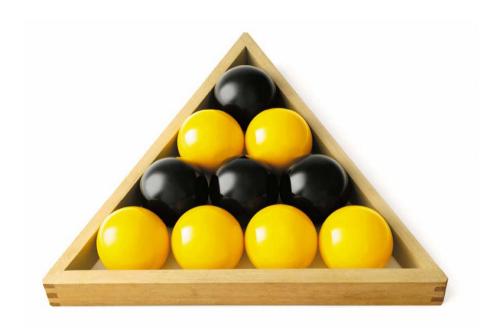
# VimpelCom Ltd 4Q10 and FY10 Presentation



Amsterdam March 29th, 2011

# 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 to 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 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 risk factors described in the Company's registration statement on Form F-4 filed with the U.S. Securities and Exchange Commission (the "SEC"), the Company's proxy statement furnished to the SEC on Form 6-K on February 15, 2011, OJSC VimpelCom's public filings with the SEC, including its Annual Report on Form 20-F for the year ended December 31, 2009, and other public filings made by the Company with the SEC, which risk factors are incorporated herein by reference. VimpelCom disclaims any obligation to update developments of these risk factors or to announce publicly any revision to any of the forward-looking statements contained herein, or to make corrections to reflect future events or developments.

# **Participants**



**Presentation** 

**Alexander Izosimov** 

President and Chief Executive Officer

Henk van Dalen

Chief Financial Officer

**Q&A Session** 

will be joined by:

Elena Shmatova Head of Russian operations

Dmitry Kromsky
Head of the CIS operations

Andrew Simmons
CFO of Ukrainian operations

Alexey Subbotin
Head of Investor Relations

## Corporate highlights



#### 4Q10 results

- Net operating revenues increased by 22.0% y-o-y to \$2.8 billion
- Adjusted OIBDA\* reached \$1.3 billion (up 15.0% y-o-y); consolidated OIBDA margin of 44.5%
- Net income attributable to VimpelCom Ltd was \$461.2 million (up 62.7% y-o-y)
- Net cash from operating activities was \$769.0 million (up 2.4% y-o-y)

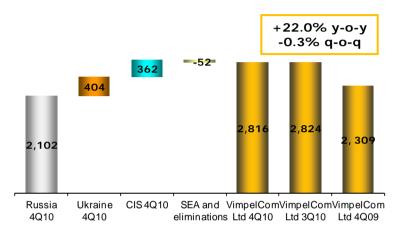
### 2010 full year results

- Number of mobile subscriptions increased to 92.7 million (up 43.5% y-o-y); broadband subscriptions grew to 3.8 million (up 66.2% y-o-y)
- Net operating revenues increased by 20.8% y-o-y to \$10.5 billion
- Adjusted OIBDA reached \$4.9 billion (up 15.4% y-o-y); consolidated OIBDA margin of 46.9%
- Net income attributable to VimpelCom Ltd was \$1.7 billion (up 49.2% y-o-y)
- Net cash from operating activities was \$3.7 billion (up 4.5 % y-o-y)
- Capex reached \$2.2 billion or 19.2% of revenues which is within the targeted range
- Net debt during the year decreased by \$0.7 billion
- · Interim dividends over 2010 declared and paid in the amount of \$850 million, final dividend for 2010 to follow

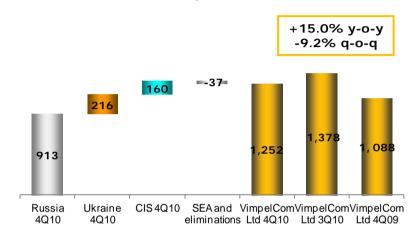
## Group 4Q10 Financial Highlights



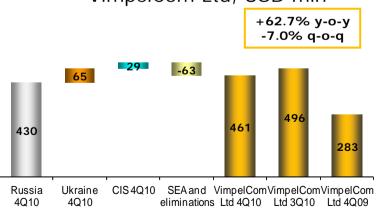
Revenue\*, USD mln



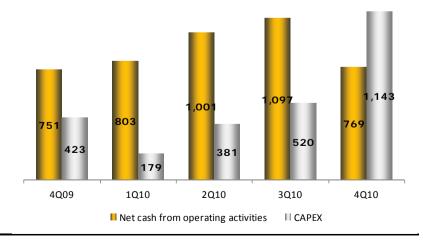
#### OIBDA\*\*, USD mln



# Net Income attributable to VimpelCom Ltd, USD mln



#### Net cash and Capex, USD mln



<sup>\*</sup> Herein refers to Net operating revenues

<sup>\*\*</sup> Adjusted OIBDA and Adjusted OIBDA margin are referred to as OIBDA and OIBDA margin, respectively

