



Baltika Group

Q3 and 9 months 2014 results

October 2014

NOTE FOR READING FINANCIAL DATA

In connection with Baltika's exit from the Ukrainian retail business, which represented a major line of business of the Group, the 2014 results of the Ukrainian entity are presented as discontinued operation. For comparability, the figures for 2013 have been adjusted accordingly.

Group overview

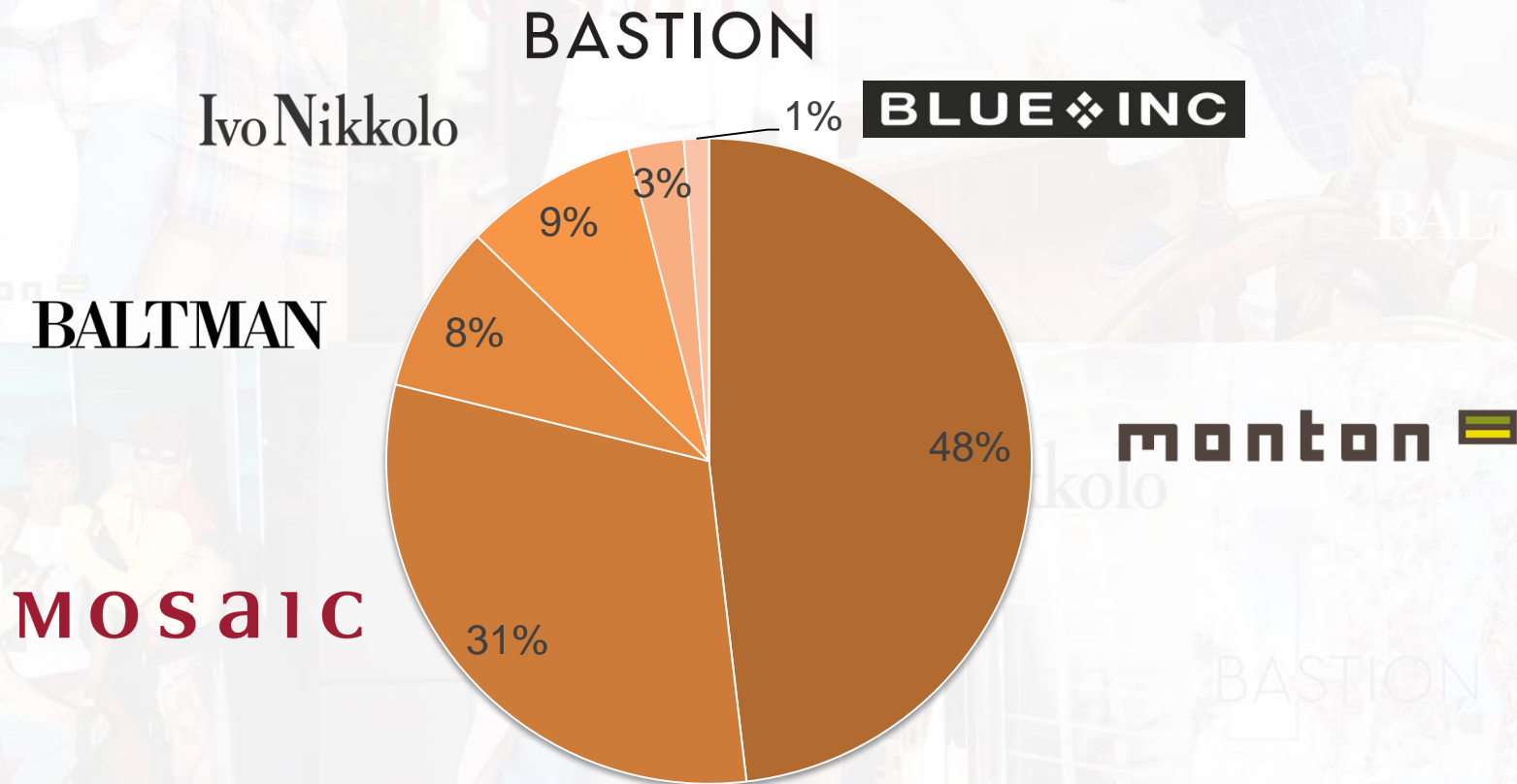
- Baltika Group is fashion retailer in the Baltics and Russia
- Baltika employs vertically integrated business model
- Over 120 shops in seven countries
- Baltika owns 5 brands and Blue Inc representation rights in Baltics
- Franchise partners in Belarus, Ukraine, Russia and Spain
- Baltika's shares are listed on the Tallinn Stock Exchange, which is part of the NASDAQ OMX Group

