

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

FOR THE THREE MONTHS ENDED 30 JUNE 2020

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#### **GENERAL PROVISIONS**

You should read the following discussion and analysis of our financial condition and results of operations for the three months ended 30 June 2020 together with our unaudited consolidated interim condensed financial statements as of and for the three and six months ended 30 June 2020. The unaudited consolidated interim condensed financial statements have been prepared in accordance with International Accounting Standard ("IAS") 34 "Interim Financial Reporting". These consolidated interim condensed financial statements should be read together with the audited consolidated financial statements for the year ended 31 December 2019 prepared in accordance with International Financial Reporting Standards (IFRS).

The financial and operating information contained in this "Management's Discussion and Analysis of Financial Condition and Results of Operations" comprises information of PAO NOVATEK, its consolidated subsidiaries and joint ventures (hereinafter jointly referred to as "we" or the "Group").

#### **OVERVIEW**

We are Russia's second largest natural gas producer and one of the world leaders in terms of proved natural gas reserves under the Petroleum Resources Management System ("PRMS") and the Securities and Exchange Commission ("SEC") reserve reporting methodologies.

Our exploration and development, production and processing of natural gas, gas condensate and crude oil are conducted mainly within the Russian Federation.

The natural gas assets of our subsidiaries and joint ventures include projects where we sell natural gas through the Unified Gas Supply System in the Russian domestic market and liquefied natural gas ("LNG") delivered mainly to international markets.

Our joint venture OAO Yamal LNG undertakes a project on natural gas production, liquefaction and shipping based on the feedstock resources of the South-Tambeyskoye field located in YNAO (the "Yamal LNG project"). Annual nameplate capacity of the LNG plant after the launch of the first three LNG trains aggregates 16.5 million tons of LNG (5.5 million tons each) and up to 1.2 million tons of stable gas condensate. In addition, the fourth train with annual nameplate capacity of 0.9 mln tons of LNG is currently in the final stage of construction. After the launch of the first three LNG trains Yamal LNG became one of the largest suppliers of LNG to international markets. We purchase a part of LNG volumes produced by Yamal LNG and sell them to international markets via tankers under long-term contracts and on a spot basis.

In 2019, our joint venture OOO Cryogas-Vysotsk commissioned its medium-scale LNG plant located at the port of Vysotsk on the Baltic Sea. We purchase a part of the LNG volumes produced at the project and sell them mainly to international markets via tankers and trucks, as well as sell LNG used for marine bunkering.

We deliver unstable gas condensate produced by our subsidiaries and our joint ventures Arcticgas, Nortgas and Terneftegas to our Purovsky Gas Condensate Plant (the "Purovsky Plant") for processing into stable gas condensate and natural gas liquids ("NGL"). The Purovsky Plant allows us to process more than 12 million tons of unstable gas condensate per annum.

Most of our stable gas condensate is sent for further processing to our Gas Condensate Fractionation and Transshipment Complex located at the port of Ust-Luga on the Baltic Sea (the "Ust-Luga Complex"). The Ust-Luga Complex processes our stable gas condensate into light and heavy naphtha, jet fuel, gasoil and fuel oil, nearly all of which we sell to the international markets allowing us to increase the added value of our liquid hydrocarbons sales. The Ust-Luga Complex allows us to process about seven million tons of stable gas condensate annually.

The excess volumes of stable gas condensate received from the processing at the Purovsky Plant over volumes sent for further processing to the Ust-Luga Complex are sold on both the domestic and international markets (by rail and from the port of Ust-Luga on the Baltic Sea by tankers).

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A significant part of our NGL volumes produced at the Purovsky Plant is dispatched via pipeline for further processing at the refining facilities of OOO SIBUR Tobolsk (the "Tobolsk Refining Facilities"). The remaining volumes are sold directly from the Purovsky Plant without incurring additional transportation expenses. After processing at the Tobolsk Refining Facilities we receive liquefied petroleum gas ("LPG") with higher added value, the majority of which are transported by rail to our end-customers in the domestic and international markets with the remaining portion sold directly from the Tobolsk Refining Facilities without incurring additional transportation expenses. NGL sold directly from the Purovsky Plant and sales of LPG received from the processing at the Tobolsk Refining Facilities are presented within LPG sales in this report.

We deliver our crude oil to both domestic and international markets.

#### RECENT DEVELOPMENTS

#### Increasing our production facilities

In December 2019, the Group launched the North-Russkoye field and commenced natural gas production from the Cenomanian deposits. At present, we are finalizing the commissioning and preparation stages for the commencement of production from gas condensate deposits at the North-Russkoye and the East-Tazovskoye fields. The estimated annual production capacity of these two fields will total 7.7 billion cubic meters of natural gas and one million tons of gas condensate. The North-Russkoye and East-Tazovskoye fields belong to the North-Russkiy block of fields (which also includes the Dorogovskoye and Kharbeyskoye fields) scheduled for launch during 2020 and 2021. It is expected that the cumulative gas production capacity from the North-Russkiy block will total more than 13 billion cubic meters per annum.

In the first quarter 2020, our joint venture AO Arcticgas expanded the gas condensate treatment facility by 1.2 million tons per annum, thereby increasing production at the Achimov horizons of the Urengoyskoye field.

#### Negative macro-economic environment and COVID-19

The spread of the COVID-19 virus in 2020 has caused financial and economic stress to the global markets that is out of the Group's management control. In particular, the COVID-19 pandemic has led to lower demand for crude oil, natural gas and oil products, which combined with the increase in the supply of crude oil due to the cancellation of the OPEC+ production agreement in March 2020 has led to a fall in global hydrocarbon commodity prices.

Global economic activity has begun a gradual recovery during the second quarter following the partial removals of restrictions aimed at preventing the epidemic spread, as well as a partial recovery in benchmark crude oil prices following the new OPEC+ production agreement reached and the compliance to the target cuts. Nevertheless, the scale and duration of these events remain uncertain and may continue to influence our future earnings, cash flows and financial position.

The Group's management is taking necessary precautions to protect the safety and well-being of our employees, our contractors and our families against the infectious spread of COVID-19, while maintaining our commitment to meet the energy needs of our valued customers domestically and internationally. We continue working closely with federal, regional and local authorities, as well as our partners, to contain the spread of the virus and will take appropriate actions, where necessary, to minimize the possible disruptions of our operations.

#### BASIS OF PRESENTATION

Oil and gas production in the current report is calculated based on 100% of our subsidiaries production and our proportionate share in the production of our joint ventures including volumes of natural gas consumed in oil and gas producing and development activities. Production of the South-Tambeyskoye field developed by the Group's joint venture OAO Yamal LNG is reported at 60% including an additional 9.9% interest not owned by the Group, since the Group assumes certain economic and operational risks related to this interest.

Our oil and gas revenues and average realized net prices are presented net of VAT, export duties, fuel taxes, where applicable, and excise on fuel oil sales on the domestic market and hydrocarbons sales in Poland. The Group also accrues excise tax on raw oil and claims the double excise tax deduction. The net result, or so-called "reverse excise", is reported as a deduction to our "Purchases of natural gas and liquid hydrocarbons" in our consolidated statement of income (see "Our tax burden and obligatory payments" below).

#### SELECTED DATA

	Three months ended 30 June:		Change	
millions of Russian roubles except as stated	2020	2019	%	
Financial results				
Total revenues (1)	143,939	218,513	(34.1%)	
Operating expenses	(116,239)	(157,507)	(26.2%)	
Normalized EBITDA (2),(3)	71,270	115,835	(38.5%)	
Normalized profit attributable to				
shareholders of PAO NOVATEK (3)	52,534	69,175	(24.1%)	
Normalized profit attributable to				
shareholders of PAO NOVATEK (3),				
excluding the effect of foreign exchange gains (losses) (4)	21,220	64,296	(67.0%)	
Normalized earnings per share (3) (in Russian roubles)	17.49	22.97	(23.9%)	
Normalized earnings per share (3), excluding the effect of				
foreign exchange gains (losses) (4) (in Russian roubles)	7.07	21.35	(66.9%)	
Net debt (5)	105,627	75,010	40.8%	
Production volumes (6)				
Hydrocarbons production (million barrels of oil equivalent)	145.3	149.0	(2.5%)	
Daily production (million barrels of oil equivalent per day)	1.60	1.64	(2.5%)	
Operating results				
Natural gas sales volumes (million cubic meters)	16,900	18,764	(9.9%)	
Naphtha sales volumes (thousand tons)	1,265	1,221	3.6%	
Crude oil sales volumes (thousand tons)	1,090	1,214	(10.2%)	
Liquefied petroleum gas sales volumes (thousand tons)	688	674	2.1%	
Other stable gas condensate refined products (thousand tons)	628	620	1.3%	
Stable gas condensate sales volumes (thousand tons)	491	396	24.0%	
Cash flow results				
Net cash provided by operating activities	4,359	111,312	(96.1%)	
Cash used for capital expenditures (7)	61,340	31,203	96.6%	
Free cash flow (8)	(56,981)	80,109	n/a	

<sup>(1)</sup> Net of VAT, export duties, excise and fuel taxes, where applicable.

- (7) Cash used for capital expenditures represents purchases of property, plant and equipment, materials for construction and capitalized interest paid per Consolidated Statement of Cash Flows net of payments for mineral licenses and acquisition of subsidiaries.
- (8) Free cash flow represents the difference between Net cash provided by operating activities and Cash used for capital expenditures. For the analysis of factors that impacted our free cash flow, please refer to "Net cash provided by operating activities" and "Capital expenditures" below.

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<sup>(2)</sup> EBITDA represents profit (loss) adjusted for the add-back of depreciation, depletion and amortization, net impairment expenses (reversals), finance income (expense), income tax expense, as well as income (loss) from changes in fair value of derivative financial instruments. EBITDA includes EBITDA from subsidiaries and our proportionate share in the EBITDA of our joint ventures.

<sup>(3)</sup> Excluding the effects from the disposal of interests in subsidiaries and joint ventures (recognition of a net gain on disposal and subsequent non-cash revaluation of contingent consideration).

<sup>(4)</sup> Excluding the effect of foreign exchange gains (losses) of subsidiaries and our proportionate share in foreign exchange gains (losses) of our joint ventures (see "Profit attributable to shareholders and earnings per share" below).

<sup>(5)</sup> Net debt represents our total debt net of cash, cash equivalents and bank deposits with original maturity more than three months.

<sup>(6)</sup> Oil and gas production is calculated based on 100% of production of our subsidiaries and our proportionate share in the production of our joint ventures including fuel gas. Production of the South-Tambeyskoye field of Yamal LNG is reported at 60% (see "Basis of presentation" above).

# PAO NOVATEK Management's Discussion and Analysis of Financial Condition and Results of Operations for the three months ended 30 June 2020

Reconciliation of normalized EBITDA is as follows:

	Three months end	led 30 June:	Change
millions of Russian roubles	2020	2019	%
Profit	42,896	73,898	(42.0%)
Depreciation, depletion and amortization	8,975	8,007	12.1%
Impairment expenses (reversals), net	(26)	(10)	160.0%
Loss (income) from changes in fair value			
of commodity derivative instruments	1,370	437	213.5%
Total finance expense (income)	50,903	277	n/a
Total income tax expense (benefit)	(8,169)	9,866	n/a
Share of loss (profit) of joint ventures,			
net of income tax	(72,007)	(23,282)	209.3%
EBITDA from subsidiaries	23,942	69,193	(65.4%)
Changes in fair value of contingent consideration reported within the "Other operating income (loss)"	13,713	-	n/a
Normalized EBITDA from subsidiaries	37,655	69,193	(45.6%)
Share in EBITDA of joint ventures	33,615	46,642	(27.9%)
including:			
OAO Yamal LNG	23,704	26,720	(11.3%)
AO Arcticgas	9,287	17,096	(45.7%)
others	624	2,826	(77.9%)
Normalized EBITDA	71,270	115,835	(38.5%)

### SELECTED MACRO-ECONOMIC DATA

	Three months ended 30 June:		Change	
Exchange rate, Russian roubles for one foreign currency unit (1)	2020	2019	%	
US dollar (USD)				
Average for the period	72.36	64.56	12.1%	
At the beginning of the period	77.73	64.73	20.1%	
At the end of the period	69.95	63.08	10.9%	
Depreciation (appreciation) of Russian rouble to US dollar	(10.0%)	(2.5%)	n/a	
Euro				
Average for the period	79.65	72.52	9.8%	
At the beginning of the period	85.74	72.72	17.9%	
At the end of the period	78.68	71.82	9.6%	
Depreciation (appreciation) of Russian rouble to Euro	(8.2%)	(1.2%)	n/a	

<sup>(1)</sup> Based on the data from the Central Bank of Russian Federation (CBR). The average rates for the period are calculated as the average of the daily exchange rates on each business day (rate is announced by the CBR) and on each non-business day (rate is equal to the exchange rate on the previous business day).

