

Sustainable growth in a turbulent market









Investor and Analyst Presentation, April 2009.



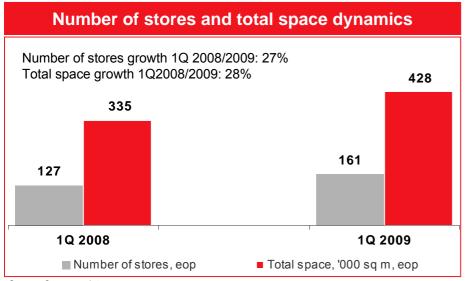
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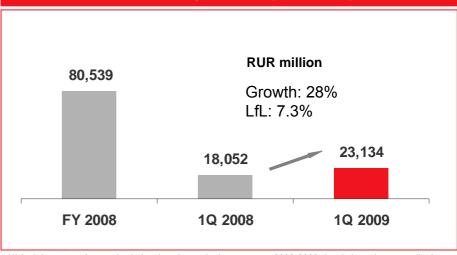
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- Russia's leading consumer electronics retailer with a growing market presence
- Strong balance sheet and low leverage level
- 1Q 2009 retail sales reached 23.1 billion RUR (19.6 billion without VAT), demonstrating 28% growth vs. 1Q 2008
- 161 stores in 67 cities (at March 31st, 2009); 4 new stores opened in 1Q 2009.
- •Uniform retail store format of 2,000+ sq m of selling space
- •20,000+ SKUs of white, grey, brown and media products



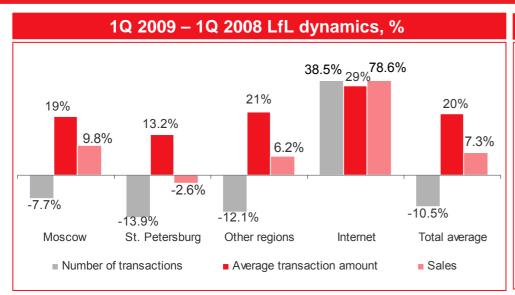


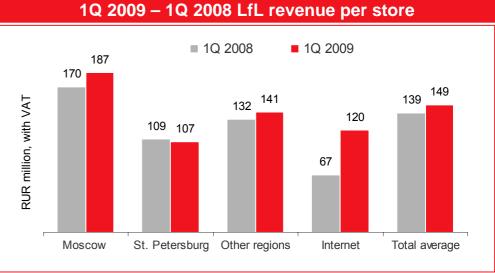
Retail sales dynamics (with VAT) (1)

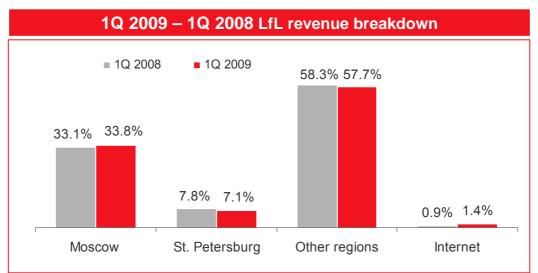
(1) Incl. Internet sales, excl. wholesale sales and other revenue. 2008-2009 data is based on unaudited management accounts.



1Q 2009 - 1Q 2008 LfL performance analysis





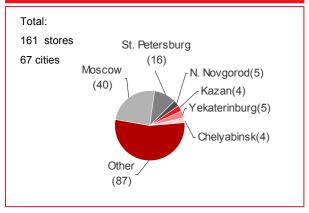


Note: LfL data is based upon a comparison of stores open at January 1, 2008 and not closed for more than two weeks or permanently, or expanded or downsized by >20% of total space

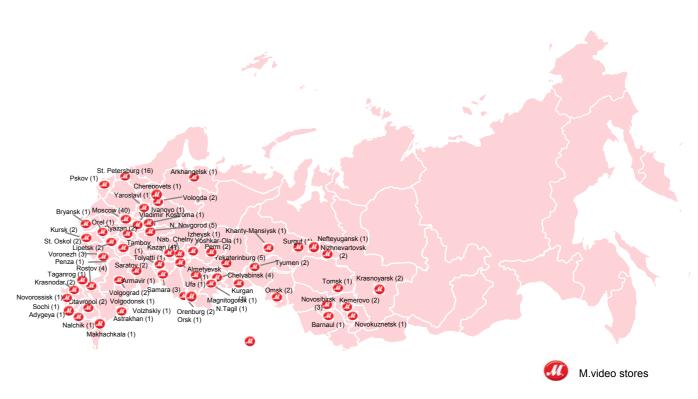


Extensive geographic coverage

Store count at March 31, 2009



Source: Company data





Focused expansion program



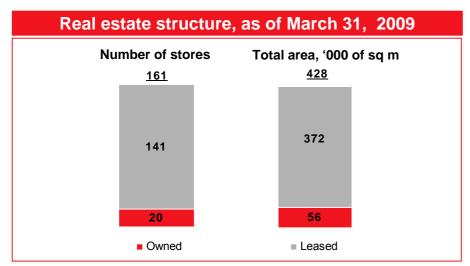


Replication of the uniform store model and selective approach to new markets

- Store model is easily replicated, maximum flexibility and control over the brand and format standards, no franchise operations
- Cost of store opening ≈ RuR 55 million (excl. working capital)
- "ABC" cities concept potential cities are categorised by population and analyzed for market potential
- Potential for increasing number of stores in cities of presence leveraging on existing distribution platform



