



Q1 2021

Unaudited Financial Results

Leading children's goods retailer in Russia

Disclaimer



THIS DOCUMENT IS NOT AN OFFER TO SELL OR A SOLICITATION OF AN OFFER TO SUBSCRIBE FOR OR PURCHASE ANY SECURITIES

Certain information in this document is forward-looking, and reflect Detsky Mir's current expectations and projections about future events, which reflect various assumptions made by Detsky Mir. These assumptions may or may not prove to be correct and no representation is made as to the accuracy of such information. By their nature, forward-looking statements involve known and unknown risk and uncertainty because they relate to future events and circumstances. These risks, uncertainties and assumptions could adversely affect the outcome and financial effects of the plans and events described herein. Forward-looking statements contained in this document regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. Detsky Mir does not undertake any obligation to update or revise any forward-looking statements in this document, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward-looking statements, which speak only as of the date of this document.

This document is strictly confidential to the recipient may not be distributed to the press or any other person, and may not be reproduced in any other form. No reliance may be placed for any purpose whatsoever on the information contained in this document or on its completeness. No representation or warranty, express or implied, is given by or on behalf of Detsky Mir or any of its directors, officers or employees or any other person as to the accuracy or completeness of the information contained in this document and no liability whatsoever is accepted by Detsky Mir or its affiliates, advisors, agents, directors, officers or employees nor any other person for any loss howsoever arising, directly or indirectly, from any errors or omissions of information or use of such information or otherwise arising in connection therewith.

This document does not constitute an offer of securities for sale in the United States of America. Neither this document nor any copy of it, nor the information contained herein, in whole or in part, may be taken or transmitted into, or distributed, directly or indirectly in or to the United States. Any failure to comply with this restriction may constitute a violation of U.S. securities laws. No securities of Detsky Mir have been or will be registered under the United States Securities Act of 1933 or the securities laws of any state of the United States, and unless so registered may not be offered or sold except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and applicable state securities laws.

This document is only addressed to persons in member states of the European Economic Area who are "**qualified investors**" within the meaning of Article 2(1)(e) of the Prospectus Directive (Directive 2003/71/EC and amendments thereto). In addition, in the United Kingdom, this document is only directed at (1) qualified investors who are investment professionals falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "**Order**") or high net worth entities falling within Article 49(2)(a)-(d) of the Order or (2) persons to whom it may otherwise lawfully be communicated.

This document is not an offer or an invitation to make offers or advertisement of securities in the Russian Federation.

Q1 2021 Highlights

1 Accelerated top-line growth

- Total GMV growth accelerated to **15.6%** (total revenue growth was **15.0%**)
- **7.9%** LFL sales growth with **4.5%** traffic growth and **3.2%** average ticket growth

2 Explosive online sales growth

- **1.8x** total online sales growth (**86.3%** click & collect share in Russia)
- Online share in Russia increased **1.6x** to **28.6%** (**74.0%** mobile app share)

3 Continuous retail chain expansion

- **6.5%** total space growth of the retail chain to **1,123k m2** and **880** total stores
- **12** new stores and **6,500** new partner pickup points and parcel lockers

4 Superior EBITDA growth and margin

- Reduced SG&A cost margin by **1.0 p.p.** to **21.0%**
- Adj. EBITDA growth of **37.3%**, while adj. EBITDA margin up by **1.4 p.p.** to **8.7%**

5 Strong return on investment capital

- ROIC improved: **59%** vs **49%** in Q1 2020
- Decline in net debt/ adj. EBITDA LTM to **1.4x** vs **1.6x**

Progressing on Strategy 2020 execution

2024 Targets⁽¹⁾

Omni-channel retail platform



Opening **230+** Detsky Mir stores (2021-2023) and **800+** Detmir pick-up points (2021-2024)



Targeting **45%** share of online sales

Accelerated investment in logistics



c.80% of online orders to be delivered next-day



Launch of **2** Federal DCs and **3** Regional DCs

Enhancing UX/CX



Store digitalisation with **70% NPS** across channels



Mobile-first concept with **best-in-class** app

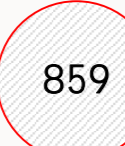
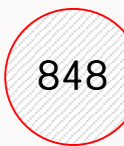
Performance update

(# of Detsky Mir stores and Detmir pick-up points)

Q4'20

Q1'21

Q4'21



(% share of online sales)

2020

Q1'21

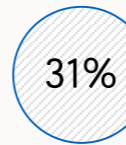
Q4'21



(% of next-day)

2020

2021



Partner pick-up points to triple by the end of 2021 (from 5.7k to 20k)

Launched **a second Regional DC** in Kazan (April 2021)

Launching **a third federal DC** in the Ural region and **two Regional DCs** in the Northern and Siberian regions in **Q1'22**

Detsky Mir 3.0 digital concept approved, opening of the debut store in Q2'21

Modernisation of existing stores in mid-term

Enhanced UX in Q1'21

Subscription delivery service for recurring orders

Courier delivery service (next-day) in Kazakhstan

iOS and Android Apps in Kazakhstan

(1) As was presented at the Capital Market Day (August 2020).
Source: Company data.

Progressing on Strategy 2020 execution (cont'd)

2024 Targets⁽¹⁾
Performance update

Marketplace to drive assortment breadth

Leadership in assortment breadth (2,400k SKUs)

GMV to reach a **double-digit share** of our online sales

(# of SKUs)

Q4'20 → Q1'21 → Q4'21

250 → 321 → c.1,000

3.7% share of GMV in online in Q1'21

Launched a full-feature IT platform for merchants' accounts

Zoozavr – specialised pet supplies retailer

500 Zoozavr stores in mid-term, share of online **30%+**

30% private label share in mid-term

(Zoozavr stores in operation)

Q4'20 → Q1'21 → Q4'21

20 → 21 → 90

50% share of online sales in Q1'21

7 private label brands across categories comprising **600** SKUs to be launched in Q1'22

Digital services for children

Enter digital services and products market

20 partners were selected to participate in a pilot stage of digital products marketplace

70 mobile apps and 30 services tested on Android platform in Moscow region

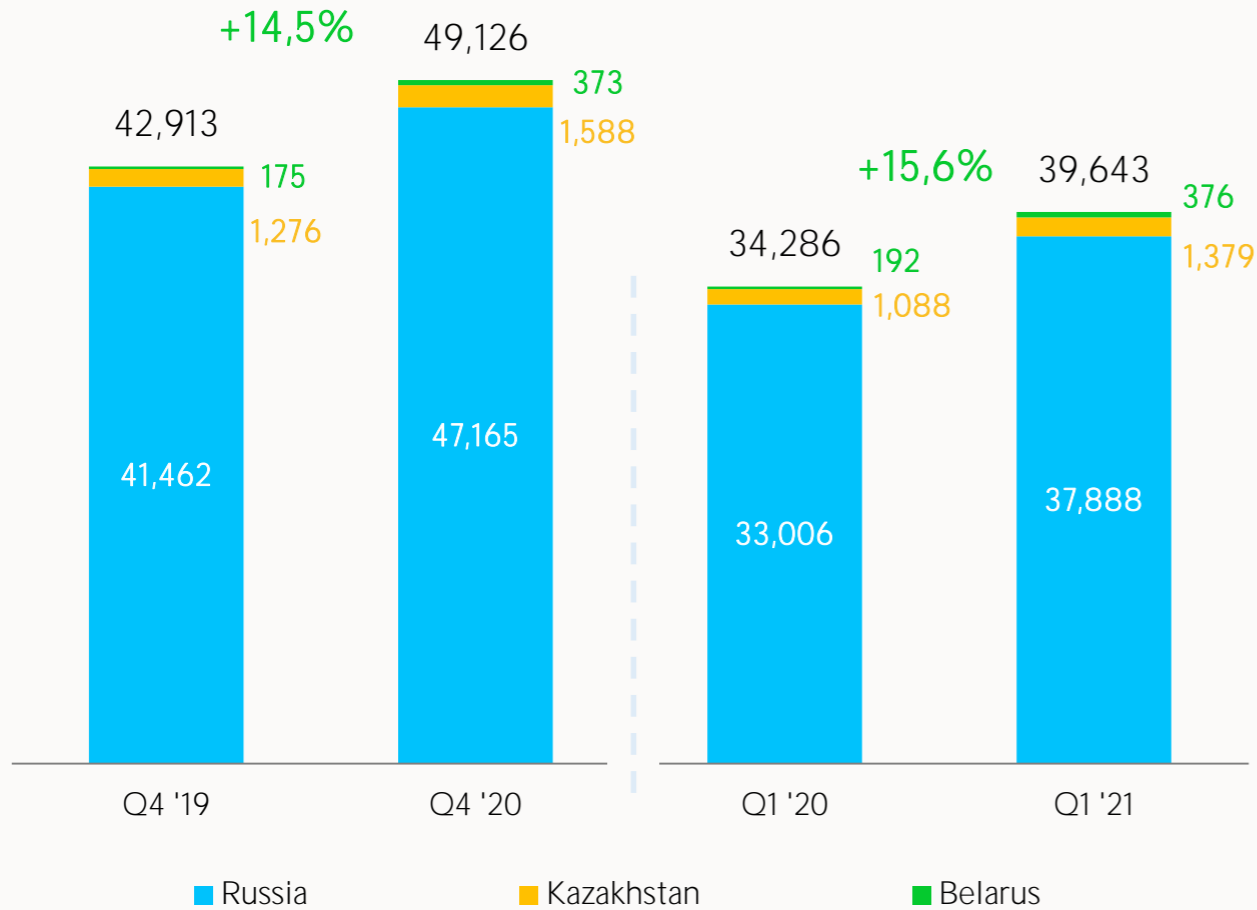
Safety **Games** **Education** **Babysitting**

(1) As was presented at the Capital Market Day (August 2020).
Source: Company data.

Continued top-line growth

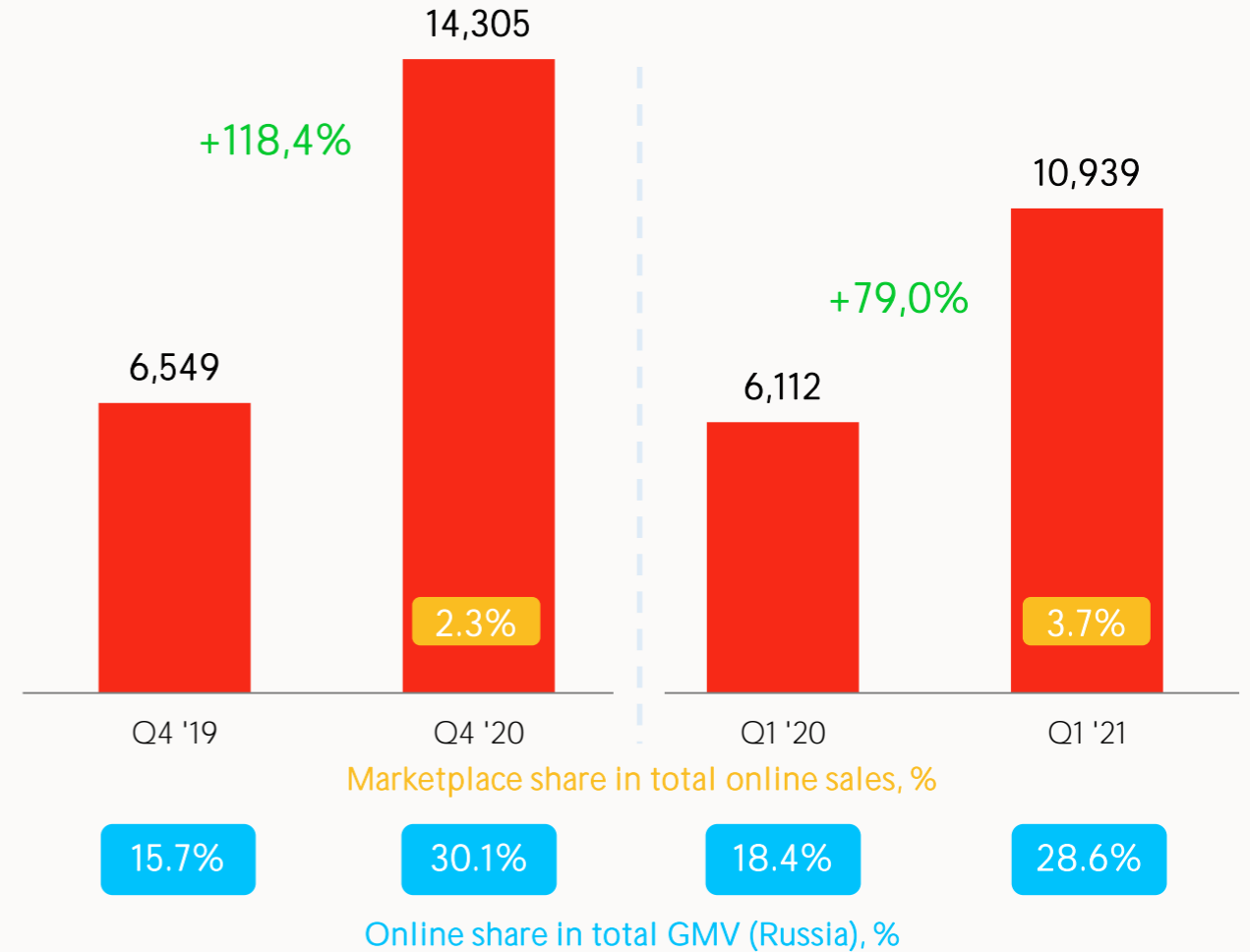
Total GMV⁽¹⁾ growth accelerated...