Mission

- Baltika creates quality fashion that allows people to express themselves and feel great

BALTIKA BRANDS

Retail sales by brand, Q3 2014



Shops network 30 September 2014

	EE	LV	LT	RU	UA*	BY*	RU*	ES*	Total
Monton	7	6	8	11	8	2	0	1	43
Monton Multibrand	2	3	3	1	1	0	0	0	10
Mosaic	12	4	9	2	5	0	0	0	32
Baltman	4	2	6	0	0	0	1	0	13
Ivo Nikkolo	5	4	2	0	0	0	0	0	11
Bastion	5	1	0	0	0	0	0	0	6
Blue Inc	1	2	0	0	0	0	0	0	3
Fashion Outlet	1	0	0	1	0	0	0	0	2
Total	37	22	28	15	14	2	1	1	120
Sales area, sqm	6 530	4 014	5 650	3 673	2 646	350	71	261	23 195

*Franchise shops

monton

EUR thousand	9m 2014	9m 2013	+/-
Monton	16 525	15 953	4%

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

MOSAIC

EUR thousand	9m 2014	9m 2013	+/-
Mosaic	11 155	10 599	5%

- 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, Russia and Ukraine

BALTMAN

EUR thousand	9m 2014	9m 2013	+/-
Baltman	3 464	3 449	0%

- Prestigious lifestyle brand for men offering stylish, classic and high-quality clothing, personal service and comfortable shopping environment
- Stores in Estonia, Latvia, Lithuania and Russia

BALTMAN

Ivo Nikkolo

EUR thousand	9m 2014	9m 2013	+/-
Ivo Nikkolo	3 132	2 894	8%

- Ivo Nikkolo is unique designer fashion brand for ladies, offering premium business outfit and occasion wear to express own individuality and unique style
- Acquired in September 2006
- Stores in Estonia, Latvia and Lithuania

BASTION

EUR thousand	9m 2014	9m 2013	+/-
Bastion	1 133	1 055	7%

- Designer fashion brand for ladies who values timeless fashion, quality and brand handwriting
- Acquired in December 2012
- Stores in Estonia and Latvia

BLUE INC

EUR thousand	9m 2014	9m 2013	+/-
Blue Inc	410	39	950%

- Blue Inc trademark was launched in UK in 1997
- Baltika owns representation rights of Blue Inc trademarks in Baltic countries.
- Franchise contract was signed in May 2013 with A Levy & Son Ltd.
- Stores in Estonia and Latvia

FINANCIAL REVIEW

Key figures (1)

EUR thousand	Q3 2014	Q3 2013	+/-
Revenue	14 648	12 545	16,8%
Gross profit	7 181	6 170	16,4%
Operating profit	287	-485	-159,2%
Net profit from continuing operat.	151	-612	-124,7%
Gross margin	49,0%	49,2%	
Operating margin	2,0%	-3,9%	
EBT margin	1,1%	-4,8%	
Net margin	1,0%	-4,9%	
Net profit from discontin. operat.	0	-172	
Net profit (loss) for the period, total	151	-784	-119,3%

Key figures (2)

EUR thousand	9m 2014	9m 2013	+/-
Revenue	39 789	36 932	7,7%
Gross profit	20 429	19 732	3,5%
Operating profit	-32	11	-390,9%
Net profit from continuing operat.	-354	-409	-13,4%
Gross margin	51,3%	53,4%	
Operating margin	-0,1%	0,0%	
EBT margin	-0,8%	-1,1%	
Net margin	-0,9%	-1,1%	
Net profit from discontin. operat.	-1 329	-354	
Net profit (loss) for the period, total	-1 683	-763	120,6%