Efficient real estate strategy



Source: Company data

Expansion plan and delivery

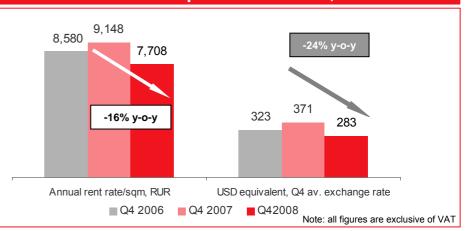
- M.video plans to open up to 23 new stores in 2009
- FY 2008 expansion: 37 new store opened, 16 new cities entered
- 1Q 2009: 4 new stores opened, 11,500 sq.m added

Shopping centers vs. stand-alone stores, as of 31.03.09

Total number of stores		1 <u>61</u>
	% owned	12%
Number of stores in shopping centers		137
	% of total	<u>85%</u>
Number of stand-alone stores		24
	% of total	15%

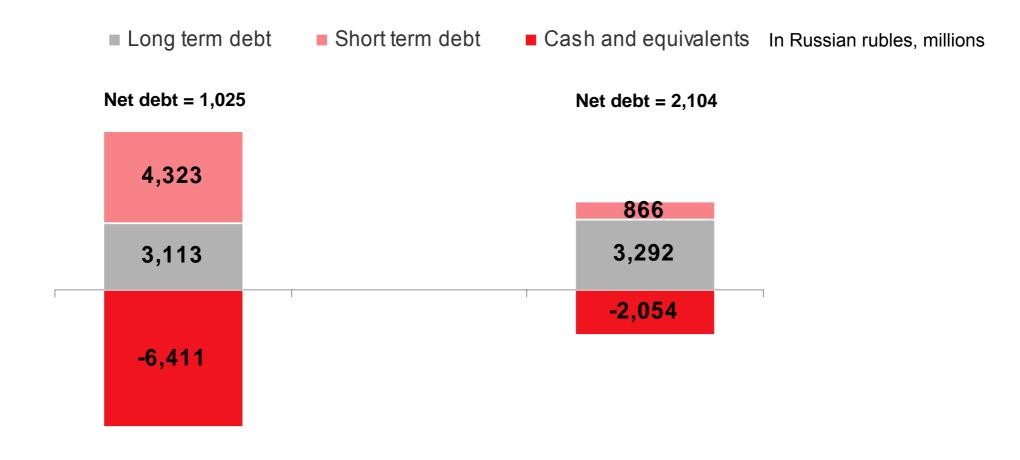
Source: Company data

Rent rates for stores opened in Q4 2006, 2007 and 2008





Solid debt structure

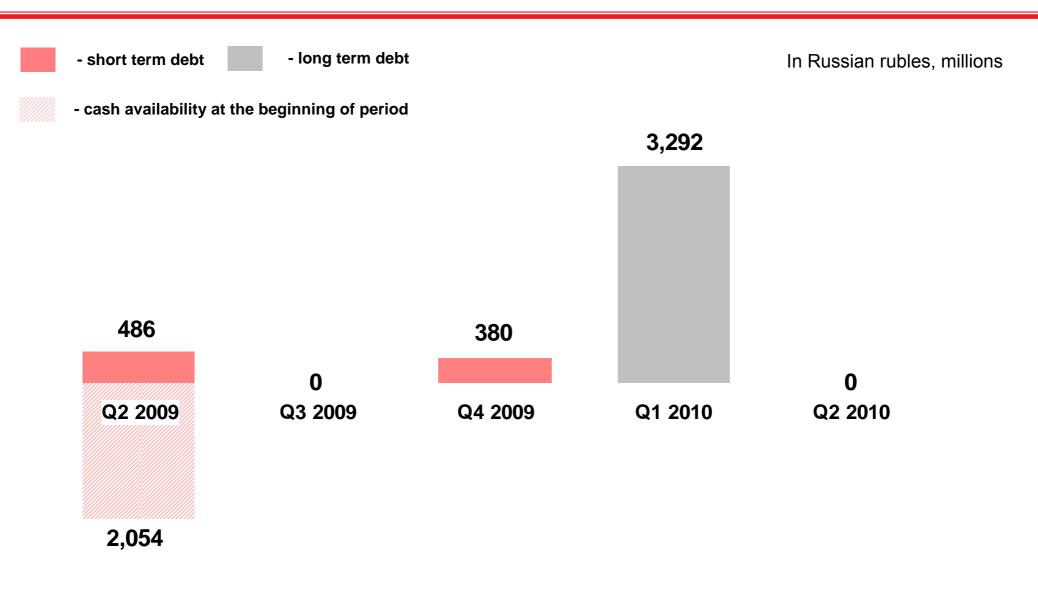


31 Dec 2008

31 March 2009



2009-2010 debt repayment schedule





Experienced international management team...



