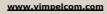
# Creating Value Investing in the Future







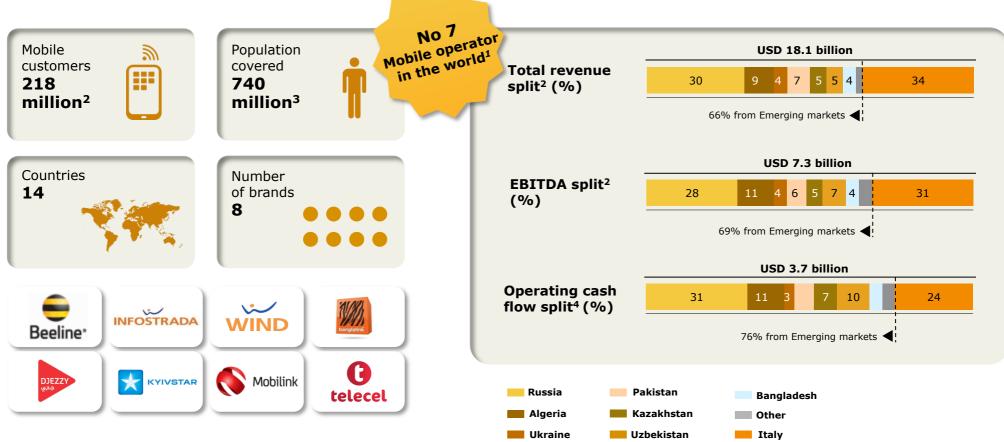


iPad App



# A well diversified leading international mobile operator

Headquartered in Amsterdam



Based on consolidated mobile customers



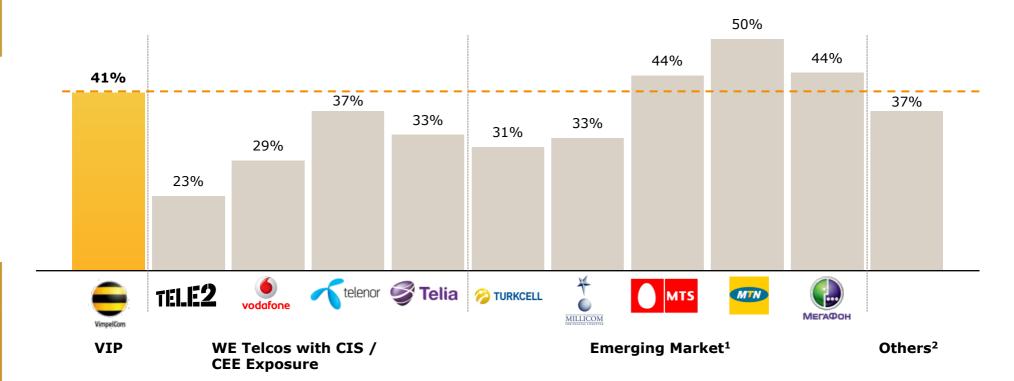
Mobile customers as at 1Q15; Total revenue and EBITDA for the LTM1Q15

<sup>&</sup>lt;sup>3</sup> Population figures are provided by CIA – The World Factbook

EBITDA less CAPEX excluding licenses for the LTM 1Q15

# Strong EBITDA margin versus our global peers

**EBITDA Margin** (FY14)





<sup>&</sup>lt;sup>1</sup> 3Q14 LTM EBITDA Margin for MTS

<sup>3 &</sup>lt;sup>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

### **VimpelCom's positioning**

- Leading player in growth markets with high quality networks
- Significant upsides in penetration and usage in key markets
- Best customer experience through simple and convenient service offerings
- Leading service propositions from a digital distribution platform
- Global partnership agreements in the new eco system







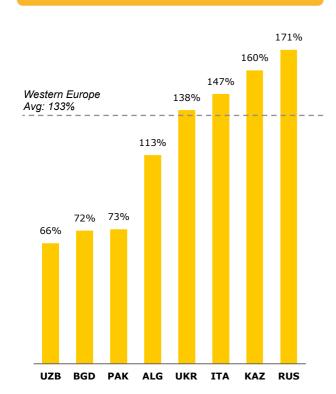


Well positioned to convert these drivers into value creation



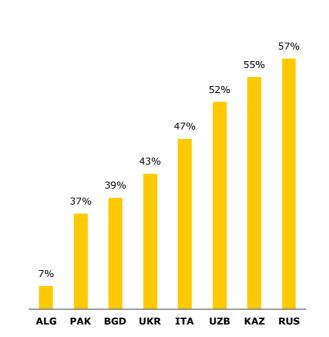
# Significant upside in terms of mobile penetration & data usage

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

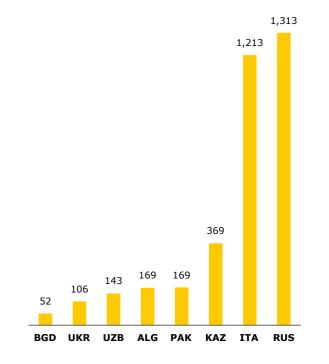


### **Mobile Data Penetration<sup>2</sup>** (%)





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



### Notes



<sup>1-</sup> Mobile penetration is for the market, based on sim cards number. Sources: Analysys Mason Research, Pakistan Telecommunications Authority, Bangladesh Telecommunications Authority

<sup>2</sup> Based on Company estimates 4Q'14, where mobile data penetration = data users (number of sims with data subscribed tariff plans) / mobile customers

# VimpelCom has an attractive emerging markets portfolio

### 66% of revenue in emerging markets

Emerging market portfolio					
	LTM 1Q15				
Revenues	USD 12.3 bn				
EBITDA <sup>1</sup>	USD 5.0 bn				
CAPEX excl. licenses	USD 2.5 bn				
Operating Cash Flow <sup>1</sup>	USD 2.5 bn				
Leverage <sup>2</sup>	1.2				

- Solid market positions in our seven major emerging 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; Operating cash flow = EBITDA - CAPEX

<sup>&</sup>lt;sup>2</sup> Net Debt / LTM 1015 EBITDA

# Recent strategic highlights

- Successful closing of Algeria transaction
- Repaid USD 3.4 billion of debt
- Italian tower sale completed
- Concluded 3rd and final stage of refinancing in Italy
- Acquired 3G license in Ukraine
- 4G/LTE services launched in Georgia
- On track to deliver 2015 targets

