

# 1Half 2008 **Results of Operations**



# Financial highlights

US\$m (or as indicated)	30 June 2008	31 Dec 2007
Assets	4,851.8	3,498.4
Long term loans and borrowings	295.9	92.2
Short term loans and borrowings	108.5	103.9
Equity attributable to shareholders of the parent company	3,642.5	2,770.0
Total number of shares outstanding	15,280,221	13,587,969
NAV per share, US\$	238.4	203.9
	Six months ended 30 June 2008	Six months ended 30 June 2007
Revenue	151.2	83.5
Gross profit	51.4	29.2
Adjusted* gross profit	59.0	31.1
Net profit attributable to shareholders of the parent company	90.7	37.8

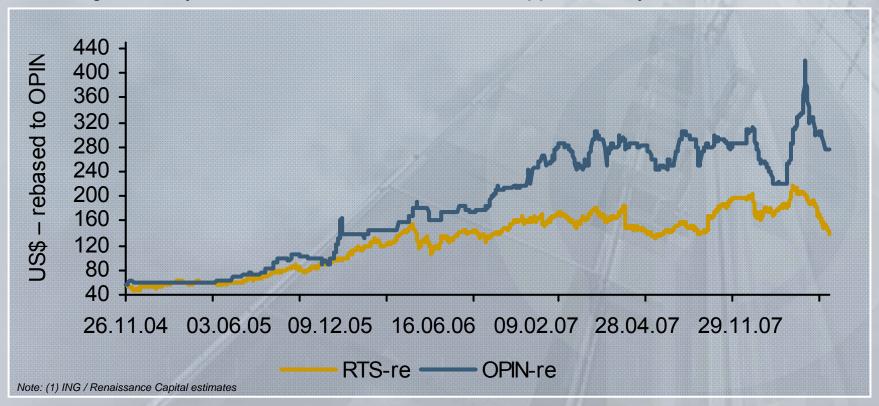
- Assets increased more than 38%
- Equity attributable to shareholders of the parent company increased more than 31%
- Net asset value per share increased approximately 17%, up by US\$ 34.5
- Revenue increased more than 81%, up US\$ 68m on 1H 2007 results
- Net profit increased more than 138% on 1H 2007, up by US\$53m

<sup>\*</sup> Increased by realized revaluation gains on land transferred to customers



# **OPIN** share performance

- RTS listing (with unlisted GDRs)
- Market capitalisation approximately US\$ 3.7bn as of 27 August 2008
- Average monthly over-the-counter trade volume is approximately US\$120-130m<sup>(1)</sup>





#### **Strategic objectives**

Diversification of revenue streams

Target attractive segments

Monetize the value of the land bank

Focus on large-scale projects

**Vertical integration** 

Focus on key geographic areas

Optimum deployment of capital

Conservative capital structure



#### Strategy

### Diversification of revenue streams

- Balance between income-generating properties and development of new properties
- Generate a sustainable level of stable and predictable cash flows

# Target attractive segments

- Residential housing, including deluxe, affluent middle and mass- middle class
- Class A offices
- Other projects on a case-by-case basis which may be of strategic interest

# Monetise the value of the land bank

- Significant land bank is built: sales of parts of OPIN's land bank at advanced development phases to third party developers
- Full-cycle development of quality suburban phaseable detached communities

#### Focus on largescale projects

- Benefit from favorable financing terms from the government for local infrastructure
- Single master plan for development of large land plots
- Economies of scale and more efficient usage of managerial resources
- Capitalize on existing expertise and substantial land holding



### Strategy (continued)

### Vertical integration

The company has acquired Viceroy Homes to gain access to their prefabricated houses manufacturing and building technology

 Going forward OPIN intends to set up local production and to secure raw materials supply which could be through acquisitions of forests and timber mills

# Focus on key geographic areas

 Primary geographical focus is Moscow, Moscow region and surrounding regions – 17 million inhabitants in greater Moscow region\*, 1/3 of Russian consumer market

 OPIN may also selectively pursue attractive projects elsewhere in Russia (such as Sochi)

# Optimum deployment of capital

 "Develop and keep" (up to 5 or 7 years after completion) strategy in the Class A office segment

 Optimal balance between pre-sales and "build and sell" strategy in the residential housing segment

# Conservative capital structure

- With \$2.5bn equity raised to date, the company is 90% equity funded. Fully equity funded land bank
- Target debt / equity ratio of 50 / 50

\*Moody's, August 2008



### Major developments 1H 2008

- In January 2008 categorized use of the land in Lukino was changed to residential.
- In February 2008 the Group acquired approximately a 61% equity interest in Viceroy Homes Limited, a listed Canadian manufacturer of quality prefabricated timber frame houses. The Company has also entered into a shareholders' agreement with the holders of all the outstanding Class B Multiple Voting Shares of Viceroy.
- In March 2008 the categorized use of the land in Large Zavidovo was changed to residential and industrial according to the Master Plan.
- In March 2008 the Company successfully placed Credit Linked Notes (CLN) for an amount of approximately US\$ 100 mln.
- In April 2008 OPIN successfully placed Credit Linked Notes (CLN) for an amount of US\$ 50 million.
- In **April 2008** Tver region government and JSC OPIN entered into a cooperation agreement in relation to the **Large Zavidovo** integrated development of the territory of Mokshino village in Konakovo district of Tver region.
- In June 2008 OPIN completed additional ordinary share offering that raised approximately US\$ 491 mln. Approximately 79% of the new shares have been allocated to existing shareholders who exercised their statutory pre-emptive rights.
- In June 2008 OPIN signed a lease agreement with JSC "Alfa-Bank" for approximately 22,000 sqm in the Domnikov Business Center currently under construction.



