



ЛЕНТА

3Q2017 Trading Update
Investor Presentation

19 October, 2017



3Q2017 Highlights

Total sales growth in 3Q2017 of 18.7%, reaching Rub 89.6bn

LFL sales growth in 3Q2017 of 0.7%, incl. (1.5%) LFL traffic and 2.2% LFL ticket growth

*6 new hypermarkets and 5 new supermarkets opened in 3Q2017
Total store count reached 201 hypermarkets and 64 supermarkets as at 30 September 2017*

Total selling space of 1,202,866 sqm as of 30 September 2017 (24.9% y-o-y growth)

Lenta started expansion of its supermarket format in Ural region

Lenta signed an agreement to lease 14 hypermarkets in Moscow and Russian regions previously operated under the NASH brand

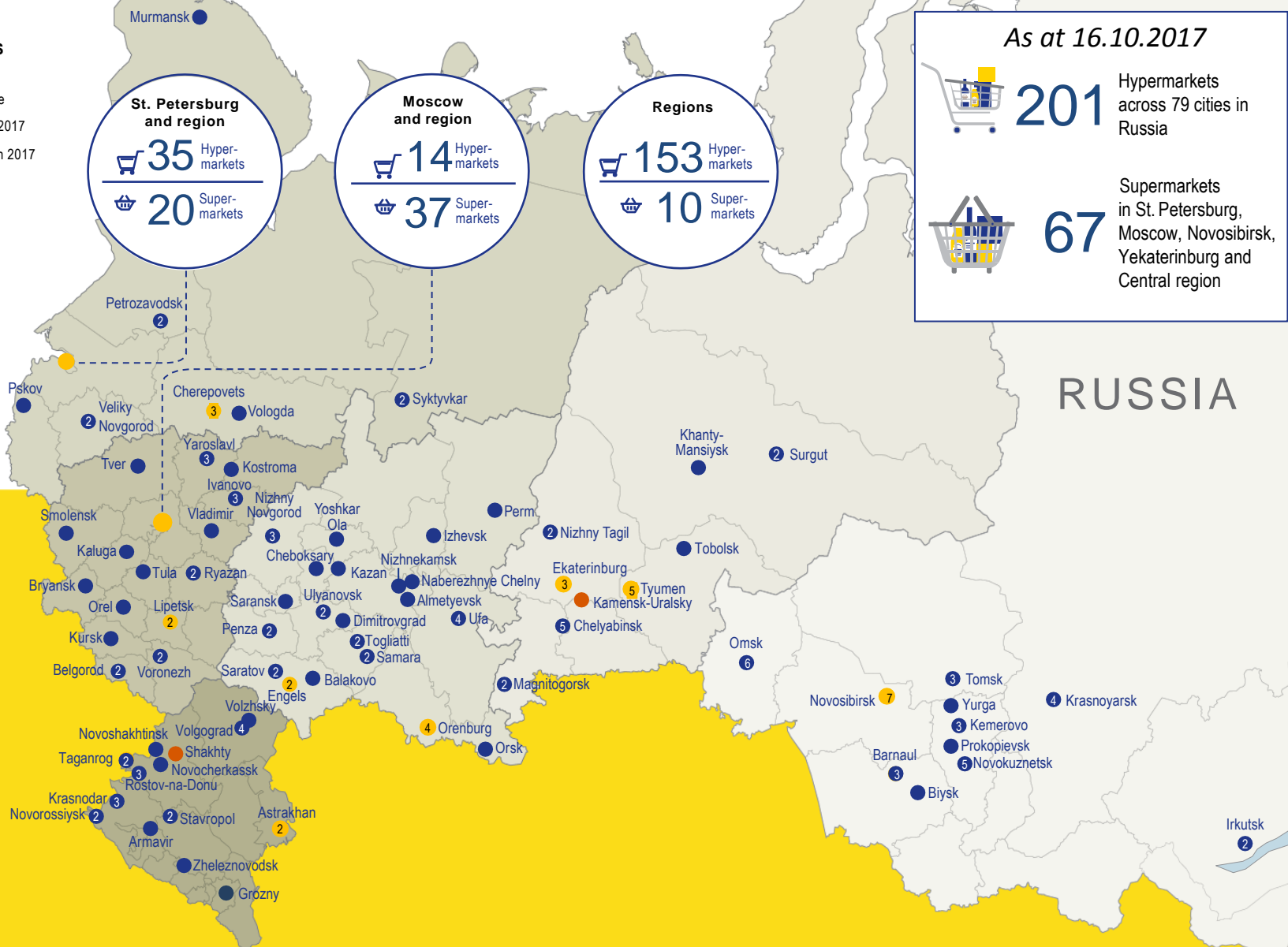
*2017 guidance on store openings and capex remains **unchanged***