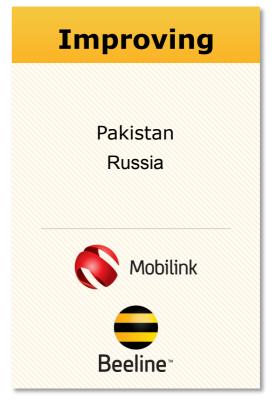




# Leading in customer experience in 2014









# 1Q15 Financial highlights

### **Service revenue**

(USD billion)

3.4

- 2% organic<sup>2</sup> YoY
- 30% reported YoY

# Mobile customers (million)

218

+4.8 million YoY

### **EBITDA**

(USD billion)

1.4

- 6% organic<sup>2</sup> YoY
- 33% reported YoY

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

(%)

39.7

- 1.7 p.p. organic<sup>2</sup> YoY
- 1.9 p.p. reported YoY

- Organic results in line with management expectations
- Marginal organic decline in service revenue:
  - Delayed 3G launch in Algeria
  - Continued market weakness in Italy
- EBITDA margin decreased organically in line with expectations:
  - Higher network costs in Russia
  - External influenced cost increases in Ukraine
- Strong mobile customer growth in most markets
- Reported results impacted by currency headwinds



# 1Q15 Income statement

USD million	1Q15	1Q14	YoY	
Revenue	3,515	5,024	(30%)	Organic decline of 2% due to the delayed 3G launch in Algeria, continued market
of which service revenue	3,358	4,810	(30%)	weakness in Italy, partly offset by growth in Bangladesh, Ukraine and Eurasia
EBITDA	1,396	2,088	(33%)	<ul> <li>Organic decline of 6% mainly driven by revenue decline, additional network costs in Russia, externally influenced cost increases in Ukraine and higher marketing costs</li> </ul>
EBITDA Margin	39.7%	41.6%	(1.9pp)	in Algeria
D&A	(885)	(1,164)	(24%)	<ul> <li>Decrease in D&amp;A due to local currency depreciation and decrease in amortization costs due to reduction in the charge on customer relationships in Italy and Algeria</li> </ul>
Impairment loss	(98)	0	n.m.	Impairment of goodwill on Ukraine and Armenia
Gain from tower sale in Italy	466	0	n.m.	
EBIT	879	924	(5%)	
Financial expenses	(382)	(513)	(26%)	<ul> <li>Significant YoY reduction from refinancing of Wind Italy in 2014 and weakening of ruble and euro</li> </ul>
FOREX and Other	(53)	(165)	(68%)	<ul> <li>Positive effect from hedging, which offset foreign exchange losses as a result of local currencies depreciation</li> </ul>
Profit before tax	444	246	81%	
Tax	(271)	(174)	56%	Due to higher profits and non deductible expenses related to tower sale in Italy
Profit for the period	173	72	n.m.	
Non-controlling interest	11	(34)	n.m.	
Net income <sup>1</sup>	184	38	n.m.	← VimpolCon

# 1Q15 Cash flow statement

USD million	1Q15	1Q14	YoY
EBITDA	1,396	2,088	(33%)
Changes in working capital and other	(1,387)	(34)	n.m.
Net interest paid	(429)	(652)	(34%)
Income tax paid	(344)	(234)	47%
Net cash from operating activities	(764)	1,168	n.m.
Purchase of assets	(642)	(1,174)	(45%)
Inflow from asset disposals and deposits and other	693	(37)	n.m.
Net cash used in investing activities	51	(1,211)	n.m.
Net cash from financing activities	1,136	200	n.m.
Not increase in each and each equivalents	423	157	1600/-
Net increase in cash and cash equivalents	423	157	169%

- Payment of Bank of Algeria fine (USD 1.1 billion), as part of closing transaction in Algeria
- Significant YoY reduction from refinancing of Wind Italy in 2014 and weakening of ruble and euro
- One-off withholding tax related to Algeria transaction

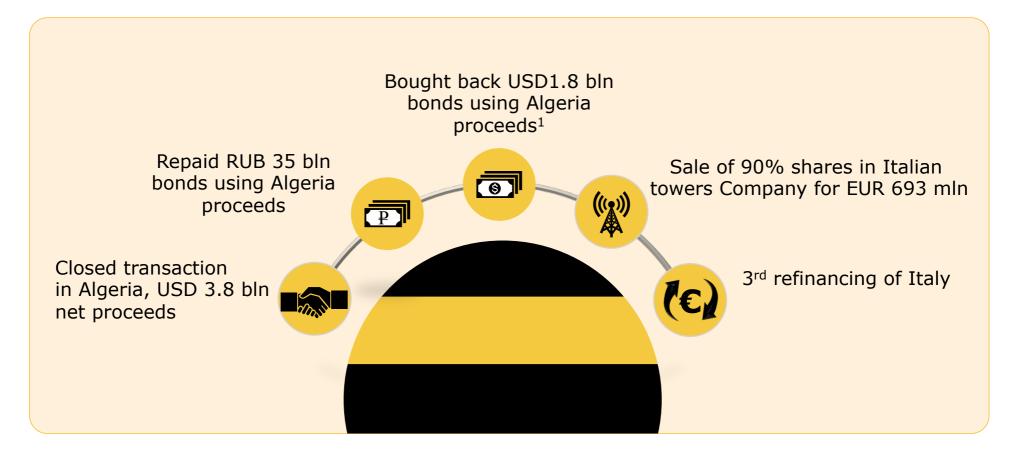
- Decrease YoY due to depreciation of the RUB, EUR and UAH against the USD and modernization projects completed in 2014
- Proceeds from sale of Italian towers of USD 0.7 billion

### In 1Q15:

- ▶ Net proceeds from closing transaction in Algeria of USD 2.3 bn
- ▶ RUB bonds repayments of USD 0.6 bn
- ▶ Refinancing in Italy using tower sale proceeds of USD 0.5 bn
- ▶ RCF repayment of USD 0.5 bn
- Draw down of loan facility in Algeria for USD 0.6 bn



