STATEMENT.

FORM S-8 (FILE NO. 333-190918) OF QIWI PLC AND IN THE OUTSTANDING PROSPECTUS CONTAINED IN SUCH REGISTRATION

EXHIBIT 99.1 TO THIS REPORT ON FORM 6-K IS INCORPORATED BY REFERENCE IN THE REGISTRATION STATEMENT ON

If ‘‘Yes’’ is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b):

Yes  No 

the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to

Form 20-F  Form 40-F 

Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.

(Address of principal executive offices)

1087 Nicosia Cyprus

Kennedy Business Centre, 2nd Floor, Office 203

12-14 Kennedy Ave.

QIWI plc

For November 19, 2013

OF THE SECURITIES EXCHANGE ACT OF 1934

PURSUANT TO RULE 13A-16 OR 15D-16

REPORT OF A FOREIGN ISSUER

FORM 6-K

Washington, D.C. 20549

SECURITIES AND EXCHANGE COMMISSION

99.1

“QIWI Announces Third Quarter 2013 Results” press release dated November 19, 2013

Exhibits

Chief Financial Officer

Alexander Karavaev

Date: November 19, 2013

By:

/s/ Alexander Karavaev

QIWI PLC (Registrant)

the undersigned, thereunto duly authorized.

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by

SIGNATURES

volume in active kiosks and terminals.

RUB 739 million for the same period in the prior year. QIWI Distribution net revenue growth was primarily driven by an increase in payment

QIWI Distribution net revenue for the quarter ended September 30, 2013 was RUB 835 million ($25.8 million), an increase of 13% compared to

accounts increased 42% compared to the same period in the prior year.

compared to RUB 1,086 million for the third quarter of 2012. Adjusted Net Revenue excluding revenue from fees for inactive Visa QIWI Wallet

Revenues: Adjusted Net Revenue for the quarter ended September 30, 2013 was RUB 1,622 million ($50.2 million), an increase of 49%

Third Quarter 2013 Results

customers.” “We remain excited by the many opportunities ahead for QIWI and will continue to invest for long-term growth.”

result of the continued successful execution of our growth strategy, and the value of our differentiated payments network and solutions to our

“We are pleased to report another strong quarter,” said Sergey Solonin, QIWI’s chief executive officer. “Our third quarter performance is the

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QIWI Distribution payment volume increased by 12% to RUB 133.3 billion ($4.1 billion) from RUB 118.7 billion in the prior year period.

•

Visa QIWI Wallet payment volume increased by 63% to RUB 64.1 billion ($2.0 billion) from RUB 39.4 billion in the prior year period.

•

Visa QIWI Wallet active accounts increased by 53% to 15.0 million from 9.8 million in the prior year period.

share in the prior year period.

•

Adjusted Net Profit increased by 56% to RUB 605 million ($18.7 million), or RUB 11.63 per share from RUB 389 million or RUB 7.48 per

•

Adjusted EBITDA increased by 46% to RUB 793 million ($24.5 million) from RUB 542 million in the prior year period.

•

Adjusted Net Revenue increased by 49% to RUB 1,622 million ($50.2 million) from RUB 1,086 million in the prior year period.

Third Quarter 2013 Operating and Financial Highlights

2013.

MOSCOW, RUSSIA – November 19, 2013 – QIWI plc, (NASDAQ: QIWI) today announced results for the third quarter ended September 30,

Board of Directors Approves Dividend of 32 cents per share

QIWI Raises 2013 Guidance

Adjusted Net Profit Increases 56% to RUB 605 Million, or RUB 11.63 per share

Adjusted Net Revenue Increases 49% to RUB 1,622 Million

QIWI ANNOUNCES THIRD QUARTER 2013 RESULTS

Exhibit 99.1

for inactive accounts will not affect Visa QIWI Wallet net revenue yield to such a significant extent going forward.

