

## VimpelCom

4Q09 and FY2009 Financial and Operating Results

#### **Disclaimer**



This presentation contains "forward-looking statements", as the phrase is defined in Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These statements relate, in part, to the proposed combination with Kyivstar and its benefits, and the Company's strategy, development plans and anticipated performance. The forward-looking statements are based on management's best assessment of the Company's strategic and financial position, and future market conditions and trends. These discussions involve risks and uncertainties. The actual outcome may differ materially from these statements as a result of continued volatility in the economies in the markets in which the Company operates, unforeseen developments from competition, governmental regulation of the telecommunications industries and general political uncertainties in the markets in which the Company operates and/or litigation with third parties. The actual outcome may also differ materially if the Company is unable to obtain all necessary corporate approvals relating to its business, if the Company is unable to successfully integrate newly-acquired businesses, including Golden Telecom, and other factors. There can be no assurance that these risks and uncertainties will not have a material adverse effect on the Company, that the Company will be able to grow or that it will be successful in executing its strategy and development plans. Certain factors that could cause actual results to differ materially from those discussed in any forward-looking statements include the risks described in the Company's Annual Report on Form 20-F for the year ended December 31, 2008 and other public filings made by the Company with the United States Securities and Exchange Commission, which risk factors are incorporated herein by reference. The Company disclaims any obligation to update developments of these risk factors or to announce publicly any revision to any of the forward-looking statements contained in this release, or to make corrections to reflect future events or developments. IMPORTANT NOTICE: In connection with the exchange offer, VimpelCom Ltd. has filed with the SEC a registration statement on Form F-4, which includes a preliminary prospectus and related U.S. offer acceptance materials, and a Statement on Schedule TO. In addition, the Company has filed a Solicitation/Recommendation Statement on Schedule 14D-9. Holders of the Company's securities are urged to carefully read the VimpelCom Ltd. registration statement (including the preliminary prospectus), the VimpelCom Ltd. Statement on Schedule TO, any other documents relating to the U.S. offer filed by VimpelCom Ltd. with the SEC, and the Company's Solicitation/Recommendation Statement on Schedule 14D-9, as well as any amendments and supplements to these documents, because they contain important information. Free copies of the registration statement, including the preliminary prospectus and related U.S. offer acceptance materials, the Statement on Schedule TO, the Solicitation/Recommendation Statement on Schedule 14D-9, amendments and supplements to these documents, and other relevant documents filed with the SEC in respect of the U.S. offer, can be obtained at the SEC's website at www.sec.gov.

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### **Participants**



#### Presentation

**Boris Nemsic, Chief Executive Officer** 

Elena Shmatova, Chief Financial Officer

#### **Q&A Session**

will be joined by:

Alexander Torbakhov, General Director

Dmitry Pleskonos, Head of B2C Russia

Andrey Patoka, Head of B2B Russia

Dmitry Kromsky
Head of CIS Business

Martin Furuseth
Chief Marketing Officer

## VimpelCom Group: 2009 in Brief

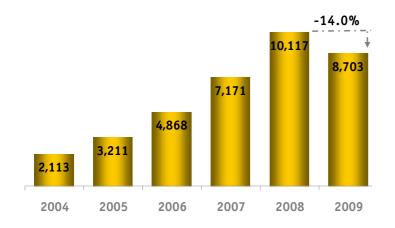


- 3.6m new mobile customers, total active subscriber base 64.6m
- 2.3m broadband subscribers, 85% growth y-o-y
- Revenues in local currencies up in all major markets
- OIBDA of \$4.3bn, margin up to 49.1% compared to 48.0% in 2008
- Free cash flow of \$2.7bn after \$0.8bn spent on Capex
- Net income attributable to VimpelCom \$1.1bn, up 114% y-o-y
- EPS up 110% y-o-y to \$21.71 (\$1.09 per ADS)
- Strategic shareholders initiated the process of combining their stakes in VimpelCom and Kyivstar and launched a public exchange offer for all outstanding VimpelCom shares

