# Creating Value Investing in the Future

**Investor Presentation October 2014** 









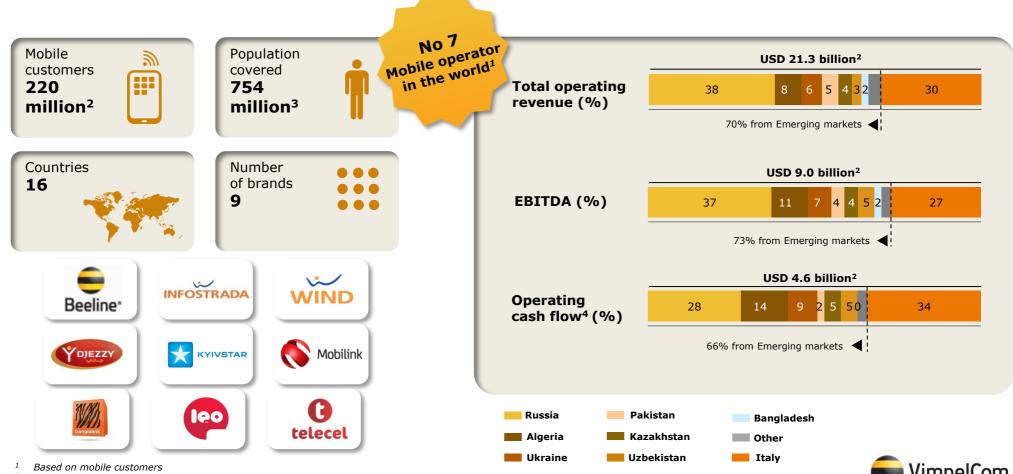


www.vimpelcom.com

iPad App



### A well diversified leading international mobile operator



Mobile customers as at 2Q14; Revenue, EBITDA and OCF (excluding one-offs) are LTM 2Q14

EBITDA less CAPEX excluding licenses

Population figures are provided by CIA - The World Factbook

### Experienced international management team





Rene Schuster Chief Operating Officer





Andrew
Davies
Chief
Financial
Officer



Anton Kudryashov Chief Strategy and Portfolio Officer



Yogesh Malik Chief Technology Officer



Anja Uitdehaag Chief Human Resources Officer



Mikhail Gerchuk Chief Commercial Officer



Scott Dresser General Counsel



Romano Righetti Chief Regulatory Officer

**HQ** Management



Mikhail Slobodin Russia



Maximo Ibarra Italy



Vincenzo Nesci Asia & Africa



Peter Chernyshev Ukraine



Mikhail Gerchuk CIS

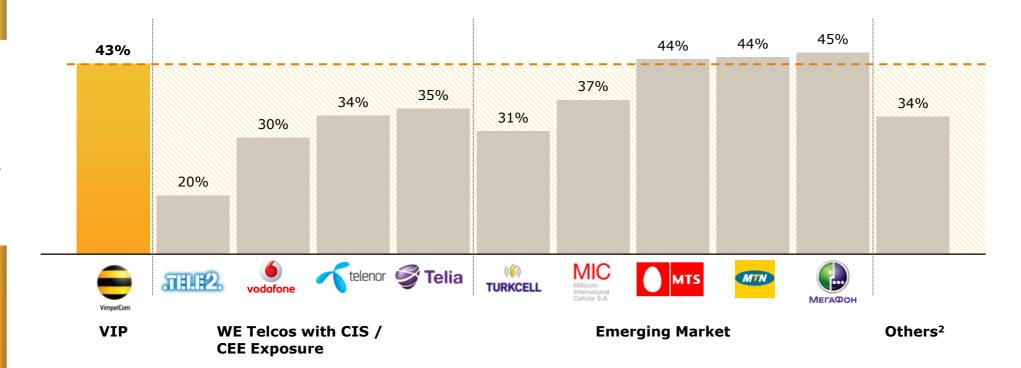


**Business Unit Management** 



### Strong EBITDA margin versus our global peers

**EBITDA Margin** (FY13)<sup>1</sup>





<sup>&</sup>lt;sup>1</sup> VIP EBITDA Margin, excluding write-off related to favorable Algeria resolution and write-off of fixed assets to operating expenses in Uzbekistan

<sup>4 2</sup> Others include a sample of more than 80 listed telecom operators in Developed, Emerging and Mixed Markets

#### Growth drivers

#### **External growth drivers**

- Customer growth from increase in mobile penetration
- Mobile data usage growth
- Continued emerging markets growth
- General economic recovery

#### **VimpelCom's positioning**

- Investing in high quality networks, 3G and 4G/LTE
- Attractive emerging markets portfolio solid market positions and high growth potential
- Significant upsides in penetration and usage in key markets
- Global partnership agreements in the new eco system









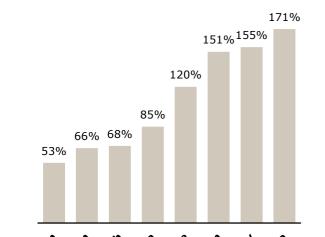


Well positioned to convert these drivers into value creation

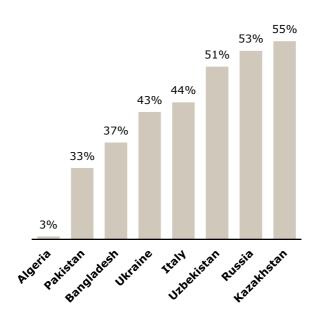


## Significant upside in terms of mobile penetration & data usage

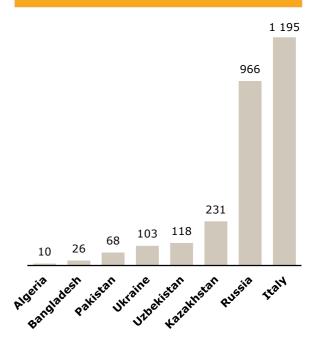
#### Mobile penetration<sup>1</sup> (%)



#### Mobile data penetration<sup>2</sup> (%)



#### Data usage<sup>2</sup> (MB / User)





<sup>&</sup>lt;sup>2</sup> Based on Company estimates 2Q14, where mobile data penetration = data subscribed users / mobile customers



### Financial performance 2Q14 negatively impacted by FX

USD million	2Q14	2Q13	YoY	
Revenue	5,067	5,718	(11%)	<ul> <li>Revenue declined of weakness in Italy,</li> </ul>
of which service revenue	4,861	5,440	(11%)	Ukraine and Pakista
EBITDA	2,076	2,425	(14%)	EBITDA declined org distribution costs in
EBITDA Margin	41.0%	42.4%	(1.4 p.p.)	and 3G investments
D&A/Other	(1,138)	(1,201)	(5%)	<ul> <li>Declining amortizati acquisition</li> </ul>
EBIT	938	1,224	(23%)	
Financial expenses	(533)	(521)	2%	
FOREX and Other	74	59	25%	
Profit before tax	479	762	(37%)	
Tax	(421)	(204)	n.m.	Mainly due to non-conon-deductible inter
Non-controlling interest	42	15	n.m.	
Net income <sup>1</sup>	100	573	n.m.	

