



ROSINTER
RESTAURANTS

**1H 2016 unaudited
consolidated financial results
in accordance to IFRS**

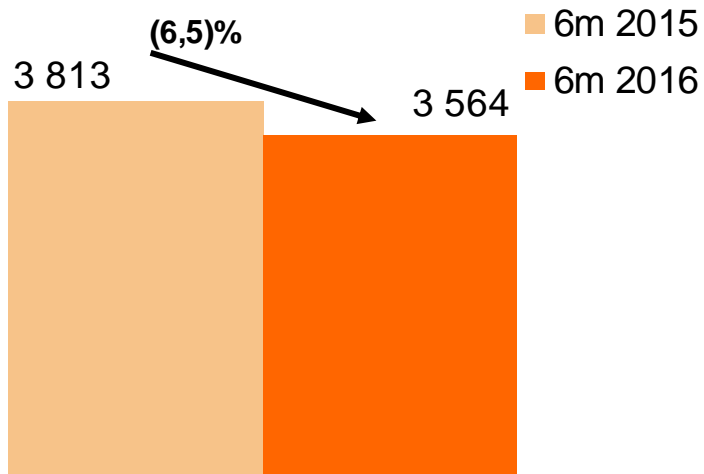
Investors and Analysts Presentation



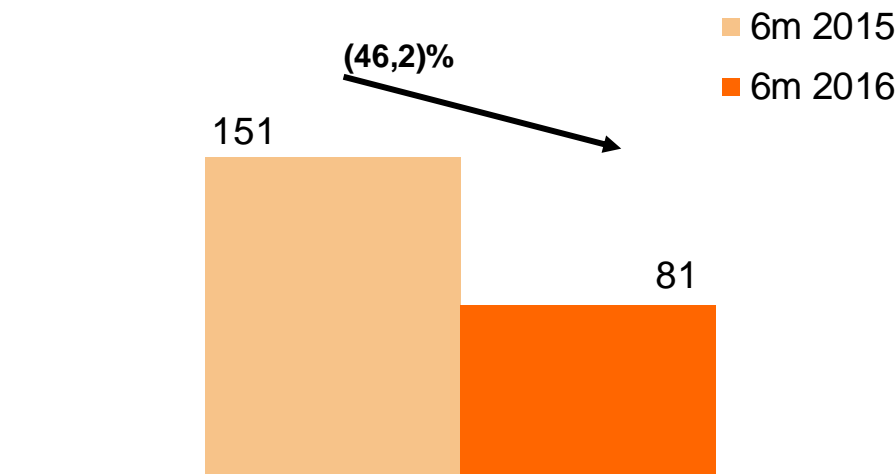
29 August 2016

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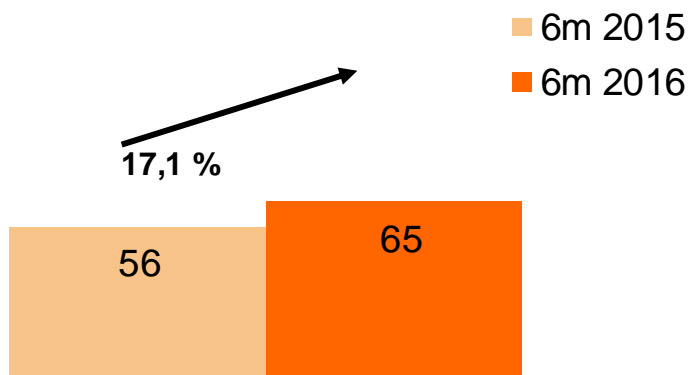
1H 2016 Performance summary



