

1H 2014 Financial Results



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Agenda

- 1. Operating and Financial Results
- 2. Market update
- 3. LSR Group today

Appendix



1H 2014 Results Highlights

Financial Highlights

- Revenue increased by 55%, up to RUB 32,408m,
- EBITDA increased by 87%, up to RUB 5,357m, EBITDA margin was 17%,
- Total comprehensive income was RUB 1,116m
- Net debt/EBITDA ratio decreased from 2.40 to 1.46

Operational Highlights

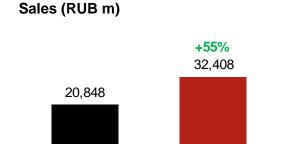
- New contract sales 453 th m² (+60%). Value of the contracts RUB 38.8bn (+67%),
- The number of new contracts increased to 7,925 in 1H 2014 (+45%),
- 500 th m² of NSA launched to the market in 1H 2014,
- Three major new projects acquired: ZiL (1.6m m² of NSA) and Solntsevo (1m m² of NSA) in Moscow and Rzhevka in St.Petersburg (1m m² of NSA),
- Construction volume increased by 35%, up to 513 th m²,
- Increase in sales of building materials: cement 646 th tonnes (+40%), crushed granite 3.7m m³ (+26%), ready-mix concrete 744 th m³ (+13%), aerated concrete 668 th m³ (+28%), brick 139m units (+66%).



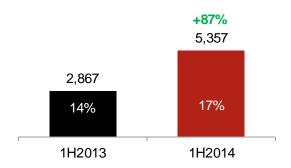
1H2013

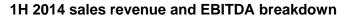
Key financials





EBITDA (RUB m) and EBITDA margin (%)





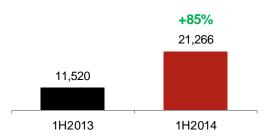


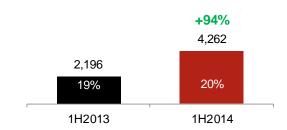
1H2014



Real estate development and Construction





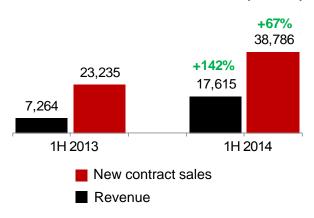




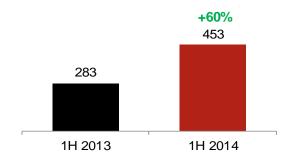


Real estate development

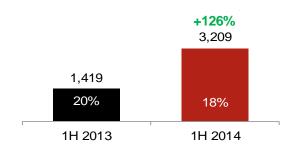
Revenue and New contract sales (RUB m)



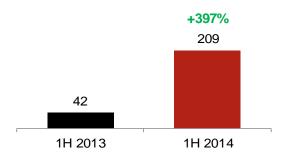
New contract sales ('000 m²)



EBITDA (RUB m) and EBITDA margin (%)

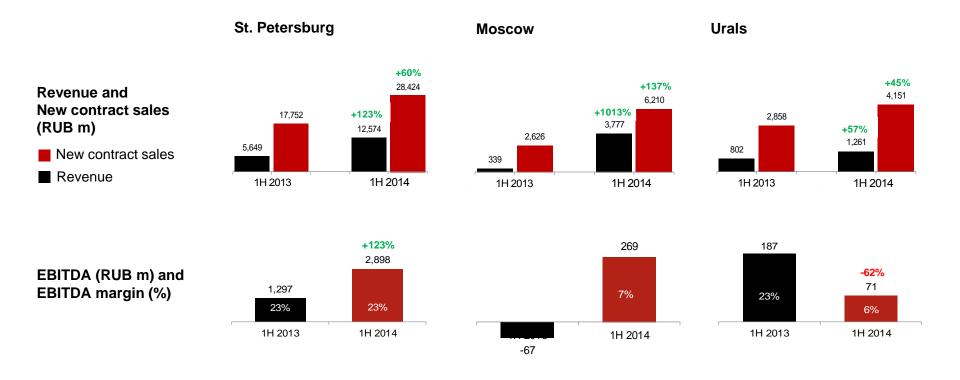


Completions ('000 m²)



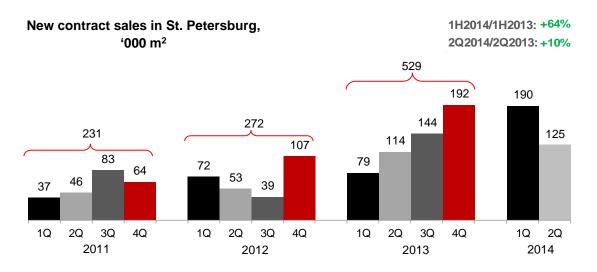


Real estate development (region breakdown)





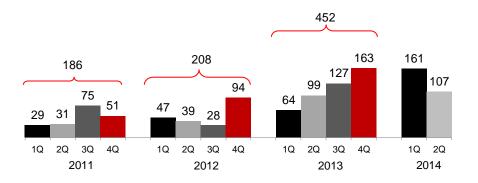
Real estate development: St. Petersburg

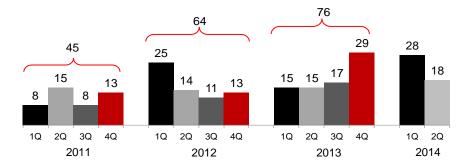


New contract sales in mass market segment, '000 m²

1H2014/1H2013: +65% 2Q2014/2Q2013: +8%

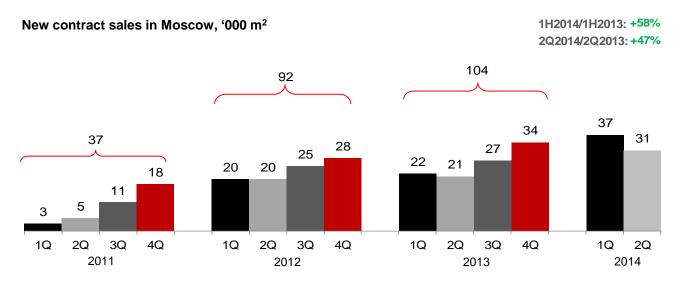
New contract sales in elite segment, '000 m² 1H2014/1H2013: +55% 2Q2014/2Q2013: +21%

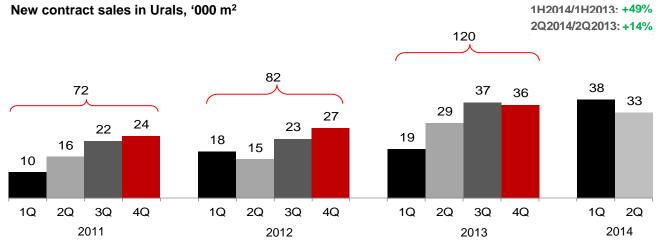






Real estate development: Moscow and Urals







New project launches 2014

St. Petersburg



Shuvalovskiy Karyer 422 th m²





Morskie Bashni 62 th m²





Rassvetny (40-Letiya Komsomola) 182 th m²

launched in June



Latviyskaya 175 th m²

2014 total new supply - 960 th m²

(including new supply in the projects already launched to the market)