# Recent developments 2008 (continued)

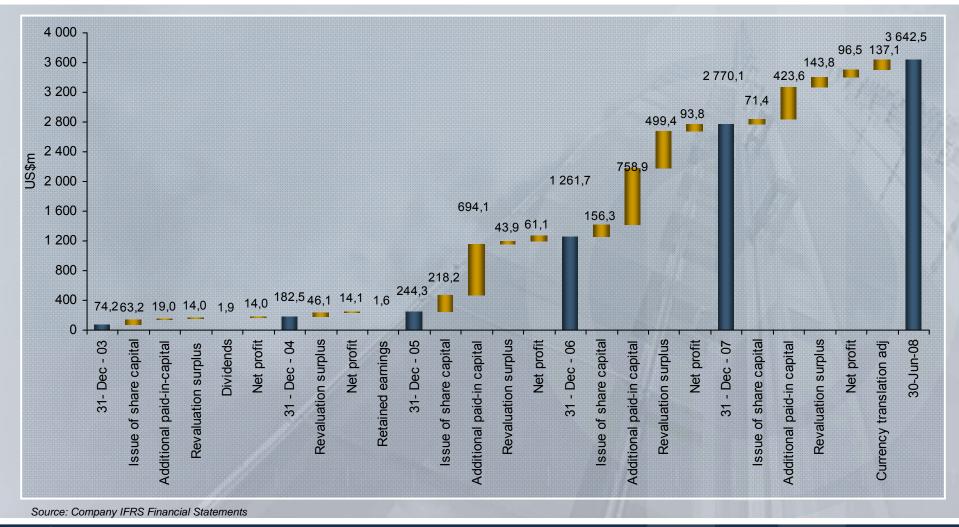
- In July 2008 OPIN acquired control stake over approximately 6,414 ha of land in the Moscow and Tver Regions. The total land bank of the Company exceeded 12,000 ha.
- In July 2008 the Moody's Investors Service assigned JSC OPIN a corporate family rating of B1, and Moody's Interfax Rating Agency an A2.ru national scale rating. The outlook on both ratings is stable.
- In July 2008 Hotel Novoslobodskaya, a 100% subsidiary of OPIN has acquired approximately 31% of the premises in Hotel "Novoslobodskaya" from the Moscow City Government. Following the acquisition, the hotel has become 100% owned by JSC Hotel Novoslobodskaya.
- In July 2008 the Fitch Ratings agency assigned JSC OPIN the following Issuer Default ratings: Long-term B, Positive Outlook, Short-term and senior unsecured B, National Long-term BBB+(rus), Positive Outlook
- In August 2008 JSC "OPIN" and Rosbank announced new improved terms of joint residential mortgage loans programme for townhouses and apartments in low-rise apartment houses of "Pavlovo-2".
- In August 2008 OPIN launched joint residential mortgage loans programme with bank VTB24 for townhouses and apartments in low-rise appartment houses of "Pavlovo-2".