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	Three months ended 30 June:		Change	
Average for the period	2020	2019	%	
Benchmark natural gas prices, USD per mmbtu (2)				
NBP (National Balancing Point)	1.6	4.1	(61.0%)	
TTF (Title Transfer Facility)	1.7	4.3	(60.5%)	
Benchmark crude oil prices (3)				
Brent, USD per barrel	29.6	68.9	(57.0%)	
Urals, USD per barrel	31.6	67.9	(53.5%)	
Urals, Russian roubles per barrel	2,287	4,384	(47.8%)	
Benchmark crude oil prices excluding export duties (4)				
Urals, USD per barrel	28.5	53.6	(46.8%)	
Urals, Russian roubles per barrel	2,062	3,460	(40.4%)	
Benchmark oil products (5) and				
liquefied petroleum gas (6) prices, USD per ton				
Naphtha Japan	276	542	(49.1%)	
Naphtha CIF NWE	240	527	(54.5%)	
Jet fuel	242	646	(62.5%)	
Gasoil	281	603	(53.4%)	
Fuel oil	196	414	(52.7%)	
Liquefied petroleum gas	240	404	(40.6%)	
Export duties, USD per ton (7)				
Crude oil, stable gas condensate	22.4	104.1	(78.5%)	
Naphtha	12.3	57.2	(78.5%)	
Jet fuel, gasoil	6.7	31.2	(78.5%)	
Fuel oil	22.4	104.1	(78.5%)	
Liquefied petroleum gas	0.0	0.0	n/a	

<sup>(2)</sup> Based on spot natural gas prices at natural gas hubs in the United Kingdom (NBP) and the Netherlands (TTF).

<sup>(3)</sup> Based on Brent (dtd) and Russian Urals CIF Rotterdam spot assessments prices.

<sup>(4)</sup> Export duties per barrel were calculated based on export duties per ton divided by the coefficient 7.3.

<sup>(5)</sup> Based on Naphtha C+F (cost plus freight) Japan, Naphtha CIF NWE, Jet CIF NWE, Gasoil 0.1% CIF NWE, Fuel Oil 1.0% CIF NWE prices.

<sup>(6)</sup> Based on spot prices for propane-butane mix at the Belarusian-Polish border (DAF, Brest).

<sup>(7)</sup> Export duties are determined by the Russian Federation government in US dollars and are paid in Russian roubles (see "Our tax burden and obligatory payments" below).

#### CERTAIN FACTORS AFFECTING OUR RESULTS OF OPERATIONS

#### **Current economic environment**

Commodity price volatility continues to exert significant influence on financial and operational results in the global oil and gas industry. Our financial results are obviously impacted by these global developments as our export sales are linked to the specific underlying benchmark commodity prices, but we believe our business model, representing one of the lowest cost producers in the world, insulates us from severe financial and operational stress. In each reporting period, the Group demonstrated sustainable operating and financial results.

The declines in hydrocarbon prices on commodity markets in 2020 have negatively impacted oil and gas companies. The main reasons for the financial and economic stress on the global commodity markets were the spread of COVID-19 and its negative effect on economic activities, as well as the cancellation of the OPEC+ production agreement in the first quarter. Starting from the second quarter, following the partial removals of restrictions aimed at preventing the epidemic spread of the COVID-19 virus, there has been a gradual recovery in global economic activity. Moreover, the new OPEC+ production agreement and the members compliance with these production targets has resulted in a partial recovery of benchmark crude oil prices. Nevertheless, hydrocarbon benchmark prices remain much lower than their pre-crisis levels. These factors are out of the Group's management control, and their scale and duration are difficult to assess. Currently, the Group's management is taking necessary precautions to provide the uninterrupted delivery of our hydrocarbons to our customers and to protect the safety and well-being of our employees, contractors and families (see "Recent developments" above).

Management continues to closely monitor the economic and political environment in Russia and abroad, including the domestic and international capital markets, to determine if any further corrective and/or preventive measures are required to sustain and grow our business. We also closely monitor the present commodity price environment and its impact on our business operations. We do not expect any asset impairments or write-offs resulting from a lower commodity price environment.

We conduct regular reviews of our capital expenditure program and existing debt obligations. In our opinion, the Group's financial position is stable and expected operating cash flows are sufficient to service and repay our debt, as well as to execute our planned capital expenditure programs.

Political events in Ukraine in the beginning of 2014 have prompted a negative reaction by the world community, including economic sanctions levied by the United States of America, Canada and the European Union against certain Russian individuals and legal entities. In July 2014, NOVATEK was included on the OFAC's Sectoral Sanctions Identification List (the "List"), which imposed sanctions that prohibit individuals or legal entities registered or working on the territory of the United States from providing new credit facilities to the Group for longer than 60 days (prior to 28 November 2017, the aforementioned restrictions related to new credit facilities with maturity of more than 90 days).

Despite the inclusion on the List, the Group may conduct any other activities, including financial transactions, with U.S. investors and partners. NOVATEK was included on the List even though the Group does not conduct any business activities in Ukraine, nor does it have any impact on the political and economic processes taking place in this country. Management has assessed the impact of the sanctions described above on the Group's activities taking into consideration the current state of the world economy, the condition of domestic and international capital markets, the Group's business, and long-term projects with foreign partners. We have concluded that the inclusion on the List does not significantly impede the Group's operations and business activities in any jurisdiction, nor does it affect the Group's assets and debt, and does not have a material effect on the Group's financial position.

We together with our international partners are undertaking all necessary actions to implement our joint investment projects on time as planned, including, but not limited to, attracting financing from domestic and non-US capital markets.

# Management's Discussion and Analysis of Financial Condition and Results of Operations for the three months ended 30 June 2020

#### Natural gas prices

We sell our natural gas to customers in the Russian domestic market, mainly through trunk pipelines and regional distribution networks, and deliver LNG purchased primarily from our joint ventures, OAO Yamal LNG and OOO Cryogas-Vysotsk, to international markets. In addition, we sell on the European market regasified liquefied natural gas arising during the transshipment of LNG (boil-off gas), as well as during the regasification of purchased LNG at our own regasification stations in Poland.

The Group's natural gas prices in Russia are strongly influenced by the prices set by the Federal Anti-Monopoly Service, a federal executive agency of the Russian Federation that carries out governmental regulation of prices and tariffs for products and services of natural monopolies in energy, utilities and transportation (the "Regulator"), as well as present market conditions.

In 2019, wholesale natural gas prices for sales to all customer categories (excluding residential customers) on the domestic market were increased by the Regulator by 1.4% effective 1 July 2019 and remained unchanged through the end of July 2020. The wholesale prices will be increased by 3.0% effective 1 August 2020.

In September 2019, the Ministry of Economic Development of the Russian Federation published the "Forecast of Socio-economic Development of the Russian Federation for the period until 2024" stating that wholesale natural gas prices for sales to all customer categories (excluding residential customers) will be increased from July 2021 to 2024 by an average of 3.0% on an annual basis. The Russian Federation government continues to discuss various concepts relating to the natural gas industry development, including natural gas prices and transportation tariffs growth rates on the domestic market.

The specific terms for delivery of natural gas affect our average realized prices. The majority of our natural gas volumes on the domestic market are sold directly to end-customers in the regions of natural gas consumption, so transportation tariff to the end-customer's location is included in the contract sales price. The remaining volumes of natural gas are sold "ex-field" to wholesale gas traders, in which case the buyer is responsible for the payment of further gas transportation tariff. Sales to wholesale gas traders allow us to diversify our natural gas sales without incurring additional commercial expenses.

We deliver natural gas to residential customers in the Chelyabinsk and Kostroma regions of the Russian Federation at regulated prices through our subsidiaries OOO NOVATEK-Chelyabinsk and OOO NOVATEK-Kostroma, respectively. We disclose such residential sales within our end-customers category.

In addition, we periodically sell natural gas at the Saint-Petersburg International Mercantile Exchange based on market conditions. We disclose such sales within our sales to end-customers category.

The Group's natural gas prices on international markets are influenced by many factors, such as the balance between supply and demand fundamentals, weather, the geography of sales, and the delivery terms to name a few. The Group sells LNG on international markets under short- and long-term contracts with prices based on the prices for natural gas at major natural gas hubs and on benchmark crude oil prices. We sell boil-off gas in Europe at prices linked to natural gas prices at major European natural gas hubs. The Group's prices for regasified LNG sold as natural gas on the Polish market are based on the prices regulated by the Energy Regulatory Office of Poland.

The following table shows our aggregate average realized natural gas sales prices on the domestic and international markets (excluding VAT, where applicable):

	Three months ended 30 June:		Change	
	2020	2019	%	
Average natural gas price, RR per mcm Average natural gas price, USD per mcm (1)	4,519 62.3	5,329 82.6	(15.2%) (24.6%)	

<sup>(1)</sup> Operations initially priced in Russian roubles were translated into US dollars using the average exchange rate for the period.

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In the three months ended 30 June 2020, our aggregate average price for natural gas in Russian roubles decreased by 15.2% mainly due to a decrease in LNG prices on international markets, as well as a decrease in the share of LNG sales volumes in our total natural gas sales volumes, which was partially offset by an increase in the regulated Russian domestic price by 1.4% effective 1 July 2019. The decrease in our share of LNG sales volumes was primarily due to a decrease in LNG purchases from our joint venture Yamal LNG resulting from an increase in the share of Yamal LNG direct sales under long-term contracts and the corresponding decrease in LNG spot sales to shareholders, including the Group.

#### Stable gas condensate and refined products, crude oil and liquefied petroleum gas prices

Crude oil, stable gas condensate, LPG and oil products prices on international markets have historically been volatile depending on, among other things, the balance between supply and demand fundamentals, the ability and willingness of oil producing countries to sustain or change production levels to meet changes in global demand and potential disruptions in global crude oil supplies due to war, geopolitical developments, terrorist activities, natural disasters or pandemics.

The actual prices we receive for our liquid hydrocarbons on both the domestic and international markets are dependent on many external factors beyond the control of management. Among many other factors volatile movements in benchmark crude oil and oil products prices can have a positive and/or negative impact on the contract prices we receive for our liquids sales volumes.

In addition, our actual realized net export prices for crude oil, stable gas condensate and its refined products are affected by the so-called "export duty lag effect". This lag effect is due to the differences between actual crude oil prices for a certain period and crude oil prices based on which export duty rate is calculated for the same period (see "Our tax burden and obligatory payments" below). In periods when crude oil prices are rising, the duty lag effect normally has a positive impact on the Group's financial results, as the export duty rates are set on the basis of lower crude oil prices compared to the actual prices. Conversely, in periods of declining crude oil prices, the export duty rate is calculated based on higher prices compared to the actual prices, resulting in a negative financial impact.

Most of our liquid hydrocarbons sales prices on both the international and domestic markets include transportation expenses in accordance with the specific terms of delivery. The remaining portion of our liquids volumes is sold without additional transportation expenses (ex-works sales of liquefied petroleum gas from the Purovsky Plant and the Tobolsk Refining Facilities, as well as certain other types of sales).

We commonly sell our stable gas condensate and refined products, as well as liquefied petroleum gas to the international markets with a premium to the respective international benchmark reference products prices. We export SILCO (low-sulfur "Siberian Light Crude Oil") and ESPO ("East Siberia – Pacific Ocean") grades of crude oil to international markets with a premium or a discount to the benchmark Brent and Dubai crude oil depending on current market situation.

The following table shows our average realized net stable gas condensate and refined products, crude oil and LPG sales prices. Average realized net prices are shown net of VAT, export duties, excise and fuel taxes, where applicable:

	Three months ended 30 June:		Change	
Russian roubles or US dollars per ton (1)	2020	2019	%	
Naphtha				
Average net price, RR per ton	21,602	32,844	(34.2%)	
Average net price, USD per ton	304	508	(40.2%)	
Other stable gas condensate refined products				
Average net price, RR per ton	17,161	35,937	(52.2%)	
Average net price, USD per ton	240	556	(56.8%)	
Crude oil				
Average net price, RR per ton	12,220	24,911	(50.9%)	
Average net price, USD per ton	170	386	(56.0%)	
LPG				
Average net price, RR per ton	9,474	18,657	(49.2%)	
Average net price, USD per ton	131	289	(54.7%)	
Stable gas condensate				
Average net price, RR per ton	12,455	26,244	(52.5%)	
Average net price, USD per ton	172	406	(57.6%)	

<sup>(1)</sup> Operations initially priced in Russian roubles were translated into US dollars using the average exchange rate for the period.

In the three months ended 30 June 2020, our weighted-average realized net prices for our liquid hydrocarbons decreased compared to the corresponding period in prior year due to a decrease in the underlying benchmark prices for these products excluding export duties (see "Selected macro-economic data" above).

The dynamics of our weighted average realized net prices for each product category also reflects changes in volumes sold within periods and changes in the geography of shipments which may significantly impact our average prices in periods of high benchmark prices volatility on international markets. In addition, the specifics of pricing mechanism for each particular product (such as time lag of international benchmark crude oil prices and export duty rates used in price calculation, price setting on an individual transaction basis for some deliveries and other factors) also have an impact on the dynamics of our weighted-average realized net prices.

### Transportation tariffs

Natural gas by pipelines

We transport our natural gas within the Russian Federation territory through our own pipelines into the Unified Gas Supply System ("UGSS"), which is owned and operated by PAO Gazprom, a Russian Federation Government controlled monopoly. Transportation tariffs charged to independent producers for the use of the Gas Transmission System ("GTS"), as part of the UGSS, are set by the Regulator (see "Terms and abbreviations" below).

In accordance with the existing methodology of calculating transportation tariffs for natural gas produced in the Russian Federation for shipments to consumers located within the customs territory of the Russian Federation and the member states of the Customs Union Agreement (Belarus, Kazakhstan, Kyrgyzstan and Tajikistan), the transportation tariff consists of two parts: a rate for the utilization of the trunk pipeline and a transportation rate per mcm per 100 kilometers (km). The rate for utilization of the trunk pipeline is based on an "input/output" function, which is determined by where natural gas enters and exits the trunk pipeline and includes a constant rate for end-customers using Gazprom's gas distribution systems. The constant rate is deducted from the utilization rate for end-customers using non-Gazprom gas distribution systems.