New project acquisitions 2014



ZiL project

NSA: 1.57 m m² Total area: 65 ha

Construction start: 2015

Completion date: December 31, 2022



NSA: 990 th m²

Construction start: 2015

Completion date: end of 2019



St. Petersburg

Moscow



Rzhevka project

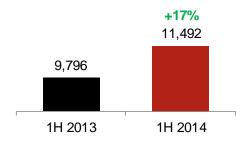
NSA: around 1 m m² Total area: 175 ha

Construction start: 2016

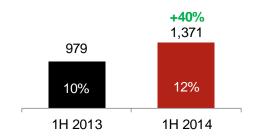


Construction

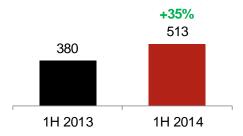
Revenue¹ (RUB m)



EBITDA¹ (RUB m) and EBITDA margin (%)

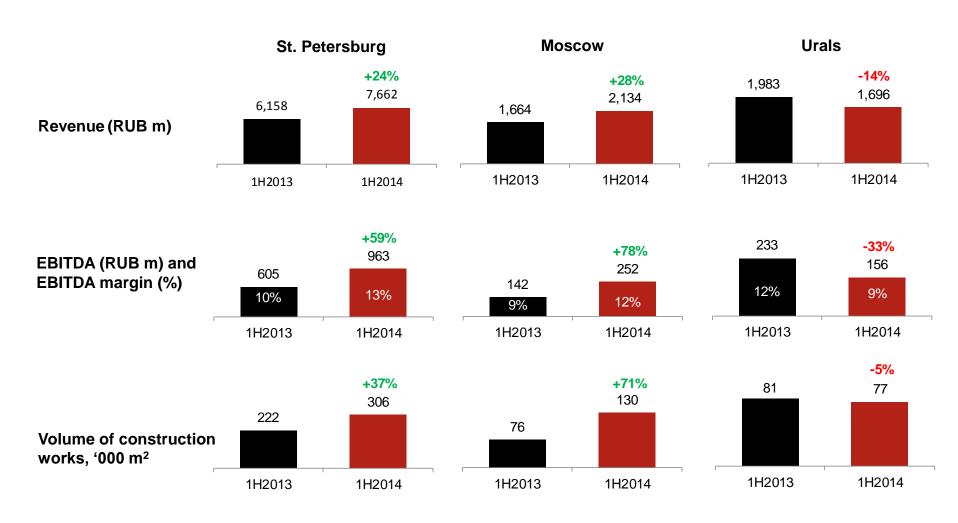


Volume of construction works, '000 m²





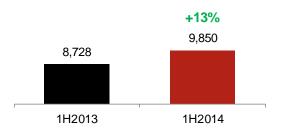
Construction (region breakdown)



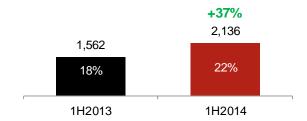


Building materials and Aggregates

Revenue (RUB m)



EBITDA (RUB m) and EBITDA margin (%)

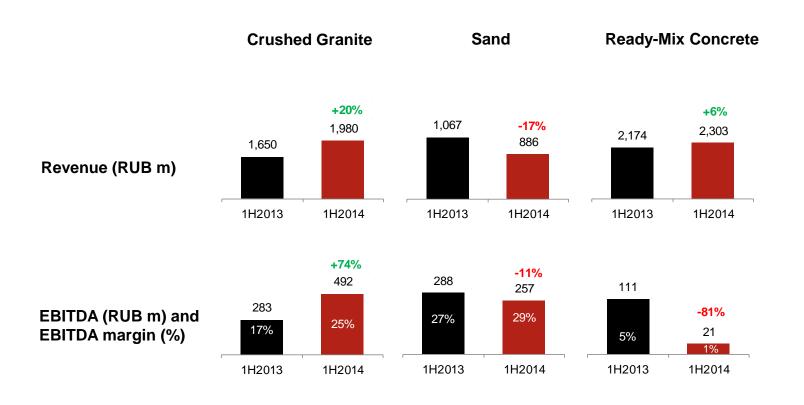






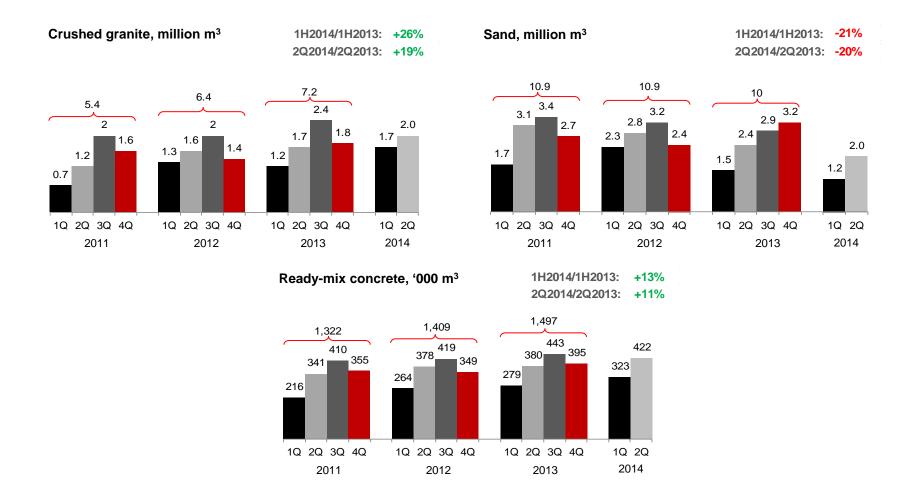


Building materials: Aggregates and Ready-Mix Concrete



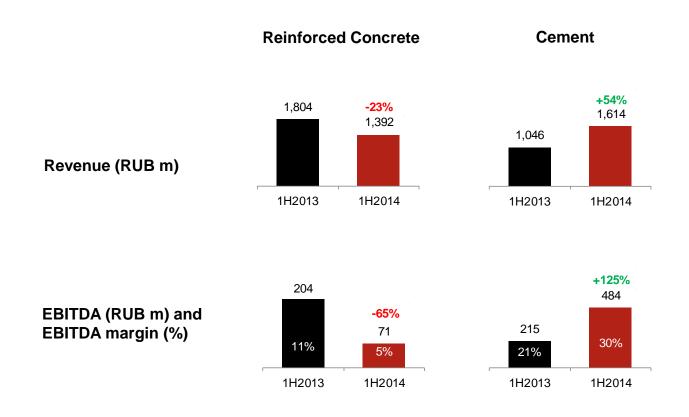


Building materials: Aggregates and Ready-Mix Concrete





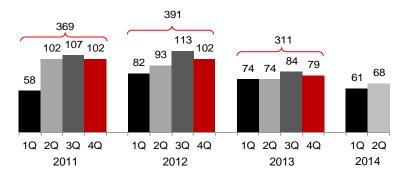
Building materials: Reinforced Concrete and Cement