# 1Q15 continued capital structure optimization



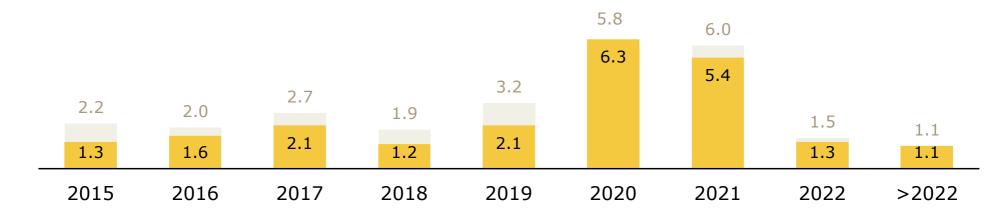


# Significantly improved debt maturity schedule

### **Group debt maturity schedule**

(in USD billion)

- As at December 31, 2014
- As at March 31, 2015 Pro Forma¹

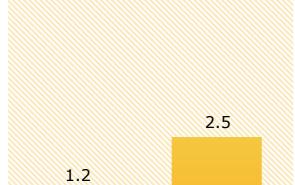




# Reduced net debt offset by FOREX impact on EBITDA

### **Net debt / EBITDA**

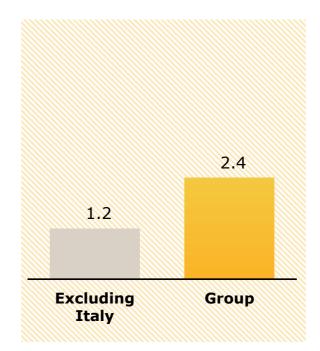






# Excluding Group Italy

### March 31, 2015





# Substantially reduced the cost of debt

### Average cost of debt 1Q14

# 8.3%

### Average cost of debt 4Q14



# Pro forma average cost of debt 1Q15<sup>1</sup>





# Cash flow enhancing from financing improvements during 2014 - 1Q 2015

	Targeted potential A&I day Jan 2014	Expected savings
In-house finance company	USD 50 million	USD 20 million
Debt optimization	USD 150 million	USD 400 million
Gross debt reduction	USD 150 million	USD 280 million
Withholding tax saving	USD 50 million	
Total	USD 400 million per year	USD 700 million per year



# Annual targets 2015

	Targets 2015 <sup>1</sup>
Service Revenue	Flat to low single digit decline YoY
EBITDA Margin	Flat to minus one p.p. YoY
EPS <sup>2</sup>	USD 0.35 - 0.40
CAPEX / Revenue	~20%
Leverage (Net Debt / EBITDA)	~3.2x
Excl. Italy	~1.7x

<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>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

# Conclusion

- Continued operational improvements
- Strong increase in EPS
- Successful closing of Algeria transaction
- Repaid USD 3.4 billion of debt
- Completed Italian tower sale & 3rd and final stage of refinancing in Italy
- On track to deliver 2015 targets





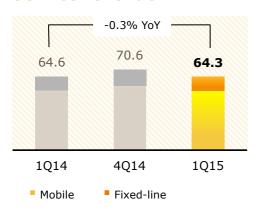
# **Business Units Performance 1Q15**



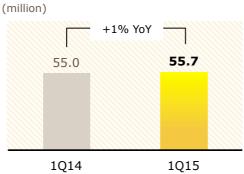
# Russia: Continued operational improvements

**RUB BILLION, UNLESS STATED OTHERWISE** 

### Service revenue



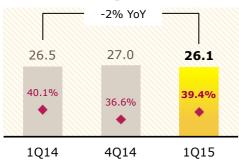
### **Mobile customers**



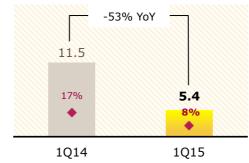
### Continued improvements in NPS and churn led to sequential YoY growth in mobile customers

- Stable revenue market share
- Mobile data revenue grew 18% YoY
- EBITDA decreased 2% YoY, mainly due to negative effect of ruble weakness on costs. Excluding currency headwinds, EBITDA would have increased 5% YoY
- 4G/LTE network sharing project according to plan, reducing construction costs by 30-40%





# CAPEX and CAPEX/revenue





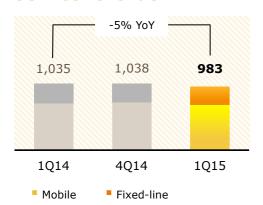


# Italy: Continued outperformance in mobile

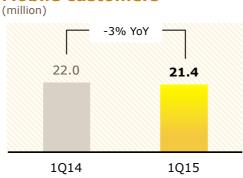
**EUR MILLION, UNLESS STATED OTHERWISE** 

### Service revenue

**EBITDA** and

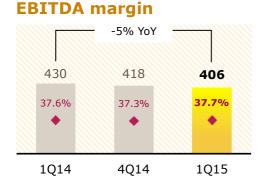


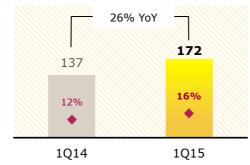
### **Mobile customers**



- Mobile service revenue declined by 3% YoY - a significant trend improvement versus previous quarters
- Mobile data revenue increased 17% YoY with data users increasing 16% YoY
- EBITDA decreased 5% with YoY trend improving sequentially
- Stable EBITDA margin YoY
- Final stage of refinancing successfully concluded & tower sale completed
- Total annualized interest savings from refinancing of ~ EUR 340 million







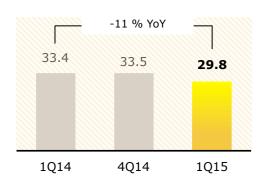




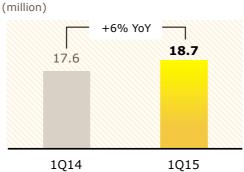
# Algeria: Transformation to take 12 to 18 months

DZD BILLION, UNLESS STATED OTHERWISE

### Service revenue



### **Mobile customers**



# EBITDA and EBITDA margin



# CAPEX and CAPEX/revenue



- Market leader in very attractive growth market, with a strong local partner
- Strengthening local management team
- Clear leader in NPS¹ with continued QoQ customer base growth
- EBITDA decreased due to revenue decline and higher marketing costs
- Continued roll out of 3G, now launched in 25 regions
- Results expected to remain under pressure in 2015

