



**ROSINTER**  
RESTAURANTS



# 2014 AUDITED IFRS FINANCIAL RESULTS

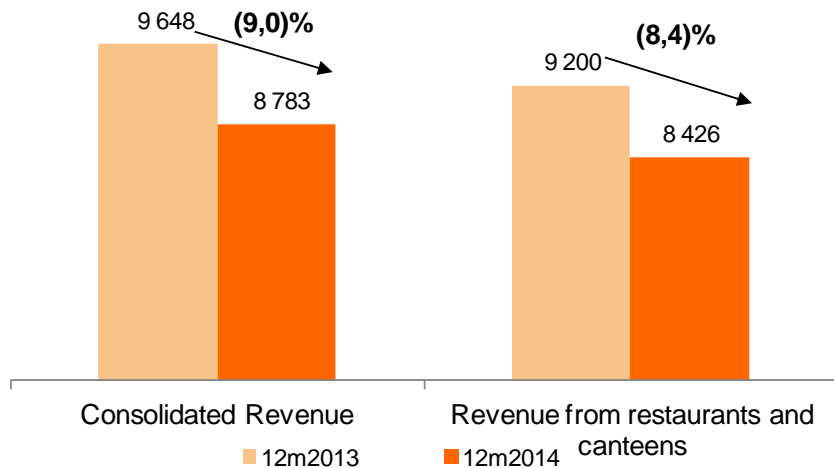
Investors and Analysts Presentation



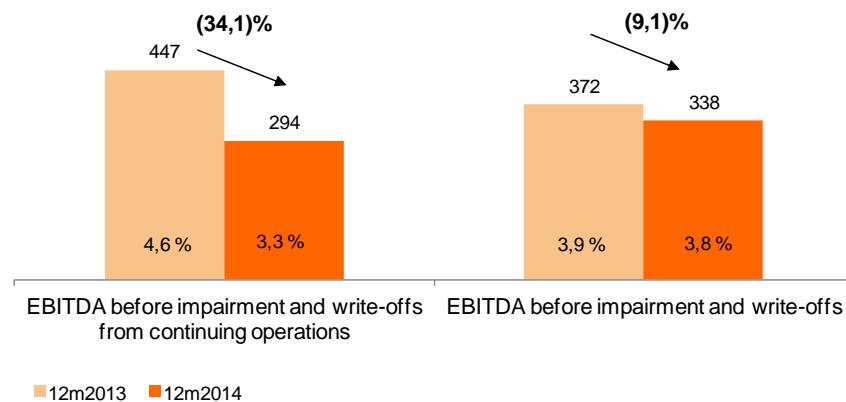
28 April 2015

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.

