



The Seventh Continent

1H 2007 IFRS results





Context

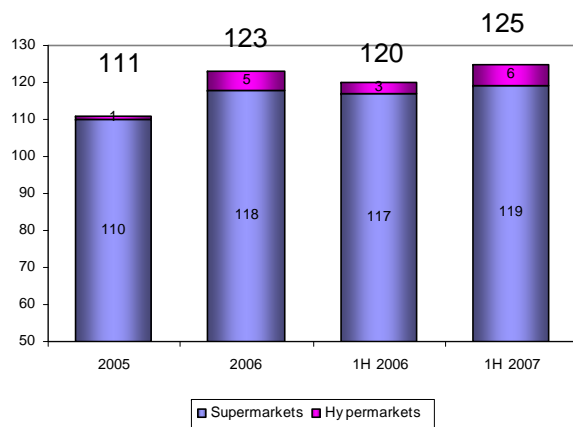
- Operational results
- Financial results



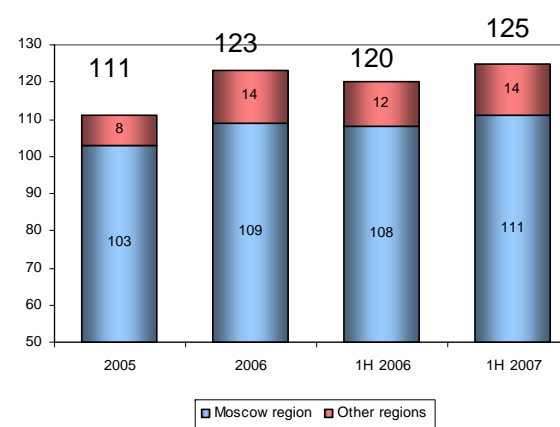
Operational results, 1H 2007

Store base

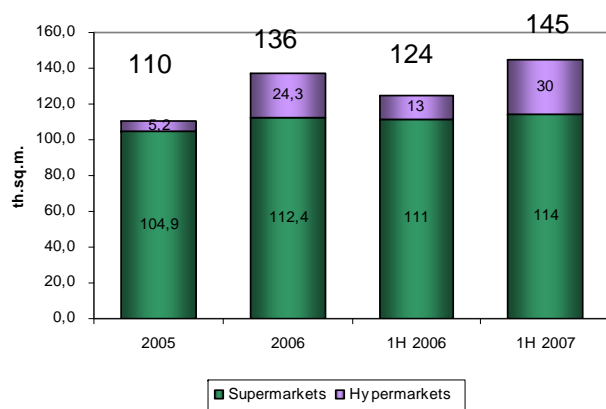
Store dynamics by format



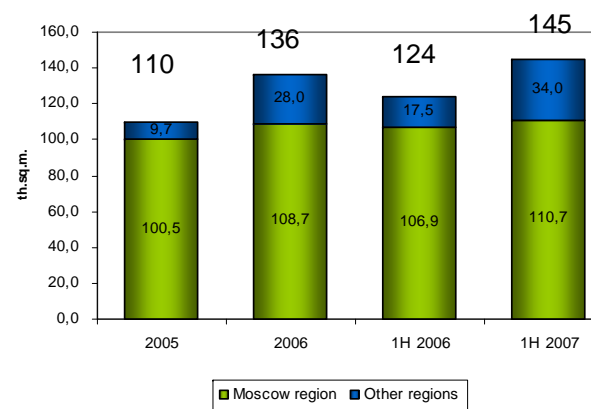
Store dynamics by region



Selling space dynamics*

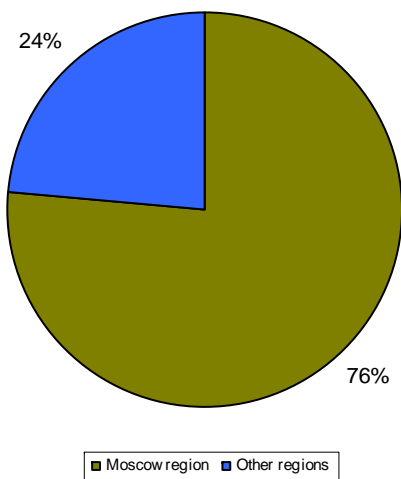


Selling space dynamics

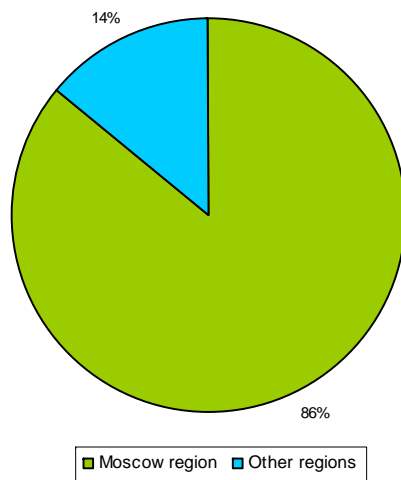


Selling space distribution

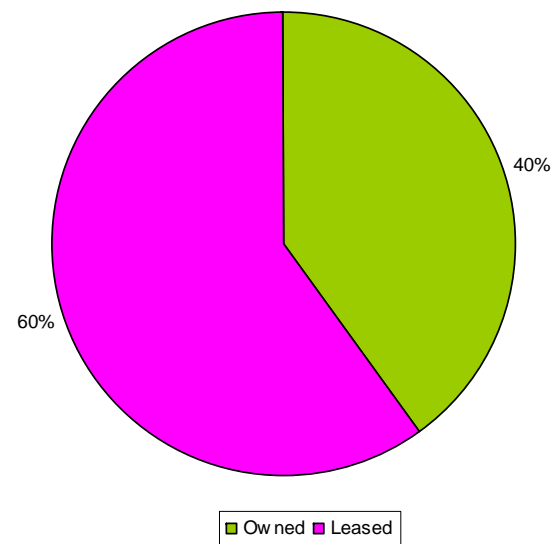
Selling space, 1H 2007