*Number of active cardholders increased to **11.8m** (20% y-o-y growth)*

BUSINESS GEOGRAPHY

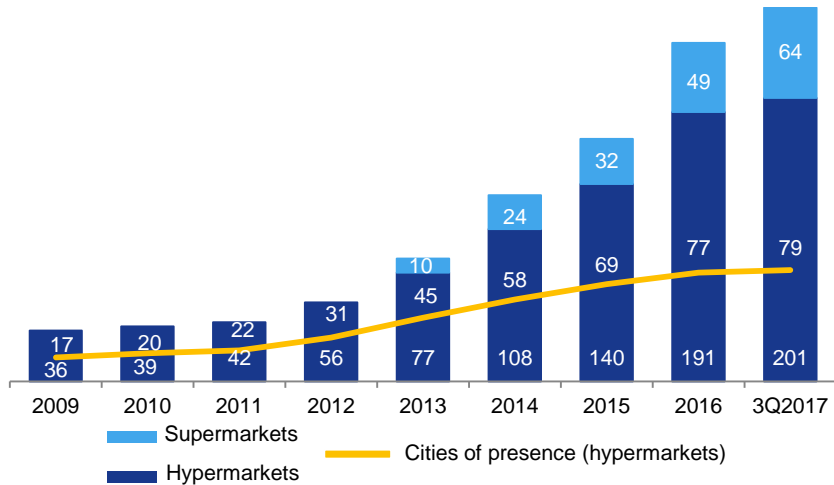
NUMBER OF HYPERMARKETS

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



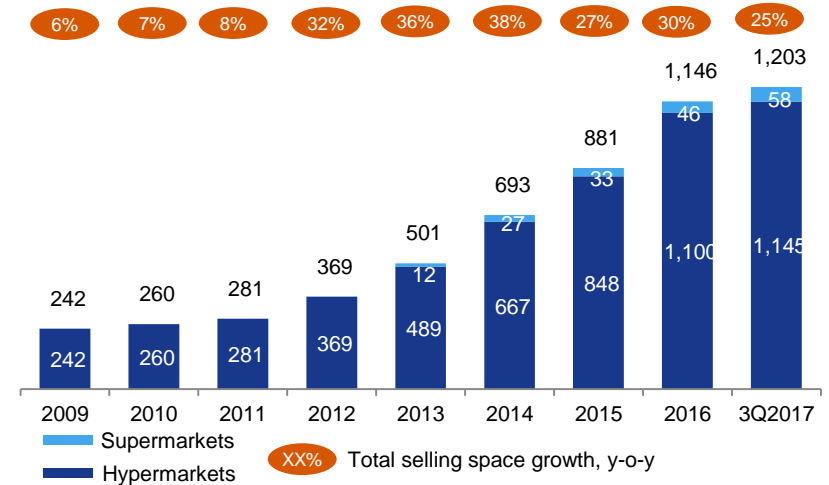
3Q2017 Store network development

Store network development



