
APRANGA

GROUP

**Distinct leader of apparel retail in
the Baltic States**



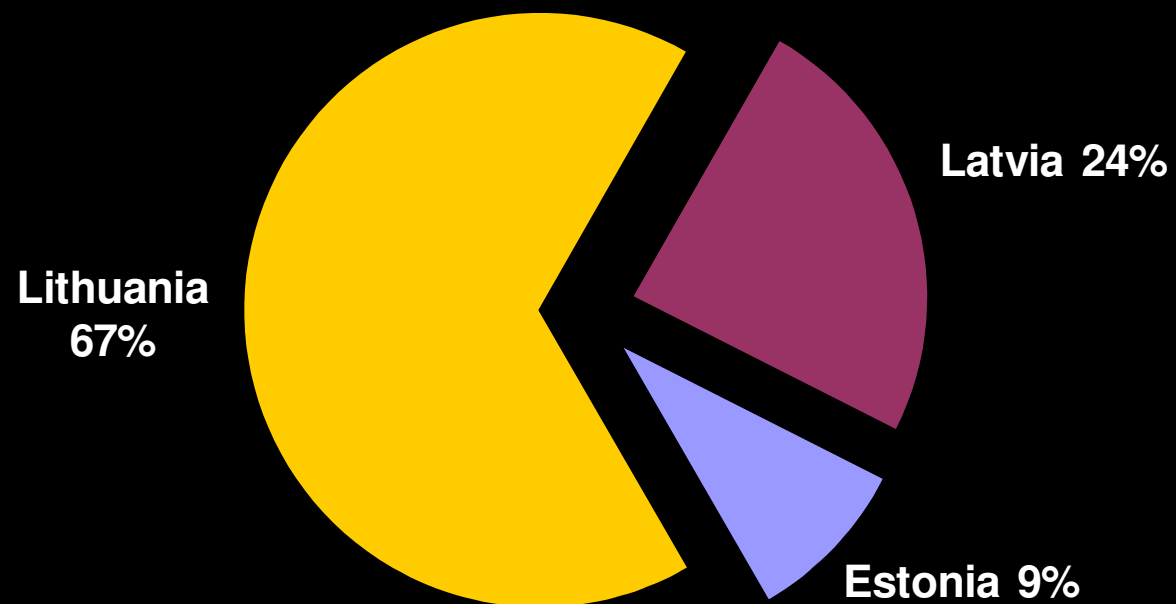
Apranga Group

An unique fashion retailer in the Baltic States with a strong diversified portfolio of trademarks orientated to 5 different market segments