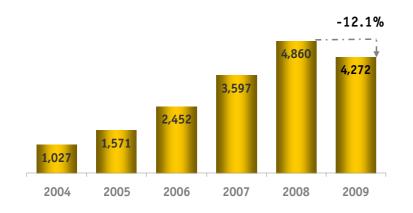
## **Group: Full Year 2009 Highlights**



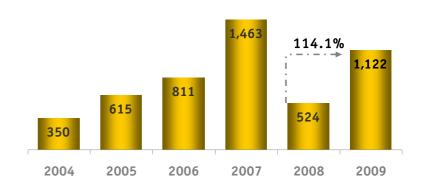
Revenue\*, \$ mIn



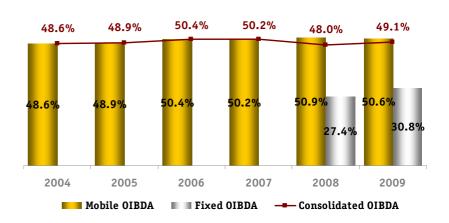
OIBDA\*\*\*, \$ mln



Net Income\*\*, \$ mIn



OIBDA Margin\*\*\*, %



<sup>\*</sup> Here and thereafter refers to net operating revenues.

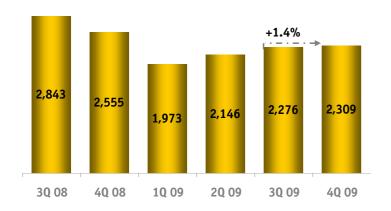
<sup>\*\*</sup> Net Income attributable to VimpelCom

<sup>5</sup> 

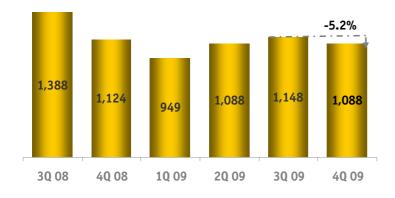
## **Group: Quarterly Financial Dynamics**



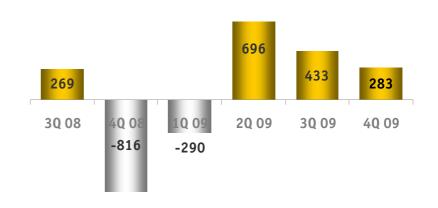
Revenue, \$ mln



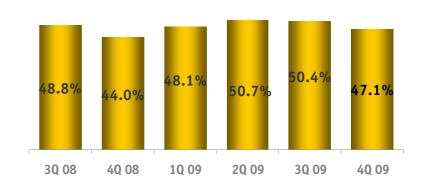
OIBDA, \$ mln



Net Income (Loss) \*, \$ mIn



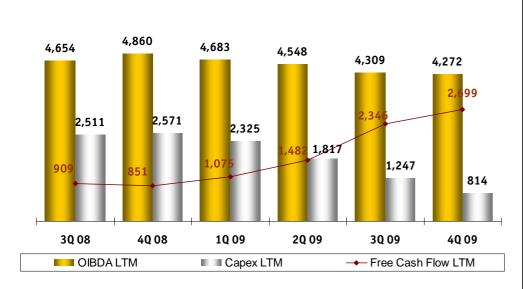
OIBDA Margin, %



### **Group: Financial Position**



#### Liquidity position, \$ mln



#### \* LTM OIBDA represents an adjusted OIBDA which constitutes the sum of the lines: LTM Operating Income and LTM Depreciation, Amortization and Impairment Loss. LTM stands for the "last twelve months" to reporting date.

#### **Key Ratios and Indicators**

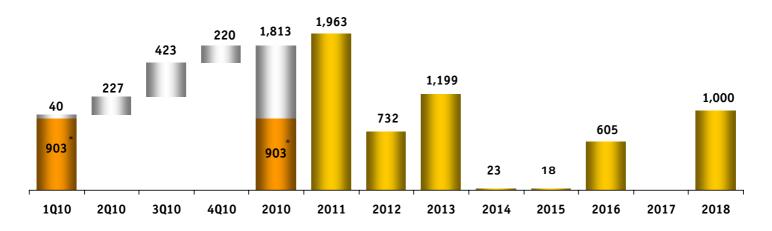
(\$ mln)	Dec 31,	Sept 30,	Jun 30,	Mar 31,	Dec 31,
	2009	2009	2009	2009	2008
Cash and Cash Equivalents	1,447	2,522	1,649	966	915
Total Assets	14,733	15,570	14,729	13,572	15,725
Total Debt	7,353	8,069	7,974	7,696	8,443
-Short-term	1,813	2,476	2,242	2,388	1,909
-Long-term	5,540	5,593	5,732	5,308	6,534
Equity and redeemable					
noncontrolling interest	5,017	5,075	4,538	3,646	4,610
LTM OIBDA*	4,272	4,309	4,548	4,683	4,860
- LTM Depreciation, amortization					
and impairment loss	1,694	2,130	2,191	2,281	2,324
- LTM Operating income	2,578	2,179	2,357	2,402	2,536
LTM Interest expense	599	588	573	554	496
Debt/Equity and redeemable					
noncontrolling interest	1.5	1.6	1.8	2.1	1.8
Debt/OIBDA LTM	1.7	1.9	1.8	1.6	1.7
OIBDA/Interest expense	7.1	7.3	7.9	8.5	9.8
Debt/Assets	0.50	0.52	0.54	0.57	0.54
Net Debt**	5,906	5,547	6,325	6,730	7,528

