



MAYBACH



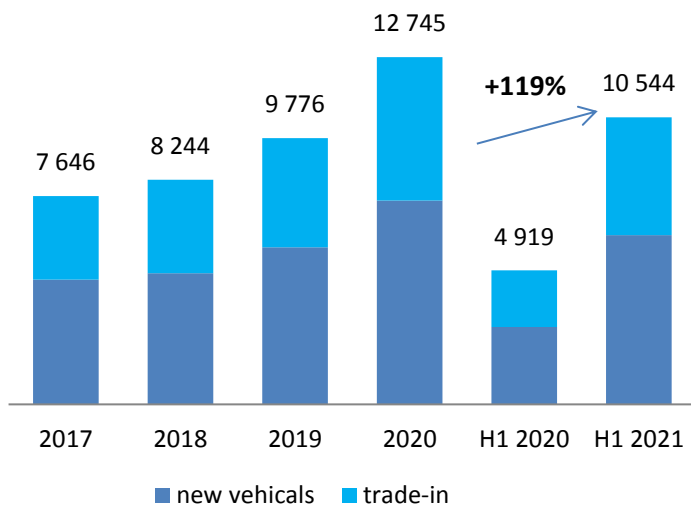
**FIRST** official BMW and MINI dealer in Russian Federation

More than **28** years in the automotive market

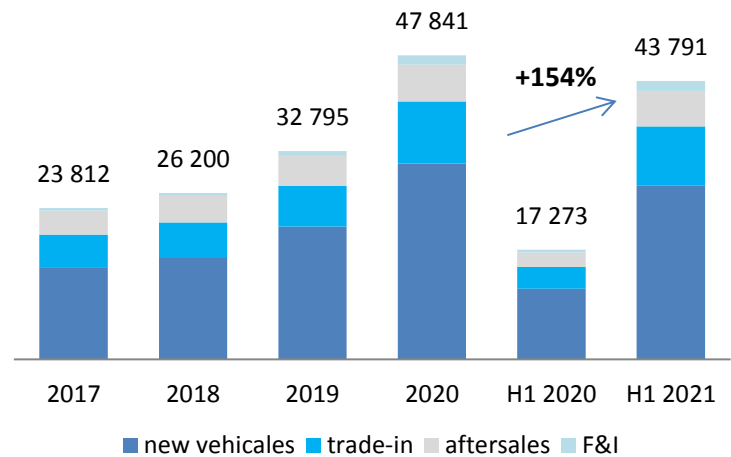
**7** premium brands in company's portfolio

Moscow and Saint Petersburg regions of presence

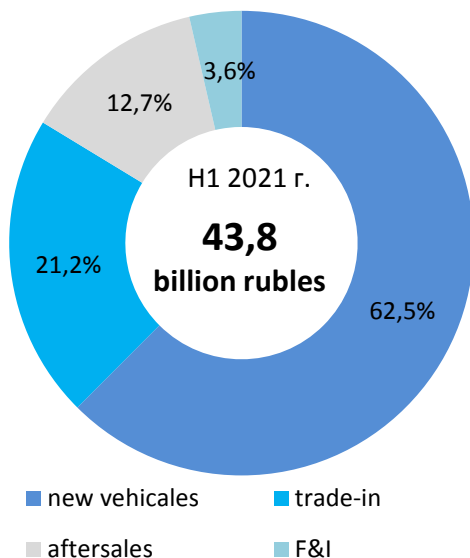
DYNAMICS OF CAR SALES IN 2017-2021 (units)



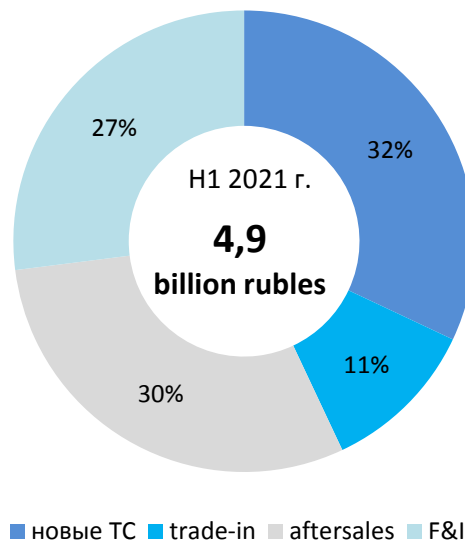
REVENUE DYNAMICS 2017-2021 (million rubles)



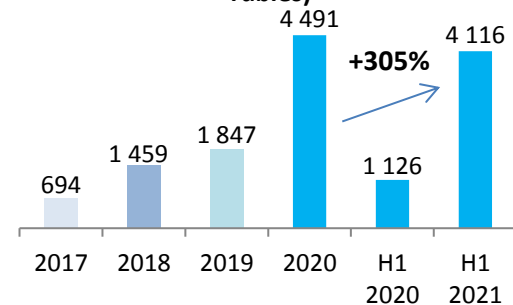
REVENUE STRUCTURE IN H1 2021



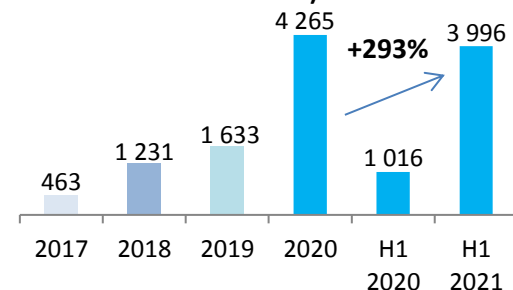
GROSS PROFIT STRUCTURE IN H1 2021



DYNAMICS OF EBITDA (million rubles)



DYNAMICS OF EBIT (million rubles)



COMPARISON OF KEY INDICATORS*	2017	2018	2019	2020	H1 2020	H1 2021	LFL H1 2021/H1 2020
REVENUE	23 811 644	26 199 361	32 794 582	47 840 671	17 273 482	43 790 681	254%
GROSS MARGIN	1 961 753	2 229 484	2 650 459	4 866 907	1 630 403	5 046 913	310%
GROSS PROFIT	1 531 747	2 171 882	2 675 200	5 423 644	1 536 561	4 913 319	320%
EBITDA	694 306	1 458 607	1 846 909	4 491 142	1 125 775	4 116 222	366%
EBITDA/Revenue	2,92%	5,57%	5,62%	9,39%	6,52%	9,40%	+ 2,9% p.p.
Profit (loss) before income tax	-938 517	-238 481	500 197	3 174 737	220 942	3 491 752	1580%

\* in thousand rubles

All information is presented according to the management accounting data