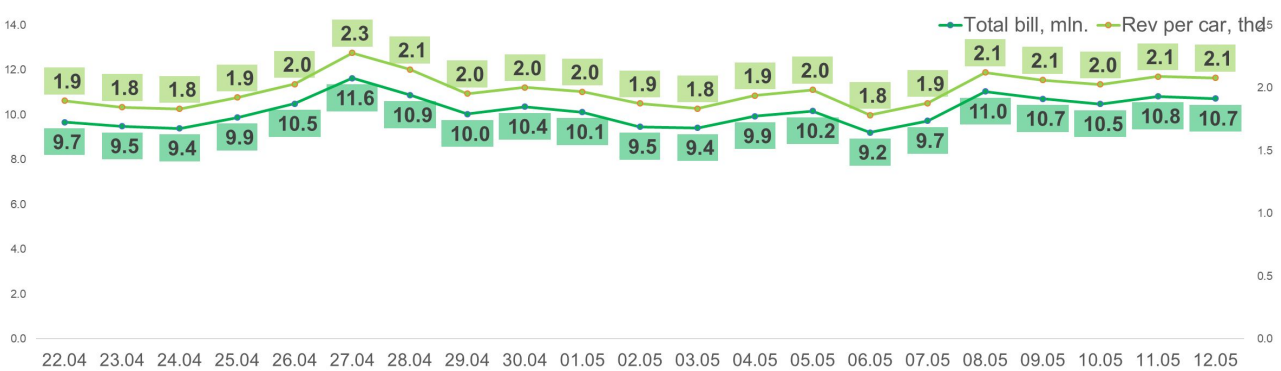
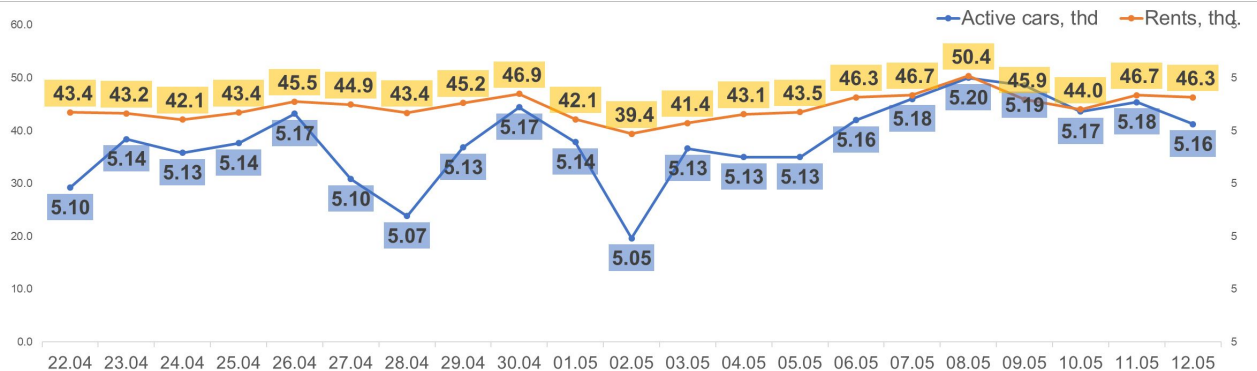


