



1Q2017 Trading Update
Investor Presentation

20 April, 2017



1Q2017 Highlights and 2017 guidance

*Total sales growth in 1Q2017 of 17.2%, reaching Rub 77.9bn
(1Q2016 sales growth of 22.1%, reaching Rub 66.5bn)*

LFL sales growth in 1Q2017 of (1.7%), incl. (2.0%) LFL traffic and 0.3% LFL ticket growth

4 new hypermarkets and 4 new supermarkets opened in 1Q2017

Total selling space of 1,167,601 sqm as of 31 March 2017 (30.3% y-o-y growth)

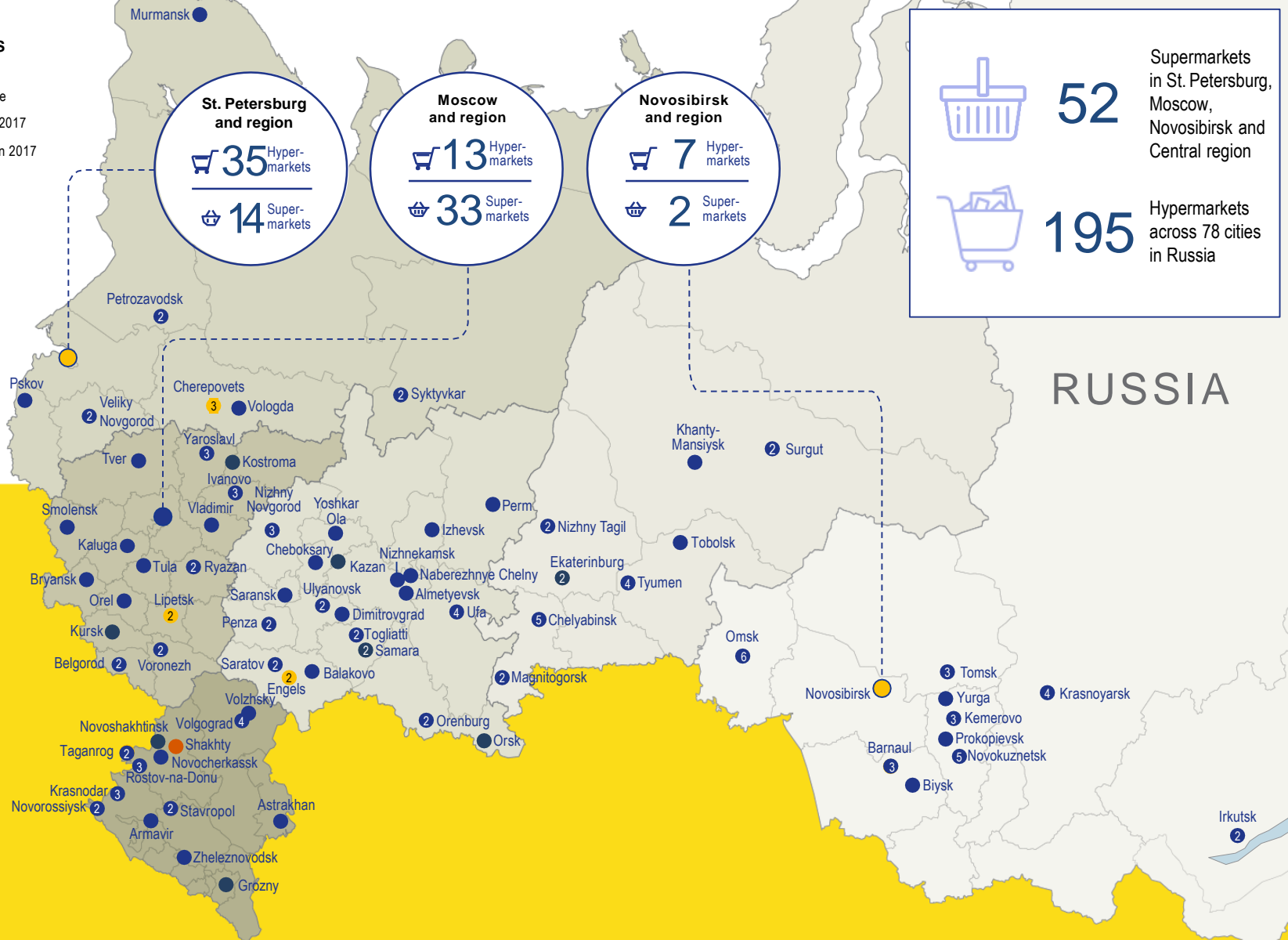
*2017 store opening guidance remains **unchanged**
2017 Capex guidance reduced **from Rub 40bn to 30-35bn***