Selling space, 1H 2006

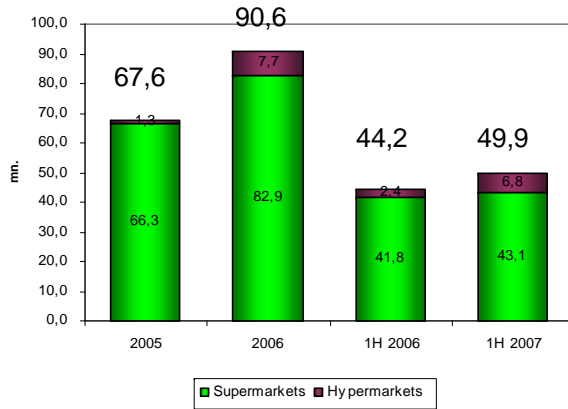


Selling space, 1H 2007

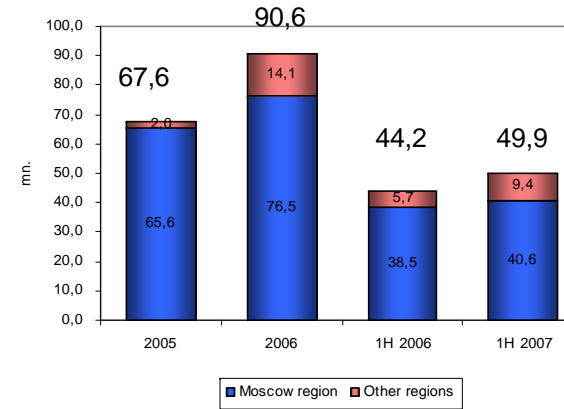


Key operational KPI

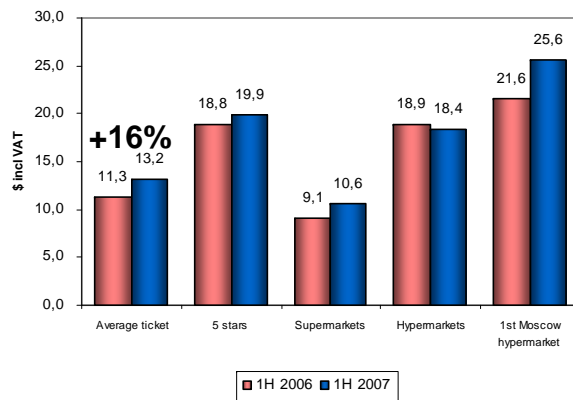
Customer dynamics



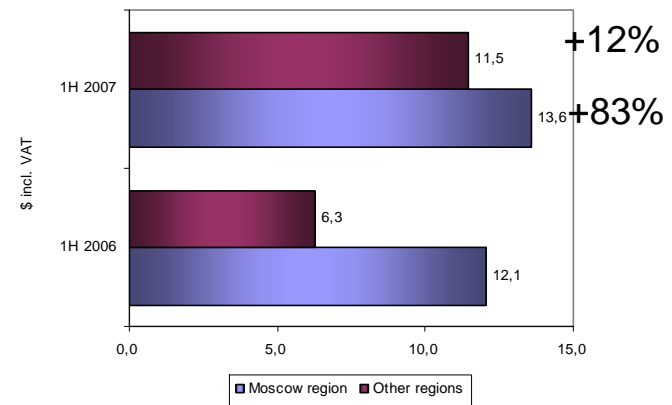
Customer dynamics



Average ticket

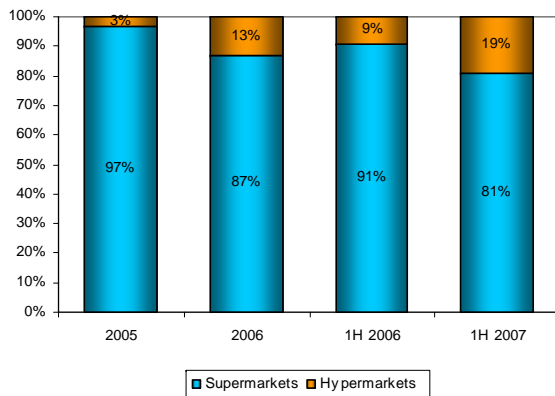


Average ticket dynamics

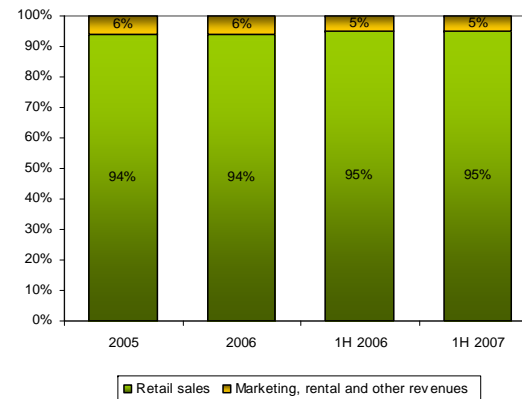


Revenue structure

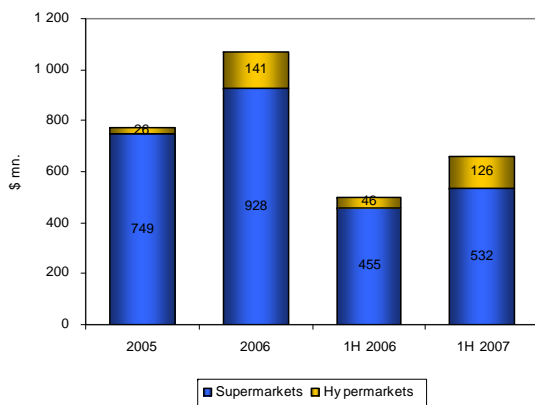
Gross revenue structure by format



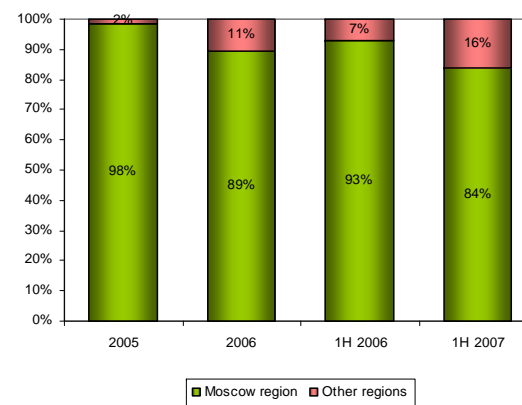
Revenue structure



Gross revenue dynamics