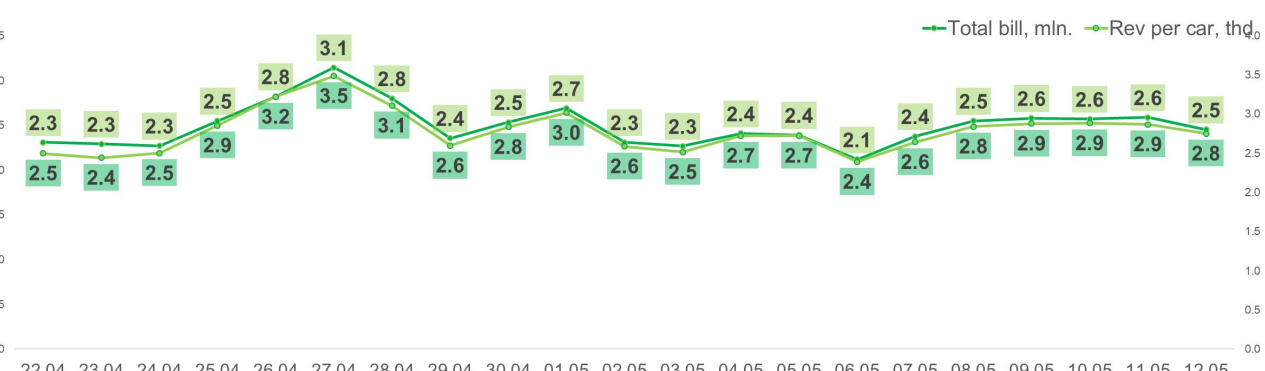
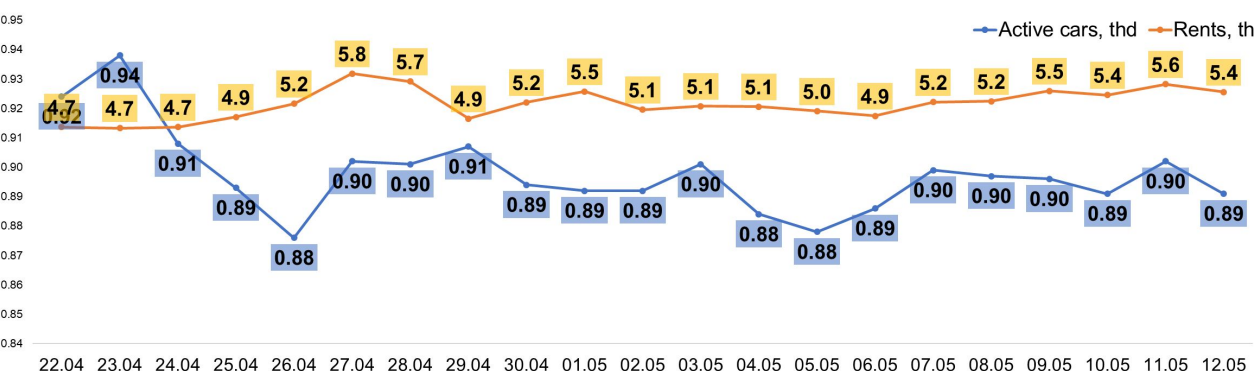
KPIs: Delimobil

	15/04-21/04	22/04-28/04	29/04-05/05	06/05-12/05
Rents, thd.	307.8 3%	306.0 -1%	301.7 -1%	326.3 8%
Total bill, mln.	73.2 4%	71.4 -2%	69.5 -3%	72.7 5%
Rev per car, thd	2.1 3%	2.0 -3%	1.9 -3%	2.0 4%