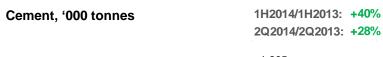


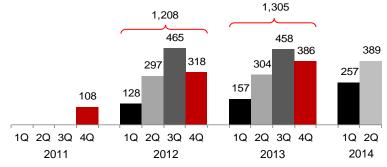


Building materials: Reinforced Concrete and Cement



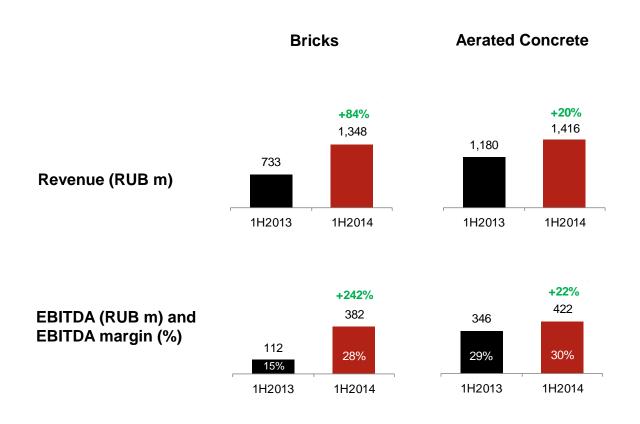








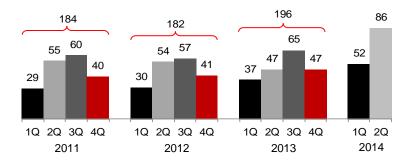
Building materials: Bricks and Aerated Concrete





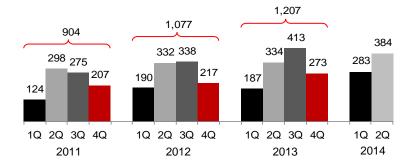
Building materials: Bricks and Aerated Concrete

Bricks, million nf 1H2014/1H2013: +66% 2Q2014/2Q2013: +85%



Aerated concrete, '000 m³

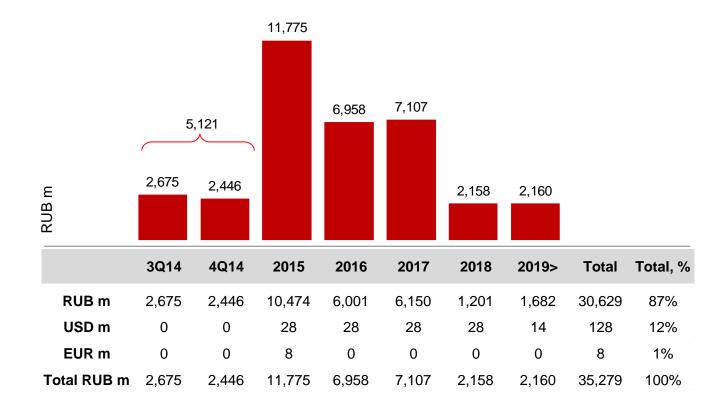
1H2014/1H2013: +28% 2Q2014/2Q2013: +15%





Debt maturity profile as of 30 June 2014

Total debt: RUB 35,279m*



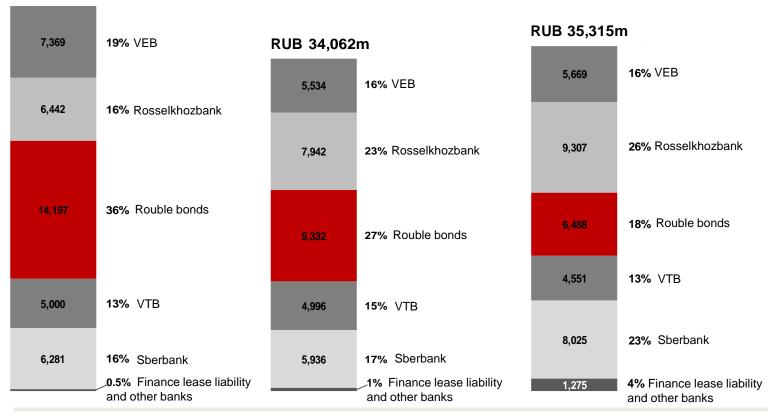


Gross debt by source as of 30 June 2014

Interest Rate (avg) 9.04% p.a.

Interest Rate (avg) 8.87% p.a. Interest Rate (avg) 8.80% p.a.

