# Transformative transaction in Italy Strategy update 2Q15 earnings

London – August 6, 2015

Jean-Yves Charlier – CEO Andrew Davies – CFO

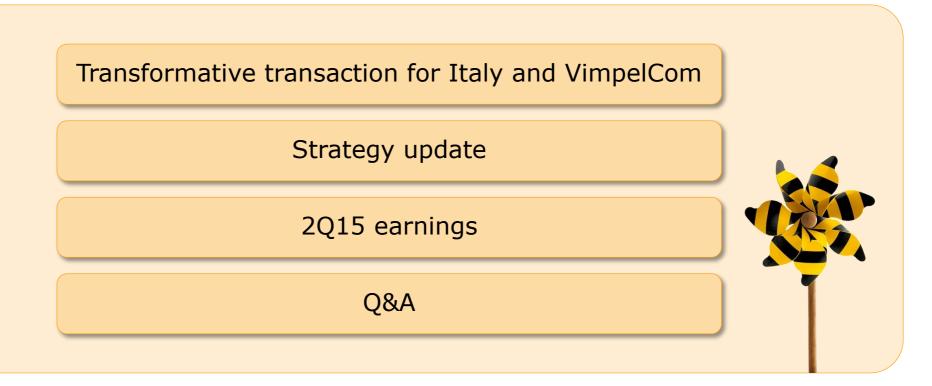


### Disclaimer

This document contains "forward-looking statements", as the phrase is defined in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These statements relate to, among other things, the Company's anticipated performance, future market developments and trends, anticipated benefits from the Italy transaction, the ability to complete the Italy transaction the Company's strategy to generate sustainable annualized cashflow improvement over the next three years, anticipated interest cost savings, operational and network development and network investment, expectations regarding its 4G/LTE agreement with MTS, anticipated benefits from 3G services in Ukraine and 4G/LTE services in Georgia, and the Company's ability to realize its targets and 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, government investigations and/or litigation with third parties. 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, 2014 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. Among these risks described in our prior filings are the potential results of the pending investigations principally related to operations in Uzbekistan. In regard to those investigations, on June 29, 2015 the U.S. Department of Justice (the "DoJ") filed a civil complaint in the Southern District Court of New York, seeking the forfeiture of property, currently held by others, located in Belgium, Ireland and Luxembourg that it claims was derived in violation of U.S. law. The Company is not a defendant in this action. Such a forfeiture action indicates, however, the DOJ's position that certain conduct by the Company in or relating to Uzbekistan constituted a violation of the U.S. Foreign Corrupt Practices Act. On July 10, 2015, a federal judge signed warrant orders allowing the DOJ to proceed with forfeiture actions as described in the complaint. The Company will continue to monitor this proceeding. The forward-looking statements speak only as of the date hereof, and the Company disclaims any obligation to update them 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.



## Program of today





Creating a leading operator in Italian telecoms

A transformative transaction for VimpelCom and the Italian market



# WIND and 3 Italia to merge, creating a leading operator in Italy

#### **New era for Italian telecoms**

- A leading convergent operator in Europe's fourth largest telecom market
- Delivering innovative, integrated fixed and mobile services to consumer, SME and corporate customers
- Large combined footprint and customer base
- A superior customer experience through best-in-class service quality and focus on digital innovation

#### **Clear corporate governance**

- Substantive shareholder agreement to ensure successful JV
- Strong empowered and independent management team led by Maximo Ibarra (CEO of WIND)
- Board consisting of 6 directors (3 nominated by VIP, 3 by CKHH)
- Chairman rotating every 18 months, with casting vote to ensure no "gridlock"
- "One company" approach with clear decision-making matrix
- After three years post-completion each shareholder can invoke a buy/sell mechanism at any time

#### **Investment and innovation**

- Enlarged and improved network with over 21k sites
- Provide best in class quality to customers with high density and superior indoor coverage
- Accelerated roll-out of 4G/LTE services with 90% population coverage by 2017
- Expansion of LLU footprint and fibre offerings
- Over 1,000 mono-brand points of sales, comparable to main competitors

#### Value creation

- EUR 700 million annual run-rate cost synergies, 90% expected by third year post-closing; in excess of EUR 5 billion NPV cost synergies expected, net of integration costs
- Distribution of dividend from JV projected within the first three years post-closing
- Improved leverage: 4.9x Net debt/EBITDA at signing, rapid deleverage expected over the first 3 years post-closing
- Pro forma revenue and EBITDA margin of EUR 6.4 billion and above 40% respectively



### Transaction rationale

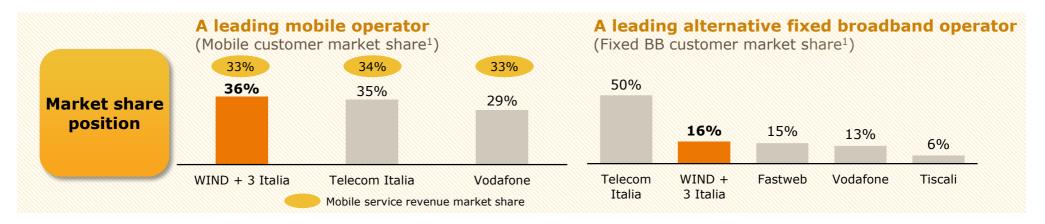
A leading **Enhanced Transformative** converged **Superior Significant** profitability transaction operator customer cost and cash for Italy & in Italian experience synergies **VimpelCom** generation telecoms

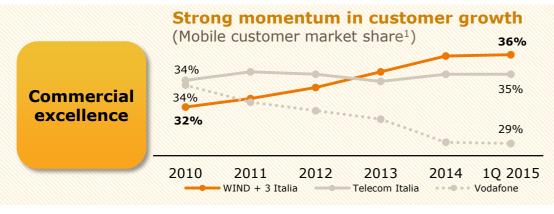
Clear corporate governance to ensure successful JV

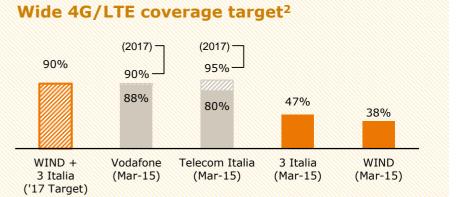


## Creating a leading converged operator in Italian telecoms

1







#### Notes:

- 1. Company information, as of March 2015. Market share excluding MVNO's
- 2. Company releases