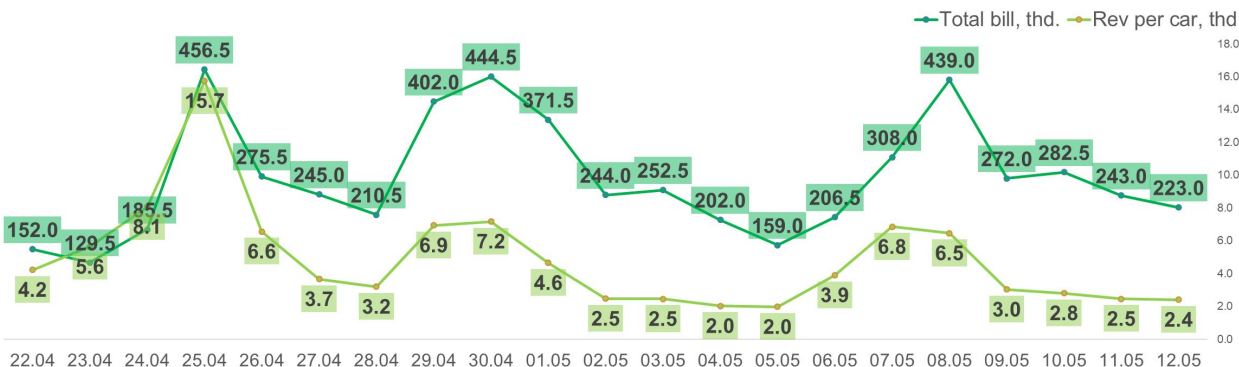
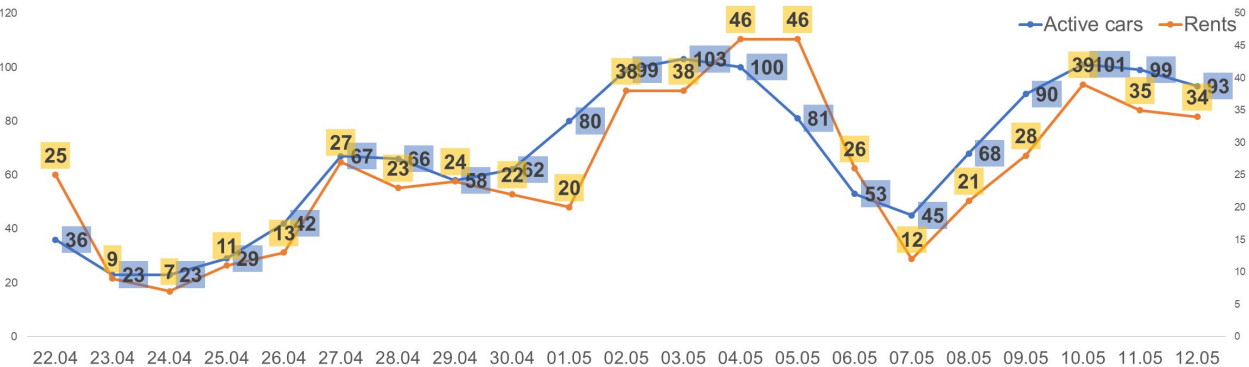
KPIs: Anytime

	15/04-21/04	22/04-28/04	29/04-05/05	06/05-12/05
Rents, thd.	36.8 -6%	37.1 1%	35.7 -4%	35.9 1%
Total bill, mln.	18.1 -5%	18.1 0%	18.2 1%	17.0 -7%
Rev per car, thd	2.7 -4%	2.7 -1%	2.9 8%	2.7 -6%



KPIs: Prime

	15/04-21/04	22/04-28/04	29/04-05/05	06/05-12/05
Rents	127 11%	115 -9%	234 103%	195 -17%
Total bill, mln.	1.0 -4%	1.7 60%	2.1 25%	2.0 -5%
Rev per car, thd	11.9 -13%	16.4 38%	16.6 1%	16.7 1%



Delimobil & Anytime соотношение установок, регистраций, активаций и FTR

Delimobil	22/04-28/04	29/04-05/05	06/05-12/05	Δ	
Installs	47.9	48.4	55.5	7.1	66 %
Install -> reg	61%	62%	66%	3%	
Registrations	29.4	30.2	36.5	6.3	44 %
Reg -> activated	30%	71%	44%	-27%	
Activated	8.8	21.4	16.1	-5.3	67 %
Activated -> FTR	80%	48%	67%	19%	
FTR	7.0	10.2	10.7	0.6	

