



АЛРОСА  ALROSA

IR-Release: IQ2011 IFRS results

# IQ 2011 results summary



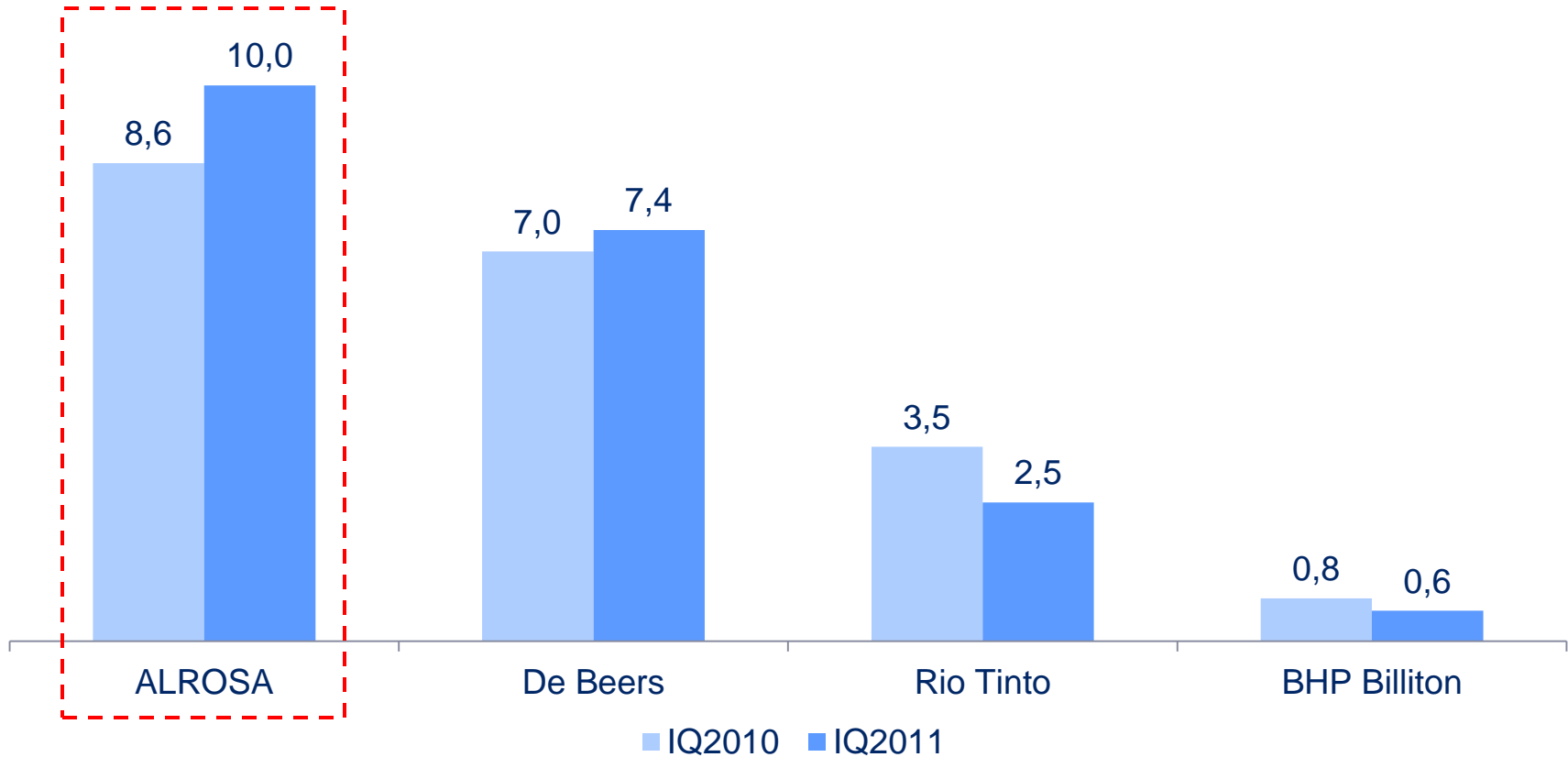
RUB mln	IQ2011	IQ2010	Change
Revenue	29 600	31 082	-5%
Operating profit	12 732	10 225	+25%
Adjusted EBITDA	14 072	7 903	+78%
<i>margin</i>	<i>48%</i>	<i>25%</i>	
Net Profit	12 040	8 465	+42%
Net Debt	86 892	99 420	-13%
Short-term Debt	12 266	86 060	-86%
Diamond production volumes (mln ct)	10,0	8,6	+16%
Diamond sales volumes (mln ct)	9,1	12,7	-28%