- Revenue declined organically 6% YoY, mainly due to continued market weakness in Italy, underperformance and market slowdown in Russia, Ukraine and Pakistan and 3G delay in Algeria
- EBITDA declined organically 9% YoY, due to higher infrastructure and distribution costs in Russia, increasing frequency and utility costs in Ukraine and 3G investments in the Africa & Asia BU
- Declining amortization of intangible assets associated with the Wind Telecom acquisition

Mainly due to non-cash charges related to the refinancing of WIND and non-deductible interest expenses in Italy

#### 5.2 million new customers added in 2Q14



### Resilient cash flow

USD million	2Q14	2Q13	YoY
EBITDA	2,076	2,425	(349)
Changes in working capital and other	(160)	(243)	83
Net interest paid	(549)	(443)	(106)
Income tax paid	(265)	(347)	82
Net cash from operating activities	1,102	1,392	(290)
Net cash used in investing activities	(1,060)	(677)	(383)
Net proceeds from borrowings	960	(1,106)	2,066
Dividends paid to equity holders net of share capital issued and paid	-	(621)	621
Net cash from financing activities	960	(1,727)	2,687
Net increase in cash and cash equivalents	1,002	(1,012)	2,014



### Algeria resolution and WIND refinancing enhance earnings

- Refinanced EUR 8.0 billion of WIND's debt, annual interest savings of ~USD 0.4 billion
  - Funded by:
    - EUR 0.5 billion cash injection by VimpelCom
    - EUR 3.8 billion new Senior Notes
    - EUR 4.1 billion new Senior Secured Notes
- USD 4.0 billion net proceeds from Algeria resolution targeted for debt repayment, annual interest savings of ~USD 0.3 billion

Total annual net income improvement of ~USD 0.5 billion



### VimpelCom has an attractive emerging markets portfolio

#### 70% of revenues in emerging markets

#### Emerging market portfolio

	LTM 2Q14
Revenues	USD 14.8 bn
EBITDA <sup>1</sup>	USD 6.4 bn
CAPEX excl. licenses	USD 3.7 bn
Cash Flow <sup>1</sup>	USD 2.7 bn
Leverage <sup>2</sup>	1.4

- Solid market positions in our seven major markets:
  - #1 in 4 (UKR, ALG, PAK, UZB)
  - #2 in 2 (BAN, KAZ)
  - #3 in 1 (RUS)
- Strong cash flow generation
- Low leverage

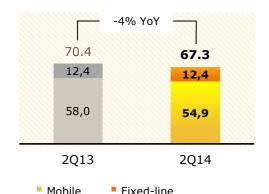
<sup>&</sup>lt;sup>1</sup> Excluding one-off charges related to the Algeria resolution and Uzbekistan fixed assets write-offs; Cash Flow = EBITDA - CAPEX

<sup>&</sup>lt;sup>2</sup> Net Debt / LTM 2Q14 EBITDA

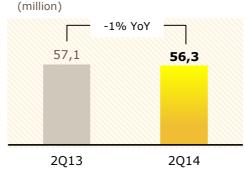
# Russia: Expected YoY pressure on 2Q14 results, while investing in high-speed data network and distribution

RUB BILLION, UNLESS STATED OTHERWISE

#### Service revenue

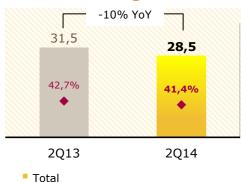


#### **Mobile customers**



Mobile

### EBITDA and EBITDA margin



### CAPEX and CAPEX/revenue



- Mobile data revenue grew 17% YoY
- Mobile service revenue decreased 5%
   YoY, driven by measures taken to
   improve Customer Experience, e.g.
   reducing unrequested services from
   content providers to Beeline customers
- EBITDA margin decreased 1.3 pp due to lower revenue and investments in network and owned monobrand stores
- CAPEX increased due to investments in 3G and 4G/LTE networks



### Russia: Improved network quality and customer experience



## Continued investments in high-speed data networks

- Demand driven investments
- Offering 4G/LTE in 22 regions
- Avg. download speed 3.5 Mb/s<sup>1</sup> in Moscow & Moscow Oblast, 2.8 Mb/s<sup>1</sup> in Russia
- Moscow: #1 in voice quality & #2 in mobile data speed
- #1 or #2 in 75% of regions<sup>1</sup> in mobile data speed



## 4G/LTE co-branded smartphone

- Best value for money 4G/LTE smartphone in the market RUB 7,990
- Co-branded Alcatel handset
- In combination with bundled tariff plans only



#### **Shared data service**

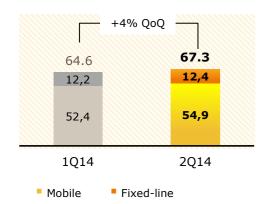
Offering the option of multiple SIM cards for one account, making it convenient for customers to manage their data account across multiple devices



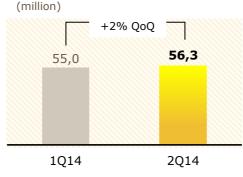
### Russia: Positive QoQ developments in 2Q14 Results of actions taken to improve customer experience