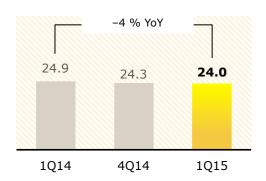




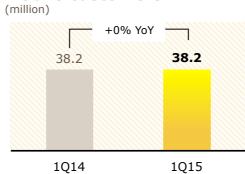
# Pakistan: Operational improvements

PKR BILLION, UNLESS STATED OTHERWISE

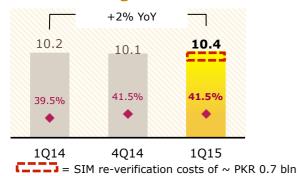
### Service revenue



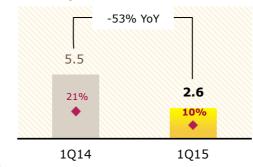
### **Mobile customers**



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



CAPEX/revenue



- 2G network modernization completed; continued investment in mobile data network
- Revenue pressure due to simplified VAS charging and SIM re-verification
- Strong mobile data revenue and mobile financial services growth YoY
- Continued improvements in NPS, maintained leading customer market share
- Underlying EBITDA margin of 41.5%, benefiting from power cost savings

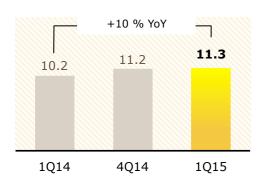




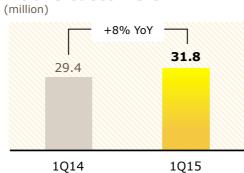
# Bangladesh: Continued double digit growth

BDT BILLION, UNLESS STATED OTHERWISE

### Service revenue

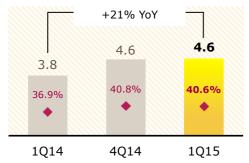


### **Mobile customers**

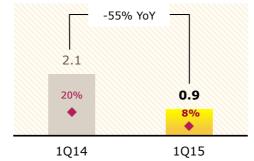


- Continued customer and revenue market share gains
- Continued double digit revenue growth YoY despite unstable macro environment
- EBITDA increased 21% YoY driven by revenue growth and cost efficiencies
- Banglalink maintained its leading NPS, continued improvement in churn
- Banglalink had strong growth in mobile data usage
- CAPEX impacted by 48 days of strikes





**CAPEX and CAPEX/revenue** 



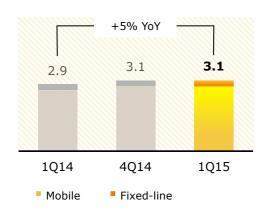




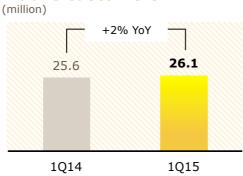
# Ukraine: Solid results in a challenging environment

**UAH BILLION, UNLESS STATED OTHERWISE** 

### Service revenue

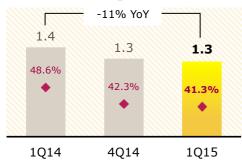


### **Mobile customers**

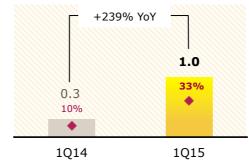


- YoY customer and mobile service revenue growth, despite challenging & volatile environment
- Improvement in annualized churn of 7 p.p. YoY
- Mobile data revenue growth 16% YoY
- EBITDA and EBITDA margin declined mainly due to external factors
- Continued 3G roll out, launch expected in 2H15

# EBITDA and EBITDA margin



# CAPEX and CAPEX/revenue



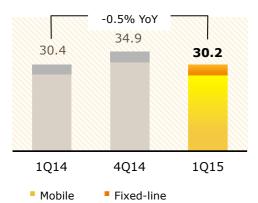




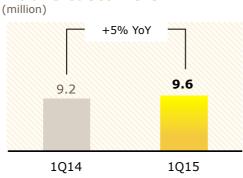
# Kazakhstan: Strong position in competitive market

KZT BILLION, UNLESS STATED OTHERWISE

### Service revenue

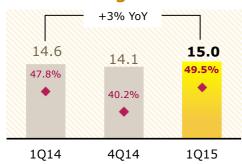


### **Mobile customers**

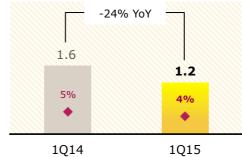


- Strong position as a result of attractive customer propositions, network and distribution
- Excluding MTR reductions mobile service revenue increased 2% YoY
- Mobile data revenue grew 38% YoY
- Fixed-line service revenue grew 9% YoY
- EBITDA margin positively impacted by MTR reduction
- Increased competitive environment expected to remain in 2015





# CAPEX and CAPEX/revenue







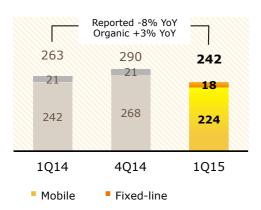
# Eurasia<sup>1</sup>: Increased competition

**USD MILLION, UNLESS STATED OTHERWISE** 

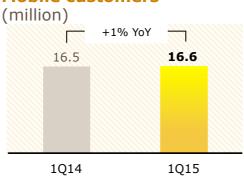
### Service revenue

**EBITDA** and

**EBITDA** margin



### **Mobile customers**



# **CAPEX and CAPEX/revenue**



- Mobile service revenue increased organically 3% YoY mainly due to solid results in Uzbekistan
- Mobile data revenue growth of 8% YoY
- Churn improved YoY in Uzbekistan, Armenia and Kyrgyzstan
- 4G/LTE launched in Georgia
- Increasing competition in Uzbekistan in 2015 (from 2 to 4 player market)





# Appendices



# Financial calendar 2015 – accelerating reporting

	20151
A&I site visit Russia	July 9
2Q15 results & strategy update (analyst meeting in London)	August 6
A&I Conference (London)	October 8 - 9
3Q15 results	November 6



# VimpelCom Ltd. ownership structure\*

Shareholder	Total Economic Common DRs and shares	% Economic rights	Preferred shares	Total voting DRs and shares	% of voting rights
Free Float	189 579 732	10.8%	-	189 579 732	9.1%
Telenor <sup>(1)</sup>	580 578 840	33.0%	305 000 000	885 578 840	43.0%
LetterOne <sup>(2)</sup>	986 572 563	986 572 563 56.2%		986 572 563	47.9%
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>(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.



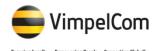
<sup>(1)</sup> As reported on Schedule 13D, Amendment No. 27, filed on June 11, 2014, by Telenor East Holdings II AS with the SEC, Telenor East Holdings II AS is the beneficial owner of 580,578,840 common shares and 305,000,000 preferred shares.

