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RESTAURANTS

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ROSTIK GROUP

1H 2014 UNAUDITED IFRS

FINANCIAL RESULTS

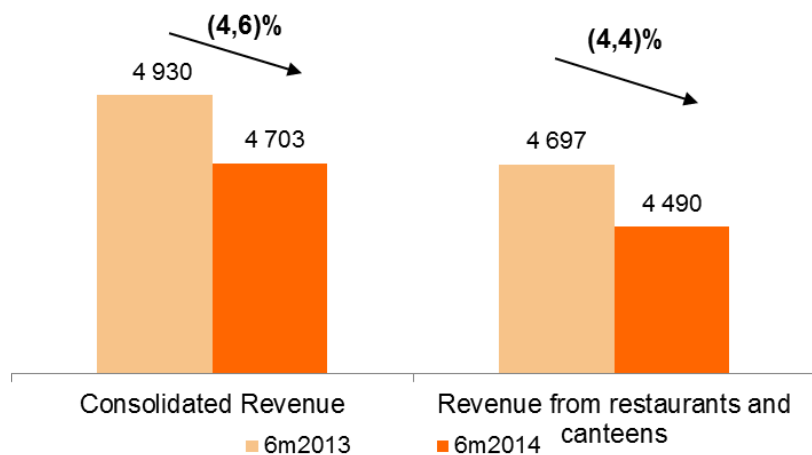
Investors and Analysts Presentation



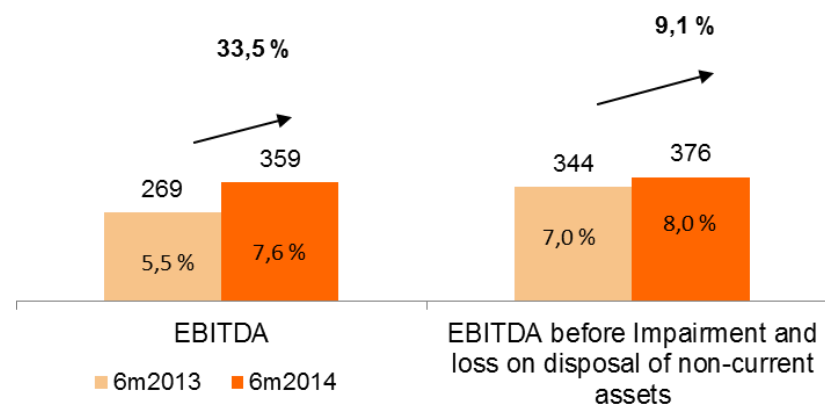
28 August 2014

This presentation contains “forward-looking statements” which include all statements other than statements of historical fact. Such forward-looking statements can often be identified by words such as “plans”, “expects”, “intends”, “estimates”, “will” “may”, “continue”, “should” and similar expressions. Such forward-looking statements involve known and unknown risks, uncertainties and other important factors beyond the Company's and/or its Management control that could cause the actual results, performance or achievements of the Company to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding the Company's present and future business strategies and the environment in which the Company will operate in the future. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. These forward-looking statements speak only as at the date as of which they are made, and the Company and/or its Management does not intend and has no duty or obligation to supplement, amend, update or revise any of the forward-looking statements contained herein to reflect any change in the Company's and/or its Management expectations with regard thereto or any change in events, conditions or circumstances on which any such statements are based. The information and opinions contained in this presentation are provided as at the date of this presentation and are subject to change by the Company's own discretion without notice of any kind and form.