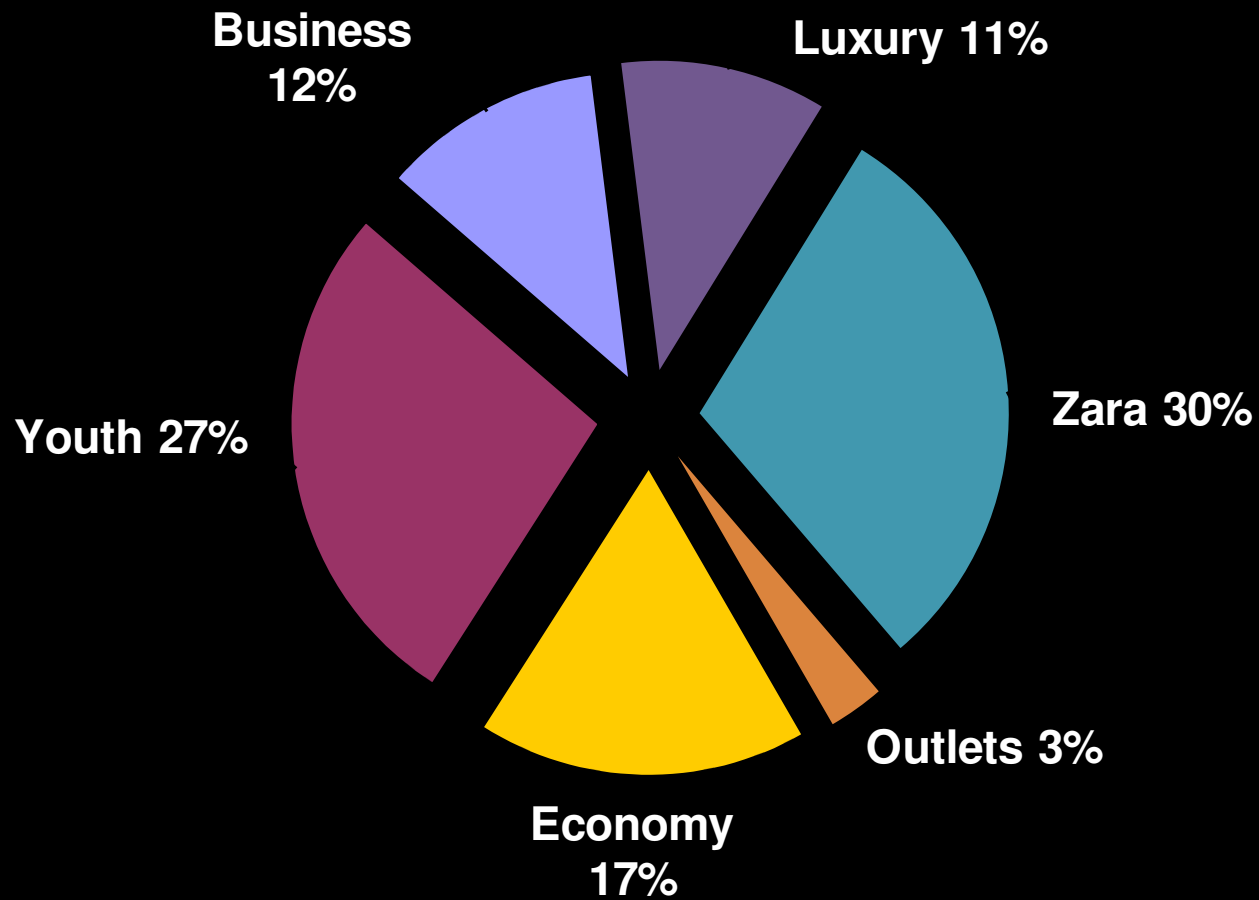
Recent Facts

- **A Group of 14 companies**
- **Runs 90 shops in 3 Baltic countries**
- **Almost 57 000 sq. m gross sales area**
- **1 620 employees**
- **Gross turnover growth in Q3 2008 was +15% (+22.5% YTD)**
- **Successful introduction of Stradivarius**
- **Implemented uniform business information management system in all subsidiaries**