## Superior customer experience

2

## Best quality network

- · An enlarged and improved network to provide best in class quality to customers
- Over 21,000 sites delivering high density and superior indoor coverage
- A leading alternative fixed-line broadband operator

## Focus on data

- · Leverage best in class network to secure leadership in mobile data
- Significant acceleration in 4G/LTE deployment with over 90% population coverage by 2017
- · Continued focus on fixed-line BB (unbundling, wholesale fiber) and convergent data opportunity

#### Reinforce converged product offering

- Enhanced household-centric value proposition addressing demand for fixed-mobile convergence
- Cross-selling and bundling opportunities for the combined mobile B2C and B2B customer base

## Boost "digital first" strategy

- Driving growth through digital channels by leveraging the WIND Digital experience
- Increased investments in new consumer digital products and services

# Expand presence in business segment

• Stronger market position and product offering, coupled with best in class quality, to increase presence in SME-SOHO and large Corporate segment

#### Developing a leading distribution network

• Customer focused distribution network with over 1,000 mono-brand points of sale, with a footprint comparable to main competitors



## Identified cost synergies - total run-rate of EUR 700 million

3

# Market facing & customer operations

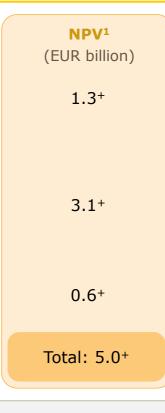
- Operating model alignment to best practices
- · New integrated customer service
- · More efficient channel and distribution model

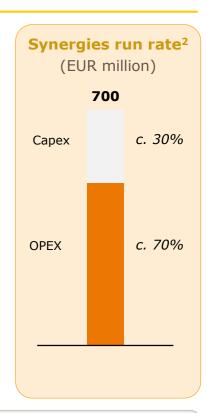
**Network & IT** 

- Network consolidation
- Unified and internalized operating model
- Acceleration of 4G/LTE deployment and mutual roaming

SG&A

 Location optimization relying on two centers, one in Milan and one in Rome, each with separate functions, and integration of regional offices





EUR 700 million annual run-rate cost synergies, 90% expected by third year post-closing

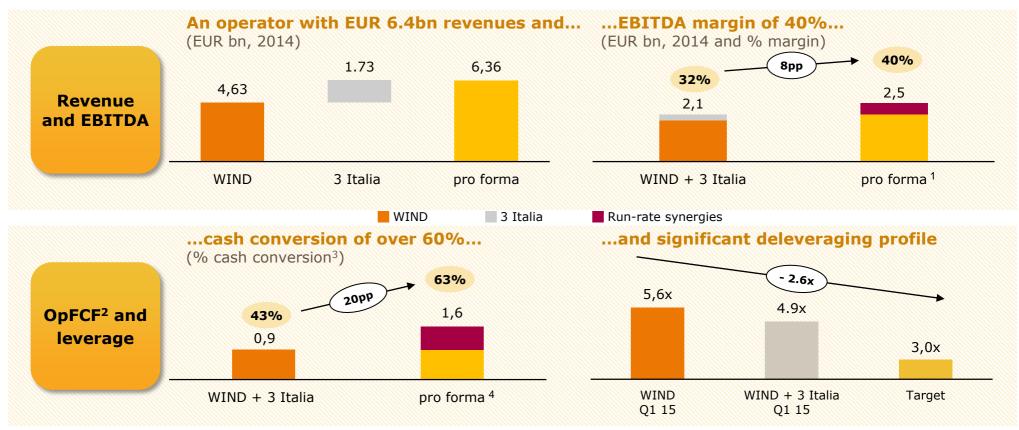
#### Notes

- <sup>1</sup> Post taxes, net of integration costs
- <sup>2</sup> Pre tax



## Enhanced profitability and cash generation





#### Notes:



<sup>&</sup>lt;sup>1</sup> Including run-rate Opex synergies only

<sup>&</sup>lt;sup>2</sup> Defined as EBITDA – Capex (excl. licenses)

<sup>3</sup> Defined as OpFCF/EBITDA

<sup>&</sup>lt;sup>4</sup> Including run-rate Opex and Capex synergies

## Transformative transaction for Italy and VimpelCom

5

Joint ownership of a leading convergent operator in Europe's fourth largest market

Significant value creation through projected annual run-rate cost synergies of c. EUR 700 million, 90% expected within the third year post-closing and strong deleveraging profile

Distribution of dividend from JV projected within the first three years post-closing

Diversified emerging market focused portfolio

Enhances VimpelCom's earnings and cash flow metrics

Significantly stronger balance sheet for VimpelCom with net leverage of 1.6x1



## Enhanced earnings and cash flow metrics

5

|  | VimpelCom<br>incl. Italy | pro forma VimpelCom excl. Italy |
|--|--------------------------|---------------------------------|
| Total operating revenue organic change YoY | (1.6%)                   | (0.9%)                          |
| EBITDA organic change YoY                  | (4.3%)                   | (3.2%)                          |
| EBITDA margin                              | 40.0%                    | 41.1%                           |
| Capex/revenue                              | 14.9%                    | 13.9%                           |
| OpFCF¹/revenue                             | 25.1%                    | 27.2%                           |
| Net debt/LTM EBITDA <sup>2</sup>           | 3.2x                     | 1.6x                            |
|  |                          |                                 |

#### Note:

<sup>&</sup>lt;sup>1</sup> Defined as EBITDA - Capex (excl. licenses)

<sup>&</sup>lt;sup>2</sup> Target 2015 Net debt/EBITDA

## Improved leverage profile



#### Net leverage ratio of 1.6x1

Weighted average cost of debt: 7.7%

Group debt maturity schedule pro forma for Italy held for sale1





#### **Deleveraging completed post-closing**



## Transaction summary and structure

# Key terms and structure

- 50-50 JV of VimpelCom (VIP) and CK Hutchison Holdings (CKHH)
- VIP to contribute WIND with existing net debt (EUR 10.1 billion as 2Q15)
- CKHH to contribute 3 Italia debt free plus EUR 200m cash
- No further cash contributions expected from VIP or CKHH
- Transaction conditional on parties being satisfied with regulatory approvals, no break up fees
- Neither party may reduce its aggregate indirect shareholding in the JV below 50% for one year post-completion
- After three years post-completion each shareholder can invoke a buy/sell mechanism at any time