RUB BILLION, UNLESS STATED OTHERWISE

#### Service revenue

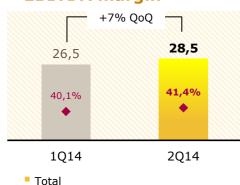


#### Mobile customers

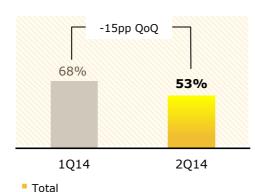


Mobile

### EBITDA and EBITDA margin



#### **Annualized Churn**



- Relative outperformance QoQ versus competition
- 1.3 million new mobile customers QoQ
- Annualized churn decreased to 53%, the lowest level in 3 years
- Net Promoter Score improved relative to competitors
- Improving market position QoQ in mobile data customers
- YoY pressure on results expected to continue for remainder of 2014, but with improving trend by 4Q14

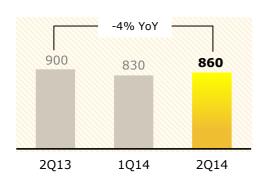


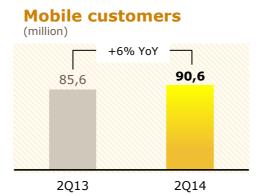
# Africa & Asia: Investments in 3G networks to drive future revenue growth

**USD MILLION, UNLESS STATED OTHERWISE** 

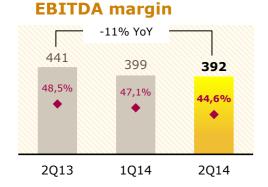
#### Service revenue

**EBITDA** and





### CAPEX and CAPEX/revenue





- Revenue and EBITDA organically declined YoY, mainly due to Algeria and Pakistan
- Mobile customer growth of 5.0 million YoY supported by strong additions in Bangladesh and solid growth in Algeria and Pakistan
- Investments in high-speed data:
  - 3G network roll-out in Algeria and Bangladesh
  - 3G license and network roll-out as well as network modernization in Pakistan
- Commercial launch of 3G services in Algeria and Pakistan in July 2014



## Algeria: Successful 3G launch, supporting the return to growth and market share stabilization in 2H14

Resolution in Algeria – closing expected by the end of year
VimpelCom maintains management control with a strong and committed local partner



### Successful 3G launch

- 3G services in the seven main provinces, including the capital, 40% coverage of revenue market
- EoY14: 19 provinces coverage
- EoY15: national coverage



### **3G offers for high-value customers**

- High-end postpaid bundle (voice& data), packaged with a smartphone
- More than 100K customers in the first month of launch



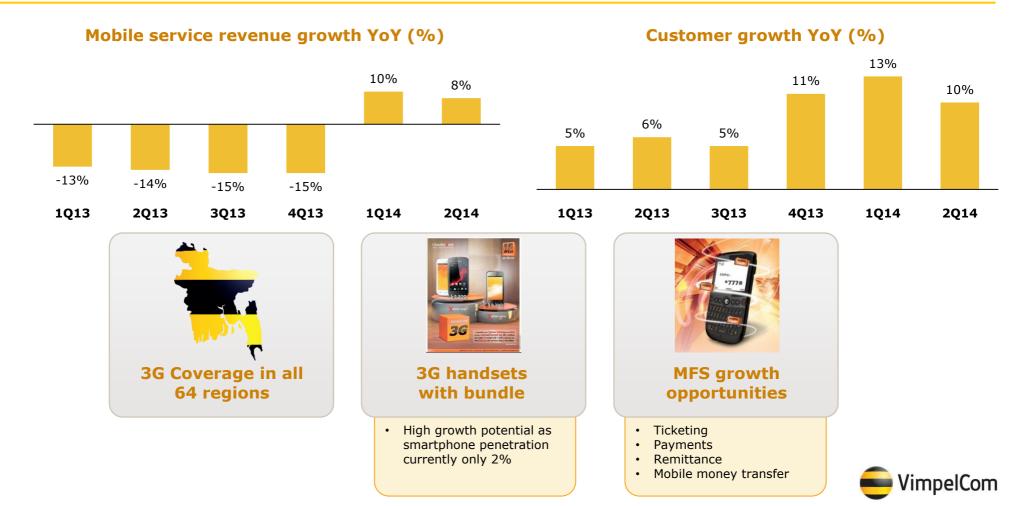
#### **Other Unique 3G offer**

Amigo: weekly data pack, 200 Mb for DZD 150, including unlimited access to social networks

Djezzy proven to be the preferred choice of Algerians with its superior network quality, best customer service and unique commercial offers



### Bangladesh: Successful turnaround and 3G launched



### Pakistan: Addressing the underperformance

#### Issues:

- Challenging political and macro-economic environment
- Aggressive competition on pricing of bundles and on-net offers
- Network congestion limiting our pricing flexibility
- Delay of network modernization

#### Actions:

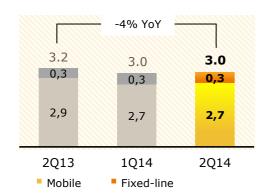
- Jeffrey Hedberg appointed as CEO
- 3G launched in 11 cities
- Network modernization to be completed by 1Q15
- Enhancing bundles to reduce price premium
- New promotions and retention campaigns
- Aggressive retail footprint rollout to fuel MFS revenue growth



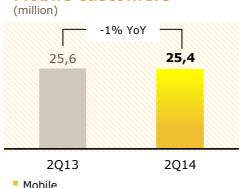
#### Ukraine: Transformation on track in a difficult environment

#### **UAH BILLION, UNLESS STATED OTHERWISE**

#### Service revenue

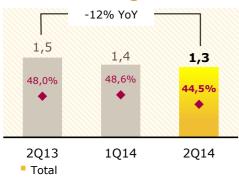


#### **Mobile customers**

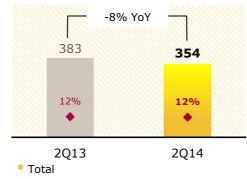


- Transformation program on track, showing improving NPS and declining churn
- Financial results negatively impacted by customer's more conservative spending
- Mobile data revenue growth 11% YoY
- EBITDA declined due to doubling of frequency fees and higher utility costs
- Resilient cash flow, facilitating regular dividend upstreams, with cash flow margin of 33%
- Environment expected to remain challenging in 2014

### EBITDA and EBITDA margin





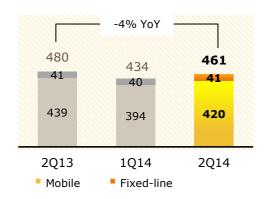




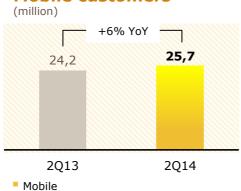
### CIS: Continued organic growth in 2Q14