representing an increase of 25 bps compared to 0.73% in the same period in the prior year. QIWI expects that the revenue derived from charges

quarter of 2013. Visa QIWI Wallet net revenue yield, excluding revenue from fees for inactive accounts, was 0.98% in the third quarter of 2013

as e-commerce, and higher revenue from fees for inactive accounts which contributed an additional 21 bps to net revenue yield in the third

QIWI Wallet net revenue yield was primarily driven by increased payment volumes associated with higher revenue generating transactions such

net revenue yield was 1.19%, representing an increase of 36 bps compared to 0.83% in the same period in the prior year. The increase in Visa

Wallet was RUB 4,280 ($132), an increase of 6% compared to RUB 4,023 ($124) in the same period in the prior year. Average Visa QIWI Wallet

months basis), an increase of 53% compared to approximately 9.8 million in the same period in the prior year. Average volume per Visa QIWI

increase in the number of active accounts. The number of active Visa QIWI Wallet accounts was approximately 15.0 million (on a rolling 12

compared to RUB 39.4 billion in the same period in the prior year. The increase in Visa QIWI Wallet payment volume resulted primarily from an

For the quarter ended September 30, 2013, Visa QIWI Wallet payment volume was RUB 64.1 billion ($2.0 billion), an increase of 63% as

Distribution net revenue yield was 0.63% compared to 0.62% in the same period in the prior year.

primarily driven by an increase in Visa QIWI Wallet users reloading their wallets through the QIWI Distribution network. Average QIWI

increase of 12% compared to RUB 118.7 billion for the same period in the prior year. The increase in payment volume in QIWI Distribution was

Other Operating Data: For the quarter ended September 30, 2013, QIWI Distribution payment volume was RUB 133.3 billion ($4.1 billion), an

compared to the same period in the prior year.

impacting Adjusted EBITDA. Adjusted Net Profit excluding the effect of revenue derived from inactive accounts (net of tax) increased 39%

compared to RUB 389 million in the same period in the prior year. The increase in Adjusted Net Profit was primarily driven by the same factors

Adjusted Net Profit: For the quarter ended September 30, 2013, Adjusted net profit was RUB 605 million ($18.7 million), an increase of 56%

bps. These additional overhead expenses are non-recurring and will not affect the profitability of our operations in the future.

ended September 30, 2013 related to the move to a new office building, which decreased the adjusted EBITDA margin by approximately 330

margin excluding the effect of revenue derived from inactive accounts primarily resulted from the additional overhead expenses in the quarter

revenue derived from inactive accounts, was 44.3% compared to 48.1% in the same period in the prior year. The decline in adjusted EBITDA

accounts was RUB 659 million, an increase of 31% as compared to the same period in 2012. Adjusted EBITDA margin, excluding the effect of

Revenue) was 48.9% compared to 49.9 % in the same period in 2012 Adjusted EBITDA excluding the effect of revenue derived from inactive

mainly driven by our move to a new office building. Adjusted EBITDA margin (Adjusted EBITDA as a percentage of total Adjusted Net

and continued operating leverage in the business, partially offset by additional overhead expenses in the quarter ended September 30, 2013

compared to RUB 542 million in the same period in the prior year. The increase in Adjusted EBITDA was primarily driven by revenue growth

Adjusted EBITDA: For the quarter ended September 30, 2013, Adjusted EBITDA was RUB 793 million ($24.5 million), an increase of 46%

fees for inactive accounts, increased 120% compared to the same period in the prior year.

corresponding amount in the third quarter of 2012 was RUB 38.5 million ($1.2 million). Visa QIWI Wallet net revenue, excluding revenue from

amounted to RUB 134 million ($4.2 million) and constituted approximately 18% of Visa QIWI Wallet net revenue in the quarter. The

accounts and payments volumes; (ii) an increase in net revenue yield; and (iii) an increase in revenue from fees for inactive accounts, which

RUB 326 million for the same period in the prior year. Visa QIWI Wallet net revenue growth was primarily driven by: (i) an increase in active

Visa QIWI Wallet net revenue for the quarter ended September 30, 2013 was RUB 764 million ($23.6 million), an increase of 134% compared to

section or directly at http://investor.qiwi.com/.

