



АЛРОСА  ALROSA

IR-Release: 2010 IFRS results



## ALROSA 2010 results:

- ◆ №1 diamond producer worldwide
- ◆ Strong production and sales results
- ◆ Robust financial performance
- ◆ Benefits from recovered prices and effective costs management
- ◆ Strong liquidity profile
- ◆ Increasing output for investors

# 2010 results summary



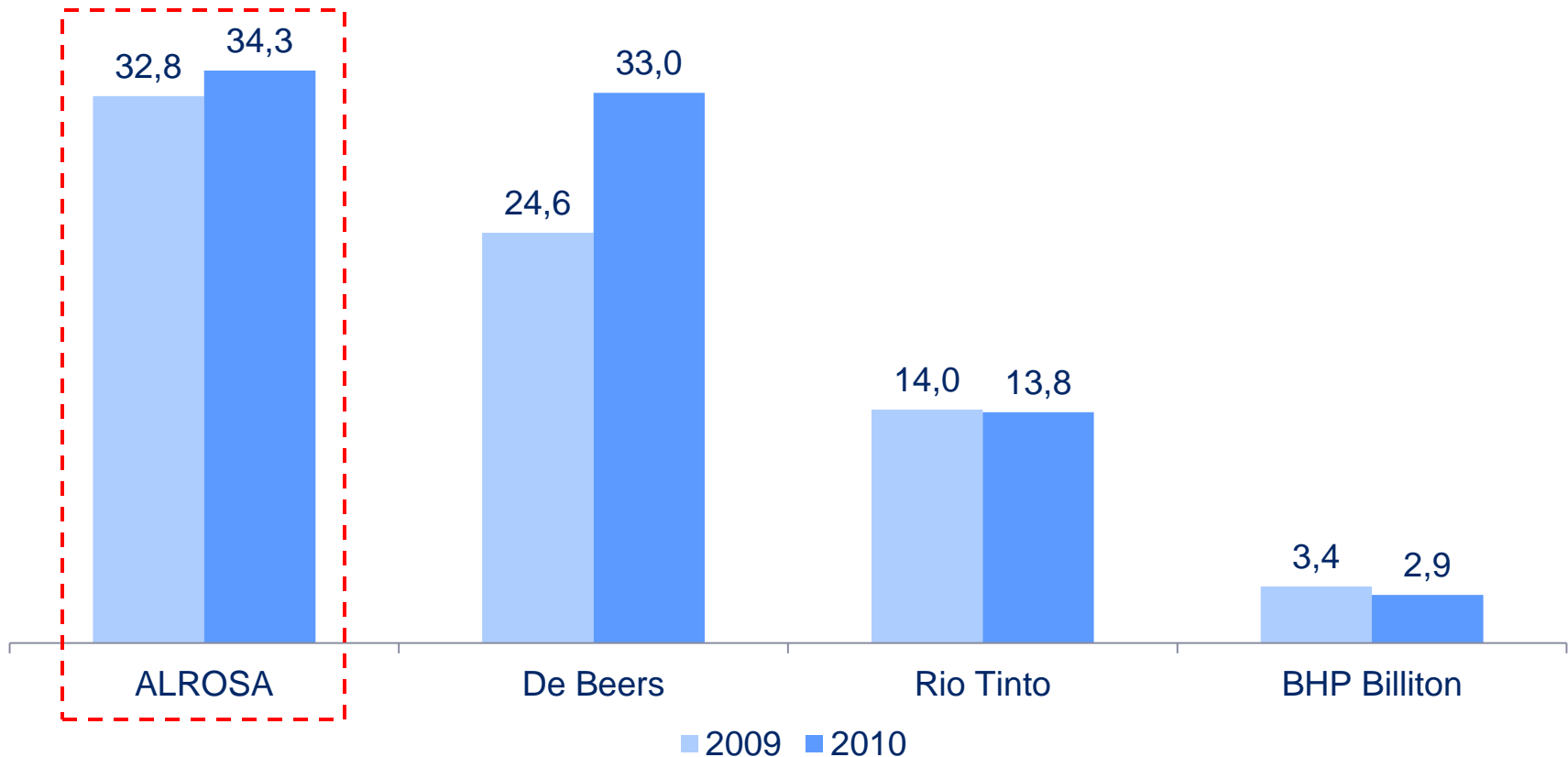
| RUB mln unless otherwise stated     | 2010    | 2009    | Change |
|-------------------------------------|---------|---------|--------|
| Revenue                             | 113 394 | 77 949  | +45%   |
| Operating profit                    | 27 138  | 23 381  | +16%   |
| Adjusted EBITDA                     | 34 814  | 19 180  | +82%   |
| Adjusted EBITDA margin              | 31%     | 25%     |        |
| Net Profit                          | 11 788  | 3 463   | 3.4x   |
| Net Debt                            | 97 829  | 112 858 | -13%   |
| Short-term Debt                     | 12 944  | 94 371  | -86%   |
| Diamond production volumes (mln ct) | 34,3    | 32,8    | +5%    |
| Diamond sales volumes (mln ct)      | 39,5    | 26,2    | +51%   |

