

BALTIKA GROUP

Q2 and 6m 2011 results

July 2011



Overview

- Fashion retailer
- Vertically integrated business model: the Group controls all stages of the fashion process: design, manufacturing, supply chain management, distribution/logistics and retail sales
- Four brands: Baltman, Monton, Mosaic, Ivo Nikkolo
- Six markets: Estonia, Latvia, Lithuania, Russia, Ukraine, Poland
- 116 stores

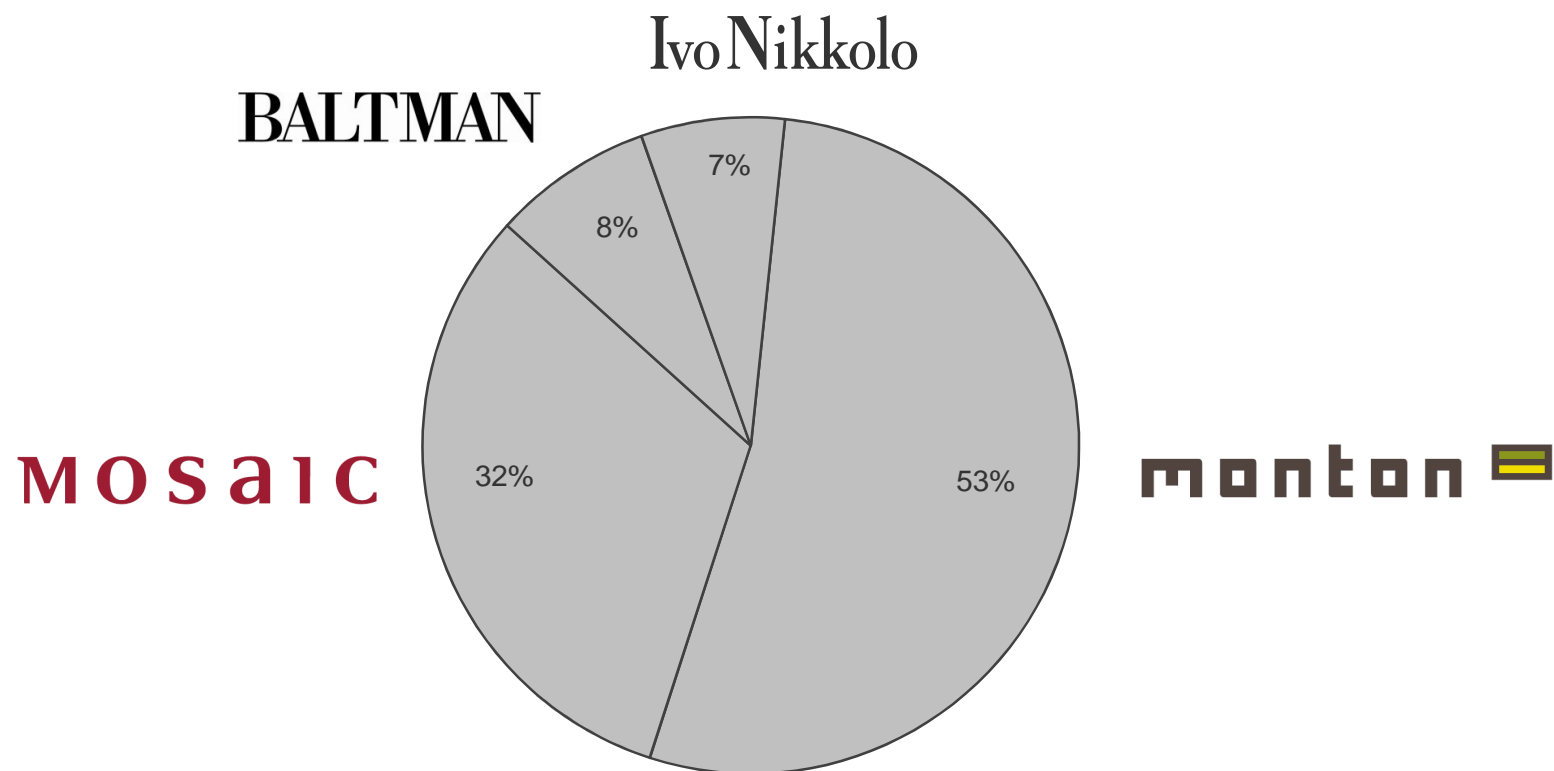
BALTMAN
monton
MOSAIC
Ivo Nikkolo



BALTIKA BRANDS



Retail sales by brand, 6m 2011



Retail network (30 June 2011)

	Monton	Mosaic	Baltman	Nikkolo	Multi-brand	Total	sqm
Estonia	7	10	5	5	3	30	5,775
Latvia	3	6	1	2	3	15	3,281
Lithuania	8	10	6	2	3	29	5,576
Ukraine	7	8	0	0	2	17	3,319
Russia	10	6	0	0	5	21	4,617
Poland	2	0	0	0	2	4	1,014
Total	37	40	12	9	18	116	23,582

monton

EUR thousand	6m 2011	6m 2010	+/-
Monton	12,171	11,447	6%

- Exciting fashion brand for men and women, reflecting global trends in its own unique way
- Stores in Estonia, Latvia, Lithuania, Ukraine and Russia