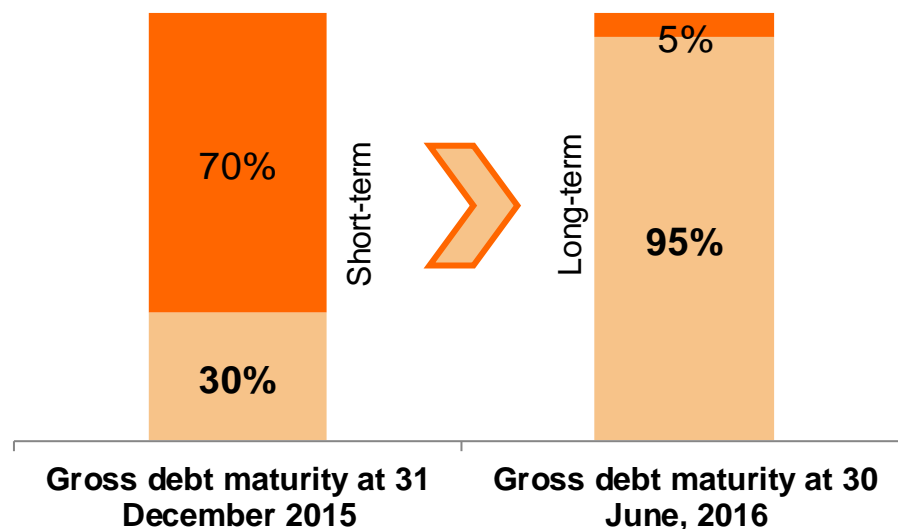
Consolidated Revenue



Net cash flow from operating activities, Rub mln



EBITDA before impairment and write-offs, Rub mln



1H 2016 Profits and losses

Rub mln	6m 2016		6m 2015	
Net revenue *	3 564	100,0 %	3 813	100,0 %
Incl. Revenue from restaurants and canteens	3 454	96,9 %	3 703	97,1 %
<i>Incl. Revenue from franchising</i>	76	2,1 %	81	2,1 %
Cost of sales	3 161	88,7 %	3 389	88,9 %
<i>Incl. Food and beverages</i>	868	24,3 %	891	23,4 %
<i>Incl. Payroll and related taxes</i>	805	22,6 %	844	22,1 %
<i>Incl. Rent</i>	884	24,8 %	1 002	26,3 %
Gross profit	403	11,3 %	424	11,1 %
SG&A Expenses	442	12,4 %	459	12,0 %
Start-up expenses	30	0,9 %	29	0,8 %
Other gains	50	1,4 %	23	0,6 %
Other losses	8	0,2 %	47	1,2 %
Loss from operating activities before impairment of operating assets	(27)	(0,8)%	(88)	(2,3)%
Reversal of/(loss from) impairment of operating assets	(46)	(1,3)%	206	5,4 %
Profit/(loss) from operating activities	18	0,5 %	(294)	(7,7)%
Loss before tax	(206)	(5,8)%	(435)	(11,4)%
Income tax benefit	18	0,5 %	59	1,6 %
Loss for the period	(188)	(5,3)%	(376)	(9,9)%
Loss after tax for the period	-	-	-	-
Net loss for the period	(188)	(5,3)%	(376)	(9,9)%
EBITDA* before impairment and write-offs	65	1,8 %	56	1,5 %

Network

Opened 7 corporate and 6 franchise restaurants, with net closures of 10 and network count of 300 restaurants

Remarkables: opened 3 restaurants in new transportation hub (Strigino airport in Nizhny Novgorod), two sub-franchised Shikari

Sales

Consolidated revenues under IFRS amounted to RUB 3.6 bln

Operating **system sales** of corporate and franchised restaurants – **RUB 4,8 bln**

Margins

Gross profit margin increased to 11.3% as percentage of sales in 1H2016 as compared to 11.1% in 1H2015

EBITDA margin before impairment and write-offs increased to 1.8% in 1H2016 from 1.5% in 1H2015

Cost of sales


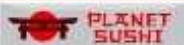





Saving in **Rent** that is now 24.8% of sales improved by 1.5% percentage points

SG&A

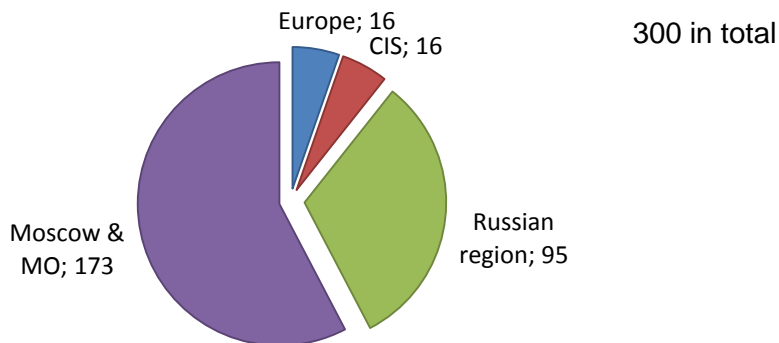
Decreased by 3.6% or RUB 17 mln

SG&A amounted to 12.4% as percentage of sales

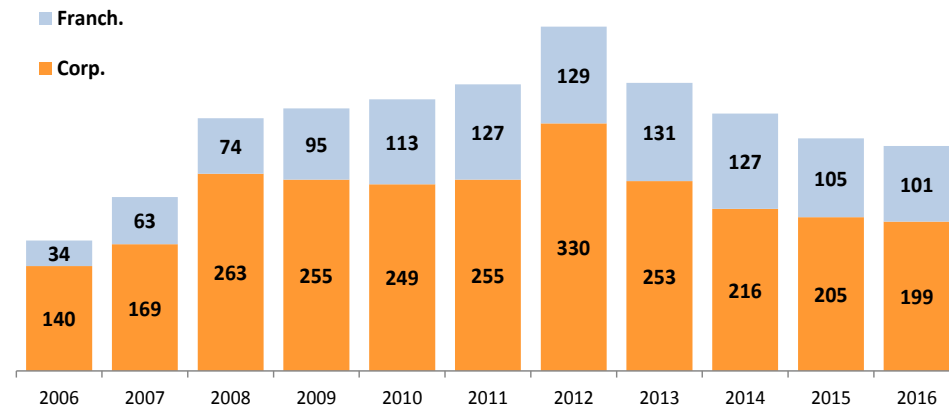
- Rosinter is the leading casual dining operator.
- Brand Portfolio:
 - ✓ Proprietary brands: IL Patio, Planet Sushi, American Bar & Grill, Mama Russia, Planeta Mirovov Café, Shikari
 - ✓ Franchise brands: T.G.I. Friday's, Costa Coffee, and for transportation hubs - McDonald's
- Present in 35 cities and 10 countries
- 300 restaurants: 264 casual dining (166 corporate and 98 franchise stores) and 36 coffee stores include 3 Costa Coffee sub franchise.
- IL Patio and Planet Sushi are among the most recognized brands in Russia

Brand	Corp.	Franch.	Total
	72	56	128
	45	38	83
	8		8
	4		4
	23		23
	33	3	36
	2	2	4
Other	12	2	14
Total	199	101	300

Segmented by Region (number)



Growth in number of restaurants



THANK YOU FOR ATTENTION!

Please contact us for further queries:

Konstantin Kravtsov

Acting CFO, IR

E-mail: ir@rosinter.ru

Tel.: + 7 495 788 4488 , ext. 2171