RUB 39,475m



31 December 2012

31 December 2013

30 June 2014



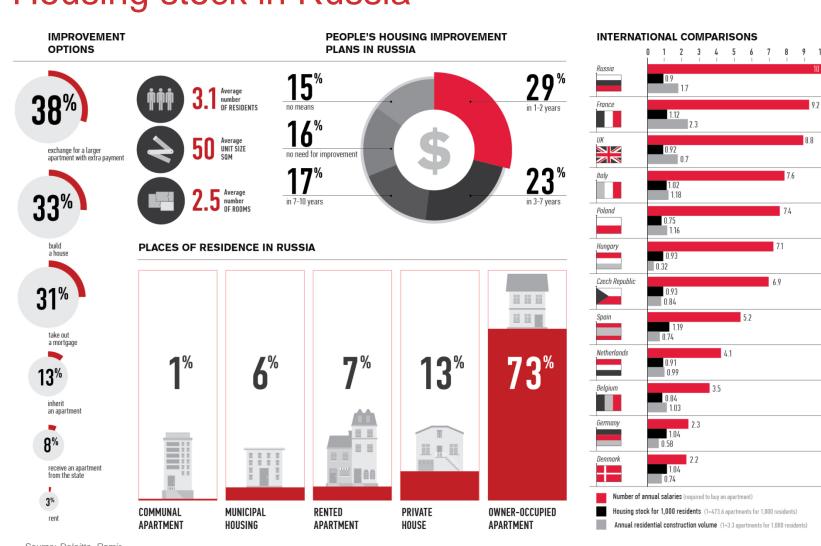
Agenda

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- 3. LSR Group today

Appendix



Housing stock in Russia

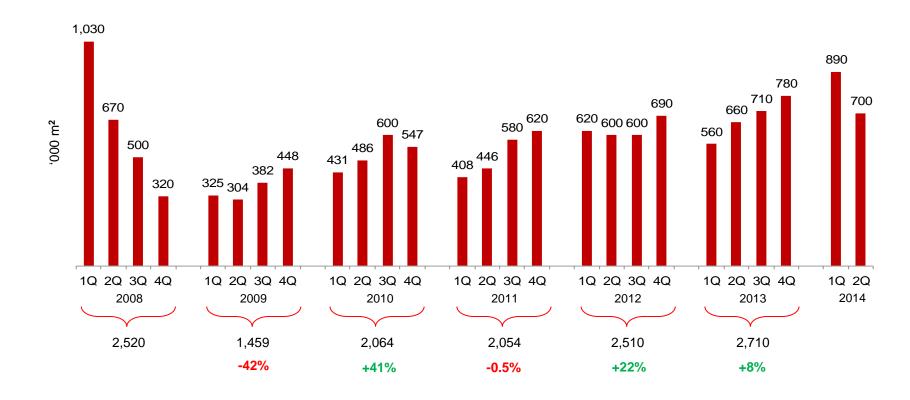


Source: Deloitte. Romir



Sales of new apartments

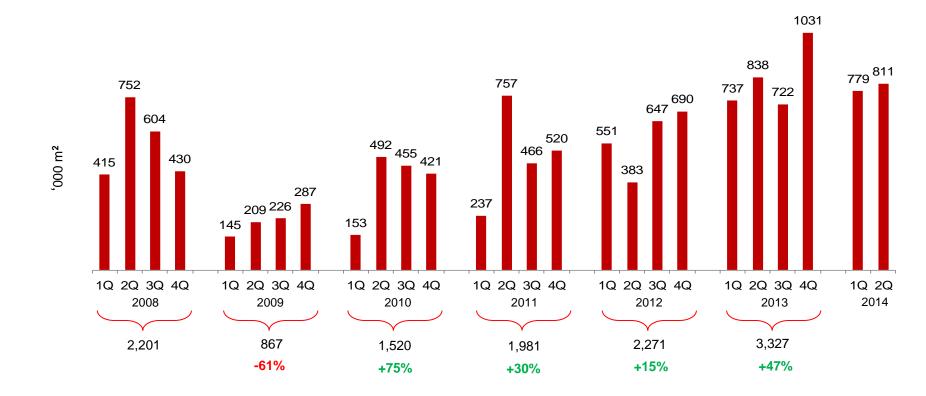
Sales of new apartments in St. Petersburg





Supply of new apartments

Supply of new apartments in St. Petersburg



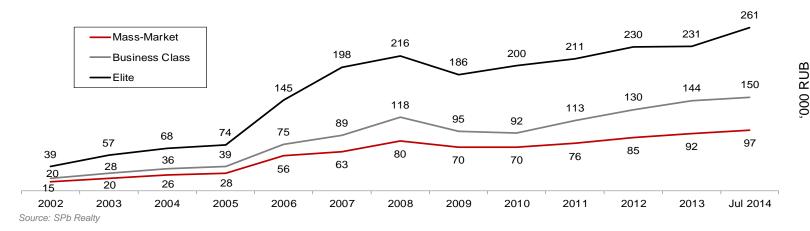
Source: SPb Realty

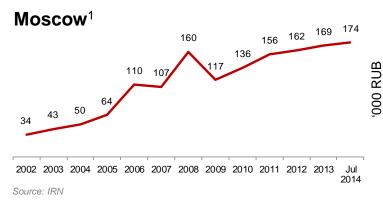
Note: Supply of new housing (apartments) represents residential projects at different stages of development which are offered for sale for the first time during the reported period



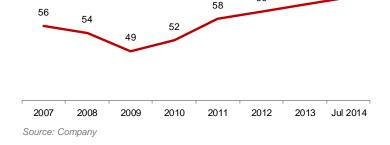
New residential real estate price development in St. Petersburg, Moscow and Yekaterinburg

St. Petersburg









62

60

Notes: Prices as of the end of the respective periods

¹⁾ IRN Index is calculated on the basis of prices in both primary and secondary markets

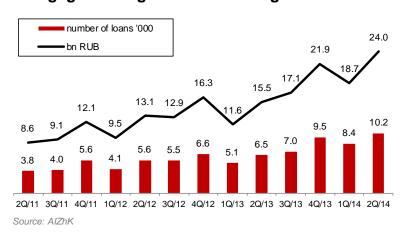


Mortgage lending

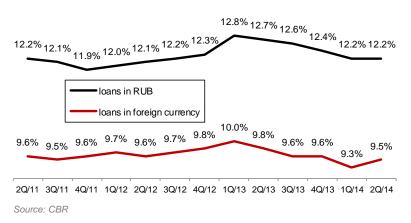
2Q/11 3Q/11 4Q/11 1Q/12 2Q/12 3Q/12 4Q/12 1Q/13 2Q/13 3Q/13 4Q/13 1Q/14 2Q/14

Source: CBR

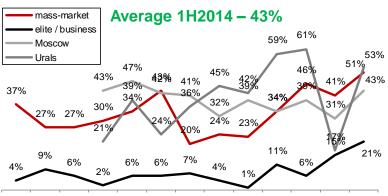
Mortgage lending in St. Petersburg



Average mortgage rates in Russia



LSR mortgage sales in Regions by number of deals



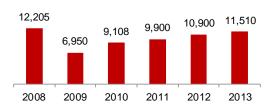
20/11 30/11 40/11 10/12 20/12 30/12 40/12 10/13 20/13 30/13 40/13 10/14 20/14

Source: Company

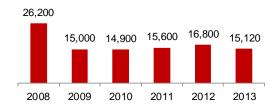


Building materials market volumes in St. Petersburg and the Leningrad region

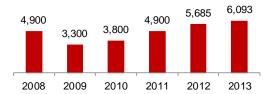
Crushed granite, '000 m³



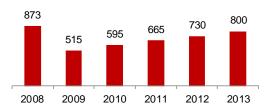
Sand, '000 m³



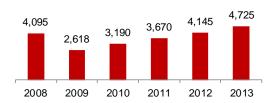
Ready-mix concrete, '000 m³



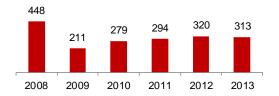
Reinforced concrete, '000 m³



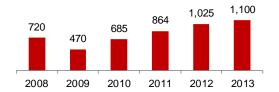
Cement, '000 tonnes



Bricks, million nf



Aerated concrete, '000 m³



Source: Reshenie



Agenda

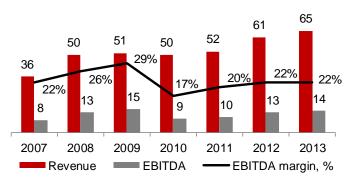
- 1. Operating and Financial Results
- 2. Market update
- 3. LSR Group today

Appendix



LSR Group: business with strong growth history

Sales and EBITDA dynamics (RUB bn)



Source: Audited consolidated IFRS financial statements

Real Estate and Construction

- Residential Real Estate Development market leader in St.
 Petersburg with a growing presence in Moscow/the Moscow region and Urals
- Focus on Mass-Market and Elite segments of residential real estate
- 3 pre-fabricated housing factories

Building Materials

- Leading supplier of building materials in Russia
- Wide range of products and related services: reinforced, ready-mix and aerated concrete, bricks, crushed granite, sand, construction services
- Substantial proven raw materials reserves

Integrated Business Model Proven in Challenging Market Conditions

	Real Estate and Construction					Building Materials							
Ī													
ı	Real Estate Development Constr			Constructi	onstruction			Aggregates Building Materials					
	Elite Real Estate	Mass-Market Real Estate	Project Management	Prefab Construction	Tower Cranes	Pile Driving	Crushed Granite	Sand	Cement	Ready-mix Concrete	Reinforced Concrete	Bricks	Aerated Concrete