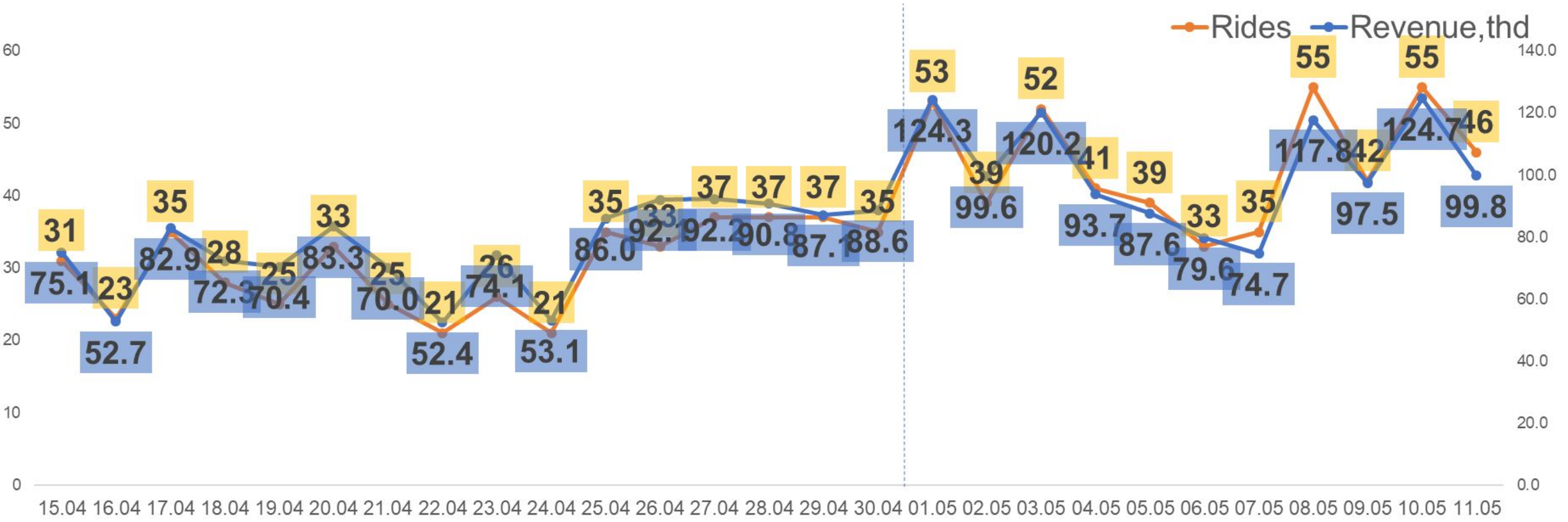
19 %

Anytime	22/04-28/04	29/04-05/05	06/05-12/05	Δ	
Installs	5.7	5.4	5.7	0.3	71 %
Install -> reg	75%	81%	71%	-10%	
Registrations	4.3	4.4	4.1	-0.3	68 %
Reg -> activated	63%	66%	68%	2%	
Activated	2.7	2.9	2.8	-0.1	61 %
Activated -> FTR	59%	61%	61%	0%	
FTR	1.6	1.8	1.7	-0.1	