# № 1 diamond producer worldwide



## ALROSA is pleased to deliver stable diamond supply for its clients

Diamond production by major miners, mln ct

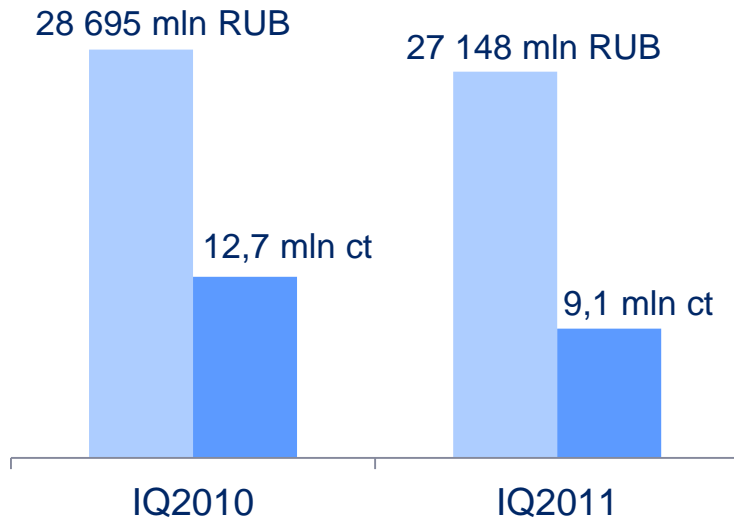


# Benefits from increased prices

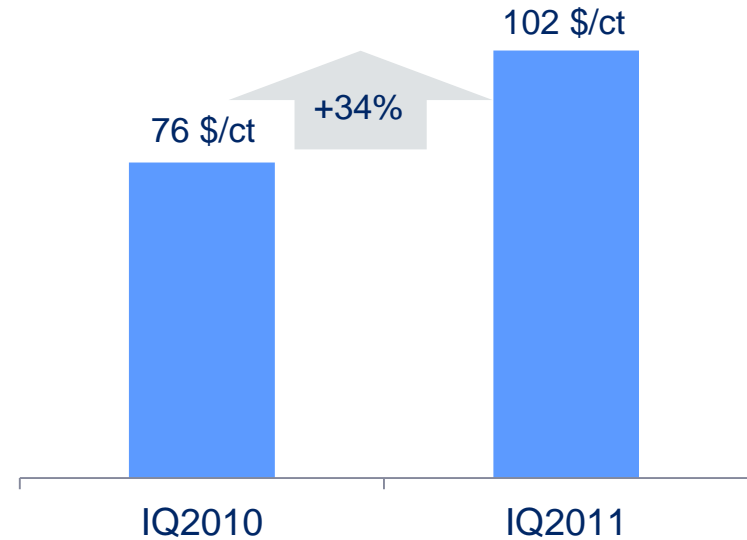


- ◆ ALROSA sold more diamonds in IQ2010 compared to IQ2011 due to the sale of stock accumulated during 2009
- ◆ In 2011 ALROSA`s sales are in line with production volumes
- ◆ Due to higher diamond prices in IQ2011 ALROSA maintained comparable to IQ2010 level of revenue