(RUB m) incl. VAT



...thanks to explosive growth in online sales⁽²⁾

(RUB m) incl. VAT



(1) Hereinafter, GMV (gross merchandise value) includes purchases at the Group's retail stores and goods and services sold through the website and mobile application, which may be own or third-party goods and services. GMV includes value added tax, net of discounts given to customers and net of returns and cancelled orders during the reporting period.

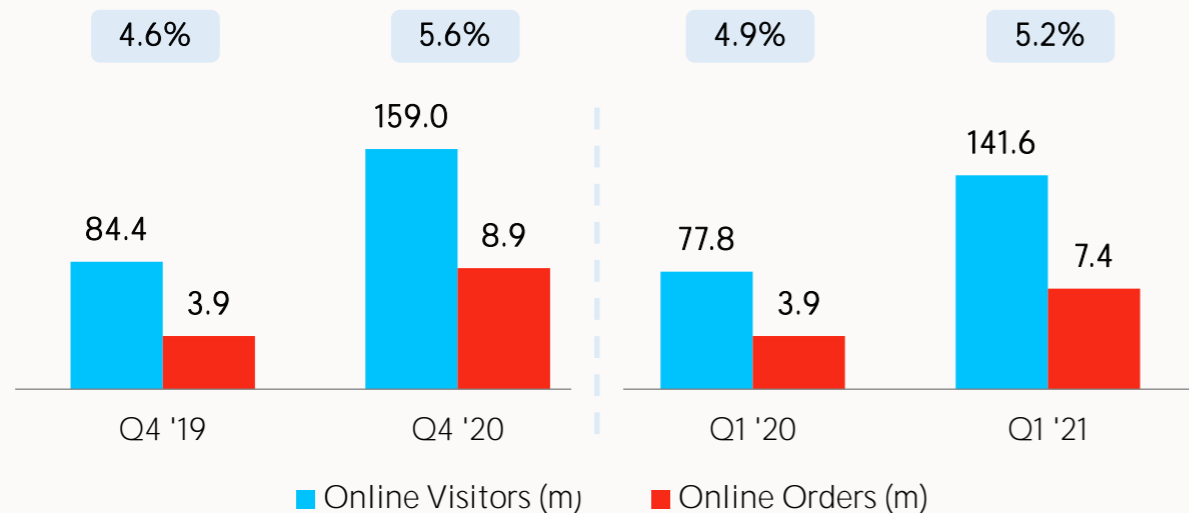
(2) Hereinafter, total online sales include all sales through the Company website and mobile app, including home delivery and in-store pickup. It includes value added tax, net of discounts given to customers and net of returns and cancelled orders during the reporting period.

Source: Company data.

Solid online performance with strong loyal customer base

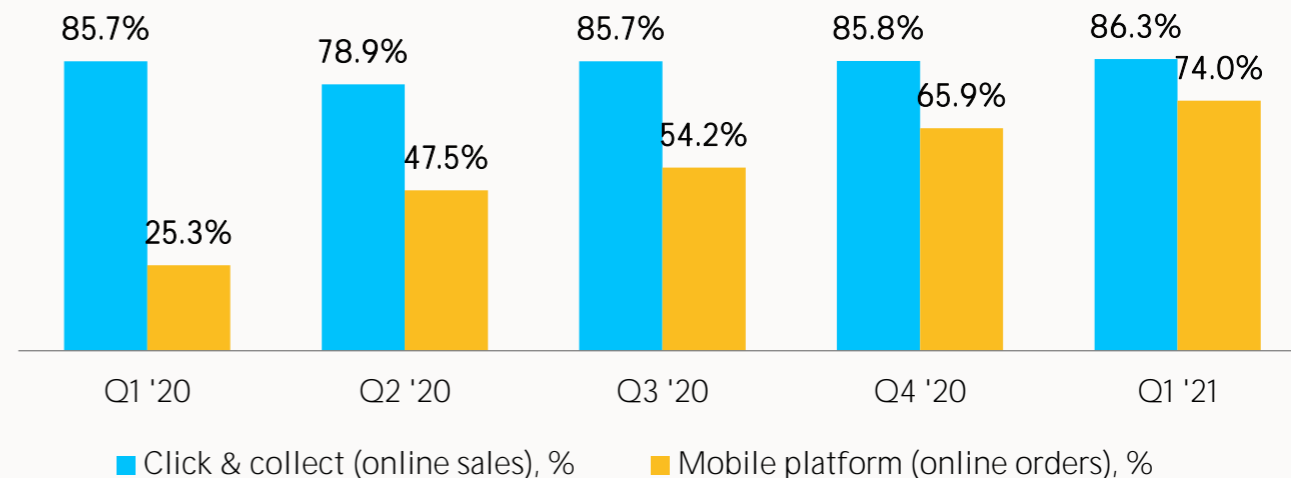
Continuous growth in traffic and improving conversion rate

(Web and mobile platforms)



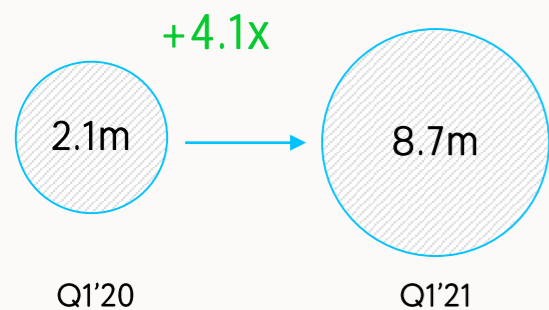
Click & collect and Mobile app are largest channels

(Russia)

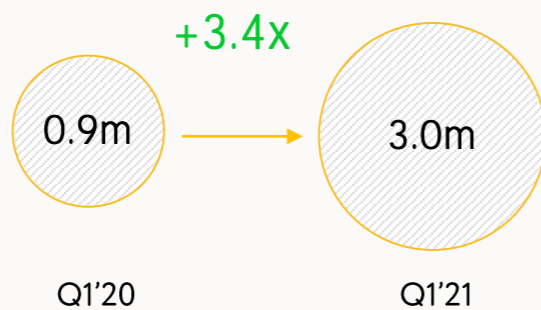


Healthy mobile app metrics

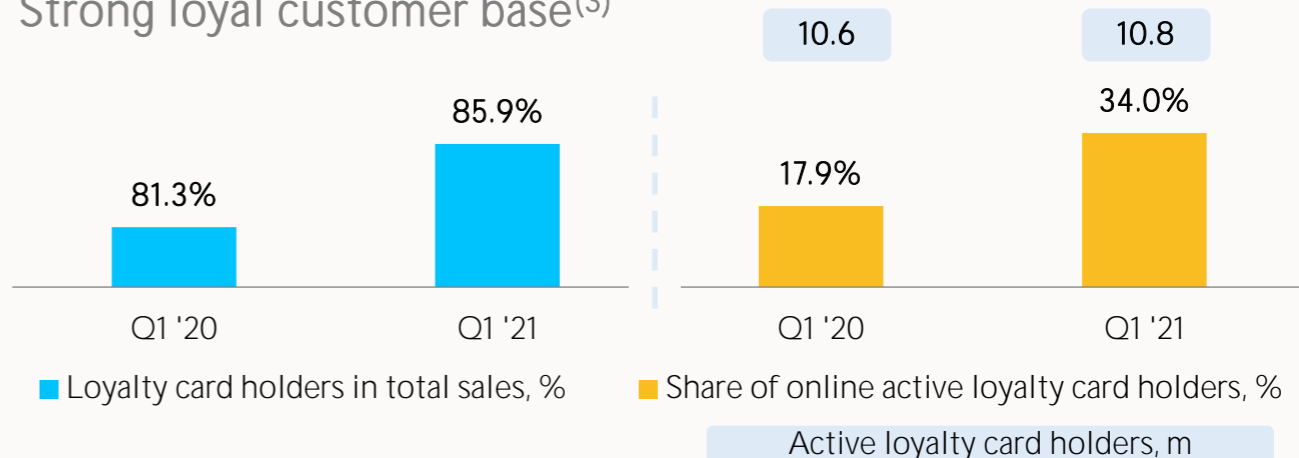
Installations⁽¹⁾



MAU⁽²⁾



Strong loyal customer base⁽³⁾



(1) Reflects the total number of app installations between its launch (December 2019) and the end of the reporting period.

(2) MAU - monthly active users - the average number of active mobile app users in a month.

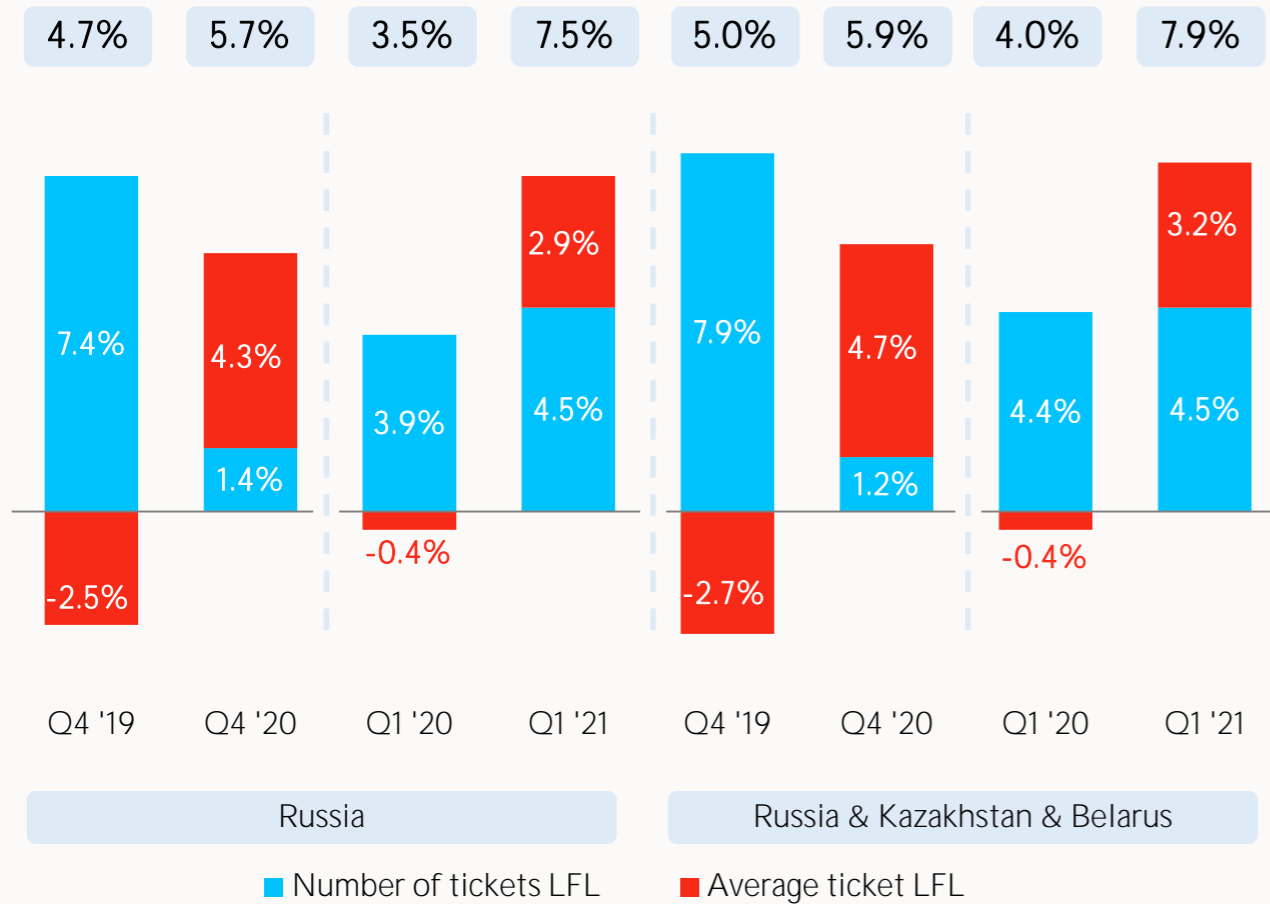
(3) Cardholders who made at least one purchase at Detsky Mir during the last 12 months are considered active. Online loyalty card holders who made at least one online purchase through the Company website or mobile application within the last 12 months are considered active cardholders.