# **Group FY10 Financial Highlights**



Revenue\*, USD mIn

+20.8% y-o-y

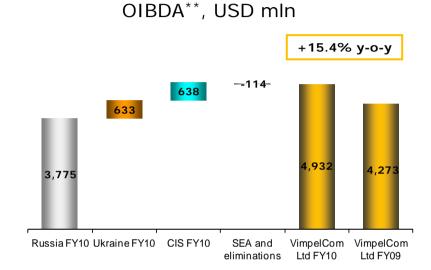
1,354

1,185

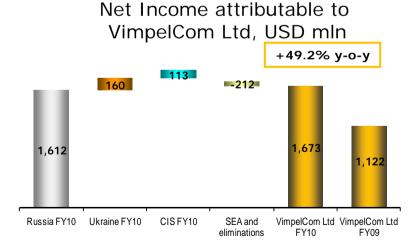
10,513

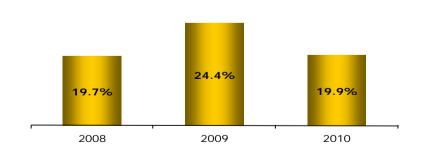
8,703

Russia FY10 Ukraine FY10 CIS FY10 SEA and eliminations Ltd FY10 Ltd FY19



ROCE, %





<sup>\*</sup> Refers to Net operating revenues

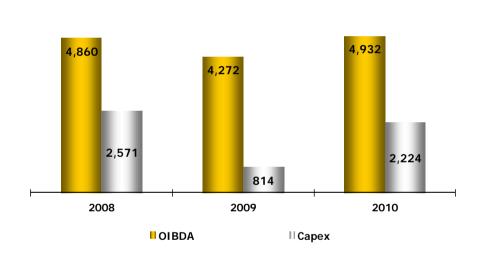
<sup>\*\*</sup> Adjusted OIBDA and Adjusted OIBDA margin are referred to as OIBDA and OIBDA margin, respectively

# **Group Financial Position**



#### Cash Flow Dynamics, USD mln

# Key Ratios and Indicators



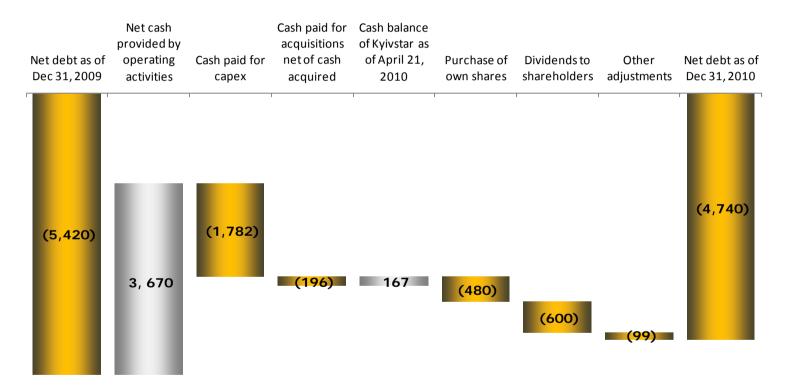
(francis)	Dec 31,	Dec 31,	Dec 31,
(\$ mln)	2010	2009	2008
Cash and Cash Equivalents	885	1,447	915
Total Assets	19,928	14,733	15,725
Total Debt	5,661	7,353	8,443
-Short-term	1,162	1,813	1,909
-Long-term	4,499	5,540	6,534
Equity and redeemable			
noncontrolling interest	11,335	5,017	4,610
OIBDA*	4,932	4,272	4,860
- Depreciation, amortization and impairment loss	2,079	1,694	2,324
- Operating income	2,852	2,578	2,536
Interest expense	540	599	496
Net cash from operating activities	3,670	3,513	3,422
Debt/OIBDA	1.1	1.7	1.7
OIBDA/Interest expense	9.1	7.1	9.8
Debt/Assets	0.28	0.50	0.54
Net Debt**	4,740	5,420	7,528

<sup>\*</sup> OIBDA represents adjusted OIBDA, which constitutes the sum of the lines: Operating income and Depreciation, amortization and impairment loss.