USD MILLION, UNLESS STATED OTHERWISE

#### Service revenue

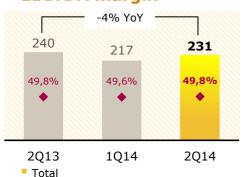


#### **Mobile customers**

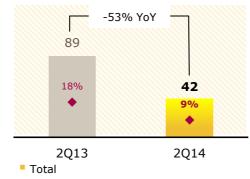


- Mobile service revenue increased organically 5% YoY
- Mobile data revenue growth of 24% YoY
- Mobile customers increased by 1.5 million YoY, primarily due to the growth in Kazakhstan
- EBITDA increased 5% organically YoY, mainly due to Kazakhstan and Uzbekistan
- CAPEX decline due to phasing of investments in Kazakhstan and Uzbekistan and high CAPEX for capacity in Uzbekistan in prior year

### EBITDA and EBITDA margin

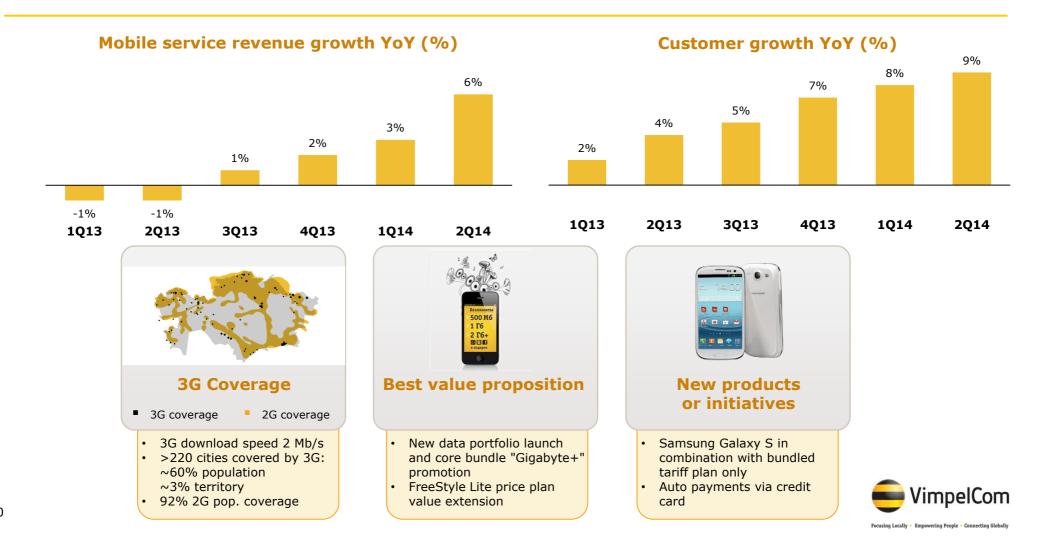


### CAPEX and CAPEX/revenue





### Kazakhstan: Successful turnaround



### Italy: strong value creation opportunity



#### **Italy**

- MTR reductions completed, signs of stabilization in the competitive environment
- Strong management team & WIND brand
- Successful refinancing of WIND most expensive debt in 1H 2014
- Carefully watching:
  - Industry developments
  - Strategic opportunities



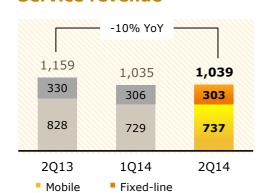
#### **Continued market outperformance**



### Italy: Continued market outperformance in 2Q14

EUR MILLION, UNLESS STATED OTHERWISE

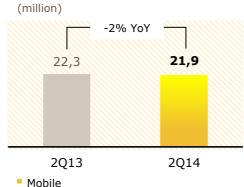
Service revenue





CAPEX and

Total

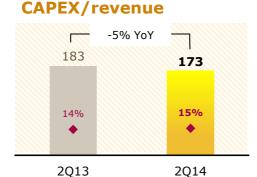


#### Increased mobile market share, without aggressive pricing

- Best in class Net Promoter Score
- Annualized churn reduced to 30%, the lowest in more than 2 years
- Strong mobile data revenue growth of 18% YoY
- Mobile data customers up 27% YoY to 9.7 million
- EBITDA margin improved due to strong cost management
- Market expected to remain challenging in 2014 but with improving trend in 2H14

### EBITDA and EBITDA margin







### 2014 targets confirmed

	Targets¹ 2014
Revenue	Low to mid single digit decline YoY
EBITDA	Low to mid single digit decline YoY
Leverage (Net Debt / EBITDA)	~2.4x
CAPEX excl. licenses / Revenue	~21%



### Summary 2Q14

- Results impacted by operational performance and macro economics in Russia, Ukraine and Pakistan, market weakness in Italy and 3G delay in Algeria
- Focus on investments in quality networks and customer experience demonstrating clear results
- Transformation in Russia and Ukraine on track
- Strengthening position in Italy, Bangladesh and CIS
- Net income improvement of USD 0.5 billion per annum from expected favorable resolution in Algeria and successful refinancing of WIND
- Successfully launched 3G in Algeria
- Strong cash flow generation, used to invest in high-speed data networks
- Strengthened management team



## Appendices



### Achieving business excellence





### Group value add





Capex synergies





Global partnerships



Roaming



**Talent** 



### Sharing best practices

MNP experiences

**Store design** 

eBusiness: self-care harmonization

B2B campuses

Sales incentive schemes

Customer experience programs

Learnings from 3G and LTE launches

Call centre processes



### Dividend policy to support deleverage and investments

More long-term value in deleveraging and investing in high quality, 3G and 4G networks to capture high mobile data growth

Future dividends of 3.5 US cents per share per annum until targeted leverage of less than 2.0 net debt / EBITDA achieved





### VimpelCom Ltd. ownership structure\*

Shareholder	Total Economic Common DRs and shares	% Economic rights	Preferred shares	Total voting DRs and shares	% of voting rights
Telenor <sup>(1)</sup>	580 578 840	33.0%	305 000 000	885 578 840	43.0%
LetterOne <sup>(2)</sup>	986 572 563	56.2%	-	986 572 563	47.9%
Minority Shareholders	189 579 732	10.8%	-	189 579 732	9.2%
Total	1 756 731 135	100%	305 000 000	2 061 731 135	100%