Source: Company data.

Retail chain started a trajectory of steady growth

Robust like-for-like sales⁽¹⁾

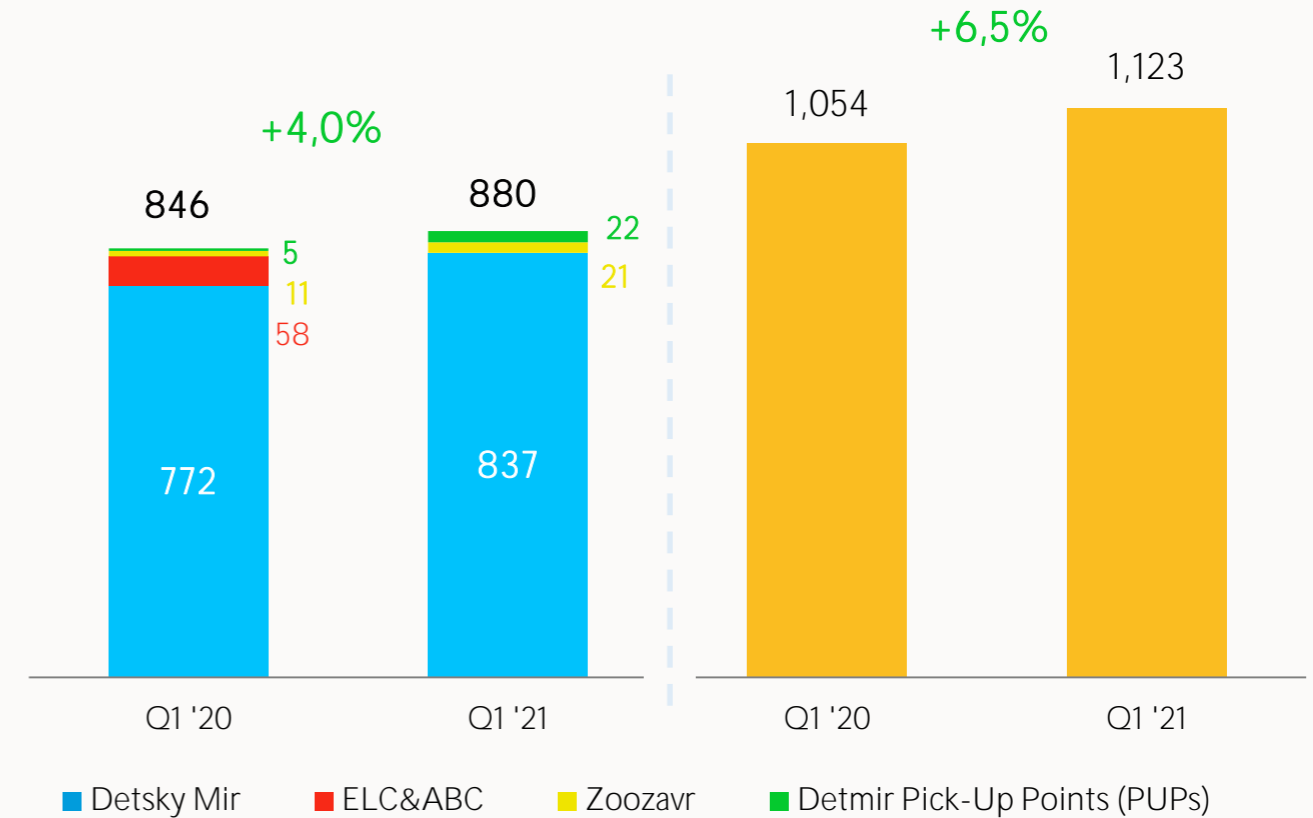
(RUB m)



Group's retail chains expansion⁽²⁾

of stores

Total space (sqm 000s)
Selling area (80%)



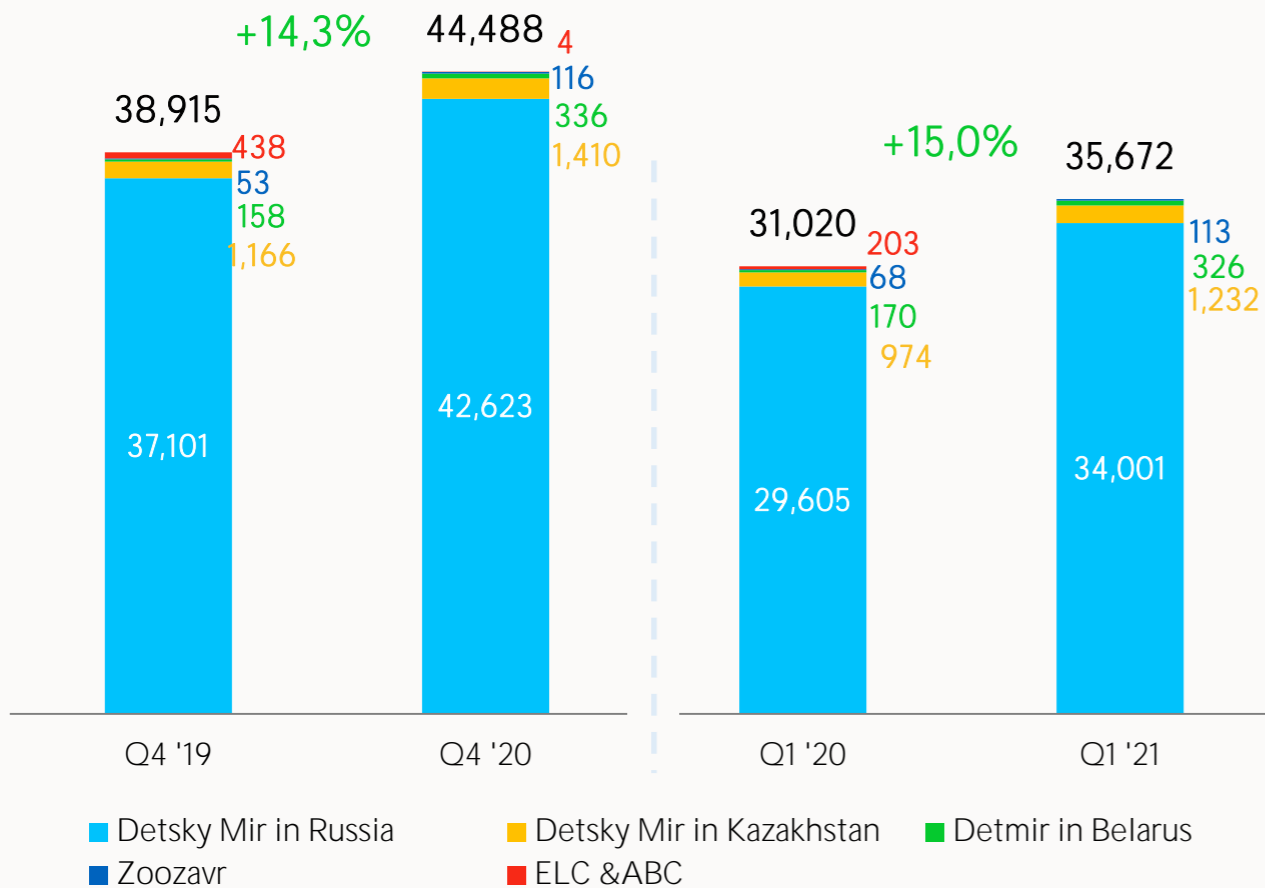
(1) LFL revenue growth in Russian rubles, LFL number of tickets growth and LFL average ticket growth are based on stores in operation for at least 12 full calendar months preceding the reporting date. A store is considered comparable and is included in the calculation of the monthly like-for-like if the difference between the number of days worked in comparable months does not exceed three working days.

(2) In order to improve margins by accelerating the opening of our small-format Detmir Pickup stores, the Group decided to close its ELC and ABC stores in Q3 2020, which accounted for 0.8% of total Group revenue in 2019.

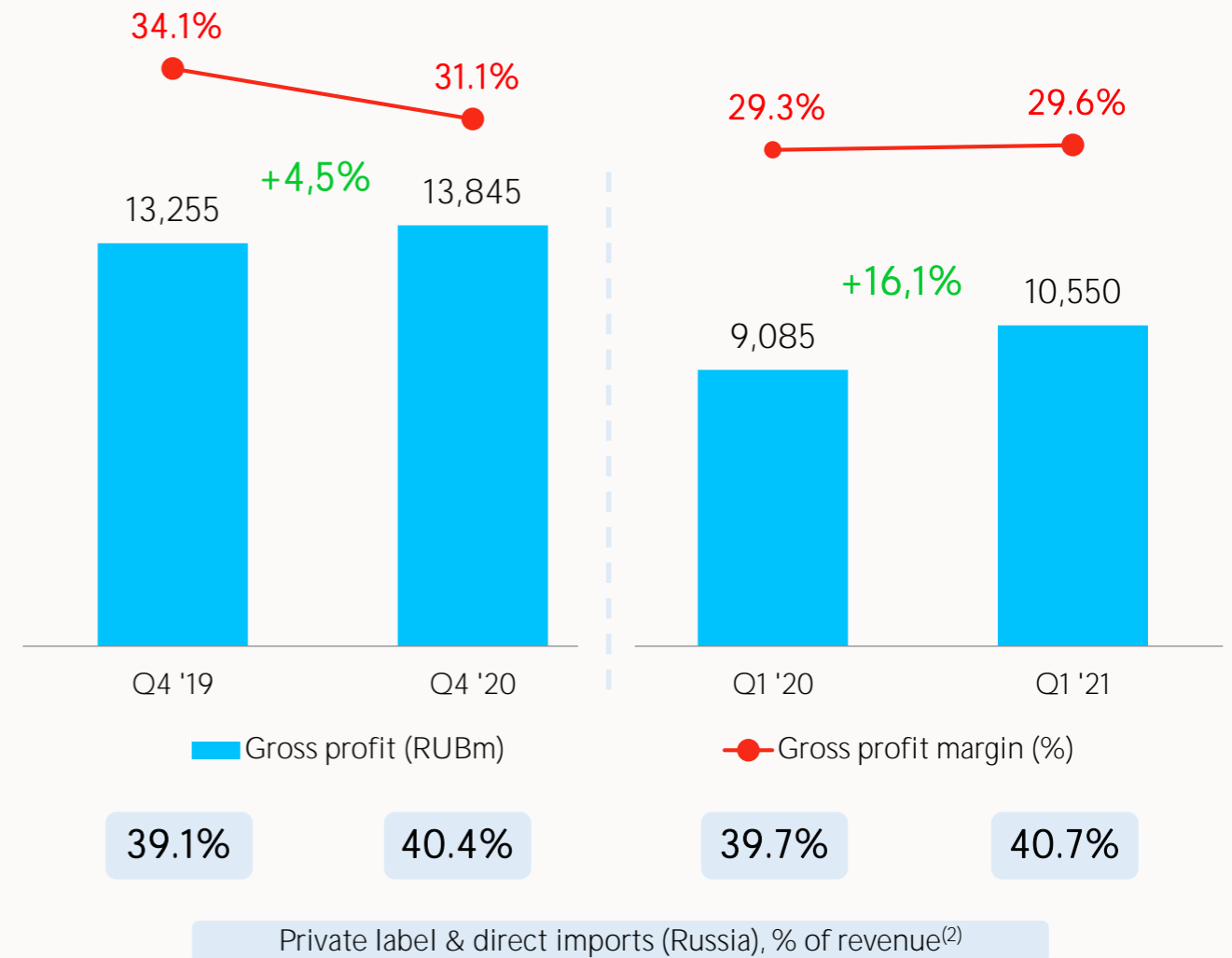
Source: Company data.

