



3Q 2012 Operating Results Conference Call

Moscow, Russian Federation

11 October 2012

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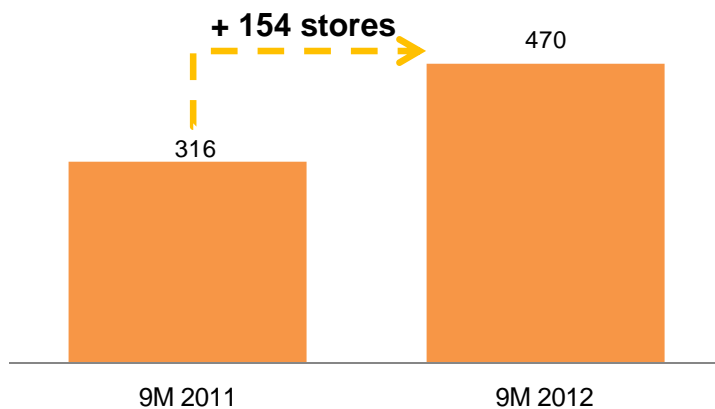
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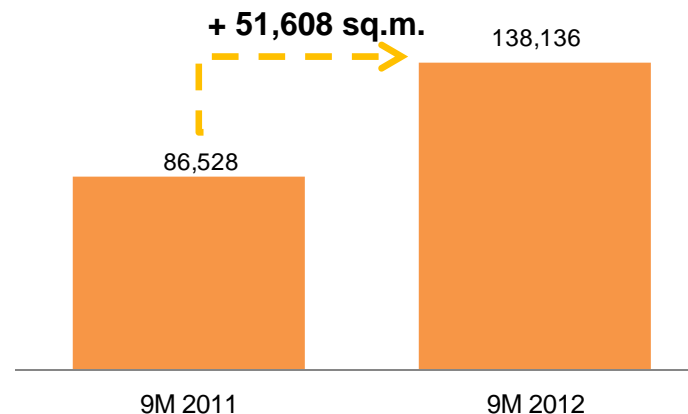
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Number of Stores Opened, net

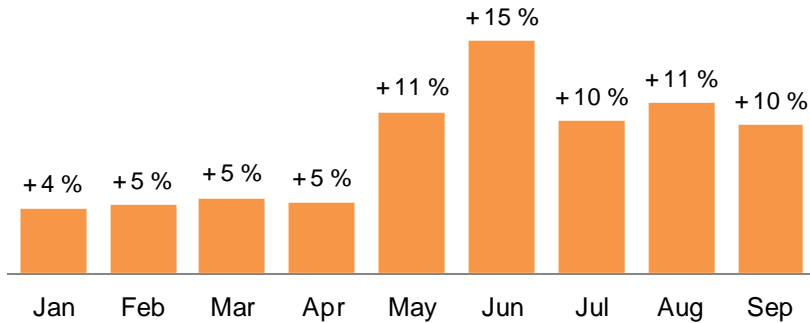


Selling Space Added, net sq.m.

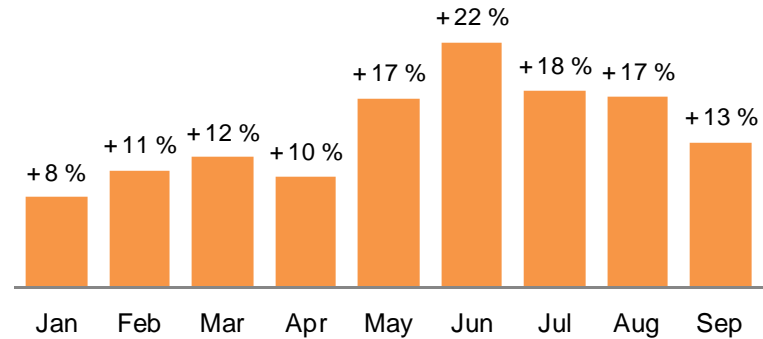


Acceleration of expansion y-o-y in 9M 2012:
~50% more stores opened adding ~60% more selling space