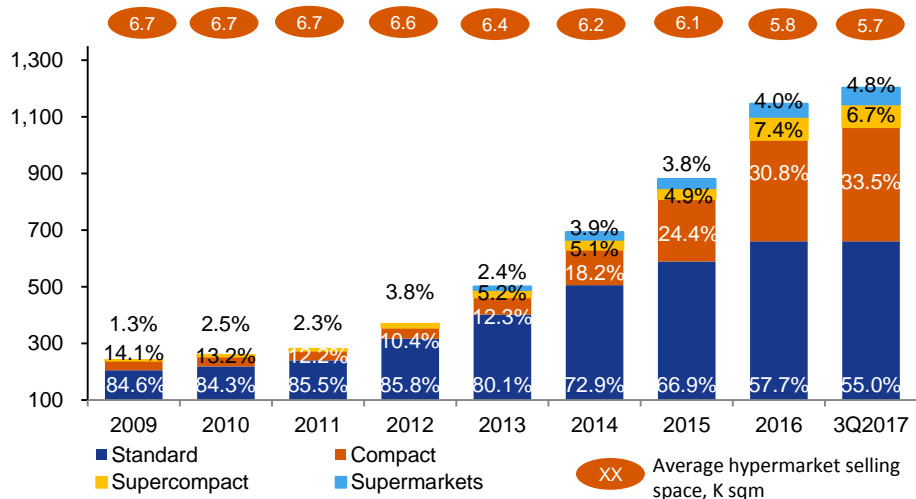
Selling space development

K sqm



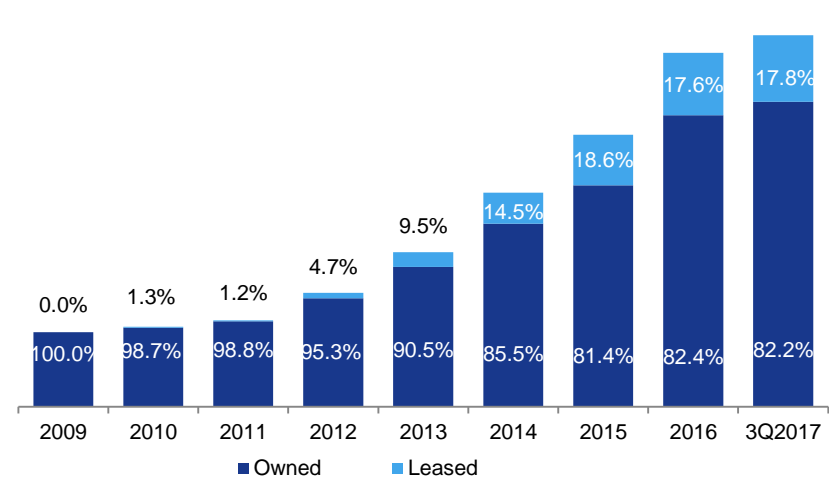
Format development

as % of total selling space



Selling space ownership

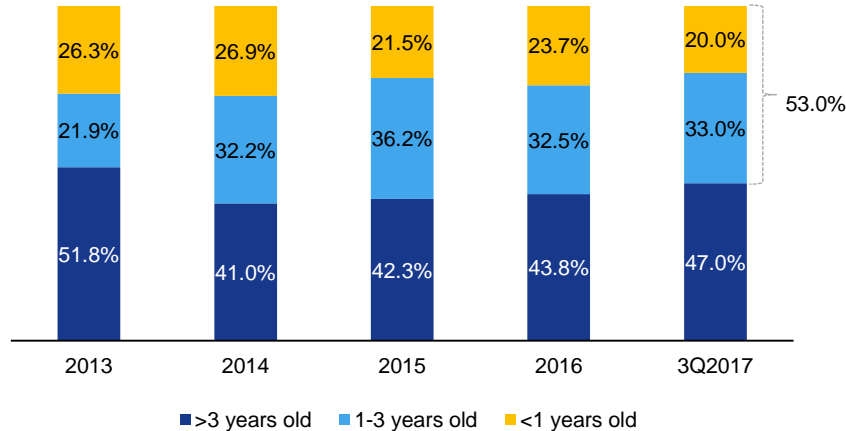
as % of total selling space



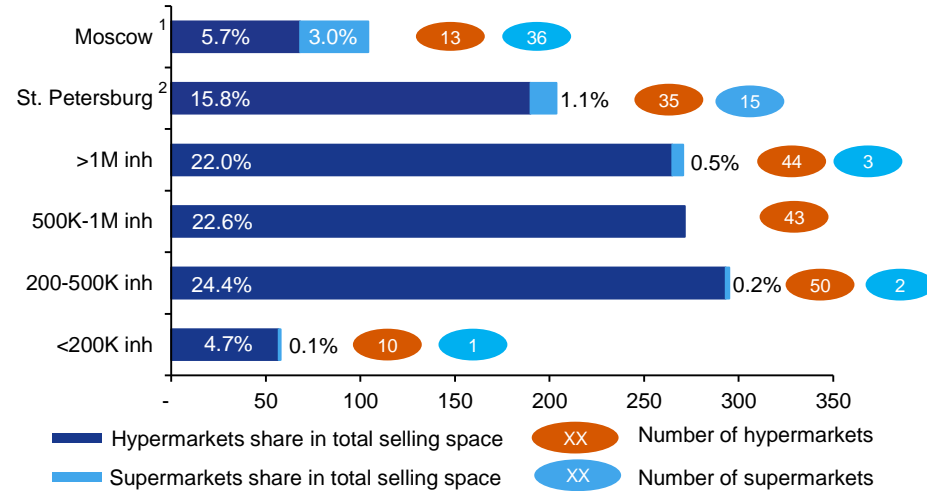
3Q2017 Selling space development

