



OJSC “Company “M.video” Year 2011 Consolidated Audited Financial Statements Presentation



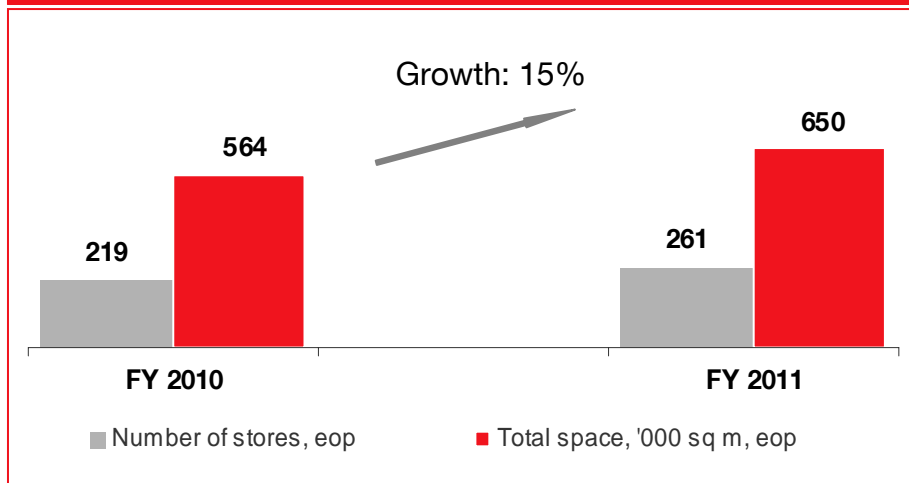
Moscow, April 5, 2012.

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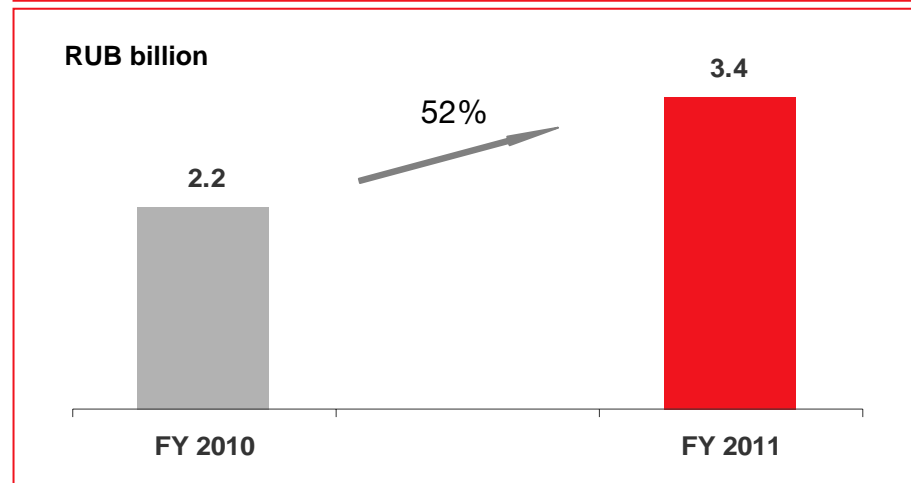
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- Inspiring FY 2011 results of Russia's largest consumer electronics retailer
- Revenue growth by almost 30% and strong like-for-like performance of 10% y-o-y
- Network expansion: opened 44 stores, for the second subsequent year
- Net cash position of more than 13 billion RUB
- Improvements in profitability – more than 50% growth of net profit

FY 2011 number of stores and total space dynamics



Net profit dynamics



<i>Russian rubles, million</i>	2011	2010	y-o-y, %
Net revenue	111,937	86,565	29.3%
Gross profit	29,267	22,361	30.9%
<i>As % of net revenue</i>	26.2	25.8	0.4%
Operating expenses*	24,666	19,127	28.9%
<i>As % of net revenue</i>	22.0	22.1	(0.1%)
Operating profit (EBIT)	4,601	3,234	42.3%
<i>As % of net revenue</i>	4.1	3.7	0.4%
EBITDA	6,239	4,523	37.9%
<i>As % of net revenue</i>	5.6	5.2	0.4%
Net profit	3,374	2,221	52%
<i>As % of net revenue</i>	3.0	2.6	0.4%

