



AN EXCELLENT COMPANY FOR EXCELLENT PEOPLE

## ROLF Confirms Record Year and Forecasts Further Growth

- **2007 Revenues Approximately \$4 billion. EBITDA \$294 million**
- **CEO Nick Hawkins: “Rolf in excellent position to continue to grow profitably and reinforce leadership position”**

**Moscow - 16 April 2008** - The Rolf Group, Russia’s leading automotive business, today released full-year 2007 figures and confirmed that the Group was on target to record continued growth in revenues and profits in 2008.

For 2007, revenues increased by more than 46% to \$3.97 billion compared to \$2.72 billion in the previous year. EBITDA reached \$294 million, an increase of 34% over the \$220 million of the previous year.

Commenting on the results, Rolf Group’s Chief Executive Officer Nick Hawkins said “2007 was another excellent year for Rolf with sales and profits comfortably beating forecasts. Equally importantly it was the year in which we made significant progress on the restructuring of the group, creating a solid platform for profitable growth across all of the businesses”.

### Business and Financial Highlights

Each of Rolf’s businesses performed above budget in 2007, with significant growth most evident in the traditionally stronger second half of the year. The final, as yet unaudited, figures reinforce the strength in performance of Rolf’s Retail and Distribution businesses but also the growth in the Logistics and Spare Parts operations.

Revenue split (USD ‘000)	2004	2005	2006	2007	% change
Retail*	517,771	919,360	1,298,273	1,851,927	+43%
Distribution	888,167	1,542,502	2,049,476	2,797,502	+36%
Spare Parts	49,241	84,960	150,509	222,781	+48%
Logistics	0	14,419	37,227	65,736	+77%
Intercompany sales	(372,587)	(573,885)	(807,844)	(970,886)	+20%
<b>Total Revenues</b>	<b>1,082,592</b>	<b>1,987,356</b>	<b>2,727,641</b>	<b>3,967,060</b>	<b>+46%</b>

\*Retail includes financial services

In 2007, Rolf sold more than 136,000 cars, an increase of more than 39% on a like-for-like basis\* over 2006 (\*excluding sales through the Hyundai contract in 2006)

### 2008 Forecasts

Building upon the momentum seen in 2007 and reflecting a positive start to 2008, Rolf today confirmed revenue and EBITDA forecasts for 2008 of \$5.2 billion and \$420 million respectively representing increases of 31% and 33% over 2007.

Nick Hawkins commented “we wanted forecasts that are realistic and challenging and that will test the organisation. We know that Rolf is in an excellent position to continue to grow profitably and to reinforce our leadership position across our businesses. We have invested in the team and the structure that will support this growth”.



AN EXCELLENT COMPANY FOR EXCELLENT PEOPLE

### **More About the Businesses:**

**Retail** – the Group's Retail business saw further growth with five new brands added to the portfolio – Land Rover, Lexus, Renault, Toyota and Volkswagen. BlueFish, the first branded used car network in Russia, was started successfully and a new internet platform [www.rolf.ru](http://www.rolf.ru), arguably Russia's most innovative car retail website, was launched. The Group acquired AutoPrime, its first purchase of another dealer group. More than 2.3 million service hours were sold and the retail network continued to win awards for its hallmark customer standards and service. 2008 will see an acceleration of the investment programme as plans for new dealership openings in 2009 are advanced. As well as concentrating on Moscow and St Petersburg, Rolf will also explore the development of its own regional dealership network together with local partners as well as selective international expansion.

**Distribution** – Rolf operates the largest independent car distribution business in Russia for Mitsubishi Motors and this relationship has gone from strength to strength in 2007 as Russia moves to become that brand's largest international market. The relationship has been extended to cover Kazakhstan with more CIS markets expected to be included in 2008.

**Logistics and Spare Parts** – Increasingly working together to provide Russian and international clients with supply chain solutions in the Russian market, the combined revenues were almost three times higher than in 2005 with further investments in infrastructure and experienced staff. The acquisition of Elit Trans further strengthened Rolf's position in Finished Vehicle Logistics. Further investments will be made in the Logistics and Spare Parts businesses in 2008 alongside the launch and promotion of a new name and identity for the business.

**Financial Services** – Rolf generated credit agreements worth \$400 million for its customers in 2007 and this growth trend shows few signs of a slowdown. The Group today confirmed its intention to take over Moscow Capital Bank, subject to the necessary approvals which would allow it to benefit more directly from growth in this area. It would provide a platform to enter more fully into the financial services value chain and to develop a range of complementary financial services for the auto market, strengthening customer relationships

Rolf remains well placed to fund all planned growth. The successful Eurobond issue and arrangement of loan facilities in 2007 as well as the strong performance of the Group and a quality credit rating (S&P BB – and Moody's Ba3) has provided the basis for further loans including a recent loan of \$100 million from Commerzbank on attractive terms.

### **For further information please contact:**

Marina Glushkova  
Rolf Group of Companies  
Tel.: +7 495 785 1978  
Mob.: +7 910 490 6854  
E-mail: [MEGlushkova@rolf.ru](mailto:MEGlushkova@rolf.ru)

[www.rolfgroup.com](http://www.rolfgroup.com)