



ROSINTER
RESTAURANTS



1H 2015 UNAUDITED IFRS FINANCIAL RESULTS

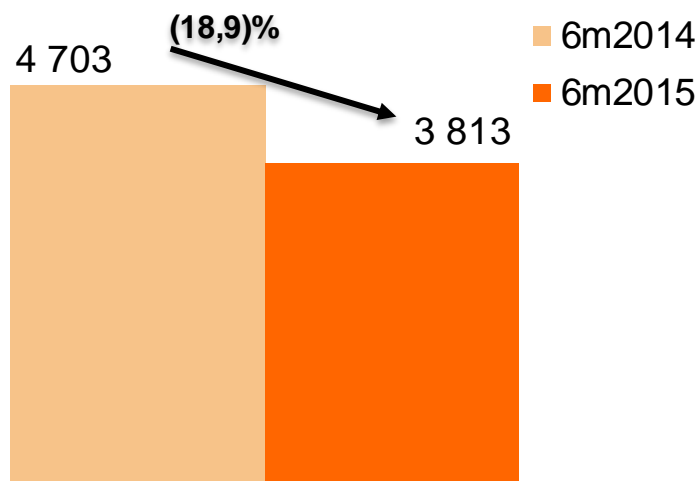
Investors and Analysts Presentation



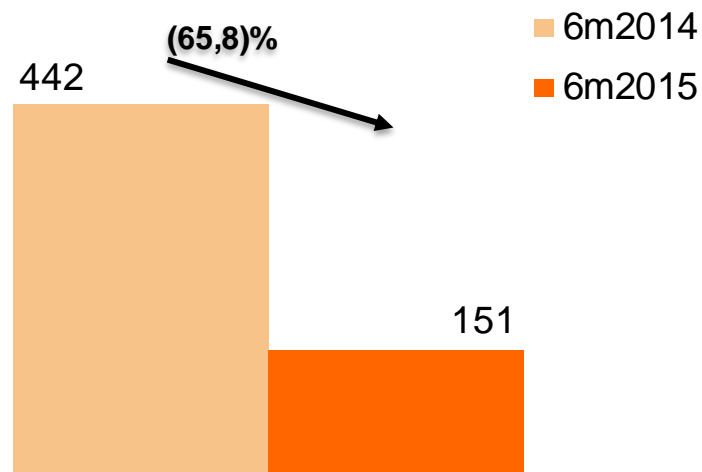
28 August 2015

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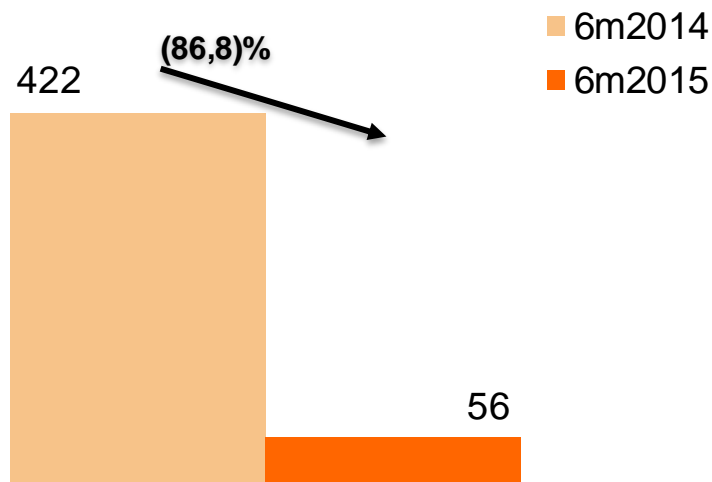
1H 2015 Performance Summary