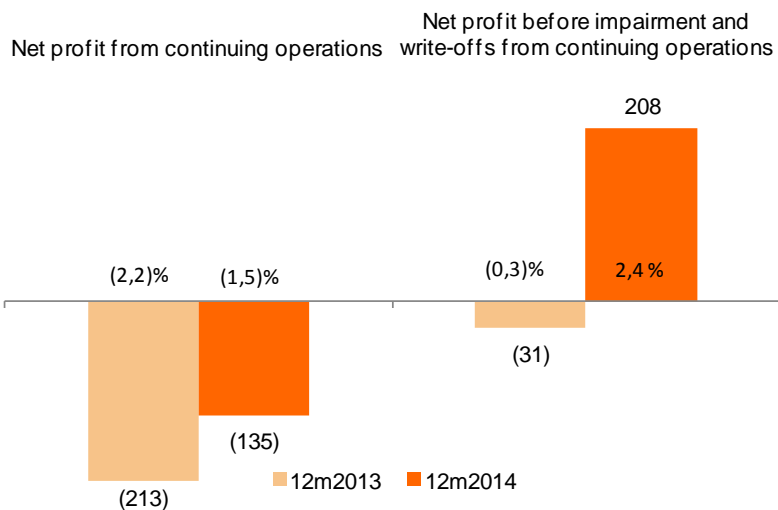
## Net revenue, Rub mln



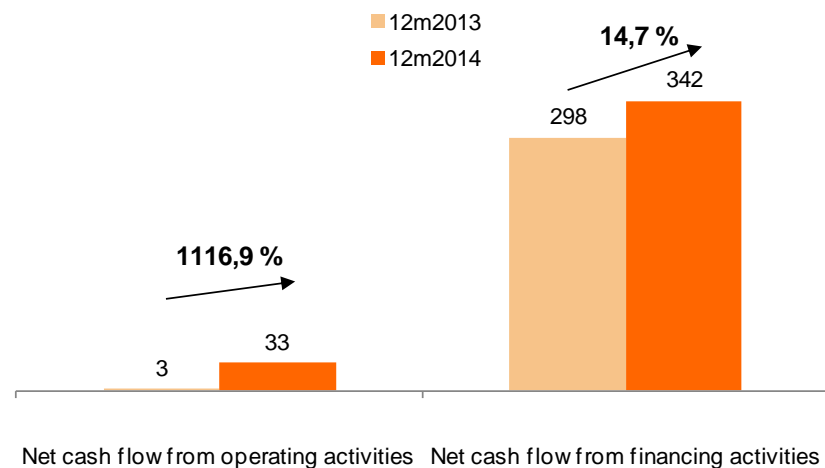
## EBITDA, Rub mln



## Net Profit, Rub mln



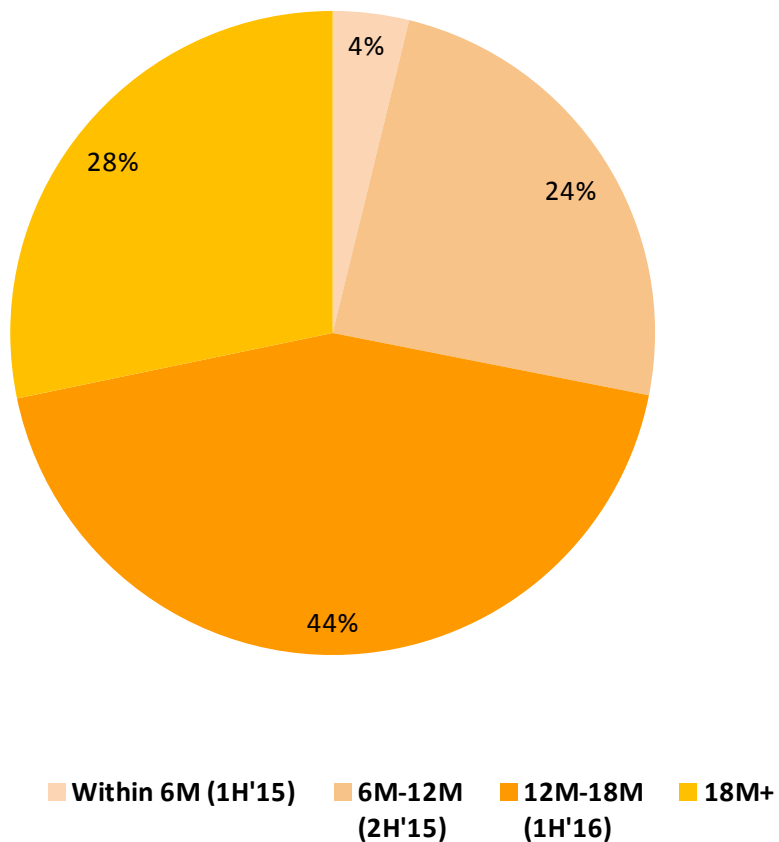
## Operating and Financing Cash Flow, Rub mln