Number of active cardholders increased to 11.1m (+25% y-o-y growth)

BUSINESS GEOGRAPHY

NUMBER OF HYPERMARKETS

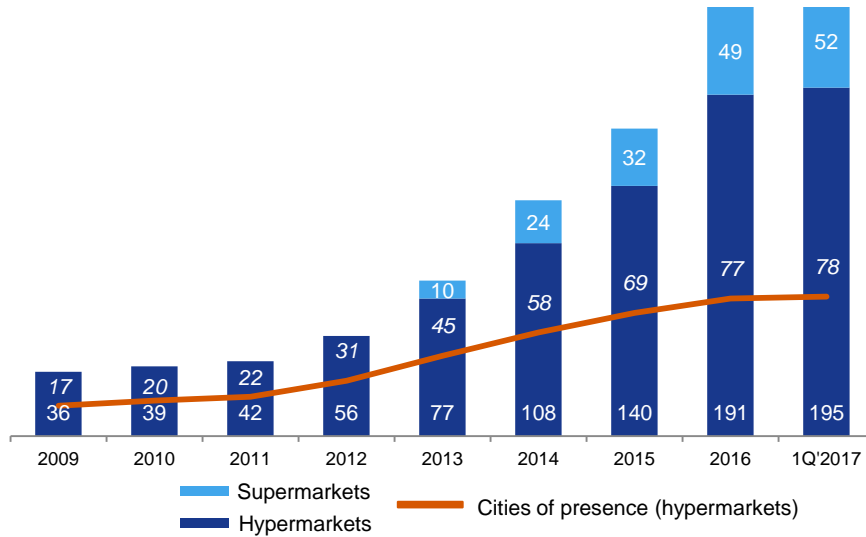
- One store
- ② More than one store
- Stores opened in 2017
- New city entered in 2017



