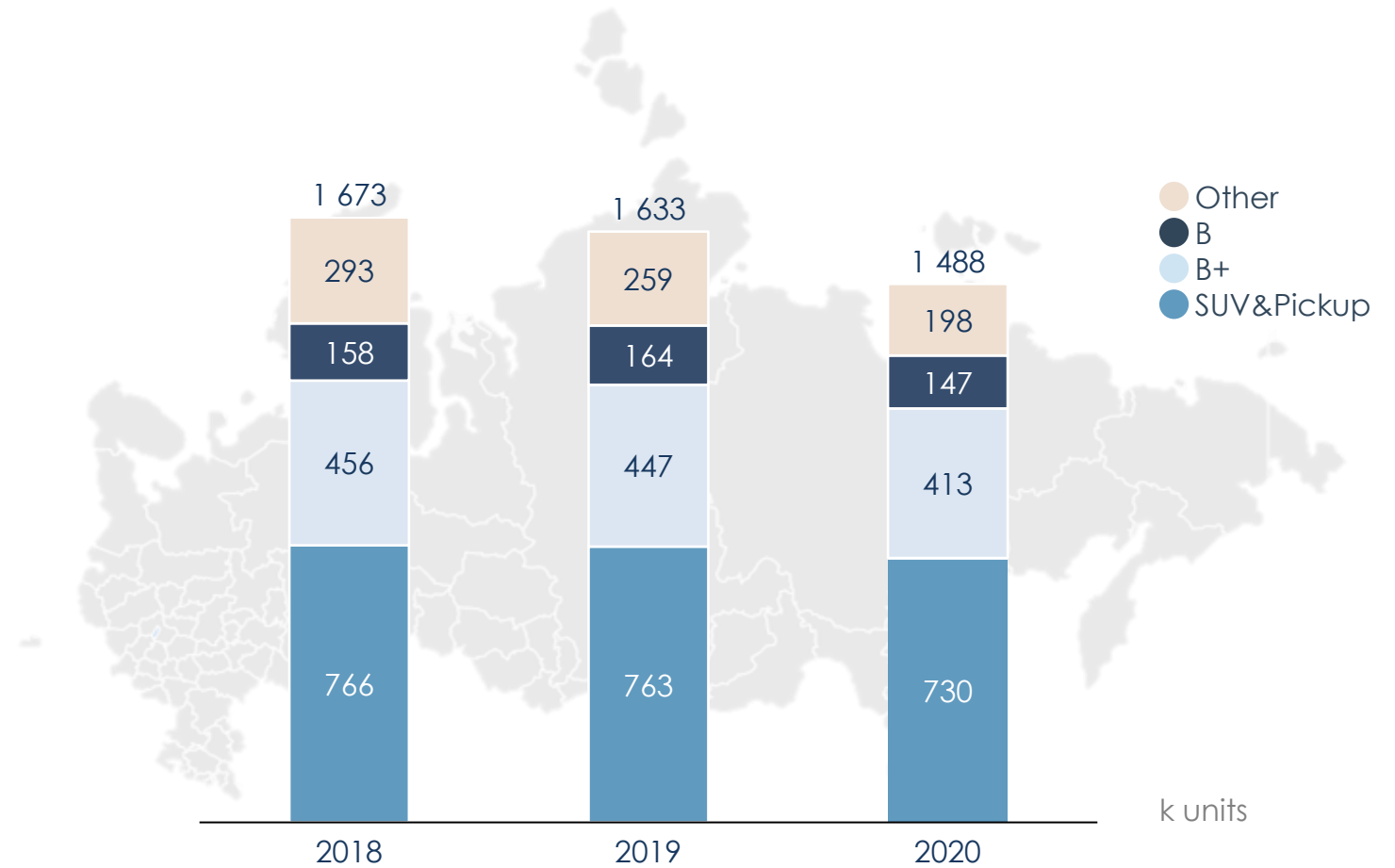
RUSSIAN AUTOMOTIVE MARKET: SUV&PICKUP

Total passenger car sales deteriorated by 9% based on low customer sentiment, drop in real disposable income (-3,5%) and overall economic downturn as a consequence of COVID-19 pandemic