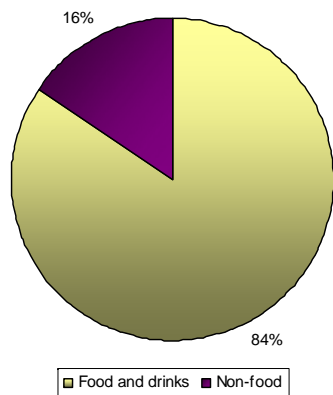


Gross revenue structure by region

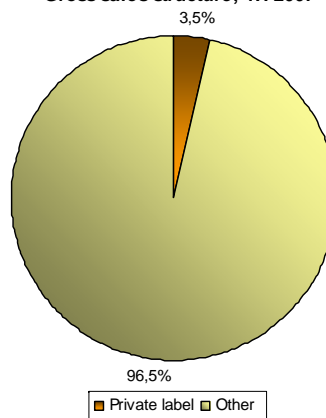


Product mix

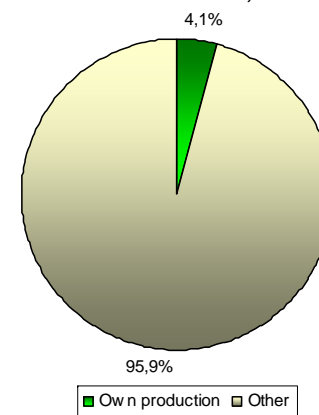
Gross sales structure, 1H 2007



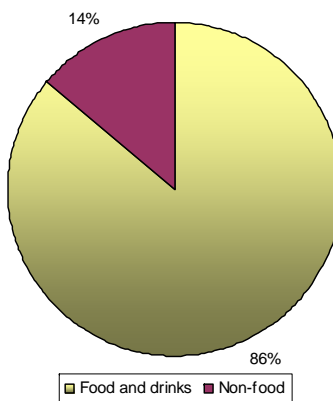
Gross sales structure, 1H 2007



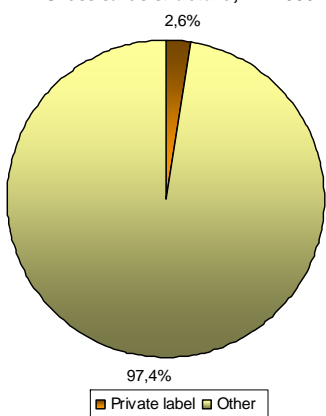
Gross sales structure, 1H 2007



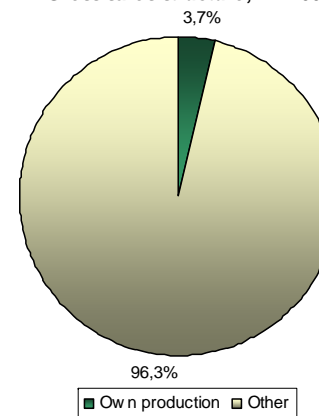
Gross sales structure, 1H 2006



Gross sales structure, 1H 2006

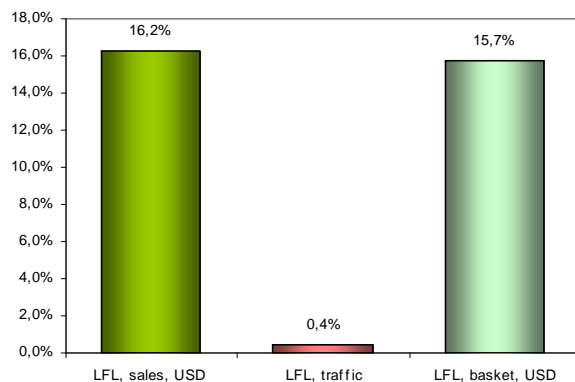


Gross sales structure, 1H 2006

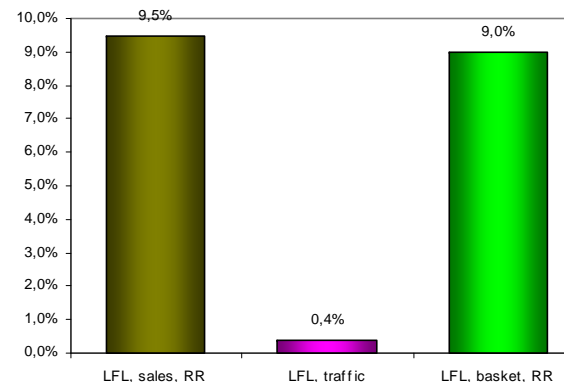


Same store analysis (LFL)