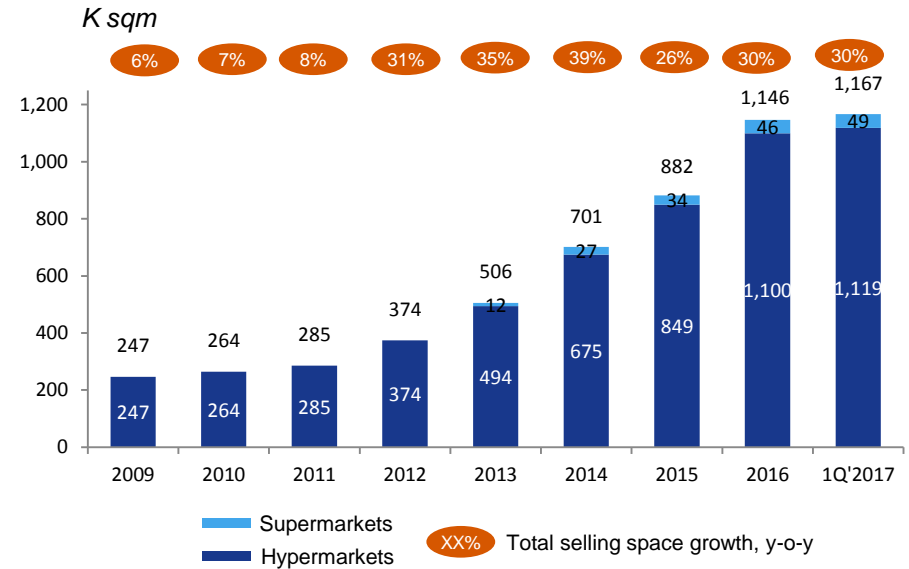
RUSSIA

1Q2017 Store network development

Store network development

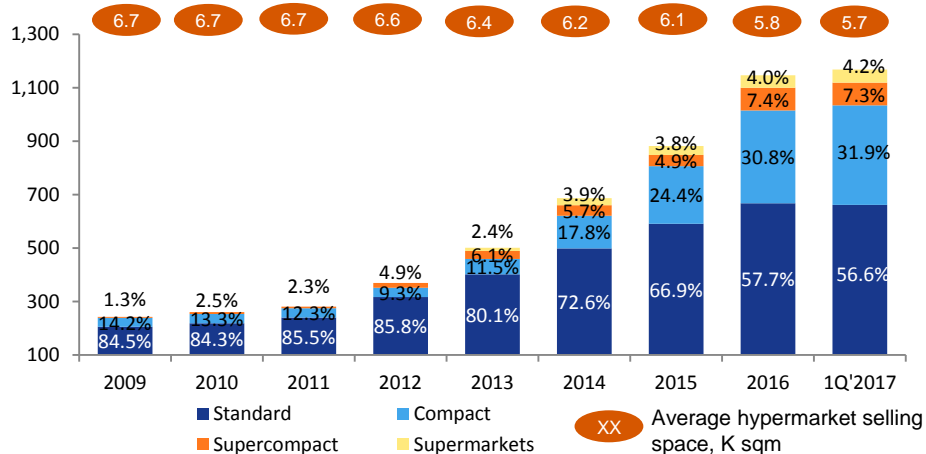


Selling space development



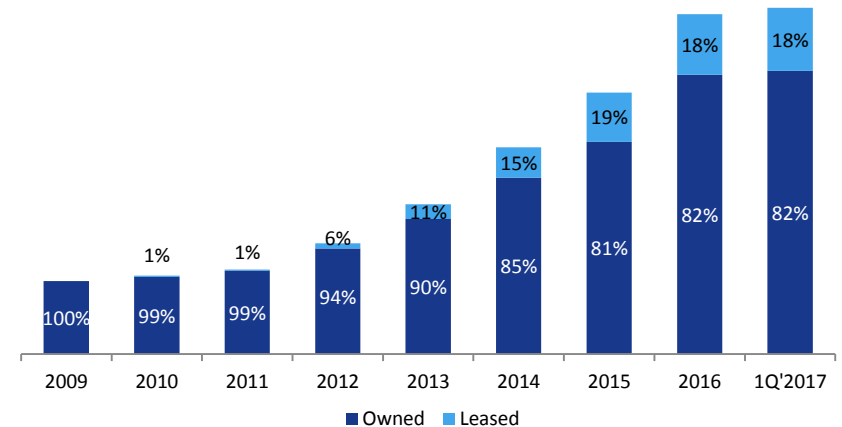
Format development

as % of total selling space



Selling space ownership

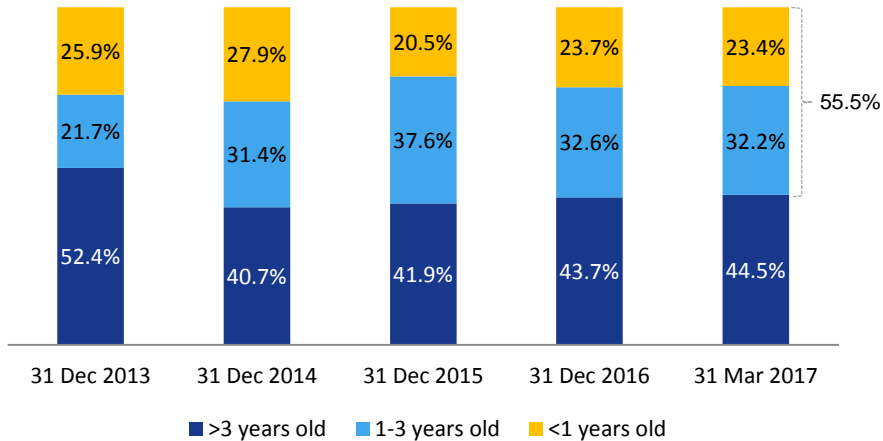
as % of total selling space



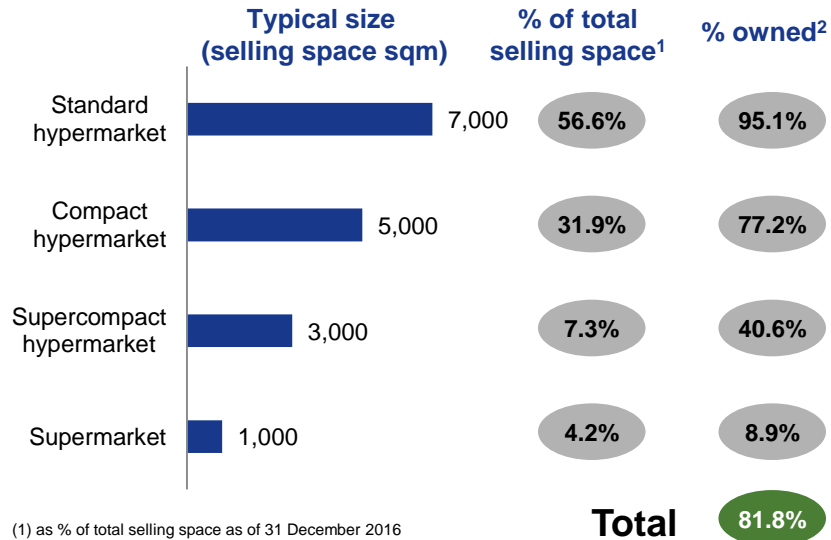
1Q2017 Selling space development

Lenta total selling space age split