High revenue growth and solid gross margin driven by private-label expansion

Group revenue is growing across all segments⁽¹⁾
(RUB m)



Keep investing gross margin in price leadership



Source: Company data.

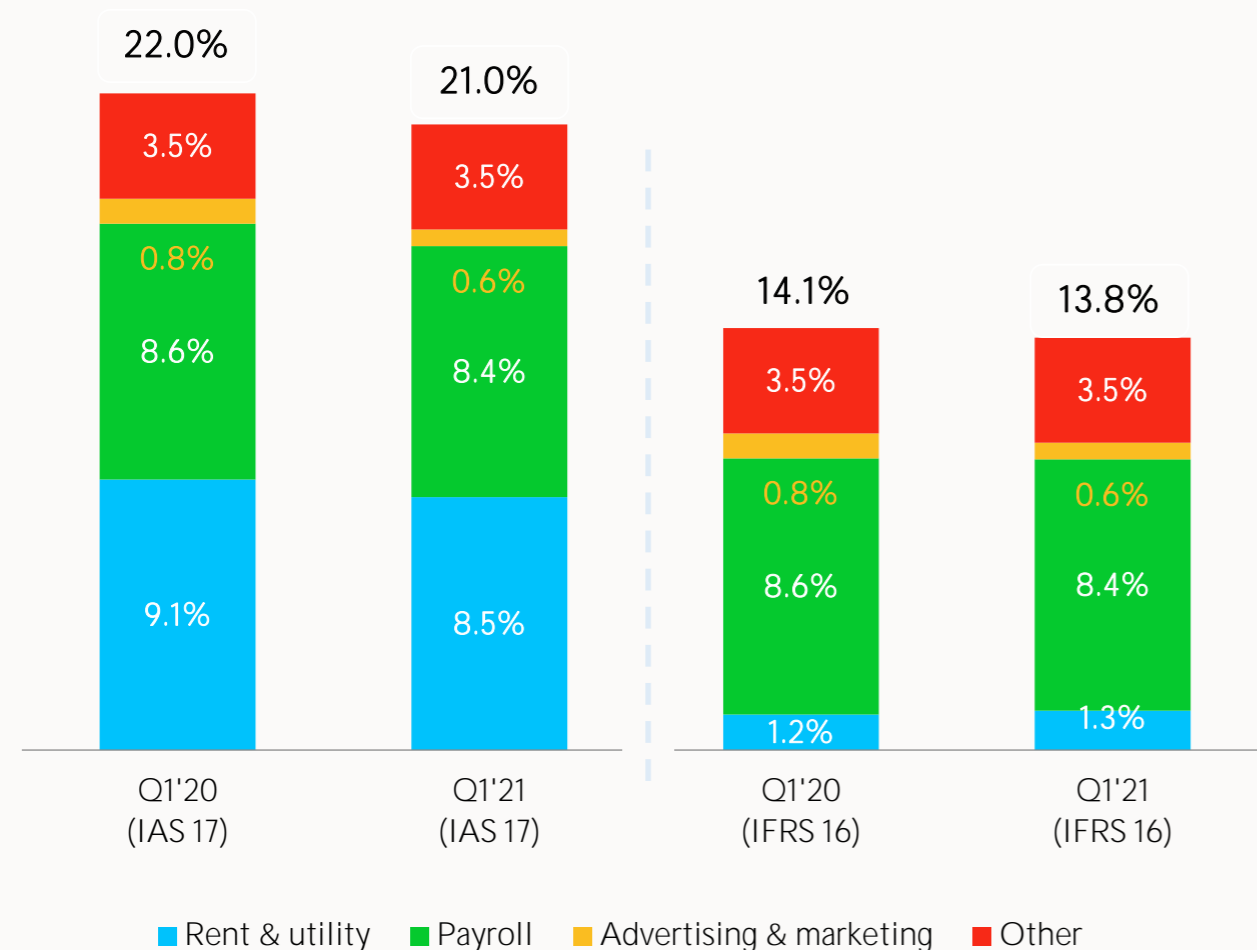
(1) Hereinafter, revenue is net of value added tax and includes revenue from the sale of goods as well as fees charged by the Group to third-party sellers for selling their goods through the Group marketplace. Detsky Mir in Russia includes all sales of children's goods in Russia, as well as the sales results of the Detmir Pickup chain. Zoozavr includes all sales of pet products, including sales made via the Company website and mobile app.

(2) Sales of private labels and direct imports in Russia include sales of all children's goods in Russia, including through the Company website and mobile application.

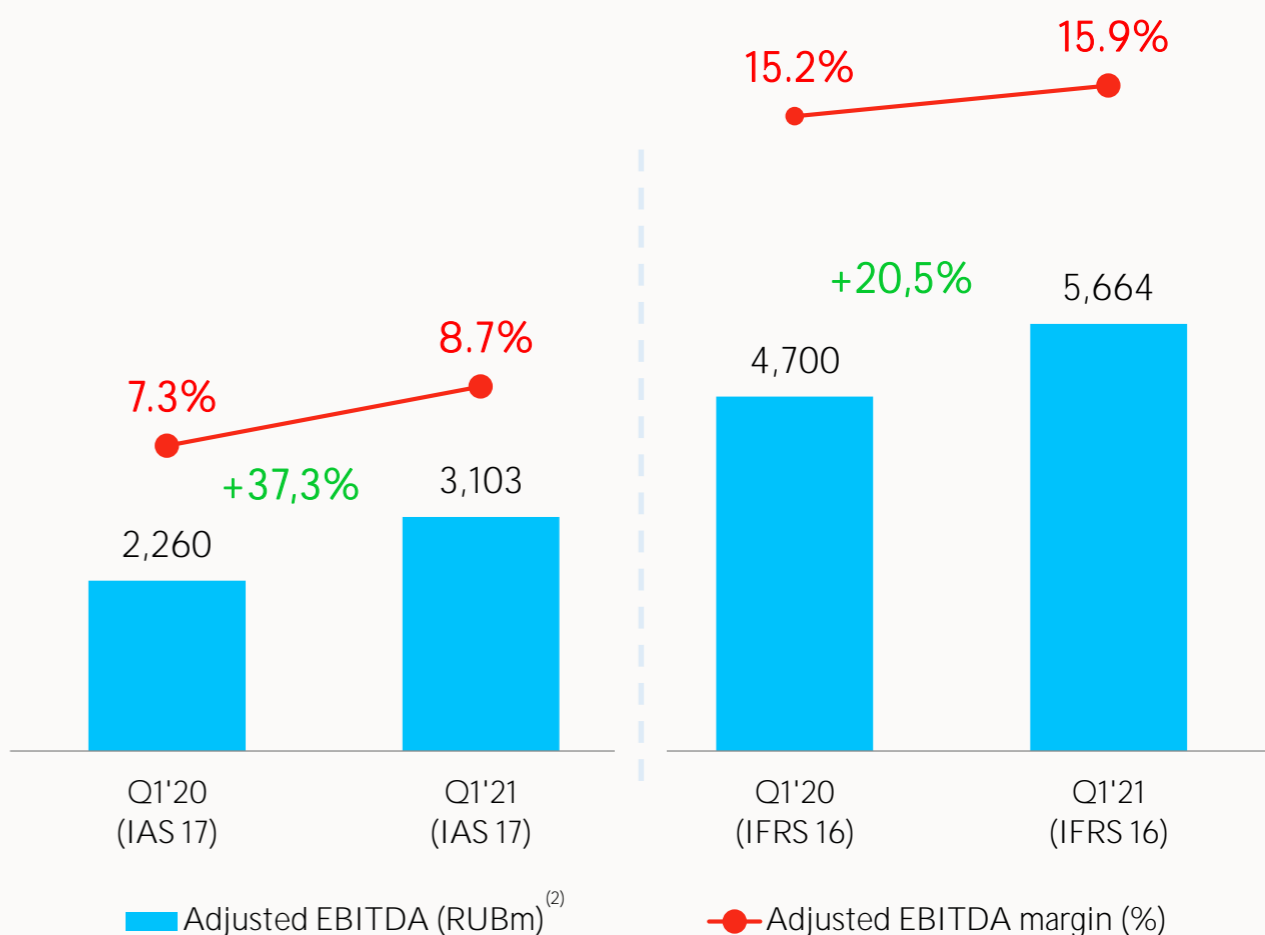
Consistently strong profitability

Optimising payroll and rental costs...

Adjusted SG&A expenses⁽¹⁾ as % of revenue



... drive solid profitability



(1) Hereinafter, adjusted selling, general and administrative expenses is calculated as selling, general and administrative expenses adjusted for depreciation and amortisation expenses, additional share-based compensation expense and cash bonuses under the LTI program.

(2) Hereinafter, adjusted EBITDA is calculated as profit for the period before income tax expense, foreign exchange (loss)/gain, gain on acquisition of controlling interest in associate, finance expense, finance income, depreciation and amortization, adjusted for share-based compensation expense and cash bonuses under the LTI program.

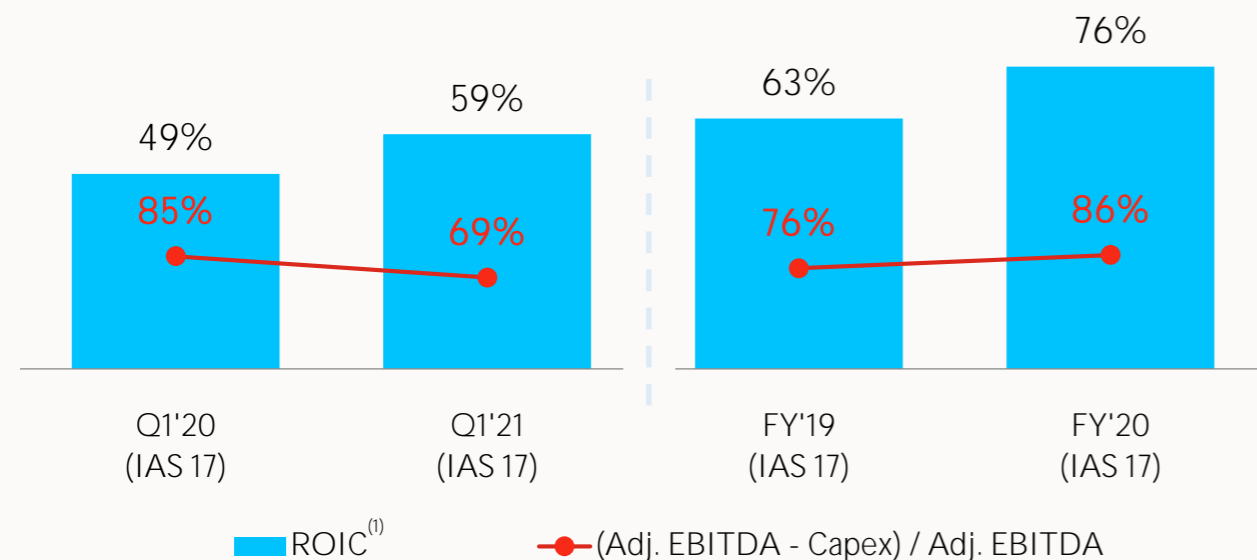
Source: Company data.