# Target leverage & dividend policy

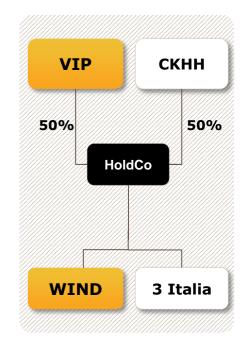
- Pro forma Net debt/EBITDA at signing expected to be 4.9x
- Long-term leverage target of 3.0x EBITDA
- 40% of FCF¹ returned to shareholders as long as leverage <4.0x, 60% of FCF as long as leverage <3.5x, 80% of FCF as long as leverage <3.0x

# Management team

 Company to be led by best management: Maximo Ibarra, current CEO of WIND, with an experienced combined management team, with Dina Ravera as Merger Integration Officer, currently COO of 3 Italia, and Stefano Invernizzi as CFO, currently CFO of 3 Italia



- Expected closing within next 12 months subject to receiving clearance from relevant authorities
- Filing with European and Italian authorities



# Strategy update



## The telecom industry is at a crossroads

# Traditional mobile growth model is under pressure

- Slowing penetration growth even in emerging markets
- · Commoditizing voice model
- Pricing pressure linked to mature market structure
- Difficulty to identify new addressable markets and profit pools

# Rapid migration to data

- Exploding data growth requiring another capital expenditure cycle, but monetization yet to be proven
- Emerging digital and OTT models potentially reducing the industry to providing commodity services

# Complex business model in an agile internet age

- Complex business model inducing significant and inefficient cost structure
- Capital investments remain high to support data growth
- ROI model more challenging than in the past



## VimpelCom's opportunities and challenges

## Solid portfolio of businesses

- Diversified emerging market focused portfolio (following WIND/3 announcement)
- Strong positions in markets:
  - #1 in 5 markets
  - #2 in 2 markets
  - #3 in 4 markets
- 213 million mobile customers
- 6 million fixed-line broadband customers
- Balance sheet leverage addressed

# Macro & business model challenges

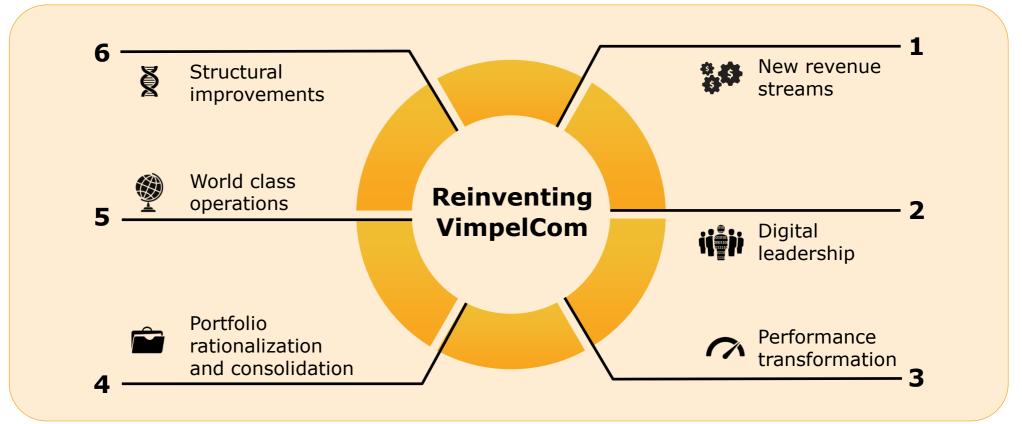
- Adverse macro-economic trends in a number of markets
- Mobile business model needs to be adjusted to new challenges
- Past execution gaps hampered business turnaround

# Opportunities with current portfolio

- Transformation of the cost base
- More asset-light model:
  - Network sharing
  - Tower monetization
- Consolidation within current footprint
- Data growth monetization and adjacent revenue opportunities
- Digital customer engagement and services



## We have defined six strategic priorities





### 1. New revenue streams

## 2. Digital leadership



#### **Data growth and monetization**

- Data revenue of ~USD 2 billion in 2014 with >20%
   YoY growth at constant currency
- 99 million data customers on base of 213 million mobile customers

#### Fixed mobile convergence

- Significant broadband infrastructure in 5 key markets
- ~6 million fixed-line broadband customers

#### **B2B** focus

- B2B mobile and fixed revenue of ~USD 2 billion in 2014, with growth potential
- Initial focus on core connectivity services
- Significant SME opportunity, particularly in emerging markets



#### **Opportunities & initiatives**

- Reinventing complex traditional Telco model to simplified digital customer experience
- Accelerating new service opportunities such as MFS to leverage existing positions and extensive customer base:
  - MFS already a ~USD 100 million revenue business in 2014 growing at double digit growth rates
- Evaluating new business models in new addressable markets such as mobile advertising, OTT services and content
- Applying big data and data mining platforms to drive customer engagement and market non-core services



# 3. Performance transformation

# 4. Portfolio rationalization and consolidation



#### **Opportunities**

- Best-in-class operating costs for each OpCo through significant transformation of cost base
- Increased Capex efficiency investments through improved prioritization and fully leveraging group scale
- Opportunity to reduce working capital

#### **Initiatives**

- Significant simplification and digitalization of business models
- Selective network sharing opportunities
- Global procurement
- Transition to shared service centers
- Dedicated management team led by Alexander Matuschka, to transform the cost base

#### **Markets**

- Many markets still fragmented and likely to undergo a wave of consolidation
- Focus on existing footprint, with selective in-country consolidation
- Disposal of non-core assets in Laos and Zimbabwe

#### Network

- Selective moves to more asset-light network model with strategic network sharing partnerships
- Acceleration of monetization of tower portfolio following the successful tower transaction in Italy



## 5. World class operations

## 6. Structural improvements



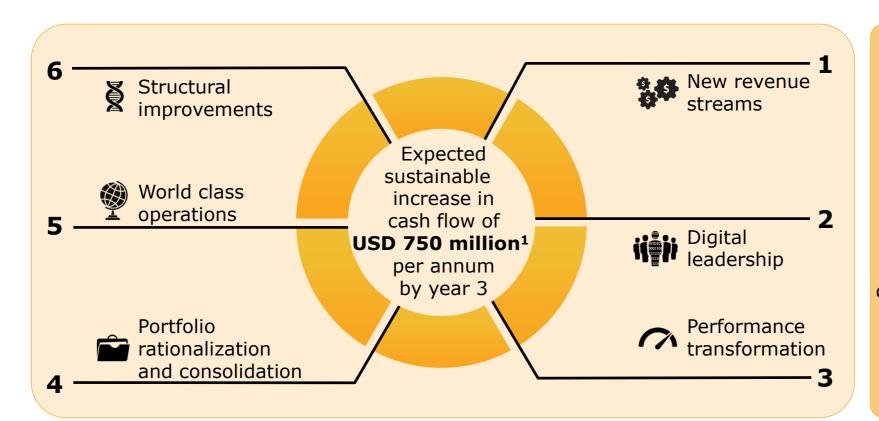
- Accelerating building world class operations in all OpCo's
- Market leading customer experience, building on existing program
  - NPS¹ leader in 5 markets
  - NPS¹ co-leader in 2 markets
- Developing long-term #1 and #2 positions in each market
- Building management team and new organization to deliver on strategy