Development

LSR Group is one of the leading Russian real estate companies. The portfolio of real estate development projects of LSR Group includes 7.8 million square metres of net sellable area and RUB 113.3 billion of market value of residential and commercial properties.*

	St. Petersburg	Moscow	Yekaterinburg
Elite			
Net sellable/leasable area, '000 m ²	148		
Market Value, RUB m	17,908		
Business			
Net sellable/leasable area, '000 m ²	178	129	
Market Value, RUB m	7,615	9,937	
Mass market			
Net sellable/leasable area, '000 m ²	5,751	843	668
Market Value, RUB m	52,079	11,283	5,607
Commercial Properties			
Net sellable/leasable area, '000 m ²	28	12	
Market Value, RUB m	6,593	2,288	
Total			
Net sellable/leasable area, '000 m ²	6,105	984	668
Market Value, RUB m	84,196	23,508	5,607

^{*}Source: DTZ valuation as of 31.12.2013



Real estate market positions in St. Petersburg in 2013





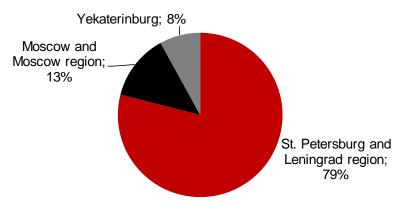
Source: SPb Realty Note: * Excluding social housing

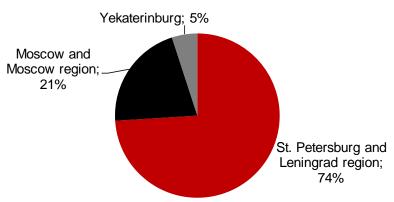


Real estate portfolio by region

Breakdown of portfolio by region (Net Sellable Area)

Breakdown of portfolio by region (Market Value)





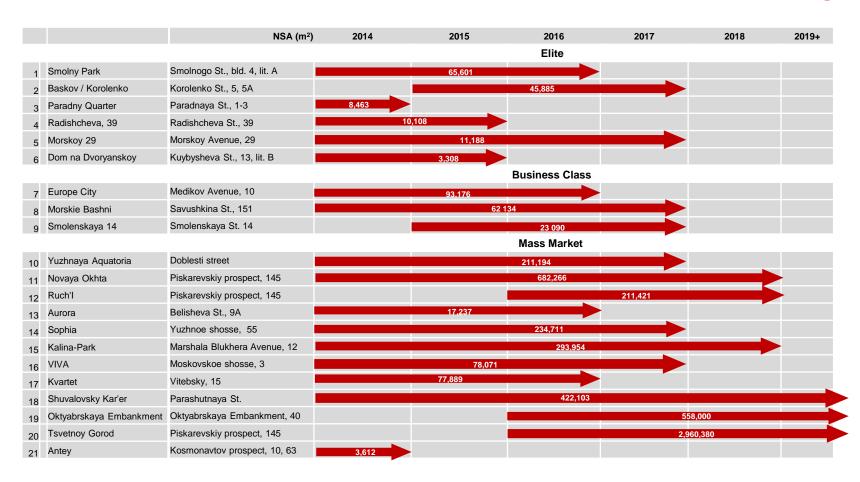
Region	NSA ('000 m ²)	% of total	MV (RUB m)	% of total
St. Petersburg and Leningrad region	6,117	79%	85,946	74%
Moscow and Moscow region	989	13%	25,053	21%
Yekaterinburg	668	8%	5,607	5%
Total	7,774	100%	116,606	100%
Book value of the land plots*			24,851	

Largest part of our real estate portfolio is located in our home market of St. Petersburg within the boundaries of the city

Source: DTZ valuation as of 31.12.2013 * Source: Company



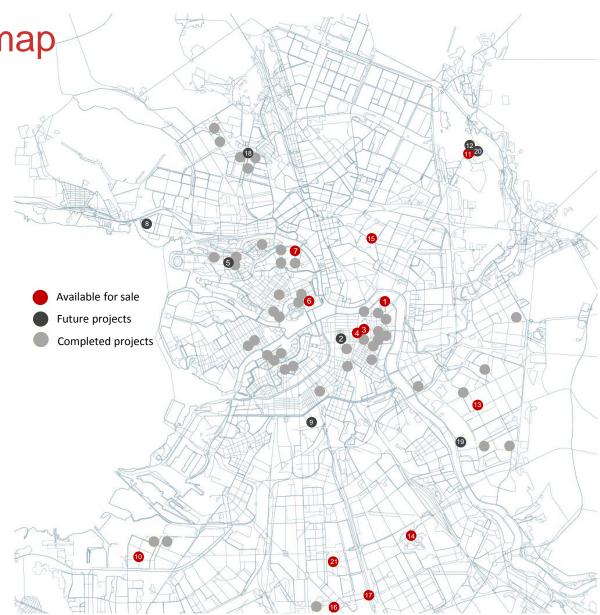
LSR real estate projects pipeline – St. Petersburg