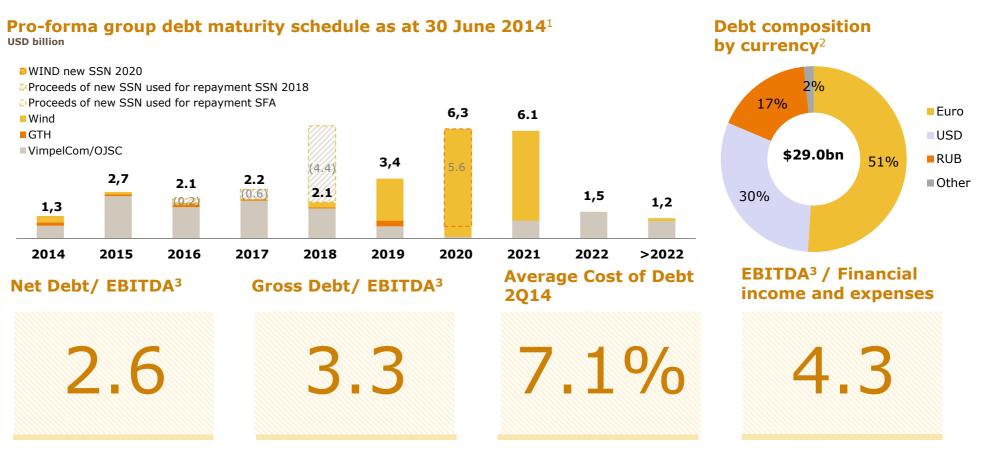


<sup>\*</sup> Certain amounts and percentages that appear in this table have been subject to rounding adjustments. As a result, certain numerical figures shown as totals may not be exact arithmetic aggregations of the figures that precede or follow them.

<sup>(1)</sup> As reported on Schedule 13D, Amendment No. 27, filed on June 5, 2014, by Telenor East Holdings II AS with the SEC, Telenor East Holdings II AS is the beneficial owner of 580,578,840 common shares and 305,000,000 preferred shares.

<sup>(2)</sup> As reported on Schedule 13D, Amendment No. 15, filed on February 19, 2014, by Altimo Coöperatief with the SEC, Altimo Coöperatief was (as of the date of filing) the beneficial owner of 986,572,563 common shares. LetterOne Holding S.A. ("LetterOne") indirectly holds 100% of the membership interests in Altimo Coöperatief and, in such capacity, may be deemed to be the beneficial owner of the common shares held for the account of Altimo Coöperatief. LetterOne is a Luxembourg company, with its principal business to function as a holding company.

### Improved maturity profile



- 1. The WIND Group refinancing in July 2014 has been reflected as a pro-forma adjustment in the graph
- 2. After effect of cross currency swaps. Gross debt excluding effect of cross currency swaps is \$29.0bn but composition per currency will be different
- 3. Normalized LTM EBITDA excluding one-off charges related to the Algeria resolution



### Pro forma¹ debt as per 30 June 2014

VimpelCom Group				
	Gross Debt (USD billion)			
VIP	5.5			
OJSC Group	7.7			
Wind Group	14.9			
GTH Group	0.9			
Gross Total	29.0			
Total Cash <sup>2</sup>	5.8			
Net Debt	23.2			
Net Debt/LTM EBITDA <sup>3</sup>	2.6			

Wind Group					
	Gross Debt (USD billion)				
Senior bank loan	2.4				
Debt to Government	0.3				
Annuity	0.1				
RCF	0.3				
Other debt	0.1				
SSN 2019/2020	0.8				
SSN 2020 (2 <sup>nd</sup> refinancing)	5.6				
SN 2021	5.2				
<b>Total Wind Group</b>	14.9				



 $<sup>1.\</sup> Pro\ Forma\ for\ group\ debt\ maturity\ schedule\ as\ at\ 30\ June\ 2014\ reflects\ recent\ 2^{nd}\ WIND\ refinancing$ 

<sup>2.</sup> including short term deposits and cash equivalents

<sup>3.</sup> Normalized LTM EBITDA excluding one-off charges related to the Algeria resolution and fixed assets write off to operating expenses in Uzbekistan

### Business dashboard 2Q14

YoY dynamics

Russia			
Revenue	(7%)	RUB 68.7 bn	EBITDA
EBITDA	(10%)	RUB 28.5 bn	margin 41.4%
Mobile Customers	(1%)	56 mln	
Mobile ARPU	(4%)	RUB 326	

Italy			
Revenue	(9%)	EUR 1.1 bn	EBITDA
EBITDA	(8%)	EUR 0.4 bn	margin 38.0%
Mobile Customers	(2%)	22 mln	
Mobile ARPU	(10%)	EUR 11	

Total revenue split (%)					Russia Italy
37	37 31 8 7 <mark>5 4</mark> 33				
EBITI	EBITDA split (%)				
35	27	11 8	5 5	42	Uzbekistan  Bangladesh

Ukraine			
Revenue	(5%)	UAH 3.0 bn	EBITDA margin
EBITDA	(12%)	UAH 1.3 bn	44.5%
Mobile Customers	(1%)	25 mln	
Mobile ARPU	(2%)	UAH 36	

Kazakhstan			
Revenue	8%	KZT 33.9 bn	EBITDA margin
EBITDA	10%	KZT 16.5 bn	48.7%
Mobile Customers	9%	10 mln	
Mobile ARPU	(4%)	KZT 1058	

Uzbekistan			
Revenue	7%	USD 179 mln	EBITDA
EBITDA	6%	USD 115 mln	margin 64.2%
Mobile Customers	2%	10 mln	
Mobile ARPU	6%	USD 6.0	

Algeria			
Revenue	(6%)	DZD 34 bn	EBITDA margin
EBITDA	(15%)	DZD 19 bn	54.5%
Mobile Customers	4%	18 mln	
Mobile ARPU	(11%)	DZD 648	

Pakistan			
Revenue	(8%)	PKR 26 bn	EBITDA
EBITDA	(16%)	PKR 10 bn	margin 38.9%
Mobile Customers	4%	39 mln	
Mobile ARPU	(14%)	PKR 214	