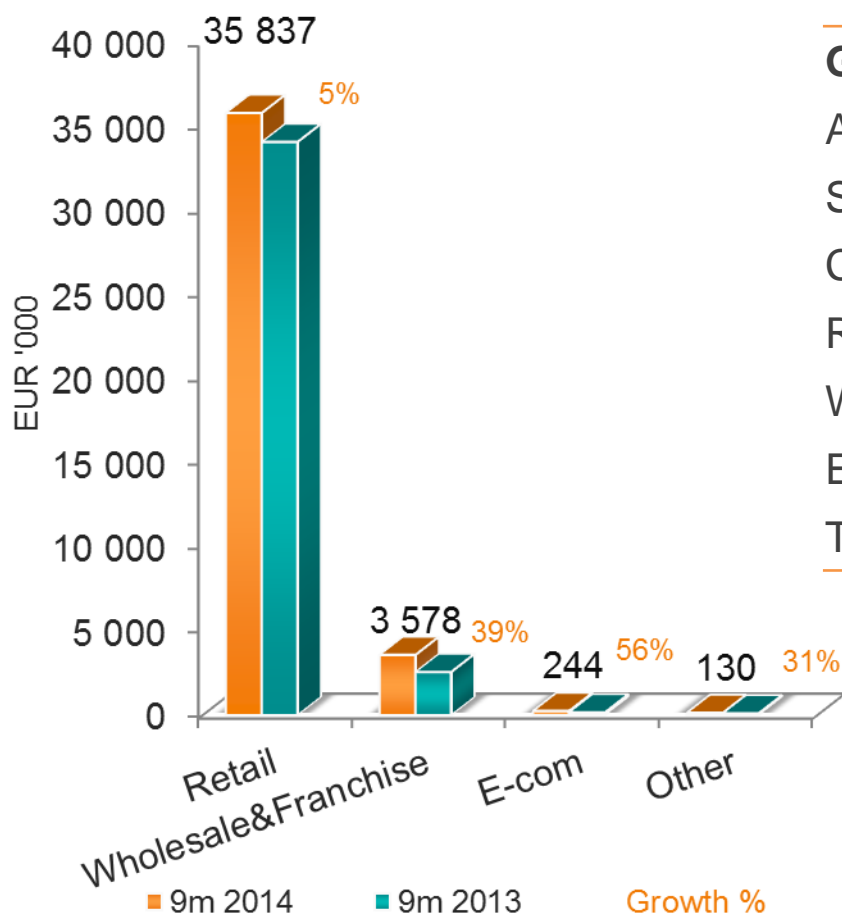
Stores and sales area

	30.09.2014	30.09.2013	+/-
Estonia	37	37	
Lithuania	28	27	
Latvia	22	21	
Russia	15	18	
Ukraine*	14	16	
Belarus*	2	0	
Spain*	1	0	
Russia*	1	0	
Total stores	120	119	1
Total sales area, sqm	23 195	23 192	3

*Franchise stores

Sales development Q3 and 9 months

Sales by segment YTD



Sales growth breakdown

Growth vs 2013	Q3	YTD
Average sales area (sqm)	2%	4%
Sales per sqm	10%	1%
Comparable store sales (LFL)	13%	4%
Retail sales	12%	5%
Wholesale	56%	39%
E-com sales	85%	56%
Total sales	17%	8%

Retail sales by markets (1)

EUR thousands	Q3 2014	Q3 2013	+/-	Share
Estonia	4 406	4 219	4%	35%
Lithuania	3 144	2 730	15%	25%
Latvia	2 883	2 240	29%	23%
Russia	2 231	2 096	6%	17%
Total	12 664	11 285	12%	100%
Ukraine*	0	1 664	-100%	-

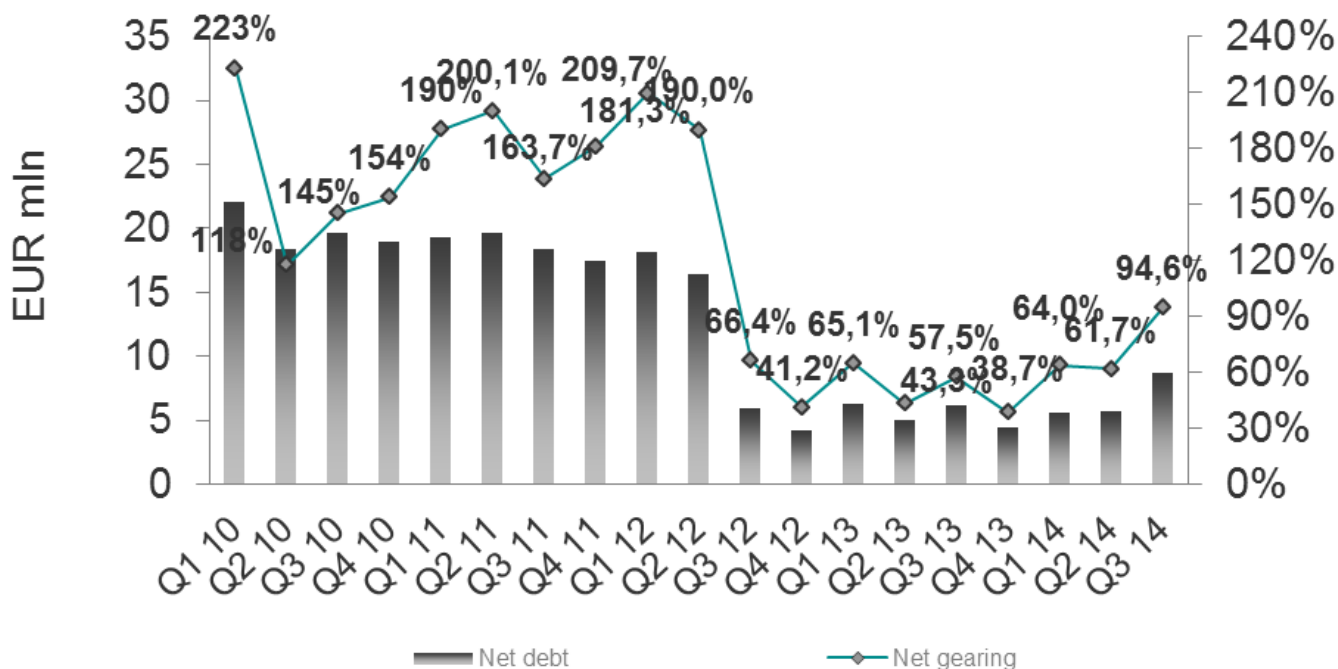
Retail sales by markets (2)