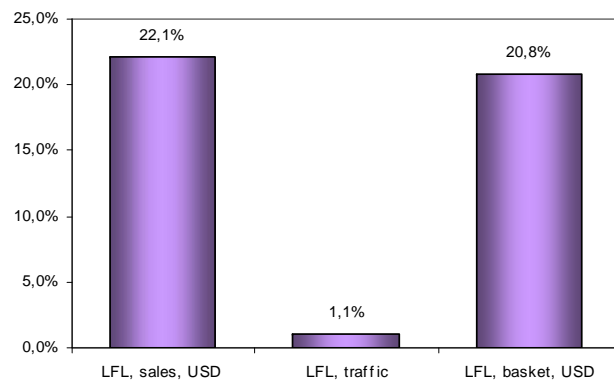
Same store dynamics (LFL), USD



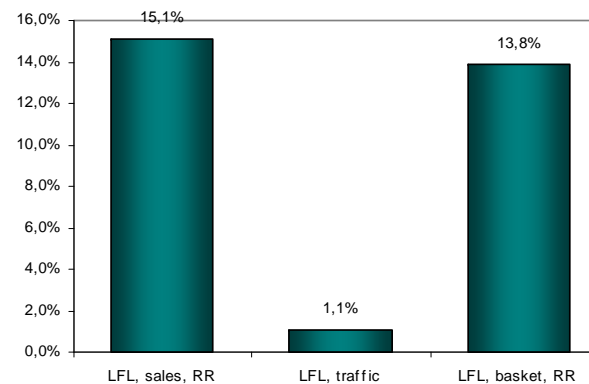
Same store dynamics (LFL), RR



Same store for young stores (opened in 2005), USD



Same store for young stores (opened in 2005), RR





Financial results, 1H 2007

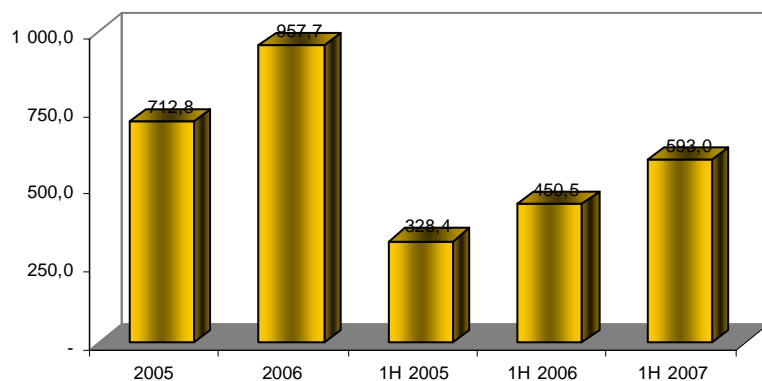
Income statement

\$ mn	2005	2006	2006, without bank	YoY change, 2006 / 2007 without bank	1H 2005	1H 2006	1H 2007	1H 2007, without bank	YoY change, 1H 07 / 1H 06	YoY change, 1H 07 / 1H 06, without bank
Net sales	712,8	957,7	957,7	34%	328,4	450,5	593,0	593,0	32%	32%
Cost of goods sold	(483,6)	(659,7)	(659,7)		(222,4)	(309,9)	(410,5)	(410,5)		
Gross profit	229,2	297,9	297,9	30%	106,0	140,6	182,5	182,5	30%	30%
Gross margin, %	32,2%	31,1%	31,1%		32,3%	31,2%	30,8%	30,8%		
General, selling and distribution expenses	(168,1)	(216,0)	(216,0)	29%	(80,8)	(101,3)	(134,0)	(134,0)	32%	32%
As % of sales	23,6%	22,6%	22,6%		24,6%	22,5%	22,6%	22,6%		
Other operating income and expenses (net)	0,1	(3,5)	(0,2)		0,1	0,9	(5,9)	0,0		
EBITDA	74,7	103,9	107,1	43%	32,1	53,8	57,6	63,6	7%	18%
EBITDA margin, %	10,5%	10,8%	11,2%		9,8%	11,9%	9,7%	10,7%		
EBIT	61,2	78,4	81,7	33%	25,2	40,2	42,6	48,6	6%	21%
EBIT margin, %	8,6%	8,2%	8,5%		7,7%	8,9%	7,2%	8,2%		
Interest expense	(1,7)	(5,5)	(5,5)		(0,0)	(3,3)	(1,7)	(1,7)		
Interest income	4,4	16,8	14,8		2,6	5,8	7,4	4,6		
Other non-operating income / expenses, net	0,1	2,6	1,7		0,2	1,2	18,5	13,8		
Income tax expense	(16,9)	(24,8)	(24,9)		(6,2)	(11,6)	(14,3)	(13,7)		
Net income	47,1	67,6	67,8	44%	21,9	31,8	51,2	50,8	61%	60%
Net income margin, %	6,6%	7,1%	7,1%		6,7%	7,1%	8,6%	8,6%		

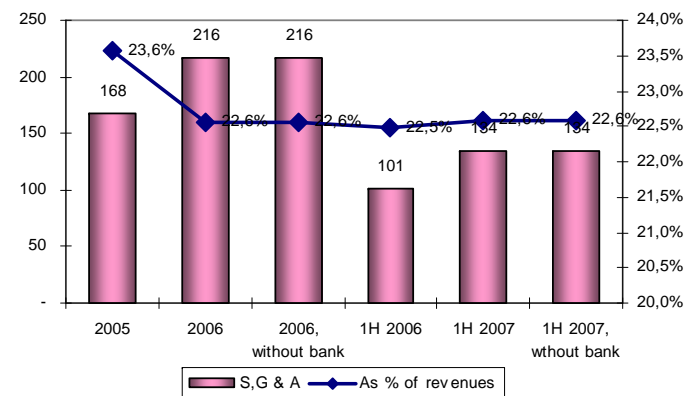
* Other non-operating revenues include the revenue from appreciation of the JSC "United retail real estate" Due to the reorganization in the sum of USD 15.3 mn.