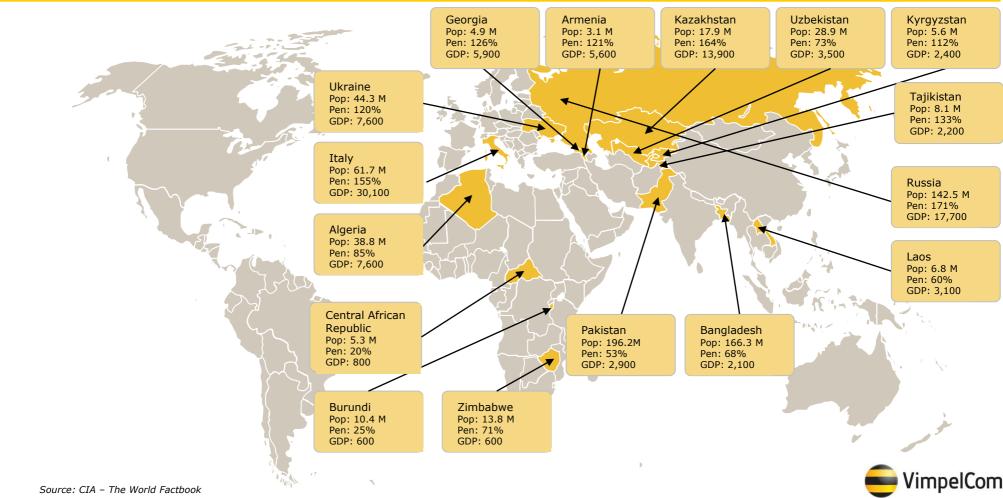
Bangladesh			
Revenue	9%	BDT 11 bn	EBITDA
EBITDA	12%	BDT 4 bn	margin 38.2%
Mobile Customers	10%	30 mln	
Mobile ARPU	(4%)	BDT 121	



### Market Overviews



### A truly international telecoms operator



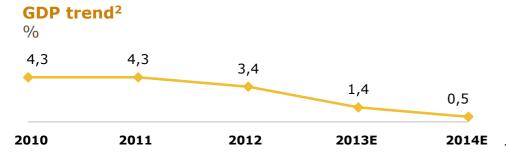
### Competitive situation and market trends - Russia

#### Mobile<sup>1</sup>

- ~90 % pre-paid market
- ~ 171% penetration
- 3 major players (Megafon, MTS and VimpelCom) with comparable market shares
- ARPU ~USD 10
- 4G launched in 2013 in major cities

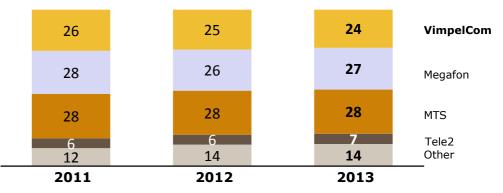
#### Fixed<sup>1</sup>

- Rostelecom is still dominant market leader (~42 % subs market share incl. daughter companies)
- Voice traffic declining due to fixed-to-mobile substitution
- Residential broadband penetration  $\sim 50\%$  and still growing by  $\sim 1\%$  per quarter



#### **Mobile Market Share<sup>1</sup>**

(on service revenue), %



### Fixed Broadband Market Share<sup>1</sup>

(on subs), %

9 11 27	10 11 28	10 10 30	VimpelCom Er-Telecom MTS Other
43	41	42	Rostelecom
2011	2012	2013	

VimpelCom

Source: Informa

<sup>36 &</sup>lt;sup>2</sup> Source: RosStat, Ministry of Economic Development of Russia, Prime Minister of Russia as of December 2013

## Competitive situation and market trends - Italy

#### **Mobile**

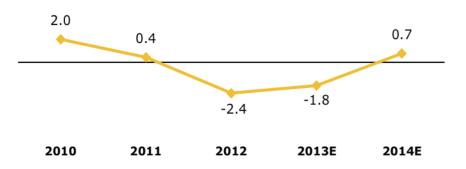
- ~ 80 % pre-paid market
- ~ 155% penetration
- 4 major players: TIM, Vodafone, WIND and H3G
- 35% smartphone penetration on SIM cards

#### **Fixed**

- Telecom Italia still the incumbent
- Broadband penetration on total lines ~ 65%
- Fixed to mobile substitution

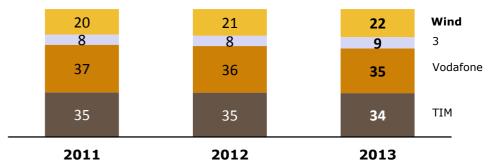
### **GDP** trend<sup>3</sup>

%



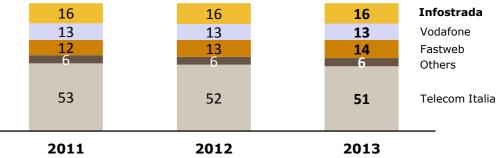
### **Mobile Market Share<sup>1</sup>**

(on revenue), %



### Fixed Broadband Market Share<sup>2</sup>

(on lines), %



- Source: from official declaration; excluding MVNO
- 2. Source: from official declaration
- Source: ISTAT



## Competitive situation and market trends - Ukraine

#### **Mobile**

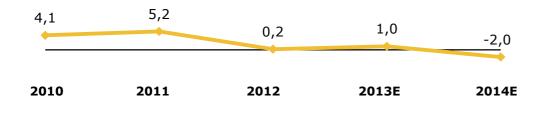
- Major players are Kyivstar, MTS and Astelit ("Life" brand)
- Kyivstar is the leading integrated operator with #1 in mobile and #2 in fixed residential broadband
- Penetration ~120%, ~87% pre-paid market
- Mostly bucket pricing with high MOU of ~500
- In absence of large scale 3G, CDMA players grew data revenues to ~8% of mobile revenues

#### **Fixed**

- Major competitors: Ukrtelecom (incumbent), Volia, Vega, Datagroup
- Fixed broadband growth >20%; fragmented market with potential for consolidation