as % of total selling space

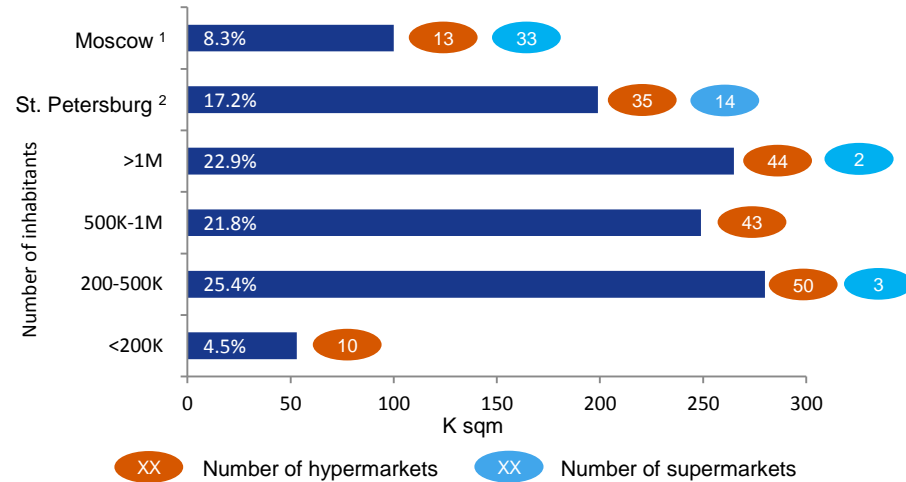


Lenta formats

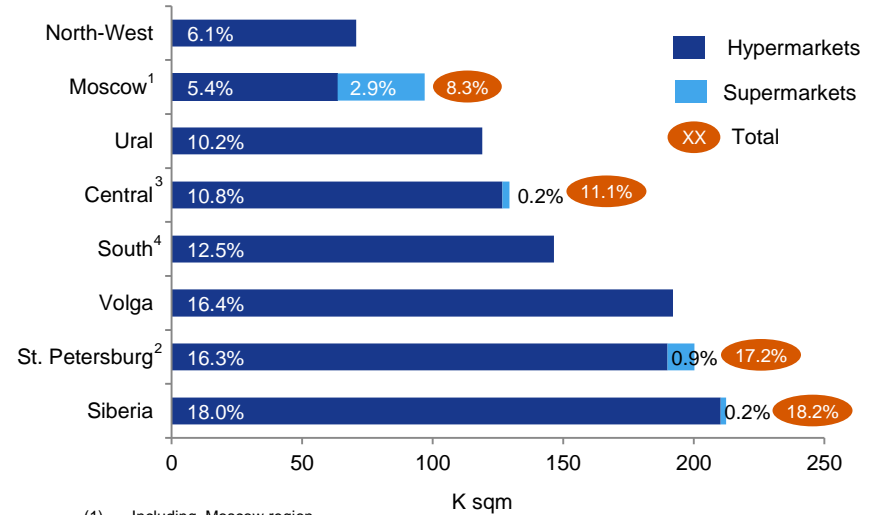


(1) as % of total selling space as of 31 December 2016
 (2) as % of total selling space of the format as of 31 December 2016

Selling space by city population



Selling space by region



(1) Including Moscow region
 (2) Including St. Petersburg region
 (3) Includes 2 supermarkets located in the Kaluzhskiy region
 (4) Including North Caucasus