# № 1 diamond producer worldwide



**We are pleased to deliver continuously stable diamond supply for our clients**

Diamond production by major miners, mln ct

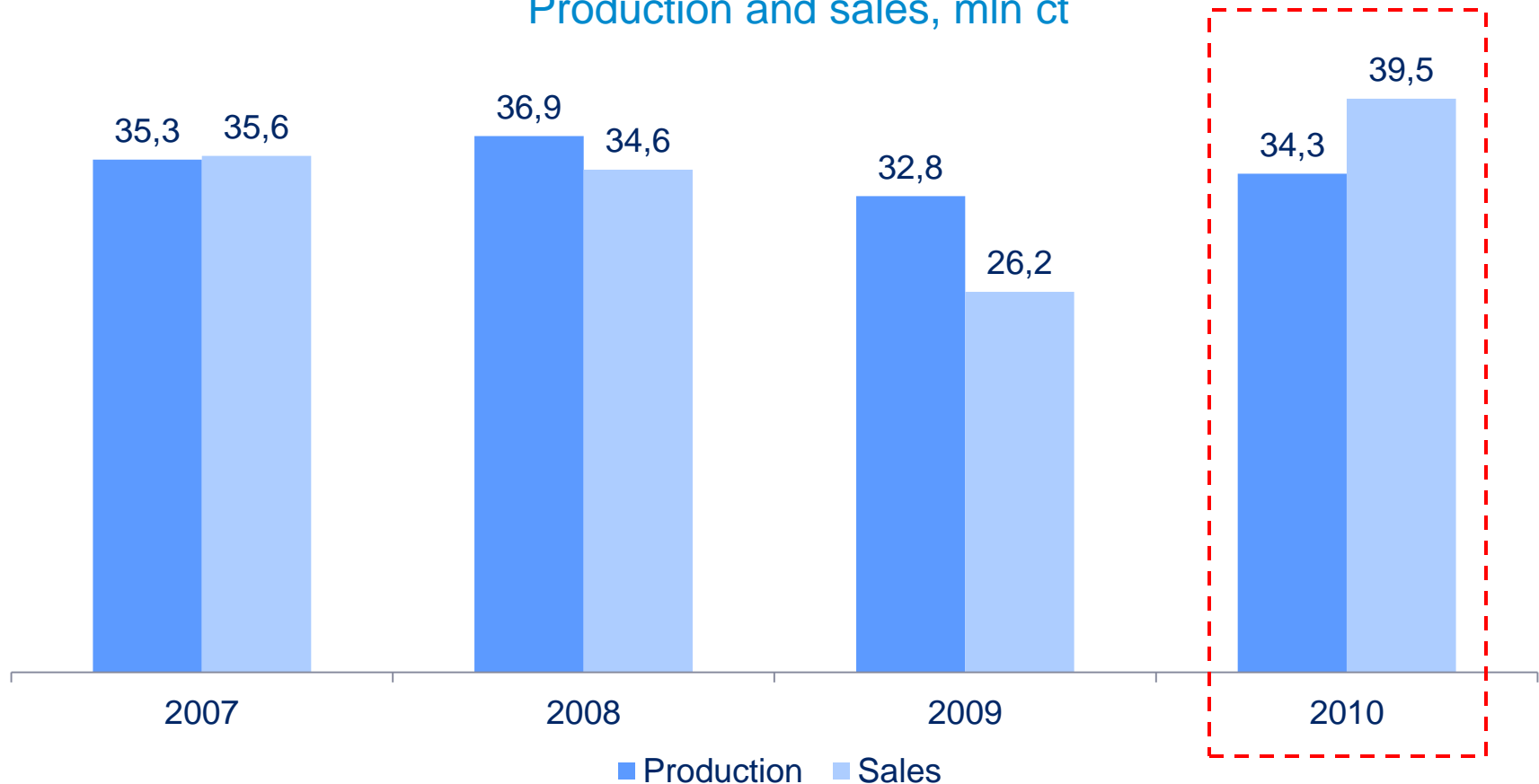


