



ROSINTER
RESTAURANTS

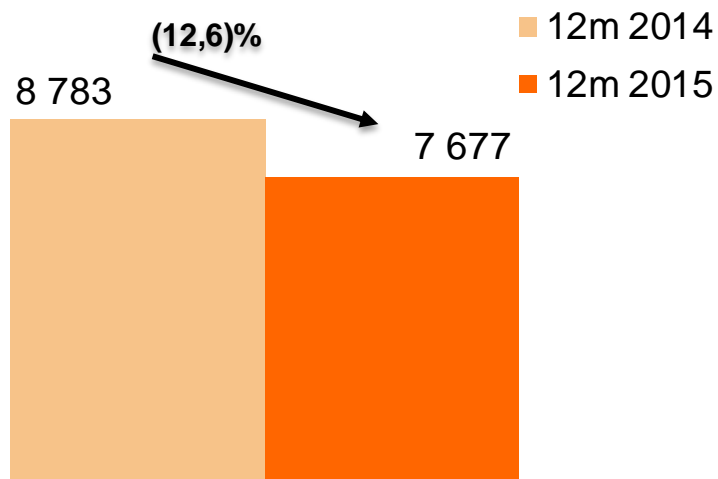
2015 audited consolidated financial results in accordance to IFRS

Investors and Analysts Presentation

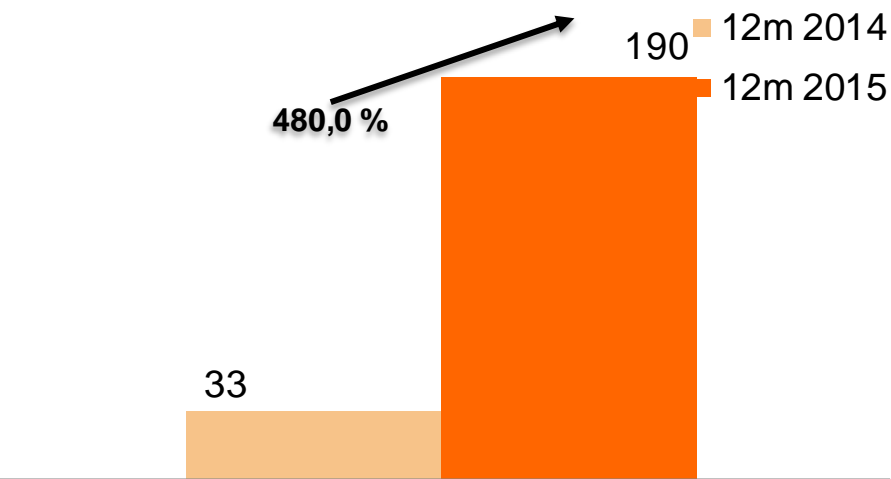


22 April 2016

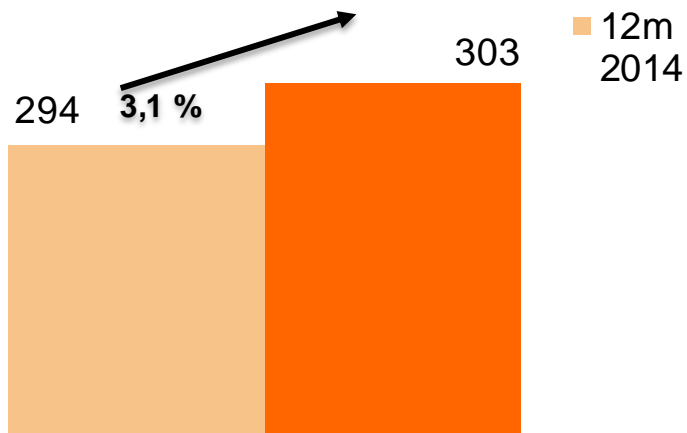
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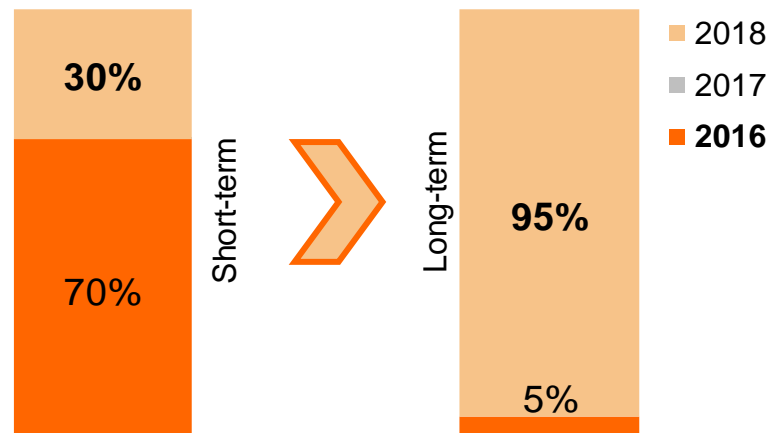
Consolidated Revenue