In 2019 and during the first half 2020, the average tariff for natural gas transportation through the trunk pipeline did not change. The transportation rate amounted to RR 13.04 per mcm per 100 km (excluding VAT), and the rate for utilization of the trunk pipeline was set in the range from RR 62.57 to RR 2,014.16 per mcm (excluding VAT).

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According to the Forecast of the Ministry of Economic Development of the Russian Federation published in September 2019, the increase in tariffs for natural gas transportation through the trunk pipeline beginning in 2020 through 2024 will not exceed the growth rate for wholesale natural gas prices (see "Natural gas prices" above). There was no indexation of transportation tariffs effective 1 July 2020, and as of our report date no information regarding the effective date and the size of the next adjustment of transportation tariffs was available. The Russian Federation Government continues to discuss various concepts relating to the natural gas industry development, including natural gas prices and transportation tariffs growth on the domestic market.

Stable gas condensate and LPG by rail

Substantially all of our stable gas condensate and LPG (excluding volumes sold ex-works from the Purovsky Plant and the Tobolsk Refining Facilities) we transport by rail owned by Russia's state-owned monopoly railway operator – OAO Russian Railways ("RZD").

The railroad transportation tariffs are set by the Regulator and vary depending on the type of product, and the direction and the length of the transport route. In addition, the Regulator sets the range of railroad tariffs as a percentage of the regulated tariff within which RZD may vary railroad transportation tariffs within the Russian Federation territory based on the type of product, direction and length of the transportation route taking into account current railroad transportation and market conditions.

Effective January 2020, railroad freight transportation tariffs for all types of hydrocarbons were increased by 3.5% relative to the 2019 tariffs.

In 2019 and during the first half 2020, we applied the discount coefficient of 0.94 to the existing railroad transportation tariffs for stable gas condensate deliveries from the Limbey rail station to the port of Ust-Luga and to end-customers on the domestic and international markets. The discount coefficient is set by the decision of the Management Board of RZD as part of the Strategic Partnership Agreement between the Group and RZD.

Effective April 2020, we started applying discount coefficients to the existing railroad transportation tariffs for LPG deliveries within the Russian Federation territory from the Tobolsk rail station. These discount coefficients were introduced to maintain freight volumes in the current unfavorable macroeconomic environment and will be in effect until the end of 2020. During the second quarter, these discount coefficients were initially set at 0.75 and 0.872 depending on the transportation distance and, from mid-June, a single discount coefficient of 0.6 was set to the existing railroad tariffs.

Stable gas condensate, refined products and liquefied natural gas by tankers

We deliver part of our stable gas condensate and substantially all stable gas condensate refined products, as well as liquefied natural gas (excluding volumes purchased and sold to customers in the same location) to international markets by chartered tankers. In addition to time chartering expenses, we also may incur transshipment, bunkering, port charges and other expenses depending on the delivery terms, which are included in the transportation by tankers expense category. The distance to the final port of destination, tanker availability, seasonality of deliveries and other factors also influence our tanker transportation expenses.

### Crude oil

We transport nearly all of our crude oil through the pipeline network owned by PAO Transneft, Russia's state-owned monopoly crude oil pipeline operator. The Regulator sets tariffs for transportation of crude oil through Transneft's pipeline network, which includes transport, dispatch, pumping, loading, charge-discharge, transshipment and other related services. The Regulator sets tariffs for each separate route of the pipeline network, so the overall expense for the transport of crude oil depends on the length of the transport route from the producing fields to the ultimate destination, transportation direction and other factors.

Effective 1 January 2020, crude oil transportation tariffs through the pipeline network within the Russian Federation territory were increased by an average of 3.42% relative to the 2019 tariffs.

#### Our tax burden and obligatory payments

We are subject to a wide range of taxes imposed at the federal, regional, and local levels, many of which are based on revenue or volumetric measures. In addition to income tax, significant taxes and obligatory payments to which we are subject include VAT, unified natural resources production tax ("UPT", commonly referred as "MET" – mineral extraction tax), export duties, excise, property tax and social contributions to non-budget funds.

In practice, Russian tax authorities often have their own interpretation of tax laws that rarely favors taxpayers, who have to resort to court proceedings to defend their position against the tax authorities. Differing interpretations of tax regulations exist both among and within government ministries and organizations at the federal, regional and local levels, creating uncertainties and inconsistent enforcement. Tax declarations and other documentation such as customs declarations, are subject to review and investigation by a number of authorities, each of which may impose fines, penalties and interest charges. Generally, taxpayers are subject to an inspection of their activities for a period of three calendar years immediately preceding the year in which the audit is conducted. Previous audits do not completely exclude subsequent claims relating to the audited period. In addition, in some instances, new tax regulations may have a retroactive effect.

We have not employed any tax minimization schemes using offshore or domestic tax zones in the Russian Federation.

Detailed information regarding UPT, export duties, excise and social contributions to non-budget funds is described below based on the current versions of the Tax Code of the Russian Federation and the law "On Customs Tariff".

In 2019, the completion stage of the tax maneuver in the oil and gas industry in the Russian Federation began and will continue until the end of 2024. The tax maneuver envisages a gradual decrease in export duties for crude oil and oil products with a respective increase in unified production taxes for crude oil and gas condensate, as well as the introduction of excise tax for raw oil and the double deductions for this tax.

The legislation changes aimed at the completion of the tax maneuver, with other factors being equal, influence line items in our consolidated financial statements by increasing our liquids net prices and revenues due to a gradual decrease in export duties, increasing our UPT expenses and our hydrocarbons purchases. The increase in our UPT expenses and cost of hydrocarbons purchases is offsetting by excise tax deductions for raw oil.

### Export duties

Procedure for calculation and payment of export duties is set in the Law of the Russian Federation "On Customs Tariff". According to this law, we are subject to export duties on our exports of liquid hydrocarbons (stable gas condensate and refined products, LPG and crude oil).

Crude oil export duty rate formulas are set by the Russian Federation Government and are based on the average Urals crude oil price (Mediterranean and Rotterdam) for the so called "monitoring period" (the period from the 15th calendar day in the previous month to the 14th calendar day of the current month):

Average Urals crude oil price for the monitoring period, USD per ton (P)	Formula for export duty rate calculation
less 109.5 (inclusive)	Zero rate
between 109.5 and 146 (inclusive)	$K \times [0.35 \times (P - 109.5)]$
between 146 and 182.5 (inclusive)	$K \times [0.45 \times (P - 146) + 12.78]$
above 182. 5	$K \times [0.3 \times (P - 182.5) + 29.2]$

K – adjusting coefficient

The adjusting coefficient (K) will be gradually decreased on an annual basis from 0.833 in 2019 to zero in 2024, thus gradually decreasing the export duty rate for crude oil to zero by 2024. For 2020, the adjusting coefficient was set at 0.667.

We pay export duties for our stable gas condensate export sales volumes at the export duty rate for crude oil.

# Management's Discussion and Analysis of Financial Condition and Results of Operations for the three months ended 30 June 2020

The export duty rates for oil products are calculated based on the export duty rate for crude oil adjusted by a coefficient (discount) set for each category of oil products. The export duty rates for our exported stable gas condensate refined products as a percentage of the crude oil export duty rate are presented below:

	% from the crude oil export duty rate
Naphtha	55%
Jet fuel	30%
Gasoil	30%
Fuel oil	100%

The export duty rate for LPG for the next calendar month is calculated based on the average LPG price at the Polish border (DAF, Brest) for the current monitoring period and is calculated using the formula presented in the table below:

Average LPG price, USD per ton (P)	Formula for export duty rate calculation
less 490 (inclusive)	Zero rate
between 490 and 640 (inclusive)	$0.5 \times (P - 490)$
between 640 and 740 (inclusive)	$75 + 0.6 \times (P - 640)$
above 740	$135 + 0.7 \times (P - 740)$

We record export duties as a deduction to our revenues in the consolidated statement of income.

UPT - natural gas

We pay UPT for natural gas on a monthly basis. The UPT rate for natural gas is set in Russian roubles per one mcm of extracted natural gas.

The UPT rate for natural gas is calculated as a product of the base UPT rate (RR 35 per mcm), the base value of a standard fuel equivalent and a coefficient characterizing the difficulty of extracting natural gas and gas condensate from each particular field. The result is then increased by a parameter characterizing natural gas transportation costs (was set at zero in both reporting periods).

The base value of a standard fuel equivalent is calculated by a taxpayer based on a combination of factors including natural gas prices, Urals crude oil prices and crude oil export duty rate.

UPT – crude oil

We pay UPT for crude oil on a monthly basis. The UPT rate for crude oil is set in Russian roubles per ton of extracted crude oil.

The UPT rate is calculated as a product of a coefficient characterizing the dynamics of world crude oil prices and the base UPT rate (RR 919 per ton) adjusted for parameters characterizing crude oil production peculiarities (the reserves' depletion, complexity of extraction, the region, crude oil properties). The result is then increased by a fixed amount (RR 428 per ton in both reporting periods). Further, the UPT rate for crude oil is gradually increased by the amount of the corresponding decrease in the crude oil export duty rate due to the completion of the tax maneuver (see "Export duties" above).

In both reporting periods, we applied a reduced UPT rate for crude oil produced at our East-Tarkosalinskoye, Khancheyskoye and Yarudeyskoye fields since these fields are located fully or partially to the north of the 65th degree of the northern latitude fully or partially in the YNAO. Therefore, the adjusted base UPT rate for crude oil produced at these fields for the Group amounted to RR 360 per ton.

Where the average export alternative prices for petrol and diesel fuel exceed the regulated wholesale prices for these products on the Russian domestic market, the UPT rate for crude oil is also increased by the so called "petrol and diesel fuel premiums" (set at RR 125 and RR 110 per ton, respectively, from 1 January to 30 September 2019, at RR 200 and RR 185 per ton, respectively, from 1 October to 31 December 2019, and at RR 105 and RR 92 per ton, respectively, starting from 1 January 2020). The petrol and diesel fuel premiums are payable by all crude oil producers regardless of whether the extracted crude oil volumes will be further sold or refined.

# Management's Discussion and Analysis of Financial Condition and Results of Operations for the three months ended 30 June 2020

UPT – gas condensate

We pay UPT for gas condensate on a monthly basis. The UPT rate for gas condensate is set in Russian roubles per ton of extracted gas condensate.

The UPT rate for gas condensate is calculated as a product of the base UPT rate (RR 42 per ton), the base value of a standard fuel equivalent, a coefficient characterizing the difficulty of extracting natural gas and gas condensate from each particular field and an adjusting coefficient of 6.5. The base value of a standard fuel equivalent is calculated by a taxpayer based on the combination of factors including natural gas prices, Urals crude oil prices and crude oil export duty rate.

The Group reduces its overall UPT expense accrued for gas condensate production volumes by applying a UPT tax deduction on gas condensate volumes produced for processing into NGL. The amount of the tax deduction is calculated monthly by multiplying a coefficient of NGL recovery from gas condensate processing, the quantity of gas condensate produced and processed, and the tax deduction rate in Russian roubles per ton of NGL derived. The tax deduction rate was set at RR 147 per ton for January 2018 and since then is increasing monthly by the same amount until the end of 2020. Starting from January 2021, the tax deduction rate will be fixed at RR 5,280 per ton of produced NGL.

The UPT rate for gas condensate is increased by 75% of the decrease in the crude oil export duty rate. The share of 75% is deemed to represent volumes of produced gas condensate excluding the share of NGL received from gas condensate processing.

Excise for raw oil

Starting from January 2019, a new excisable type of product was introduced in the Russian Federation – "raw oil", which represents a mixture of hydrocarbons composed of one or more components of crude oil, stable gas condensate, vacuum gasoil, tar, and fuel oil. The tax base for raw oil excise tax is the volume of raw oil sent by the owner for processing.

The amount of excise tax accrued on raw oil volumes may be claimed for deduction at a double rate. This deduction is introduced to compensate economic losses of oil and gas refining companies arising as a result of the tax maneuver and the transfer of tax burden from export duties to the UPT in the amount of full export duty rate for crude oil while export duties for oil products are paid at a discount to crude oil export duty rate.

The excise tax rate for raw oil is calculated based on the average Urals crude oil prices, the mix of processed products, region of processing, and the adjusting coefficient, which will be gradually increased on an annual basis from 0.167 in 2019 to 1.0 in 2024 as part of the completion stage of the tax maneuver in the oil and gas industry. For 2020, the adjusting coefficient was set at 0.333.

We accrue excise tax on volumes of stable gas condensate sent for processing to our Ust-Luga Complex on a monthly basis and simultaneously claim the double excise tax deduction. The net result, or so called "reverse excise", is reported as a deduction to our "Purchases of natural gas and liquid hydrocarbons" in our consolidated statement of income as most of our unstable gas condensate volumes used to produce stable gas condensate we purchase from our joint ventures.

# Management's Discussion and Analysis of Financial Condition and Results of Operations for the three months ended $30 \, \text{June} \, 2020$

Social contributions

The Group makes contributions to the Pension Fund, the Federal Compulsory Medical Insurance Fund and the Social Insurance Fund on behalf of employees in Russia. The base for social contributions accrual is the amount of salaries and similar employee compensation stipulated by the employment contracts.