Tuesday, November 26, 2013. The call will be webcast live from QIWI’s website at https://www.qiwi.ru under the Corporate Investor Relations

by dialing +1 (877) 870-5176 or +1 (858) 384-5517 for international callers; the pin number is 13572697. The replay will be available until

(877) 407-3982 or for international callers by dialing +1 (201) 493-6780. A replay will be available today at 11:30 a.m. EDT and can be accessed

chief executive officer, and Alexander Karavaev, chief financial officer. The conference call can be accessed live over the phone by dialing +1

QIWI will host a conference call to discuss third quarter 2013 financial results today at 8:30 a.m. EDT. Hosting the call will be Sergey Solonin,

Earnings Conference Call and Audio Webcast

This guidance reflects QIWI’s current and preliminary view, which is subject to change.

•

Adjusted Net Profit is expected to increase by 50% to 55% over 2012, above the previous guidance of 35% to 40%.

•

Adjusted Net Revenue is expected to increase by 42% to 45% over 2012, above the previous guidance of 27% to 30%.

2013 Guidance

similar undertaking by QIWI that dividends shall be declared as set out herein.

on the precise circumstances that prevail at the time, and shareholders and/or potential investors should not treat this statement as an obligation or

which a decision will be taken by the Board of Directors of QIWI and/or the general meeting of its shareholders, as the case may be, depending

This statement is a general declaration of intention and the actual declaration of dividends will require corporate action at the relevant time on

activities and capital expenditures. The Board of Directors reserves the right to distribute the dividend on a quarterly basis as it deems necessary.

year less an amount management deems necessary for near term corporate action or other business needs including but not limited to M&A

QIWI intends to distribute all excess cash to its shareholders in the form of annual dividend. Excess cash is defined as adjusted net profit for a

Dividend policy: QIWI announced today that its Board of Directors approved the following declaration of intent with respect to future dividends:

2013. The holders of ADSs will receive the dividend shortly thereafter.

$16,678,014.08 or 32 cents per share. The dividend record date is November 29, 2013, and QIWI intends to pay the dividend on December 3,

Dividend: QIWI announces that following the determination of third quarter 2013 financial results its Board of Directors approved a dividend of

Recent Developments

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Head of Investor Relations

Yakov Barinskiy

Contact

looking statements unless QIWI is required to do so by law.

revisions to any forward-looking statements, to report events or to report the occurrence of unanticipated events that may affect such forward-

F-1 and in reports QIWI files with the U.S. Securities and Exchange Commission. QIWI undertakes no obligation to release publicly any

QIWI’s ability to expand geographically and other risks identified under the Caption “Risk Factors” in QIWI’s Registration Statement on Form

to, competition, a decline in average net revenue yield, fees levied on QIWI’s consumers, regulation, QIWI’s ability to grow Visa QIWI Wallet,

that could cause actual future results and other future events to differ materially from those estimated by management include, but are not limited

materially different from future results, performance or achievements expressed or implied by such forward-looking statements. Various factors

known and unknown risks, uncertainties, and other factors that may cause the actual results, performance or achievements of QIWI plc. to be

the growth of Visa QIWI Wallet, payment volume growth, and growth in QIWI’s distribution network. Such forward-looking statements involve

Reform Act of 1995, including, without limitation, statements regarding expected revenue, net profits and net revenue yield, dividend payments,

This press release includes “forward-looking statements” within the meaning of, and subject to the protection of, the Private Securities Litigation

Forward-Looking Statements

and services across physical or online environments interchangeably.

network at least once a month. QIWI’s consumers can use cash, stored value and other electronic payment methods to order and pay for goods

terminals, and enabled merchants to accept over RUB 47 billion cash and electronic payments monthly from over 60 million consumers using its

payment services across physical, online and mobile channels. It has deployed approximately 15 million virtual wallets, over 167,000 kiosks and

QIWI is a leading provider of next generation payment services in Russia and the CIS. It has an integrated proprietary network that enables

About QIWI plc.