Net cash flow from operating activities, Rub mln



EBITDA from continuing operations before impairment and write-offs, Rub mln



Gross debt maturity at 31 December, 2015

Gross debt maturity after negotiations *

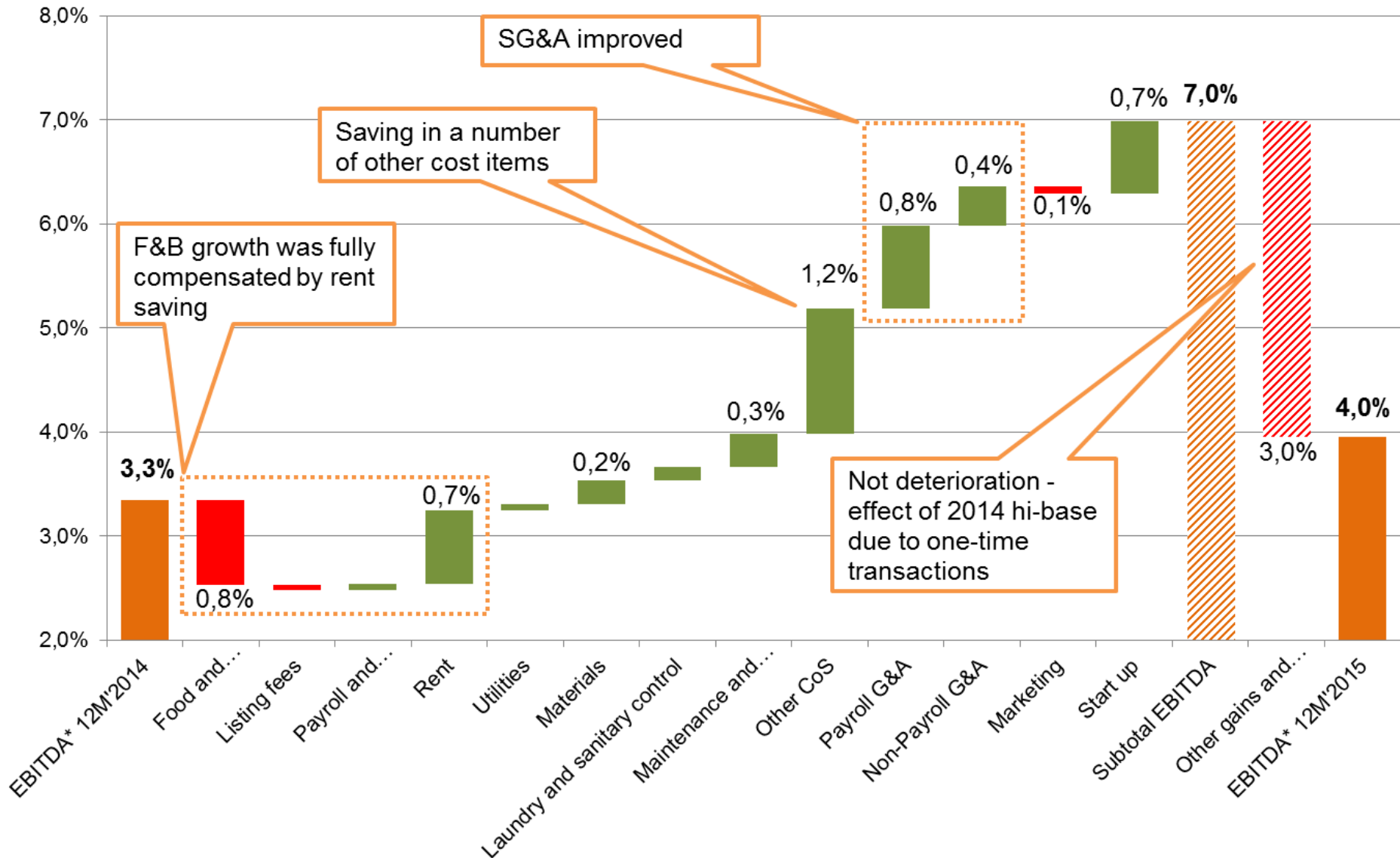
* As described in Note 32 "Events after reporting period" of financial statements 2015