The rates for social contributions depend on the fund and the employee's annual income:

	2020		2019	
	Base, RR thousand	Rate, %	Base, RR thousand	Rate, %
Pension Fund of the Russian Federation	less 1,292 above 1,292	22.0% 10.0%	less 1,150 above 1,150	22.0% 10.0%
Federal Compulsory Medical Insurance Fund	No limit	5.1%	No limit	5.1%
	less 912	2.9%	less 865	2.9%
Social Insurance Fund of the Russian Federation	above 912	0.0%	above 865	0.0%

#### **OPERATIONAL HIGHLIGHTS**

### Hydrocarbon production and sales volumes

Our total natural gas production including the proportionate share in the production of our joint ventures decreased by 2.2% in the second quarter 2020 as compared to the corresponding period in the prior year mainly due to planned maintenance works performed on two LNG trains at our joint venture OAO Yamal LNG. The decrease in production at mature fields at our subsidiaries and joint ventures was almost offset by the launch of the North-Russkoye field at the end of 2019 and an increase in hydrocarbon production from the Achimov horizons at the Arcticgas's Urengoyskoye field due to the expansion of the gas condensate treatment facility in the first quarter 2020. In the first half 2020, our total natural gas production marginally increased as compared to the corresponding period in 2019.

In the three months ended 30 June 2020, our total natural gas sales volumes decreased by 1,864 mmcm, or 9.9%, primarily due to a decrease in LNG sales volumes purchased mainly from our joint venture OAO Yamal LNG for subsequent sale on international markets. We reduced our purchases of spot LNG volumes as Yamal LNG increased direct sales under long-term contracts. Natural gas volumes sold on domestic market also decreased as a result of lower demand from end-customers primarily due to warmer weather conditions.

Our total liquids production including the proportionate share in the production of our joint ventures decreased by 3.8% due to a decrease in production at mature fields of our subsidiaries and joint ventures, which was largely offset by an increase in the production at Arcticgas, as well as the commissioning of new wells at the Beregovoye field.

In the three months ended 30 June 2020, our liquids sales volumes increased marginally by 36 thousand tons, or 0.9%.

Natural gas production volumes

The following table presents natural gas production of the Group's subsidiaries by major production fields and our proportionate share in natural gas production of joint ventures by entities:

	Three months ended 30 June:		Change
millions of cubic meters if not stated otherwise	2020	2019	%
Production by subsidiaries from:			
Yurkharovskoye field	5,734	6,446	(11.0%)
East-Tarkosalinskoye field	1,380	1,492	(7.5%
North-Russkoye field	583	4	n/a
Beregovoye field	471	485	(2.9%)
Yarudeyskoye field	443	451	(1.8%)
Khancheyskoye field	333	409	(18.6%)
East-Urengoyskoye + North-Esetinskoye field			
(West-Yaroyakhinskiy license area)	132	167	(21.0%)
Other fields	491	481	2.1%
Total natural gas production by subsidiaries (1)	9,567	9,935	(3.7%)
Group's proportionate share in the production of joint ventures:			
Yamal LNG <sup>(2)</sup>	4,065	4,303	(5.5%)
Arcticgas	3,803	3,467	9.7%
Nortgas	742	888	(16.4%
Terneftegas	315	316	(0.3%
Arctic LNG 2	8	1	n/a
Total Group's proportionate share			
in the natural gas production of joint ventures (1)	8,933	8,975	(0.5%)
Total natural gas production including			
proportionate share in the production of joint ventures	18,500	18,910	(2.2%)
The Group's proportionate share			
in LNG production of joint ventures (thousands of tons) (2)	2,734	2,912	(6.1%)
Natural gas production includes natural gas volumes consumed in oil (primarily, as fuel gas):	and gas production a	and development a	ctivities
in subsidiaries	429	405	5.9%
in joint ventures (Group's proportionate share)	115	85	35.3%

<sup>(2)</sup> Natural gas and LNG production at Yamal LNG are reported at 60% (see "Basis of presentation" above).

In the three months ended 30 June 2020, our total natural gas production (including our proportionate share in the production of joint ventures) decreased by 410 mmcm, or 2.2%, to 18,500 mmcm from 18,910 mmcm in the corresponding period in 2019. At the same time, our total natural gas production in the first half 2020 increased marginally from 37,570 mmcm to 37,579 mmcm.

The launch of the North-Russkoye field in December 2019 and an increase in the production of hydrocarbons from the Achimov horizons at the Urengoyskoye field of our joint venture Arcticgas compensated for the decrease in production at mature fields of our subsidiaries and joint ventures, as well as the production curtailments from the planned maintenance works performed on two LNG trains at Yamal LNG in the second quarter 2020. The increase in production from the Achimov horizons at the Arcticgas's Urengoyskoye field was due to the expansion of the gas condensate treatment facility in January 2020. The decrease in production at mature fields of our subsidiaries (the Yurkharovskoye, the East-Tarkosalinskoye and the Khancheyskoye fields) and at our joint venture Nortgas resulted mainly from natural declines in the reservoir pressure at the current gas producing horizons.

Natural gas sales volumes

In the three months ended 30 June 2020, our total natural gas sales volumes decreased by 1,864 mmcm, or 9.9%, to 16,900 mmcm from 18,764 mmcm in the corresponding period in 2019.

	Three months end	Change	
millions of cubic meters	2020	2019	%
Production by subsidiaries	9,567	9,935	(3.7%)
Purchases from the Group's joint ventures	6,677	7,909	(15.6%)
Other purchases	1,805	1,971	(8.4%)
Total production and purchases	18,049	19,815	(8.9%)
Own usage (1)	(459)	(437)	5.0%
Decrease (increase) in natural gas inventory balance	(690)	(614)	12.4%
Total natural gas sales volumes	16,900	18,764	(9.9%)
Sold to end-customers	13,834	14,514	(4.7%)
Sold ex-field	600	600	0.0%
Subtotal sold in the Russian Federation	14,434	15,114	(4.5%)
Sold on international markets	2,466	3,650	(32.4%)

Own usage represents volumes of natural gas consumed in oil and gas producing and development activities (primarily, as fuel gas), as well as used to maintain the refining process at the Purovsky Plant and methanol production.

In the three months ended 30 June 2020, natural gas purchases from our joint ventures decreased by 1,232 mmcm, or 15.6%, to 6,677 mmcm from 7,909 mmcm in the corresponding period in 2019 primarily due to a decrease in spot LNG purchases from our joint venture Yamal LNG. The decrease in LNG purchases resulted from an increase in the share of Yamal LNG's direct sales under long-term contracts and the corresponding decrease in LNG spot sales to shareholders, including the Group.

Other natural gas purchases are included in our natural gas volumes for sale, which allows us to coordinate sales across geographic regions as well as to optimize our end-customers portfolios. In the three months ended 30 June 2020 and 2019, we purchased from third parties 1,698 mmcm and 1,863 mmcm of natural gas, respectively, on the Russian domestic market, and 107 mmcm and 108 mmcm, respectively, on international markets.

As of 30 June 2020, our cumulative natural gas inventory balance, mainly representing our inventory balances of natural gas in the UGSF, aggregated 978 mmcm and increased by 690 mmcm during the quarter as compared to an increase by 614 mmcm in the corresponding period in 2019. Natural gas inventory balances tend to fluctuate period-to-period depending on the Group's demand for natural gas withdrawal from the UGSF for the sale in the subsequent periods.

Liquids production volumes

The following table presents liquids production of the Group's subsidiaries by major production fields and our proportionate share in the liquids production of joint ventures by entities:

	Three months end	Change	
thousands of tons	2020	2019	%
Production by subsidiaries from:			
Yarudeyskoye field	762	817	(6.7%)
East-Tarkosalinskoye field	330	362	(8.8%)
Yurkharovskoye field	256	303	(15.5%)
Beregovoye field	57	39	46.2%
Khancheyskoye field	40	46	(13.0%)
Other fields	38	40	(5.0%)
Total liquids production by subsidiaries	1,483	1,607	(7.7%)
including crude oil	1,072	1,167	(8.1%)
including gas condensate	411	440	(6.6%)
Group's proportionate share in the production of joint ventures:			
Arcticgas	1,094	1,045	4.7%
Yamal LNG (1)	187	211	(11.4%)
Terneftegas	96	100	(4.0%)
Nortgas	61	72	(15.3%)
Total Group's proportionate share			
in the liquids production of joint ventures	1,438	1,428	0.7%
Total liquids production including			
proportionate share in the production of joint ventures	2,921	3,035	(3.8%)

<sup>(1)</sup> Production at South-Tambeyskoye field of Yamal LNG is reported at 60% (see "Basis of presentation" above).

In the three months ended 30 June 2020, our total liquids production (including our proportionate share in the production of joint ventures) decreased by 114 thousand tons, or 3.8%, to 2,921 thousand tons from 3,035 thousand tons in the corresponding period in 2019 as a result of a decrease in production at mature fields of our subsidiaries and joint ventures mainly due to natural declines in the concentration of liquids as a result of decreasing reservoir pressure at the current producing horizons.

The decrease in mature fields production was largely compensated by an increase in liquids production at our joint venture Arcticgas, as well as an increase in gas condensate production at the Beregovoye field resulted from the commissioning of new wells. The increase in the production at Arcticgas was due to the expansion of gas condensate treatment facility for further development of the Achimov horizons at the Urengoyskoye field in January 2020 and the commissioning of new crude oil wells at the Yaro-Yakhinskoye field.

Liquids sales volumes

In the three months ended 30 June 2020, our total liquids sales volumes increased by 36 thousand tons, or 0.9%, to 4,166 thousand tons from 4,130 thousand tons in the corresponding period in 2019.

	Three months end	Change	
thousands of tons	2020	2019	%
Production by subsidiaries	1,483	1,607	(7.7%)
Purchases from the Group's joint ventures	2,537	2,366	7.2%
Other purchases	33	51	(35.3%)
Total production and purchases	4,053	4,024	0.7%
Losses (1) and own usage (2)	(52)	(49)	6.1%
Decreases (increases) in liquids inventory balances	165	155	6.5%
Total liquids sales volumes	4,166	4,130	0.9%
Naphtha export	1,265	1,221	3.6%
Other stable gas condensate refined products export (3)	585	588	(0.5%)
Other stable gas condensate refined products domestic (3)	43	32	34.4%
Subtotal stable gas condensate refined products	1,893	1,841	2.8%
Crude oil export	380	428	(11.2%)
Crude oil domestic	710	786	(9.7%)
Subtotal crude oil	1,090	1,214	(10.2%)
LPG export	133	148	(10.1%)
LPG domestic	555	526	5.5%
Subtotal LPG	688	674	2.1%
Stable gas condensate export	124	35	254.3%
Stable gas condensate domestic	367	361	1.7%
Subtotal stable gas condensate	491	396	24.0%
Other oil products	4	5	(20.0%)

<sup>(1)</sup> Losses associated with processing at the Purovsky Plant, the Ust-Luga Complex and the Tobolsk Refining Facilities, as well as during railroad, trunk pipeline and tanker transportation.

Our sales volumes of naphtha and other stable gas condensate refined products fluctuate from period-to-period depending on changes in inventory balances, with volumes of the products received from processing at the Ust-Luga Complex staying relatively flat. Our sales volumes of stable gas condensate represent the volumes remaining after we deliver most of our stable gas condensate for further processing to our Ust-Luga Complex, as well as volumes purchased by the Group for subsequent sale on international markets, including purchases from our joint venture Yamal LNG.

Purchases from the Group's joint ventures increased primarily due to purchases of liquid hydrocarbons from Arcticgas (see "Liquids production volumes" above) and stable gas condensate from Yamal LNG.

In the reporting period of 2020, our liquids inventory balances decreased by 165 thousand tons to 659 thousand tons as of 30 June 2020 as compared to a decrease in inventory balances by 155 thousand tons to 852 thousand tons in the corresponding period in 2019. Our liquids inventory balances may vary period-to-period depending on shipping schedules and final destinations (see "Changes in natural gas, liquid hydrocarbons and work-in-progress" below).

<sup>(2)</sup> Own usage associated primarily with the maintaining of refining process at the Ust-Luga Complex, as well as bunkering of chartered tankers.

<sup>(3)</sup> Other stable gas condensate refined products include jet fuel, gasoil and fuel oil received from the processing of stable gas condensate at the Ust-Luga Complex.

# RESULTS OF OPERATIONS FOR THE THREE MONTHS ENDED 30 JUNE 2020 COMPARED TO THE CORRESPONDING PERIOD IN 2019

The following table and discussion is a summary of our consolidated results of operations for the three months ended 30 June 2020 and 2019. Each line item is also shown as a percentage of our total revenues.

	Three months ended 30 June:				
	2020	% of total	2010	% of total	
millions of Russian roubles	2020	revenues	2019	revenues	
Total revenues (1)	143,939	100.0%	218,513	100.0%	
including:					
natural gas sales	76,372	53.1%	99,987	45.8%	
liquids sales	64,269	44.7%	115,802	53.0%	
Operating expenses	(116,239)	(80.8%)	(157,507)	(72.1%)	
Other operating income (loss)	(14,077)	(9.7%)	(247)	(0.1%)	
Profit from operations	13,623	9.5%	60,759	27.8%	
Normalized profit from operations (2)	27,336	19.0%	60,759	27.8%	
Finance income (expense)	(50,903)	(35.4%)	(277)	(0.1%)	
Share of profit (loss) of joint ventures,		, ,	, ,		
net of income tax	72,007	50.0%	23,282	10.6%	
Profit before income tax	34,727	24.1%	83,764	38.3%	
Total income tax benefit (expense)	8,169	5.7%	(9,866)	(4.5%)	
Profit	42,896	29.8%	73,898	33.8%	
Less: profit (loss) attributable to					
non-controlling interest	(1,332)	(0.9%)	(4,723)	(2.1%)	
Profit attributable to					
shareholders of PAO NOVATEK	41,564	28.9%	69,175	31.7%	
Normalized profit attributable to shareholders					
of PAO NOVATEK (2), excluding the effect of					
foreign exchange gains (losses)	21,220	14.7%	64,296	29.4%	

<sup>(1)</sup> Net of VAT, export duties, excise and fuel taxes, where applicable.