Strong cash flow conversion

Comments

- Improvement in operating cash flow driven by high EBITDA growth and decrease in NWC investments
- Low finance expense on the back of decrease in debt and interest rate
- Disciplined capex focused on store openings and selective investments in IT and infrastructure; limited maintenance capex requirements
 - Capex grew by 2.8x YoY due to an advance payment for the construction of the third federal distribution center, located in the Ural region (RUB 688 m)

Strong return on investment capital



Cash flow evolution

(RUB m)	Q1'20 IAS 17	Q1'21 IAS 17	Q1'20 IFRS 16	Q1'21 IFRS 16
Adjusted EBITDA	2,260	3,103	4,700	5,664
Changes in NWC	(7,680)	(7,368)	(7,616)	(7,280)
Cash income taxes paid	(702)	(928)	(702)	(928)
Net finance expense paid	(179)	(121)	(821)	(652)
Other operating cash flow	(79)	371	(81)	357
Operating cash flow	(6,380)	(4,944)	(4,520)	(2,839)
CAPEX	(338)	(950)	(338)	(950)
<i>DC construction</i>	<i>(28)</i>	<i>(668)</i>	<i>(28)</i>	<i>(668)</i>
<i>Store openings, IT & maintenance</i>	<i>(310)</i>	<i>(262)</i>	<i>(310)</i>	<i>(262)</i>
Free cash flow	(6,718)	(5,894)	(4,858)	(3,789)
Investment cash flow	(326)	(945)	(326)	(945)
Financial cash flow	15,754	5,273	13,894	3,168
Change in cash	9,048	(616)	9,048	(616)
Effect of changes in foreign exchange rates	19	(196)	19	(196)

(1) Calculated as operating profit for the past 12-months period, divided by average capital invested (simple average of the balance of capital invested at the end of respective periods). Capital invested is calculated as net debt plus total equity/(equity deficit).
Source: Company data.

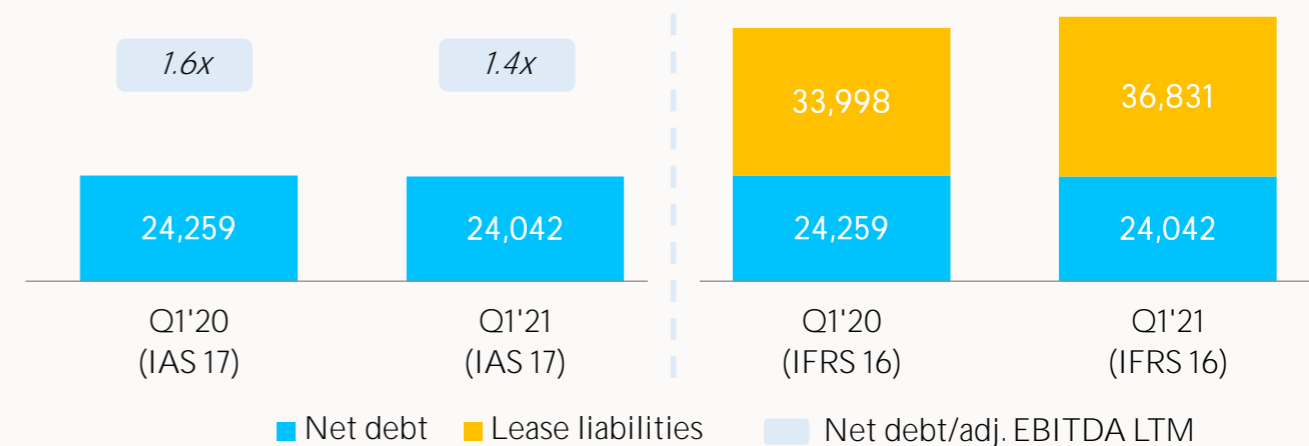
Conservative financial policy

Comments

- Commitment to a conservative financial policy
 - Fully RUB-denominated debt to match RUB revenue, mostly fixed rates
 - Relationships with multiple Russian and international banks
- Net debt / adj. EBITDA LTM ratio as of 31 March 2021 is 1.4 vs. 4.0x average covenant level across the loan portfolio (IAS 17)
 - Decreased YoY thanks to CAPEX and NWC optimisation
- Weighted average interest rate⁽¹⁾ – 6.6% (as of Q1'21)
- No contingent off-balance sheet liabilities
- Available undrawn credit limit of RUB 32.5 bn for refinancing of the current credit portfolio aiming at its further diversification

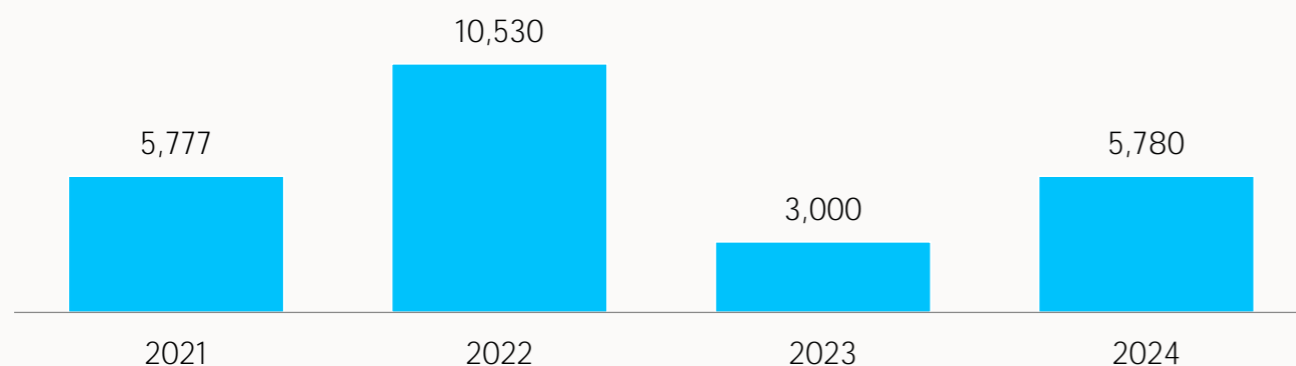
Leverage

Q1'21 total debt – RUB 25.1 bn



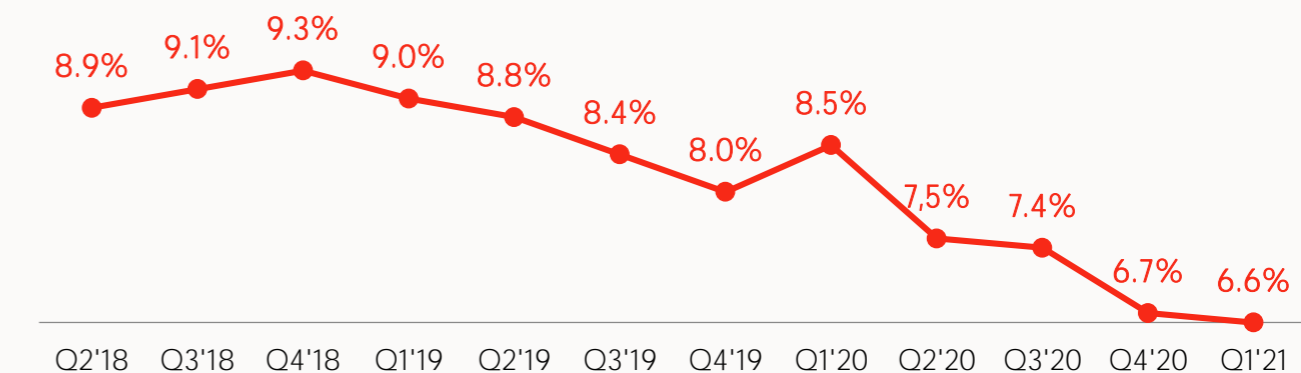
Debt maturities as of 31 March 2021

(RUB m)



Weighted average interest rate⁽¹⁾

(%)



(1) Calculated on the basis of the weighted interest rates applying to the specified indebtedness (weighted by the principal amount of such indebtedness) as of the dates specified.
Source: Company data

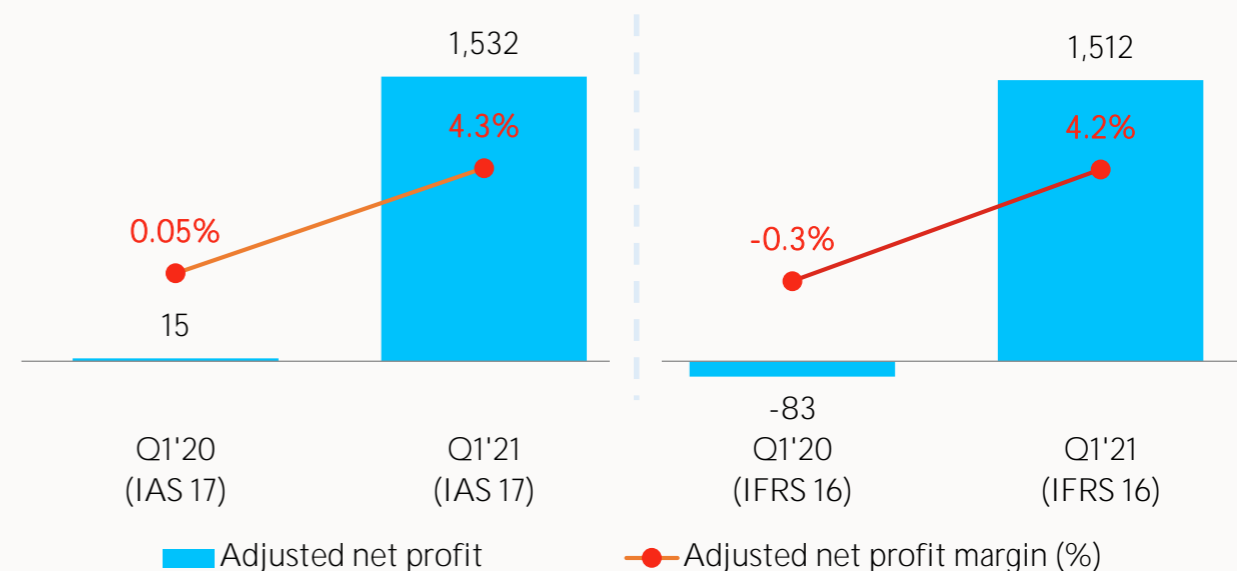
Sustainably high returns to shareholders

Comments

- Asset-light cash generative model underpins significant dividend paying capacity
 - Dividends as major differentiator from most Russian high-growth retailers
 - Able to consistently maintain sound leverage levels despite significant dividend payout
- Dividend policy: payout ratio of at least 50% of consolidated IFRS net income for the previous year
 - Historically, paying out up to 100% of net income under RAS
 - Typically two dividend payments per year (9m interim and full year)
- In 2020, Detsky Mir paid out final dividends of RUB 4.1 bn for Q4 2019, as well as interim dividends of RUB 3.7 bn for 9m 2020
- FX losses of RUB 2.1 bn affected adjusted net profit in FY'20 (69% non-cash)
- Executive Board will recommend to pay out the full net profit for Q4'20 as a final dividend of RUB 4.5 bn (+10.8% YoY) in 2021