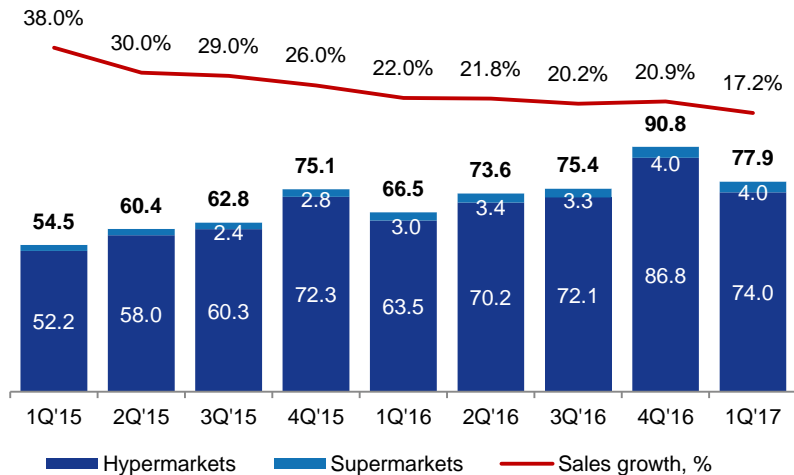
1Q2017 Sales growth

Sales growth in 1Q2017

	Sales	Traffic	Ticket
Total	+ 17.2%	+ 20.1%	- 2.4%
Hypermarket	+ 16.5%	+ 18.7%	- 1.8%
Supermarket	+ 30.6%	+ 35.1%	- 3.3%
LFL	- 1.7%	- 2.0%	+ 0.3%
Hypermarket	- 1.8%	- 2.2%	+ 0.3%
Supermarket	+ 0.9%	+ 0.2%	+ 0.7%

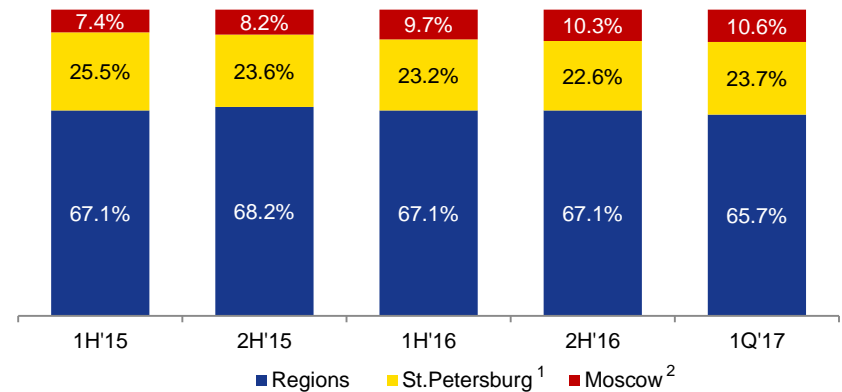
Total Sales growth

Quarterly sales, Rub bn



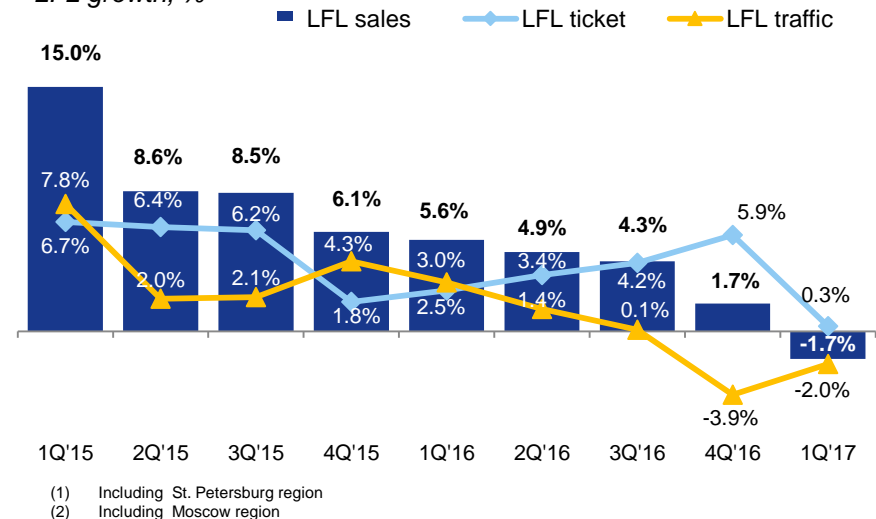
Sales split – St. Petersburg and Moscow vs. regions