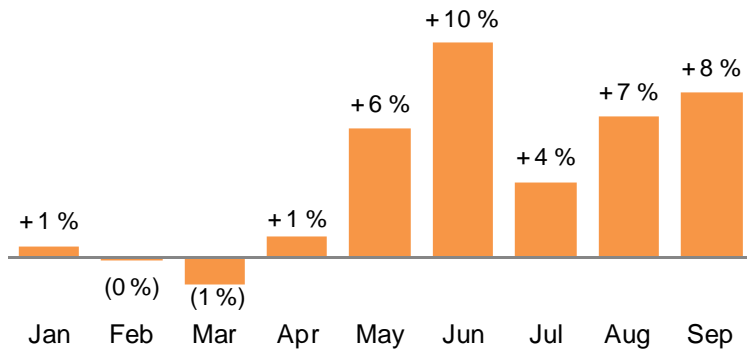
Total Net Retail Sales Growth, % y-o-y



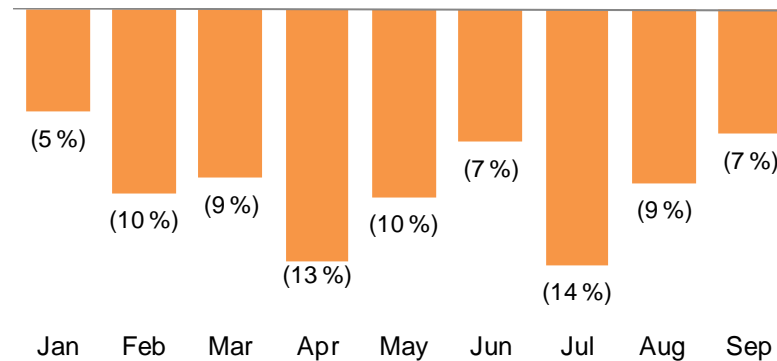
Soft Discounter Net Retail Sales Growth, % y-o-y ¹



Supermarkets Net Retail Sales Growth, % y-o-y ¹

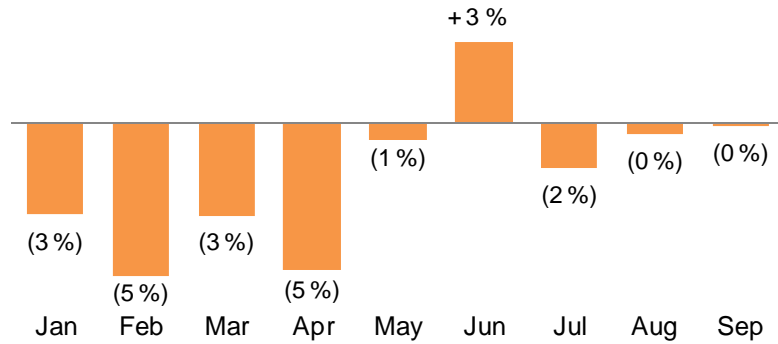


Hypermarkets Net Retail Sales Growth, % y-o-y

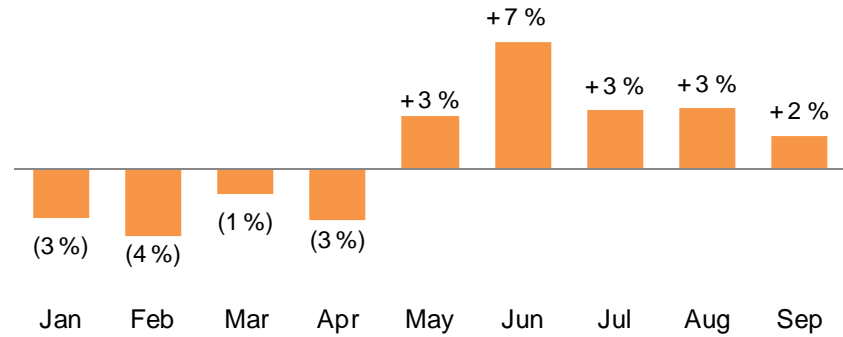


Note: reflects updated y-o-y growth for the months of Q2 from Q2 trading results presentation due to correction in the allocation of Kopeyka rebranded stores to supermarkets, July numbers disclosed in Q2 financial results presentation adjusted accordingly