Income statement dynamics

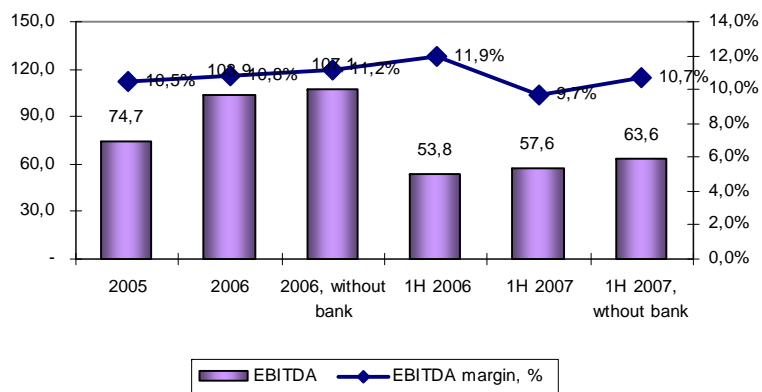
Revenue dynamics



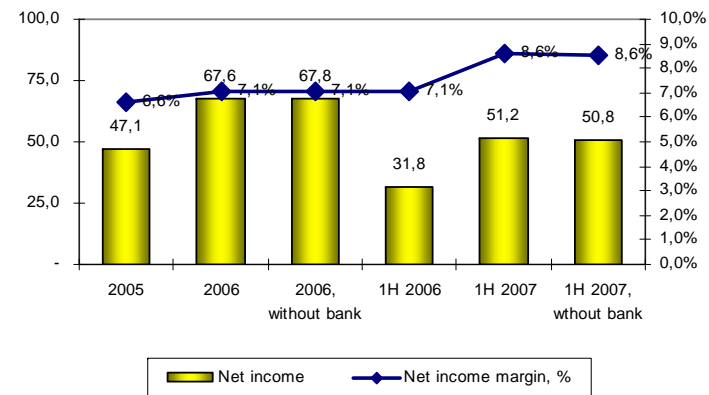
Operational expense dynamics



EBITDA dynamics

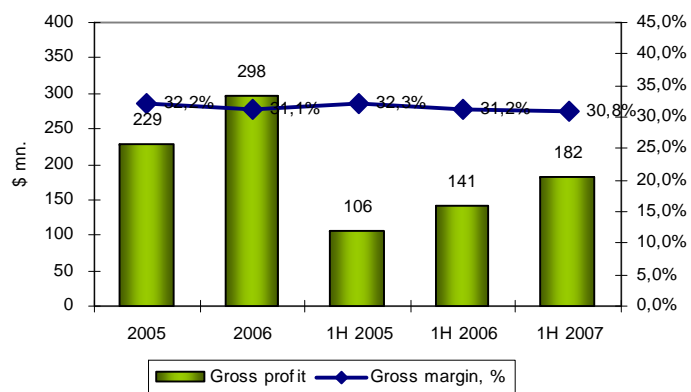


Net income dynamics

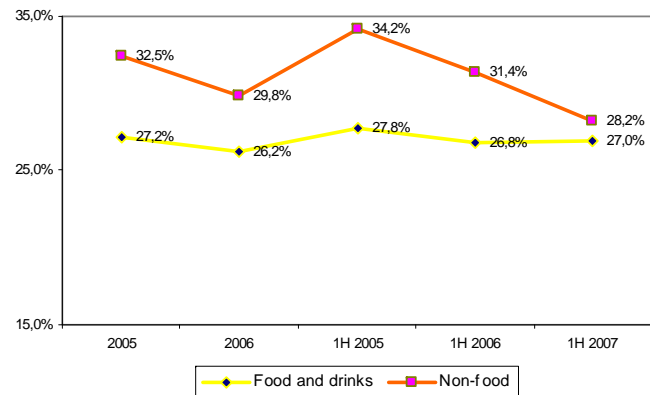


Gross profit dynamics

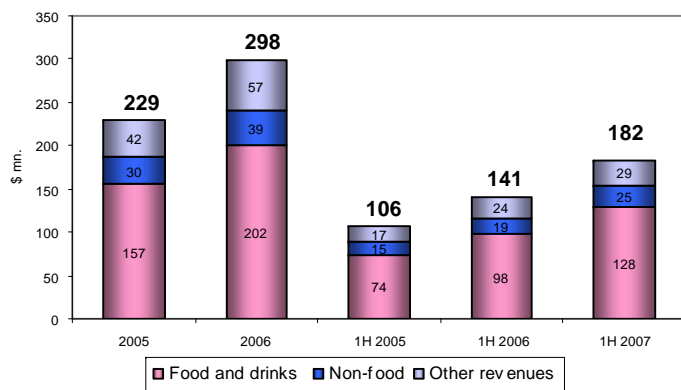
Gross profit dynamics



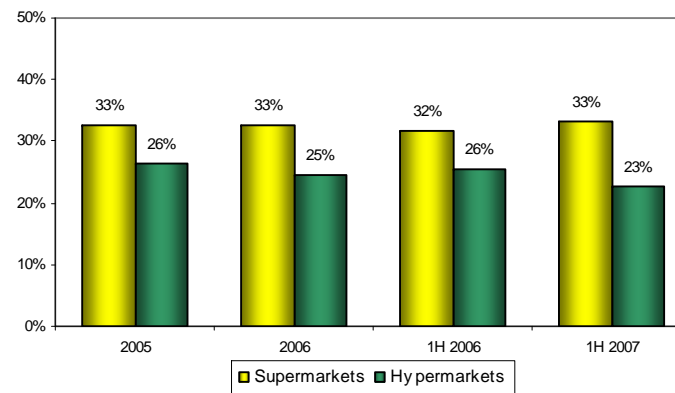
Gross margin by product



Gross profit structure



Gross margin by format *



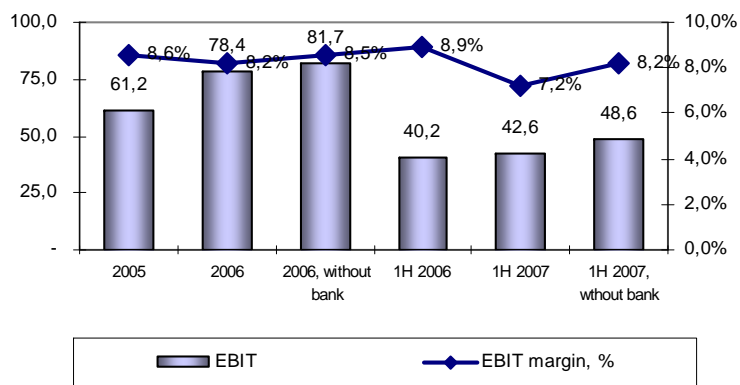
* - in accordance with management accounts

Operating expenses

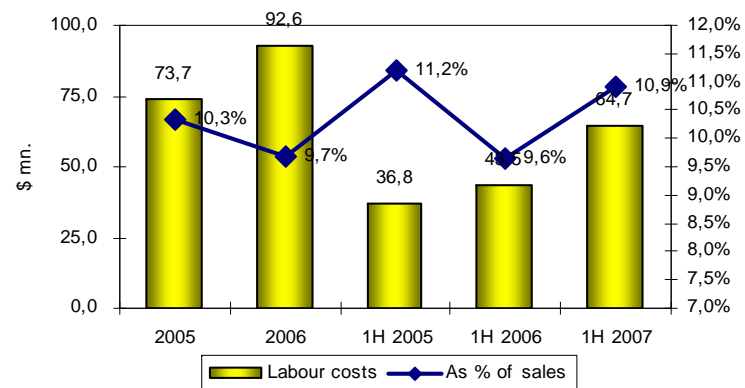
Operating expenses	\$ mn.			As % of sales		