# Strong production and sales results



**In 2010 we realized market opportunities and sold the diamond stock we accumulated during the challenging 2009**

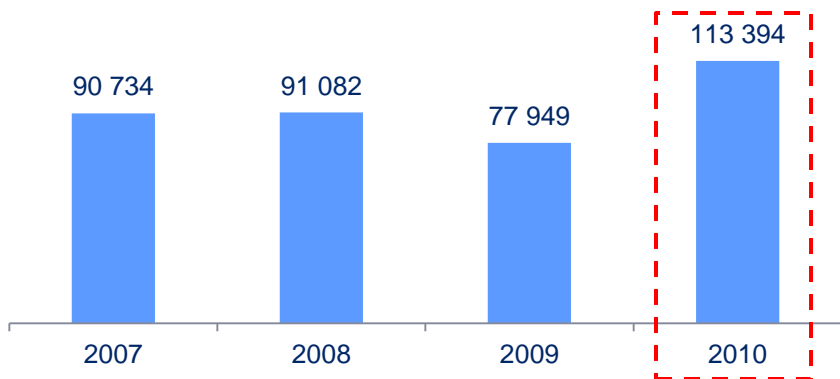
Production and sales, mln ct



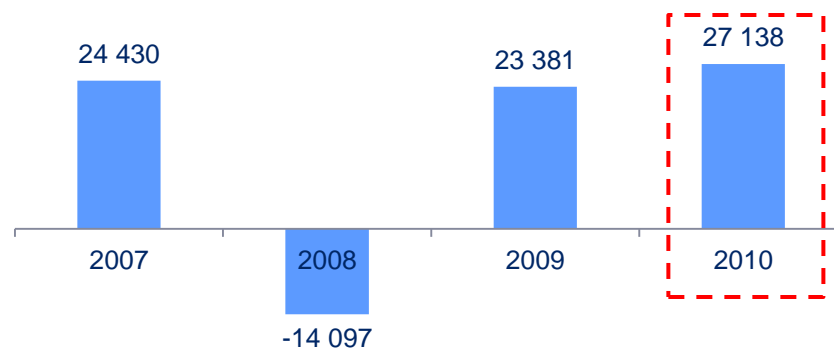