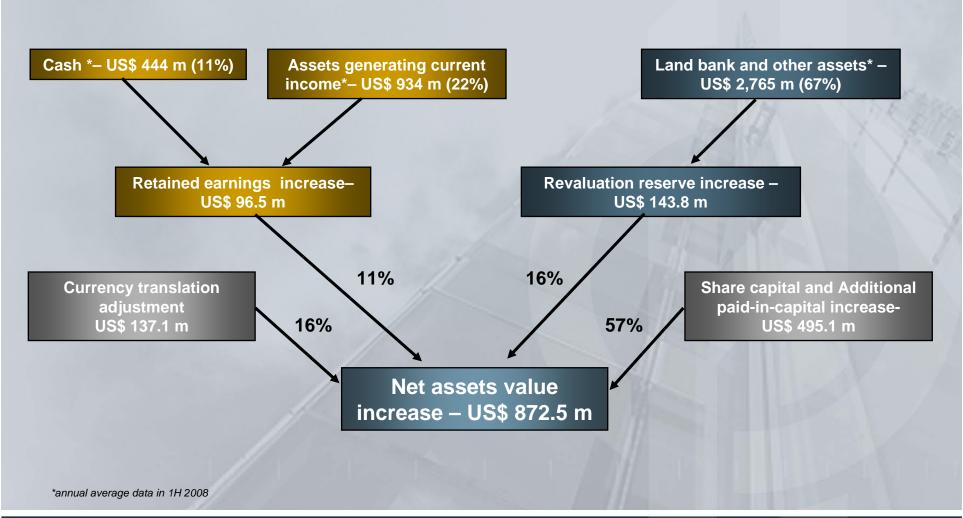


### Net Asset Value growth





### Net assets value growth in 1H 2008



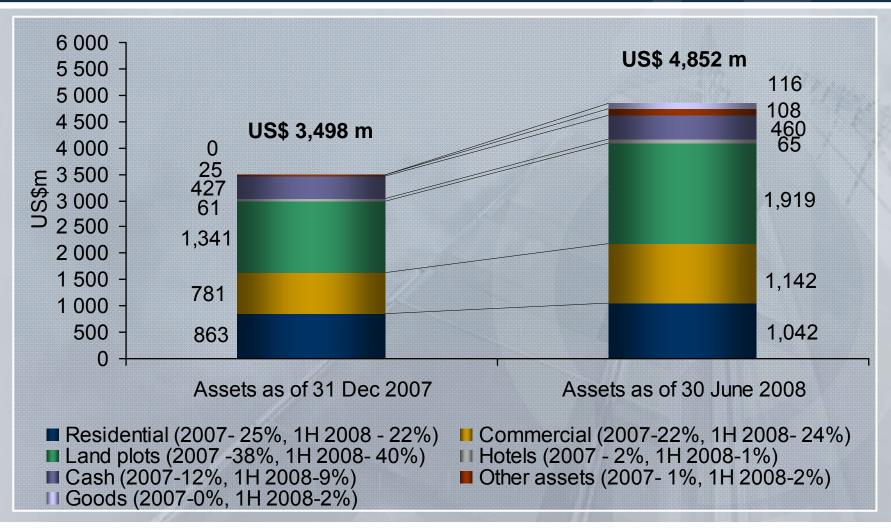


# Net Asset Value per share and share price dynamics



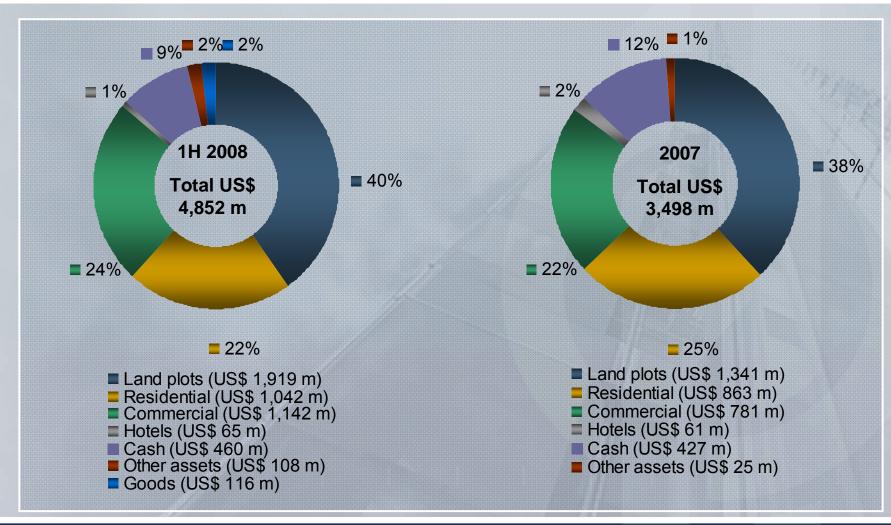
- NAV per share growth amounted to US\$ 34.5 or approximately 17% in 1H 2008
- As of 30 June 2008 the Company's shares traded at a 59% premium to NAV