	2006	1H 2006	1H 2007	2006	1H 2006	1H 2007
Labour costs	92,6	43,5	64,7	9,7%	9,6%	10,9%
Operating leases	42,5	21,7	20,8	4,4%	4,8%	3,5%
Depreciation and amortization	25,5	13,6	15,1	2,7%	3,0%	2,5%
Materials and supplies	13,0	4,6	5,7	1,4%	1,0%	1,0%
Utilities	9,9	4,4	6,4	1,0%	1,0%	1,1%
Repairs & maintenance	11,2	4,2	6,9	1,2%	0,9%	1,2%
Security expenses	7,0	3,0	5,5	0,7%	0,7%	0,9%
Advertising expenses	4,0	1,2	1,4	0,4%	0,3%	0,2%
Bank commissions	2,3	1,1	1,7	0,2%	0,3%	0,3%
Taxes (other than income tax)	4,0	1,7	2,8	0,4%	0,4%	0,5%
Insurance expenses	0,5	0,4	0,3	0,1%	0,1%	0,0%
Communication expenses	1,3	0,5	1,1	0,1%	0,1%	0,2%
Other	2,1	1,4	1,6	0,2%	0,3%	0,3%
Total operating expenses	216,0	101,3	134,0	22,6%	22,5%	22,6%