Net Revenue, Rub mln

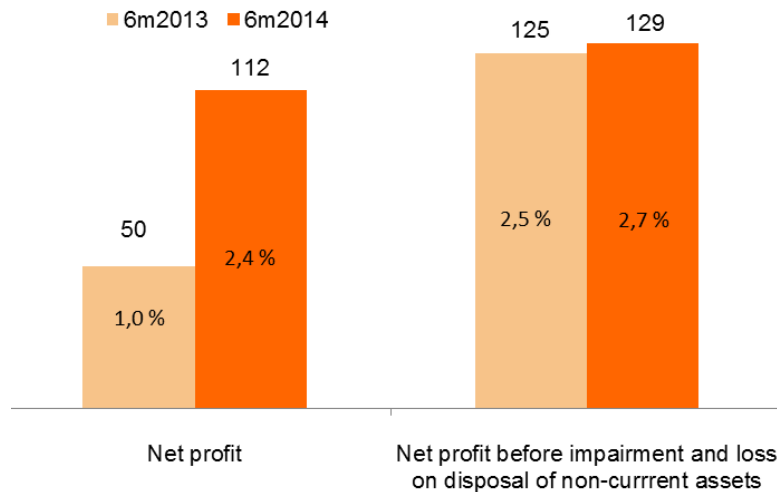


EBITDA*, Rub mln



**from continuing operations*

Net Profit*, Rub mln



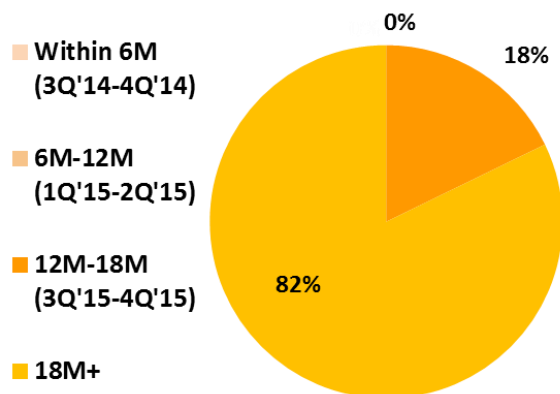
**from continuing operations*

(RUB) thousands	6m2014		6m2013	
Net revenue **	4 702 866	100,0 %	4 929 600	100,0 %
Incl. Revenue from restaurants and canteens	4 490 001	95,5 %	4 697 325	95,3 %
<i>Incl. Revenue from franchising</i>	133 739	2,8 %	151 638	3,1 %
Cost of sales	4 062 718	86,4 %	4 002 213	81,2 %
<i>Incl. Food and beverages</i>	1 037 622	22,1 %	1 117 006	22,7 %
<i>Incl. Payroll and related taxes</i>	1 058 793	22,5 %	1 076 669	21,8 %
<i>Incl. Rent</i>	1 143 855	24,3 %	970 050	19,7 %
Gross profit	640 148	13,6 %	927 387	18,8 %
SG&A Expenses	594 530	12,6 %	681 715	13,8 %
Start-up expenses	79 838	1,7 %	65 047	1,3 %
Other gains	302 631	6,4 %	35 697	0,7 %
Other losses	61 710	1,3 %	53 210	1,1 %
(Reversal of)/loss from impairment of operating assets	(22 649)	(0,5)%	43 585	0,9 %
Profit/(loss) from operating activities	229 350	4,9 %	119 527	2,4 %
Loss before tax	163 373	3,5 %	82 221	1,7 %
Income tax expense	(51 025)	(1,1)%	(32 009)	(0,6)%
Loss for the period from continuing operations	112 348	2,4 %	50 212	1,0 %
Loss after tax for the period from discontinued operations	(54 962)	(1,2)%	(94 455)	(1,9)%
Net loss for the period	57 386	1,2 %	(44 243)	(0,9)%
EBITDA **	359 330	7,6 %	269 208	5,5 %
EBITDA before impairment and write-offs **	375 574	8,0 %	344 356	7,0 %

**from continuing operations

- Long-term component of the debt portfolio increased to 100 % as of June 30, 2014
- In 2013 the Group signed 3 long-term loan contracts to refinance (prolong) its short-term debt, which will further improve the Group's debt maturity profile
- The new contracts also allowed us to get a better financing cost – for 1H 2014 average interest rate for credit facilities is 9.3% comparing to 11.5% in 1H 2013

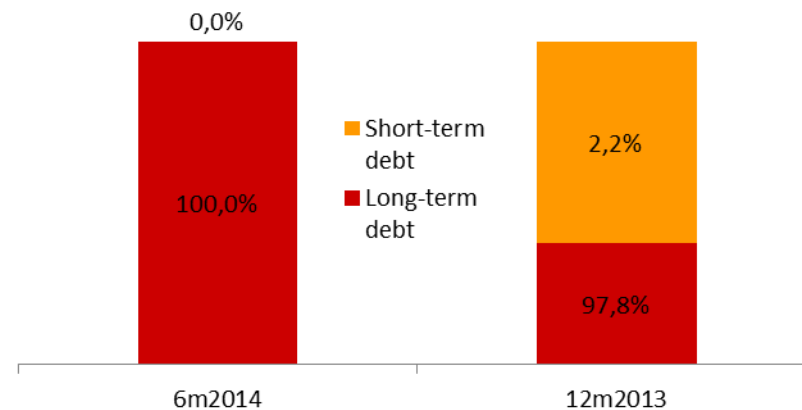
Debt Maturity



Debt Portfolio

RUB 1,480 mln

RUB 1,520 mln



THANK YOU FOR ATTENTION!

Please contact us for further queries:

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