Lenta total selling space age split

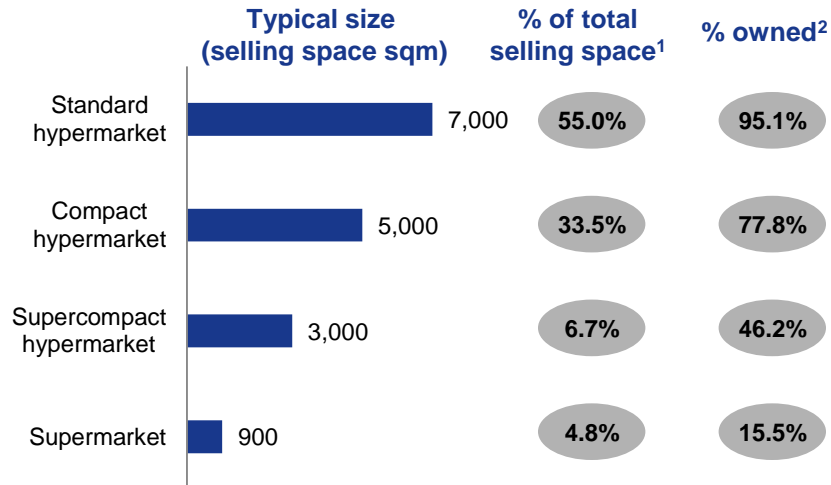
as % of total selling space



Selling space by city population

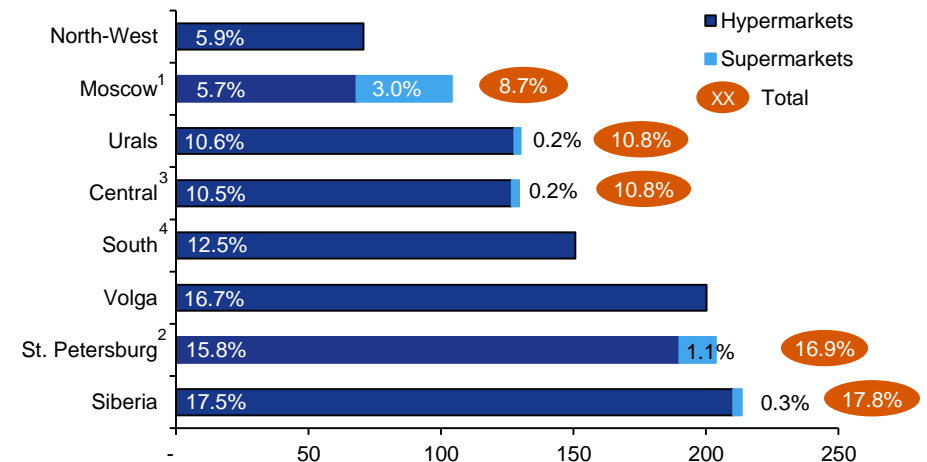


Lenta formats



(1) as % of total selling space as of 30 September 2017
 (2) as % of total selling space of the format as of 30 September 2017