### The Group's assets by segment



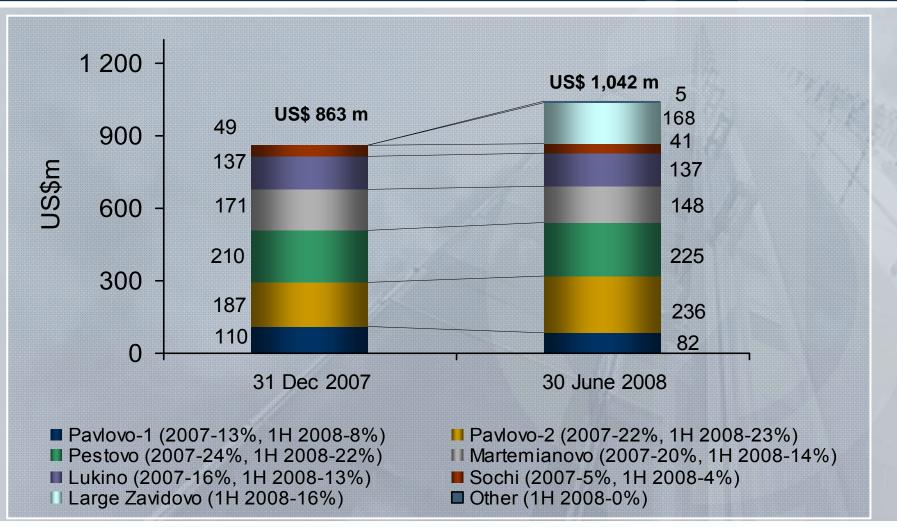


#### The Group's assets structure



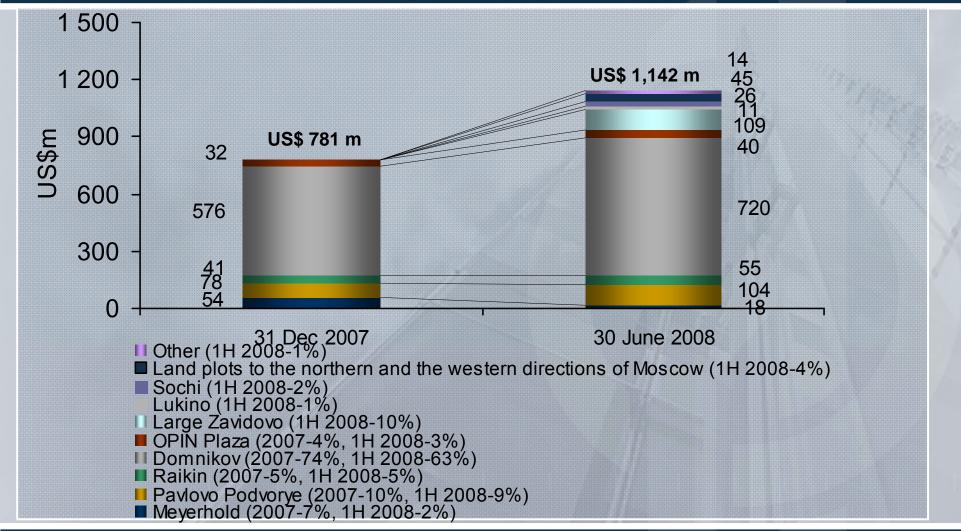


# The Group's assets by projects: residential property



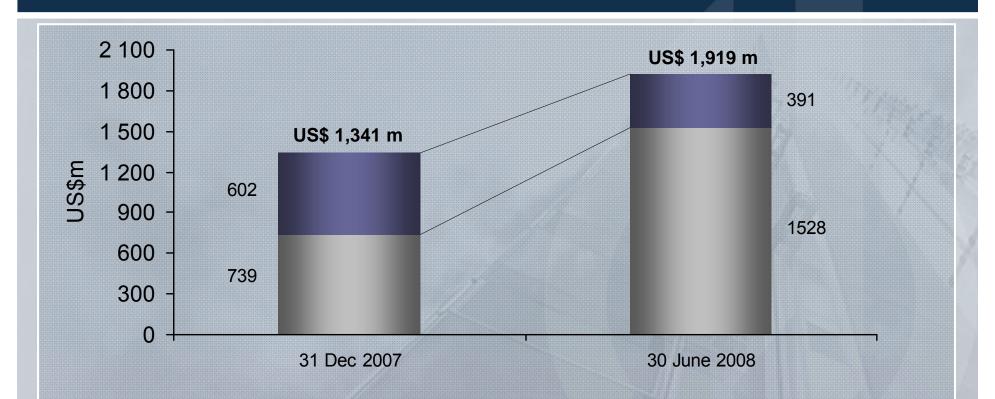


# The Group's assets by projects: commercial property





# The Group's assets by projects: land



- Land under current projects (Large Zavidovo, Large Pestovo, Gorki-10, Timonino), including future developments
- II Land bank (Land plots to the nothern and the western directions of Moscow)





# The Group's operations generating current income

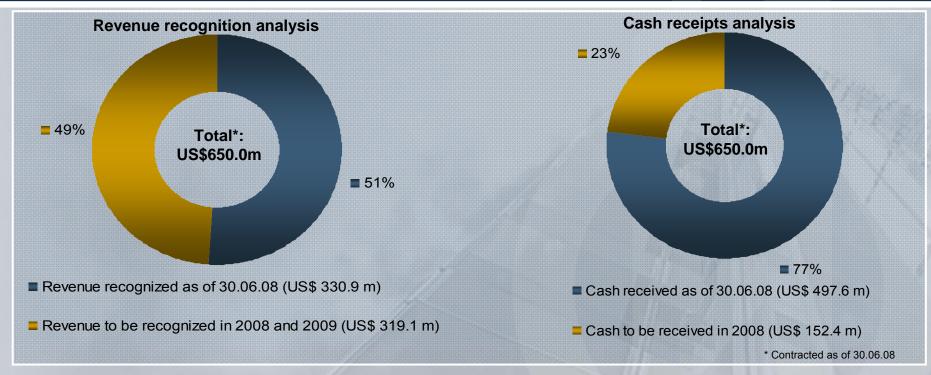
### Group's revenue by segment



- In 1H 2008 sales from the construction contracts in relation to Pavlovo-1 Community (houses), Pestovo Community (houses and infrastructure) and Martemianovo Community (infrastructure) comprised approximately 57% of total sales.
- Sales of land plots amounted to approximately 13% of total sales and represented land disposed in Pavlovo-1 Community, Pestovo Community and Martemianovo Community.
- Revenue from **hotel services** represented approximately **10%** of total sales in 1H 2008 and increased by more than 32% from 1H 2007 due to increase in room rates.
- Revenue from sale of goods in relation to Pavlovo-1 Community (finished houses) comprised approximately 18% of total sales.



# Revenue contracted as of 30 June 2008

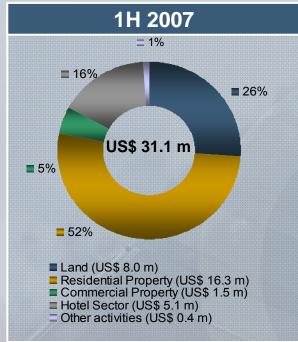


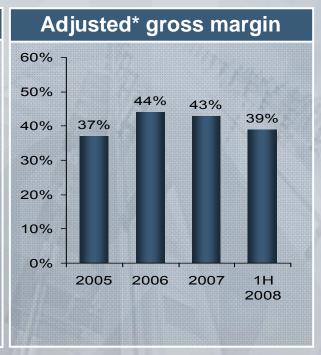
- Cash received from customers for 127 land plots contracted as of 30 June 2008 in Martemianovo Community was recognized in revenue in 1H 2008 partially and will be recognized in 2008 revenue when legal title passes to the buyer
- Cash received from customers for apartments in townhouses and low-rise buildings in Pavlovo-2 Community was not reported as revenue in 2007 and 1H 2008 and will be recognized at the end of 2008 in early 2009 when the construction is completed and the property is transferred to the buyer