# Dividend policy to support deleverage and investments

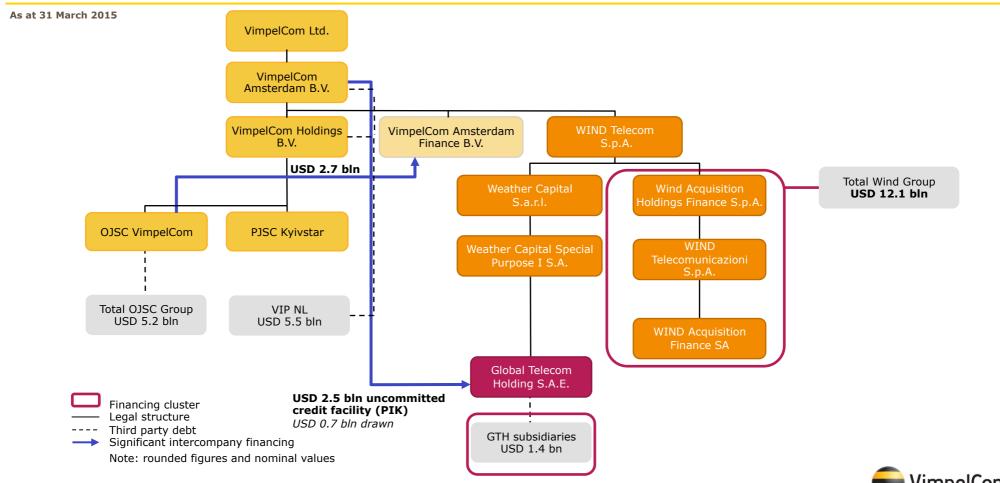
More long-term value in deleveraging and investing in high quality, 3G and 4G networks to capture high mobile data growth

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





# Financing structure



# Debt by entity

As at 31 December 2014, in USD billion

Outstanding debt		Type of debt/lender						
Entity	Bonds	Loans	RCF	Vendor Financing	Other	Total		
VimpelCom Holdings B.V.	3,813					3,813		
VimpelCom Amsterdam B.V.		1,000	500	752		2,252		
OJSC VimpelCom	4,078	1,583		207	45	5,913		
WIND Telecomunicazioni S.p.A.		2,562	121		45	2,728		
WIND Acquisition Finance S.A.	10,785					10,785		
Pakistan Mobile Communications Limited	22	387			2	411		
Banglalink Digital Communications Ltd.	300	148		4	0	452		
Omnium Telecom Algeria S.p.A.				47	1	47		
Others		19		8	14	41		
Total	18,998	5,699	621	1,018	106	26,442		



# Credit facilities

### **USD 6.2 bn credit facilities arranged in FY14:**

Financing	
VIP Holdings	USD 1.8 billion RCF USD 1.0 billion CF AlfaBank USD 1.0 billion VF CDB/BoC
OJSC VimpelCom	USD 0.8 billion Sberbank loan and RCF
WIND	USD 0.3 billion RCF
PMCL	USD 0.4 billion new funding
Algeria	USD 0.9 billion CF syndicate

### Available RCF headroom at the end 2014:

VimpelCom	USD 1.3 billion
OJSC VimpelCom	USD 0.3 billion (RUB 15 billion)
WIND	USD 0.6 billion (EUR 0.5 billion)

### Available VF/CF headroom at the end 2014:

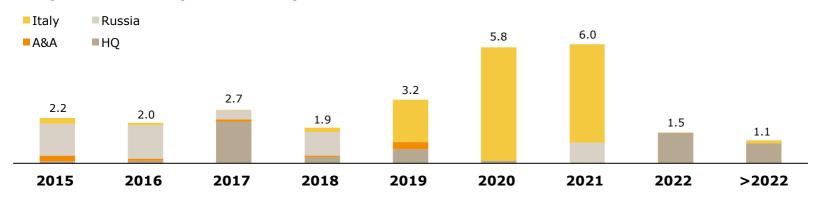
VimpelCom - CDB/ BoC	USD 1.0 billion
Algeria - syndicate	USD 0.9 billion (DZD 82 billion)



# Debt maturity profile

As at 31 December 2014, in USD billion

### **Group debt maturity schedule by Business Units**



### Group debt maturity schedule by currency<sup>1</sup>

	2015	2016	2017	2018	2019	2020	2021	2022	>2022	
EUR	0.2	0.1	0.0	0.3	2.1	5.5	4.6	0.0	0.1	50%
USD	0.2	1.2	2.1	1.1	1.0	0.1	1.0	1.5	1.0	36%
RUB	1.6	0.6	0.5	0.4	0.0	0.0	0.0	0.0	0.0	12%
Other	0.2	0.1	0.1	0.1	0.0	0.0	0.0	-	-	2%

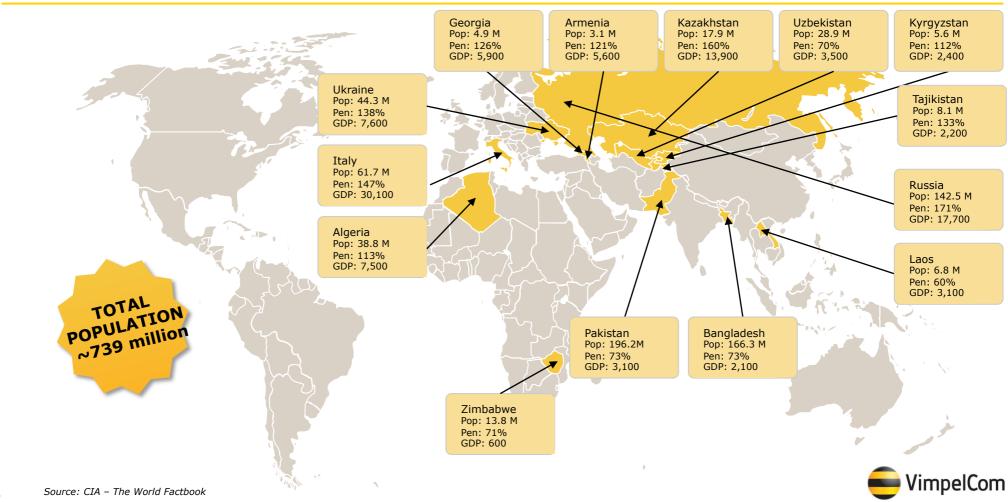
<sup>1.</sup> After effect of cross currency swaps