- Further optimize capital and tax structure
- Deleveraging completed post closing
- Acceleration of Algeria turnaround with appointment of new CEO, Ghada Gebara



## Reinventing VimpelCom: focus on cash flow growth



Clear strategic framework to reinvent VimpelCom

Additional detail to follow at October A&I Day



# 2Q15 financial and operational results



## 2Q15 highlights

- Transformative transaction in Italy
  - Material value creation within Italy
  - Significantly enhances VimpelCom's earnings and cash flow profile
  - Completes deleveraging
- Strategy update to deliver sustainable increase in cash flow of USD 750 million p.a.
- Good operational performance with continued improvements in most OpCo's
- Successful 3G launch in Ukraine
- Strengthened management team
  - Chief Executive Officer: Jean-Yves Charlier
  - Chief Performance Officer: Alexander Matuschka
  - Algeria CEO: Ghada Gebara
- Annual 2015 targets confirmed with reduced Capex and leverage, demonstrating new strategy to deliver cash flow growth



## 2Q15 financial highlights

#### Service revenue

(USD billion)

3.6

- 2% organic<sup>2</sup> YoY
- 26% reported YoY

#### **Net debt/LTM EBITDA**

2.6 1.3

Inc. Italy

Excl. Italy

### EBITDA margin<sup>1</sup>

(%)

40.2

- 0.5 p.p. organic<sup>2</sup> YoY
- 0.8 p.p. reported YoY

#### **EPS**

(US cents)

1H15 110% YoY

- Improving organic YoY trend
- Results in line with management expectations
- Organic decline of 2% YoY in service revenue:
  - Delayed 3G launch in Algeria
  - Continued market weakness in Italy
- 22% YoY mobile data revenue organic growth
- EBITDA margin decreased organically 0.5 pp YoY due to additional network costs in Italy as a result of tower sale
- Reported results continue to be impacted by currency headwinds

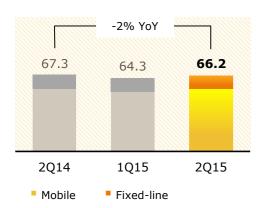
<sup>&</sup>lt;sup>1</sup> EBITDA margin is EBITDA divided by total revenue; EBITDA and EBITDA margin are non-GAAP financial measures – reconciliations are included in the Appendix

Focusing Locally . Empowering People . Connecting Globally

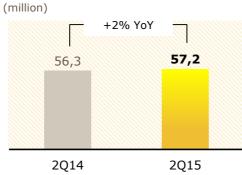
## Russia: continued operational improvements

RUB BILLION, UNLESS STATED OTHERWISE

#### Service revenue

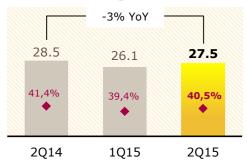


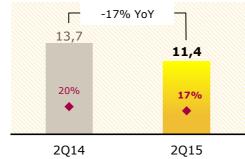
#### **Mobile customers**



- Continued improvements in NPS, surpassing main competitor
- Churn improved to best level in five years
- Third consecutive quarter of YoY customer growth
- 19% YoY mobile data revenue growth
- Excluding currency headwinds,
   EBITDA would have been stable YoY

## EBITDA and EBITDA margin





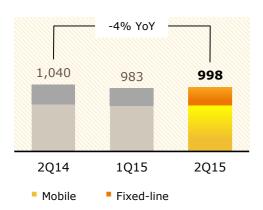




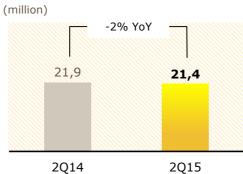
### Italy: sequential improvement in mobile performance

EUR MILLION, UNLESS STATED OTHERWISE

#### Service revenue

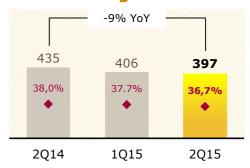


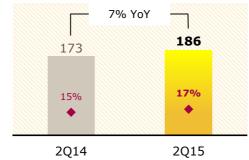
#### **Mobile customers**



- 2Q15 mobile service revenue trend shows further sequential improvement: -2% YoY
- Mobile ARPU increased to EUR 11.2 with data ARPU accounting for 41% of total ARPU
- 16% YoY mobile data revenue growth,
   14% mobile data users increase to
   11 million
- EBITDA decreased due to impact of tower transaction
- Stable EBITDA margin excluding tower impact

## EBITDA and EBITDA margin





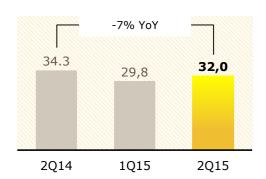




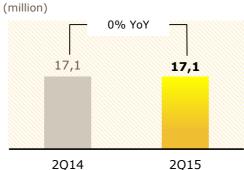
## Algeria: transformation underway

DZD BILLION, UNLESS STATED OTHERWISE

#### Service revenue



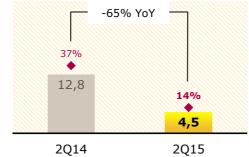
#### Mobile customers<sup>1</sup>



- Transformation program started with organizational restructuring, new CEO on board
- Clear leader in NPS
- EBITDA margin still strong at 53%
- Continued investments in 3G network roll out and modernization of 2G sites
- 50% QoQ mobile data revenue growth and increased six-fold YoY
- Results expected to remain under pressure in 2015. Transformation will take another 9-15 months

## EBITDA and EBITDA margin





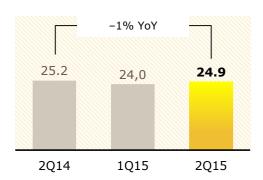




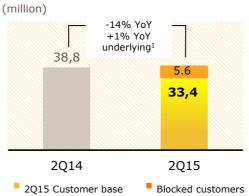
## Pakistan: strong operational improvements