MOSAIC

EUR thousand	6m 2011	6m 2010	+/-
Mosaic	7,240	7,436	-3%

- Mosaic is for women and men, who are practical, responsible and well-organized and have a need for uncomplicated and reliable fashion
- Stores in Estonia, Latvia, Lithuania, Ukraine and Russia

BALTMAN

EUR thousand	6m 2011	6m 2010	+/-
Baltman	1,806	1,597	13%

- Prestigious business wear brand for men, offering stylish, classic and high-quality clothing and personal service
- Stores in Estonia, Latvia and Lithuania

Ivo Nikkolo

EUR thousand	6m 2011	6m 2010	+/-
Ivo Nikkolo	1,614	1,386	16%

- Designer fashion brand for ladies offering premium business outfit and occasion wear to express own individuality
- Acquired in September 2006
- Stores in Estonia, Latvia and Lithuania

FINANCIAL REVIEW

Key figures: Q2

EUR thousand	Q2 2011	Q2 2010	+/-
Revenue	12,642	12,591	0.4%
Gross profit	7,315	7,027	4.1%
Operating profit	-99	-511	-80.6%
Net profit	-444	-886	-49.9%
Gross margin	57.9%	55.8%	
Operating margin	-0.8%	-4.1%	
EBT margin	-3.5%	-6.8%	
Net margin	-3.5%	-7.0%	

Key figures: 6 months

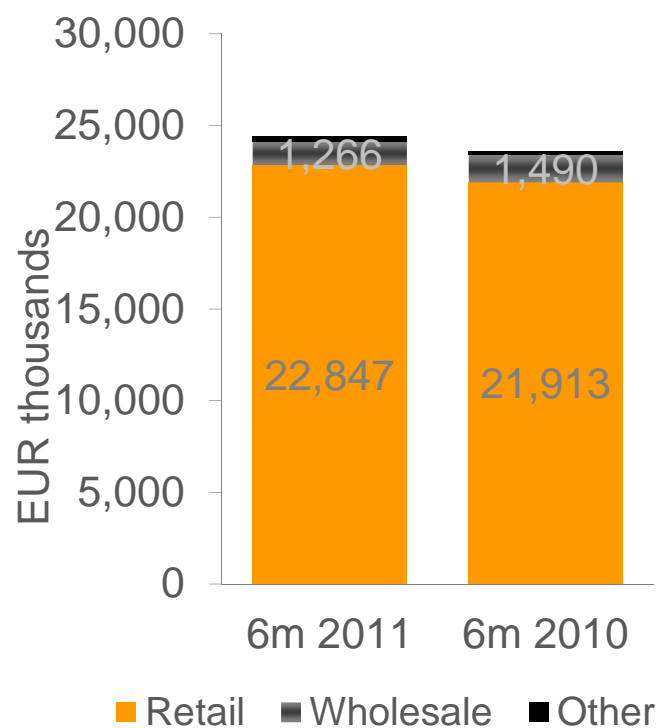
EUR thousand	6m 2011	6m 2010	+/-
Revenue	24,413	23,638	3.3%
Gross profit	13,206	12,151	8.7%
Operating profit	-2,194	-2,514	-12.7%
Net profit	-2,808	-2,912	-3.6%
Gross margin	54.1%	51.4%	
Operating margin	-9.0%	-10.6%	
EBT margin	-11.5%	-12.2%	
Net margin	-11.5%	-12.3%	
ROE	-51.5%	-60.8%	
ROA	-15.6%	-15.3%	

Stores and sales area

	30/06/2011	30/06/2010	+/-
Estonia	30	31	
Latvia	15	15	
Lithuania	29	35	
Ukraine	17	20	
Russia	21	22	
Poland	4	5	
Total stores	116	128	-12
Sales area (sqm)	23,582	25,730	-2,148

Sales development

Sales by segment YTD



Sales growth breakdown

	Q2	6m
Average sales area (sqm)	-9%	-8%
Sales per sqm	10%	14%
Comparable store sales	10%	13%
Retail sales	1%	4%
Wholesale	-9%	-15%
Total sales	0%	3%

Retail sales by region Q2

EUR thousand	Q2 2011	Q2 2010	+/-	Share %
Baltics	7,771	7,253	7%	64%
Eastern Europe	4,018	4,370	-8%	33%
Central Europe	303	363	-17%	3%
Total	12,092	11,986	1%	100%

Retail sales by region 6 months

EUR thousand	6m 2011	6m 2010	+/-	Share %
Baltics	14,187	13,029	9%	62%
Eastern Europe	8,055	8,179	-2%	35%
Central Europe	605	705	-14%	3%
Total	22,847	21,913	4%	100%

Retail sales by market

EUR thousand	6m 2011	6m 2010	+/-	Share %
Estonia	6,456	5,689	13%	28%
Latvia	3,279	2,808	17%	14%
Lithuania	4,452	4,532	-2%	19%
Ukraine	2,974	3,357	-11%	13%
Russia	5,081	4,822	5%	22%
Poland	605	705	-14%	3%
Total	22,847	21,913	4%	100%