30 %

29.04.2019

Изменение суточного тарифа в регионах

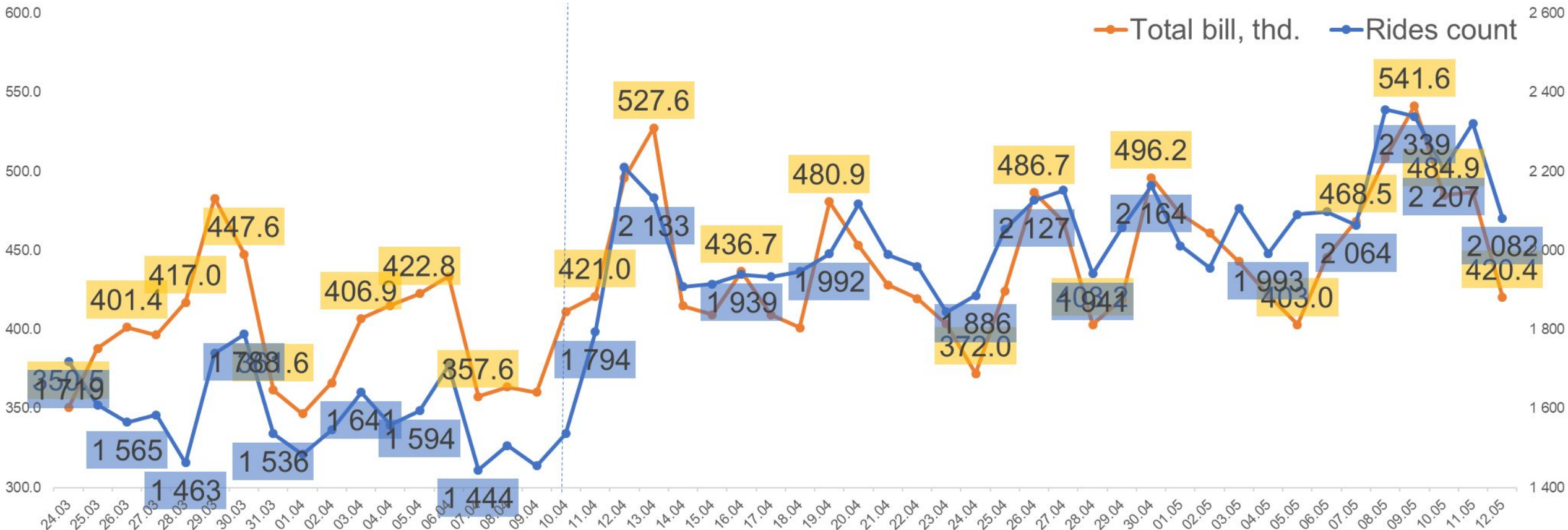


	15.04-01.05	01.05-12.05	Δ,%
Tariff	2 000	1 800	-10%
Avg over km	53.0	55.3	5%
Avg fare	2 527	2 290	-9%
Total bill, thd	869.7	1 119.5	29%
Cnt rides	340	490	44%

Regions: Grozny, Rostov-on-Don, Yekaterinburg, Krasnodar

Снижение тарифа в регионах

6



Region	Tariff change	Rides	Riders	Revenue	Revenue per car
Ufa	-42.9%	48.3%	38.3%	23.7%	38.5%
Samara	-14.3%	20.9%	24.0%	22.1%	26.3%
N.nov	-16.4%	23.5%	22.4%	11.0%	11.8%

Regions: N.Novgorod, Samara, Ufa

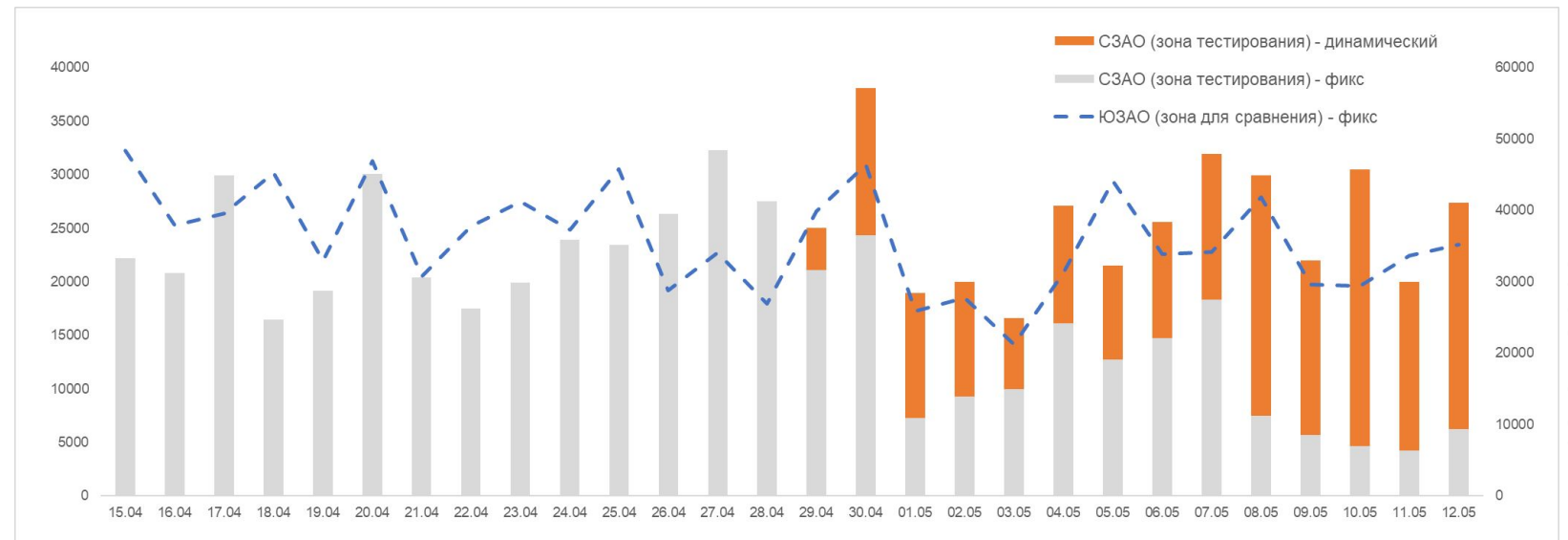
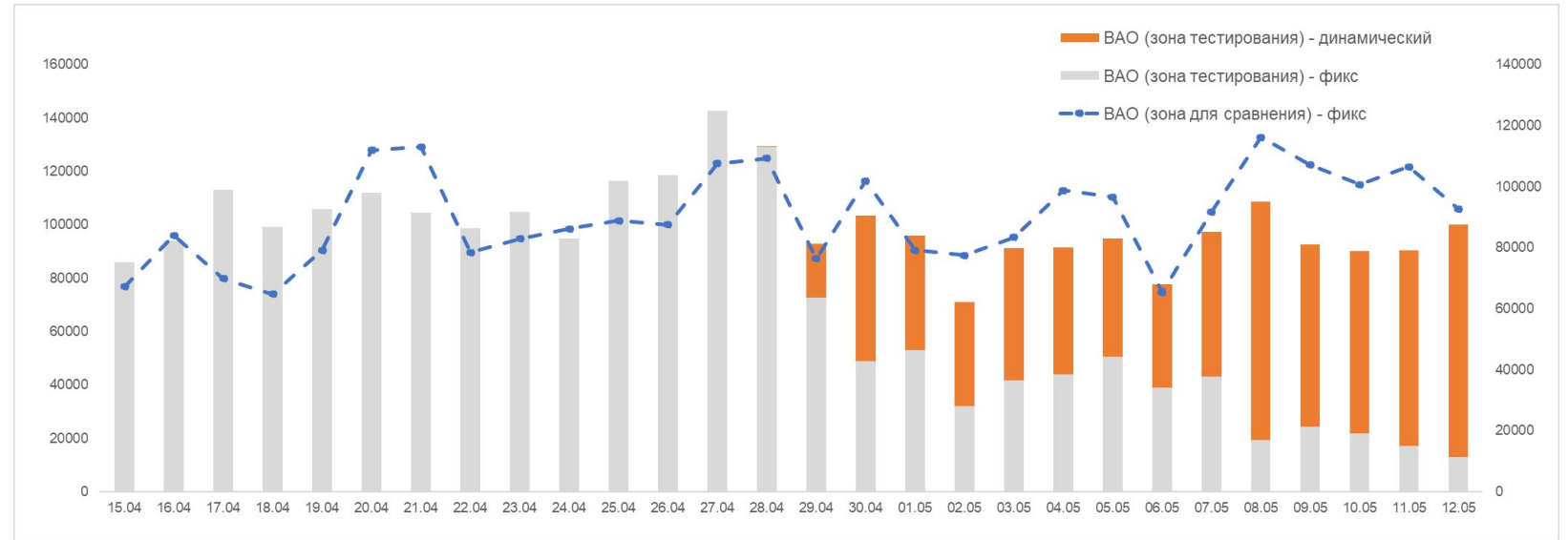
13.05.2019