Central Bank of the Russian Federation as of September 30, 2013.

(1)

Calculated using a ruble to U.S. dollar exchange rate of RUB 32.3451 to U.S.$ 1.00, which was the official exchange rate quoted by the

Total equity and liabilities

18,708,774

13,158,546

406,819

Total current liabilities

16,083,499

10,340,406

319,691

Other current liabilities

303

189

6

Deferred revenue

30,048

24,912

770

VAT and other taxes payable

138,742

130,663

4,040

Income tax payable

9,558

44,362

1,372

Amounts due to customers and amounts due to banks

944,549

824,110

25,479

Trade and other payables

14,934,194

9,262,675

286,371

Short-term borrowings

26,105

53,495

1,654

Current liabilities

Total non-current liabilities

126,432

163,680

5,060

Long-term accounts payable

—

31,902

986

Deferred tax liabilities

44,065

53,410

1,651

Long-term deferred revenue

43,605

37,650

1,164

Long-term borrowings

38,762

40,718

1,259

Non-current liabilities

Total equity

2,498,843

2,654,460

82,067

Non-controlling interest

(49,311)

(83,406)

(2,579)

Total equity attributable to equity holders of the parent

2,548,154

2,737,866

84,646

Translation reserve

705

(4,525)

(140)

Retained earnings

569,317

613,302

18,961

Other reserve

101,124

224,379

6,937

Additional paid-in capital

1,876,104

1,903,804

58,859

Share capital

904

906

28

Equity attributable to equity holders of the parent

Equity and liabilities

Total assets

18,708,774

13,158,546

406,819

Total current assets

15,606,716

9,870,385

305,160

Other current assets

93,334

136,623

4,224

Cash and cash equivalents

9,943,160

5,810,393

179,638

VAT and other taxes receivable

19,511

26,980

834

Prepaid income tax

37,835

43,634

1,349

Short-term debt instruments

1,751,119

1,721,136

53,212

Short-term loans

324,086

198,971

6,152

Trade and other receivables

3,437,671

1,932,648

59,751

Current assets

Total non-current assets

3,102,058

3,288,161

101,659

Other non-current assets

16,377

36,277

1,122

Deferred tax assets

101,805

183,944

5,687

Investments in associates

100,436

—

—

Long-term loans

185,384

89,620

2,771

Long-term debt instruments

616,473

765,607

23,670

Goodwill and other intangible assets

1,975,930

1,947,447

60,209

Property and equipment

105,653

265,266

8,201

Non-current assets

Assets

RUB

RUB

USD(1)

2012 (audited)

2013 (unaudited)

2013 (unaudited)

As of December 31,

As of September 30,

As of September 30,

(in thousands, except per share data)

Interim Condensed Consolidated Statement of Financial Position

QIWI plc.

Central Bank of the Russian Federation as of September 30, 2013.

(1)

Calculated using a ruble to U.S. dollar exchange rate of RUB 32.3451 to U.S.$ 1.00, which was the official exchange rate quoted by the

parent

6.94

10.27

0.32

Diluted, profit from continuing operations attributable to ordinary equity holders of the

Diluted, profit attributable to ordinary equity holders of the parent

8.04

10.27

0.32

Basic, profit from continuing operations attributable to ordinary equity holders of the parent

6.95

10.43

0.32

Basic, profit attributable to ordinary equity holders of the parent

8.04

10.43

0.32

Earnings per share:

Non-controlling interests

(16,003)

(9,124)

(282)

Equity holders of the parent

418,463

539,045

16,665

attributable to:

Total comprehensive income, net of tax

402,460

529,921

16,383

Exchange differences on translation of foreign operations

828

(3,370)

(104)

Other comprehensive income

Non-controlling interests

(16,506)

(9,480)

(293)

Equity holders of the parent

418,138

542,771

16,781

Attributable to:

Net profit

401,632

533,291

16,488

Loss from discontinued operations

45,520

—

—

Discontinued operations

Net profit from continuing operations

356,112

533,291

16,488

Income tax expense

(107,764)