<sup>\*\*</sup>Net Debt is calculated as Total Debt minus Cash and cash equivalents

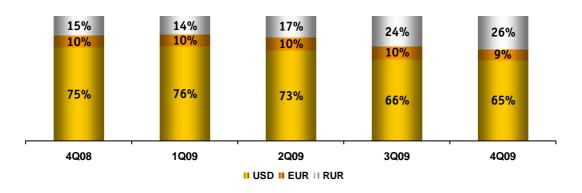
## Group: Debt Profile as of December 31, 2009



#### Debt Maturity Schedule, USD mln



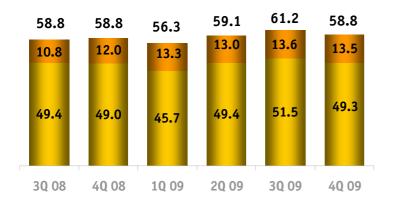
Debt composition by currency



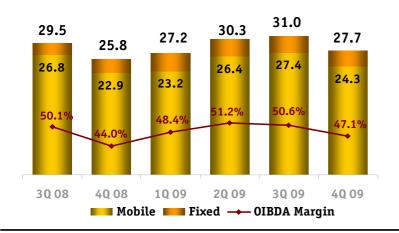
### Russia: Consolidated Operations



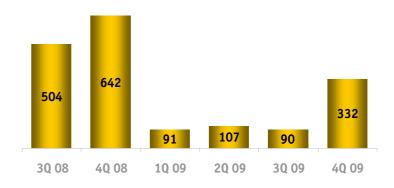
Revenue\*, RUR bn



OIBDA (RUR bn) and OIBDA Margin



CAPEX, USD mln



CAPEX / Revenue LTM\*\*

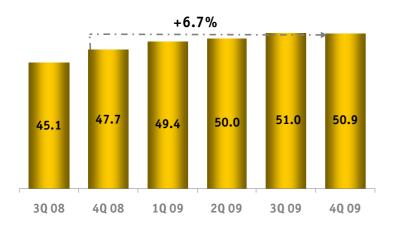


 <sup>\*</sup> Total revenue adjusted for eliminations between fixed and mobile segments