EUR thousands	9m 2014	9m 2013	+/-	Share
Estonia	13 123	12 799	3%	37%
Lithuania	8 602	7 825	10%	24%
Latvia	8 082	6 712	20%	23%
Russia	6 030	6 776	-11%	17%
Total	35 837	34 112	5%	100%
Ukraine*	1 531	4 726	-68%	-

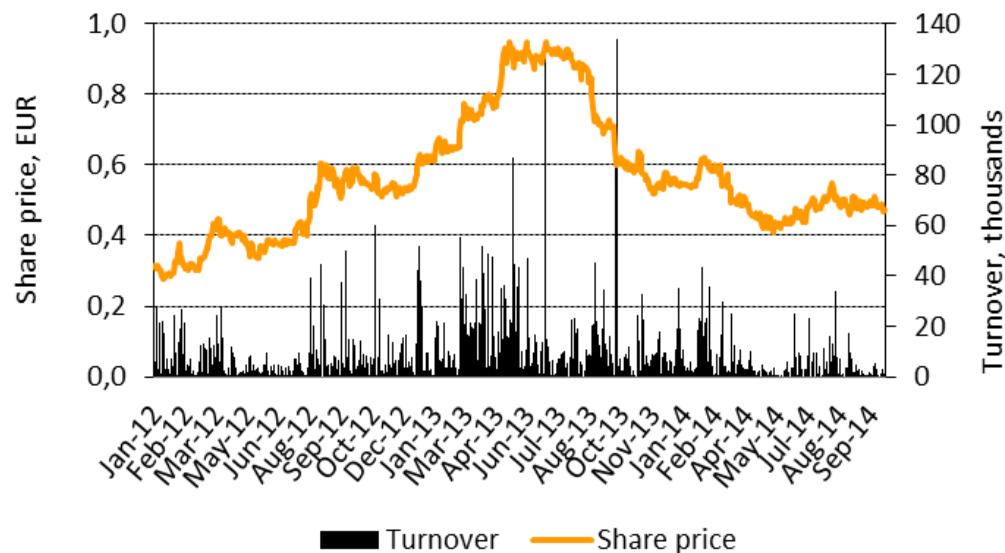
Financial position

- Total borrowings at the end of Q3 2014 were 5,971 thousand euros

Net debt and net gearing



Share



Information on listed ordinary shares

NASDAQ OMX symbol: BLT1T

ISIN number: EE3100003609

Minimum number of shares to trade: 1

Number of shares: 40,794,850

Nominal value of a share: 0.2 euros

Largest shareholders as at 30 Sept 2014

	Holding
ING Luxembourg S.A. client	30.86%
Clearstream Banking Luxembourg S.A. clients	15.83%
BMIG OÜ	11.64%
Skandinaviska Enskilda Banken Ab clients	8.37%
Other	33.31%
Total	100%

NASDAQ OMX | Baltic
BALTIC MARKET AWARDS 2013

BALTIKA

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Baltika Group

HEAD OFFICE

AS Baltika

Veerenni 24

EE-10135 Tallinn, Estonia

Tel. +372 630 2731

Fax +372 630 2814

baltika@baltikagroup.com

www.baltikagroup.com