# **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
- 2014: 4G/LTE launched in 46 regions

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

GDP trend<sup>2</sup>

%

4.3

2011

- Rostelecom is still dominant market leader (~42 % subs market share incl. daughter companies)
- Voice traffic declining due to fixed-to-mobile substitution

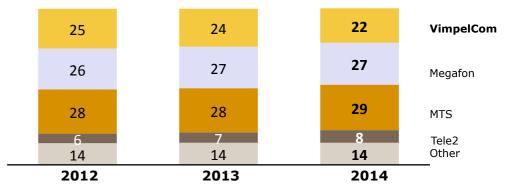
1.3

2013

Residential broadband penetration ~50%

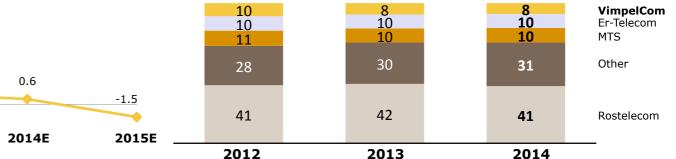
### Mobile Market Share<sup>1</sup>

(on service revenue), %



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

(on subs), %



3.4

2012



Source: Informa

<sup>&</sup>lt;sup>2</sup> Source: RosStat, Ministry of Economic Development of Russia

# Competitive situation and market trends - Italy

#### **Mobile**

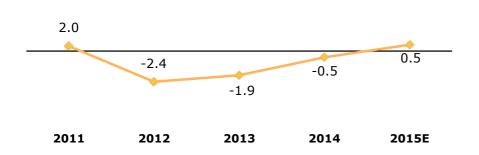
- ~ 79 % pre-paid market
- ~ 147% penetration
- 4 major players: TIM, Vodafone, WIND and H3G
- 31% smartphone penetration on SIM cards

#### **Fixed**

- Telecom Italia still the incumbent
- Ultra broadband penetration on total lines above 30MbpS ~ 29%
- Fixed to mobile substitution

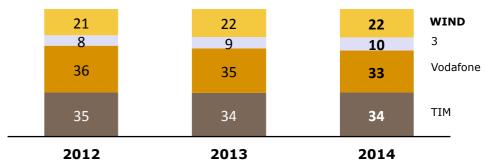
### **GDP** trend<sup>3</sup>

%



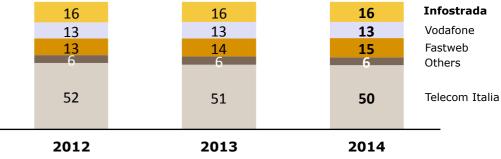
### Mobile Market Share<sup>1</sup>

(on revenue), %



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

(on lines), %





- 2. Source: from official declaration
- 3. Source: ISTAT (Nov'14)



# Competitive situation and market trends - Ukraine

#### **Mobile**

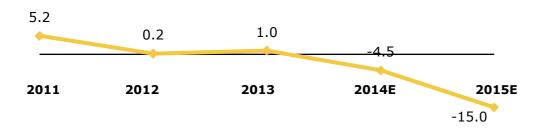
- Major players are Kyivstar, MTS and Astelit ("Life" brand)
- Kyivstar is the leading integrated operator with #1 in mobile and #2 in fixed residential broadband
- Penetration ~138%, ~87% pre-paid market
- Bundled pricing with high MOU of ~500
- In February 2015 3G licenses were awarded

#### **Fixed**

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

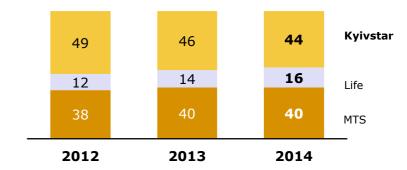
### GDP trend<sup>1</sup>

%



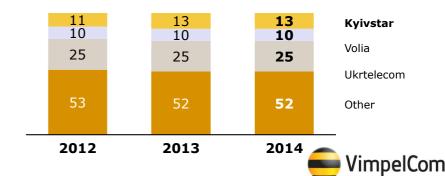
### **Mobile Market Share**

(on revenue), %



### **Fixed Broadband Market Share**

(on revenue), %



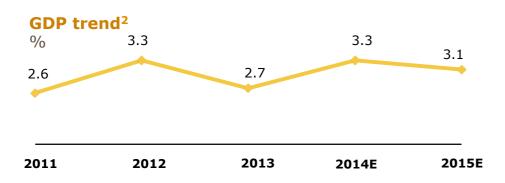
# Competitive situation and market trends - Algeria

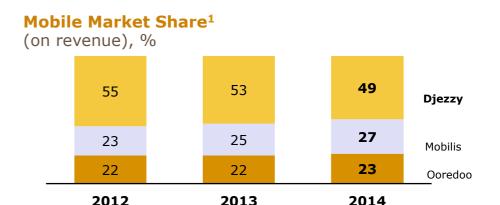
### **Macro Environment:**

- Government, trade and agricultural sectors account for over 60% of GDP
- 28% of the population is under 15 years old

### Mobile:

- 113% penetration
- 3 market players
- 3G launched







# Competitive situation and market trends - Pakistan

### **Macro Environment:**

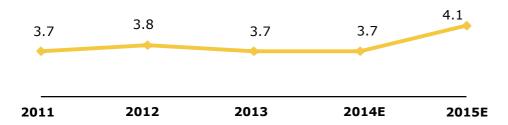
- Power shortfalls persist
- 34% of the population under 15 years old
- New government working on achieving political stability and economic reform

### Mobile:

- 73% penetration
- 5 market players
- 3G launched

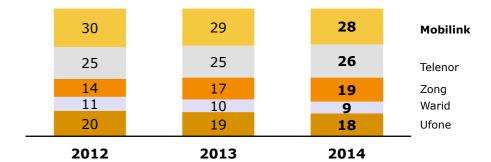
### **GDP** trend<sup>2</sup>

%



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

(on revenue), %





<sup>2</sup> Source: World Bank

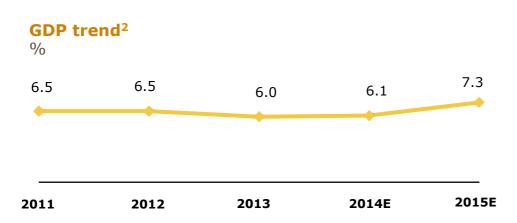
# Competitive situation and market trends - Bangladesh