Selling space by region



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

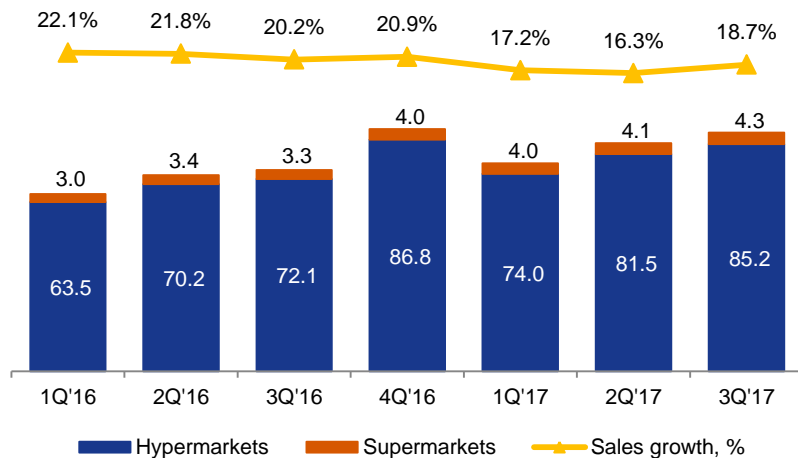
3Q and 9M2017 Sales growth

Sales growth in 9M2017

	Sales	Traffic	Ticket
Total	+ 17.4%	+ 19.2%	- 1.5%
Hypermarket	+ 16.9%	+ 18.2%	- 1.0%
Supermarket	+ 27.9%	+ 29.7%	- 1.4%
LFL	- 1.0%	- 2.1%	+ 1.2%
Hypermarket	- 1.1%	- 2.2%	+ 1.2%
Supermarket	+ 2.2%	- 0.9%	+ 3.1%