Rub sales breakdown



LFL Sales growth

LFL growth, %

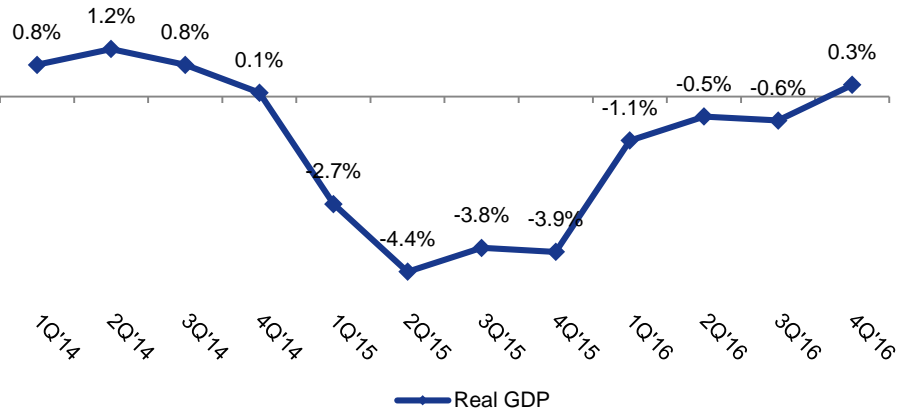


(1) Including St. Petersburg region
(2) Including Moscow region

Market – inflation and income trends

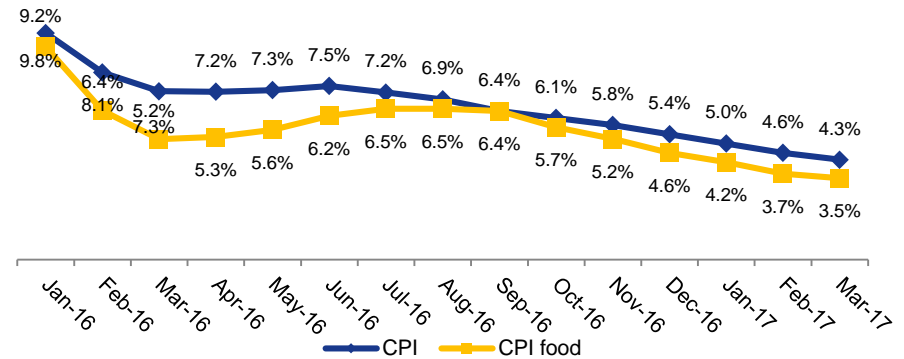
Real GDP dynamics in 2014-2016

Monthly growth y-o-y, %



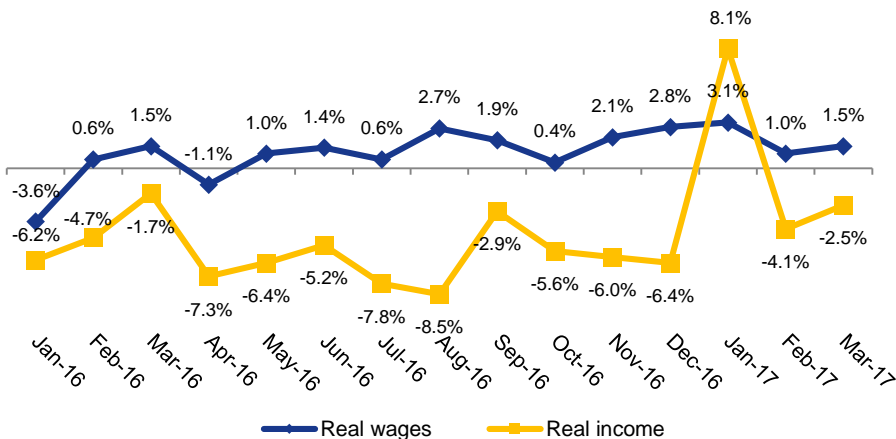
CPI dynamics in 2015-2016

Monthly growth y-o-y, %



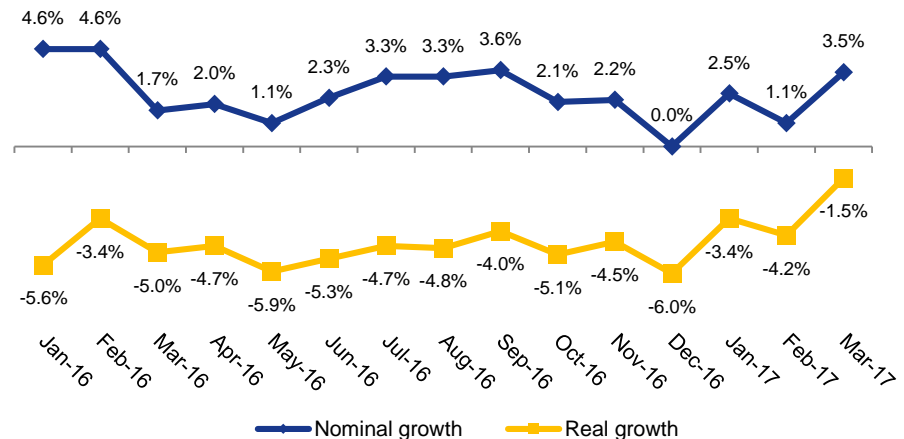
Real disposable income and wage in 2015-2016

Monthly growth y-o-y, %



Nominal and real food retail sales dynamics in 2015-2016

Monthly growth y-o-y, %



Source: Rosstat.

Appendix – Quarterly operational data

	1Q'15	2Q'15	3Q'15	4Q'15	FY'15	1Q'16	2Q'16	3Q'16	4Q'16	FY'16	1Q'17
Sales total, Rub bn	54.5	60.4	62.8	75.1	252.8	66.5	73.6	75.4	90.8	306.4	77.9
Total sales growth	37.7%	30.4%	29.3%	26.2%	30.3%	22.1%	21.8%	20.2%	20.9%	21.2%	17.2%
<i>Hypermarkets</i>	52.2	58.0	60.3	72.3	242.9	63.5	70.2	72.1	86.8	292.6	74.0
<i>Supermarkets</i>	2.2	2.4	2.4	2.8	9.8	3.0	3.4	3.3	4.1	13.8	4.0
Number of stores	136	143	149	172	172	180	189	197	240	240	247