Динамический тариф

Распределение поездок по ценам и времени суток:

Время суток	Тариф (сгруппированное значение)								
	4	4.5	5	5.5	6	6.5	7	7.5	8
6	73%	1%	3%	3%	4%	5%	3%	2%	6%
7	46%	2%	5%	5%	8%	8%	11%	3%	11%
8	30%	6%	7%	9%	9%	11%	11%	4%	13%
9	27%	4%	6%	6%	9%	14%	12%	4%	18%
10	23%	5%	4%	5%	9%	11%	16%	6%	22%
11	26%	6%	6%	5%	9%	11%	14%	4%	19%
12	22%	4%	3%	7%	9%	10%	13%	7%	24%
13	22%	2%	4%	7%	7%	14%	15%	6%	24%
14	16%	3%	3%	7%	8%	16%	18%	6%	24%
15	17%	1%	5%	4%	7%	14%	14%	9%	29%
16	10%	3%	2%	7%	9%	14%	16%	8%	31%
17	9%	2%	2%	6%	12%	13%	15%	10%	32%
18	9%	5%	4%	7%	9%	17%	15%	9%	25%
19	11%	3%	6%	5%	12%	16%	15%	8%	24%
20	9%	2%	6%	7%	13%	14%	16%	8%	24%
21	14%	3%	5%	9%	13%	13%	15%	6%	22%
22	11%	6%	7%	6%	10%	15%	18%	7%	20%
Итого	21%	3%	5%	6%	9%	13%	14%	6%	22%

Динамика дохода по дням



13.05.2019