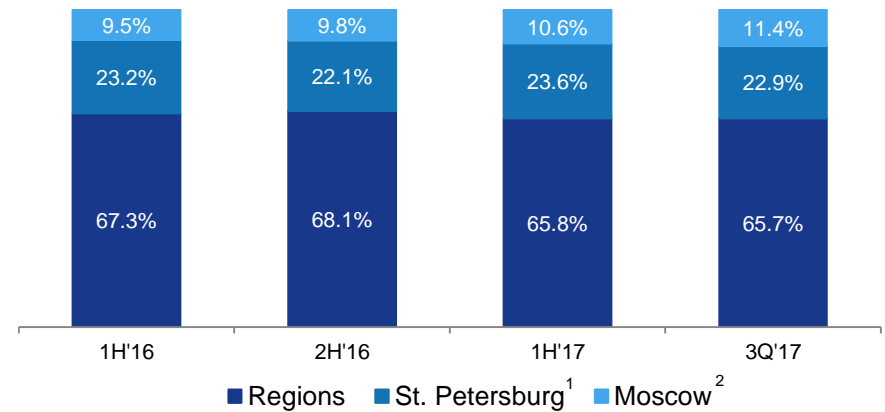
Total Sales growth

Quarterly sales, Rub bn



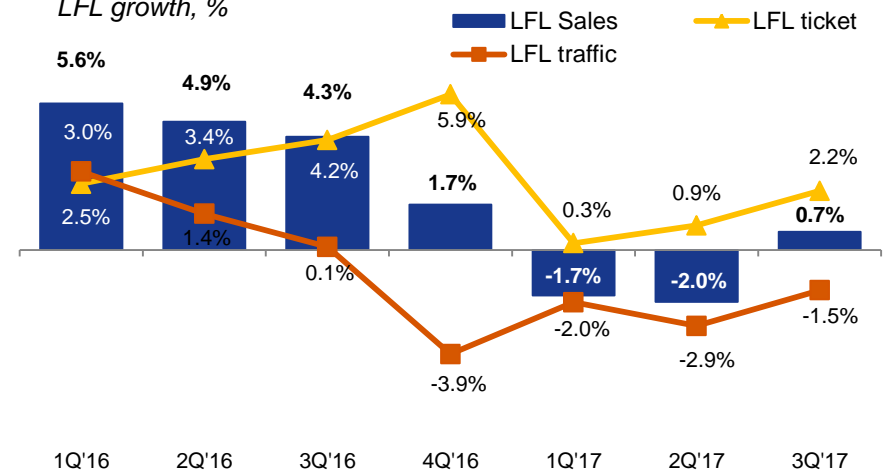
Sales split – St. Petersburg and Moscow vs. regions

Rub sales breakdown



LFL Sales growth

LFL growth, %

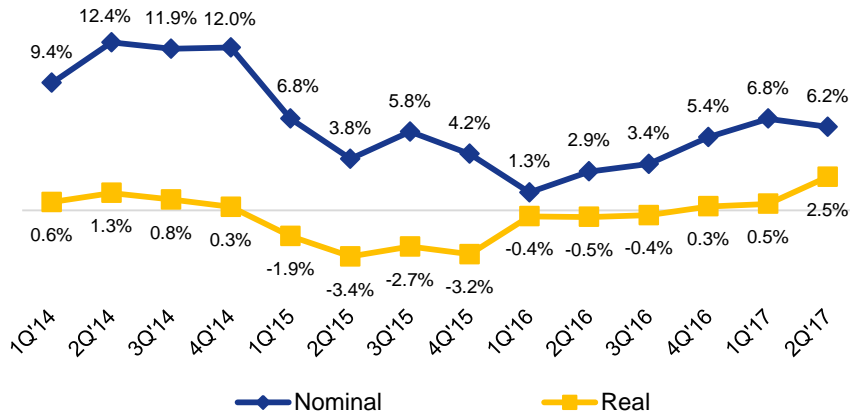


(1) Including St. Petersburg region
(2) Including Moscow region

Market – inflation and income trends

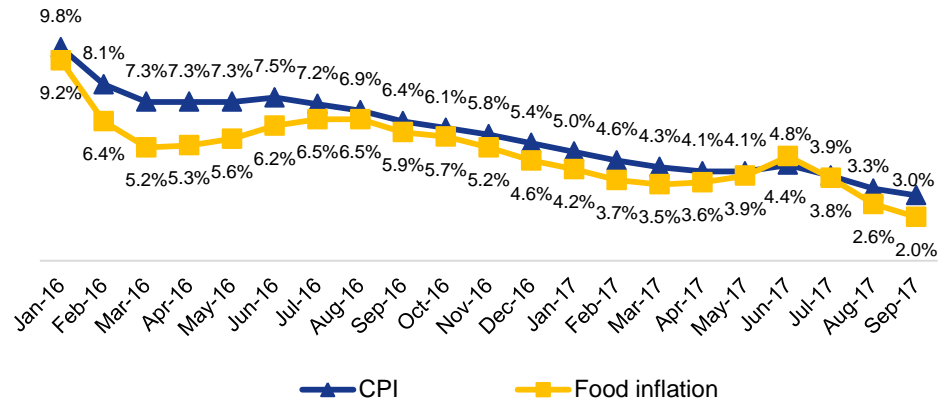
Nominal and real GDP dynamics in 2014-2017