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

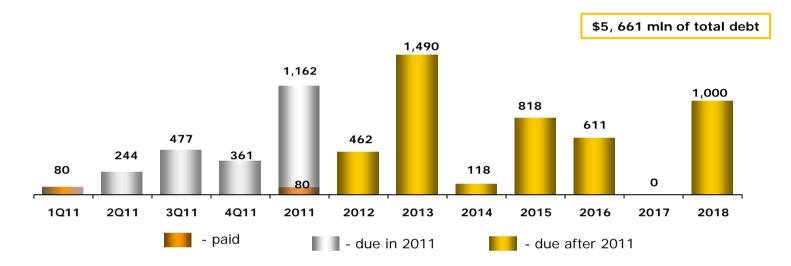


#### 2010 Development, USD million

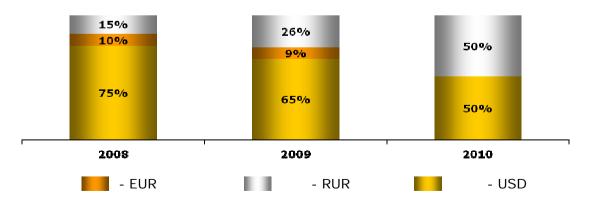




#### Debt Maturity Schedule, USD mln



#### **Debt Composition by Currency**





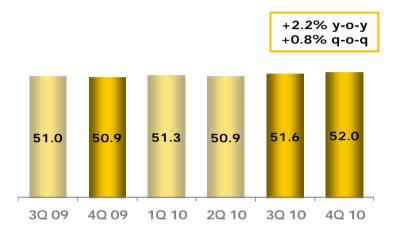
# Dividend policy: to distribute at least 50% of Free Cash Flow\* from Russian operations and Kyivstar

- Interim dividend of \$600 million or \$0.46 per ADS, declared and paid in December 2010
- Interim dividend of \$250 million or \$0.19 per ADS, declared and paid in March 2011
- Final dividend expected in the first half of 2011

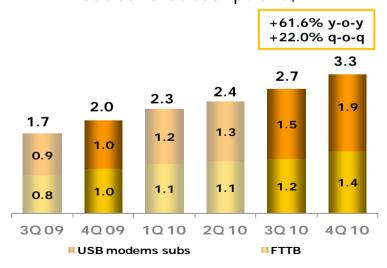
# Russia: Operating Highlights



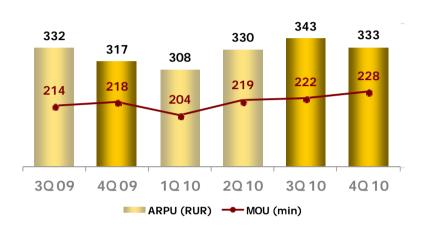
Mobile subscriptions, mln



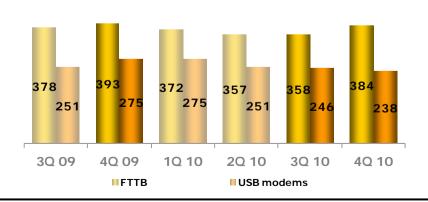
Broadband subscriptions, mln



ARPU and MOU



Broadband ARPU, RUR

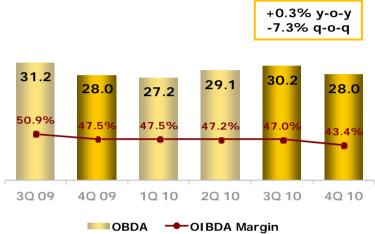


# Russia: Financial Highlights



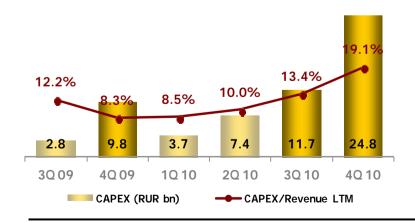
Revenue, RUR bn +9.7% y-o-y +0.4% q-o-q 64.5 64.3 58.8 61.2 57.4 61.7 10.5 10.7 9.9 9.9 9.5 53.8 53.8 51.3 51.8 47.9 48.9 3009 4009 1010 2010 3010 4010 ■ Mobile Fixed-line