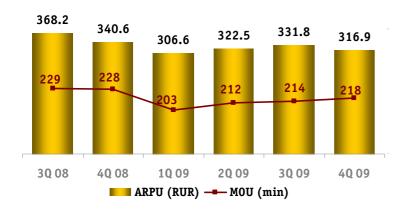
### Russia: Mobile Highlights



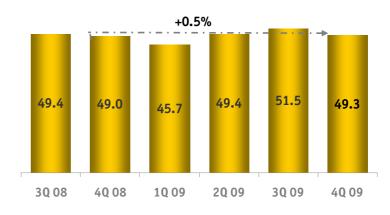
Subscribers, mln



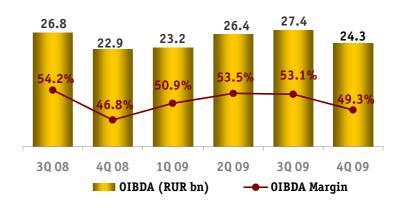
Mobile ARPU & MOU



Revenue, RUR bn

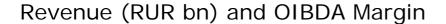


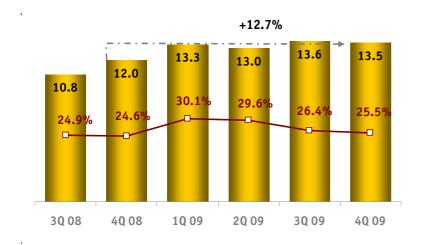
OIBDA (RUR bn) & OIBDA Margin

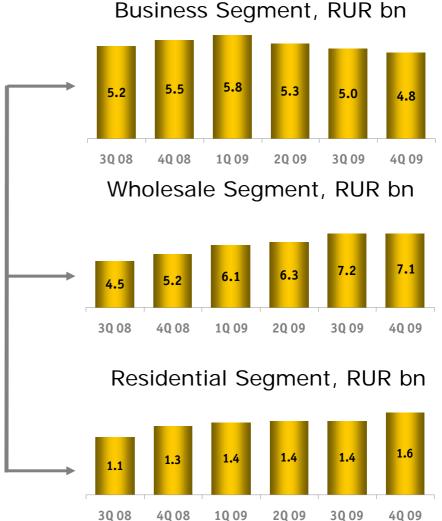


## Russia: Fixed-line Segment



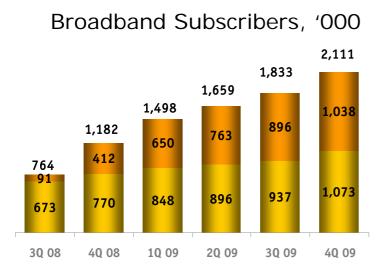




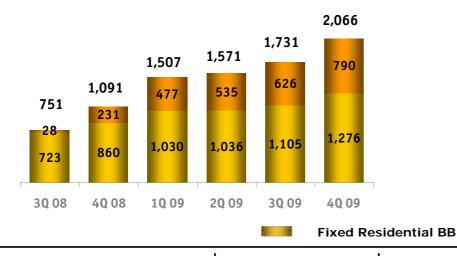


## Russia: Residential Broadband Development

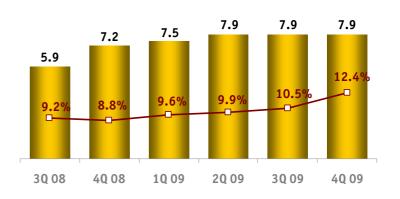




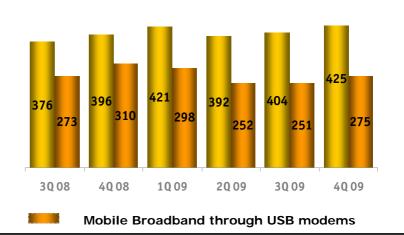
Fixed and Mobile Broadband Revenue, RUR mln



FTTB Households Passed (mln) & Take-up Rate (%)



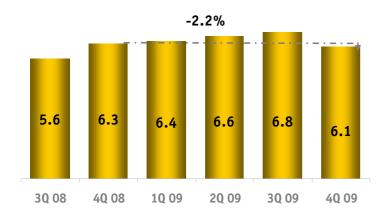
Broadband ARPU, RUR



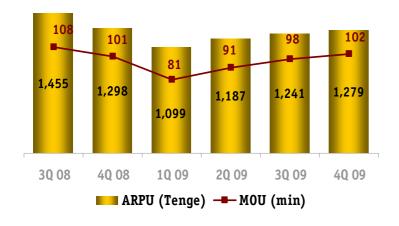
#### Kazakhstan: Operating & Financial Highlights



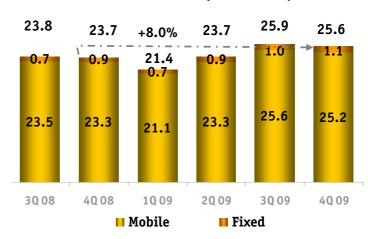
Mobile Subscribers, mln



Mobile ARPU & MOU



Revenue\* (KZT bn)



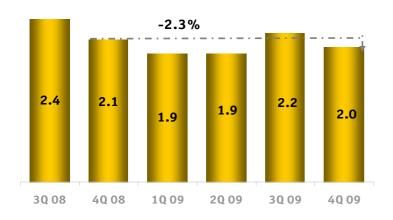
OIBDA (KZT bn) & OIBDA Margin



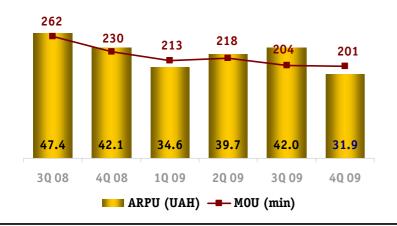
### **Ukraine: Operating & Financial Highlights**