(149,533)

(4,623)

Profit before tax from continuing operations

463,876

682,824

21,111

Interest expense

(2,057)

(7,518)

(232)

Interest income

8,951

4,840

150

Share of loss of associates

(14,140)

—

—

Foreign exchange gain / (loss), net

(15,070)

(2,831)

(88)

Change in fair value of derivative financial assets

—

—

—

Other expenses

(1,474)

(11,870)

(367)

Other income

1,004

2,774

86

Impairment of investment in associates

—

—

—

Loss from disposal of subsidiaries

(1,027)

—

—

Profit from operations

487,689

697,429

21,562

Goodwill impairment

—

5,477

169

Depreciation and amortization

24,205

28,109

869

Selling, general and administrative expenses

413,052

684,349

21,158

Cost of revenue (exclusive of depreciation and amortization)

1,367,688

1,559,879

48,226

Operating costs and expenses:

Revenue

2,292,634

2,975,243

91,985

RUB

RUB

USD(1)

2012

2013

2013

September 30,

September 30,

September 30,

Three months ended (unaudited)

(in thousands, except per share data)

Interim Condensed Consolidated Statement of Comprehensive Income

QIWI plc.

Central Bank of the Russian Federation as of September 30, 2013.

(1)

Calculated using a ruble to U.S. dollar exchange rate of RUB 32.3451 to U.S.$ 1.00, which was the official exchange rate quoted by the

epuity holders of the parent

15.42

26.19

0.81

Diluted, profit from continuing operations attributable to ordinary

Diluted, profit attributable to ordinary epuity holders of the parent

12.20

26.19

0.81

epuity holders of the parent

15.42

26.30

0.81

Basic, profit from continuing operations attributable to ordinary

Basic, profit attributable to ordinary epuity holders of the parent

12.20

26.30

0.81

Earnings per share:

Non-controlling interests

(90,467)

(31,987)

(989)

Equity holders of the parent

635,004

1,362,953

42,138

attributable to:

Total comprehensive income, net of tax

544,537

1,330,966

41,149

Exchange differences on translation of foreign operations

1,140

(9,380)

(290)

Other comprehensive income

Non-controlling interests

(90,813)

(27,837)

(861)

Equity holders of the parent

634,210

1,368,183

42,300

Attributable to:

Net profit

543,397

1,340,346

41,439

Loss from discontinued operations

(240,363)

—

—

Discontinued operations

Net profit from continuing operations

783,760

1,340,346

41,439

Income tax expense

(279,382)

(465,096)

(14,379)

Profit before tax from continuing operations

1,063,142

1,805,442

55,818

Interest expense

(4,119)

(19,379)

(599)

Interest income

22,040

13,374

413

Share of loss of associates

(21,636)

(78,896)

(2,439)

Foreign exchange gain / (loss), net

(8,490)

4,002

124

Change in fair value of derivative financial assets

(328)

—

—

Other expenses

(28,762)

(17,791)

(550)

Other income

4,568

16,697

516

Impairment of investment in associates

—

(21,540)

(666)

Loss from disposal of subsidiaries

(1,027)

—

—

Profit from operations

1,100,896

1,908,975

59,019

Goodwill impairment

—

5,477

169

Depreciation and amortization

97,477

81,054

2,506

Selling, general and administrative expenses

1,179,395

1,828,545

56,533

Cost of revenue (exclusive of depreciation and amortization)

3,941,441

4,563,350

141,084

Operating costs and expenses:

Revenue

6,319,209

8,387,401

259,311

RUB

RUB

USD(1)

September 30, 2012

September 30, 2013

September 30, 2013

Nine months ended (unaudited)

(in thousands, except per share data)

Interim Condensed Consolidated Statement of Comprehensive Income

QIWI plc.

Central Bank of the Russian Federation as of September 30, 2013.