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



FY 2011 Consolidated Income Statement Highlights

<i>Russian rubles, million</i>	Audited	
	2011	2010
REVENUE	111,937	86,565
COST OF SALES	(82,670)	(64,204)
GROSS PROFIT	29,267	22,361
Selling, general and administrative expenses	(26,113)	(19,893)
Other operating income	1,549	904
Other operating expenses	(102)	(138)
OPERATING PROFIT	4,601	3,234
Finance income, net	37	28
PROFIT BEFORE INCOME TAX EXPENSE	4,638	3,262
Income tax expense	(1,264)	(1,041)
NET PROFIT FOR THE YEAR, being TOTAL COMPREHENSIVE INCOME for the year	3,374	2,221

Operating Expenses

<i>Russian rubles, million</i>	2011	Audited		
		as % of revenue	2010	as % of revenue
Payroll and related taxes	7,112	6.4	5,356	6.2
Lease expenses (rent)	5,327	4.8	4,139	4.8
Advertising and promotional expenses, net	3,237	2.9	2,729	3.2
Transportation	2,380	2.1	1,371	1.6
Warehouse services	1,508	1.3	1,158	1.3
Utilities	1,070	1.0	832	1.0
Depreciation & amortization	1,638	1.5	1,289	1.5
Other SG&A	3,841	3.4	3,019	3.5
Subtotal	26,113	23.3	19,893	23.0
Net other operating income	(1,447)		(766)	
Total	24,666	22.0	19,127	22.1

Russian rubles, million

	2011	2010
Net profit for the year	3,374	2,221
Income tax expense	1,264	1,041
Finance income, net	(37)	(28)
Depreciation and amortization of non-current assets	1,638	1,289
EBITDA	6,239	4,523
Rent expense	5,327	4,139
EBITDA(R)	11,566	8,662
<i>As % to revenue</i>	<i>10.3%</i>	<i>10%</i>

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

FY 2011 Consolidated Balance Sheet Summary

	Audited	
	31 December 2011	31 December 2010
ASSETS		
NON-CURRENT ASSETS:		
Property, plant and equipment	8,920	7,417
Other	3,789	2,821
Total non-current assets	12,709	10,238
CURRENT ASSETS:		
Inventories	24,487	20,751
Trade accounts receivable and prepaid expenses	1,076	1,048
VAT recoverable and other taxes receivable	1,651	1,229
Cash and cash equivalents	13,220	7,183
Other	204	246
Total current assets	40,638	30,457
TOTAL ASSETS	53,347	40,695

	Audited	
	31 December 2011	31 December 2010
EQUITY AND LIABILITIES		
EQUITY:		
Total equity	12,827	10,065
NON-CURRENT LIABILITIES:		
Total non-current liabilities	417	474
CURRENT LIABILITIES:		
Trade accounts payable	32,673	25,046
Other payables and accrued expenses	2,334	1,464
Other	5,096	3,646
Total current liabilities	40,103	30,156
Total liabilities	40,520	30,630
TOTAL EQUITY AND LIABILITIES	53,347	40,695

FY 2011 Consolidated Cash Flow Statement

	Audited	
	2011	2010
OPERATING ACTIVITIES:		
Total comprehensive income for the year	3,374	2,221
Non-cash adjustments and tax	3,089	3,207
Operating cash flows before movements in working capital	6,463	5,428
Change in working capital	5,302	214
Cash generated by operations	11,765	5,642
Income tax, interest and other	(1,555)	(1,138)
Net cash generated by operating activities	10,210	4,504
INVESTING ACTIVITIES:		
Purchase of PP&E	(3,000)	(2,384)
Other	(482)	(383)
Net cash used in investing activities	(3,482)	(2,767)
FINANCING ACTIVITIES:		
Dividends paid	(691)	(413)
Purchase of treasury shares	-	(588)
Net cash used in financing activities	(691)	(1,001)
NET INCREASE IN CASH AND CASH EQUIVALENTS	6,037	736
CASH AND CASH EQUIVALENTS, at the beginning of the year	7,183	6,447
CASH AND CASH EQUIVALENTS, at the end of the year	13,220	7,183

2011 Trade conversion cycle, days



2010 Trade conversion cycle, days