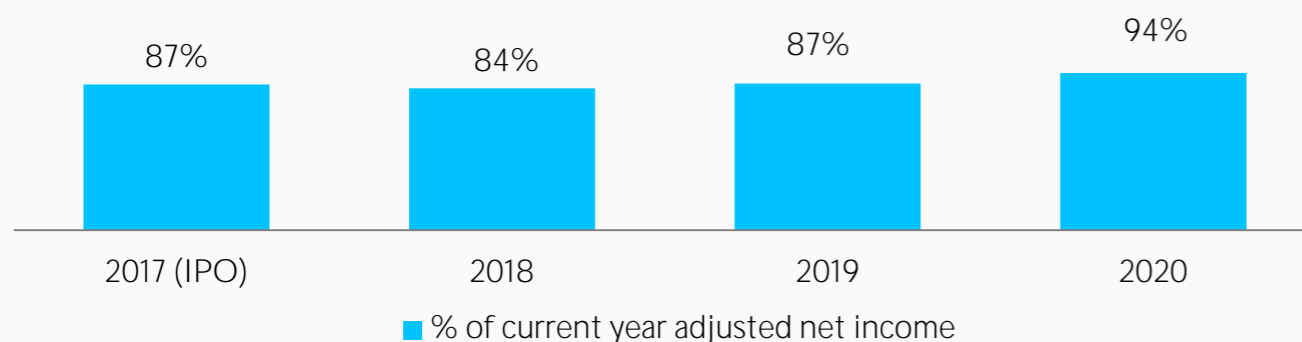
Adjusted net income⁽¹⁾

(RUB m)



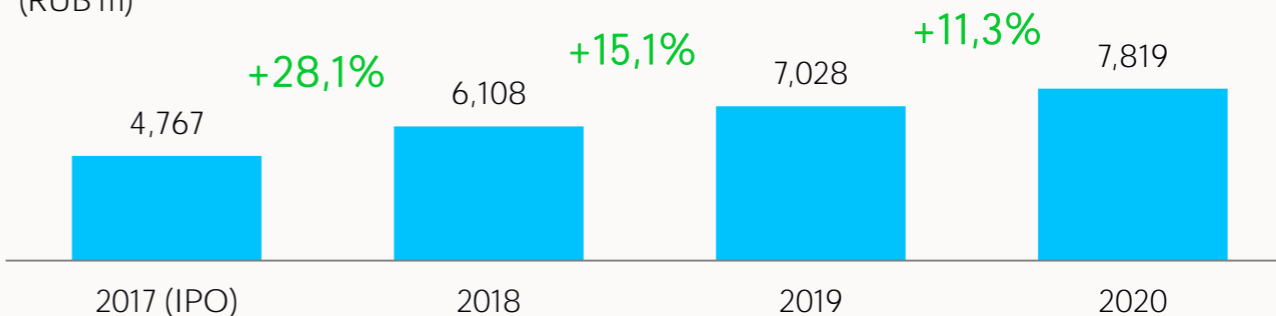
Dividends as % of adjusted net income

(IAS 17)



History of declared dividends

(RUB m)



(1) Hereinafter adjusted net profit is calculated as profit for the period adjusted for the share-based compensation expense and cash bonuses under the LTI program

Source: Company data

Short and mid-term guidance reiterated

	FY2020	Guidance
New store openings	<ul style="list-style-type: none"> Detsky Mir: 71 Detmir PUP: 12 Zoozavr: 10 	<ul style="list-style-type: none"> Detsky Mir: 70 in 2021; 230 in medium-term Detmir PUP: 100 in 2021; 800 in medium-term Zoozavr: 70 in 2021; 500 in medium-term
Revenue	<ul style="list-style-type: none"> 3.9% total LFL growth (RUS & KZ) 11.0% total revenue growth Share of online sales at 25% 	<ul style="list-style-type: none"> New strategic initiatives (Zoozavr, Detmir PUP, Marketplace) allow the Company to double total GMV in medium-term Online sales share increased to 45% in medium-term
Adjusted EBITDA margin	<ul style="list-style-type: none"> 11.9% under IAS17 18.0% under IFRS16 30.8% gross margin Rent & utility expenses of 7.5% and personnel expenses of 7.4% of sales 	<ul style="list-style-type: none"> 10% area under IAS17 Double-digit under IFRS16 Continued gross margin investment in traffic Grow share of higher-margin PL sales to ~60% Reduced personnel & rental expense margins thanks to efficiency
Leverage	<ul style="list-style-type: none"> 1.1x leverage 	<ul style="list-style-type: none"> Disciplined financial policy with target leverage below 2.0x despite accelerated investment in logistics and IT
Dividends	<ul style="list-style-type: none"> 94% of IFRS net income 100% of RAS net income 	<ul style="list-style-type: none"> Payout ratio of at least 50% of IFRS net income (IAS17) Management recommendation - 100% of RAS net income



Appendix

Strong independent governance framework

INED



Maria Gordon

- Chairwoman
- BoD member at MOEX, Polyus & Alrosa



Andrey Anischenko

- Co-founder of Skillbox



Michael Foss

- Co-founder & BoD member of Independent Pet Partners



Stanislav Kotomkin

- Co-founder of AMF International Flower Delivery Network



Alexander Shevchuk

- Executive Director at the Association of Professional Investors

BoD of 10 members
with **50% INEDs**
(incl. **Independent Chairwoman**)

Audit, Strategy and ESG, and Nomination and Remuneration committees

Audit, as well as Nomination and Remuneration committees –
100% INEDs

Prominent shareholder base

Altus Capital⁽¹⁾ – **25%**
Free float⁽²⁾ – **75%**

Non-INED



Pavel Grachev

- Deputy Chairman
- CEO of Polyus



Dmitri Klenov

- CEO of Altus Capital



Tony Maher

- Chairman of Progress - largest baby food supplier



Mikhail Stiskin

- CFO of Polyus



Vladimir Klimanov

- Investment Director of Veta Capital Partners LLC

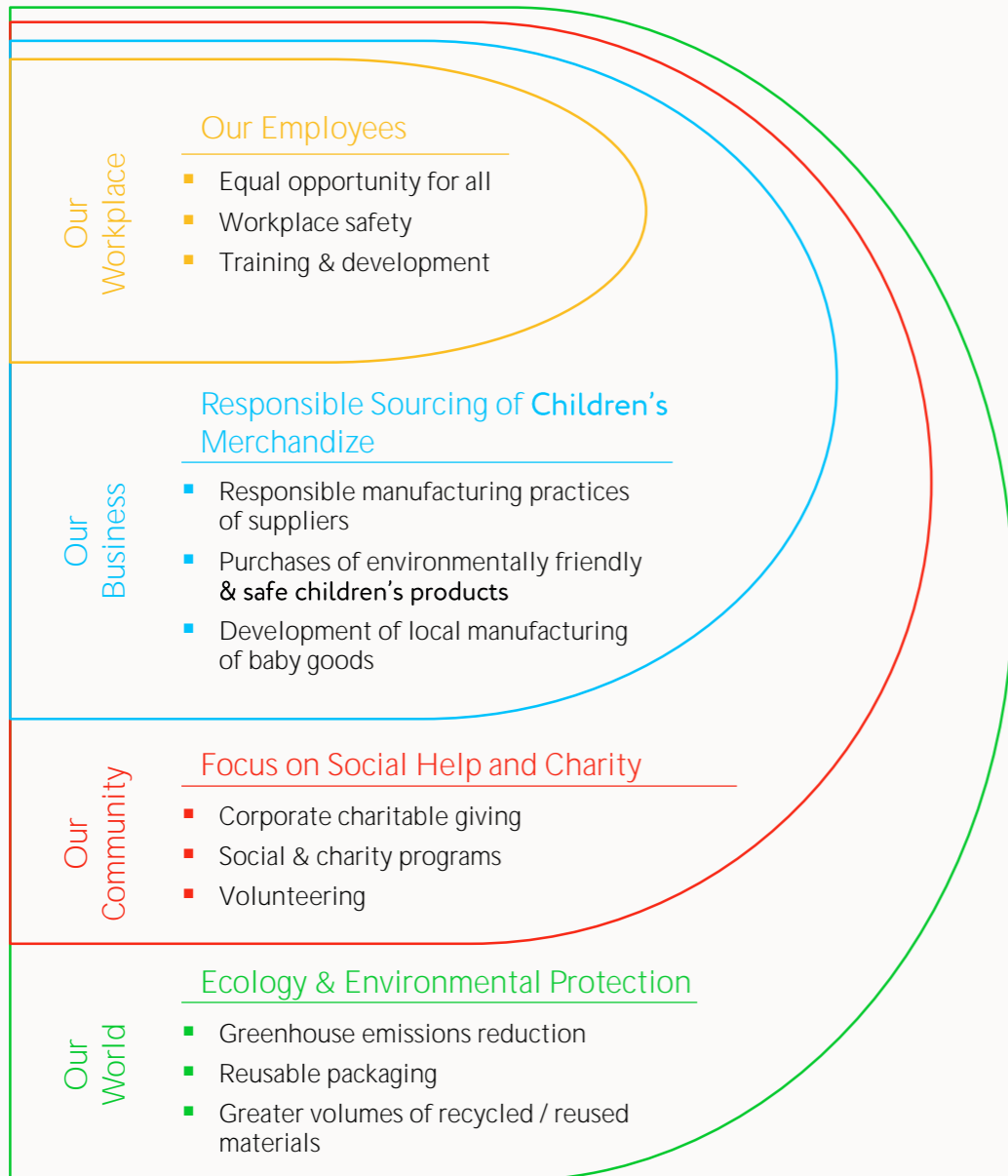
(1) Gulf Investments Limited

(2) Including quasi-treasury shares and shares held by management and directors (0.7% of total shares)

Source: Company data

Focus on ESG evolution

4 Pillars of Sustainability Strategy



Key Achievements in 2020

- Sustainable Development Workgroup headed by CFO
- Enhanced prerogatives of BoD Strategy & Sustainable Development Committee
- ESG Analysis and Road Map
- Greenhouse emissions report (1,2&3 scope ratios)

Extensive work with suppliers

- 100% signed to Supplier Code of Conduct
- 100% comply with Prohibited & Restricted Chemical List
- Zero Discharge of Hazardous Chemicals program: 69% of purchases in clothing and 37% in shoes
- Improved energy efficiency at DCs & stores, eco requirements for transportation & logistics services

Eco programs at stores & offices: collection of clothing, shoes, appliances, batteries & paper for reuse / recycle

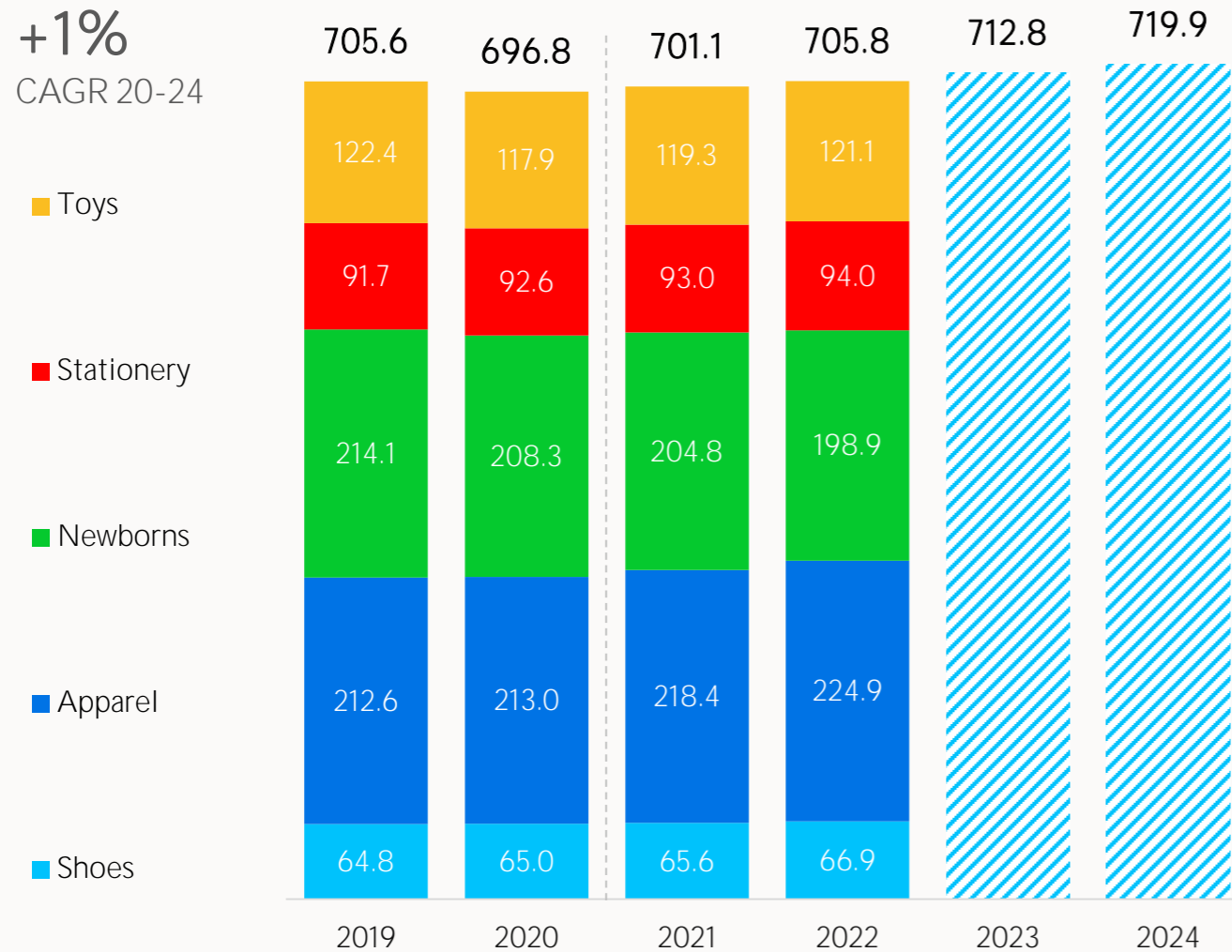
2021 ESG Targets

- Develop & implement **long-term Sustainable Development strategy** and incorporate it to **management incentives**
- Develop of **long-term partnerships and joint initiatives** in environmental and responsible waste management areas
- Improve ESG ratings (currently "B" from MSCI)
- Better Cotton Initiative**: 2% share of cotton goods purchased
- Audit suppliers' compliance with sustainable development principles
- Improve ratio of **Zero Discharge of Hazardous Chemicals** in clothing and shoes