(1)

Calculated using a ruble to U.S. dollar exchange rate of RUB 32.3451 to U.S.$ 1.00, which was the official exchange rate quoted by the

Cash and cash equivalents at the end

4,130,785

5,810,393

179,638

Cash and cash equivalents at the beginning

8,810,441

9,943,160

307,409

Net decrease in cash and cash equivalents

(4,679,656)

(4,132,767)

(127,771)

Effect of exchange rate changes on cash and cash equivalents

3,188

(7,258)

(224)

Net cash flow used in financing activities

(638,344)

(1,304,581)

(40,333)

Distribution of underwriters’ commission

—

(67,643)

(2,091)

Underwriters’ commission

—

72,835

2,252

Dividends paid to non-controlling shareholders

(910)

(2,098)

(65)

Dividends paid to owners of the Group

(612,917)

(1,327,836)

(41,052)

Contributions to subsidiaries from non-controlling shareholders

9,654

—

—

Repayment of overdraft facilities, net

(47,118)

—

—

Repayment of borrowings

(3,952)

(265)

(8)

Repayment of promissory notes issued

(16,297)

—

—

Proceeds from borrowings

33,196

20,426

632

Cash flows used in/from financing activities

Net cash flow used in investing activities

(1,054,034)

(392,692)

(12,141)

Net cash (outflow) on disposal of subsidiaries

(44,441)

—

—

Contribution to investments to associates

(92,916)

—

—

Proceeds from settlement of debt instruments

289,501

1,654,016

51,137

Purchase of debt instruments

(1,155,417)

(1,901,004)

(58,773)

Repayment of loans issued

20,322

9,421

291

Loans issued

(16,573)

(20,859)

(645)

Purchase of intangible assets

(31,295)

(13,400)

(414)

Proceeds from sale of property and equipment

3,962

1,684

52

Purchase of property and equipment

(27,177)

(122,550)

(3,789)

Cash flows used in investing activities

Net cash flow used in operating activities

(2,990,466)

(2,428,236)

(75,073)

Income tax paid

(234,305)

(508,885)

(15,733)

Interest paid

(4,043)

(16,368)

(506)

Interest received

123,293

408,945

12,643

Cash used in operations

(2,875,411)

(2,311,928)

(71,477)

Loans (issued) / settled from banking operations

(315,838)

200,750

6,207

Decrease in accounts payable and accruals

(3,074,865)

(5,743,157)

(177,559)

Decrease in amounts due to customers and amounts due to banks

(781,335)

(120,439)

(3,724)

Increase in other assets

(9,759)

(64,551)

(1,996)

Decrease in trade and other receivables

226,208

1,324,662

40,954

Operating profit before changes in working capital

1,080,178

2,090,807

64,641

Other

8,011

1,364

42

Share-based payments

—

145,763

4,507

interest and accounted for as a liability

24,298

—

—

Share of profit for the period attributable to non-controlling

Gain from disposal of subsidiaries

(45,519)

—

Share of loss of associates

25,392

78,896

2,439

Bad debt expense, net

110,264

211,407

6,536

Interest income, net

(157,030)

(268,207)

(8,292)

Foreign exchange loss (gain), net

11,941

4,002

124

Loss recognized on the remeasurement to fair value

167,333

—

—

Impairment of Goodwill

—

5,477

169

Impairment of associates

—

21,540

666

Loss on disposal of property and equipment

354

4,069

126

Depreciation and amortization

105,527

81,054

2,506

generated from operating activities

Adjustments to reconcile profit before income tax to net cash flows

Profit before tax

829,607

1,805,442

55,818

Loss before tax from discontinued operations

(233,535)

—

—

Profit before tax from continuing operations

1,063,142

1,805,442

55,818

Cash flows from operating activities

RUB

RUB

USD(1)

September 30, 2012

September 30, 2013

September 30, 2013

Nine months ended (unaudited)

(in thousands, except per share data)

Interim Condensed Consolidated Cash Flow Statement

QIWI plc.

case of Adjusted EBITDA and Adjusted Net Profit, see Reconciliation of IFRS to Non-IFRS Operating Results in this earnings release.