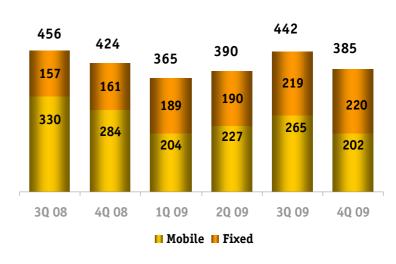
Mobile Subscribers, mln



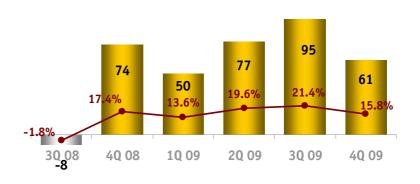
Mobile ARPU & MOU



Revenue\* (UAH mln)



OIBDA (UAH mln) & OIBDA Margin

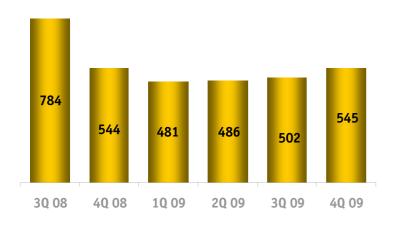


<sup>\*</sup> Total revenue adjusted for eliminations between fixed and mobile segments in Ukraine

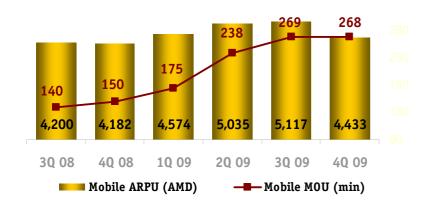
#### **Armenia: Operating & Financial Highlights**



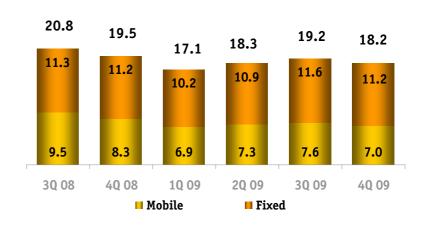
Mobile Subscribers, '000



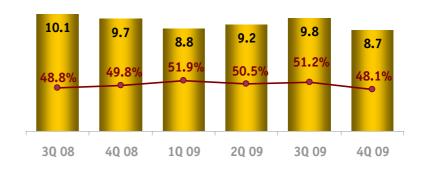
Mobile ARPU & MOU



Revenue\* (AMD bn)



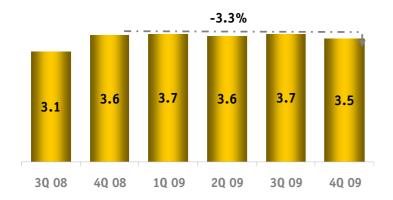
OIBDA (AMD bn) & OIBDA Margin



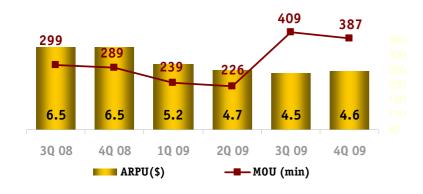
### Uzbekistan: Operating & Financial Highlights



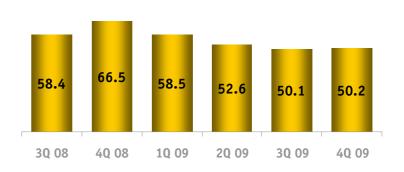
Mobile Subscribers, mln



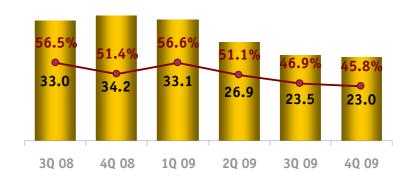
Mobile ARPU & MOU



Revenue (\$ mln)