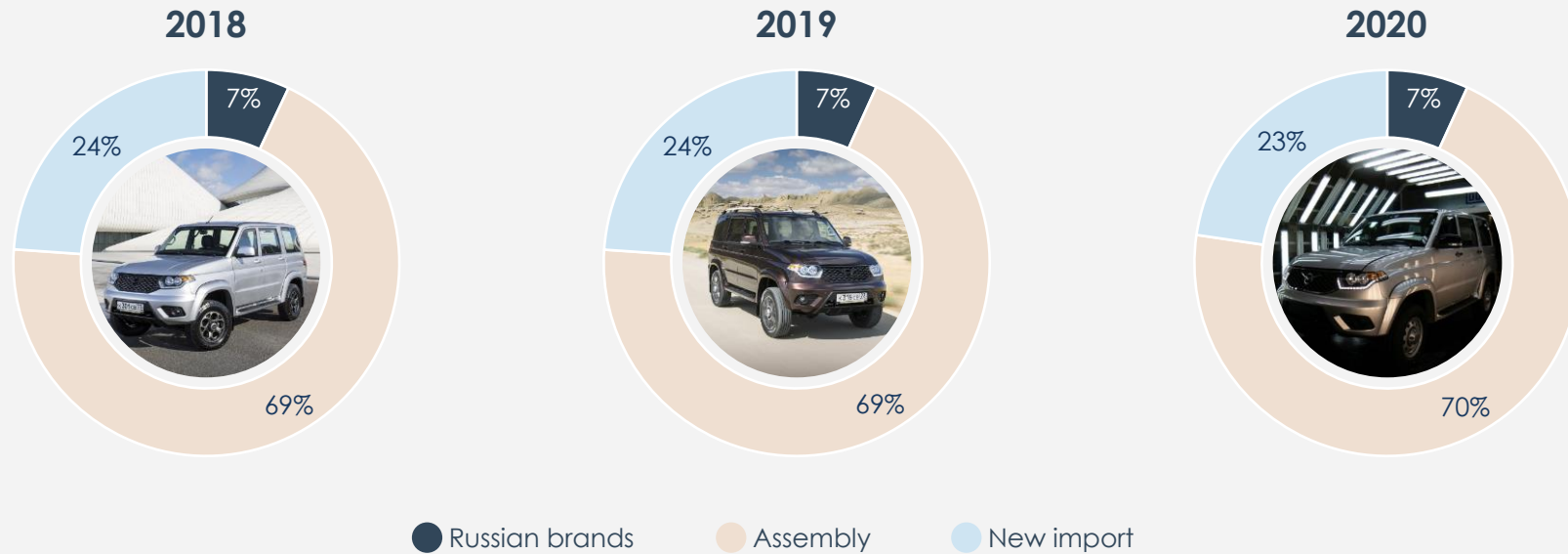
The largest SUV segment was -4% sliding down slower than the other segments

Russian PC market was fluctuating rapidly through out the year 2020. The market reached its bottom in April – May 2020 due to lockdown and rebounded in August – September beating the 2019 sales

The sales of PCs reached saturation in December (-2% y-o-y) as deferred demand of prior months realised and the prices went up on growing Forex



RUSSIAN AUTOMOTIVE MARKET: SUV&PICKUP



Russian brands

- The share of Russian brands is unchanged at 7%
- UAZ retains 3% of the SUV+Pickup segment with 20,7 K vehicles sold in 2020
- Sales of UAZ Patriot increased by 10% mostly due to fleet state orders (corporate and government)



Foreign assembly

- Moderate increase in the share of locally assembled vehicles
- Korean brands are still dominating the market: Hyundai and Kia with 23% combined market share