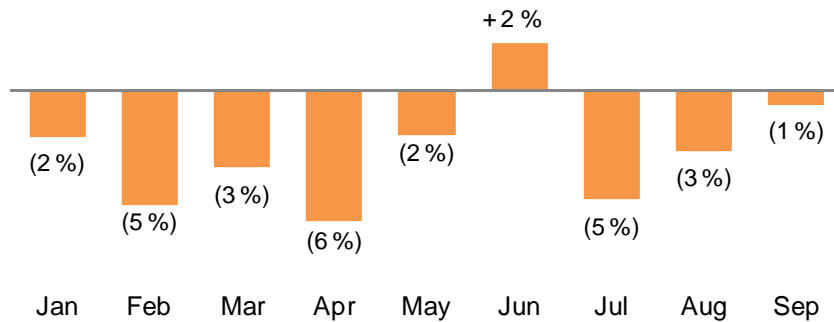
Total LFL Sales Growth, %



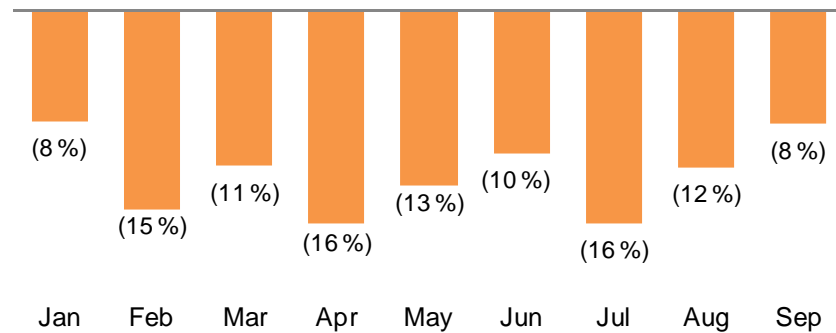
Soft Discounters LFL Sales Growth, %



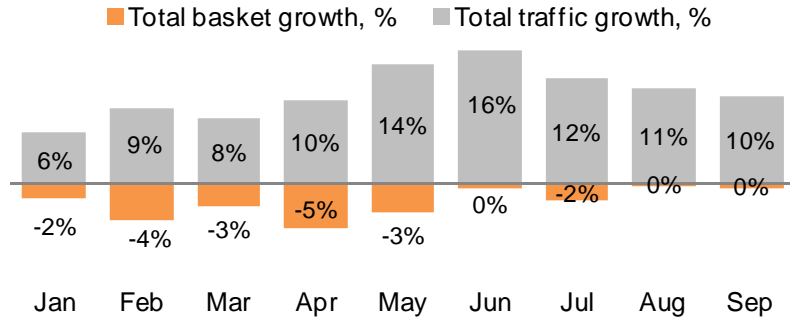
Supermarkets LFL Sales Growth, %



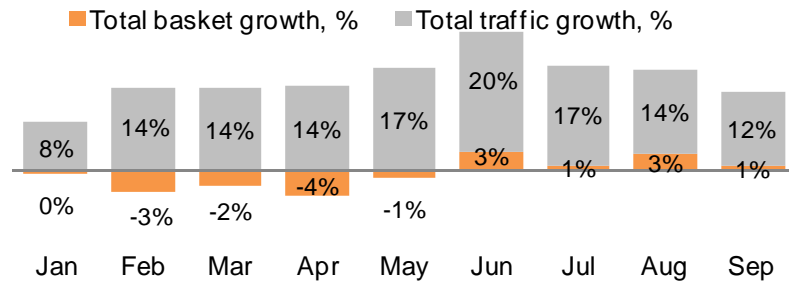
Hypermarkets LFL Sales Growth, %



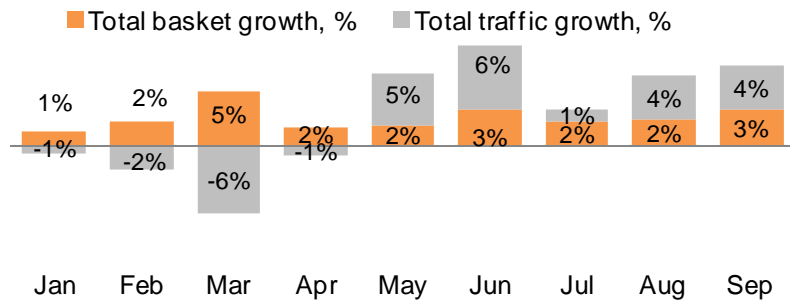
Total X5 Sales Growth, %