Consolidated Revenue

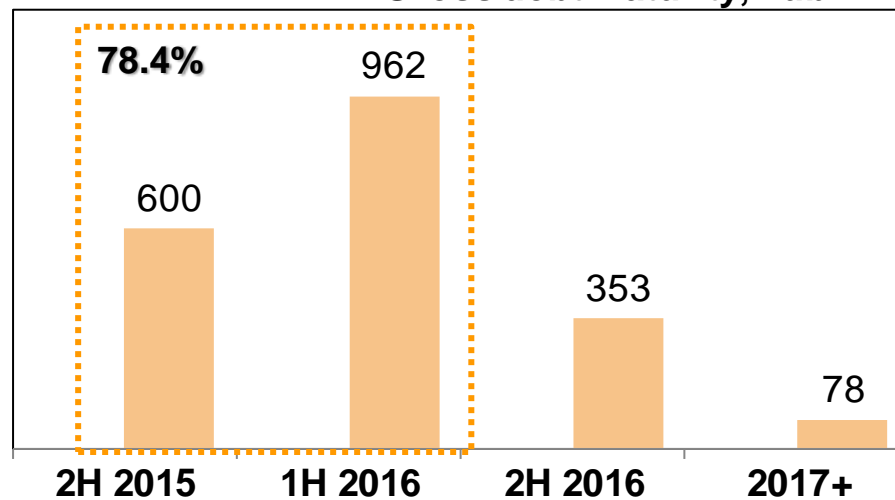


Net cash flow from operating activities, Rub mln



EBITDA before imp. and write-offs, Rub mln

Gross debt maturity, Rub mln










1H 2015 Income Statement

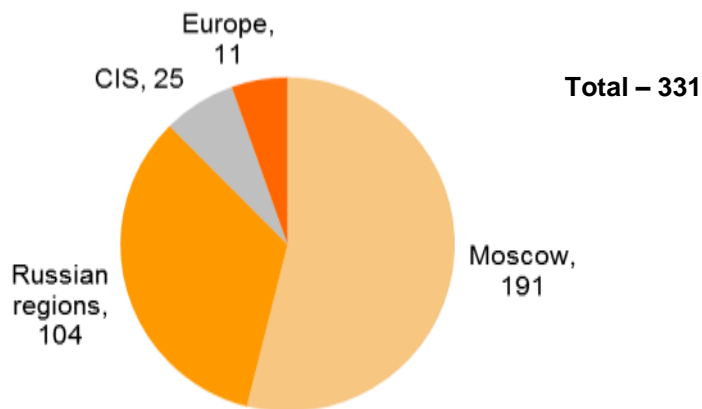
Rub mln	6m2015		6m2014	
Net revenue *	3 813	100,0 %	4 703	100,0 %
Incl. Revenue from restaurants and canteens	3 703	97,1 %	4 490	95,5 %
<i>Incl. Revenue from franchising</i>	81	2,1 %	134	2,8 %
Cost of sales	3 389	88,9 %	4 063	86,4 %
<i>Incl. Food and beverages</i>	891	23,4 %	1 038	22,1 %
<i>Incl. Payroll and related taxes</i>	844	22,1 %	1 059	22,5 %
<i>Incl. Rent</i>	1 002	26,3 %	1 144	24,3 %
Gross profit	424	11,1 %	640	13,6 %
SG&A Expenses	459	12,0 %	595	12,6 %
Start-up expenses	29	0,8 %	80	1,7 %
Other gains	23	0,6 %	303	6,4 %
Other losses	47	1,2 %	62	1,3 %
Loss from/(reversal of) impairment of operating assets	206	5,4 %	(23)	(0,5)%
(Loss)/profit from operating activities	(294)	(7,7)%	229	4,9 %
(Loss)/profit before tax	(435)	(11,4)%	163	3,5 %
Income tax benefit/(expense)	59	1,6 %	(51)	(1,1)%
(Loss)/profit for the period from continuing operations	(376)	(9,9)%	112	2,4 %
Loss after tax for the period from discontinued operations	-	-	(55)	(1,2)%
Net (loss)/profit for the period	(376)	(9,9)%	57	1,2 %
EBITDA before impairment and write-offs	56	1,5 %	422	9,0 %

* From continuing operations

- Rosinter is the leading casual dining operator.
- Brand Portfolio:
 - ✓ Proprietary brands: IL Patio, Planet Sushi, Planeta Café, American Bar & Grill, Mama Russia
 - ✓ Franchise brands: TGI Fridays, Costa Coffee, McDonald's
- Present in 37 cities and 10 countries
- More than 15 million guests in 2014
- 331 outlets: 299 restaurants (180 corporate and 119 franchised stores), 30 coffee shops, and 2 McDonald's
- 2014 operating revenue: 8 473 million rubles
- IL Patio and Planet Sushi are among the most recognized brands in Russia

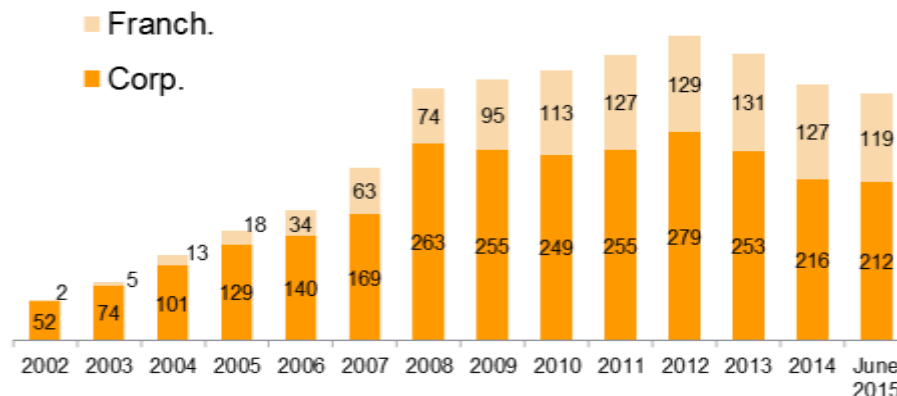
Brand	Corp.	Franch.	Total
	74	69	143
	55	47	102
	2	3	5
	8	-	8
	6	-	6
	25	-	25
	30	-	30
Other	12	-	12
Total	212	119	331

Share by territory



Source: Company data, 30/06/2015

Share by property



THANK YOU FOR ATTENTION!

Please contact us for further queries:

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