2015 Profits and losses

Rub mln	12m 2015		12m 2014	
Net revenue *	7 677	100,0 %	8 783	100,0 %
Incl. Revenue from restaurants and canteens	7 466	97,2 %	8 426	95,9 %
<i>Incl. Revenue from franchising</i>	161	2,1 %	241	2,7 %
Cost of sales	6 640	86,5 %	7 777	88,6 %
<i>Incl. Food and beverages</i>	1 770	23,1 %	1 949	22,2 %
<i>Incl. Payroll and related taxes</i>	1 670	21,8 %	1 916	21,8 %
<i>Incl. Rent</i>	1 952	25,4 %	2 295	26,1 %
Gross profit	1 037	13,5 %	1 006	11,4 %
SG&A Expenses	911	11,9 %	1 137	12,9 %
Start-up expenses	58	0,8 %	127	1,4 %
Other gains	31	0,4 %	310	3,5 %
Other losses	59	0,8 %	93	1,1 %
Profit/(loss) from operating activities before impairment of operating assets	40	0,5 %	(42)	(0,5)%
Loss from impairment of operating assets	389	5,1 %	276	3,1 %
Loss from operating activities	(348)	(4,5)%	(318)	(3,6)%
Loss before tax	(440)	(5,7)%	(191)	(2,2)%
Income tax benefit	48	0,6 %	56	0,6 %
Loss for the period from continuing operations	(392)	(5,1)%	(135)	(1,5)%
Loss after tax for the period from discontinued operations	-	-	(74)	(0,8)%
Net (loss)/profit for the period	(392)	(5,1)%	(209)	(2,4)%
EBITDA* before impairment and write-offs	303	4,0 %	294	3,3 %

* From continuing operations

2015 EBITDA * margin evolution



Network

Opened 9 corporate and 14 franchise restaurants, with net closures of 33 and network count of 310 restaurants

Remarkables: flagship Il Patio, two brand-new Shikary, 2nd McDonalds, two new cities, two sub-franchised Costa Coffee outlets

Sales

Consolidated revenues under IFRS amounted to RUB 7.7 bln

Operating **system sales** of corporate and franchised restaurants – **RUB 10,7 bln**

Margins

Gross profit margin increased to 13.5% as percentage of sales in 2015 as compared to 11.4% in 2014

EBITDA margin from continuing operations before impairment and write-offs increased to 4.0% in 2015 from 3.4% in 2014

Cost of sales

Saving in **Rent** that is now 25.4% of sales improved by 0.7% percentage points


A number of **cost of sales** items improved in 2015 and accounted for 1.4% decrease in cost of sales as percentage of sales

SG&A

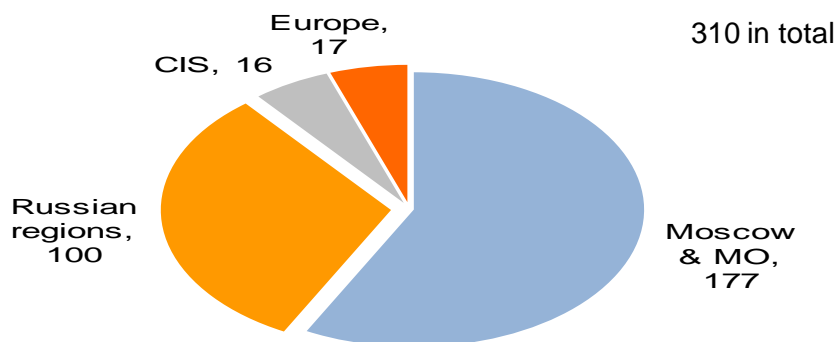
Decreased by 20% or RUB 227 mln

SG&A amounted to 11.9% as percentage of sales

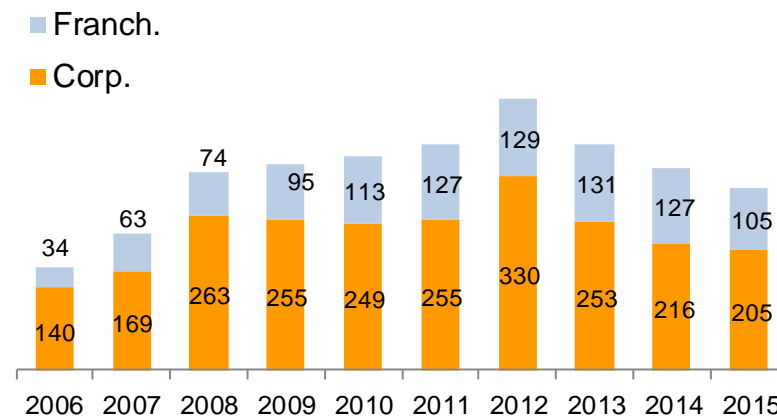
- Rosinter is the leading casual dining operator.
- Brand Portfolio:
 - ✓ Proprietary brands: IL Patio, Planet Sushi, American Bar & Grill, Mama Russia, Planeta Mirovov Café, Shikari
 - ✓ Franchise brands: T.G.I. Friday's, Costa Coffee, and for transportation hubs - McDonald's
- Present in 34 cities and 10 countries
- 310 restaurants: 278 casual dining (175 corporate and 103 franchise stores) and 32 coffee stores include 2 Costa Coffee sub franchise.
- IL Patio and Planet Sushi are among the most recognized brands in Russia

Brand	Corp.	Franch.	Total
	75	60	135
	51	40	91
	7		7
	4		4
	24		24
	30	2	32
	2		2
Other	12	3	15
Total	205	105	310

Segmented by Region (number)



Growth in number of restaurants



THANK YOU FOR ATTENTION!

Please contact us for further queries:

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