Retail sales by brands

EUR thousand	6m 2011	6m 2010	+/-	Share %
Monton	12,171	11,447	6%	53%
Mosaic	7,240	7,436	-3%	32%
Baltman	1,806	1,597	13%	8%
Ivo Nikkolo	1,614	1,386	16%	7%
Other	16	47	-66%	0%
Total	22,847	21,913	4%	100%

Investments

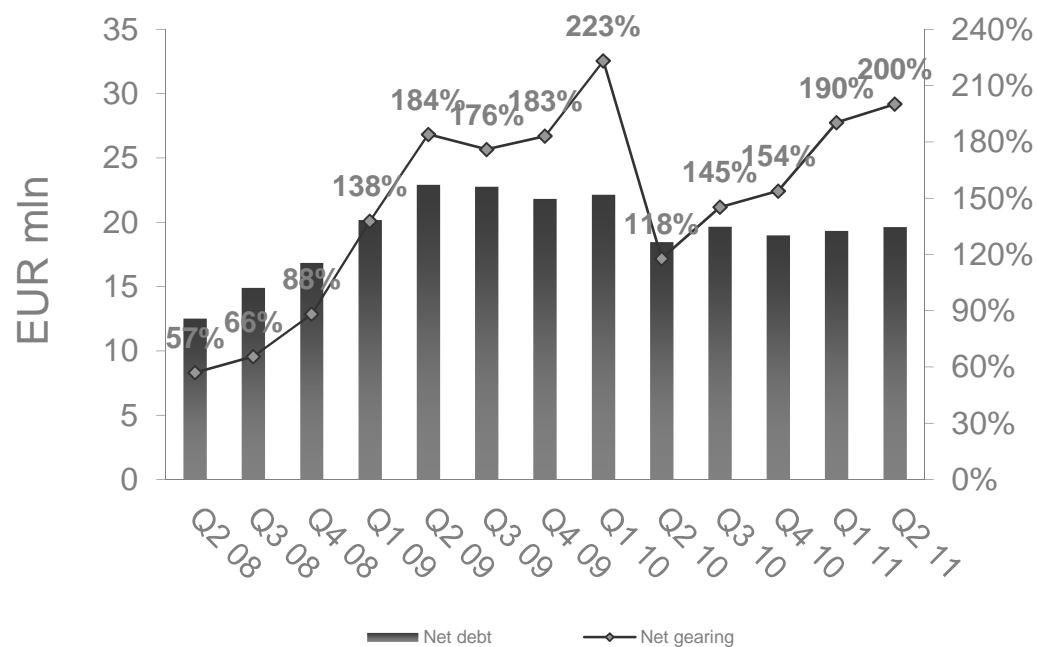
EUR million	6m 2011	6m 2010	+/-
Total investments	0.04	0.1	-60%

- 2011: retail: 5 closings, 1 openings

Financial position

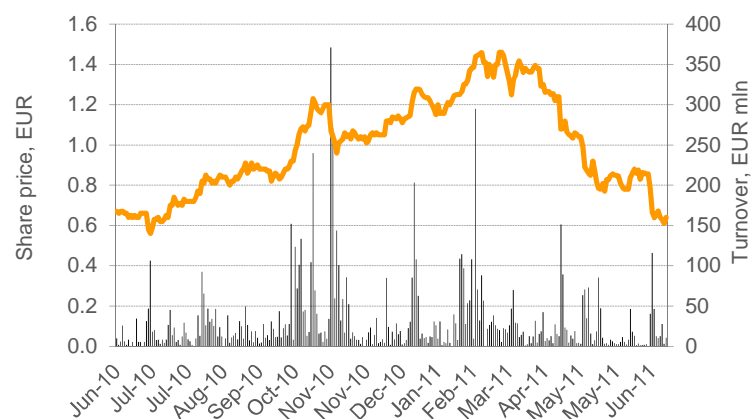
- Total borrowings at the end of Q2 2011 were 20,552 thousand euros

Net debt and net gearing



Share data

Share price and turnover



EUR	2007	2008	2009	2010	6m 11
Shares (mln)	18.64	18.64	18.64	27.49	31.49
Share price	3.90	1.15	0.73	1.14	0.66
DPS	0	0	n/a	n/a	n/a
EPS	0.14	-0.07	-0.55	-0.27	-0.10
BVPS	1.16	1.02	0.64	0.45	0.31
P/E	27.9	Neg.	Neg.	Neg.	Neg.
P/BV	3.4	1.1	1.1	2.5	2.1

Shareholder structure (07.07.2011)

ING LUXEMBOURG S.A.	17,77%
BMIG OÜ	15,15%
Skandinaviska Enskilda Banken Ab Clients	10,35%
E. MIROGLIO S.A.	9,53%
SVENSKA HANDELSBANKEN CLIENTS	6,06%
Other	41,14%

Total 100%

No of shares outstanding	31,494,850
No of shares fully diluted	33,337,350
Total	33,337,350
Market cap, EUR mln	20.66
OMX code	BLT1T
Bloomberg code	BLT1T ET
Next interim results	04-08-11

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