# Adjusted\* gross profit and adjusted \* gross margin







- In 1H 2008 adjusted \* gross profit increased by US\$ 27.9 m or approximately 90%
- Adjusted\* gross margin decreased and approximated 39% in 1H 2008, as increase in elite projects' gross margins was off-set by low margin in Viceroy Homes Limited, lower margins in newly launched middle class communities and small margins in infrastructure development

<sup>\*</sup>Increased by realized revaluation gains on land transferred to customers





#### Cash flow

US\$m	30 June 2008	30 June 2007
Cash at the beginning of the period	427.0	313.4
Cash (used in)/ received from operations	(52.8)	(42.9)
Cash used in investment activities	(594.4)	(380.9)
Cash from financial activities	669.3	321.8
Effect of foreign exchange rates	10.7	0.04
Cash at the end of period	459.8	211.4

- Cash outflow from operations was mostly due to development of Pestovo,
   Pavlovo-2 and
   Martemianovo communities, following «build and sell» strategy
- Cash outflow for investing activities increased due to the acquisition of subsidiaries and land plots
- Increase in cash inflow from financing activities was mostly due to cash inflow from new share issues



#### **Debt Portfolio 1H 2008**

US\$m	Currency	Amount	Interest rate	Maturity (months)
Long term loans		1	762	1990
JSCB Rosbank	US\$	22.5	11%	48
JSCB Sberbank	US\$	16.0	11%	30
ING Bank N.V. (CLN)	US\$	199.9	9.75% - 10,45%	60
ZAO RAIFFEISENBANK	US\$	50.0	Libor+5.3%	24
Others	RUR, CAD, USD	8.0	4.75%-9%	
Short term loans		1	134	NIN
JSCB Sberbank	US\$	3.3	11%	6
ING Bank N.V.	US\$	100.0	5,23%	5
Total debt outstanding as of 30.06.08		399.7		TPCA .

■ The Group plans to raise up to additional **US\$ 750 million in 2008** 



# Strategic goals for 2H 2008 and 2009

# Strategic goals for 2H 2008 and 2009

#### Land Bank

- finalize acquisition of additional committed approximately 6,500 ha to the Western and Northern directions of Moscow in 2009
- formulate land bank development and monetization plans, conduct re-zoning from agricultural to residential/industrial, obtain necessary planning, zoning and building permissions

#### Master-Plan Residential Communities

- ▶ Pavlovo-2 Community: continue sales of detached houses, complete town-houses and apartment houses construction in 1H 2009, complete construction entirely in 2H 2009
- Pavlovo Podvorye Complex: commission Retail and Entertainment Centre in 2H 2008, complete school construction and commission in 2H 2009
- ▶ Pestovo Community: continue house sales, complete construction in 2009
- Large Pestovo: conduct re-zoning from agricultural to residential/industrial, obtain necessary planning, zoning and building permissions, develop master-plan concept
- Lukino Community: finalize master plan, obtain necessary planning, zoning and building permissions
- ▶ Martemianovo Community: continue sales of remaining land plots in Martemianovo-1, continue sales of detached houses in Martemianovo-2 and land plots sales in Martemianovo-3.
- ► Large Zavidovo Master-Plan Community: begin construction of residential and commercial properties in 2H 2009



# Strategic goals for 2009 (continued)

#### Office Centres and Retail and Entertainment Complexes

- ▶ **Domnikov Business Centre:** continue pre-leasing, complete construction in 1H 2009 and commission the Centre in 2H 2009
- ▶ Raikin Retail and Entertainment Complex: begin pre-leasing and complete construction in 2H 2009
- OPIN Plaza: obtain necessary building permissions

#### Sochi Hotel and Resort Estate

finalize design and obtain its approval, obtain necessary planning, zoning and building permissions





#### **OPIN Ratings and Awards**

Institutional Investor magazine, June 2008

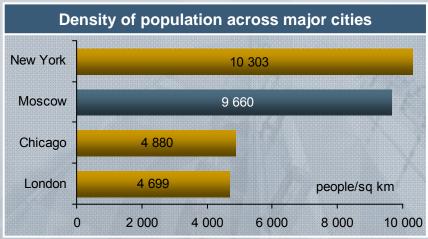
- Sergey Bachin, the CEO of JSC OPIN is No.1 in the Best Russian Top Managers rating, Real Estate nomination Forbes REAL ESTATE magazine, summer 2008
- OPIN **is one of the Top 10 Leading Residential Developers** in the Moscow Region *Kommersant-Money" magazine No.* 33 [690], 25-31 August 2008
- No. 38 the rating of the Top 300 Largest Russian Companies by market capitalization criteria
- No. 3 in the Most Highly Valued Share Issuers rating
- No.6 in the Most Efficient Share Issuers rating
- «Finance» magazine, 1 September 2008
- No. 18 in the Most Dynamic Companies in 2007 rating
- No. 36 in the Fastest Growing Companies in 2007 rating
- "Secret Firmi" magazine from the "Top-10 Russian Transparent Companies" & "200 Most Open Companies in Russia in 2008" ratings, 2 June 2008
- No.1 in the Top-10 Russian Transparent Companies rating
- No.1 in the Most Open Companies rating in the Construction, Real Estate and Building Materials Manufacturing sector «The Square Metre» magazine No.9 (371), 12-25 May 2008
- Pestovo Community the best waterfront community in the rating of the Moscow Region waterfront communities

  Research Centre of SuperJob.ru web portal, January 2008
- Attractive Employer 2007 based on research on the Russian employers