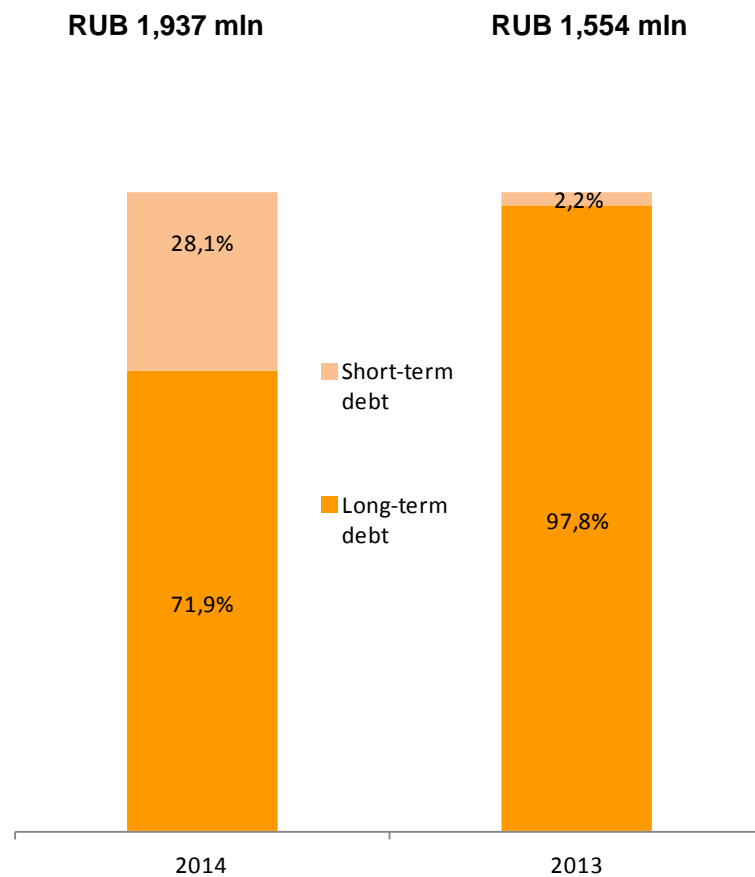
## 2014 Income Statement

(RUB) thousands	12m2014		12m2013	
<b>Net revenue **</b>	<b>8 782 817</b>	<b>100,0 %</b>	<b>9 648 204</b>	<b>100,0 %</b>
Incl. Revenue from restaurants and canteens	8 426 075	95,9 %	9 199 555	95,3 %
<i>Incl. Revenue from franchising</i>	240 781	2,7 %	294 607	3,1 %
<b>Cost of sales</b>	<b>7 777 239</b>	<b>88,6 %</b>	<b>7 942 797</b>	<b>82,3 %</b>
<i>Incl. Food and beverages</i>	1 948 813	22,2 %	2 187 251	22,7 %
<i>Incl. Payroll and related taxes</i>	1 916 131	21,8 %	2 048 508	21,2 %
<i>Incl. Rent</i>	2 295 374	26,1 %	1 945 761	20,2 %
<b>Gross profit</b>	<b>1 005 578</b>	<b>11,4 %</b>	<b>1 705 408</b>	<b>17,7 %</b>
SG&A Expenses	1 137 329	12,9 %	1 408 793	14,6 %
Start-up expenses	127 238	1,4 %	191 513	2,0 %
Other gains	310 125	3,5 %	62 043	0,6 %
Other losses	92 756	1,1 %	106 649	1,1 %
Losses from impairment of operating assets	275 982	3,1 %	113 122	1,2 %
<b>Loss from operating activities</b>	<b>(317 602)</b>	<b>(3,6)%</b>	<b>(52 627)</b>	<b>(0,5)%</b>
<b>Loss before tax</b>	<b>(190 950)</b>	<b>(2,2)%</b>	<b>(192 216)</b>	<b>(2,0)%</b>
Income tax benefit/(expense)	56 348	0,6 %	(20 862)	(0,2)%
<b>Loss for the period from continuing operations</b>	<b>(134 602)</b>	<b>(1,5)%</b>	<b>(213 078)</b>	<b>(2,2)%</b>
<b>Loss after tax for the period from discontinued operations</b>	<b>(74 363)</b>	<b>(0,8)%</b>	<b>(254 766)</b>	<b>(2,6)%</b>
<b>Net loss for the period</b>	<b>(208 965)</b>	<b>(2,4)%</b>	<b>(467 844)</b>	<b>(4,8)%</b>
<b>EBITDA from continuing operations</b>	<b>(48 218)</b>	<b>(0,5)%</b>	<b>264 877</b>	<b>2,7 %</b>
<b>EBITDA before impairment and write-offs from continuing operations</b>	<b>294 197</b>	<b>3,3 %</b>	<b>446 542</b>	<b>4,6 %</b>
<b>EBITDA before impairment and write-offs from discontinuing operations</b>	<b>43 716</b>	<b>0,5 %</b>	<b>(74 930)</b>	<b>(0,8)%</b>
<b>EBITDA before impairment and write-offs</b>	<b>337 911</b>	<b>3,8 %</b>	<b>371 612</b>	<b>3,9 %</b>