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<sup>(2)</sup> Excluding the effects from the disposal of interests in subsidiaries and joint ventures (recognition of a net gain on disposal and subsequent non-cash revaluation of contingent consideration).

#### **Total revenues**

The following table sets forth our sales (excluding VAT, export duties, excise and fuel taxes, where applicable) for the three months ended 30 June 2020 and 2019:

	Three mon	Three months ended		Change (1)			
williams of Bassian world a	30 Ju		Change	T . 4 . 1	Due to volume <sup>(2)</sup>	Due to price <sup>(3)</sup>	
millions of Russian roubles	2020	2019	%	Total	voiume (=)	price (5)	
Natural gas sales	76,372	99,987	(23.6%)	(23,615)	(9,932)	(13,683)	
Stable gas condensate refined products sales	38,102	62,390	(38.9%)	(24,288)	1,715	(26,003)	
Naphtha	27,337	40,106	(31.8%)	(12,769)	1,459	(14,228)	
Other refined products	10,765	22,284	(51.7%)	(11,519)	256	(11,775)	
Crude oil sales	13,326	30,238	(55.9%)	(16,912)	(3,071)	(13,841)	
Liquefied petroleum gas sales	6,509	12,573	(48.2%)	(6,064)	246	(6,310)	
Stable gas condensate sales	6,121	10,402	(41.2%)	(4,281)	2,493	(6,774)	
Other products sales	211	199	6.0%	12	n/a	n/a	
Total oil and gas sales	140,641	215,789	(34.8%)	(75,148)	n/a	n/a	
Other revenues	3,298	2,724	21.1%	574	n/a	n/a	
Total revenues	143,939	218,513	(34.1%)	(74,574)	n/a	n/a	

<sup>(1)</sup> The figures reflect the impact of sales volumes and average realized net prices factors on the change in total revenues from hydrocarbons sales in millions of Russian roubles for the respective periods.

### Natural gas sales

Revenues from natural gas sales represent our revenues from natural gas sales in the Russian Federation (to end-customers and wholesale traders), and revenues from LNG sales to international markets, as well as revenues from sales of regasified LNG to customers in Europe.

In the three months ended 30 June 2020, our total revenues from natural gas sales decreased by RR 23,615 million, or 23.6%, compared to the corresponding period in 2019 primarily due to a decrease in LNG sales volumes and prices on international markets, as well as a decrease in natural gas domestic sales volumes caused, inter alia, by weather conditions. The decrease in our LNG sales volumes was due to a decrease in LNG purchases from our joint venture Yamal LNG resulting from an increase in the share of Yamal LNG direct sales under long-term contracts and the corresponding decrease in LNG spot sales to shareholders, including the Group. The impact of these factors was partially offset by an increase in sales prices in the Russian domestic market (see "Natural gas prices" above).

Stable gas condensate refined products sales

Stable gas condensate refined products sales represent revenues from sales of naphtha, jet fuel, gasoil and fuel oil produced from our stable gas condensate at the Ust-Luga Complex.

In the three months ended 30 June 2020, our revenues from sales of stable gas condensate refined products decreased by RR 24,288 million, or 38.9%, to RR 38,102 million from RR 62,390 million in the corresponding period in 2019 due to a significant decrease in average realized prices.

<sup>(2)</sup> The amount of the change in total revenues due to sales volumes is calculated for each product category as a product of the average realized net price for the previous reporting period and the change in sales volumes.

<sup>(3)</sup> The amount of the change in total revenues due to average realized net prices is calculated for each product category as a product of the volume sold in the current reporting period and the change in average realized net prices.

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Revenues from sales of naphtha decreased by RR 12,769 million, or 31.8%, as compared to the corresponding period in 2019. In the three months ended 30 June 2020 and 2019, we exported 1,265 thousand tons and 1,221 thousand tons of naphtha, respectively, mainly to the APR, and the European and North America markets. Our average realized net price, excluding export duties, where applicable, decreased by RR 11,242 per ton, or 34.2%, to RR 21,602 per ton from RR 32,844 per ton in the corresponding period in 2019 (see "Stable gas condensate and refined products, liquefied petroleum gas and crude oil prices" above).

Revenues from sales of jet fuel, gasoil and fuel oil decreased by RR 11,519 million, or 51.7%, as compared to the corresponding period in 2019. In the three months ended 30 June 2020 and 2019, we exported in aggregate 585 thousand tons and 588 thousand tons of these products mainly to the European markets, or 93.2% and 94.8% of total sales volumes (on both the domestic and export markets), respectively. Our average realized net price, excluding export duties, where applicable, decreased by RR 18,776 per ton, or 52.2%, to RR 17,161 per ton from RR 35,937 per ton in the corresponding period in 2019 (see "Stable gas condensate and refined products, liquefied petroleum gas and crude oil prices" above).

### Crude oil sales

In the three months ended 30 June 2020, our revenues from crude oil sales decreased by RR 16,912 million, or 55.9%, compared to the corresponding period in 2019 mainly due to a decrease in average realized prices and, to a lesser extent, a decrease in sales volumes (see "Liquids sales volumes" above).

We sold 710 thousand tons, or 65.1% of our total crude oil sales volumes, domestically as compared to sales of 786 thousand tons, or 64.7%, in the corresponding period in 2019. The remaining 380 thousand tons of crude oil, or 34.9% of our total crude oil sales volumes, in the three months ended 30 June 2020 and 428 thousand tons, or 35.3%, in the corresponding period in 2019 were sold to customers with destination points in the APR, the European and North America (only in the second quarter 2019) markets.

Our average realized net price, excluding export duties, where applicable, decreased by RR 12,691 per ton, or 50.9%, to RR 12,220 per ton from RR 24,911 per ton in the corresponding period in 2019 (see "Stable gas condensate and refined products, liquefied petroleum gas and crude oil prices" above).

#### Liquefied petroleum gas sales

In the three months ended 30 June 2020, our revenues from sales of LPG decreased by RR 6,064 million, or 48.2%, compared to the corresponding period in 2019 due to a decrease in average realized prices.

We sold 555 thousand tons of LPG, or 80.7% of our total LPG sales volumes, on the domestic market compared to sales of 526 thousand tons, or 78.0%, in the corresponding period in 2019. The remaining 133 thousand tons of LPG, or 19.3% of our total LPG sales volumes, in the three months ended 30 June 2020 and 148 thousand tons, or 22.0%, in the corresponding period in 2019 were sold primarily to the Polish market.

Our average realized LPG net price, excluding export and import duties, excise and fuel taxes expense, where applicable, in the three months ended 30 June 2020 decreased by RR 9,183 per ton, or 49.2%, to RR 9,474 per ton from RR 18,657 per ton in the corresponding period in 2019 (see "Stable gas condensate and refined products, liquefied petroleum gas and crude oil prices" above).

### Stable gas condensate sales

In the three months ended 30 June 2020, our revenues from sales of stable gas condensate decreased by RR 4,281 million, or 41.2%, compared to the corresponding period in 2019 due to a decrease in average realized prices that was partially offset by an increase in volumes sold to international markets (see "Liquids sales volumes" above).

We sold 367 thousand tons of stable gas condensate, or 74.7% of our total stable gas condensate sales volumes, on the domestic market as compared to sales of 361 thousand tons, or 91.2%, in the corresponding period in 2019. The remaining 124 thousand tons of stable gas condensate, or 25.3% of our total stable gas condensate sales volumes, in the second quarter 2020 and 35 thousand tons, or 8.8%, in the corresponding period in 2019 were sold to the European and APR (only in the second quarter 2020) markets.

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Our average realized net price, excluding export duties, where applicable, decreased by RR 13,789 per ton, or 52.5%, to RR 12,455 per ton from RR 26,244 per ton in the corresponding period in 2019 (see "Stable gas condensate and refined products, liquefied petroleum gas and crude oil prices" above).

#### Other products sales

Other products sales represent our revenues from sales of purchased oil products (diesel fuel and petrol) through our retail stations, as well as sales of other liquid hydrocarbons, including methanol from our own production. In the three months ended 30 June 2020, our revenues from other products sales increased by RR 12 million, or 6.0%, to RR 211 million from RR 199 million in the corresponding period in 2019.

#### Other revenues

In the three months ended 30 June 2020, other revenues amounted to RR 3,298 million compared to RR 2,724 million in the corresponding period in 2019. Other revenues include revenue from transportation, geological and geophysical research services, repair and maintenance of energy equipment services, rent and other services.

#### **Operating expenses**

In the three months ended 30 June 2020, our total operating expenses decreased by RR 41,268 million, or 26.2%, to RR 116,239 million compared to RR 157,507 million in the corresponding period in 2019 mainly due to a decrease in average purchase prices for hydrocarbons resulted from a decline in commodity prices on international markets and a decrease in volumes of LNG purchased from our joint venture Yamal LNG due to the reallocation of Yamal LNG sales volumes in favor of long-term contracts sales (see "Purchases of natural gas and liquid hydrocarbons" below). In addition, our taxes other than income tax also decreased as a result of a decrease in UPT rates which are linked to benchmark crude oil prices (see "Taxes other income tax" below).

		% of total		
millions of Russian roubles	2020	revenues	2019	revenues
Purchases of natural gas and liquid hydrocarbons	45,240	31.4%	81,814	37.4%
Transportation expenses	35,903	24.9%	36,918	16.9%
Taxes other than income tax	9,865	6.9%	16,254	7.4%
Depreciation, depletion and amortization	8,975	6.2%	8,007	3.7%
Materials, services and other	7,176	5.0%	6,137	2.8%
General and administrative expenses	4,326	3.0%	4,765	2.2%
Exploration expenses	3,345	2.3%	2,530	1.2%
Impairment expenses (reversals), net	(26)	n/a	(10)	n/a
Changes in natural gas, liquid hydrocarbons	, ,		` '	
and work-in-progress	1,435	1.0%	1,092	0.5%
Total operating expenses	116,239	80.8%	157,507	72.1%

Purchases of natural gas and liquid hydrocarbons

In the three months ended 30 June 2020, our purchases of natural gas and liquid hydrocarbons decreased by RR 36,574 million, or 44.7%, to RR 45,240 million from RR 81,814 million in the corresponding period in 2019.

	Three months end	Change	
millions of Russian roubles	2020	2019	%
Natural gas	28,115	41,254	(31.8%)
Unstable gas condensate	14,225	37,299	(61.9%)
Other hydrocarbons	3,777	4,476	(15.6%)
Reverse excise	(877)	(1,215)	(27.8%)
Total purchases of natural gas and liquid hydrocarbons	45,240	81,814	(44.7%)

Purchases of natural gas decreased by RR 13,139 million, or 31.8%, as compared to the corresponding period in 2019 due to a decrease in LNG purchase prices that are based on natural gas prices at major natural gas hubs and benchmark crude oil prices (see "Selected macro-economic data" above) and a decrease in LNG purchases from our joint venture OAO Yamal for subsequent sale on international markets. The decrease in LNG purchase volumes from Yamal LNG was due to an increase in the share of direct sales of Yamal LNG under long-term contracts and the corresponding decrease in the share of LNG spot sales to shareholders, including the Group.

Purchases of unstable gas condensate from our joint ventures decreased by RR 23,074 million, or 61.9%, as compared to the corresponding period in 2019 due to a decrease in purchase prices, which are primarily impacted by international crude oil and LPG prices excluding export duties (see "Selected macro-economic data" above). The impact of this factor was partially offset by an increase in volumes purchased from Arcticgas due to an increase in hydrocarbon production from the Achimov horizons at the Urengoyskoye field (see "Liquids production volumes" above).

Other hydrocarbon purchases represent our purchases of crude oil, LPG, stable gas condensate, oil products and methanol for subsequent resale depending on the demand for these types of products. Purchases of other hydrocarbons decreased by RR 699 million, or 15.6%, as compared to the corresponding period in 2019 mainly due to a decrease in purchase prices resulted from a decline in commodity prices on international markets (see "Selected macro-economic data" above).

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We accrue excise tax on volumes of stable gas condensate sent for processing to our Ust-Luga Complex on a monthly basis and simultaneously claim the double excise tax deduction (see "Our tax burden and obligatory payments" above). The net result from these operations is reported as a deduction to our purchases of natural gas and liquid hydrocarbons expenses in the line "Reverse excise" above as most of our unstable gas condensate volumes used to produce stable gas condensate we purchase from our joint ventures. Reverse excise decreased by RR 338 million, or 27.8%, as compared to the corresponding period in 2019 due to a decline in Urals benchmark crude oil prices (see "Selected macro-economic data" above).

### Transportation expenses

In the three months ended 30 June 2020, our total transportation expenses decreased by RR 1,015 million, or 2.7%, to RR 35,903 million as compared to RR 36,918 million in the corresponding period in 2019.

	Three months end	Three months ended 30 June:		
millions of Russian roubles	2020	2019	%	
Natural gas transportation				
by trunk and low-pressure pipelines	21,853	22,876	(4.5%)	
Stable gas condensate and				
liquefied petroleum gas transportation by rail	8,899	8,533	4.3%	
Stable gas condensate and refined products,				
crude oil and liquefied natural gas transportation by tankers	2,781	1,974	40.9%	
Crude oil transportation by trunk pipelines	1,994	2,335	(14.6%)	
Other	376	1,200	(68.7%)	
Total transportation expenses	35,903	36,918	(2.7%)	

Expenses for natural gas transportation by trunk and low-pressure pipelines decreased by RR 1,023 million, or 4.5%, to RR 21,853 million from RR 22,876 million in the corresponding period in 2019 due to a 4.7% decrease in our natural gas sales volumes to our end-customers, for which we incurred transportation expenses.