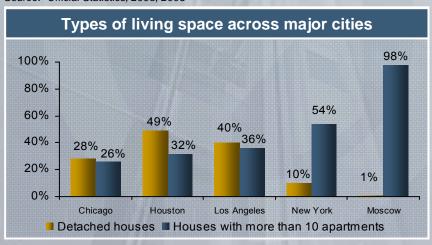


#### Appendix 1: Unsatisfied demand for high quality residential property

- Residential property in Moscow and Russia is largely old building stock from the Soviet era
- Constantly growing population density and underdeveloped transport infrastructure deteriorate the quality of residential property within the city limits
- Moscow has a high concentration of capital providing it with strong demand for quality residential property which is not satisfied at the moment
- Increasing popularity of the "healthy life-style" concept supports the demand for out-of-Moscow residential property
- A significant proportion of Muscovites would prefer to live in detached houses rather than in an apartment and most would prefer to live outside of Moscow



Source: Official Statistics, 2003, 2006



Source: US Census Bureau, 2005, American Community Survey and Company estimates



# Appendix 1: Growing residential market of the Moscow region

- Annual construction of gated communities in Moscow Region has grown 53% since 2006 with the price index increasing from 1.0 in 2003 to 4.3 in 2007 and reached 4.5 as of Jan 2008
- Further development in the Russian mortgage market is expected to fuel the middle class residential market
- Both growing demand and strong supply suggests that Moscow will continue expanding beyond the MKAD





Source: Rosstat and Company estimates



Source: Vesco Consulting



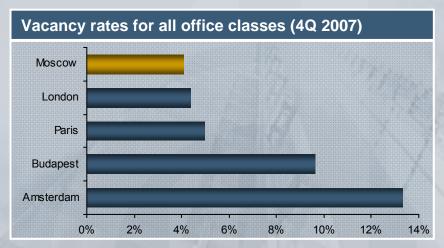
# Appendix 1: Commercial property market

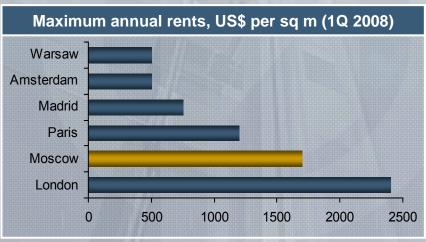
#### **Key drivers**

- Strong economic fundamentals
- High and growing demand from both Russian and international companies
- Insufficient supply of Class A space

#### **Main characteristics**

- High barriers to entry, scarcity of land plots
- Low vacancy rates for Class A and B office space in Moscow. As at the end of 2007
  - ▶ 1.6-5.3% for Class A
  - ▶ 3.6% for Class B+
- Increase in durations and volumes of lease contracts
- Decreasing capitalisation rates due to strong investor demand
- 1Q 2008 maximum rental rates\* of US\$1,700/m², up 31% since 1Q 2007





Source: Jones Lang LaSalle



# Appendix 2: Developing projects portfolio: Residential property

	Land size for the project, ha	Total planned construction volume, sq.m.	Land size owned by the Group as of 30.06.08, ha	Total properties under construction and already constructed, sq.m.	Net <sup>[2]</sup> book value under IFRS, US\$m
Pavlovo-1	69	113,905	32	113.905	51.7
Pavlovo -2	83	144,805	80	107,839	117.1
Pestovo	128	154,377	120	136,125	149.1
Lukino	230		230	1931	113.3
Martemianovo	229	18,836 <sup>[1]</sup>	215	18,836	108.5
Gorki-10	30	- 10 - 10 - 10 - 10 - 10 - 10 - 10 - 10	30		49.8
Sochi**	4		4	1///-	57.4
Large Zavidovo	1,313		1,313		293.7
Large Pestovo	352	- 7	352	- 11 - 17	106.0
Land plots to the northern and the western directions of Moscow	3,175	1/1	3,175	111-11	82.4
Land plots to the northern and the western directions of Moscow (addit. part)	6,414	//-	6,414	4/20	287.1
Timonino	137	-	137	111	59.8
Large Pestovo (addit. part)*	648	7 to 1	- 1	W	N. AV
Land acquisition program*	6,500		1	11000	11201
Total as of 30 June 2008	<u>19,312</u>	<u>431,923</u>	<u>12,102</u>	<u>376,705</u>	<u>1,475.9</u>

\*capital advances

\*\*lease rights



<sup>[1]</sup> The first stage of construction of Martemianovo Community (70 homes)

<sup>[2]</sup> Project assets less project liabilities recognized in audited IFRS financial statements as of 30.06.2008

# Appendix 2: Developing projects portfolio: Commercial property

	Land plot size, ha	Total area, sq. m.	Net Rentable Area, sq. m.	Net <sup>ମ୍ମ</sup> book value under IFRS, US\$m
Domnikov Business Centre**	1.4	132,000	70,000	592.8
Raikin Retail and Entertainment Centre***	3.4	75,000	41,000	54.9
Meyerhold Office Centre**	0.5	11,250	7,400	8.2
OPIN Plaza**	1.1	90,780	56,500	32.4
Pavlovo Podvorye*	16.8	43,000	34,000	67.2
Pavlovo School*	10.4	40,000	35,000	31.5
Novotel**	/-	n/a	255 rooms	52.1
Total as of 30 June 2008	33.6	392,030	238,900	<u>839.1</u>