## Debt Maturity



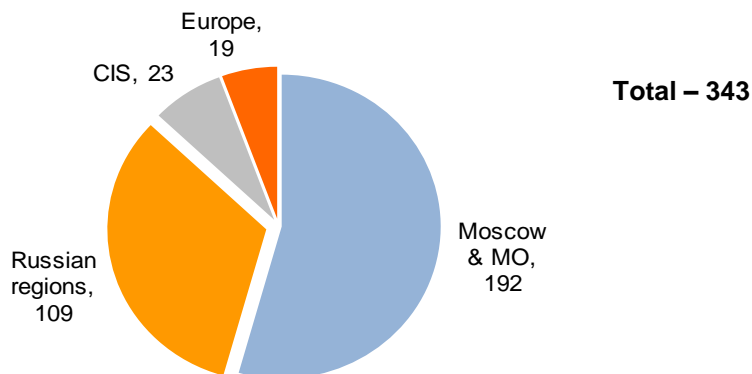
## Debt Portfolio



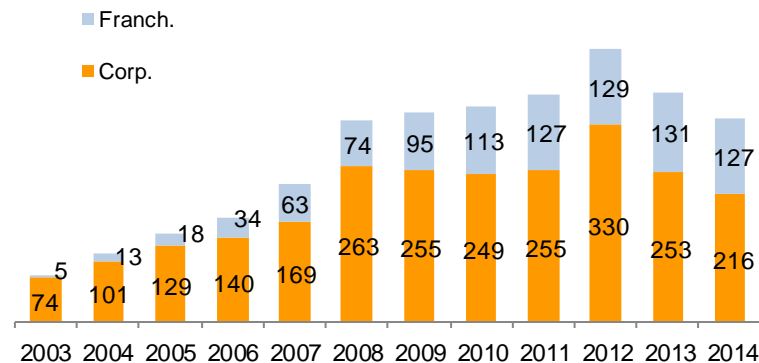
- Rosinter is the leading casual dining operator.
- Brand Portfolio:
  - ✓ Proprietary brands: IL Patio, Planet Sushi, American Bar & Grill, Mama Russia
  - ✓ Franchise brands: TGI FRIDAYS, Costa Coffee, McDonald's
- Present in 40 cities and 10 countries
- 343 restaurants: 313 casual dining (186 corporate and 127 franchise stores) and 30 coffee stores
- IL Patio and Planet Sushi are among the most recognized brands in Russia

Brand	Corp.	Franch.	Total
	76	69	145
	61	58	119
	7		7
	6		6
	23		23
	30		30
Other	13		13
<b>Total</b>	<b>216</b>	<b>127</b>	<b>343</b>

## Segmented by Region (number)



## Number of restaurants dynamics



**THANK YOU FOR ATTENTION!**

Please contact us for further queries:

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CFO

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