Alexander Tynkovan
President and CEO
16 years with M.video

In 1993 Mr. Tynkovan established the Company where he holds the position of President and sits on the Company's Board of directors.

Graduated from the Moscow Energy Institute.



Christopher Parks
CFO
3 years with M.video

Prior to joining M.video Chris worked as the Financial Director of GTS and has spent 9 years with Price Waterhouse in Canada, Belgium and Russia

Holds a Bachelors degree in business administration from Simon Fraser University and is a certified Chartered Accountant of Canada



Janusz Lella
Retail Operations Director
5 years with M.video

Prior to joining M.video Janusz worked as President and CEO of Retail Investment Concepts (Office Depot) (Central Europe)

Before that he worked as the General Manager and Chairman of the Board of Yoplait Polska.

Graduated from Warsaw Technical University in 1980



Enrique Fernandez
Commercial Director
Joined in Jan 2009

Enrique has more than 12 years of experience in retail industry, including last two years in the Russian market.

Prior to that Enrique worked for the Media-Saturn Holding GmbH (Germany) in various senior positions.



Maxim Zakhir Marketing Director Joined in July 2008

Prior to joining M.video, Maxim worked for 4 years as Marketing Director at Bely Veter DIGITAL chain.

Maxim holds MBA Marketing degree from the Russian Academy of National Economy under the Government of Russia.



Irina Ivanova
Supply Chain Director
3 years with M.video

Irina joined M.video as Supply Chain project manager in 2006

Prior to joining M.video, Irina spent 10 with NESTLE Russia where she was a Supply Chain manager and also was responsible for implementing of the integrated IT solutions (SAP, R3)

Since April 1, 2008 serves as Supply Chain Director



Christopher Mangham

IT Director Joined in April 2009

Prior to joining M.video, Chris worked as CIO for MFI (UK), one of the largest furniture retailers in Great Britain.

He also has a vast experience in implementing SAP and Manhattan program modules in such UK retailers as Booker and Woodward's (both The Big Four Group).



Olga Vasiliskova HR Director 5 years with M.video

Prior to joining M.video as an HR Director in 2004, Olga worked at Philip Morris Int. in 1995-2003

Olga has completed professional courses on HR management in MCE (Brussels), Ashridge (UK), Lausanne PM HQ and INSEAD (France)

She graduated from Moscow State University Economic faculty



... and high standards of corporate governance

Chairman of the Board

Peter Gyoerffy

Independent Director
Chairman of the Board
Member of Remuneration and
Nomination Committee



- Board concept in place for 5 years; formal Board of Directors introduced in 2006
- Board comprises 9 people, including 5 Independent Directors
 - Independent Chairman
- Audit Committee chaired by Independent Director
 - Comprised of independent members only
- Remuneration and Nomination Committee chaired by Independent Director

Members of the Board⁽¹⁾

Alexander Tynkovan	Pavel Breev	Christopher Parks	Mikhail Kuchment	Utho Creusen	David Hamid	llpo Helander	Stuart Leighton
Shareholder President	Shareholder General Director Expansion Director	CFO	Ex-Commercial Director	Independent Director	Independent Director Chairman of Remuneration and Nomination Committee	Independent Director Member of Audit Committee	Independent Director Chairman of Audit Committee
M.buqeo	M.buqeo	PriceWaterhouse (copers a	SAMSUNG M. Gugeo	MEDIA-SATURN OBJ. Penser. Byr. Byr. Byr. Byr. Byr. Byr. Byr. By	bixons halfords mfi	BOARDMAN Electrolux	Deloitte. ALLIANCE BANK

(1) Corporate logos represent the past experience of our Board





OJSC "Company "M.video"

Nizhnaya Krasnoselskaya Str., 40/12, Build. 1
Moscow 107066
Russia

Tel: +7 495 644 28 48, ext. 7064

E-mail: <u>ir@mvideo.ru</u>

Official web-site: www.mvideo.ru

Official ticker: MVID RU

Exchange: RTS and MICEX

For investor relations purposes, please contact:
Christopher Parks
Denis Davydov
Maxim Kravtsov