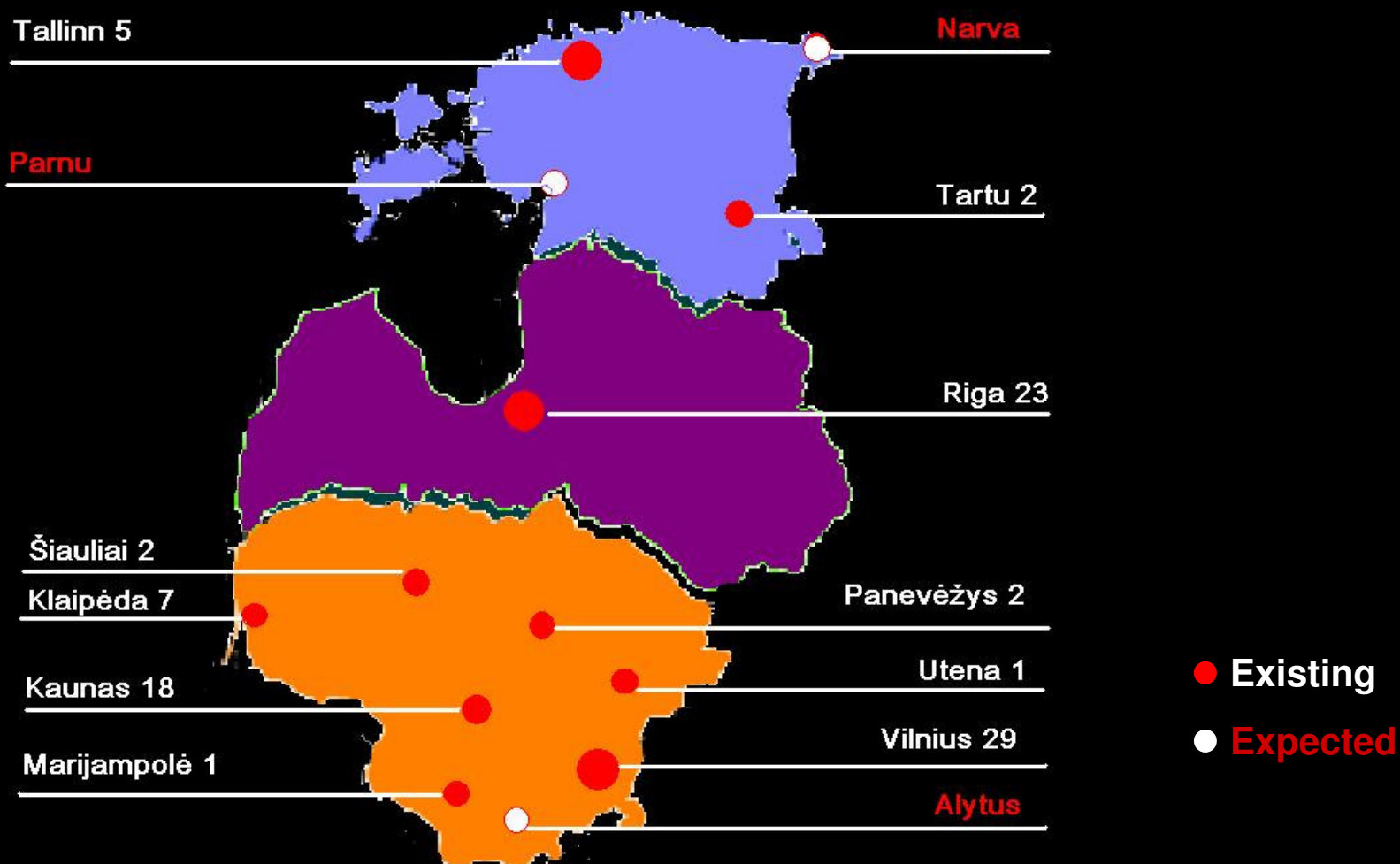
Turnover by Countries



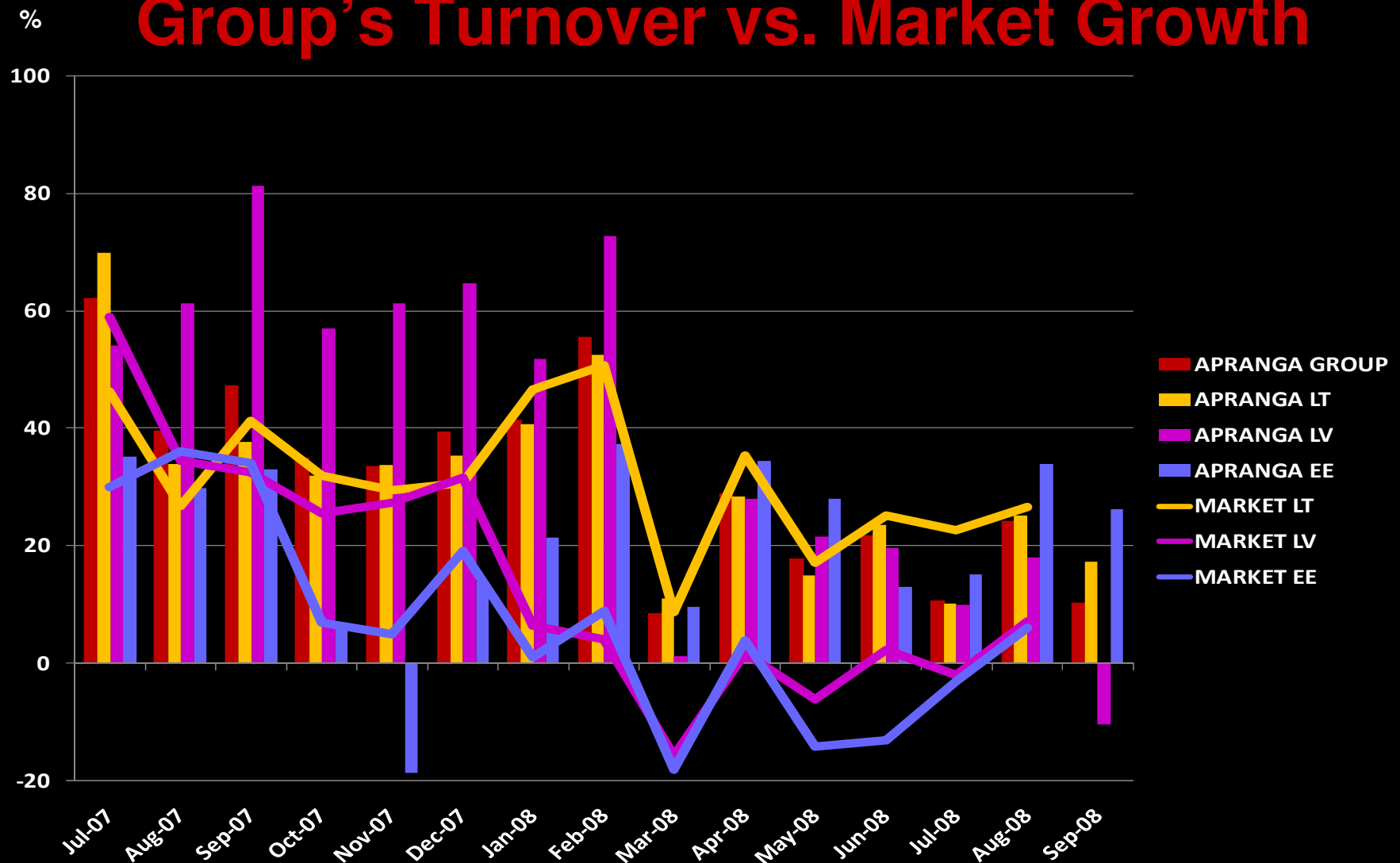
Turnover by Chains



Locations of Shops



Group's Turnover vs. Market Growth



"Market" = Retail trade of textiles, clothing, footwear and accessories growth rates published by Lithuanian, Latvian and Estonian Statistic Offices

Invest or Restrain?

- **Group's Like-to-Like Sales are flat**
- **New openings need more time to catch-up with planned efficiency**
- **Opportunities to improve brand portfolio**
- **More careful investment appraisal**
- **Attractive locations available**
- **Better rent offers**

Nearest Openings

- **PANORAMA (Vilnius) - 11 stores 07/11/08**
- **RIGA PLAZA – 10 (11) stores in Spring'09**
- **Turn-around in KLAIPEDA in Spring'09**
- **2 shops in ROTERMANNI (Tallinn), 2 in NARVA**
- **APRANGA brand expands to Estonia**
- **NUDE brand expands to Latvia, D&G added**
- **MOSKITO brand expands strengthened by DIESEL, G-STAR, FIRETRAP**
- **New stores: TOMMY HILFINGER, MANGO TOUCH, TOM TAILOR**

Sustaining the Margins

- **Increasing number of 'consignment' stores**
- **Improving supply chain: direct supplies to ~30% of stores**
- **Revision of loyalty programs**
- **Saving on labour costs:**
 - **sales area increased 17% YoY**
 - **number of employees increased 8% YoY**
 - **average salary increased 12% YoY**
- **Constant retail price revisions and negotiations with suppliers on better terms**

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kā **šodien** ģērbsieties?