



OJSC "Company "M.video" Year 2009 Consolidated Audited Financial Statements Presentation

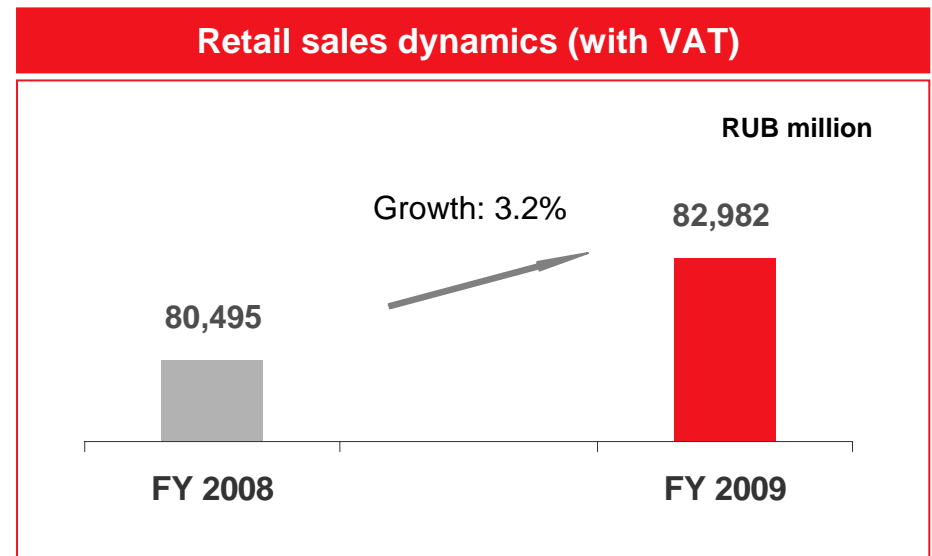
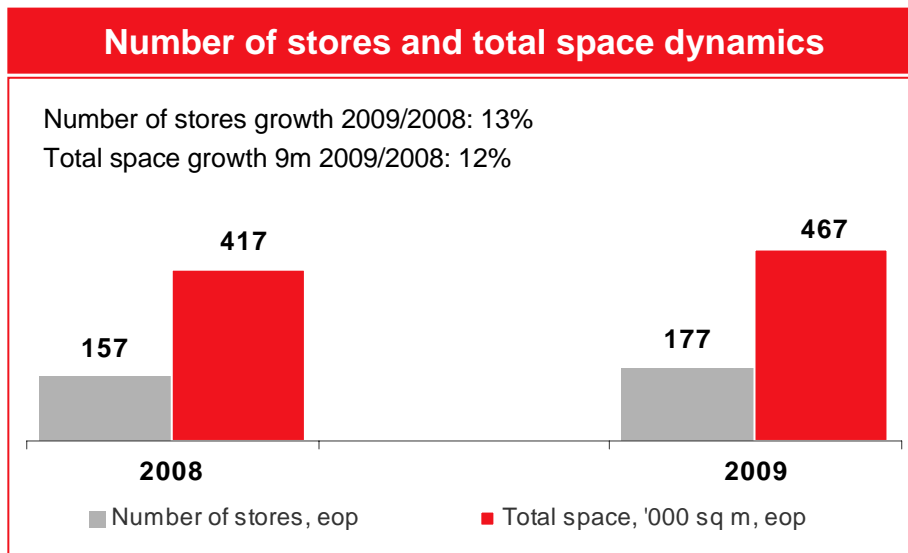


Moscow, May 24, 2010.

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- Solid FY 2009 results of the Russia's leading consumer electronics retailer
- Retail revenue growth of 3.2% y-o-y and strong gross margin performance (+30 bp y-o-y)
- Store expansion: 20 new supermarkets opened (net)
- Net cash position of 6.4 billion RUB, debt free position at the year end





FY 2009 Key Financial Indicators

<i>In millions of Russian rubles</i>	2009	2008	y-o-y, %
Sales (with VAT), including	85,558	84,353	1.4%
retail sales (with VAT)	82,982	80,495	3.2%
Net revenue, including	72,507	71,486	1.4%
net retail revenue	70,324	68,131	3.2%
Gross profit	18,360	17,876	2.7%
<i>As % of net revenue</i>	25.3	25.0	-
Operating expenses*	16,243	15,143	7.3%
<i>As % of net revenue</i>	22.4	21.2	-
Operating profit (EBIT)	2,117	2,733	(22.5%)
<i>As % of net revenue</i>	2.9	3.8	-
EBITDA	3,244	3,596	(10%)
<i>As % of net revenue</i>	4.47	5.03	-
Net profit	783	1,256	(38%)
<i>As % of net revenue</i>	1.08	1.8	-

* - the operating expenses include selling, general and administrative expenses (SGA), other operating income and other operating expenses.