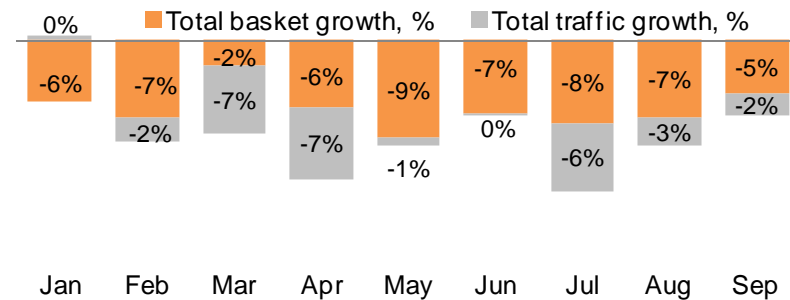
Soft Discounters Sales Growth, %¹



Supermarkets Sales Growth, %¹

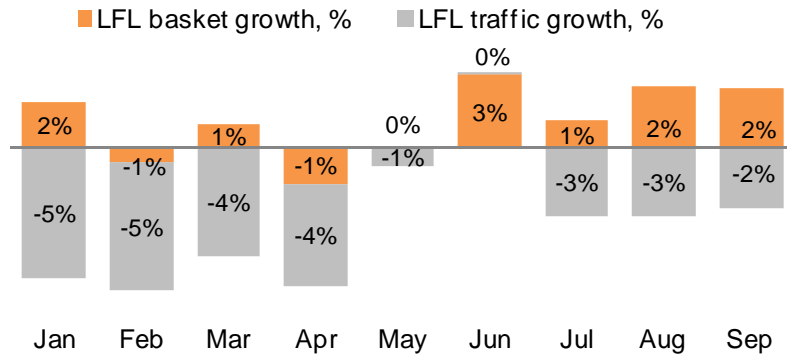


Hypermarkets Sales Growth, %

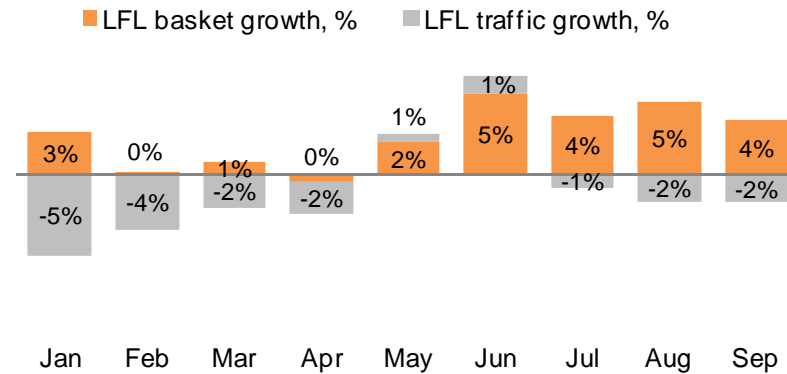


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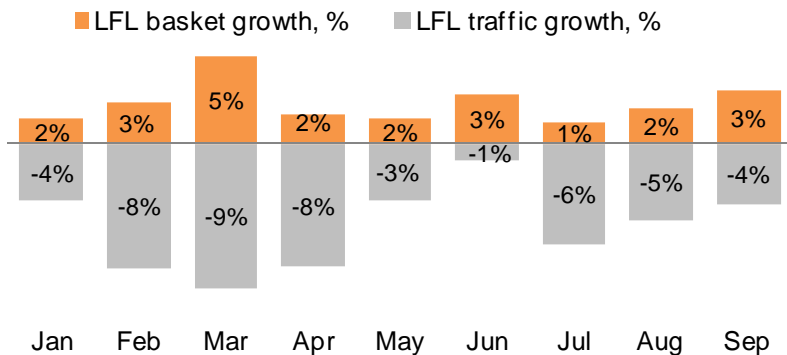
Total X5 LFL Sales Growth, %