<i>Hypermarkets</i>	112	116	122	140	140	142	147	155	191	191	195
<i>Supermarkets</i>	24	27	27	32	32	38	42	42	49	49	52
Selling space, K sqm	727.6	751.4	787.8	882.4	882.4	896.1	922.9	963.4	1,146.1	1,146.1	1,167.6
<i>Hypermarkets</i>	701.0	722.1	758.5	848.9	848.9	857.8	882.4	923.0	1,099.9	1,099.9	1,119.0
<i>Supermarkets</i>	26.6	29.3	29.3	33.5	33.5	38.3	40.4	40.4	46.3	46.3	48.7
LFL Sales growth	15.0%	8.6%	8.5%	6.1%	9.1%	5.6%	4.9%	4.3%	1.7%	3.9%	-1.7%
<i>Hypermarkets</i>	14.7%	8.3%	8.3%	6.1%	9.0%	5.5%	4.9%	4.3%	1.6%	3.9%	-1.8%
<i>Supermarkets</i>	28.0%	17.1%	14.7%	7.7%	15.1%	7.9%	3.5%	4.4%	6.1%	5.5%	0.9%
LFL Traffic growth	7.8%	2.0%	2.1%	4.3%	3.9%	3.0%	1.4%	0.1%	-3.9%	-0.1%	-2.0%
<i>Hypermarkets</i>	7.5%	1.7%	1.9%	4.2%	3.7%	2.8%	1.3%	0.0%	-4.2%	-0.2%	-2.2%
<i>Supermarkets</i>	14.1%	8.4%	5.2%	5.9%	7.7%	5.2%	2.7%	1.0%	-0.7%	1.9%	0.2%
LFL Ticket growth	6.7%	6.4%	6.2%	1.8%	5.0%	2.5%	3.4%	4.2%	5.9%	4.0%	0.3%
<i>Hypermarkets</i>	6.7%	6.6%	6.3%	1.9%	5.1%	2.6%	3.6%	4.2%	6.0%	4.1%	0.3%
<i>Supermarkets</i>	12.2%	8.0%	9.0%	1.7%	6.8%	2.5%	0.8%	3.4%	6.9%	3.5%	0.7%



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