Import

- New import was slightly down to 23%

CONTENT



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03 OPERATING AND FINANCIAL PERFORMANCE 2020

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2020 HIGHLIGHTS



- 2020 was one of the hardest years for Russian automotive industry, however the sector demonstrated one of the best results among the largest automotive markets globally and became the 4th largest market in Europe
- In a context of the COVID -19 pandemic, the 2020 UAZ and Ford retail sales totaled 50,5 k vehicles, down 3% y-o-y
- The first half of 2020 the Group's sales were severely impacted by the pandemic and the associated containment measures
- The second half of the year showed greater resilience: Group's sales rebounded and resulted in considerable growth of UAZ Patriot and Ford Transit retail sales

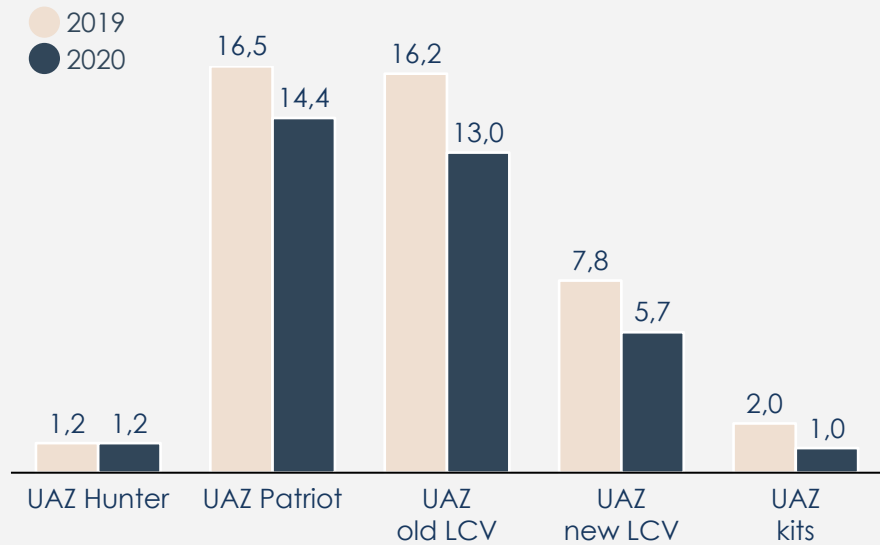
- Group revenues reached 66,0 rub. bln. (+14%). The increase is mostly due to consolidation of Sollers Ford JV from 2H2019
- Consolidated EBITDA was 3,2 rub. bln. – 10% up from 2019. EBITDA margin is unchanged at 5%
- Negative cash from operations of 2,0 rub. bln. included operating loss – 0,5 rub. bln. and interest paid – 1,2 rub. bln.
- Net debt increased from 0,6 rub. bln. as of the end of 2019 to 3,1 rub. bln. on December 31, 2020. As of the year end 53% of the Group's debt is subsidized by the state via working capital support programme for automotive producers
- The Group recognized negative JV's contribution to the net profit of 19 rub. mln. due to lower Mazda Sollers JV performance

FINANCIALS



SOLLERS WHOLESALES (1/2)

UAZ SALES¹, K UNITS

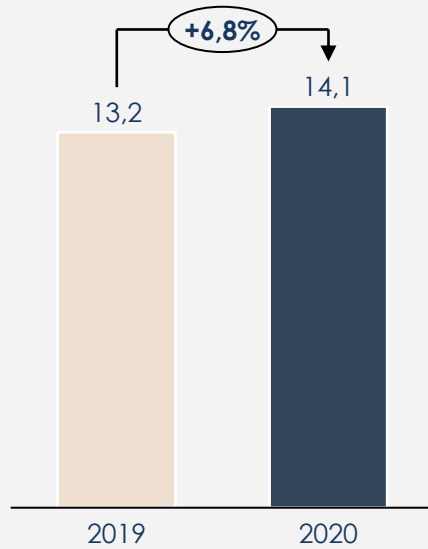


- Total UAZ sales amounted to 35,3 K units (-19% YoY)
- Due to dealer stock movements the 2020 retail sales trends are substantially different from the wholesales structure
- UAZ sales include export sales of 3,6 K units