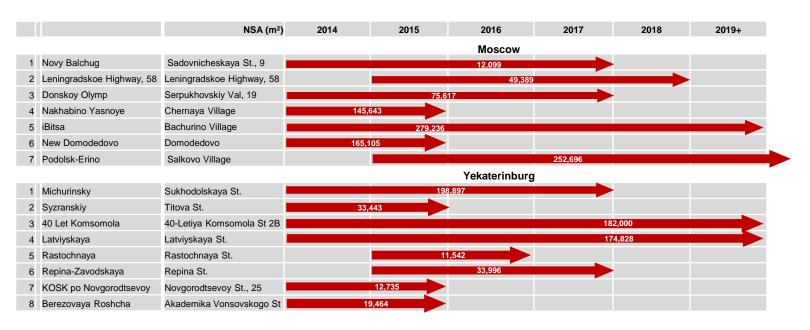
LSR project map

St. Petersburg



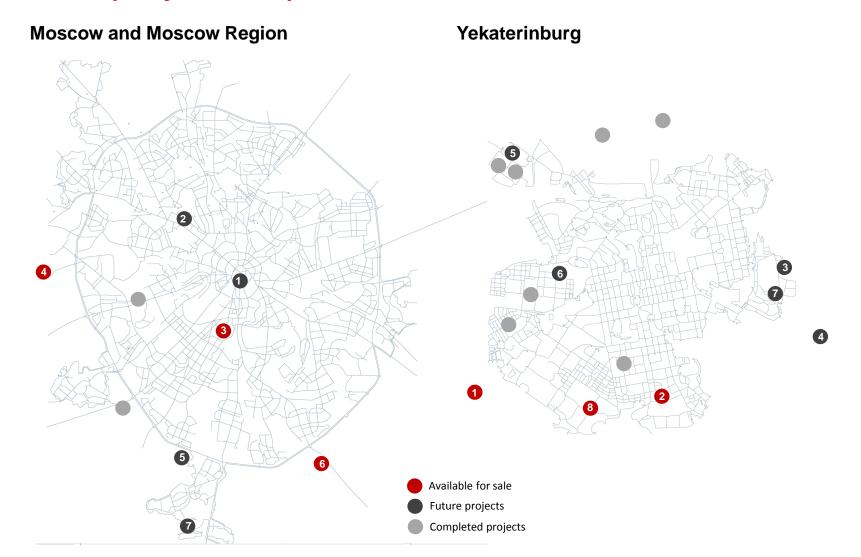


LSR real estate projects pipeline – Moscow and Yekaterinburg





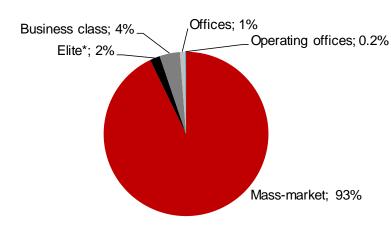
LSR project map



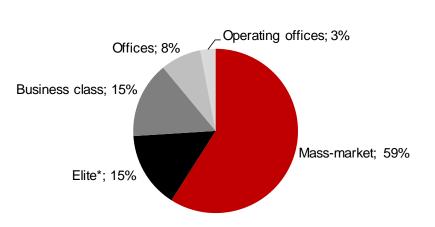


Real estate portfolio by segment

Breakdown of portfolio by region (Net Sellable Area)



Breakdown of portfolio by region (Market Value)



Segment of property	NSA ('000 m ²)	% of total	MV (RUB m)	% of total
Mass-market	7,261	93%	68,970	59%
Elite*	148	2%	17,908	15%
Business class	307	4%	17,552	15%
Offices	40	1%	8,882	8%
Operating offices	17	0.2%	3,295	3%
Total	7,774	100%	116,606	100%
Book value of the land plots**			24,851	

Well-balanced portfolio with focus on mass-market residential housing

Source: DTZ valuation as of 31.12.2013

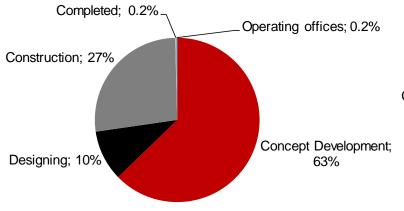
^{*} Elite segment of property is calculated including Gated Communities

^{**} Source: Company

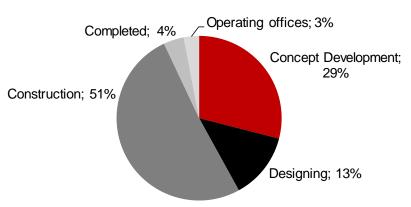


Real estate portfolio by stage of development

Breakdown of portfolio by region (Net Sellable Area)



Breakdown of portfolio by region (Market Value)



Stage of development	NSA ('000 m ²)	% of total	MV (RUB m)	% of total
Concept Development	4,881	63%	33,236	29%
Designing	779	10%	15,081	13%
Construction	2,077	27%	59,695	51%
Completed	19	0.2%	5,299	4%
Operating offices	17	0.2%	3,295	3%
Total	7,774	100%	116,606	100%
Book value of the land plots*			24,851	

We aim to match the stages of development of our portfolio with the levels of demand for real estate

* Source: Company

Source: DTZ valuation as of 31.12.2013



Construction

	St. Petersburg	Moscow	Yekaterinburg
Prefab housing	Capacity: 500,000 m ²	Capacity: 250,000 m ²	Capacity: 200,000 m ²
construction	 largest pre-fabricated housing factory in the North-West of Russia; full cycle of construction of residential buildings of 3 to 25 storeys high on a "turnkey" basis; combines factory itself, design department and construction 	 "EuroPa", 111 and 222 series of pre-fabricated panel housing; own design department; can produce custom products in accordance with client's layout. 	 •full cycle of construction of residential housing of 2 to 25 storeys high from reinforced-concrete panels on "turnkey" basis; •combines factory itself, design department and construction division;
	division; •first in St. Petersburg to introduce "seamless" facade fitout technology.		
Construction services	Tower cranes services 173 cranes	Tower cranes services 49 cranes	
	Pile driving services		
General contractor services	 All projects are carried out on a Relatively low margin but high v Services can be provided in any 	volumes; v region of Russia; onstruction of large industrial and c	



Building Materials

LSR Group is № 1

In CIS countries – in production of aerated concrete

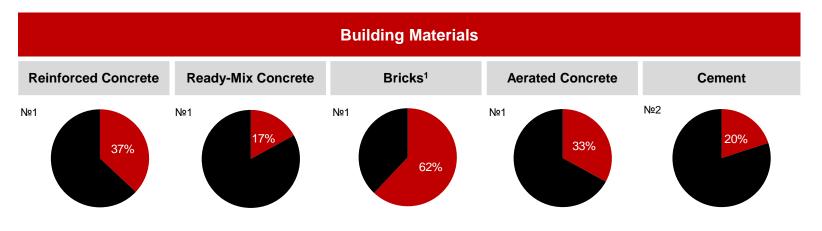
In Russia - in production of ready-mix concrete, bricks and extraction of sand

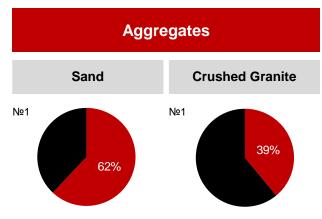
In Northwest Russia – in production of reinforced concrete and extraction of crushed granite

	St. Petersburg	Moscow	Ukraine		
Building Materials					
Ready-mix concrete	8 plants	4 plants			
	1,675,000 m ³ capacity	800,000 m ³ capacity			
Bricks	4 plants	1 plant			
	380 million bricks capacity	60 million bricks capacity			
Aerated concrete	1 plant		2 plants		
	378,000 m ³ capacity	378,000 m ³ capacity			
Cement	1 plant				
	1.87 million tonnes capacity	,			
Reinforced concrete	4 plants				
	556,000 m ³ capacity				
Aggregates					
Sand	14 quarries				
	223 million m ³ of reserves (22 years of operation)				
Crushed granite	9 quarries				
	578 million m ³ of reserves (578 million m ³ of reserves (80 years of operation)			



Building materials market positions in St. Petersburg and the Leningrad region in 2013