Expenses for stable gas condensate and LPG transportation by rail increased by RR 366 million, or 4.3%, to RR 8,899 million from RR 8,533 million in the corresponding period in 2019 mainly due to a 3.5% increase in volumes of liquids sold and transported via rail.

Transportation expenses for our hydrocarbons delivered by tankers to international markets increased by RR 807 million, or 40.9%, to RR 2,781 million from RR 1,974 million in the corresponding period in 2019. The increase was due to increases in freight rates, stable gas condensate and refined products volumes delivered and a 12.1% depreciation of the Russian rouble average exchange rate relative to the US dollar since all our tankers transportation expenses are US dollar denominated.

Expenses for crude oil transportation to customers by trunk pipeline decreased by RR 341 million, or 14.6%, to RR 1,994 million from RR 2,335 million in the corresponding period in 2019 mainly due to a 10.2% decrease in sales volumes, as well as an increase in the proportion of sales to our domestic customers located at closer regions from our production fields in the current reporting period as compared to the reporting period in the previous year.

Other transportation expenses mainly include our short-term vessels time charter expenses related to our revenues from hydrocarbons transportation by tankers rendered to our joint ventures and third parties (see "Other revenues" above), as well as expenses for hydrocarbons transportation by trucks. Short-term vessels time charter expenses decreased to RR 339 million from RR 1,115 million in the corresponding period in 2019 in line with a dynamics of our revenues from tanker transportation.

Taxes other than income tax

In the three months ended 30 June 2020, taxes other than income tax decreased by RR 6,389 million, or 39.3%, to RR 9,865 million from RR 16,254 million in the corresponding period in 2019 due to a decrease in unified natural resources production tax expense.

	Three months end	Change	
millions of Russian roubles	2020	2019	%
Unified natural resources production tax (UPT)	8,950	15,157	(41.0%)
Property tax	834	952	(12.4%)
Other taxes	81	145	(44.1%)
Total taxes other than income tax	9,865	16,254	(39.3%)

Unified natural resources production tax expense decreased by RR 6,207 million, or 41.0%, to RR 8,950 million from RR 15,157 million in the corresponding period in 2019 due to a decline in benchmark crude oil prices, which are used for UPT rates calculation, as well as a decrease in hydrocarbons production at mature fields of our subsidiaries (see "Natural gas production volumes" and "Liquids production volumes" above).

### Depreciation, depletion and amortization

In the three months ended 30 June 2020, our depreciation, depletion and amortization ("DDA") expense increased by RR 968 million, or 12.1%, to RR 8,975 million from RR 8,007 million in the corresponding period in 2019 mainly due to a decrease in total proved reserves of mature fields at our subsidiaries as at the end of 2019 compared to the previous year, as well as the launch of new production assets. We accrue depreciation and depletion using the "units-of-production" method for our oil and gas assets and using a straight-line method for other facilities.

Materials, services and other

In the three months ended 30 June 2020, our materials, services and other expenses increased by RR 1,039 million, or 16.9%, to RR 7,176 million compared to RR 6,137 million in the corresponding period in 2019.

	Three months end	Change	
millions of Russian roubles	2020	2019	%
Employee compensation	3,637	2,917	24.7%
Repair and maintenance	626	668	(6.3%)
Preparation and processing of hydrocarbons	552	531	4.0%
Materials and supplies	476	454	4.8%
Electricity and fuel	398	351	13.4%
Fire safety and security expenses	273	260	5.0%
Liquefied petroleum gas			
volumes reservation expenses	262	290	(9.7%)
Transportation services	262	214	22.4%
Labor safety expenses	184	21	n/a
Rent expenses	153	119	28.6%
Insurance expense	102	91	12.1%
Other	251	221	13.6%
Total materials, services and other	7,176	6,137	16.9%

Employee compensation relating to operating personnel increased by RR 720 million, or 24.7%, to RR 3,637 million compared to RR 2,917 million in the corresponding period in 2019 due to an increase in average number of employees resulting from the launch of new production assets, as well as servicing new assets by our service subsidiary NOVATEK-Energo, an indexation of base salaries effective from 1 July 2019, and the related increase in social contributions for medical and social insurance and to the Pension Fund of the Russian Federation.

Labor safety expenses increased by RR 163 million to RR 184 million compared to RR 21 million in the corresponding period in 2019 due to necessary precautions taken to protect the safety and well-being of our employees in light of the COVID-19 virus spread.

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Other items of our materials, services and other expenses changed marginally.

General and administrative expenses

In the three months ended 30 June 2020, our general and administrative expenses decreased by RR 439 million, or 9.2%, to RR 4,326 million compared to RR 4,765 million in the corresponding period in 2019.

	Three months end	Three months ended 30 June:		
millions of Russian roubles	2020	2019	%	
Employee compensation	2,646	3,130	(15.5%)	
Social expenses and compensatory payments	439	594	(26.1%)	
Repair and maintenance expenses	328	46	n/a	
Legal, audit and consulting services	243	117	107.7%	
Fire safety and security expenses	138	127	8.7%	
Advertising expenses	134	164	(18.3%)	
Rent expense	48	76	(36.8%)	
Business travel expense	19	188	(89.9%)	
Other	331	323	2.5%	
Total general and administrative expenses	4,326	4,765	(9.2%)	

Employee compensation relating to administrative personnel decreased by RR 484 million, or 15.5%, to RR 2,646 million in the three months ended 30 June 2020 from RR 3,130 million in the corresponding period in 2019 due to a decrease in accrued provision for bonuses to key management.

Social expenses and compensatory payments amounted to RR 439 million compared to RR 594 million in the corresponding period in 2019. In both reporting periods, the major part of expenses represented our social expenses related to continued support of charities and social programs in the regions where we operate. Social expenses and compensatory payments fluctuate period-to-period depending on the implementation schedules of specific programs we support.

Repair and maintenance expenses increased by RR 282 million, or 7.1 times, to RR 328 million from RR 46 million in the corresponding period in 2019 mainly due to settling in and furnishing of a new office building for our subsidiaries in Novy Urengoy.

Business travel expenses decreased by RR 169 million, or 89.9%, to RR 19 million from RR 188 million in the corresponding period in 2019 due to precautions taken by the Group to protect the safety and health of our employees in light of the coronavirus spread (see "Recent developments" above).

Other items of our general and administrative expenses changed marginally.

### Exploration expenses

In the three months ended 30 June 2020, our exploration expenses amounted to RR 3,345 million and related to exploration works performed at the Gydanskiy, the Nyakhartinskiy, the North-Russkiy license areas, the Soletskoye-Khanaveyskoye field, and on an offshore block in Lebanon. In the corresponding period in 2019, our exploration expenses amounted to RR 2,530 million, the major part of which related to exploration works performed at the Gydanskiy, the Nyakhartinskiy, the Verhnetiuteyskiy and the West-Seyakhinskiy, as well as the Nyavuyakhskiy license areas. Exploration expenses fluctuate period-to-period in accordance with the approved exploration work schedule at our production subsidiaries.

Changes in natural gas, liquid hydrocarbons and work-in-progress

In the three months ended 30 June 2020 and 2019, we recorded charges of RR 1,435 million and RR 1,092 million, respectively, to changes in inventory expense due to a decrease in most of our liquid hydrocarbons inventory balances in both reporting periods.

In the reporting periods in 2020 and 2019, cumulative natural gas inventory balance increased by 690 mmcm and 614 mmcm, respectively, mainly due to seasonal injection of natural gas for the subsequent sale in the period of higher seasonal demand in both reporting periods.

In the three months ended 30 June 2020 and 2019, our cumulative liquid hydrocarbons inventory balances, recognized as inventory in transit or in storage, decreased by 165 thousand tons and by 155 thousand tons, respectively, mainly due to a decrease in inventory balance of stable gas condensate refined products: in storage at our Ust-Luga Complex in the current reporting period and in tankers in transit not realized at the reporting date in the second quarter 2019. Inventory balances of stable gas condensate and refined products tend to fluctuate period-to-period depending on shipment schedules and final destination of our shipments.

The following table highlights movements in our hydrocarbons inventory balances:

		2020			2019	
Inventory balances in transit or in storage	At 30 June	At 31 March	Increase / (decrease)	At 30 June	At 31 March	Increase / (decrease)
Natural gas (millions of cubic meters)	978 673	288	690	1,427	813	614
incl. Gazprom's UGSF  Liquid hydrocarbons (thousand tons)	673 <b>659</b>	38 <b>824</b>	635 ( <b>165</b> )	1,278 <b>852</b>	765 <b>1,007</b>	513 ( <b>155</b> )
incl. stable gas condensate			, ,		,	, ,
refined products	222	375	(153)	322	504	(182)
stable gas condensate crude oil	220 100	241 102	(21)	307 114	268 127	39
cruae ou	100	102	(2)	114	127	(13)

#### Other operating income (loss)

Other operating income (loss) includes realized income (loss) from hydrocarbons trading on the international markets, income (loss) from the change in the fair value of the aforementioned contracts, as well as other income (loss) relating to penalty charges, disposal of materials, fixed assets and other transactions. In the three months ended 30 June 2020, we recognized other operating loss of RR 14,077 million compared to other operating loss of RR 247 million in the corresponding period in 2019.

In the three months ended 30 June 2020, other operating loss was primarily due to the recognition of non-cash revaluation of fair value of contingent consideration related to the transactions on the sale of a 40% participation interest in OOO Arctic LNG 2 in 2019 in the amount of RR 13,713 million, resulting from a decrease in long-term crude oil benchmark prices forecast, which may be revised subject to world market conditions and may or may not reflect actual future cash inflows.

In the three months ended 30 June 2020, we purchased and sold approximately 2.9 bcm of natural gas, as well as various derivative commodity instruments within our trading activities, and recognized an aggregate realized income from trading activities of RR 907 million as compared to an income of RR 227 million in the corresponding period in 2019. At the same time, we recognized non-cash loss of RR 1,370 million in the three months ended 30 June 2020 as a result of a decrease in the fair value of the aforementioned contracts as compared to a non-cash loss of RR 928 million in the corresponding period in 2019. The effect of the change in fair value of the commodity contracts fluctuates from period-to-period depending on the forecast prices for hydrocarbons on international markets and other macroeconomic parameters and may or may not reflect actual future cash flows from trading activities.

### Profit from operations and EBITDA

Our profit from operations in the current reporting period was negatively impacted by unfavorable macroeconomic conditions that are out of the Group's management control, which led to a decrease in our hydrocarbon prices.

In the three months ended 30 June 2020, our profit from operations and EBITDA including our proportionate share of joint ventures, but excluding the effect from the disposal of interests in subsidiaries and joint ventures (recognition in the current reporting period of non-cash revaluation of fair value of contingent consideration related to the transactions on the sale of a 40% participation interest in OOO Arctic LNG 2 in 2019), amounted to RR 42,254 million and RR 71,270 million, respectively, compared to RR 89,912 million and RR 115,835 million in the corresponding period in 2019.

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Profit from operations and EBITDA of our subsidiaries, excluding the effects from the disposal of participation interests, amounted to RR 27,336 million and RR 37,655 million, respectively, compared to RR 60,759 million and RR 69,193 million in the corresponding period in 2019.

#### Finance income (expense)

In the three months ended 30 June 2020, we recorded net finance expense of RR 50,903 million compared to net finance expense of RR 277 million in the corresponding period in 2019 primarily due to recognition of foreign exchange differences.

	Three months end	Three months ended 30 June:	
millions of Russian roubles	2020	2019	%
Accrued interest expense on loans received	(2,476)	(2,287)	8.3%
Less: capitalized interest	1,618	1,486	8.9%
Provisions for asset retirement obligations:			
effect of the present value discount unwinding	(239)	(176)	35.8%
Interest expense on lease liabilities	(145)	(135)	7.4%
Interest expense	(1,242)	(1,112)	11.7%
Interest income	5,885	4,646	26.7%
Change in fair value of non-commodity financial instruments	981	3,969	(75.3%)
Foreign exchange gain (loss), net	(56,527)	(7,780)	n/a
Total finance income (expense)	(50,903)	(277)	n/a

Interest expense increased marginally by RR 130 million, or 11.7%.

Interest income increased by RR 1,239 million, or 26.7%, to RR 5,885 million from RR 4,646 million in the corresponding period in 2019 primarily due to loans provided to our joint venture OOO Arctic LNG 2 and recognition of interest income on contingent consideration related to the transactions on the sale of participation interests in Arctic LNG 2.

In the three months ended 30 June 2020, we recognized a non-cash gain of RR 981 million compared to a non-cash gain of RR 3,969 million in the corresponding period in 2019 due to the remeasurement of the shareholders' loans issued by the Group to our joint ventures in accordance with IFRS 9 "Financial instruments". The effect of the fair value remeasurement of shareholders' loans may change period-to-period due to the change in market interest rates and other macroeconomic parameters and does not affect real future cash flows of loans repayments.

The Group continues to record non-cash foreign exchange gains and losses each reporting period due to movements between currency exchange rates. In the three months ended 30 June 2020, we recorded a net foreign exchange loss of RR 56,527 million compared to a net foreign exchange loss of RR 7,780 million in the corresponding period in 2019 due to the revaluation of our foreign currency denominated borrowings and loans received and provided, trade receivables and contingent consideration related to the transactions on the sale of participation interests in Arctic LNG 2, as well as cash balances in foreign currency.