#### **Macro Environment:**

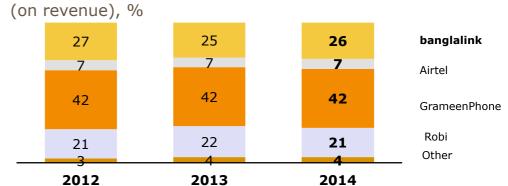
- The world's highest population density
- 33% of the population under 15 years old
- Elections and political instability

### Mobile:

- 73% penetration
- 3 main players in the market
- 3G launched



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





Focusing Locally . Empowering People . Connecting Globally

Source: Company's estimations

<sup>&</sup>lt;sup>2</sup> Source: Bangladesh Governments Statistics

# Competitive situation and market trends - Kazakhstan

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

- 160% penetration
- 2 major players (VimpelCom, KCell) with cumulative MS 90%, 3<sup>d</sup> player is discounter (Tele2)
- 3G launched by all players, 4G network introduced only by Altel (government owned)

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

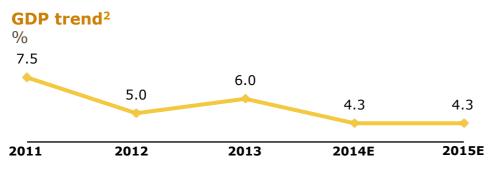
- Residential broadband is the main revenue growth contributor to the fixed market
- Residential broadband penetration ~30% and still growing
- Kazakhtelecom is still dominant incumbent (with ~84 % subs market share)
- Voice is expected to decrease due to FMS and voice over broadband substitutes

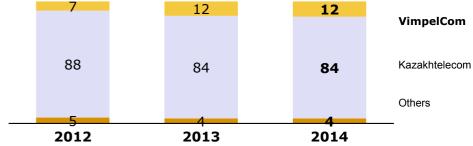
## Mobile Market Share<sup>1</sup>

(on revenue), %



# Fixed Broadband Market Share<sup>3</sup> (on subs), %





- Source: Official publications (Beeline revenue is calculated as mobile standalone)
- 2 Source: National Statistic Committee

## Competitive situation and market trends - Uzbekistan

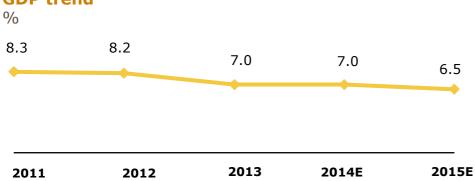
### **Mobile**

- 70% penetration
- 2 major players: VimpelCom, UCell, MTS entrance in Dec'14
- 3G launched by two operators
- First commercial launch of 4G/LTE in Uzbekistan in September 2014

### **Fixed**

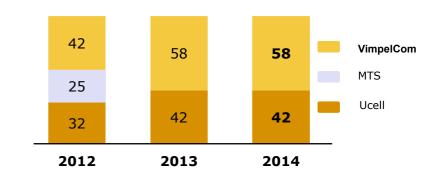
Uzbektelecom is still dominant incumbent (with ~98 % subs market share)

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



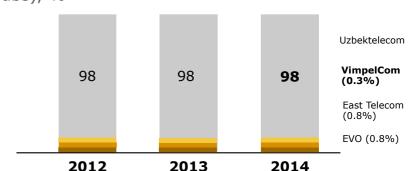
### **Mobile Market Share<sup>2</sup>**

(on revenue), %



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

(on subs), %



Source: www.imf.org

Source: <u>www.vimpelcom.com, www.mts.ru,</u> www.teliasonera.com

Source: Local estimation

# Competitive situation in rest of CIS

#### **Tajikistan**

- 4 competitors: Beeline 4<sup>th</sup>, Babilon Mobile1<sup>st</sup>, Tcell (TeliaSonera) 2<sup>nd</sup>, MegaFon 3<sup>rd</sup>
- First 3G operations in CIS, low data usage, collaboration with BU Russia for migrant customers



### Kyrgyzstan

- 3 competitors: Beeline 1<sup>st</sup>, Alfa Telecom (MegaFon) 2<sup>nd</sup>, O! 3<sup>rd</sup>
- 3G developing fast, leader in growth and EBITDA margin



#### Armenia

- 3 international competitors: Beeline 2<sup>nd</sup>, Vivacell (MTS) 1<sup>st</sup>, Orange 3<sup>rd</sup>
- · 3G license
- Beeline fixed monopoly, stagnating voice, ADSL as fixed BB, growing competition urges for FTTx



### Georgia

- 3 competitors: Beeline 3<sup>rd</sup>, GeoCell (TeliaSonera) 1<sup>st</sup> and MagtiCom 2<sup>nd</sup>
- 3G operations by competitors, 80+% coverage, liberal economy
- · 4G/LTE launched





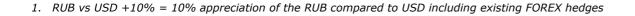
# Reconciliation Tables and Forex



## Forex sensitivities

## **FOREX translation sensitivities on Group level**

			FOREX sensitivities <sup>1</sup>			
USD billion			RUB vs. USD +/-10%	EUR vs. USD +/-10%	UAH vs. USD +/-10%	
Revenue	19.6	Average	4%	3%	0.5%	
EBITDA	8.0	FOREX	4%	3%	0.6%	
Gross Debt	26.4	Year-end FOREX	1%	5%	n.a.	
Net Debt	20.0		1%	5%	n.a.	





# FOREX rates used in annual targets for 2015

		Currency	FX rates versus USD
•	Algeria	DZD	92.0
	Armenia	AMD	415.0
	Bangladesh	BDT	79.0
nis .	Egypt	EGP	7.5
***	Georgia	GEL	1.8
	Italy	EUR	0.91
	Kazakhstan	KZT	190.0
6	Kyrgyzstan	KGS	55.0
C	Pakistan	PKR	105.0
	Russia	RUB	70.0
	Ukraine	UAH	25.0



## Credit facilities: USD 3.8 billion in available headroom

### **USD 0.4 bn credit facilities arranged in 1Q15:**

Financing	
WIND	USD 0.4 billion RCF (EUR 0.4 billion RCF <sup>1</sup> )