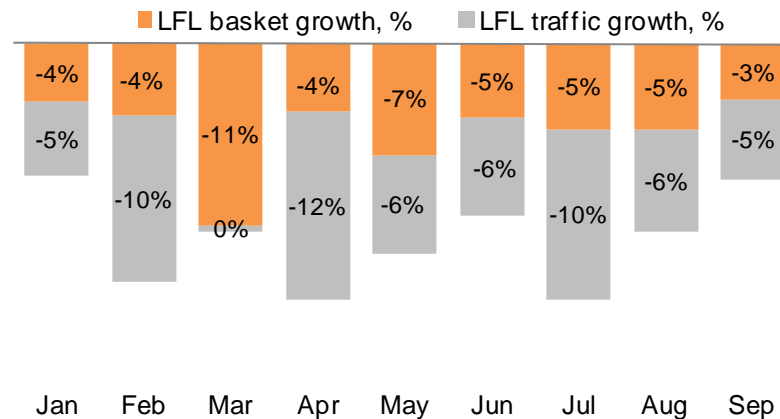
Soft Discounters LFL Sales Growth, %



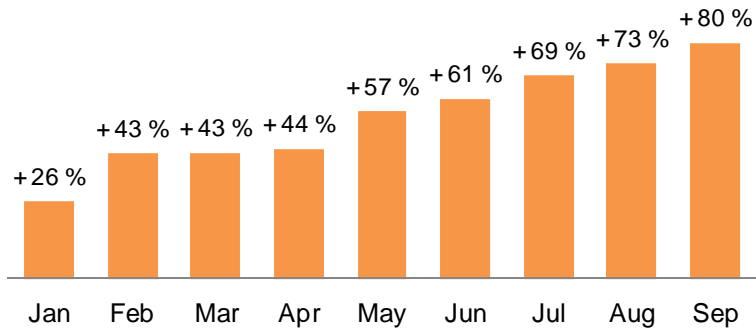
Supermarkets LFL Sales Growth, %



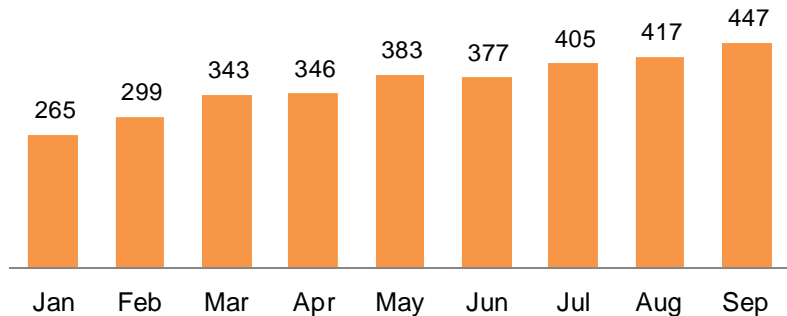
Hypermarkets LFL Sales Growth, %



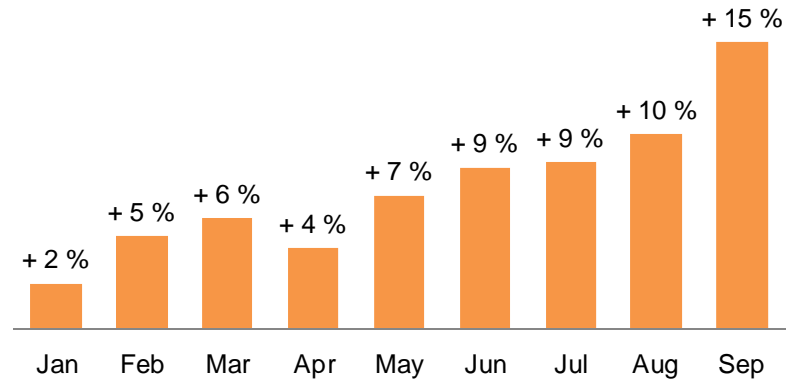
Net Retail Sales Growth, %



Net Retail Sales, mln



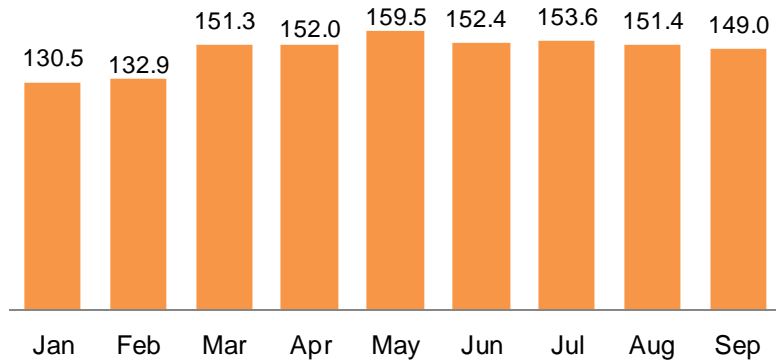
LFL Sales Growth, %



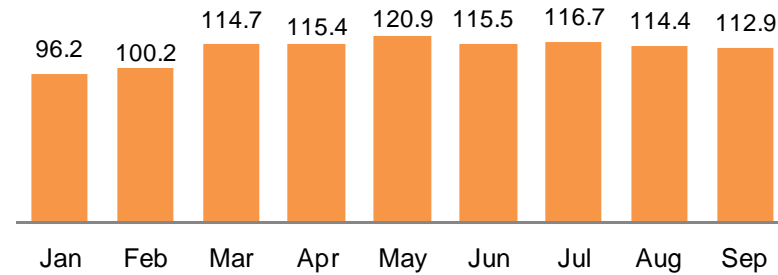
Comments