Operating expenses dynamics

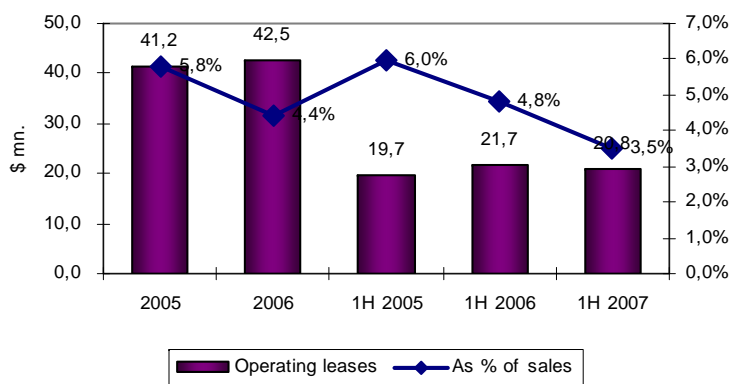
Operating profit dynamics



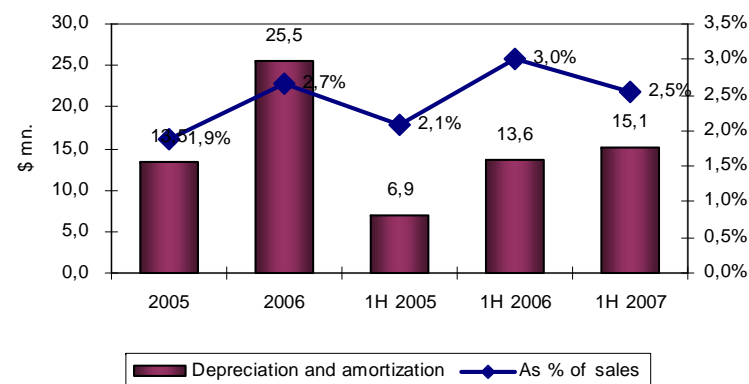
Labor costs



Operating lease costs



Depreciation expense

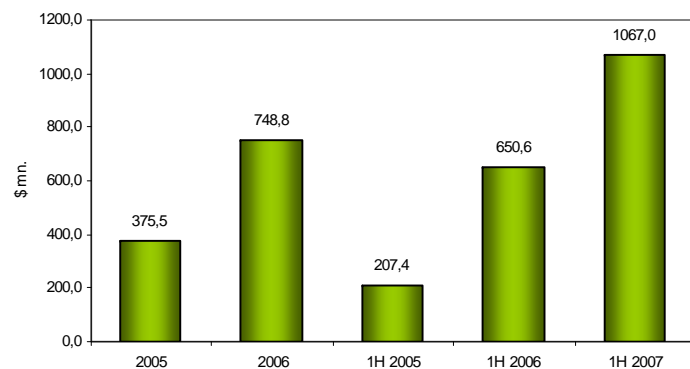


Balance sheet

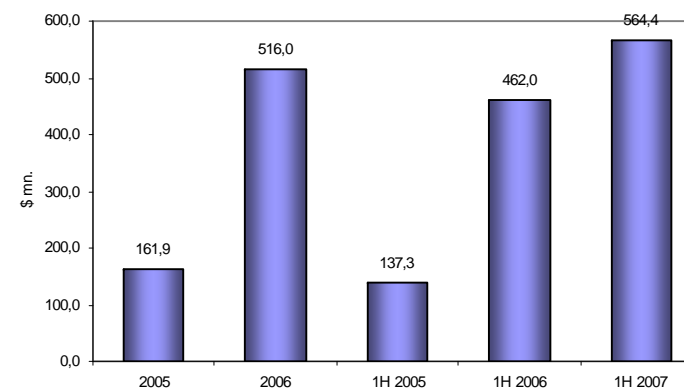
\$ mn	2004	2005	2006	Yo Y change, 2007 / 2006, %	1H 2006	1H 2007	YoY change, 1H07 / 1H06, %
Cash and cash equivalents	78,3	65,6	51,2		243,9	104,6	
Short-term Investments	2,7	2,3	52,6		37,2	181,5	
Accounts receivable and prepayments	22,4	29,1	60,7		38,1	52,2	
Inventories	35,3	54,8	79,8		42,7	69,5	
Total current assets	138,8	151,8	244,3	61%	361,9	407,8	13%
Property, plant and equipment	73,8	133,6	234,3		184,7	457,1	
Long-term prepayments and other non-current receivables	1,6	89,7	261,2		87,7	192,8	
Other	0,7	0,5	9,1		16,2	9,2	
Total non-current assets	76,0	223,8	504,5	125%	288,7	659,1	128%
Total assets	214,8	375,5	748,8	99%	650,6	1067,0	64%
\$ mn	2004	2005	2006	Yo Y change, 2007 / 2006 without bank, %	1H 2006	1H 2007	YoY change, 1H07 / 1H06, %
Accounts payable	77,1	97,5	150,2		67,4	119,9	
Borrowings	0,0	91,7	50,7		91,7	322,3	
Other	15,4	24,4	31,9		29,4	60,3	
Total liabilities	92,5	213,7	232,8	9%	188,6	502,5	166%
Total shareholders' equity	122,3	161,9	516,0	219%	462,0	564,4	22%
Total liabilities and shareholders' equity	214,8	375,5	748,8	99%	650,6	1 067,0	64%