# Robust financial performance



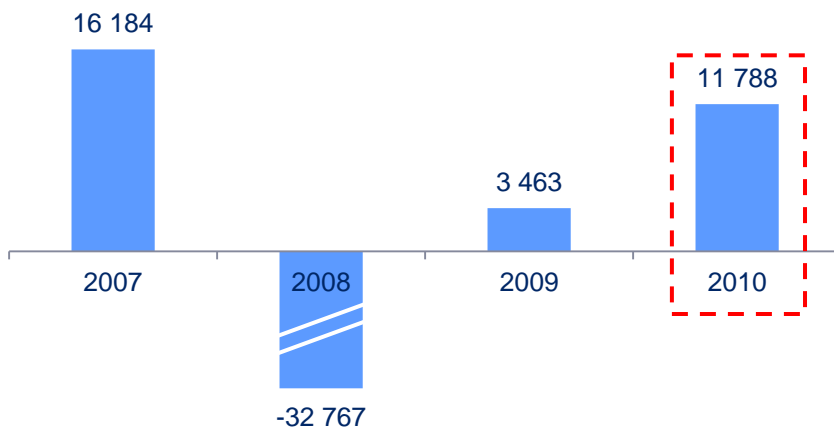
## Sales, RUB mln



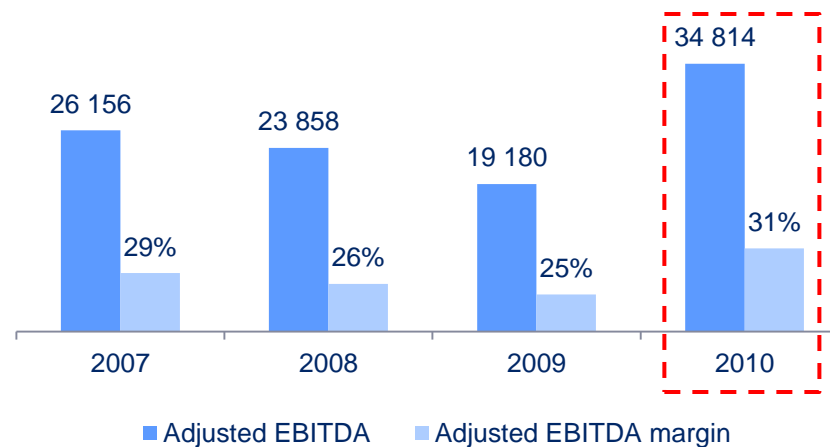
## Operating profit, RUB mln



## Net income, RUB mln



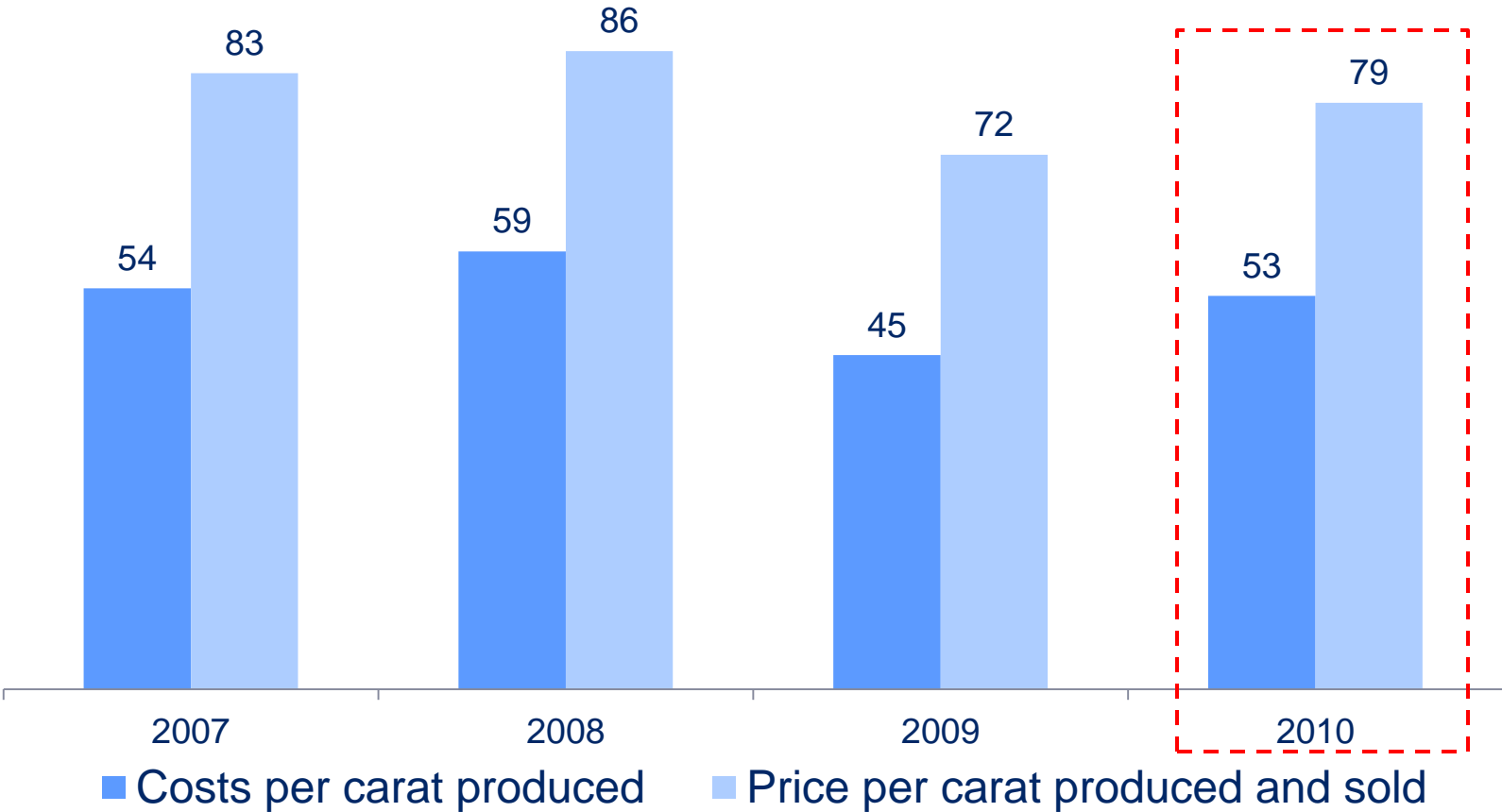