<sup>\*</sup>Freehold interest in the building and land

[1] Project assets less project liabilities recognized in audited IFRS financial statements as of 30.06.08



<sup>\*\*</sup> Long-term lease right for land and freehold interest in the building

<sup>\*\*\*</sup> Short-term lease right for land and freehold interest in the building

# Appendix 3: Key parameters of Pavlovo project

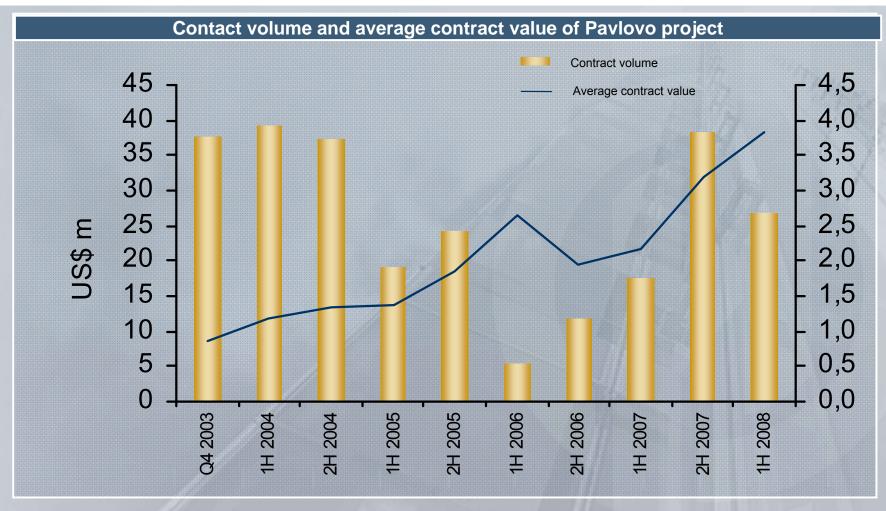
US\$m (or as indicated)	1H 2008 *	31 Dec 2007*
Number of units contracted	85% (167 units out of 197)	81% (160 units out of 197)
Total amount contracted	257.9	231.0
Cash received under the contracts	252.8	243.3
Receivables under contracts	-	8.3
Payables under contracts	15.3	28.3
Amount reported as revenue	13.7	206.8
Land sold**, ha	35.6	23.6

<sup>\*</sup>Cumulative

<sup>\*\*</sup>Land plots transferred to customers



### Appendix 3: Key parameters of Pavlovo project (continued)





# **Appendix 4: Key parameters of Pestovo project**

US\$m (or as indicated)	1H 2008 *	31 Dec 2007 *
Number of units contracted	49% (203 out of 416)	37% (154 units out of 416)
Total amount contracted	199.9	128.9
Cash received under the contracts**	130.2	94.3
Receivables under contracts***	26.9	10.8
Payables under contracts	45.2	44.0
Amount reported as revenue	44.2	42.6
Amount reported as revenue under contracts for construction of communal infrastructure	23.6	20.8
Land sold****, ha	7.9	8.1

<sup>\*\*\*\*</sup>Land plots transferred to customers

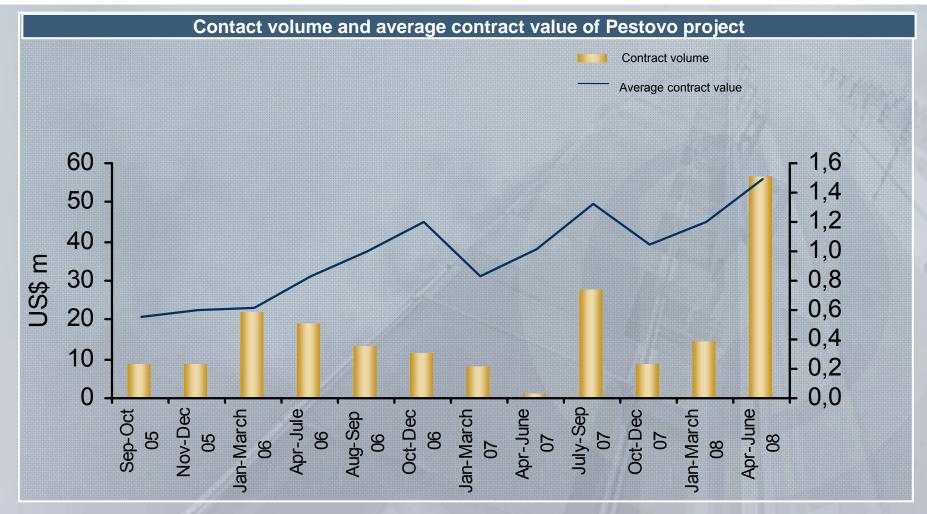


<sup>\*</sup>Cumulative

<sup>\*\*</sup> Excluding payments to non-profit entity "Pestovo"

<sup>\*\*\*</sup> Including accounts payables from non-profit entity "Pestovo"