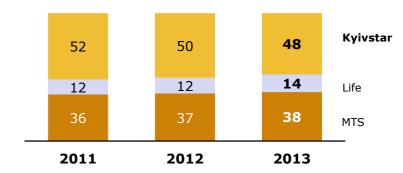
### GDP trend<sup>1</sup>

%



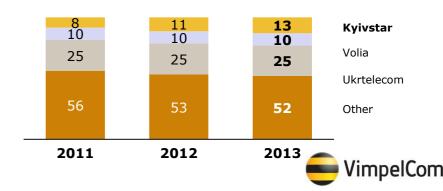
## **Mobile Market Share**

(on revenue), %



### **Fixed Broadband Market Share**

(on revenue), %



## Competitive situation and market trends - Kazakhstan

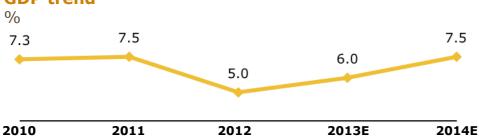
### Mobile<sup>1</sup>

- 151% penetration
- 2 major players (VimpelCom, KCell) with cumulative MS 91%, 3d player is discounter (Tele2)
- ARPU \$7
- 3G launched by all players, 4G network introduced only by Altel (government owned)

### Fixed<sup>3</sup>

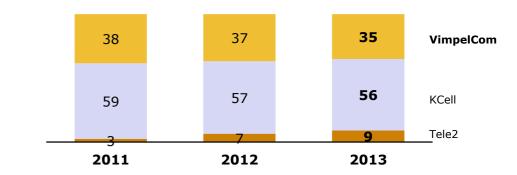
- Residential broadband is the main revenue growth contributor to the fixed market
- Residential broadband penetration ~30% and still growing
- Kazakhtelecom is still dominant incumbent (with ~84 % subs market share)
- Voice is expected to decrease due to FMS and voice over broadband substitutes

### GDP trend<sup>2</sup>



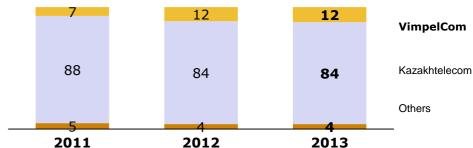
## Mobile Market Share<sup>1</sup>

(on revenue), %



## Fixed Broadband Market Share<sup>3</sup>

(on subs), %



- Source: Official publications (Beeline revenue is calculated as mobile standalone)
- <sup>2</sup> Source: National Statistic Committee as of December 2013
- <sup>3</sup> Source: Delta Partners analyses



## Competitive situation and market trends - Uzbekistan

#### **Mobile**

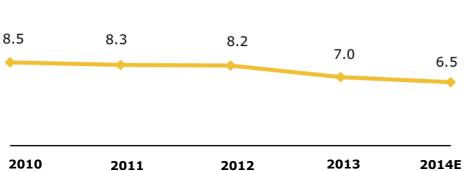
- 66% penetration
- 2 major players: VimpelCom, UCell, MTS entrance expecte in 4Q14
- ARPU \$5
- 3G launched by two operators

### **Fixed**

Uzbektelecom is still dominant incumbent (with ~98 % subs market share)

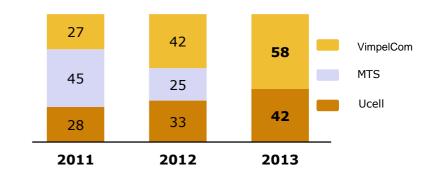
### GDP trend<sup>1</sup>

%



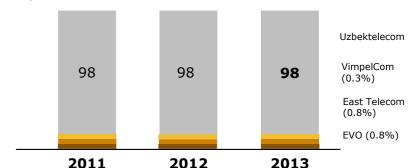
## **Mobile Market Share<sup>2</sup>**

(on revenue), %



## **Fixed Broadband Market Share<sup>3</sup>**

(on subs), %



Source: www.imf.org

<sup>&</sup>lt;sup>2</sup> Source: www.vimpelco<u>m.com</u>, <u>www.mts.ru</u>, www.teliasonera.com

<sup>&</sup>lt;sup>3</sup> Source: Local estimation

## Competitive situation and market trends - Algeria

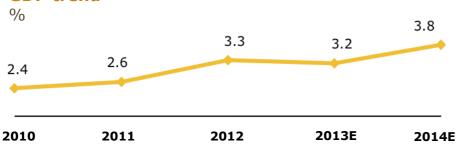
### **Macro Environment:**

- Government, trade and agricultural sectors account for over 60% of GDP
- 28% of the population is under 15 years old
- Presidential elections expected to commence in April 2014

#### Mobile:

- 85% penetration
- 3 market players
- 3G launched

## GDP trend<sup>2</sup>



## **Mobile Market Share<sup>1</sup>**





Source: Market share as provided by the regulator as of November 30, 2013

<sup>&</sup>lt;sup>2</sup> Source: World Bank as of December 2013

## Competitive situation and market trends - Pakistan

#### **Macro Environment:**

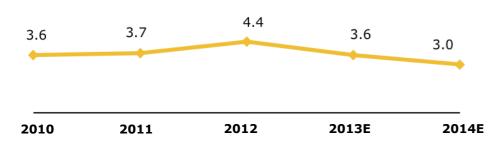
- Continued devaluation of the Rupee against the USD
- Power shortfalls persist
- 34% of the population under 15 years old
- New government elected and in place since May 2013, working on achieving political stability and economic reform

### Mobile:

- 53% penetration
- 5 market players
- 3G launched

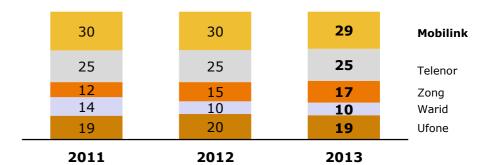
### **GDP** trend<sup>2</sup>

%



## **Mobile Market Share<sup>1</sup>**

(on revenue), %





<sup>2</sup> Source: World Bank as of December 2013

Source: Company's estimations

## Competitive situation and market trends - Bangladesh

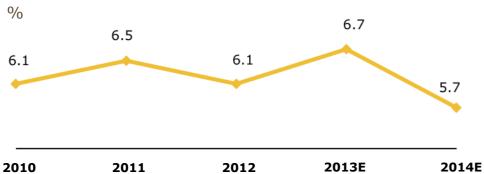
### **Macro Environment:**

- The world's highest population density
- 33% of the population under 15 years old
- BDT continued to appreciate against the USD
- Elections and political instability