Solid addressable market for Detsky Mir

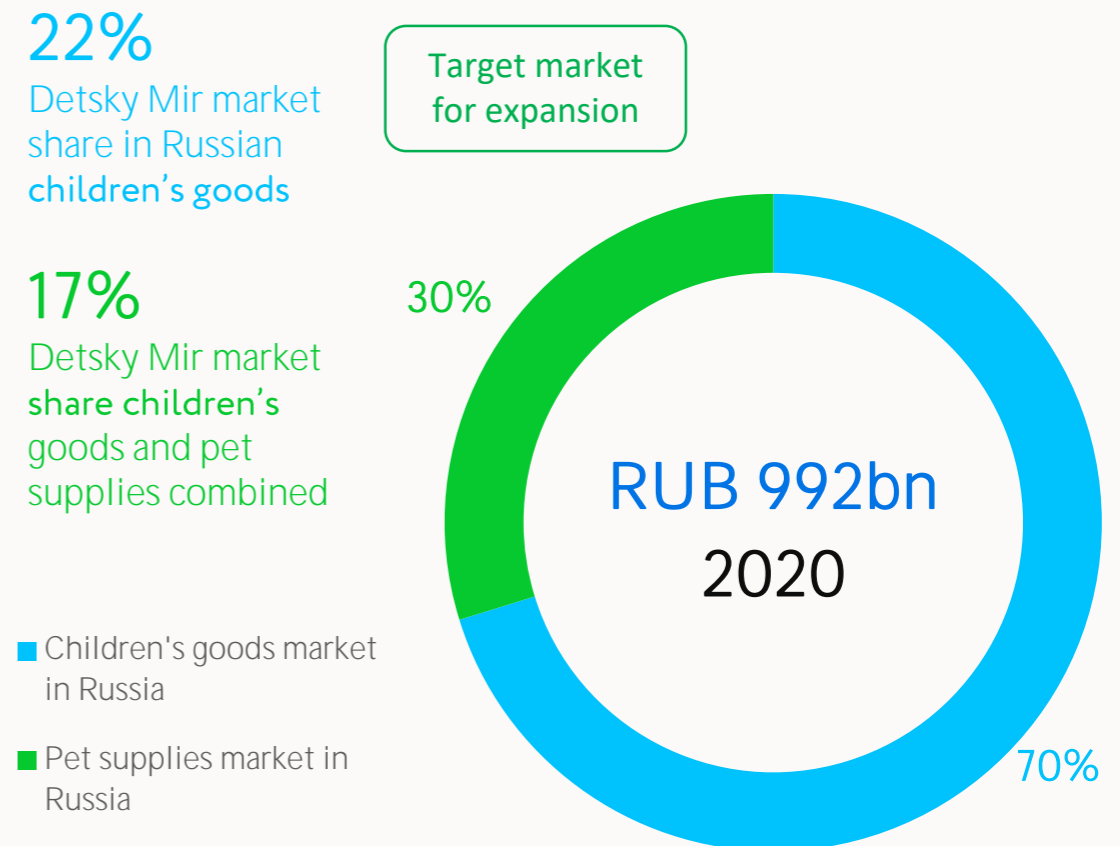
Healthy outlook on key market...

Russian children's goods market in all Russian cities⁽¹⁾ (RUB bn)



...with further growth potential in other categories

Market size in all Russian cities⁽¹⁾ (RUB bn)

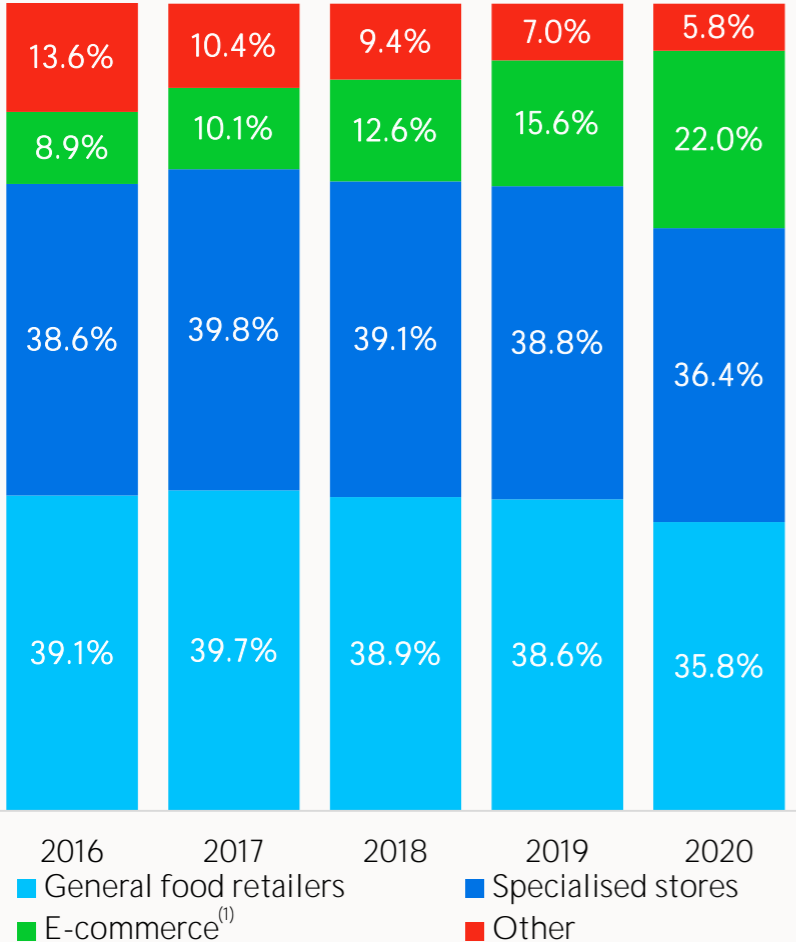


(1) Market volume is counted in retail prices including VAT (10%, except for pets products, charged with 20% VAT) in all Russian cities (population). Detsky Mir share estimation is based on total Detsky Mir sales. Source: Company data, Ipsos Comcon report, Euromonitor.

Market environment evolution

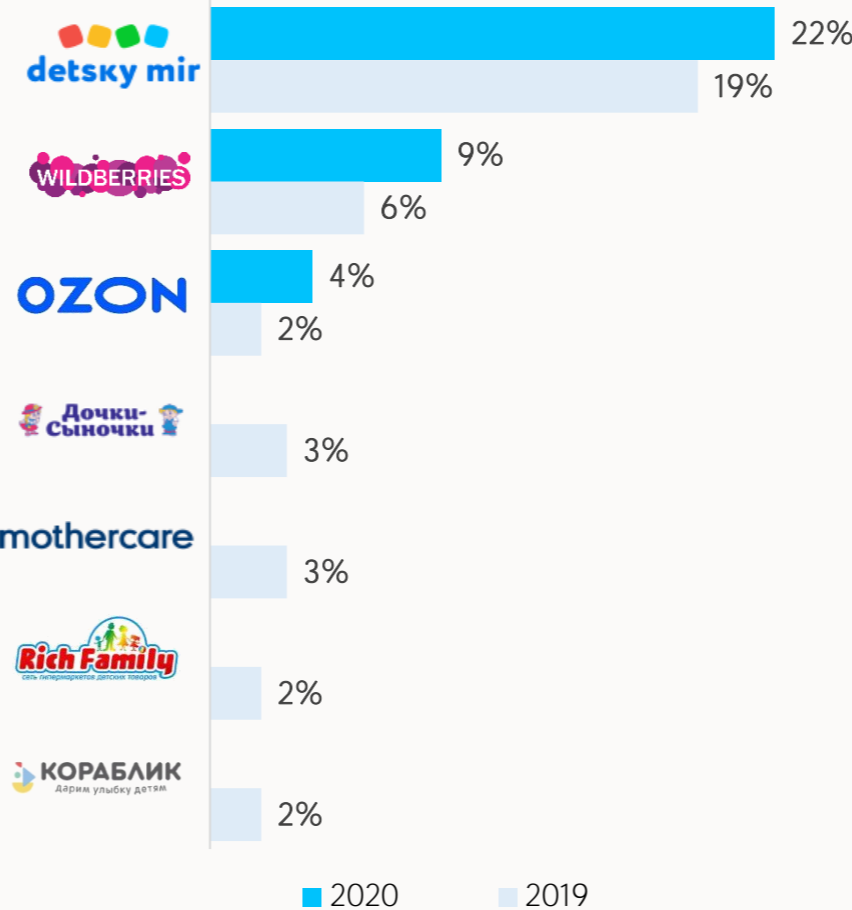
Online is one of the most fast-growing channels ...

Russian children's goods market breakdown by channels (%)



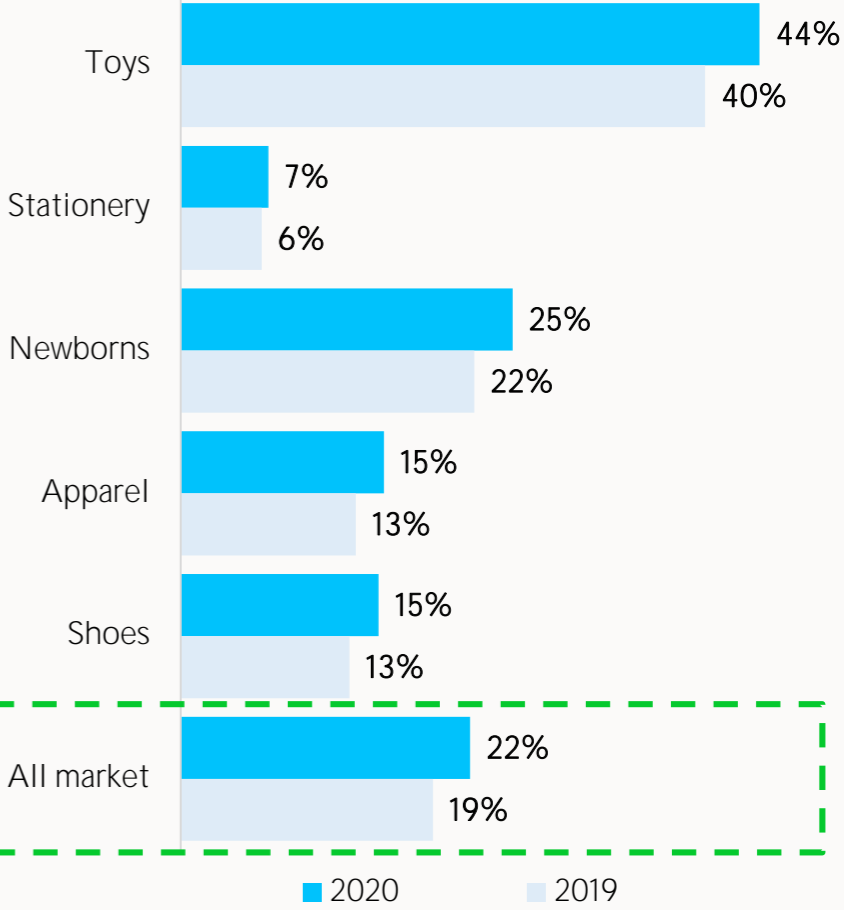
...while Detsky Mir maintains dominant market position ...