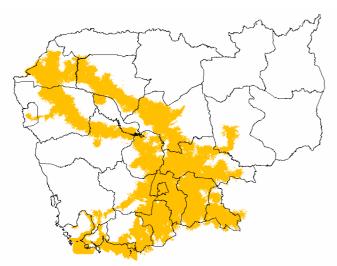
OIBDA (\$ mln) & OIBDA Margin



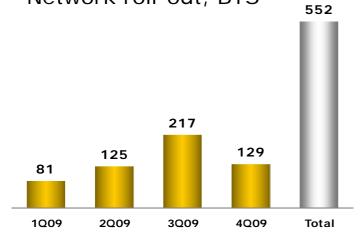
#### Cambodia: Strong Growth



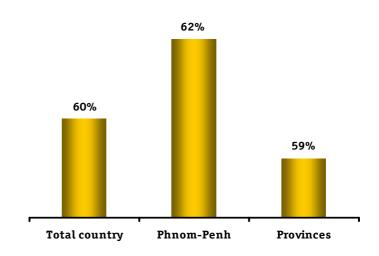




#### Network roll-out, BTS



#### Brand awareness

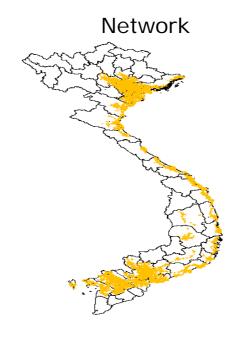


Initial results

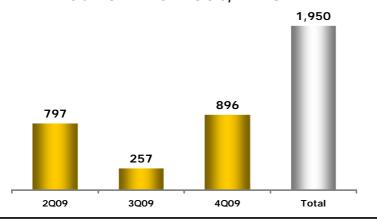
- We serve more than 370 thousand subscribers
- In 2009 we put in operation 552 BTS covering 70% of the population
- We have over 3,000 points of sales

#### Vietnam: Business Development on Schedule

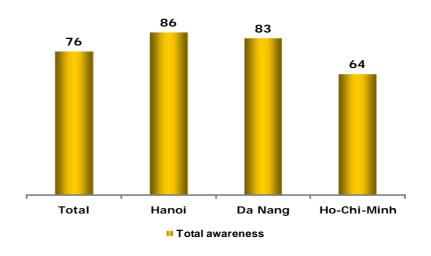




Network roll-out, BTS



Brand awareness, %



#### Initial results

- We serve 1.1 million subscribers counted on a one month active basis
- In 2009 we put in operation 1,950 BTS covering 32% of the population
- We have over 20,000 points of sales

## **Summary**



- Integrated business model ensures sustainable development
- Revenues are growing in all of our core markets
- Residential broadband demonstrates very encouraging dynamics
- VimpelCom continues to deliver strong margins
- Combination with KyivStar will create a new platform for value creation