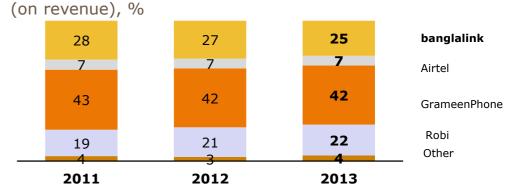
### **Mobile:**

- 68% penetration
- 3 main players in the market
- 3G launched

## GDP trend<sup>2</sup>









Focusing Locally . Empowering People . Connecting Globally

Source: Company's estimations

<sup>&</sup>lt;sup>2</sup> Source: World Bank as of December 2013

## Competitive situation in rest of CIS

#### **Tajikistan**

 4 GSM competitors (Beeline 3rd), 2G penetration 133%,3G operations first in CIS, low data usage, collaboration with BU Russia for migrant Subs



#### Kyrgyzstan

 3 GSM competitors (Beeline 1st), penetration 112%, 3G developing fast, EBITDA margin leader together with growth



#### Armenia

- 3 international competitors in GSM: Beeline 2nd, MTS (Russian competitor subsidiary) is 1st, Orange is 3rd
- 2G penetration 121%, 3G operations, LTE license MTS high data usage
- Beeline fixed monopoly, stagnating voice, ADSL as fixed BB, growing competition urges for FTTx



### Georgia

 3 GSM competitors (Beeline – 3rd and growing), 2G penetration 126%, 3G operations by competitors, 80+% coverage, liberal economy





# Reconciliation Tables and Forex



## Sensitivity to FOREX movements

	FY13		FOREX sensitivities <sup>1</sup>			
USD billion	figures		RUB vs. USD +/-10%	EUR vs. USD +/-10%	UAH vs. USD +/-10%	
Revenue	22.5	Average	4%	3%	1%	
EBITDA	9.6	FOREX	4%	2%	1%	
Gross Debt	27.5	Year-end FOREX	2%	5%	n.a.	
Net Debt	22.6		2%	6%	n.a.	



# FOREX rates used in annual targets 2014

	Currency	FX rates versus USD
Algeria	DZD	81
Armenia	AMD	420
Bangladesh	BDT	80
Egypt	EGP	8.0
Georgia	GEL	1.8
<b>Italy</b> Italy	EUR	0.74
Kazakhstan	KZT	190
Kyrgyzstan	KGS	55
Laos	LAK	8,000
Pakistan	PKR	110
Russia	RUB	36
Ukraine	UAH	10.5
Zimbabwe	ZWD	325



# FOREX development

### RATES OF FUNCTIONAL CURRENCY TO USD

	Average rates			Closing rates			
	2Q14	2Q13	YoY	2Q14	1Q14	YoY	
Russian Ruble	35.00	31.62	(9.7%)	33.63	35.69	6.1%	
Euro	0.73	0.77	5.0%	0.73	0.73	(0.1%)	
Algerian Dinar	78.95	79.14	0.2%	79.25	78.54	(0.9%)	
Pakistan Rupee	98.29	98.49	0.2%	98.72	98.19	(0.5%)	
Bangladeshi Taka	77.57	77.88	0.4%	77.60	77.60	-	
Ukrainian Hryvnia	11.70	7.99	(31.7%)	11.82	10.95	(7.4%)	
Kazakh Tenge	182.63	151.14	(17.2%)	183.51	182.04	(0.8%)	
Armenian Dram	412.87	414.74	0.5%	407.28	413.31	1.5%	
Kyrgyz Som	53.07	48.30	(9.0%)	52.06	54.48	4.6%	



## Reconciliation of EBITDA

USD mln	2Q14	2Q13	1H14	1H13
Unaudited				
EBITDA	2,076	2,425	4,164	4,773
Depreciation	(742)	(748)	(1,500)	(1,514)
Amortization	(379)	(438)	(773)	(892)
Impairment loss	(2)	(4)	(2)	(22)
Loss on disposals of non-current assets	(15)	(11)	(26)	(14)
EBIT	938	1,224	1,863	2,331
Financial Income and Expenses	(491)	(521)	(1,004)	(1,022)
- including finance income	63	27	77	49
- including finance costs	(554)	(548)	(1,081)	(1,071)
Net foreign exchange gain / (loss) and others	32	59	(134)	(4)
- including Other non-operating gains / (losses)	17	43	(20)	17
- including Shares of loss of associates and joint ventures accounted for using the equity method	(6)	(18)	(43)	(83)
- including Net foreign exchange gain / (losses)	21	34	(71)	62
EBT	479	762	725	1,305
Income tax expense	(421)	(204)	(594)	(417)
Profit for the year	58	558	131	888
Profit/(loss) for the year attributable to non-controlling interest	(42)	(15)	(8)	(93)
Profit for the year attributable to the owners of the parent	100	573	139	981



## Reconciliation of consolidated net debt

USD mln	2Q13	1Q14	2Q14
Net debt	22,622	22,434	23,242
Cash and cash equivalents	4,551	4,540	5,505
Long-term and short-term deposits	213	419	275
Gross debt	27,386	27,393	29,022
Interest accrued related to financial liabilities	574	434	432
Unamortised fair value adjustment under acquisition method of accounting	718	625	111
Other unamortised adjustments to financial liabilities (fees, discounts etc.)	38	17	(139)
Derivatives not designated as hedges	474	238	265
Derivatives designated as hedges	172	271	319
Total other financial liabilities	29,362	28,978	30,010



## 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, among other things, the Company's anticipated performance, its expectation to close and derive benefits from the Algeria transaction, anticipated interest cost savings, its 2014 annual targets, operational and network development and anticipated benefits from network investment, and the Company's ability to realize its strategic initiatives in the various countries of operation. The forward-looking statements included in this presentation are based on management's best assessment of the Company's strategic and financial position and of 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 our markets, unforeseen developments from competition, governmental regulation of the telecommunications industries, general political uncertainties in our markets and/or litigation with third parties. There can be no assurance that such risks and uncertainties will not have a material adverse effect on the Company. 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 Annual Report on Form 20-F for the year ended December 31, 2013 filed with the U.S. Securities and Exchange Commission (the "SEC") and other public filings made by the Company with the SEC, 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.