Market share in total children's goods retail in Russia⁽²⁾ (%)



...building on its market leadership in all segments

Detsky Mir market share by segment⁽²⁾ (%)



(1) Represents children's goods ordered online (excluding online stores of offline retailers from other sales channels).

(2) Market share is based on sales (including VAT of c. 10%) and market volume estimation in Russian total urban population. Market share for Detsky Mir is based on the consolidated IFRS data (excl. Kazakhstan, Belarus and Zoozavr stores).

Source: Company data, Ipsos Comcon report, SPARK, Data Insight.

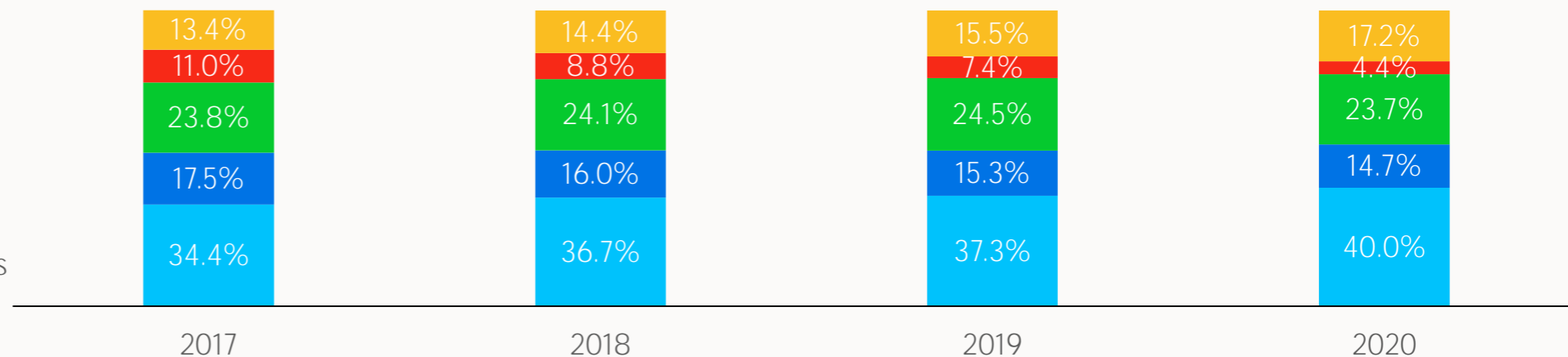
Gaining market share in baby food and diapers segments

Baby food sales by channel in Russia

+1.3x

Detsky Mir's market share growth over 3 years

- Supermarkets
- Hypermarkets
- Minimarkets
- Specialised stores
- Detsky Mir

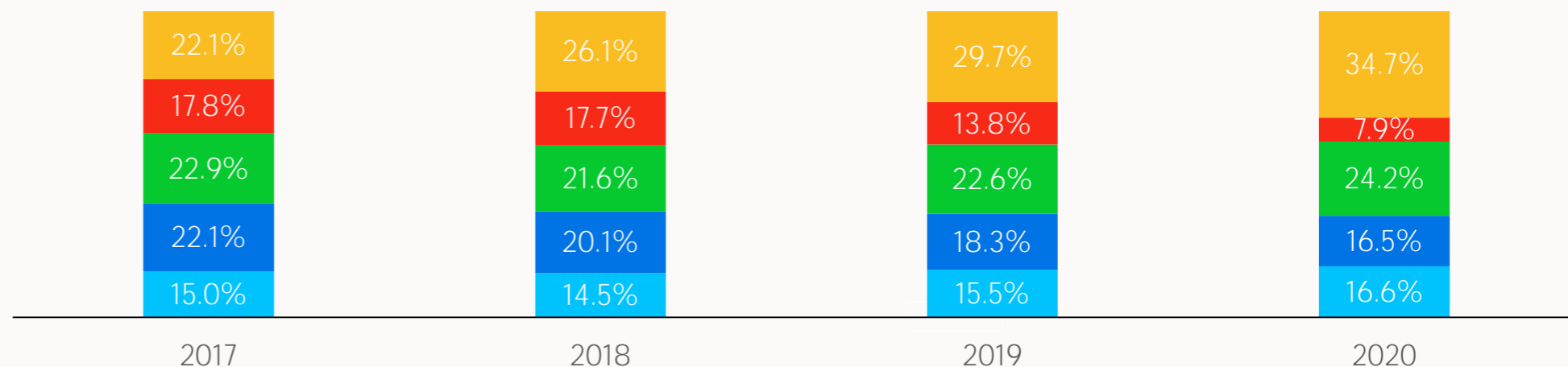


Diapers sales by channel in Russia

+1.6x

Detsky Mir's market share growth over 3 years

- Supermarkets
- Hypermarkets
- Minimarkets
- Specialised stores
- Detsky Mir



Consolidated statement of profit or loss highlights



Russian Ruble (RUB), million	IAS 17		Change YoY	IFRS 16	
	Q1 2020	Q1 2021		Q1 2020	Q1 2021
Revenue	31,020	35,672	+15.0%	31,020	35,672
Gross profit	9,085	10,550	+16.1%	9,085	10,550
<i>% of revenue</i>	<i>29.3%</i>	<i>29.6%</i>	<i>+0.3 p.p.</i>	<i>29.3%</i>	<i>29.6%</i>
Selling general and administrative expenses⁽¹⁾	(6,826)	(7,479)	+9.6%	(4,386)	(4,928)
<i>% of revenue</i>	<i>(22.0%)</i>	<i>(21.0%)</i>	<i>(1.0 p.p.)</i>	<i>(14.1%)</i>	<i>(13.8%)</i>
Other operating expenses	1	31	-	1	41
EBITDA	1,922	2,830	+47.2%	4,362	5,391
<i>% of revenue</i>	<i>6.2%</i>	<i>7.9%</i>	<i>+1.7 p.p.</i>	<i>14.1%</i>	<i>15.1%</i>
Adjusted EBITDA⁽²⁾	2,260	3,103	+37.3%	4,700	5,664
<i>% of revenue</i>	<i>7.3%</i>	<i>8.7%</i>	<i>+1.4 p.p.</i>	<i>15.2%</i>	<i>15.9%</i>
Profit/(loss) for the period	(255)	1,313	-	(353)	1,294
<i>% of revenue</i>	<i>(0.8%)</i>	<i>3.7%</i>	<i>+4.5 p.p.</i>	<i>(1.1%)</i>	<i>3.6%</i>
Adjusted profit/(loss) for the period⁽³⁾	15	1,532	-	(83)	1,512
<i>% of revenue</i>	<i>0.05%</i>	<i>4.3%</i>	<i>+4.2 p.p.</i>	<i>(0.3%)</i>	<i>4.2%</i>

Note: The Company has applied IFRS 16 "Leases" for its unaudited financial results beginning on January 1, 2018. However, this table provides a comparison of key financial indicators on an IAS 17 basis, as in management's opinion, this approach allows the Company to more accurately assess the trends and dynamics of its business growth. This table also provides our financial results on an IFRS 16 basis.

(1) Selling, general and administrative expenses is calculated as selling, general and administrative expenses adjusted for depreciation and amortization expenses, additional share-based compensation expense and cash bonuses under the LTI program.

(2) Adjusted EBITDA is calculated as profit for the period before income tax expense, foreign exchange (loss)/gain, gain on acquisition of controlling interest in associate, finance expense, finance income, depreciation and amortization, adjusted for share-based compensation expense and cash bonuses under the LTI program.

(3) Adjusted net profit is calculated as profit for the period adjusted for the share-based compensation expense and cash bonuses under the LTI program.

Source: Company data

Consolidated statement of financial position

Russian Ruble (RUB), million	IAS 17		IFRS 16	
	Q1 2020	Q1 2021	Q1 2020	Q1 2021
ASSETS				
Non-current assets	13,199	13,157	45,651	47,498
Property, plant and equipment	9,472	9,654	9,472	9,654
Intangible assets	1,346	1,442	1,346	1,442
Right-of-use assets	2,134	1,836	32,113	33,760
Other non-current assets	247	225	2,720	2,642
Current assets	52,879	49,160	52,512	48,802
Inventories	38,121	42,827	38,121	42,827
Trade receivables	1,719	3,091	1,719	3,091
Cash and cash equivalents	10,836	1,014	10,836	1,014
Other current assets	2,203	2,228	1,836	1,870
TOTAL ASSETS	66,078	62,317	98,163	96,300
EQUITY AND LIABILITIES				
Liabilities	66,449	60,896	100,300	97,597
Long-term loans and borrowings	14,700	19,310	14,700	19,310
Lease liabilities (non-current)	-	-	26,853	28,579
Other non-current liabilities	100	90	100	90
Short-term loans and borrowings	20,395	5,746	20,395	5,746
Lease liabilities (current)	-	-	7,144	8,252
Trade payables	25,925	29,204	25,925	29,204
Other current liabilities	5,329	6,546	5,183	6,416
Total equity/ (equity deficit)	(371)	1,421	(2,137)	(1,297)
TOTAL EQUITY AND LIABILITIES	66,078	62,317	98,163	96,300

Source: Company data

Consolidated statement of cash flow

Russian Ruble (RUB), million	IAS 17		IFRS 16	
	Q1 2020	Q1 2021	Q1 2020	Q1 2021
OPERATING ACTIVITIES:				
Profit/(loss) for the period	(255)	1,313	(353)	1,294
Non-cash adjustments	2,436	2,158	4,972	4,727
Changes in working capital	(7,680)	(7,366)	(7,616)	(7,280)
Interest paid	(187)	(123)	(829)	(654)
Interest received	8	2	8	2
Income tax paid	(702)	(928)	(702)	(928)
Net cash used in operating activities	(6,380)	(4,944)	(4,520)	(2,839)
INVESTING ACTIVITIES:				
Payments for property, plant and equipment	(294)	(871)	(294)	(871)
Payments for intangible assets	(44)	(79)	(44)	(79)
Proceeds from sale of property, plant and equipment	12	5	12	5
Net cash used in investing activities	(326)	(945)	(326)	(945)
FINANCING ACTIVITIES:				
Purchase of treasury shares	(90)	-	(90)	-
Repayment of loans and borrowings	(16,386)	(14,407)	(16,386)	(14,407)
Lease payments	-	-	(1,860)	(2,105)
Proceeds from loans and borrowings	32,230	19,680	32,230	19,680
Net cash generated by financing activities	15,754	5,273	13,894	3,168
Net (decrease)/increase in cash and cash equivalents	9,048	(616)	9,048	(616)
Cash and cash equivalents, beginning of the period	1,769	1,826	1,769	1,826
Effect of changes in foreign exchange rates on cash and cash equivalents	19	(196)	19	(196)
Cash and cash equivalents, end of the period	10,836	1,014	10,836	1,014

Contact information

We have prepared a short feedback survey on our investment case and IR activities. The survey should take just a few minutes.

Your feedback and opinions are important and valuable to us.

Please follow this link to fill in the feedback survey. All results are anonymous. Thank you in advance.

[Feedback Survey](#)

Please find below the link to the updated IR Calendar.

[Investor Calendar](#)



Sergey Levitskiy

Head of Strategy and Investor Relations

slevitskiy@detmir.ru

+7 495 781 08 08 (ext. 2315)