Asset analysis

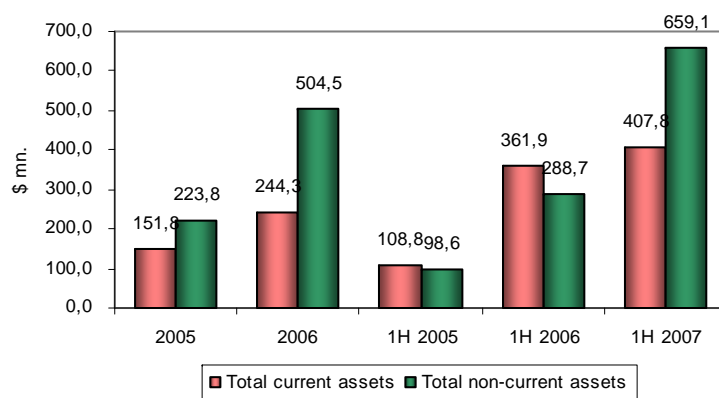
Total assets dynamics



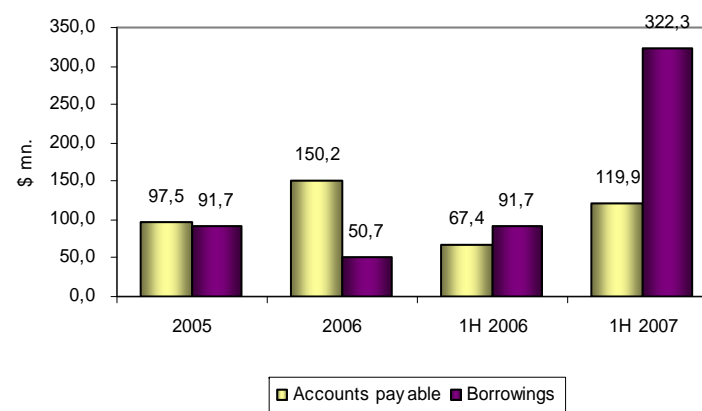
Shareholders' equity



Asset dynamics



Liabilities dynamics



Working capital

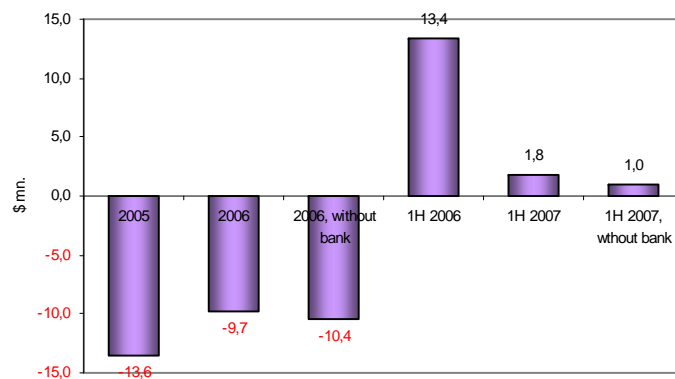
\$ mn	2004	2005	2006	2006, without bank	1H 2005	1H 2006	1H 2007	1H 2007, without bank
Accounts receivable and prepayment	22,4	29,1	60,7	58,8	19,2	38,1	52,2	50,6
Inventories	35,3	54,8	79,8	79,7	30,4	42,7	69,5	69,4
Accounts payable	77,1	97,5	150,2	148,9	58,4	67,4	119,9	118,9
Net working capital	-19,4	-13,6	-9,7	-10,4	-8,8	13,4	1,8	1,0

Turnover

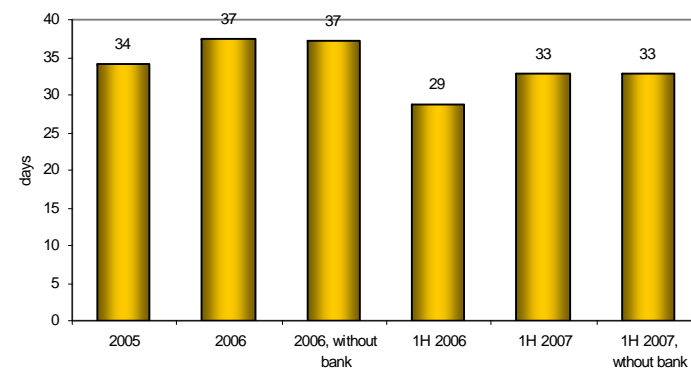
Days	2004	2005	2006	2006, without bank	1H 2005	1H 2006	1H 2007	1H 2007, without bank
Accounts receivable turnover	13	13	17	17	12	14	17	17
Inventories turnover	30	34	37	37	27	29	33	33
Accounts payable turnover	59	66	69	68	55	48	60	59

Working capital

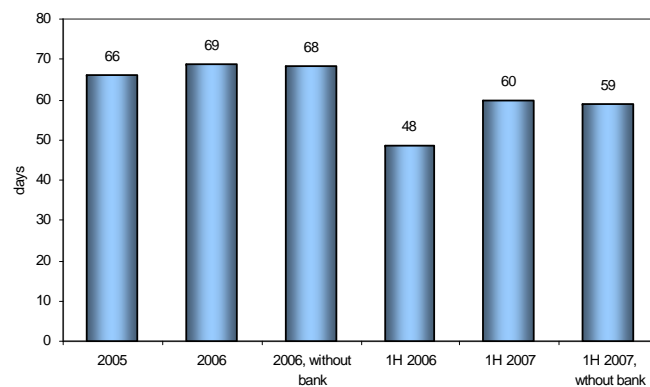
Net working capital



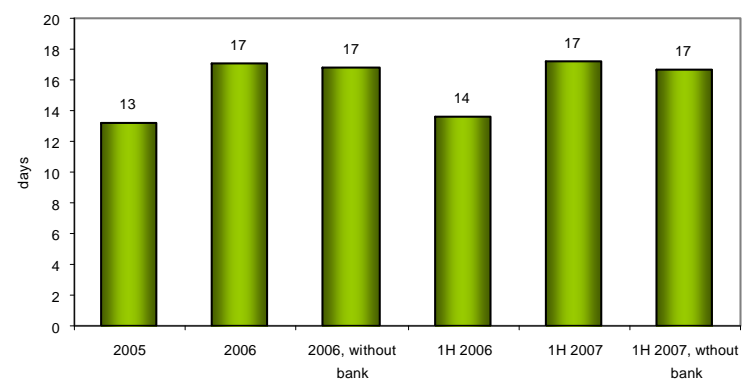
Inventories turnover



Accounts payable turnover



Accounts receivable turnover



Financial leverage

	2004	2005	2006	1H 2006	1H 2007
Debt	0,0	91,7	50,7	91,7	322,3
<i>Net debt (debt - cash)</i>	<i>-78,3</i>	26,2	<i>-0,6</i>	<i>-152,1</i>	217,7

Debt / Equity ratio	0,00	0,57	0,10	0,20	0,57
Debt / EBITDA ratio	0,00	1,23	0,49	1,70	5,59
EBITDA / interest expense, times	167,9	44,7	18,8	16,4	33,3

Net debt / Equity	<i>not applicable</i>	0,2	<i>not applicable</i>	<i>not applicable</i>	0,4
Net debt / EBITDA	<i>not applicable</i>	0,4	<i>not applicable</i>	<i>not applicable</i>	3,8

*In 1H 2007 we used our financial leverage to raise capital
5-year bonds issued in June 2007 in the amount of 7bn. RR*