the most directly comparable IFRS financial performance measure, which is revenue in the case of Adjusted Net Revenue, and net profit in the

and Adjusted Net Profit per share, including a quantitative reconciliation of Adjusted Net Revenue, Adjusted EBITDA and Adjusted Net Profit to

financial measure. For more information regarding Adjusted Net Revenue, Adjusted EBITDA, Adjusted EBITDA margin, Adjusted Net Profit,

presented by other companies. QIWI encourages investors and others to review our financial information in its entirety and not rely on a single

determined in accordance with IFRS, they are susceptible to varying calculations and may not be comparable to other similarly titled measures

case of Adjusted Net Profit per share, each prepared in accordance with IFRS. Furthermore, because these non-IFRS financial measures are not

revenue, in the case of Adjusted Net Revenue, net profit, in the case of Adjusted EBITDA and Adjusted Net Profit, or earnings per share, in the

share, which are non-IFRS financial measures. You should not consider these non-IFRS financial measures as substitutes for or superior to

This release presents Adjusted Net Revenue, Adjusted EBITDA, Adjusted EBITDA margin, Adjusted Net Profit, and Adjusted Net Profit per

Non-IFRS Financial Measures

Central Bank of the Russian Federation as of September 30, 2013.

(1)

Calculated using a ruble to U.S. dollar exchange rate of RUB 32.3451 to U.S.$ 1.00, which was the official exchange rate quoted by the

Diluted

52,000

52,864

52,864

Basic

52,000

52,044

52,044

Shares used in computing Adjusted Net Profit per share

Diluted

7.48

11.45

0.35

Basic

7.48

11.63

0.36

Adjusted Net Profit per share:

Adjusted Net Profit

388,964

605,240

18,712

Effect of deferred taxation of the above items

(1,701)

(1,057)

(33)

Share-based payments expenses

—

29,722

919

Offering expenses

26, 047

32,418

1,002

Amortization of fair value adjustments

4,471

5,389

167

Corporate costs allocated to discontinued operations

4,035

—

—

Goodwill impairment

—

5,477

169

Loss from discontinued operations

(45,520)

—

—

Net profit

401,632

533,291

16,488

Adjusted EBITDA margin

49.9%

48.9%

48.9%

Adjusted EBITDA

541,976

793,155

24,522

Goodwill impairment

—

5,477

169

Loss from discontinued operations

(45,520)

—

—

Share-based payments expenses

—

29,722

919

Offering expenses

26,047

32,418

1,002

Corporate costs allocated to discontinued operations

4,035

—

—

Income tax expenses

107,764

149,533

4,623

Interest expenses

2,057

7,518

232

Interest income

(8,951)

(4,840)

(150)

Impairment of investment in associates

—

—

—

Loss from disposal of subsidiaries

1,027

—

—

Share of loss of associates

14,140

—

—

Foreign exchange (loss) gain, net

15,070

2,831

88

Change in fair value of derivative financial assets

—

—

—

Other expenses

1,474

11,870

367

Other income

(1,004)

(2,774)

(86)

Depreciation and amortization

24,205

28,109

869

Plus:

Net Profit

401,632

533,291

16,488

Total Adjusted Net Revenue

1,085,811

1,622,379

50,159

Other

20,933

22,477

695

Visa Qiwi Wallet

326,092

764,469

23,635

Qiwi Distribution

738,786

835,433

25,829

Segment Adjusted Net Revenue

—

—

Adjusted Net Revenue

1,085,811

1,622,379

50,159

Plus: Compensation to employees and related taxes

160, 865

207,015

6,400

amortization)

1,367,688

1,559,879

48,226

Minus: Cost of revenue (exclusive of depreciation and

Revenue

2,292,634

2,975,243

91,985

RUB

RUB

USD(1)

September 30, 2012

September 30, 2013

September 30, 2013

Three months ended

(in thousands, except per share data)

Reconciliation of IFRS to Non-IFRS Operating Results

QIWI plc.