¹ Consolidated

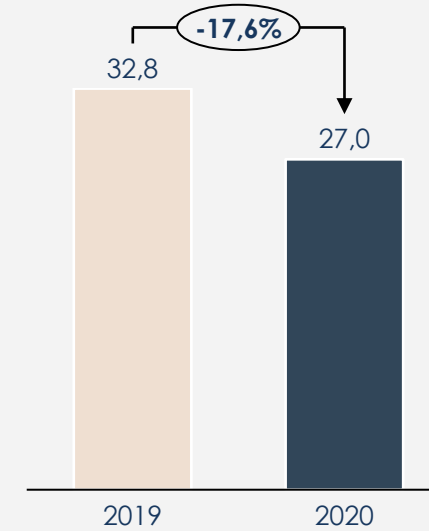
SOLLERS WHOLESALES (2/2)

FORD SALES¹, K UNITS



- 2020 was the first full year of Sollers Ford JV consolidation
- Despite pandemic restrictions Sollers Ford wholesales were growing, dealer orders were solid representing 57% of total wholesales

MAZDA SALES², K UNITS



- Mazda sales include passenger cars (Mazda 6) and SUVs (Mazda CX5, CX9, CX30)

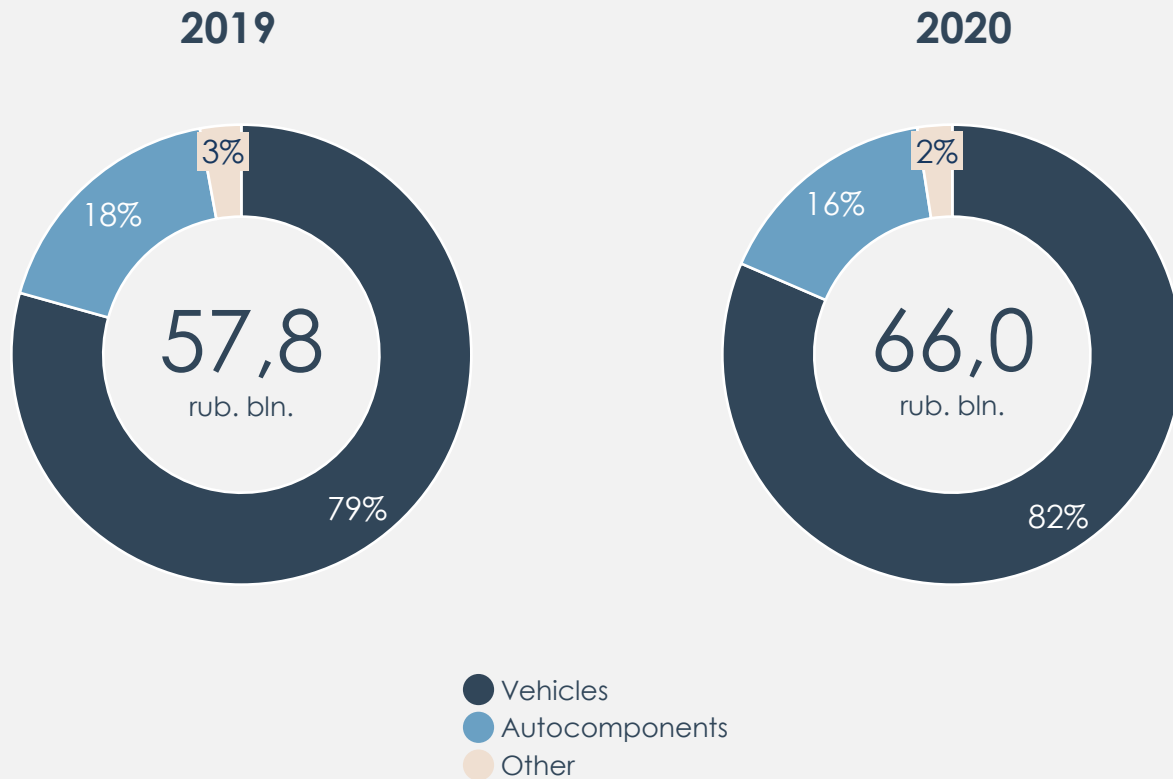
¹ In 2019 8,7 k Ford Transit vehicles sold starting from the JV relaunch