## Diamond sales



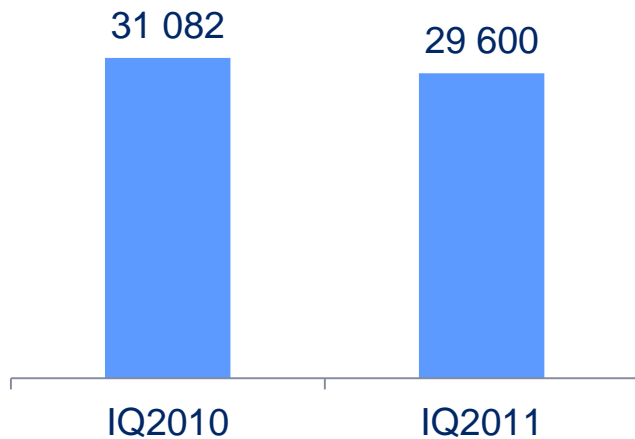
## Price per carat sold



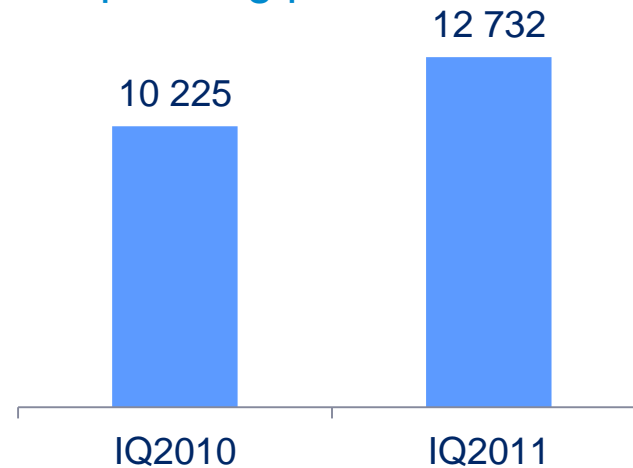
# Robust financial performance



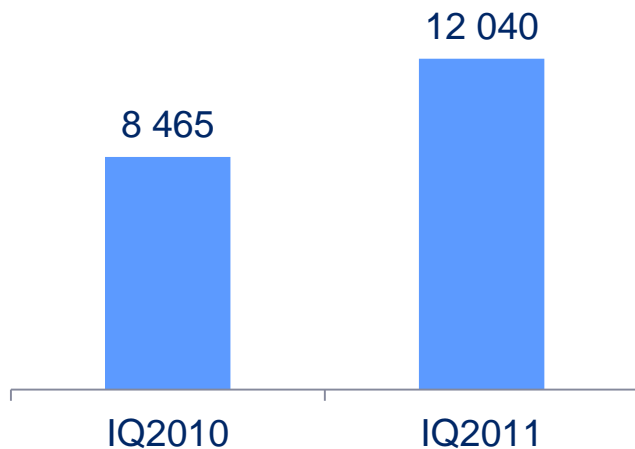
## Sales, RUB mln



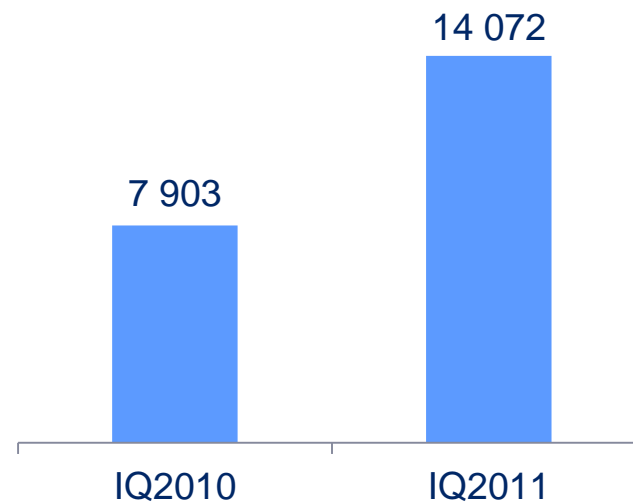
## Operating profit, RUB mln



## Net income, RUB mln



## Adjusted EBITDA, RUB mln





# Thank you!

**ALROSA IR DEPARTMENT CONTACTS:**

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