PKR BILLION, UNLESS STATED OTHERWISE

#### Service revenue



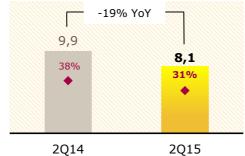
#### **Mobile customers**



- Successfully completed SIM re-verification resulted in market share gains:
  - 87% customers verified
  - ▶ 99% of revenue secured
- Mobilink gained both customer and revenue market shares QoQ
- 75% YoY mobile data revenue growth
- MFS revenue doubled YoY
- Underlying EBITDA margin<sup>3</sup> of 40.2%, benefiting from power cost savings
- First operator to launch 3G in 200 cities











<sup>&</sup>lt;sup>1</sup> Excluding the SIM re-verification impact of 5.6 million, the customer base in 2Q15 would have increased 1% YoY

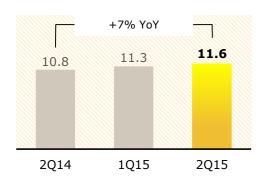
<sup>&</sup>lt;sup>2</sup> In 1Q15 underlying EBITDA and EBITDA margin, excl SIM-verification (PKR 0.7 bn) costs were PKR 10.4 bn and 41.5% respectively

<sup>&</sup>lt;sup>3</sup> Underlying EBITDA margin adjusted for SIM verification costs of PKR 0.6 bn and positive one-off in utility costs of PKR 0.9 bn

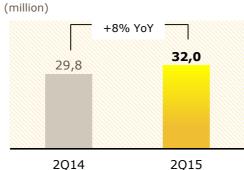
## Bangladesh: continued robust growth

BDT BILLION, UNLESS STATED OTHERWISE

#### Service revenue

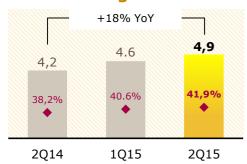


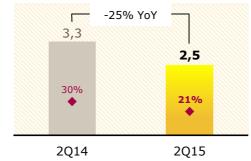
#### **Mobile customers**



- Continued revenue market share gains
- Strong YoY revenue growth despite aggressive competitive environment
- Solid EBITDA margin of 41.9% due to revenue growth and OPEX control
- 86% YoY mobile data revenue growth, driven by significant increase in usage
- Continued investments in high-speed data networks

## EBITDA and EBITDA margin





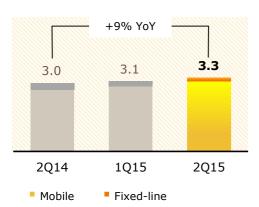




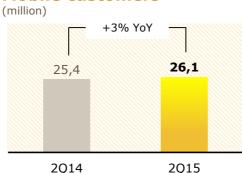
### Ukraine: successful 3G launch

**UAH BILLION, UNLESS STATED OTHERWISE** 

#### Service revenue



#### **Mobile customers**



- p.p. YoYStrong mobile serv
- Strong mobile service revenue growth as a result of higher interconnect revenue and commercial activities

competition, offering widest coverage

• 26% YoY mobile data revenue growth

Improvement in annualized churn of 5

 Robust EBITDA recovery driven by revenue growth and cost efficiencies

Successful 3G launch ahead of

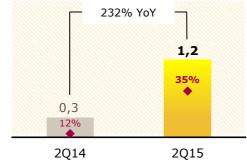
 Capex increase driven by 3G network roll-out



## EBITDA and EBITDA margin



Capex<sup>1</sup> and Capex/revenue

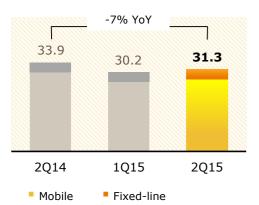




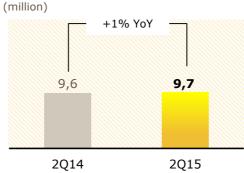
## Kazakhstan: heightened competitive pressure

KZT BILLION, UNLESS STATED OTHERWISE

#### Service revenue

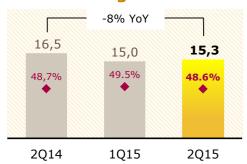


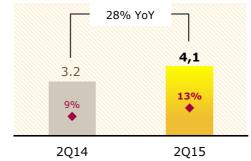
#### **Mobile customers**



- Mobile service revenue decreased 3% YoY, excluding MTR reductions
- 34% YoY mobile data revenue growth
- Fixed-line service revenue grew 1% YoY
- Stable EBITDA margin aided by MTR reductions
- Increased competitive environment expected to remain in 2015

## EBITDA and EBITDA margin









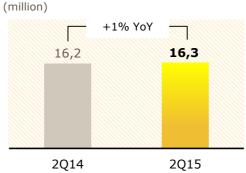
## Eurasia<sup>1</sup>: strong cash flow

USD MILLION, UNLESS STATED OTHERWISE

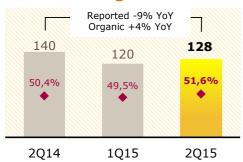
#### Service revenue

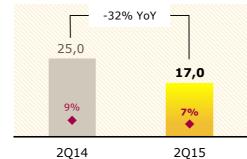


#### **Mobile customers**



## EBITDA and EBITDA margin





- Mobile service revenue increased organically 1% YoY due to solid results in Kyrgyzstan
- Mobile data revenue growth of 7% YoY
- Churn improved YoY in Uzbekistan, Armenia, Kyrgyzstan and Tajikistan
- Competition increasing in Uzbekistan due to third and fourth operator entering the market
- Strong operating cash flow<sup>2</sup>





<sup>&</sup>lt;sup>1</sup> Eurasia consists of our operations in Uzbekistan, Armenia, Kyrgyzstan, Tajikistan, Georgia