## Adjusted EBITDA, RUB mln



# Benefits from recovered prices & effective costs management



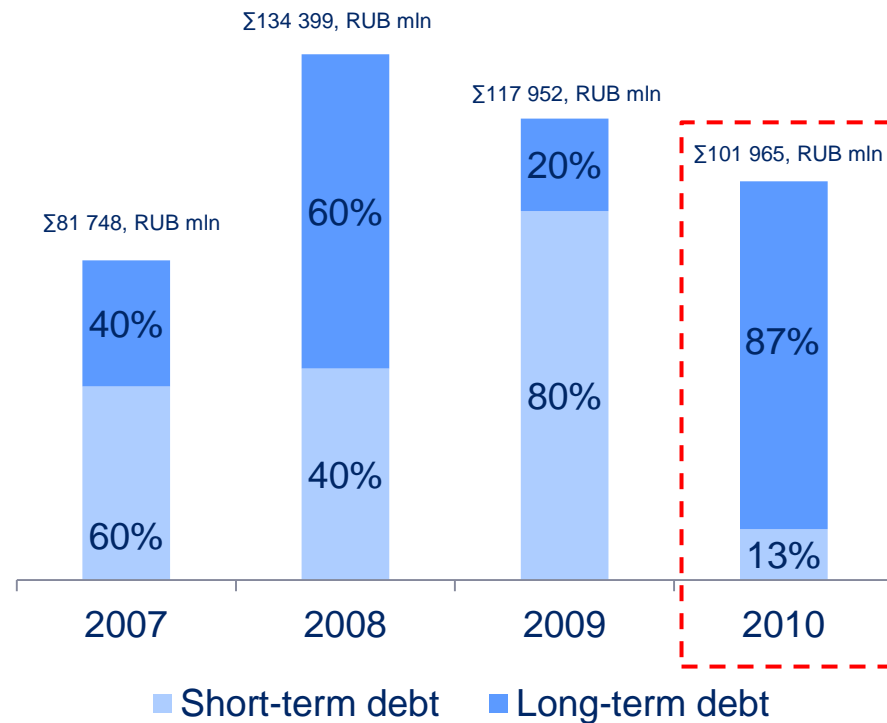
Costs per carat produced, price per carat produced and sold, \$/ct