Quarterly growth y-o-y, %



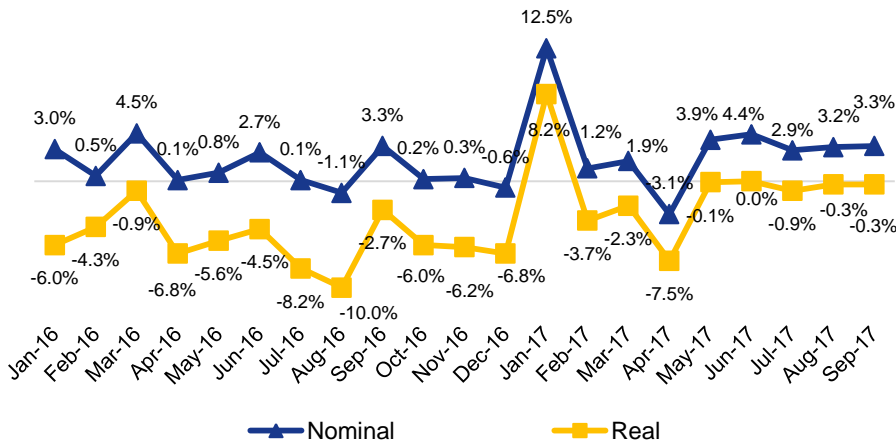
CPI dynamics in 2016-2017

Monthly growth y-o-y, %



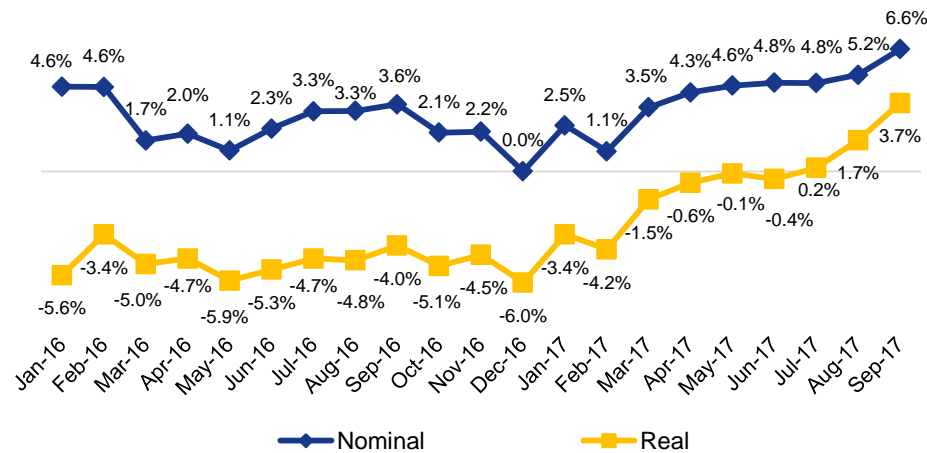
Nominal and real disposable income dynamics in 2016-2017

Monthly growth y-o-y, %



Nominal and real food retail sales dynamics in 2016-2017

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	2Q'17	3Q'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	85.6	89.6
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%	16.3%	18.7%
<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	81.5	85.2
<i>Supermarkets</i>	2.2	2.4	2.4	2.8	9.8	3.0	3.4	3.3	4.0	13.7	4.0	4.1	4.3
Number of stores	136	143	149	172	172	180	189	195	240	240	247	254	265
<i>Hypermarkets</i>	112	116	122	140	140	142	147	153	191	191	195	195	201
<i>Supermarkets</i>	24	27	27	32	32	38	42	42	49	49	52	59	64
Selling space, K sqm	720	744	780	881	881	896	923	955	1,146	1,146	1,168	1,173	1,203
<i>Hypermarkets</i>	693	714	751	848	848	858	882	915	1,100	1,100	1,119	1,119	1,145
<i>Supermarkets</i>	27	29	29	33	33	38	40	40	46	46	49	54	58
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%	-2.0%	0.7%
<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%	-2.1%	0.5%
<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%	0.4%	5.0%
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%	-2.9%	-1.5%
<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%	-2.8%	-1.7%
<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%	-3.4%	0.6%
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%	0.9%	2.2%
<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%	0.8%	2.3%
<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%	4.0%	4.4%



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