<sup>&</sup>lt;sup>2</sup> Operating cash flow defined as EBITDA less Capex

## 2Q15 income statement

| USD million              | 2Q15  | 2Q14    | YoY     |   |  |  |
|--------------------------|-------|---------|---------|---|--|--|
| Revenue                  | 3,759 | 5,067   | (26%)   | • Organic decline of 2% due to the delayed 3G launch in Algeria, continued mar  |  |  |
| of which service revenue | 3,610 | 4,861   | (26%)   | weakness in Italy, partly offset by growth in Ukraine and Bangladesh  |  |  |
| EBITDA                   | 1,511 | 2,076   | (27%)   | Organic decline of 3% mainly driven by revenue decline  |  |  |
| EBITDA Margin            | 40.2% | 41.0%   | (0.8pp) |   |  |  |
| D&A and other            | (865) | (1,138) | (24%)   | <ul> <li>Decrease due to local currency depreciation, lower depreciation in Italy due to<br/>tower sale and decrease in amortization costs due to reduction in the charge on<br/>customer relationships in Italy</li> </ul> |  |  |
| EBIT                     | 646   | 939     | (31%)   |   |  |  |
| Financial expenses       | (363) | (533)   | (32%)   | <ul> <li>Significant YoY reduction from refinancing of WIND Italy in 2014, debt repaymen<br/>in 1H15 and weakening of ruble and euro</li> </ul>   |  |  |
| FOREX and Other          | (95)  | 74      | n.m.    | <ul> <li>Negative effect in 2Q 15 from fair value adjustment on derivatives. 2Q14 reflect<br/>one-off gains from Italian refinancing and withholding tax settlements in Italy</li> </ul>                                    |  |  |
| Profit before tax        | 188   | 479     | (61%)   |   |  |  |
| Tax                      | (42)  | (421)   | (90%)   | <ul> <li>In 2Q15, positive effect of USD 75 million on deferred taxes as a result of legal<br/>restructuring</li> </ul>   |  |  |
| Profit for the period    | 146   | 58      | 152%    | <ul> <li>In 2Q14, non-cash charges related to the refinancing of WIND and non-deductibe interest expenses in Italy</li> </ul>   |  |  |
| Non-controlling interest | (38)  | 42      | n.m.    | Sale of 51% in OTA in Algeria and lower losses in GTH   |  |  |
| Net income <sup>1</sup>  | 108   | 100     | 8%      |   |  |  |



## 2Q15 cash flow statement

| USD million  | 2Q15    | 2Q14    | YoY     |   |
|--|---------|---------|---------|---|
| EBITDA   | 1,511   | 2,076   | (565)   | Ī |
| Changes in working capital and other                 | (245)   | (160)   | (85)    |   |
| Net interest paid                                    | (356)   | (549)   | 193     |   |
| Income tax paid                                      | (109)   | (265)   | 156     |   |
| Net cash from operating activities                   | 801     | 1,102   | (301)   |   |
|  |         |         |         |   |
| Net cash used in investing activities                | (808)   | (1,060) | 252     |   |
|  |         |         |         |   |
| Net cash flow from financing activities              | (2,276) | 960     | (3,236) |   |
|  |         |         |         |   |
| Net (decrease)/increase in cash and cash equivalents | (2,283) | 1,002   | (3,285) |   |



## Annual targets 2015

|                            | Original targets 2015 <sup>1</sup>   | Actual<br>1H15 | Updated <sup>3</sup> targets<br>2015 <sup>1</sup> |
|----------------------------|--------------------------------------|----------------|---|
| Service revenue            | Flat to low single digit decline YoY | -2% YoY        | unchanged   |
| EBITDA margin              | Flat to minus one<br>p.p. YoY        | -1.1 p.p. YoY  | unchanged   |
| EPS <sup>2</sup>           | USD 0.35 - 0.40                      | USD 0.17       | unchanged   |
| Capex/revenue              | ~20%                                 | 15%            | Improved to<br>18-20%                             |
| Leverage (net debt/EBITDA) | ~3.2x                                | ~2.6x          | n.a.  |
| Excl. Italy                | ~1.7x                                | ~1.3x          | Lowered to ~1.6x                                  |

<sup>&</sup>lt;sup>1</sup> The annual targets for 2015 assume constant currency, no major regulatory changes, no change to the asset portfolio and no major macro-economic changes



<sup>&</sup>lt;sup>2</sup> EPS at constant currency and stable fair value of derivatives, excluding exceptional charges such as impairment charges, restructuring charges, litigation and settlements, impact of M&A transactions, other one-off charges and constant number of shares

<sup>&</sup>lt;sup>3</sup> Targets adjusted for Italy classified as asset held for sale and discontinued operations

### Conclusion

- Transformative transaction in Italy
  - Improves VimpelCom's earnings, cash flow and leverage profile
  - Annualized Opex & Capex net synergies of EUR 700 million
  - In excess of EUR 5 billion NPV in cost synergies, net of integration costs
- New strategic framework to improve cash flow by USD 750 million p.a.
- Continued improvements in operational performance, despite challenging macro economic environments
- On track to deliver 2015 targets



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### October 8 & 9, 2015

### **London, United Kingdom**

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Q&A



### **Further information**

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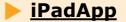
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# Appendix



## Accounting implications of JV in Italy

### **Upon signing**

- The Italian operations will be classified as 'held for sale' and reported as a 'discontinued operation':
  - The results from Italy will be presented as one line 'discontinued operations' in the income statement and cash flow statement. Consolidated net income & FCF will not be impacted
  - All assets and liabilities of Italy, including debt, will be reported on the balance sheet as current assets/liabilities and presented in separate line items

### **Upon closing**

- The investment will be accounted for by using the equity method
  - The 50% shareholding in JV will initially be recorded at fair value as an investment in non-current assets
  - The difference between the 'fair value of the investment' and the 'assets and liabilities held for sale'<sup>1</sup> will be an entry in the profit and loss at the EBIT level



# VimpelCom Ltd interim consolidated statements of income pro forma for announcement of Italy transaction

| USD mln   | 1H15  | Presentation<br>of Italy as<br>held for sale | 1H15<br>Proforma | 1H14   | Presentation<br>of Italy as<br>held for sale | 1H14<br>Proforma |
|---|-------|--|------------------|--------|--|------------------|
| Total operating revenue   | 7,274 | (2,392)                                      | 4,882            | 10,091 | (3,119)                                      | 6,972            |
| Service revenue   | 6,968 | (2,193)                                      | 4,775            | 9,671  | (2,825)                                      | 6,846            |
| Total operating expenses  | 5,749 | (1,705)                                      | 4,044            | 8,228  | (2,792)                                      | 5,436            |
| Operating profit  | 1,525 | (688)  | 838              | 1,863  | (327)  | 1,536            |
| Finance costs   | 769   | (340)  | 429              | 1,081  | (571)  | 510              |
| Finance income  | (25)  | 0  | (24)             | (35)   | 20   | (15)             |
| Other non-operating losses/(gains)  | 68    | 7  | 75               | (22)   | (93)   | (115)            |
| Shares of loss/(gains) of associates and joint ventures accounted for using the equity method | 9     | (20)   | (11)             | 43     | -  | 43               |
| Net foreign exchange (gain)/ loss   | 73    | (25)   | 48               | 71     | 162  | 233              |
| Profit before tax   | 631   | (310)  | 321              | 725    | 156  | 881              |
| Income tax expense  | 312   | (182)  | 130              | 594    | (227)  | 367              |
| Profit for the period from continued operations   | 319   | (128)  | 191              | 131    | 383  | 514              |
| Profit/(loss) for the period from discontinued operations                                     | -     | 128  | 128              | -      | (383)  | (383)            |
| Non-controlling interest  | 27    | -  | 27               | (8)    | -  | (8)              |
| Net income attributable to VimpelCom<br>shareholders  | 292   | (0)  | 292              | 139    | -  | 139              |