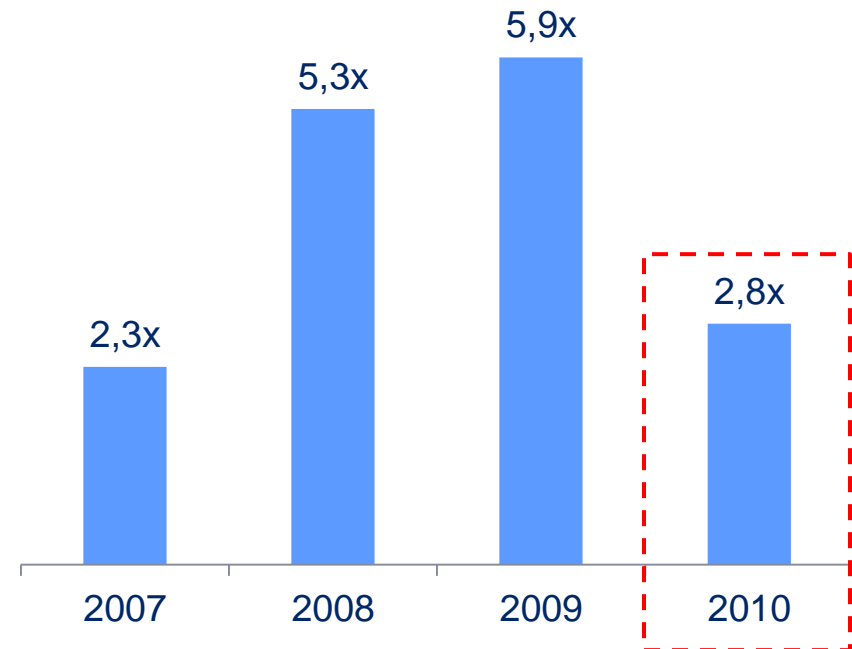
# Strong liquidity profile



## Debt reduction and increased maturity



## Net debt/Adjusted EBITDA

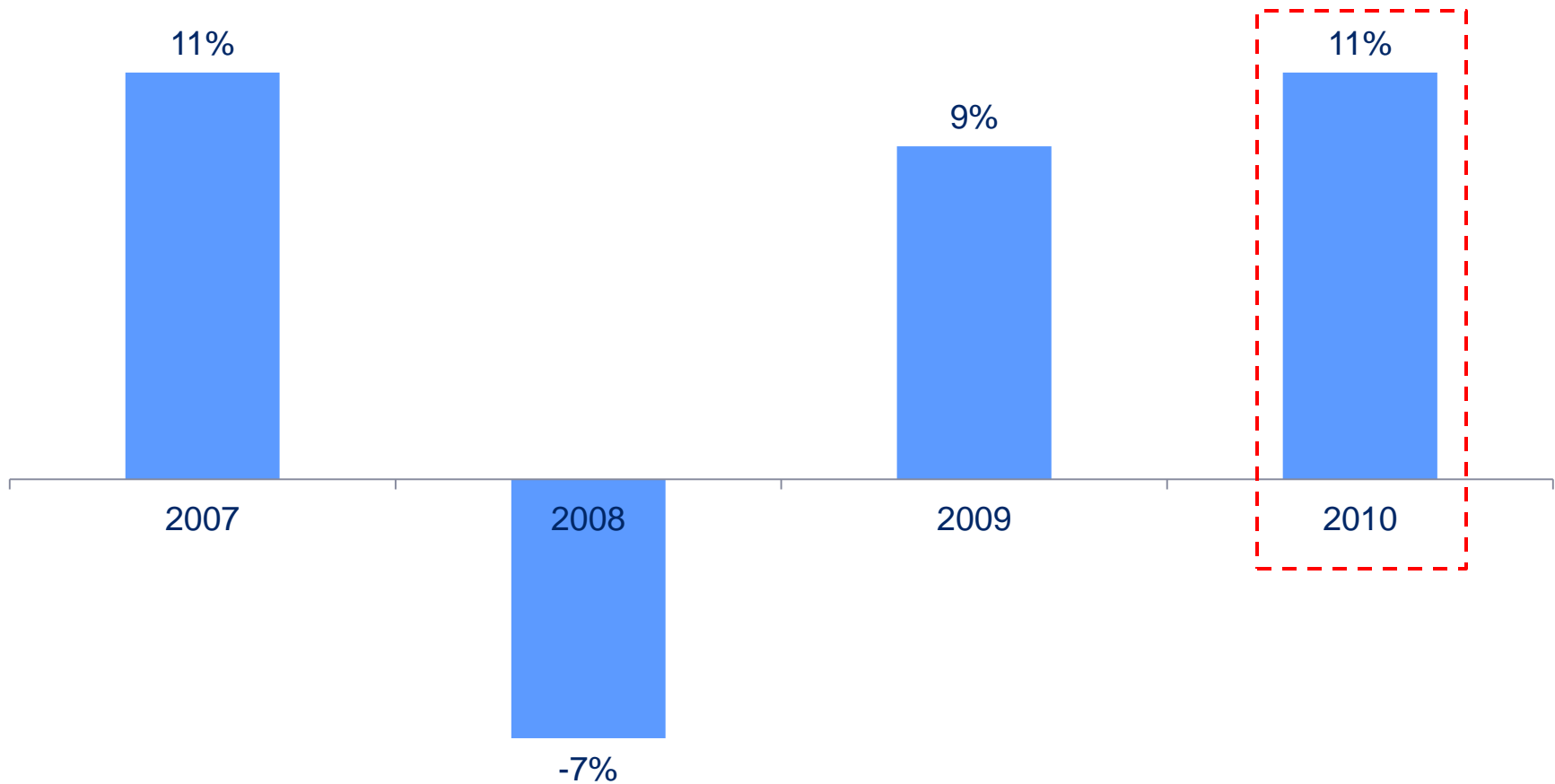




# Increasing output for investors



## Return on invested capital (ROIC)





# Thank you!

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