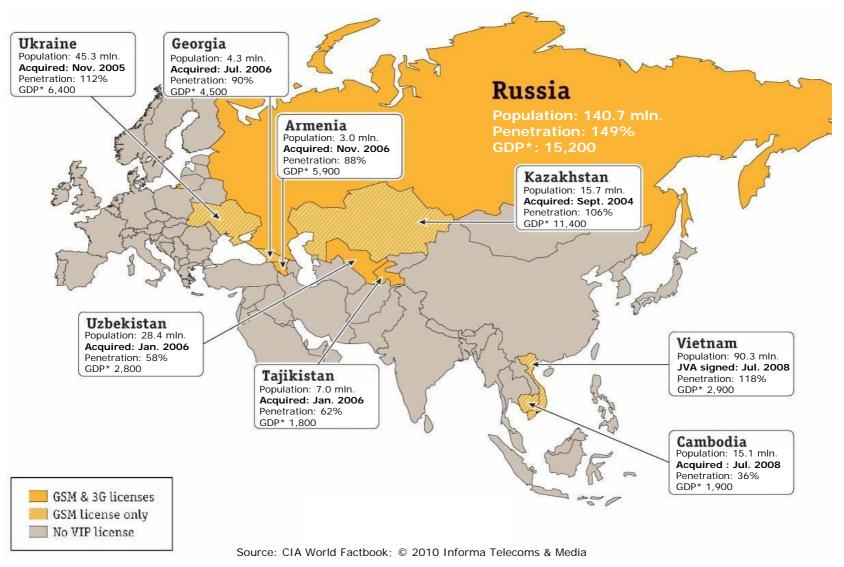
## **APPENDICES**





### **Map of Operations**





## **FOREX Development**

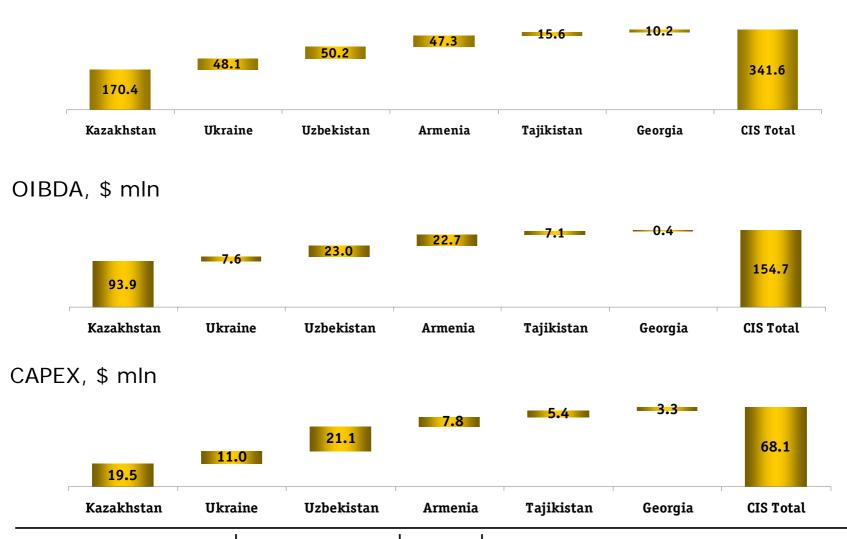


		1009			2009		3Q09		4009	
	Currency	Opening rate	Average Rate	Closing Rate	Average Rate	Closing Rate	Average Rate	Closing Rate	Average Rate	Closing Rate
	RUR	29.39	33.93	34.01	32.21	31.29	31.33	30.09	29.47	30.24
0	KZT	120.79	138.85	151.40	150.47	150.41	150.75	150.95	149.77	148.36
	UAH	7.70	7.70	7.70	7.66	7.63	7.82	8.01	7.99	7.99
	AMD	306.73	325.11	367.77	370.46	360.06	372.66	384.28	384.40	377.89
+ +	GEL	1.67	1.67	1.67	1.66	1.66	1.68	1.68	1.68	1.69