- **Rapidly developing format operating under Perekrestok Express and Kopeyka brands**
- **Strong LFL and sales dynamics**
- **Strong demand for this format in urban centers**
- **In 2012, X5 plans to add 100 convenience stores in Central region**

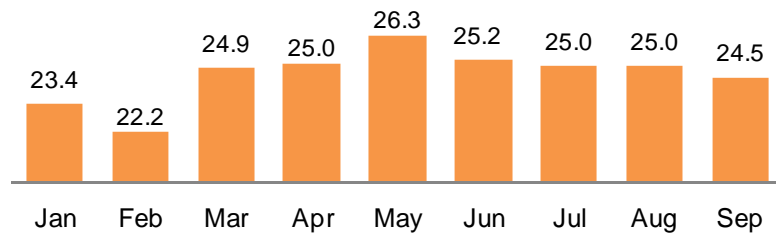
Total X5, mln customer visits



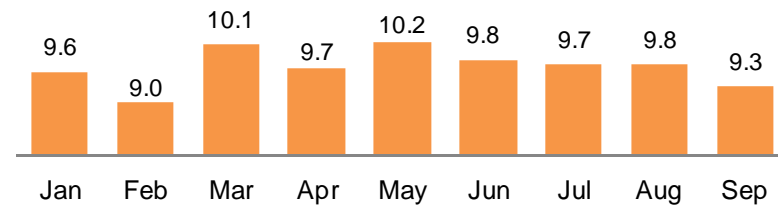
Soft Discounters, mln customer visits



Supermarkets, mln customer visits



Hypermarkets, mln customer visits



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