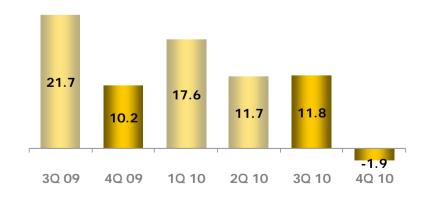
OIBDA (RUR bn) and OIBDA Margin



**CAPEX** 

Free Cash Flow, RUR bn

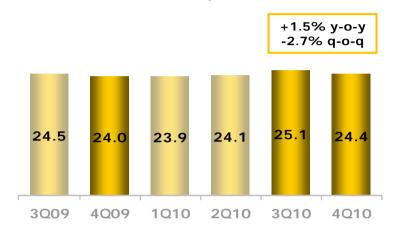




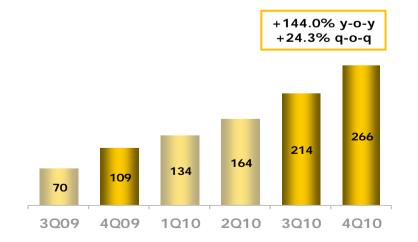
# Ukraine (pro-forma): Operating Highlights



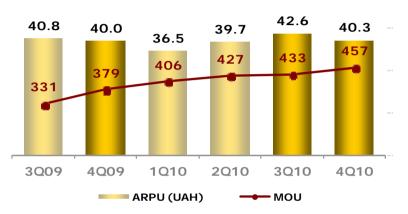
Mobile subscriptions, mln



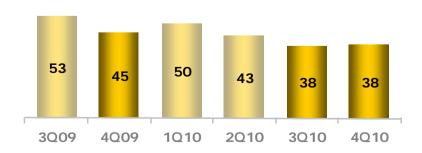
Fixed-line broadband subscriptions, '000