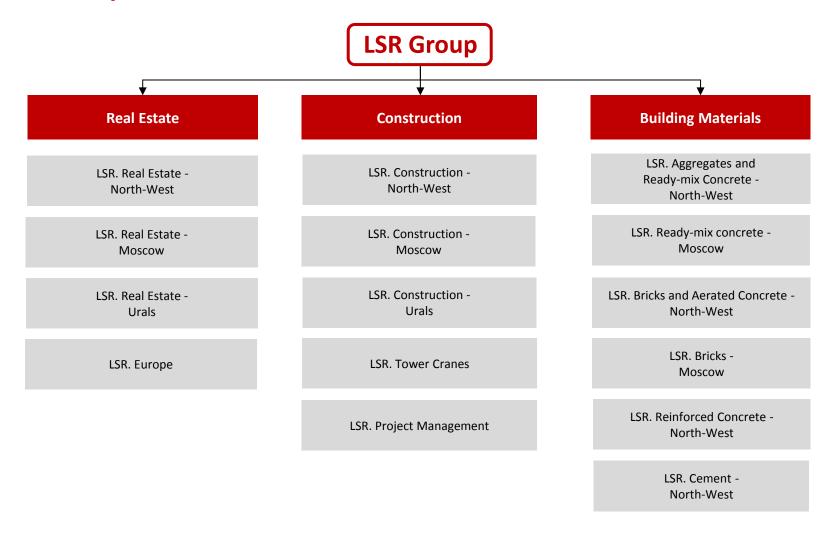




Source: Reshenie
Note: Volume terms



Group structure





Robust corporate governance – Board of Directors



Andrey Molchanov Chairman

Executive directors



Dmitri GontcharovManaging Director of
LSR Europe GmbH



Alexander Vakhmistrov
CEO



Olga Sheikina Head of LSR Group Moscow office

Non - executive directors



Elena Tumanova Director



Yury Kudimov Vnesheconombank Investment Company, CEO



Ilgiz Valitov
VEB, Director of national resources department



Yury OsipovAdvisor to the Russian
Academy of Sciences



Sergey SkaterschikovCA Capital, General Director



Experienced And Committed Management

Executive Committee: Solid experience within the industry



Alexander Vakhmistrov CEO



Galina Volchetskaya **Executive Director** Head of Corporate functions



Vasily Kostritsa Deputy CEO, Managing Director Aggregates & Ready-mix Concrete concrete -North-West



Sergei Begoulev Deputy CEO, Managing Director **Bricks & Aerated** North-West



Dmitry Khodkevich Deputy CEO, Managing Director Real Estate -North-West



Loginov Deputy CEO, business development



Deputy CEO

38 20 16 18 10 39 Years in the industry 19 13 15 13 10 Years with LSR



Leonid Sorokko Deputy CEO



Dmitry Kutuzov CFO



Yuri Ilyin Director of Investor Relations



Ivan Romanov Managing Director Moscow



Kliment Falaleev Managing Director Urals



Lev Vinnik **Deputy Managing** Director

36	8	10	20	10	15	Years in the industry
1	8	8	13	10	4	Years with LSR



Housing construction technologies

Poured concrete	LSR prefab technology	Traditional panel
Shorter construction period increases costs, higher labour costs	Short construction period	Short construction period
Production process at the construction site requires strict quality control	Industrial production	Industrial production
: Flexibility of architectural and facade solutions	Flexibility of architectural and facade solutions	Standardized housing, individual projects limited
Allows almost seamless technology	Seamless technology allows improved insulation (+30% as compared to the traditional technology).	Poor façade insulations
Upper mass market and business class	Mass market, upper mass market and business class	Mass market segment
Construction works during the cold season (low temperature conditions) are limited	No seasonality	No seasonality
Both low-rise(2-3-storeyed), and high-rise(25-storeyed and higher)	Both low-rise(2-3-storeyed), and high-rise(25-storeyed and higher)	5-17-storeyed high









Agenda

- 1. Operating and Financial Results
- 2. Market update
- 3. LSR Group today

Appendix



Key financials

RUB m	1H 2013	1H 2014
Revenues	20,848	32,408
EBITDA	2,867	5,357
EBITDA margin	14%	17%
Operating profit	1,350	3,535
Operating profit margin	6%	11%
Total comprehensive income	(931)	1,116
Operating cash flow	939	8,052
Capitalised capital expenditure	2,132	787
	31.12.2013	30.06.2014
Total debt	34,062	35,315
Net debt	28,163	20,741
Net debt/EBITDA	2.40	1.46



Statement of Comprehensive Income

RUB m	1H 2013	1H 2014
Sales revenue	20,848	32,408
Cost of sales	(14,902)	(23,490)
Gross profit	5,946	8,918
Distribution, G&A and other expenses	(4,596)	(5,383)
Operating profit / (loss)	1,350	3,535
Net financial expenses	(2,346)	(1,981)
Profit / (loss) before income tax	(996)	1,554
Income tax expense	11	(500)
Profit for the period	(985)	1,054
Foreign currency translation differences for foreign operations	55	62
Total comprehensive income	(931)	1,116
EBITDA	2,867	5,357
EBITDA margin	14%	17%
Depreciation & amortisation	1,517	1,813