FY 2009 Consolidated Income Statement Highlights

<i>Russian rubles, million</i>	2009	Audited 2008
REVENUE	72,507	71,486
COST OF SALES	(54,147)	(53,610)
GROSS PROFIT	18,360	17,876
Selling, general and administrative expenses	(16,615)	(16,011)
Other operating income	536	1,001
Other operating expenses	(164)	(133)
OPERATING PROFIT	2,117	2,733
Finance costs, net	(794)	(365)
PROFIT BEFORE INCOME TAX EXPENSE	1,323	2,368
INCOME TAX EXPENSE	(540)	(1,112)
NET PROFIT FOR THE YEAR	783	1,256



Operating Expenses

<i>Russian rubles, million</i>	Audited			
	2009	as % of revenue	2008	as % of revenue
Payroll and related taxes	4,292	5.9	4,386	6.1
Lease expenses (rent)	3,310	4.6	3,041	4.3
Advertising and promotional expenses	2,493	3.4	2,462	3.4
Transportation	933	1.3	1,081	1.5
Warehouse services	860	1.2	1,090	1.5
Depreciation, amortization and impairment loss	1,127	1.6	863	1.2
Other SG&A	3,600	5.0	3,088	4.3
Subtotal	16,615	22.9	16,011	22.4
Net other operating income	(372)		(868)	
Total	16,243	22.4	15,143	21.2



EBITDA

Russian rubles, million

	<u>2009</u>	<u>2008</u>
Net profit for the year	783	1,256
Income tax expense	540	1,112
Finance cost	794	365
Depreciation and amortization of non-current assets	1,127	863
EBITDA	3,244	3,596
Rent expense	3,310	3,041
EBITDAR	6,554	6,637

EBITDA(R) - Earnings before interest, taxes, depreciation & amortization (& rent)



FY 2009 Consolidated Balance Sheet Summary

<i>Russian rubles, million</i>	Audited	
	<u>2009</u>	<u>2008</u>
ASSETS		
NON-CURRENT ASSETS:		
Property, plant and equipment	6,074	5,917
Other	1,918	1,757
Total non-current assets	<u>7,992</u>	<u>7,674</u>
CURRENT ASSETS:		
Inventories	15,474	14,115
Accounts receivable and prepaid expenses	1,171	2,181
VAT recoverable	1,159	1,543
Short term investment	-	1,624
Cash and cash equivalents	6,447	5,448
Other	225	597
Total current assets	<u>24,510</u>	<u>25,508</u>
TOTAL ASSETS	<u>32,502</u>	<u>33,182</u>



FY 2009 Consolidated Balance Sheet Summary (continued)

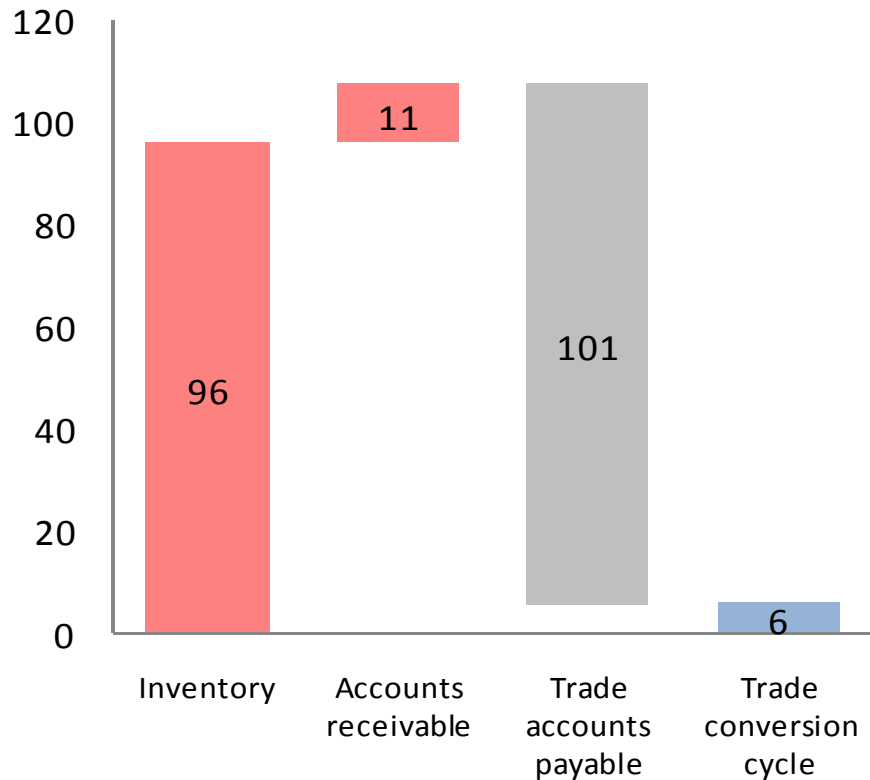
<i>Russian rubles, million</i>	2009	Audited 2008
SHAREHOLDERS' EQUITY AND LIABILITIES		
SHAREHOLDERS' EQUITY:		
Total shareholders' equity	8,759	7,989
NON-CURRENT LIABILITIES:		
Long-term loans and borrowings	-	3,114
Other	417	565
Total non-current liabilities	417	3,679
CURRENT LIABILITIES:		
Trade accounts payable	20,495	14,878
Short-term loans and borrowings	-	3,943
Other	2,831	2,693
Total current liabilities	23,326	21,514
Total liabilities	23,743	25,193
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	32,502	33,182