ARPU and MOU



Fixed-line broadband ARPU, UAH



# Ukraine (pro-forma): Financial Highlights

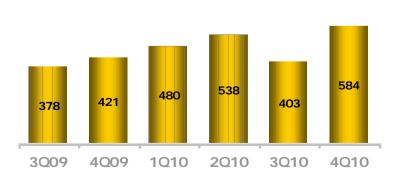


Revenue, UAH bn

+0.7% y-o-y
-5.0% q-o-q

3.2
2.9
3.0
3.4
3.2
3.2
3.0
4010

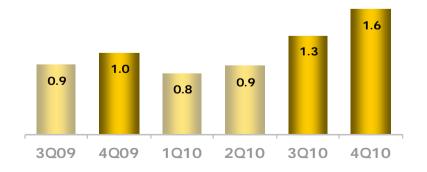
CAPEX, UAH mln



OIBDA (UAH bn) and OIBDA Margin



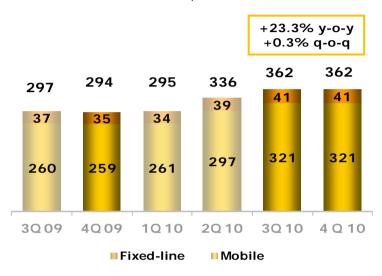
Free Cash Flow, UAH bn



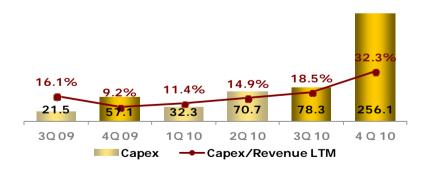
# CIS Operations\*



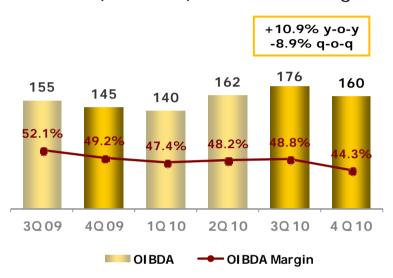
Revenue, USD mln



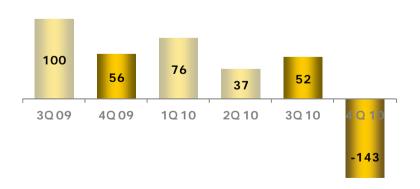
CAPEX, USD mln



#### OIBDA (USD mln)and OIBDA Margin



Free Cash Flow, USD mln



<sup>\*</sup> This segment includes our operations in Kazakhstan, Uzbekistan, Armenia, Kyrgyzstan, Tajikistan and Georgia.

#### South-East Asia



#### Vietnam





- 57% population coverage in a country with 89.5 mln people
- Operations in the 51 most populated provinces
- Development of alternative sales channels

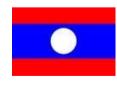
#### Cambodia





- 80% population coverage in a country with 15 mln people
- Active subscriber base above 0.65 mln
- 38% q-o-q revenue growth

#### Laos





- Coverage of 85% of urban and 32% of rural population
- 0.52 mln subscriptions as of the end of February 2011
- Market share of 26% in terms of subscriber base



- Solid financial performance by the Group
- Focus on growth acceleration in Russia
- Ukraine delivers on promises with market share recovery and synergies ahead of expectations
- Taking business to the next level through Wind Telecom deal





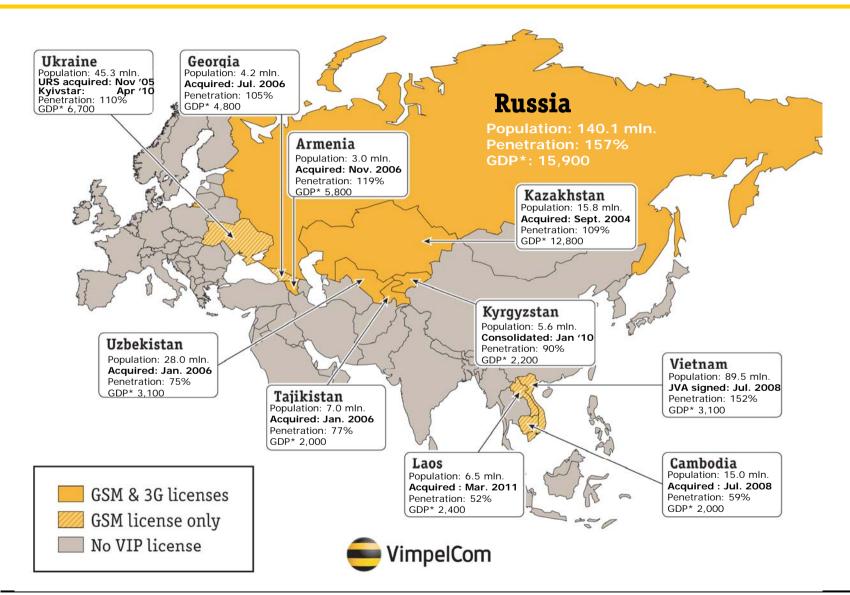
# FOREX Development



		1Q10			2010		3Q10		4010	
	Currency	Opening rate	Average rate	Closing rate	Average rate	Closing	Average rate	Closing rate	Average rate	Closing rate
	RUR	30.19	29.89	29.36	30.24	31.20	30.62	30.40	30.71	30.48
	UAH	7.99	7.99	7.93	7.92	7.91	7.90	7.91	7.93	7.96
	KZT	148.46	147.68	147.11	146.81	147.46	147.40	147.47	147.49	147.40
	AMD	377.89	384.26	400.50	384.49	367.50	365.57	361.31	360.72	363.44
+ +	GEL	1.69	1.72	1.75	1.80	1.84	1.84	1.81	1.77	1.77

## Map of Operations





<sup>\*</sup> CIA – The World Factbook Population and Penetration figures are provided by ©2011 Informa Telecoms &Media