# VimpelCom Ltd interim consolidated statement of financial position pro forma for announcement of Italy transaction

| USD mln  | 30 June 2015 | Presentation of<br>Italy as held<br>for sale | 30 June 2015<br>Proforma |
|--|--------------|--|--------------------------|
|  |              |  |                          |
| Assets   |              |  |                          |
| Non-current assets                               | 29,401       | (13,635)                                     | 15,766                   |
| Current assets                                   | 7,283        | (1,397)                                      | 5,886                    |
| Assets classified as held for sale               | 3            | 15,275                                       | 15,278                   |
|  |              |  |                          |
| Total assets                                     | 36,687       | 243  | 36,930                   |
|  |              |  |                          |
| Equity and liabilities                           |              |  |                          |
| Equity   | 6,305        | (0)  | 6,305                    |
| Non-current liabilities                          | 21,662       | (13,206)                                     | 8,456                    |
| Current liabilities                              | 8,720        | (2,348)                                      | 6,372                    |
| Liabilities associated with assets held for sale | -            | 15,796                                       | 15,796                   |
|  |              |  |                          |
| Total equity and liabilities                     | 36,687       | 243  | 36,930                   |
|  |              |  |                          |



# VimpelCom Ltd interim consolidated statements of cash flows pro forma for announcement of Italy transaction

| USD mln  | 1H15    | Presentation<br>of Italy as<br>held for sale | 1H15<br>Proforma | 1H14    | Presentation of Italy as held for sale | 1H14<br>Proforma |
|--|---------|--|------------------|---------|--|------------------|
|  |         |  |                  |         |  |                  |
| Net cash from operating activities on continued operations       | 37      | (224)  | (187)            | 2,270   | (289)                                  | 1,981            |
| Net cash from operating activities on discontinued operations    | -       | 224  | 224              | -       | 289                                    | 289              |
|  |         |  |                  |         |  |                  |
| Net cash used in investing activities on continued operations    | (757)   | (324)  | (1,081)          | (2,271) | 424                                    | (1,847)          |
| Net cash used in investing activities on discontinued operations | -       | 324  | 324              | -       | (424)                                  | (424)            |
|  |         |  |                  |         |  |                  |
| Net cash from financing activities on continued operations       | (1,140) | 691  | (449)            | 1,160   | 241                                    | 1,401            |
| Net cash from financing activities on discontinued operations    | -       | (691)  | (691)            | -       | (241)                                  | (241)            |
|  |         |  |                  |         |  |                  |
| Net increase in cash and cash equivalents                        | (1,860) | -  | (1,860)          | 1,159   | -                                      | 1,159            |
|  |         |  |                  |         |  |                  |



# VimpelCom's 1H15 performance pro forma Italy held for sale

|                         | VimpelCom incl. Italy | pro forma (VimpelCom excl. Italy) |
|-------------------------|-----------------------|-----------------------------------|
| USD m, 1H15             |                       |                                   |
| Total operating revenue | 7,274                 | 4,882                             |
| % organic YoY           | (1.6%)                | (0.9%)                            |
| EBITDA                  | 2,907                 | 2,006                             |
| % organic YoY           | (4.3%)                | (3.2%)                            |
| % of revenue            | 40.0%                 | 41.1%                             |
|                         |                       |                                   |
| Capex (excl. licenses)  | 1,082                 | 680                               |
| % of revenue            | 14.9%                 | 13.9%                             |
| OpFCF1                  | 1,825                 | 1,326                             |
| % of revenue            | 25.1%                 | 27.2%                             |
|                         |                       |                                   |
| Net debt                | 17,904                | 5,830                             |
| x of LTM EBITDA         | 2.6x                  | 1.3x                              |



<sup>&</sup>lt;sup>1</sup> Defined as EBITDA - Capex (excl. licenses)



### Credit facilities

### USD 0.05 bn credit facilities arranged in 2Q15: Available RCF headroom at the end 2Q15:

| Financing |                                  |
|-----------|----------------------------------|
| Algeria   | USD 0.05 billion (DZD 5 billion) |

| VimpelCom      | USD 1.8 billion                  |
|----------------|----------------------------------|
| PJSC VimpelCom | USD 0.3 billion (RUB 15 billion) |

### Available VF/CF headroom at the end 2Q15:

| VimpelCom –<br>CDB/BoC | USD 1.0 billion                  |
|------------------------|----------------------------------|
| Algeria - syndicate    | USD 0.3 billion (DZD 32 billion) |



# Debt by entity

As at June 30, 2015

| Outstanding debt (USD millions)        | Type of debt/lender |       |     |                     |       |        |  |
|--|---------------------|-------|-----|---------------------|-------|--------|--|
| Entity                                 | Bonds               | Loans | RCF | Vendor<br>Financing | Other | Total  |  |
| VimpelCom Holdings B.V.                | 3,399               | -     | -   | -                   | -     | 3,399  |  |
| VimpelCom Amsterdam B.V.               | -                   | 1,000 | -   | 695                 | -     | 1,695  |  |
| PJSC VimpelCom                         | 2,044               | 1,396 | -   | 169                 | 45    | 3,654  |  |
| Pakistan Mobile Communications Limited | 46                  | 318   | -   | -                   | 3     | 367    |  |
| Banglalink Digital Communications Ltd. | 300                 | 132   | -   | -                   | 0     | 433    |  |
| Omnium Telecom Algeria S.p.A.          | -                   | 550   | -   | -                   | 0     | 550    |  |
| KaR-Tel LLP                            | -                   | 45    | -   | -                   | -     | 45     |  |
| Others                                 | -                   | 19    | -   | 9                   | 11    | 40     |  |
| Total                                  | 5,788               | 3,460 | -   | 873                 | 60    | 10,182 |  |