Central Bank of the Russian Federation as of September 30, 2013.

(1)

Calculated using a ruble to U.S. dollar exchange rate of RUB 32.3451 to U.S.$ 1.00, which was the official exchange rate quoted by the

Diluted

52,000

52,241

52,241

Basic

52,000

52,015

52,015

Shares used in computing Adjusted Net Profit per share

Diluted

16.95

30.77

0.95

Basic

16.95

30.90

0.96

Adjusted Net Profit per share:

Adjusted Net Profit

881,587

1,607,437

49,697

Effect of deferred taxation of the above items

(17,945)

(3,242)

(100)

Share-based payments expenses

—

145,763

4,507

Offering expenses

26,047

102,777

3,178

Amortization of fair value adjustments

28,451

16,316

504

Corporate costs allocated to discontinued operations

61,274

—

—

Goodwill impairment

—

5,477

169

Loss from discontinued operations

240,363

—

—

Net profit

543,397

1,340,346

41,439

Adjusted EBITDA margin

44.2%

50.2%

50.2%

Adjusted EBITDA

1,285,694

2,244,046

69,378

Goodwill impairment

—

5,477

169

Loss from discontinued operations

240,363

—

—

Share-based payments expenses

—

145,763

4,507

Offering expenses

26,047

102,777

3,178

Corporate costs allocated to discontinued operations

61,274

—

—

Income tax expenses

279,382

465,096

14,379

Interest expenses

4,119

19,379

599

Interest income

(22,040)

(13,374)

(413)

Impairment of investment in associates

—

21,540

666

Loss from disposal of subsidiaries

1,027

—

—

Share of loss of associates

21,636

78,896

2,439

Foreign exchange (loss) gain, net

8,490

(4,002)

(124)

Change in fair value of derivative financial assets

328

—

—

Other expenses

28,762

17,791

550

Other income

(4,568)

(16,697)

(516)

Depreciation and amortization

97,477

81,054

2,506

Plus:

Net Profit

543,397

1,340,346

41,439

Total Adjusted Net Revenue

2,907,938

4,467,284

138,114

Other

80,249

67,367

2,083

Visa Qiwi Wallet

828,001

2,024,684

62,597

Qiwi Distribution

1,999,688

2,375,233

73,434

Segment Adjusted Net Revenue

Adjusted Net Revenue

2,907,938

4,467,284

138,114

Plus: Compensation to employees and related taxes

530,170

643,233

19,887

amortization)

3,941,441

4,563,350

141,084

Minus: Cost of revenue (exclusive of depreciation and

Revenue

6,319,209

8,387,401

259,311

RUB

RUB

USD(1)

September 30, 2012

September 30, 2013

September 30, 2013

Nine months ended

(in thousands, except per share data)

Reconciliation of IFRS to Non-IFRS Operating Results

QIWI plc.

exchange rate quoted by the Central Bank of the Russian Federation as of September 30, 2013.

In this release, Russian ruble (RUB) amounts have been translated into U.S. dollars at a rate of RUB 32.3451 to U.S.$1.00, which was the official

Central Bank of the Russian Federation as of September 30, 2013.

(1)

Calculated using a ruble to U.S. dollar exchange rate of RUB 32.3451 to U.S.$ 1.00, which was the official exchange rate quoted by the

Average net revenue yield

0.83%

1.19%

1.19%

Average volume per Qiwi Wallet account (per quarter)

4,023

4,280

132

Payment volume (billions)

39.4

64.1

2.0

(millions)

9.8

15.0

15.0

Active Qiwi Wallet accounts (number at period end),

Visa Qiwi Wallet

Average net revenue yield

0.62%

0.63%

0.63%

Payment volume (billions)

118.7

133.3

4.1

Active kiosks and terminals (units)

168,450

167,112

167,112

Qiwi Distribution

RUB

RUB

USD(1)

September 30, 2012

September 30, 2013

September 30, 2013

Quarters Ended

Other Operating Data

QIWI plc.