² Equity accounted

2020 KEY FINANCIALS, RUB. MLN.

	2019	2020	CHANGE
Revenue	57 839	65 985	14%
EBITDA	2 896	3 197	10%
EBITDA margin	5%	5%	-
Operating profit	2 340	(517)	(2 857)
Operating profit margin	4%	n/a	n/a
Financial instrument change in fair value	(645)	-	n/a
Share of JV's results	405	(19)	(424)
Minority interest	1 221	380	(69%)
Net profit	128	(2 125)	(2 253)
Net debt position	614	3 112	x5

SALES



14%

overall revenue increase



10.8

rub. bln. increase in vehicles' revenue due to full year consolidation of Sollers Ford



(2.9)

rub. bln. decrease in UAZ vehicles' revenue due to pandemic



0.3

rub. bln. increase in autocomponents' and other revenue

EBITDA, RUB. MLN.



Operating profit	(517)
D&A	3 494
Government grant amortisation	(151)
PPE disposal and investment net result	371
EBITDA	3 197

- 2020 EBITDA margin is stable at 5%
- Strong Ford sales, increased fleet sales at UAZ and efficient cost control at the Group level allowed to maintain positive EBITDA

2020 operating profit included:

- net loss on fixed assets disposal and government grant amortisation – 262 rub. mln.
- government subsidy on leased assets – 64 rub. mln.
- increase in other provisions - 110 rub. mln.

CASH FLOWS



Operating cash flow

(2,0) rub. bln.

including:

- (0,5) rub. bln. – operating loss
- 3,5 rub. bln. – depreciation and amortization
- (1,2) rub. bln. – interest paid
- (2,7) rub. bln. – change in working capital (government orders financed by subsidized interest free loans)



Investing cash flow

(0,7) rub. bln.

including:

- (2,6) rub. bln. – invested in fixed assets including engine plant
- 2,5 rub. bln. – restricted cash released



Cash at the end of period

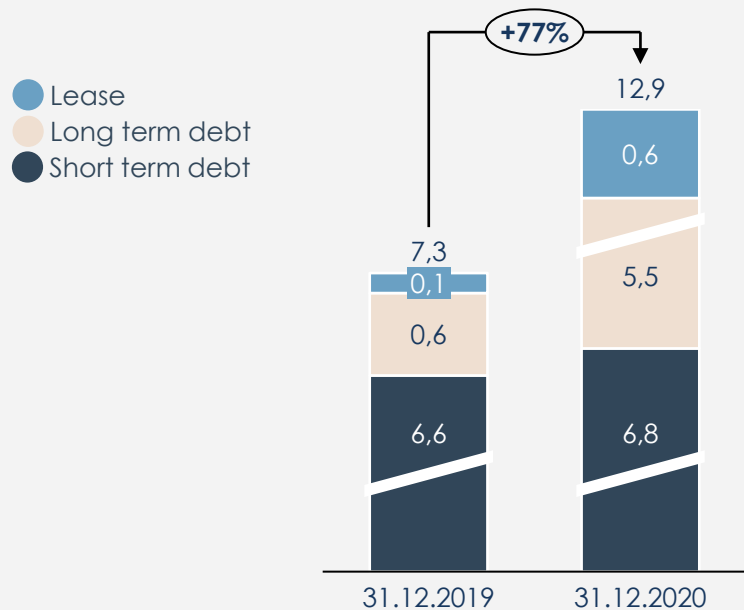
9,8 rub. bln.