Financial Position

RUB m	31.12.13	30.06.14
ASSETS		
Non-current assets		
Property, plant and equipment	42,776	41,240
nvestment property under development	· · · · · · · · · · · · · · · · · · ·	
Investment property	· · · · · · · · · · · · · · · · · · ·	
Intangible assets	5,275	F 004
Other investments	3,275	5,234
Deferred tax assets	2,861	3,052
Trade and other receivables	177	182
Restricted cash	162	24
Total non-current assets	51,254	49,736
Current assets		
Other investments	409	326
Inventories	75,174	88,905
Income tax receivable	244	147
Trade and other receivables	18,580	21,331
Cash and cash equivalents	5,899	14,574
Restricted cash	1	
Assets classified as held for sale		
Total current assets	100,308	125,284
Total assets	151,562	175,020
EQUITY AND LIABILITIES		
Equity		
Share capital	35	35
Treasury shares		-751
Treasury shares	26 409	-751 26 408
Share premium	26,408	26,408
Share premium Additional paid in capital	26,408 15,954	26,408 16,705
Share premium Additional paid in capital Foreign currency translation reserve	26,408 15,954 81	26,408 16,705 143
Share premium Additional paid in capital Foreign currency translation reserve Retained earnings	26,408 15,954 81 17,796	26,408 16,705 143 14,727
Share premium Additional paid in capital Foreign currency translation reserve Retained earnings Total equity attributable to shareholders of the Company	26,408 15,954 81 17,796 60,273	26,408 16,705 143 14,727 57,266
Share premium Additional paid in capital Foreign currency translation reserve Retained earnings Total equity attributable to shareholders of the Company Non-controlling interest	26,408 15,954 81 17,796 60,273 -15	26,408 16,705 143 14,727 57,266 -13
Share premium Additional paid in capital Foreign currency translation reserve Retained earnings Total equity attributable to shareholders of the Company Non-controlling interest Total equity	26,408 15,954 81 17,796 60,273	26,408 16,705 143 14,727 57,266
Share premium Additional paid in capital Foreign currency translation reserve Retained earnings Total equity attributable to shareholders of the Company Non-controlling interest Total equity Non-current liabilities	26,408 15,954 81 17,796 60,273 -15 60,259	26,408 16,705 143 14,727 57,266 -13 57,253
Share premium Additional paid in capital Foreign currency translation reserve Retained earnings Total equity attributable to shareholders of the Company Non-controlling interest Total equity Non-current liabilities Loans and borrowings	26,408 15,954 81 17,796 60,273 -15 60,259	26,408 16,705 143 14,727 57,266 -13 57,253
Share premium Additional paid in capital Foreign currency translation reserve Retained earnings Total equity attributable to shareholders of the Company Non-controlling interest Total equity Non-current liabilities Loans and borrowings Deferred tax liabilities	26,408 15,954 81 17,796 60,273 -15 60,259 26,113 1,315	26,408 16,705 143 14,727 57,266 -13 57,253 24,519 1,226
Share premium Additional paid in capital Foreign currency translation reserve Retained earnings Total equity attributable to shareholders of the Company Non-controlling interest Total equity Non-current liabilities Loans and borrowings Deferred tax liabilities Trade and other payables	26,408 15,954 81 17,796 60,273 -15 60,259 26,113 1,315 20	26,408 16,705 143 14,727 57,266 -13 57,253 24,519 1,226 1,950
Share premium Additional paid in capital Foreign currency translation reserve Retained earnings Total equity attributable to shareholders of the Company Non-controlling interest Total equity Non-current liabilities Loans and borrowings Deferred tax liabilities Trade and other payables Provisions	26,408 15,954 81 17,796 60,273 -15 60,259 26,113 1,315 20 19	26,408 16,705 143 14,727 57,266 -13 57,253 24,519 1,226 1,950 21
Share premium Additional paid in capital Foreign currency translation reserve Retained earnings Total equity attributable to shareholders of the Company Non-controlling interest Total equity Non-current liabilities Loans and borrowings Deferred tax liabilities Trade and other payables Provisions Total non-current liabilities	26,408 15,954 81 17,796 60,273 -15 60,259 26,113 1,315 20	26,408 16,705 143 14,727 57,266 -13 57,253 24,519 1,226 1,950
Share premium Additional paid in capital Foreign currency translation reserve Retained earnings Total equity attributable to shareholders of the Company Non-controlling interest Total equity Non-current liabilities Loans and borrowings Deferred tax liabilities Trade and other payables Provisions Total non-current liabilities Current liabilities Current liabilities	26,408 15,954 81 17,796 60,273 -15 60,259 26,113 1,315 20 19	26,408 16,705 143 14,727 57,266 -13 57,253 24,519 1,226 1,950 21
Share premium Additional paid in capital Foreign currency translation reserve Retained earnings Total equity attributable to shareholders of the Company Non-controlling interest Total equity Non-current liabilities Loans and borrowings Deferred tax liabilities Trade and other payables Provisions Total non-current liabilities Current liabilities Current liabilities Bank overdraft	26,408 15,954 81 17,796 60,273 -15 60,259 26,113 1,315 20 20 19 27,467	26,408 16,705 143 14,727 57,266 -13 57,253 24,519 1,226 1,950 21
Share premium Additional paid in capital Foreign currency translation reserve Retained earnings Total equity attributable to shareholders of the Company Non-controlling interest Total equity Non-current liabilities Loans and borrowings Deferred tax liabilities Trade and other payables Provisions Total non-current liabilities Current liabilities Bank overdraft Loans and borrowings	26,408 15,954 81 17,796 60,273 -15 60,259 26,113 1,315 20 19 27,467	26,408 16,705 143 14,727 57,266 -13 57,253 24,519 1,226 1,950 21 27,715
Share premium Additional paid in capital Foreign currency translation reserve Retained earnings Total equity attributable to shareholders of the Company Non-controlling interest Total equity Non-current liabilities Loans and borrowings Deferred tax liabilities Trade and other payables Provisions Total non-current liabilities Current liabilities Bank overdraft Loans and borrowings	26,408 15,954 181 17,796 60,273 -15 60,259 26,113 1,315 20 19 27,467	26,408 16,705 143 14,727 57,266 -13 57,253 24,519 1,226 1,950 21 27,715
Share premium Additional paid in capital Foreign currency translation reserve Retained earnings Total equity attributable to shareholders of the Company Non-controlling interest Total equity Non-current liabilities Loans and borrowings Deferred tax liabilities Trade and other payables Provisions Total non-current liabilities Current liabilities Bank overdraft Loans and borrowings Income tax payable Trade and other payables	26,408 15,954 81 17,796 60,273 -15 60,259 26,113 1,315 20 20 19 27,467	26,408 16,705 143 14,727 57,266 -13 57,253 24,519 1,226 1,950 21 27,715
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Share premium Additional paid in capital Foreign currency translation reserve Retained earnings Total equity attributable to shareholders of the Company Non-controlling interest Total equity Non-current liabilities Loans and borrowings Deferred tax liabilities Trade and other payables Provisions Total non-current liabilities Current liabilities Current liabilities Total non-current liabilities Current liabilities Total and borrowings Income tax payable Trade and other payables Provisions Total on-current liabilities Loans and borrowings Income tax payable Trade and other payables Provisions Liabilities classified as held for sale	26,408 15,954 81 17,796 60,273 -15 60,259 26,113 1,315 20 19 27,467 - 7,949 653 54,994 240	26,408 16,705 143 14,727 57,266 -13 57,253 24,519 1,226 1,950 21 27,715 10,797 241 78,609 404
Share premium Additional paid in capital Foreign currency translation reserve Retained earnings Total equity attributable to shareholders of the Company Non-controlling interest Total equity Non-current liabilities Loans and borrowings Deferred tax liabilities Trade and other payables Provisions Total non-current liabilities Current liabilities Bank overdraft Loans and borrowings Total non-current liabilities Current liabilities Trade and other payables Frovisions Trade and other payables Frovisions Frozina and borrowings Income tax payable Trade and other payables Provisions	26,408 15,954 81 17,796 60,273 -15 60,259 26,113 1,315 20 19 27,467 7,949 653 54,994 240	26,408 16,705 143 14,727 57,266 13 57,253 24,519 1,226 1,950 21 27,715



Cash flow

RUB m	1H2013	1H2014
Net Income	(985)	1,054
Depreciation & amortization	1,517	1,813
Net finance costs	2,346	1,981
Other, net	32	534
Operating profit before changes in working capital and provisions	2,910	5,383
Change in Inventories	(7,983)	(13,772)
Change in Trade and Other Receivables	(1,895)	(2,654)
Change in Trade and Other Payables	11,787	21,689
Increase/ decrease in provisions	(139)	167
Cash flow from operations before income taxes and interest paid	4,680	10,813
Income Taxes Paid	(1,572)	(1,096)
Interest Paid	(2,169)	(1,664)
Cash flow from (utilised by) operating activities	939	8,052
Capital Expenditures	(2,071)	(797)
Acquisitions	-	-
Disposals	99	122
Other	189	415
Cash flow from (utilised by) investing activities	(1,782)	(260)
Debt issued (repaid)	2,961	929
Dividends paid	(2,061)	
Cash flow from (utilised by) financing activities	900	929
Net change in cash	57	8,721
Cash at beginning of period	3,967	5,899
Exchange rate fluctuations	48	(46)
Cash and end of period	4,072	14,574



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