### Share of profit (loss) of joint ventures, net of income tax

In the three months ended 30 June 2020, the Group's proportionate share of profit of joint ventures significantly increased by RR 48,725 million, or 3.1 times, to RR 72,007 million as compared to RR 23,282 million in the corresponding period in 2019.

	Three months end	Three months ended 30 June:	
millions of Russian roubles (Group's share)	2020	2019	%
Profit from operations	14,918	29,153	(48.8%)
Finance income (expense)			
Interest income (expense), net	(21,185)	(16,236)	30.5%
Foreign exchange gain (loss), net	92,096	13,351	n/a
Change in fair value of			
non-commodity financial instruments	(433)	1,208	n/a
Total finance income (expense)	70,478	(1,677)	n/a
Total income tax expense	(13,389)	(4,194)	219.2%
Total share of profit (loss) of joint ventures, net of income tax	72,007	23,282	209.3%
Less: share in foreign exchange gain (loss)			
net of respective income tax	(76,536)	(11,102)	n/a
Total share of profit (loss) of joint ventures,			
net of income tax and excluding foreign exchange effects	(4,529)	12,180	n/a

The following table presents the Group's proportionate share of profit (loss) of our joint ventures by entities:

	Yamal	LNG	Arctic	gas	Othe	rs
millions of Russian roubles (Group's share)	2020	2019	2020	2019	2020	2019
Profit (loss) from operations	10,384	13,425	5,335	14,463	(801)	1,265
Finance income (expense)						
Interest income (expense), net	(20,131)	(14,981)	(364)	(546)	(690)	(709)
Foreign exchange gain (loss), net Change in fair value of	82,793	12,046	(3)	3	9,306	1,302
non-commodity financial instruments	(586)	1,996	-	-	153	(788)
Total finance income (expense)	62,076	(939)	(367)	(543)	8,769	(195)
Total income tax expense	(11,088)	(1,733)	(688)	(2,252)	(1,613)	(209)
Total share of profit (loss) of joint ventures,						
net of income tax	61,372	10,753	4,280	11,668	6,355	861
Less: share in foreign exchange gain (loss)						
net of respective income tax	(69,132)	(10,059)	3	(2)	(7,407)	(1,041)
Total share of profit (loss) of joint ventures, net of income tax and excluding						
foreign exchange effects	(7,760)	694	4,283	11,666	(1,052)	(180)

Our proportionate share of profit (loss) of joint ventures was significantly impacted by unfavorable macroeconomic conditions, which led to a decrease in profit from operations and a recognition of substantial foreign exchange effects in our joint ventures.

Our proportionate share in the profit from operations of our joint ventures decreased by RR 14,235 million, or 48.8%, from RR 29,153 million to RR 14,918 million mainly due to decreases in LNG and liquids average realized prices.

In the second quarter 2020, our proportionate share in the finance income of our joint ventures amounted to RR 70,478 million as compared to the share in the finance expense in the amount of RR 1,677 million in the corresponding period in 2019.

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The main factor impacting the change in our share in finance income (expense) was a significant increase in foreign exchange gains in the current reporting period (our share amounted to RR 92.1 billion) compared to the corresponding period in 2019 (our share amounted to RR 13.4 billion). These foreign exchange gains in both reporting periods were mainly non-cash and primarily related to the revaluation of foreign currency denominated loans in our joint venture Yamal LNG. We assess that the impact of foreign currency risk relating to the debt portfolio of Yamal LNG is largely mitigated by the fact that all of its products are delivered to international markets and its revenues are denominated in foreign currencies.

In addition, in the current reporting period, our proportionate share in interest expense increased by RR 4.9 billion, or 30.5%, due to the Russian rouble depreciation relative to the US dollar and Euro by 12.1% and 9.8%, respectively, and the process of the marine tankers fleet formation in Yamal LNG that is being finalized with the remaining vessels being received during 2019-2020 under long-term time charter agreements. According to IFRS 16 "Leases", a portion of expenses under such agreements is recognized within interest expense.

The remaining change in our proportionate share in finance income (expense) related to the recognition in the current reporting period of a non-cash loss (our share amounted to RR 0.4 billion) as compared to a non-cash gain (our share amounted to RR 1.2 billion) in the corresponding period in 2019 from the remeasurement of the fair value of shareholders' loans mainly in Yamal LNG.

#### Income tax expense

The Russian statutory income tax rate for both reporting periods was 20%.

The Group recognizes in profit before income tax its share of net profit (loss) from joint ventures, which influences the consolidated profit of the Group but does not result in additional income tax expense (benefit) at the Group's level. Net profit (loss) of joint ventures was recorded in their financial statements on an after-tax basis. The Group's dividend income from the joint ventures in which it holds at least a 50% interest is subject to a zero withholding tax rate according to the Russian tax legislation, and also does not result in a tax charge.

Without the effect of net profit (loss) from joint ventures and excluding the effects from the disposal of interests in subsidiaries and joint ventures (initial recognition of a net gain on disposal and subsequent non-cash revaluation of contingent consideration), the effective income tax rate (total income tax expense calculated as a percentage of profit before income tax) for the three months ended 30 June 2020 and 2019 was 23.7% and 16.2%, respectively, and the effective income tax rate for the six months ended 30 June 2020 and 2019 was 18.9% and 15.7%, respectively.

#### Profit attributable to shareholders and earnings per share

As a result of the factors discussed in the respective sections above, profit attributable to shareholders of PAO NOVATEK decreased by RR 27,611 million, or 39.9%, to RR 41,564 million in the three months ended 30 June 2020 compared to RR 69,175 million in the corresponding period in 2019.

The Group's financial results in the current reporting period were significantly impacted by unfavorable macroeconomic conditions, which led to a decrease in our hydrocarbons sales prices and a recognition of substantial foreign exchange effects. In addition, in the current reporting period, we recognized RR 13.7 billion of loss related to the non-cash revaluation of contingent consideration on the sale of a 40% participation interest in the Arctic LNG 2 project in 2019.

Excluding the effects from the disposal of interests in subsidiaries and joint ventures and foreign exchange gains (losses), our profit attributable to shareholders of PAO NOVATEK decreased by RR 43,076 million, or 67.0%, and amounted to RR 21,220 million in the three months ended 30 June 2020 compared to RR 64,296 million in the corresponding period in 2019 (see the table below):

	Three months end	Three months ended 30 June:	
millions of Russian roubles	2020	2019	%
Profit attributable to shareholders of PAO NOVATEK	41,564	69,175	(39.9%)
Changes in fair value of contingent consideration			
reported within the "Other operating income (loss)"	13,713	-	n/a
Income tax expense (benefit) related to changes in			
fair value of contingent consideration	(2,743)	-	n/a
Normalized profit attributable to			
shareholders of PAO NOVATEK	52,534	69,175	(24.1%)
Foreign exchange (gains) losses	56,527	7,780	n/a
Income tax expense (benefit) relating			
to foreign exchange (gains) losses	(11,305)	(1,556)	n/a
Share of foreign exchange (gains) losses of joint ventures	(92,096)	(13,351)	n/a
Share of income tax expense (benefit)			
relating to foreign exchange (gains) losses of joint ventures	15,560	2,248	n/a
Normalized profit attributable to			
shareholders of PAO NOVATEK,			
excluding the effect of foreign exchange gains (losses)	21,220	64,296	(67.0%)

Our weighted average basic and diluted earnings per share, calculated from the profit attributable to shareholders of PAO NOVATEK decreased by RR 9.13 per share, or 39.8%, to RR 13.84 per share in the three months ended 30 June 2020 from RR 22.97 per share in the corresponding period in 2019. Excluding the effects from the disposal of interests in subsidiaries and joint ventures and foreign exchange gains (losses), our weighted average basic and diluted earnings per share decreased by RR 14.28, or 66.9%, to RR 7.07 per share in the three months ended 30 June 2020 from RR 21.35 per share in the corresponding period in 2019.

### LIQUIDITY AND CAPITAL RESOURCES

#### Cash flows

The following table shows our net cash flows from operating, investing and financing activities for the three months ended 30 June 2020 and 2019:

	Three months end	ed 30 June:	Change	
millions of Russian roubles	2020	2019	%	
Net cash provided by <b>operating</b> activities	4,359	111,312	(96.1%)	
Net cash used for <b>investing</b> activities	(1,954)	(82,937)	(97.6%)	
Net cash used for <b>financing</b> activities	(60,088)	(58,504)	2.7%	

Net cash provided by operating activities

Our net cash provided by operating activities decreased to RR 4,359 million compared to RR 111,312 million in the corresponding period in 2019 primarily due to a decrease in profit from operations, net of income tax, and dividends received from joint ventures in the second quarter 2019.

	Three months end	Three months ended 30 June:	
millions of Russian roubles	2020	2019	%
Profit from operations, excluding the effects			
from the disposal of interests in subsidiaries and joint ventures	27,336	60,759	(55.0%)
Non-cash adjustments (1)	10,701	8,104	32.0%
Changes in working capital and long-term advances given	(16,807)	(6,482)	159.3%
Dividends and cash received from joint ventures	-	38,500	n/a
Interest received	4,207	15,384	(72.7%)
Income taxes paid excluding actual payments			
relating to disposal of subsidiaries	(21,078)	(4,953)	325.6%
Total net cash provided by operating activities	4,359	111,312	(96.1%)

<sup>(1)</sup> Include adjustments for depreciation, depletion and amortization, net impairment expenses (reversals), change in fair value of non-commodity financial instruments and some other adjustments.

In the second quarter 2020, profit from operations adjusted for non-cash items decreased due to a decline in hydrocarbon prices on international markets compared to the corresponding period in 2019.

At the same time, an increase in income tax payments in the second quarter 2020 related to additional income tax paid for the first quarter 2020 based on the actual taxable profit generated, inter alia, as a result of substantial positive foreign exchange differences in our subsidiaries (additional income tax payment in the corresponding period of the prior year was less significant).

In the three months ended 30 June 2020 and 2019, we received approximately RR 4 billion and RR 15 billion of interest on loans provided to our joint ventures Yamal LNG and Terneftegas (only in the second quarter 2019).

In the second quarter 2019, we received RR 38,500 million of dividends from our joint venture Arcticgas.

Net cash used for investing activities

In the three months ended 30 June 2020, our net cash used for investing activities decreased by RR 80,983 million, or 97.6%, to RR 1,954 million compared to RR 82,937 million in the corresponding period in 2019.

	Three months end	hree months ended 30 June:	
millions of Russian roubles	2020	2019	%
Cash used for capital expenditures	(61,340)	(31,203)	96.6%
Payments for mineral licenses	(213)	(59)	261.0%
Loans provided to joint ventures	(34,444)	(16,295)	111.4%
Repayments of loans provided to joint ventures	14,012	262	n/a
Net decrease (increase) in bank deposits	,		
with original maturity more than three months	80,755	(18,022)	n/a
Actual income tax payments relating to disposal of subsidiaries	· -	(16,700)	n/a
Other	(724)	(920)	(21.3%)
Net cash used for investing activities	(1,954)	(82,937)	(97.6%)

In the second quarter 2020, cash used for capital expenditures amounted to RR 61,340 million as compared to RR 31,203 million in the corresponding period in 2019. A significant part of the capital investments related to our LNG projects (the LNG construction center located in the Murmansk region and the Obskiy LNG project), ongoing development of our producing fields, preparation for the commencement of commercial production at our new fields, as well as exploratory drilling (see "Capital expenditures" below).

In May 2020, we made a final payment in the amount of RR 213 million for the acquisition of the license for the Bukharinskiy license area (an advance payment in the amount of RR 2,133 million was made in the fourth quarter of 2019). In May 2019, we paid a part of a one-time payment fee for the exploration and production license for our discovered Kharbeyskoye field in the amount of RR 59 million.

In the second quarter 2020, we provided loans in the aggregate amount of RR 34,444 million compared to RR 16,295 million in the corresponding period in 2019. In both reporting periods, we provided loans to our joint ventures for developing its activities, mainly to OOO Arctic LNG 2. At the same time, due to partial repayments of the loans provided we received RR 14,012 million from Yamal LNG in the current reporting period and RR 262 million from Terneftegas in the corresponding period in 2019.

The Group's cash management involves periodic cash placement on bank deposits with different maturities. Deposits are reported in "Cash and cash equivalents" if opened for three months or less, or otherwise in "Short-term bank deposits with original maturity more than three months". Transactions with bank deposits with original maturity more than three months are classified as investing activities in the Consolidated Statement of Cash Flows. In the second quarter 2020, the net decrease in bank deposits with original maturity more than three months amounted to approximately RR 81 billion compared to the net increase in the amount of RR 18 billion in the corresponding period in 2019.

In the second quarter 2019, we paid income tax accrued for the sale of a 10% participation interest in Arctic LNG 2 project to TOTAL S.A. group in March 2019 in the amount of RR 16,700 million.

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Net cash used for financing activities

In the three months ended 30 June 2020, our net cash used for financing activities increased by RR 1,584 million, or 2.7%, to RR 60,088 million as compared to RR 58,504 million in the corresponding period in 2019.

	Three months end	Three months ended 30 June:	
millions of Russian roubles	2020	2019	%
Dividends paid to shareholders of PAO NOVATEK	(54,359)	(50,618)	7.4%
Dividends paid to non-controlling interest	(833)	(5,880)	(85.8%)
Repayments of long-term debt	(2,400)	-	n/a
Loan commitment fee	(534)	-	n/a
Purchase of treasury shares	-	(336)	n/a
Interest on debt paid	(1,033)	(1,106)	(6.6%)
Payments of lease liabilities	(929)	(564)	64.7%
Net cash used for financing activities	(60,088)	(58,504)	2.7%

In both reporting periods, our major financing cash flows related to payment of dividends.