#### Composition of the CIS Business 4Q 2009

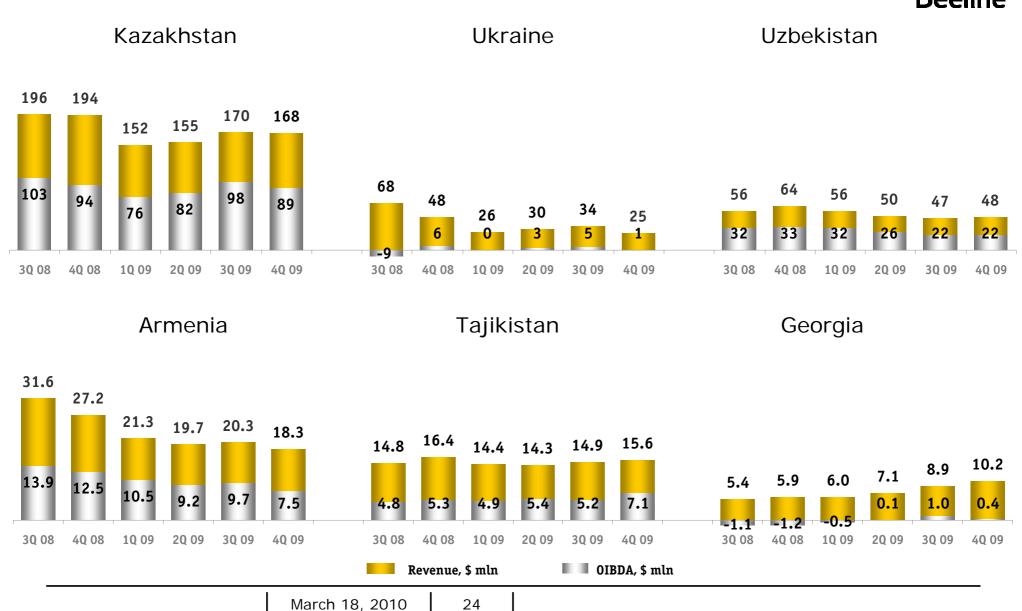


Revenues, \$ mln



### **CIS Mobile: Financial Highlights**

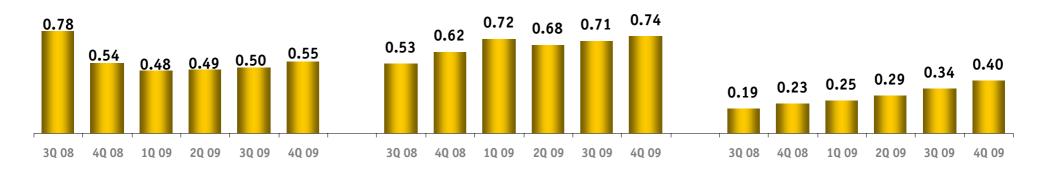




#### CIS Mobile: Subscribers, mln

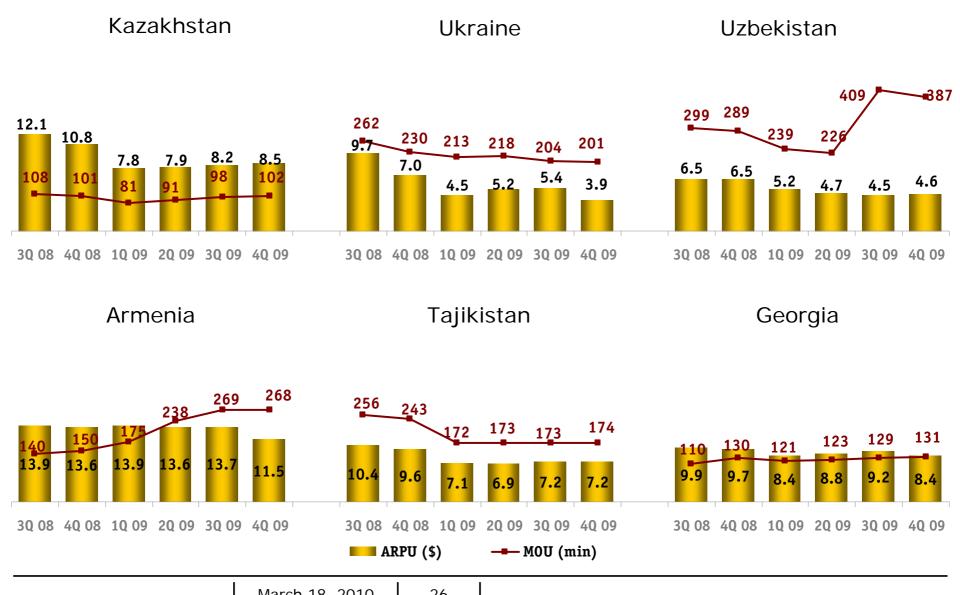






### CIS Mobile: ARPU & MOU Development





# Reconciliation of Consolidated OIBDA and OIBDA Margin (Unaudited)



	<u>Three months ended</u>								
(US\$ millions)	Dec 31, 2009	Sept 30, 2009	June 30, 2009	March 31, 2009	Dec 31, 2008	Sept 30, 2008			
	Reconciliation of OIBDA to operating income								
Adjusted OIBDA	1,088	1,148	1,088	949	1,124	1,388			
Depreciation	(393)	(366)	(326)	(309)	(379)	(400)			
Amortization	(87)	(71)	(70)	(73)	(94)	(98)			
Impairment loss	0	0	0	0	(443)	0			
Operating Income	608	711	692	567	208	890			

	Reconciliation of OIBDA margin to operating income as percentage of the new percentage o					
Adjusted OIBDA margin	47.1%	50.4%	50.7%	48.1%	44.0%	48.8%
Less: Depreciation as % of net operating revenues	(17.0%)	(16.1%)	(15.2%)	(15.7%)	(14.9%)	(14.1%)
Less: Amortization as % of net operating revenues	(3.8%)	(3.1%)	(3.3%)	(3.7%)	(3.7%)	(3.4%)
Less: Impairment loss as % of net operating revenues	0.0%	0.0%	0.0%	0.0%	(17.3%)	0.0%
Operating Income	26.3%	31.2%	32.2%	28.7%	8.1%	31.3%