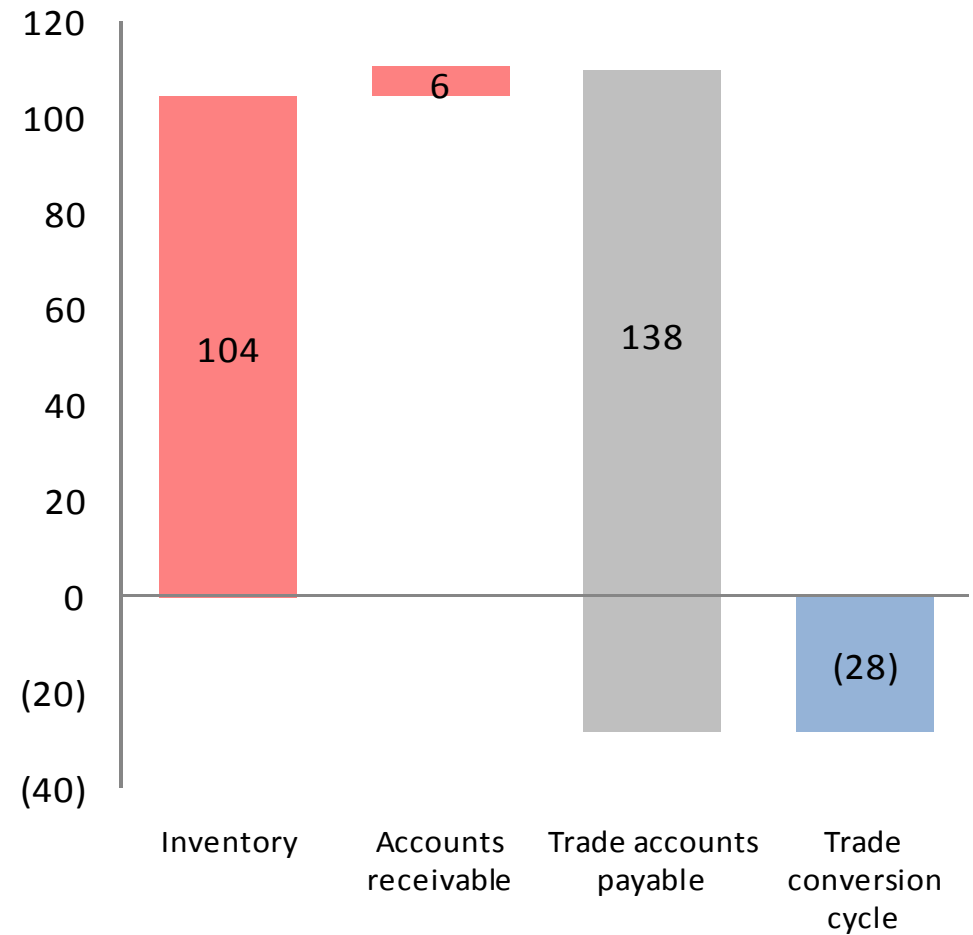
FY 2009 Consolidated Cash Flow Statement

<i>Russian rubles, million</i>	Audited	
	2009	2008
OPERATING ACTIVITIES:		
Profit for the year	783	1,256
Adjustments	2,626	2,890
Operating cash flows before movements in working capital	3,409	4,146
Change in working capital	5,418	1,707
Cash generated by operations	8,827	5,853
Income tax, interest and other	(715)	(1751)
Net cash generated by operating activities	8,112	4,102
INVESTING ACTIVITIES:		
PP&E	(1,201)	(2,535)
Short term investment with banks, net	1,772	(68)
Other	(340)	41
Net cash used in investing activities	231	(2,562)
FINANCING ACTIVITIES:		
Net cash generated by financing activities	(7,504)	1,347
Net increase in cash and cash equivalents	839	2,887
Cash and cash equivalents at the beginning of the year	5,448	2,380
Cash and cash equivalents at the end of the year	6,447	5,448

2008 Trade conversion cycle, days



2009 Trade conversion cycle, days



- Long term debt
- Short term investments
- Short term debt
- Cash and cash equivalents
- Letters of credit