In addition, in the second quarter 2020, the Group partially repaid a loan obtained from China's investment fund Silk Road Fund in the amount of RR 2,400 million (USD 35 million).

Other cash flows from financing activities related primarily to payments of interest on borrowings and payments of lease liabilities.

### Liquidity and working capital

The following table shows the Group's liquidity and credit measures as of 30 June 2020 and 31 December 2019:

	30 June 2020	31 December 2019	Change, %
Absolute amounts, RR million			
Net debt (1)	105,627	15,106	n/a
Net working capital position (2)	239,060	379,383	(37.0%)
Liquidity and credit ratios			
Current ratio (3)	2.69	4.24	n/a
Total debt to total equity	0.10	0.09	n/a
Long-term debt to long-term debt and total equity	0.07	0.08	n/a
Net debt to total capitalization (4)	0.06	0.01	n/a
Net debt to normalized EBITDA from subsidiaries (5)	0.52	0.06	n/a

<sup>(1)</sup> Net debt represents total debt less cash, cash equivalents and bank deposits with original maturity more than three months.

The Group has consistently demonstrated sustainable operating and financial results and had generated cumulative positive free cash flow. Thus, in the second quarter 2020, the Group had sufficient liquidity to increase investments in our main projects despite unfavorable macroeconomic conditions (see "Current economic environment" above). The Group's management believes that it presently has and will continue to have the ability to generate sufficient cash flows (from operating and financing activities) to repay all its current liabilities as they become due and to finance the Group's capital construction programs.

<sup>(2)</sup> Net working capital position represents current assets less current liabilities.

<sup>(3)</sup> Current ratio is calculated as current assets divided by current liabilities.

<sup>(4)</sup> Total capitalization represents total debt, total equity and deferred income tax liability.

<sup>(5)</sup> Net debt to normalized EBITDA from subsidiaries ratio is calculated as Net debt divided by EBITDA from subsidiaries excluding the effects from the disposal of interests in subsidiaries and joint ventures (recognition of a net gain on disposal and subsequent non-cash revaluation of contingent consideration) for the last twelve months.

### Capital expenditures

In both reporting periods, our capital expenditures represent our investments primarily relating to developing our oil and gas assets. The following table shows capital expenditures at our main fields, processing facilities and other assets:

	Three months end	Three months ended 30 June:		
millions of Russian roubles	2020	2019		
Infrastructure for future LNG projects (1)	19,344	7,732		
North-Russkiy block (2)	10,948	11,621		
Obskiy LNG project	6,380	1,115		
Ust-Yamsoveyskiy license area	1,950	131		
Yarudeyskoye field	1,711	1,723		
Ust-Luga Complex	1,543	339		
Geofizicheskoye field	1,442	686		
Beregovoye field	1,234	1,876		
East-Tarkosalinskoye field	1,217	1,902		
West-Yurkharovskoye field	869	1,231		
Yurkharovskoye field	674	883		
Yevo-Yakhinskiy license area	614	-		
Gydanskiy license area	533	1,247		
Nyakhartinskiy license area	491	379		
Shtormovoy license area	383	510		
Administration facilities	1,176	2,096		
Other	3,887	2,410		
Capital expenditures	54,396	35,881		

<sup>(1)</sup> Mainly includes expenditures related to the project for the LNG construction center located in the Murmansk region.

Total capital expenditures on property, plant and equipment in the three months ended 30 June 2020 increased by RR 18,515 million, or 51.6%, to RR 54,396 million from RR 35,881 million.

In both reporting periods, a significant part of our capital expenditures related to the development of our LNG projects, in particular the LNG construction center located in the Murmansk region and the Obskiy LNG.

In addition, we invested in the ongoing development of our producing fields (development activities at the East-Tarkosalinskoye and the Yarudeyskoye fields' crude oil deposits, further development of the North-Russkoye, the Beregovoye, the Yurkharovskoye and the West-Yurkharovskoye fields), the preparation for production commencement at the East-Tazovskoye field and the development of the Ust-Yamsoveyskiy license area. We also increased capital expenditures in exploratory drilling in the second quarter 2020 that was mainly conducted at the Geofizicheskoye and the Kharbeyskoye fields, and the Gydanskiy license area.

In both reporting periods, we continued to invest in the project for construction of a hydrocracker unit at our Ust-Luga Complex, which will allow us to increase the depth of processing of stable gas condensate and output of light oil products.

The "Administration facilities" line in the table above represents our capital expenditures of an administrative nature, of which a significant part related to construction of our new office buildings in Moscow and Novy Urengoy (in the second quarter 2019).

The "Other" line represents our capital expenditures related to other fields and processing facilities of the Group, as well as unallocated capital expenditures as of the reporting date. The allocation of capital expenditures by fields or processing facilities takes place upon the completion of the fixed assets construction stages and depends on the approved fixed assets launch schedule.

<sup>(2)</sup> Includes expenditures related to the North-Russkoye, the East-Tazovskoye, the Dorogovskoye and the Kharbeyskoye fields.

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The following table presents the reconciliation of our capital expenditures and additions to property, plant and equipment per Note "Property, plant and equipment" in the Group's IFRS Consolidated Financial Statements, and cash used for capital expenditures:

	Three months end	Three months ended 30 June:	
millions of Russian roubles	2020	2019	%
Total additions to property, plant and equipment per Note "Property, plant and equipment" in the Group's IFRS Consolidated Financial Statements	54,883	40,172	36.6%
Less: acquisition of mineral licenses	(213)	-	n/a
Less: right-of-use assets (1) additions	(274)	(4,291)	(93.6%)
Capital expenditures	54,396	35,881	51.6%
Add (less): change in accounts payable, capitalized foreign exchange losses and other non-cash adjustments	6,944	(4,678)	n/a
Cash used for capital expenditures (2)	61,340	31,203	96.6%

<sup>(1)</sup> Related mainly to long-term agreements on energy equipment leases in the current reporting period and to long-term agreements on time chartering of marine tankers in the second quarter 2019.

In the current reporting period, we made a final payment in the amount of RR 213 million for the auction won in December 2019 for the usage of the Bukharinskiy license area (an advance payment of RR 2,133 million was made in December 2019).

<sup>(2)</sup> Represents purchases of property, plant and equipment, materials for construction and capitalized interest paid per Consolidated Statement of Cash Flows net of payments for mineral licenses and acquisition of subsidiaries and joint ventures

#### QUANTITATIVE AND QUALITATIVE DISCLOSURES AND MARKET RISKS

We are exposed to market risk from changes in commodity prices, foreign currency exchange rates and interest rates. We are exposed to commodity price risk as our prices for crude oil, stable gas condensate and refined products destined for export sales are linked to international crude oil prices and other benchmark price references. We are exposed to foreign exchange risk to the extent that a portion of our sales, costs, receivables, loans and debt are denominated in currencies other than Russian roubles. We are subject to market risk from changes in interest rates that may affect the cost of our financing. From time to time we may use derivative instruments, such as commodity forward contracts, commodity price swaps, commodity options, foreign exchange forward contracts, foreign currency options, interest rate swaps and forward rate agreements, to manage these market risks, and we may hold or issue derivative or other financial instruments for trading purposes.

#### Foreign currency risk

Our principal exchange rate risk involves changes in the value of the Russian rouble relative to the US dollar and the Euro. As of 30 June 2020, the whole amount of our debt was denominated in foreign currency. Changes in the value of the Russian rouble relative to foreign currencies will impact the value in Russian rouble terms of our foreign currency-denominated costs, debt, receivables at our foreign subsidiaries and loans provided to our joint ventures. We believe that the risks associated with our foreign currency exposure are partially mitigated by the fact that a portion of our total revenues, representing 45.2% in the three months ended 30 June 2020, was denominated in foreign currencies.

In addition, our share of profit (loss) of joint ventures is also exposed to foreign currency exchange rate movements due to the significant amount of foreign currency-denominated borrowings in our joint ventures, mostly in Yamal LNG. We assess that the impact of foreign currency risk relating to the debt portfolio of Yamal LNG is to a large extent mitigated by the fact that all of its products are delivered to international markets and its revenues are denominated in foreign currencies.

As of 30 June 2020, the Russian rouble depreciated by 13.0% and 13.5% against the US dollar and the Euro, respectively, compared to 31 December 2019.

## Commodity risk

Our export prices for natural gas, stable gas condensate and refined products, LPG and crude oil are primarily linked to international natural gas, crude oil and oil products prices and/or a combination thereof. External factors such as geopolitical developments, natural disasters and the actions of the Organization of Petroleum Exporting Countries affect crude oil prices and thus our export prices.

The weather is another factor affecting demand for natural gas. Changes in weather conditions from year to year can influence demand for natural gas and to some extent stable gas condensate and refined products.

From time to time we may employ derivative instruments to mitigate the price risk of our sales activities. In our consolidated financial statements, all derivative instruments are recognized at their fair values. Unrealized gains or losses on derivative instruments are recognized within other operating income (loss), unless the underlying arrangement qualifies as a hedge.

Within our trading activities, the Group purchases and sells natural gas on the European market under long-term contracts based on formulas with reference to benchmark natural gas prices quoted for the North-Western European natural gas hubs, crude oil and oil products prices and/or a combination thereof. Therefore, the Group's financial results from natural gas foreign trading activities are subject to commodity price volatility based on fluctuations or changes in the respective benchmark reference prices.

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### Pipeline access

We transport substantially all of our natural gas within the Russian Federation territory through the Gas Transmission System ("GTS") owned and operated by PAO Gazprom, which is responsible for gathering, transporting, dispatching and delivering substantially all natural gas supplies in the domestic market. Under existing legislation, Gazprom must provide access to the GTS to all independent suppliers on a non-discriminatory basis provided there is capacity available that is not being used by Gazprom. In practice, Gazprom exercises considerable discretion over access to the GTS because it is the sole owner of information relating to capacity. There can be no assurance that Gazprom will continue to provide us with access to the GTS; however, we have not been denied access in prior periods.

#### Ability to reinvest

Our business requires significant ongoing capital expenditures in order to grow our production and meet our strategic plans. An extended period of reduced demand for our hydrocarbons available for sale and the corresponding revenues generated from these sales would limit our ability to maintain an adequate level of capital expenditures, which in turn could limit our ability to increase or maintain current levels of production and deliveries of natural gas, gas condensate, crude oil and other associated products; thereby, adversely affecting our financial and operating results.

#### Forward-looking statements

This report includes forward-looking statements concerning future possible events that can impact operational and financial results of the Group. Forward-looking statements can be identified by words such as "believes", "anticipates", "expects", "estimates", "intends", "plans" and similar expressions. Forward-looking statements are made based on the current situation with definite and indefinite risks and uncertainties. Actual future results could differ materially from those discussed in the forward-looking statements as they are dependent on various factors beyond and under the control of management.

#### Off balance sheet activities

As of 30 June 2020, we did not have any relationships with unconsolidated entities or financial partnerships, such as entities often referred to as structured finance or special purpose entities, which are typically established for the purpose of facilitating off-balance sheet arrangements.

# Management's Discussion and Analysis of Financial Condition and Results of Operations for the three months ended 30 June 2020

#### TERMS AND ABBREVIATIONS

**APR** Asian-Pacific Region

**bbl** barrel

bcmbillion cubic metersboebarrels of oil equivalentbtuBritish thermal unit

**CBR** Central Bank of Russian Federation

**CFR** "Cost and freight"

CIF "Cost, insurance and freight"

DAP "Delivery at point of destination"

DDA depreciation, depletion and amortization

DES "Delivery to the port of destination ex-ship"

**FCA** "Free carrier"

FEED Front-End Engineering Design
FID Final Investment Decision

**FOB** "Free on board"

Forecast of the Ministry of Economic

Economic

Russian Federation or the similar document prepared for another period

**Development** 

GTS Gas Transmission System part of the UGSS
IFRS International Financial Reporting Standards
List the OFAC's Sectoral Sanctions Identification List

LNG liquefied natural gas
LPG liquefied petroleum gas
mcm thousand cubic meters
MET mineral extraction tax

Murmansk yard LNG construction center located in the Murmansk region

NBP National Balancing Point
NGL natural gas liquids

**OFAC** U.S. Treasury Department's Office of Foreign Assets Control

**PRMS** Petroleum Resources Management System

Purovsky Plant Purovsky Gas Condensate Plant

**Regulator** A federal executive agency of the Russian Federation that carries out governmental

regulation of prices and tariffs for products and services of natural monopolies in energy, utilities and transportation. Effective July 2015, Federal Anti-Monopoly

Service fulfills the Regulator's role.

**RR** Russian rouble(s)

**RZD** OAO Russian Railways, Russia's state-owned monopoly railway operator

SEC Securities and Exchange Commission

Tobolsk Refining Refining facilities of OOO SIBUR Tobolsk

**Facilities** 

**TTF** Title Transfer Facility

**UGSF** Underground Gas Storage Facilities

UGSS Unified Gas Supply System owned and operated by PAO Gazprom

**UPT** unified natural resources production tax

USD, US dollar United States Dollar

**Ust-Luga Complex** Gas Condensate Fractionation and Transshipment Complex located at the port of Ust-

Luga on the Baltic Sea

VAT value added tax

YNAO Yamal-Nenets Autonomous Region