### Appendix 4: Key parameters of Pestovo project (continued)





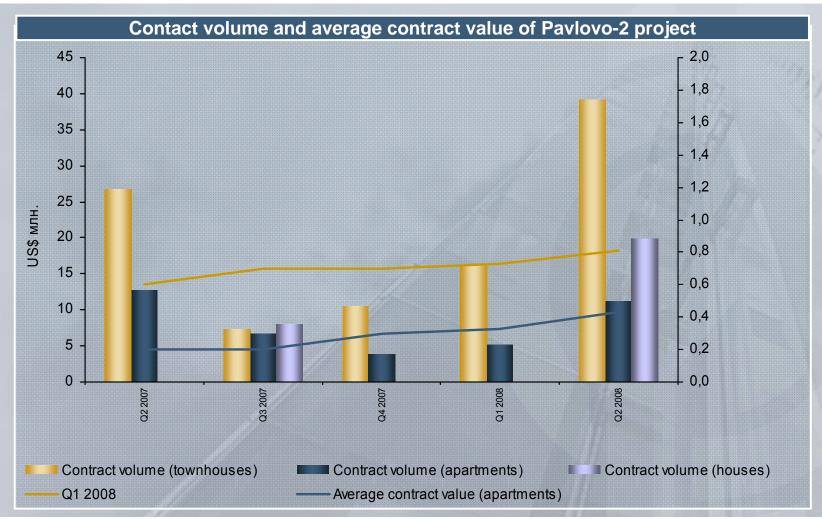
# Appendix 5: Key parameters of Pavlovo-2 project

US\$m (or as indicated)	1H 2008*	31 Dec 2007*
Land sold, ha	3.2	1/2 " 1/2 mg
Houses	W/2	
Number of units contracted	15% (22 out of 149)	7% (11 out of 151)
Total amount contracted	27.9	8.0
Cash received under the contracts	8.6	4.7
Townhouses		
Number of units contracted	49% (144 out of 290)	24% (70 out of 290)
Total amount contracted	100.2	44.8
Cash received under the contracts	65.8	34.9
Apartments		
Number of units contracted	41% (156 out of 380)	29% (109 out of 380)
Total amount contracted	37.9	23.3
Cash received under the contracts	26.2	12.1

<sup>\*</sup> Cumulative



#### Appendix 5: Key parameters of Pavlovo-2 project (continued)





# Appendix 6: Key parameters of Martemianovo project

US\$m (or as indicated)	1H 2008*	31 Dec 2007*
Number of land plots contracted	84% (127 out of 152)	78% (107 out of 137)
Total amount contracted	26.0	22.8
Cash received under the contracts	13.8	3.5
Receivables under contracts	26.1	18.7
Amount reported as revenue	10.2	2.7
Amount reported as revenue under contracts for construction of communal infrastructure	32.9	18.6
Land sold**, ha	13.8	2.8

<sup>\*\*</sup>Land plots transferred to customers



<sup>\*</sup> Cumulative

# Appendix 7: Meyerhold Class A Business Centre and Novotel Moscow Centre Hotel

#### Novotel Moscow Centre Hotel

- Opened in 2002 and managed by ACCOR
- Land plot size is approx. 0.5 hectares (includes Meyerhold Business Centre), located in close proximity to city centre
- The building, includes 255 hotel rooms, conference halls, two bars, restaurant and fitness centre
- Average room rate at ca. US\$319.6 with 72% average occupancy in 1 H2008
- With the acquisition of the remainder 31% of the premises in Hotel "Novoslobodskaya" (Novotel Moscow Centre Hotel) in July 2008 for approximately US\$25 m from the City of Moscow, JSC Hotel Novoslobodskaya currently owns 100% of the hotel.



#### **Meyerhold Business Centre**

- Opened in 2000
- Total area: 11,250 sq m with total rentable area of approx. 7,874 sq m
- Occupancy more than 98% in 1H 2008 with reputable tenants, incl. Sonic Duo, Banque Societe Generale Vostok
- Net average annual office rental rate is around US\$815/sq m in 1H 2008

Summary information	
	1H 2008
Valuation, US\$ mn Meyerhold Office Centre*	82.2
Valuation, US\$ mn Novotel Moscow Centre Hotel*	110.0
Average rental rate, US\$/sq m	3/4
Novotel Moscow Centre Hotel	319.6
Meyerhold Office Centre	815
Novotel hotel occupancy (1H 2008)	72%

<sup>\*</sup>According to Jones Lang LaSalle appraisal

Source: Company



# Appendix 8: Valuation\* of selected properties as of 1H 2008

	Valued land plots , ha (or as indicated)	Valuation, US\$m
Pavlovo-1	8 land plots with cottages	23.5
Lukino	229.7 (freehold interest)	156.2
Sochi Hotel and Resort Estate	Leasehold interest in land (3.85 ha) and freehold interest in property under development	62.7
Large Zavidovo**	1,313.2 (freehold interest)	956.0
Large Pestovo	212.2 (freehold interest)	96.3
Land plots to the northern and the western directions of Moscow	5,109.3 (freehold interest)	118.0
Land plots to the northern and the western directions of Moscow (add.)	4,471.5 (freehold interest)	464.5
Timonino	136.7 (freehold interest)	83.1
Meyerhold	Freehold interest in the building, leasehold land	82.2
Domnikov	Leasehold interest in land (1.4 ha)	674.5
OPIN Plaza	Leasehold interest in land (1.1 ha)	38.4
Novotel Moscow Centre	Freehold interest in the building, leasehold land	110.0
Pavlovo Podvorye and Pavlovo Shool	27.2 ha (freehold interest) and freehold interest in property under development	79.6

<sup>\*</sup> By Jones Lang LaSalle as at 30.06.08

**NOTE:** Only properties to be re-valued under IFRS and OPIN accounting policy were appraised. Some properties are not appraised and are kept at costs or at value at the time when reserved or intended for sale.



<sup>\*\*</sup>By Jones Lang LaSalle as at 31.03.08