# FOREX rates used in annual targets for 2015

|          |            | Currency | FX rates versus USD |
|----------|------------|----------|---------------------|
| <b>C</b> | Algeria    | DZD      | 92.0                |
|          | Armenia    | AMD      | 415.0               |
|          | Bangladesh | BDT      | 79.0                |
| ×        | Egypt      | EGP      | 7.5                 |
| + +      | Georgia    | GEL      | 1.8                 |
|          | Italy      | EUR      | 0.91                |
|          | Kazakhstan | KZT      | 190.0               |
| 0        | Kyrgyzstan | KGS      | 55.0                |
| C        | Pakistan   | PKR      | 105.0               |
|          | Russia     | RUB      | 70.0                |
|          | Ukraine    | UAH      | 25.0                |



# Service revenue and EBITDA development in 2Q15 and 1H15

| USD mln         |            | 2Q15  | 2Q14  | Reported<br>YoY | Organic<br>YoY | 1H15  | 1H14  | Reported<br>YoY | Organic<br>YoY |
|-----------------|------------|-------|-------|-----------------|----------------|-------|-------|-----------------|----------------|
| Service revenue | s          | 3,610 | 4,861 | (26%)           | (2%)           | 6,968 | 9,671 | (28%)           | (2%)           |
|                 | Russia     | 1,257 | 1,924 | (35%)           | (2%)           | 2,292 | 3,772 | (39%)           | (1%)           |
|                 | Italy      | 1,104 | 1,425 | (23%)           | (4%)           | 2,212 | 2,844 | (22%)           | (5%)           |
|                 | Algeria    | 326   | 434   | (25%)           | (7%)           | 645   | 863   | (25%)           | (9%)           |
|                 | Pakistan   | 244   | 256   | (5%)            | (1%)           | 481   | 498   | (3%)            | (3%)           |
|                 | Bangladesh | 149   | 139   | 7%              | 7%             | 294   | 271   | 8%              | 9%             |
|                 | Ukraine    | 153   | 259   | (41%)           | 9%             | 304   | 593   | (49%)           | 7%             |
|                 | Kazakhstan | 169   | 185   | (9%)            | (7%)           | 333   | 365   | (9%)            | (4%)           |
|                 | Eurasia    | 247   | 277   | (11%)           | 1%             | 483   | 532   | (9%)            | 3%             |
|                 | other      | (39)  | (38)  |                 |                | (76)  | (67)  |                 |                |
|                 |            |       |       |                 |                |       |       |                 |                |
|                 |            |       |       |                 |                |       |       |                 |                |
| EBITDA          |            | 1,511 | 2,076 | (27%)           | (3%)           | 2,907 | 4,165 | (30%)           | (5%)           |
|                 | Russia     | 524   | 813   | (36%)           | (3%)           | 944   | 1,574 | (40%)           | (2%)           |
|                 | Italy      | 444   | 600   | (26%)           | (9%)           | 904   | 1,194 | (24%)           | (7%)           |
|                 | Algeria    | 175   | 238   | (26%)           | (8%)           | 344   | 485   | (29%)           | (13%)          |
|                 | Pakistan   | 106   | 104   | 2%              | 6%             | 202   | 203   | (0%)            | 0%             |
|                 | Bangladesh | 63    | 54    | 18%             | 18%            | 123   | 103   | 19%             | 19%            |
|                 | Ukraine    | 70    | 115   | (39%)           | 12%            | 133   | 278   | (52%)           | 0%             |
|                 | Kazakhstan | 82    | 90    | (9%)            | (8%)           | 163   | 176   | (7%)            | (3%)           |
|                 | Eurasia    | 128   | 140   | (9%)            | 4%             | 246   | 271   | (9%)            | 3%             |
|                 | other      | (81)  | (78)  |                 |                | (152) | (119) |                 |                |
|                 |            |       |       |                 |                |       |       |                 |                |
| EBITDA margin   |            | 40.2% | 41.0% | (0.8pp)         | (0.5pp)        | 40.0% | 41.3% | (1.3pp)         | (1.1pp)        |



## Reconciliation of EBITDA

| USD mln   | 2Q15  | 2Q14  |
|---|-------|-------|
| Unaudited   |       |       |
| EBITDA  | 1,511 | 2,076 |
| Depreciation  | (559) | (742) |
| Amortization  | (290) | (379) |
| Impairment loss   | (13)  | (2)   |
| Loss on disposals of non-current assets   | (3)   | (15)  |
|   |       |       |
| EBIT  | 646   | 938   |
| Financial Income and Expenses   | (363) | (533) |
| - including finance income  | 12    | 21    |
| - including finance costs   | (375) | (554) |
| Net foreign exchange gain / (loss) and others   | (95)  | 74    |
| - including Other non-operating gains / (losses)  | (139) | 59    |
| - including Shares of loss of associates and joint ventures accounted for using the equity method | (6)   | (6)   |
| - including Net foreign exchange gain / (losses)  | 50    | 21    |
| EBT   | 188   | 479   |
| Income tax expense  | 42    | 421   |
| Profit for the year   | 146   | 58    |
| Profit/(loss) for the year attributable to non-controlling interest                               | 38    | (42)  |
| Profit for the year attributable to the owners of the parent                                      | 108   | 100   |

| USD mln  | 2Q15 LTM | 2Q14 LTM |
|--|----------|----------|
| Unaudited  |          |          |
|  |          |          |
| EBITDA   | 6,712    | 7,651    |
| Add back provisions related to the 51% sale in Algeria | 50       | 1,266    |
| LTM EBITDA adjusted                                    | 6,762    | 8,917    |



### Reconciliation of consolidated net debt

#### Reconciliation of consolidated net debt

| USD mln   | 2Q15   | 1Q15   | 4Q14   |
|---|--------|--------|--------|
| Net debt  | 17,904 | 17,608 | 19,992 |
| Cash and cash equivalents   | 4,220  | 6,499  | 6,342  |
| Long-term and short-term deposits   | 225    | 118    | 109    |
| Gross debt  | 22,348 | 24,225 | 26,443 |
| Interest accrued related to financial liabilities                             | 346    | 371    | 410    |
| Fair Value adjustment   | 31     | 49     | 29     |
| Other unamortised adjustments to financial liabilities (fees, discounts etc.) | (78)   | (75)   | (106)  |
| Other liabilities at amortized costs  | 72     | 271    | 259    |
| Derivatives designated as hedges  | 84     | 108    | 89     |
| Total debt and other financial liabilities                                    | 22,804 | 24,949 | 27,124 |