including:

- 5,8 rub. bln. – net change in debt
- 3,1 rub. bln. – net increase in cash and cash equivalents

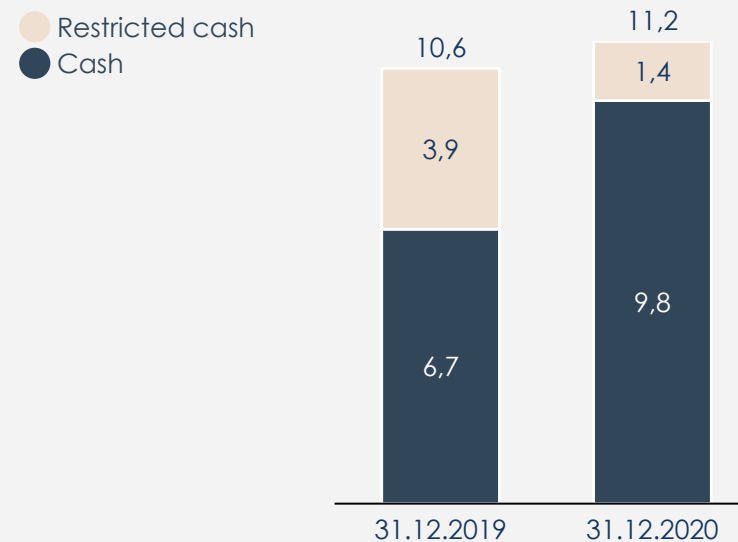
DEBT PROFILE AND CASH POSITION

DEBT PROFILE, RUB. BLN.



- Average effective interest rate decreased from 8,3% to 4,1% as a result of growing share of subsidized loans¹ and gradually sliding key rate from 6,25% in Dec 2019 to 4,25% in 2H2020
- Starting 2019 Sollers adopted IFRS 16 Leases. Considerable increase in lease liabilities is due to Sollers Ford property lease for the engine plant production in Special Economic Zone Alabuga

CASH POSITION, RUB. BLN.



- The Group's restricted cash decreased due to substantial state orders supplied. The restricted cash is released upon cars delivery to the customer

¹ The credit lines provided under state programme for working capital support. As of 31.12.2020 the balance of 2.9 rub. bln. of short-term and 3.9 rub. bln. of long-term were on the interest rate not exceeding 2,5%

CONTENT



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JOINT VENTURES RESULTS¹

YEAR 2019 CHANGES

- In Mar 2019 Sollers and Ford Motor company announced restructuring of Ford Sollers operations, focusing exclusively on its commercial vehicle business, with Sollers taking a 51% controlling interest in the restructured joint venture
- As a result of the transaction Ford Sollers JV was fully consolidated in Sollers Group financial statements as of 31 Dec 2019 ceasing equity accounting
- In Dec 2019 Sollers sold its stake in Sollers Finance JV to the partner for 1,2 rub. bln.
- Net gain resulted from the transaction amounted to 0,5 rub. bln. and was included in the Group's operating profit
- Sollers derecognized the investment in Sollers Finance as of 31 Dec 2019

JV'S CONTRIBUTION, RUB. MLN.