### **Available RCF headroom at the end 1Q15:**

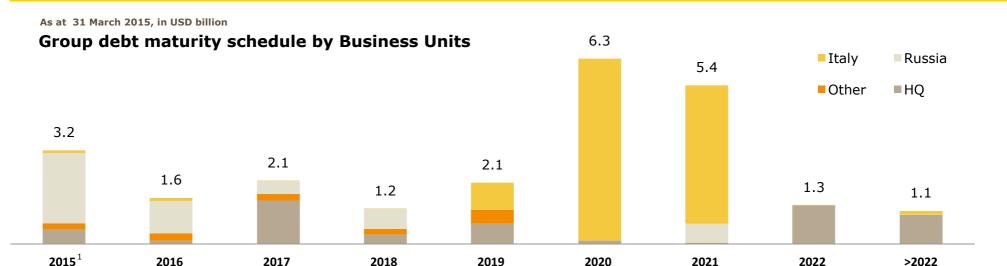
VimpelCom	USD 1.8 billion
OJSC VimpelCom	USD 0.3 billion (RUB 15 billion)
WIND	USD 0.4 billion (EUR 0.4 billion)

### Available VF/CF headroom at the end 1Q15:

VimpelCom - CDB/BoC	USD 1.0 billion
Algeria - syndicate	USD 0.3 billion (DZD 32 billion)



# Debt maturity profile



### Group debt maturity schedule by currency<sup>2</sup>

	2015 <sup>1</sup>	2016	2017	2018	2019	2020	2021	2022	>2022	
EUR	0.1	0.1	0.0	0.0	0.9	5.7	4.1	0.0	0.1	48%
USD	1.9	0.7	1.5	0.6	1.0	0.1	0.7	1.3	1.0	38%
RUB	0.9	0.5	0.4	0.4	0.0	0.0	0.0	0.0	0.0	10%
Other	0.2	0.2	0.2	0.2	0.2	0.0	0.0	0.0	0.0	5%

<sup>&</sup>lt;sup>1</sup> Includes USD 1.8 bln bonds tendered in March 2015, while settlement of the tender and cancellation of the bonds was at April 2, 2015



<sup>&</sup>lt;sup>2</sup> After effect of cross currency swaps

# Debt by entity

As at 31 March 2015, USD million

Outstanding debt	Type of debt/lender						
Entity	Bonds	Loans	RCF	Vendor Financing	Other	Total	
VimpelCom Holdings B.V.	3,785	-	-	-	-	3,785	
VimpelCom Amsterdam B.V.	-	1,000	-	736	-	1,736	
OJSC VimpelCom	3,479	1,523	-	186	45	5,233	
WIND Telecomunicazioni S.p.A.	-	1,066	-	-	31	1,097	
WIND Acquisition Finance S.A.	10,992	-	-	-	-	10,992	
Pakistan Mobile Communications Limited	19	365	-	-	2	385	
Banglalink Digital Communications Ltd.	300	142	-	0	0	443	
Omnium Telecom Algeria S.p.A.	-	512	-	-	0	512	
Others	-	19	-	8	15	42	
Total gross debt	18,575	4,627	-	930	93	24,225	



# FOREX rates used in annual targets for 2015

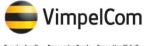
		Currency	FX rates versus USD
<b>©</b>	Algeria	DZD	92.0
	Armenia	AMD	415.0
	Bangladesh	BDT	79.0
pid .	Egypt	EGP	7.5
* *	Georgia	GEL	1.8
	Italy	EUR	0.91
•	Kazakhstan	KZT	190.0
6	Kyrgyzstan	KGS	55.0
C	Pakistan	PKR	105.0
	Russia	RUB	70.0
	Ukraine	UAH	25.0



# Service revenue and EBITDA development in 1Q15

#### 1Q 2015 vs 1Q 2014

	S	Service Revenue			EBITDA	EBITDA	
Business Units	Organic	FX and others	Reported	Organic	FX and others	Reported	
Russia	0%	(44%)	(44%)	(2%)	(43%)	(45%)	
Italy	(5%)	(17%)	(22%)	(5%)	(18%)	(23%)	
Algeria	(11%)	(14%)	(25%)	(18%)	(14%)	(32%)	
Pakistan	(4%)	2%	(2%)	(5%)	2%	(3%)	
Bangladesh	10%	0%	10%	21%	0%	21%	
Ukraine	5%	(60%)	(55%)	(11%)	(50%)	(61%)	
Kazakhstan	0%	(9%)	(9%)	3%	(9%)	(6%)	
Eurasia	3%	(11%)	(8%)	3%	(13%)	(10%)	
Total	(2%)	(28%)	(30%)	(6%)	(27%)	(33%)	



# Reconciliation of EBITDA

USD mln	1Q15	1Q14
Unaudited		
EBITDA	1,396	2,088
Depreciation	(584)	(758)
Amortization	(286)	(394)
Impairment loss	(98)	-
Loss on disposals of non-current assets	(15)	(12)
Gain from sale of towers in Italy	466	-
EBIT	879	924
Financial Income and Expenses	(382)	(513)
- including finance income	12	14
- including finance costs	(394)	(527)
Net foreign exchange gain / (loss) and others	(53)	(165)
- including Other non-operating gains / (losses)	73	(36)
- including Shares of loss of associates and joint ventures accounted for using the equity method	(3)	(37)
- including Net foreign exchange gain / (losses)	(123)	(92)
EBT	444	246
Income tax expense	271	174
Profit for the year	173	72
Profit/(loss) for the year attributable to non-controlling interest	(11)	34
Profit for the year attributable to the owners of the parent	184	38

USD mln	1Q15 LTM	1Q14 LTM
Unaudited		
EBITDA	7,277	8,000
Add back provisions related to the 51% sale in Algeria	50	1,266
LTM EBITDA adjusted	7,327	9,266



## Reconciliation of consolidated net debt

### Reconciliation of consolidated net debt

USD mln	1Q15	4Q14	3Q14
Net debt	17,608	19,992	21,736
Cash and cash equivalents	6,499	6,342	5,852
Long-term and short-term deposits	118	109	126
Gross debt	24,225	26,443	27,714
Interest accrued related to financial liabilities	371	410	402
Fair Value adjustment	49	29	8
Other unamortised adjustments to financial liabilities (fees, discounts etc.)	(75)	(106)	(104)
Other liabilities at amortized costs	271	259	249
Derivatives designated as hedges	108	89	106
Total debt and other financial liabilities	24,949	27,124	28,375



## Disclaimer

This presentation 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 Algeria and Galata transactions, anticipated interest cost savings and benefits from the capital structure optimization/financing improvements, operational and network development and network investment, and the Company's ability to realize its targets and strategic initiatives in the various countries of operation. The forwardlooking 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. 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.