	2019	2020	CHANGE
Mazda Sollers	165	6	(96%)
Isuzu Sollers	(22)	(15)	n/a
Sollers Bussan	(8)	(10)	n/a
Sollers Finance	270	-	n/a
Total	405	(19)	n/a

¹ The share of JV's results equity accounted by Sollers Group

MAZDA SOLLERS

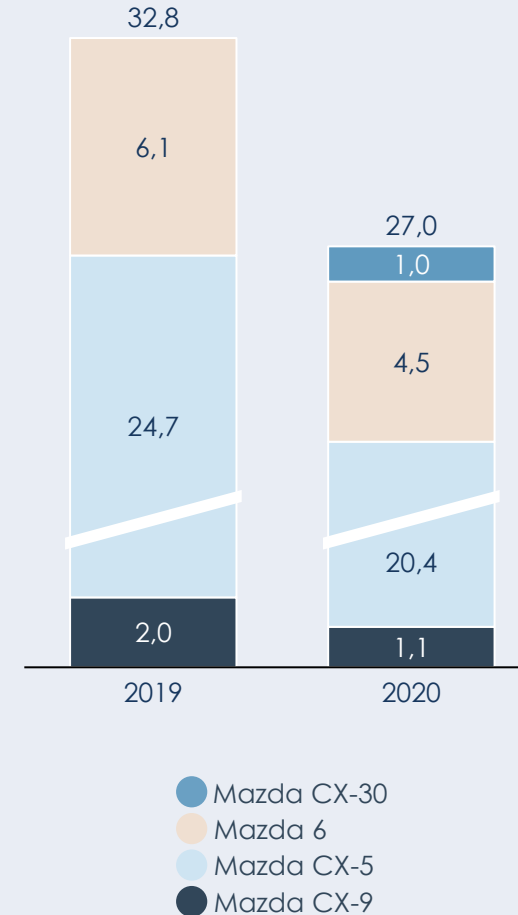
KEY FINANCIALS, RUB. MLN.

	2019	2020
Revenue	46 818	42 665
Operating profit	216	179
Operating profit %	0,5%	0,4%
Net profit	330	11
Debt ¹	(2 668)	(2 454)

- Mazda Sollers is an industrial partnership operating on cost plus basis
- Vehicles assembly started in 2012
- The model range is continually enhanced and upgraded
- In 2019 Mazda started engines assembly for export
- 18,5 k engines produced in 2020

¹ The loan is provided by the partner

SALES, K UNITS



ISUZU SOLLERS

Established in 2018
Sollers joint project with
Isuzu Motors Limited is the
technological cooperation to
produce light-duty and medium-
duty trucks as well as buses
under ISUZU brand



Key project elements:

- welding, painting and assembly of Isuzu vehicles using Russian stamping
- Russian components
- R&D to develop localization of components in Russia



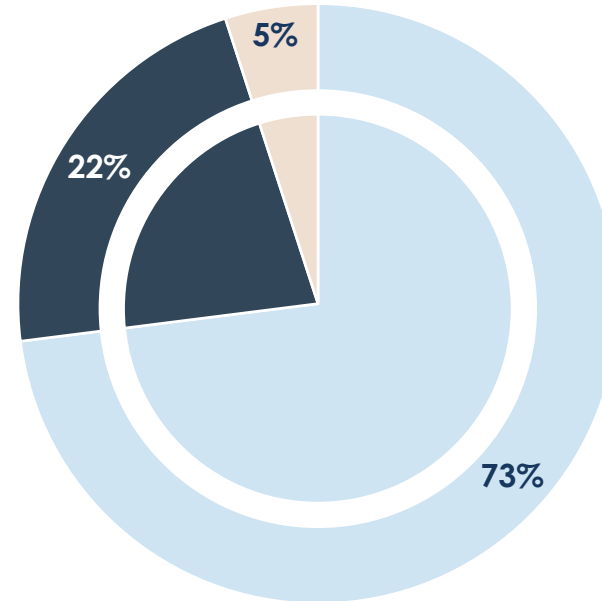
2021-2022

SOP

STOCK INFORMATION



SHAREHOLDERS' STRUCTURE¹



- Free-float
- Shvetsov V.
- Treasury shares

7,7

rub. bln. – current market cap

226

rub. – share price as of 30 Apr 2021

34,3

mln. shares – total equity

SVAV

ticker

¹ As of 30 Apr 2021