

### FY 2018 RESULTS AND BUSINESS UPDATE

## Disclaimer



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capex excluding licenses/revenue) are reconciled to comparable IFRS measures in VEON Ltd.'s earnings release published on its website on the date hereof. In addition, we present certain information on a forward-looking basis (including, without limitation, the expected impact on revenue, EBITDA and equity free cash flow from the consolidation of the Euroset stores after completing the transaction ending the Euroset joint venture). We are not able to, without unreasonable efforts, provide a full reconciliation to IFRS due to potentially high variability, complexity and low visibility as to the items that would be excluded from the comparable IFRS measure in the relevant future period, including, but not limited to, depreciation and amortization, impairment loss, loss on disposal of non-current assets, financial income and expenses, foreign currency exchange losses and gains, income tax expense and performance transformation costs, cash and cash equivalents, long - term and short-term deposits, interest accrued related to financial liabilities, other unamortized adjustments to financial liabilities, and other financial liabilities.

# Agenda



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OPENING	Richard James - Head of IR
KEY ACHIEVEMENTS & 2019 STRATEGIC FOCUS	Ursula Burns - Executive Chairman and CEO
DIGITAL UPDATE AND COUNTRY RESULTS	Kjell Johnsen - COO
GROUP FINANCIAL RESULTS AND TARGETS	Trond Westlie - CFO
RUSSIA UPDATE	Vasyl Latsanych - CEO Beeline Russia

### **Q&A AND REFRESHMENTS**

## A significant year for VEON



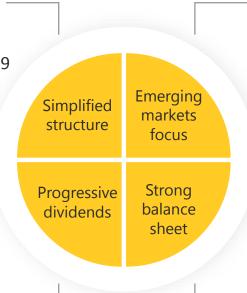


# Strategic achievements Execution on four strategic priorities



- Lean operating model now adopted
- FY 2018 corporate costs target achieved; on track to halve run-rate corporate costs by year-end 2019
- Continued focus on efficiencies across the group
- VEON submitted MTO in relation to GTH

• Annual progressive dividend of US 29 cents



- Sale of 50% stake in Italy joint venture increased our focus on emerging markets
- Digital journey underway with significant investment in infrastructure
- Renewed emphasis on local digital services

- Proceeds from Italy JV sale (~USD 2.8 billion) almost entirely used to repay debt, reducing future interest expense
- Net leverage ratio<sup>1</sup> stable QoQ at 1.7x, below 2x target

Committed to create greater value for our shareholders

## Good progress in FY 2018, targets achieved



	Target: low single-digit organic growth	Target: mid single-digit organic growth	Target: ∼\$ 1 billion ✓
FY 2018	revenue \$9.1bn	\$3.3bn	FCF \$1,032m LICENSES <sup>2</sup>
	+3.5% organic <sup>1</sup> YoY -4.1% reported YoY	+6.2% organic <sup>1</sup> YoY -8.8% reported YoY	+28.3% reported YoY
Q4 2018	total \$2.25bn	\$714m	EQUITY FCF \$229m
	+5.3% organic <sup>1</sup> YoY -3.1% reported YoY	+10.0% organic <sup>1</sup> YoY -5.1% reported YoY	

<sup>&</sup>lt;sup>1</sup> Organic change is a non-IFRS measure and reflects changes in revenue and EBITDA. Organic change excludes the effect of foreign currency movements and other factors, such as businesses under liquidation, disposals, mergers and acquisitions. In Q4 2018 and FY 2018 organic growth is calculated at constant currency and excludes the impact from Euroset integration. Organic EBITDA for FY 2018 also excludes exceptional income from an adjustment to a vendor agreement of USD 106 million in Q3 2017. See attachment in the earnings release for reconciliations

<sup>&</sup>lt;sup>2</sup> Equity free cash flow excluding M&A transactions, capex for licenses is a non-IFRS measure and is defined as free cash flow from operating activities less cash flow used in investing activities, excluding M&A transactions, capex for licenses, inflow/outflow of deposits, financial assets and other one-off items

## Committed to our strategy through 2019



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#### **ENHANCE OUR CORE**

- Invest in Digital Business Support Systems
- Deploy improved customer engagement tools (self-care, automation)
- Increase investment to improve our networks
- Maintain focus on customer service excellence

#### **ACTIVELY MANAGE OUR PORTFOLIO**

- Further simplify our Group structure
- Continue to review our portfolio composition
- Pursue in-market consolidation where local returns support
- Deploy capital to maximize shareholder returns

#### **TARGET COST EFFICIENCIES**

- HQ run-rate costs on track to be halved by end-2019 from FY 2017
- Achieve operating cost reduction across the Group through deployment of new technology and by improving organizational efficiency

Key areas of focus

#### **INVEST IN NEW REVENUE STREAMS**

- Serve emerging demand across content, financial services, adtech, cloud and related digital services
- Deploy local services to deepen customer engagement
- Develop new business streams to monetize our investment in digital technologies

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More detail on these initiatives will be provided at our Analyst & Investor Day in summer 2019

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### **Q&A AND REFRESHMENTS**

## Digital: monetizing data and reducing opex





Lean operations and sustained cost optimization

Big Data analytics

Machine learning and data science to protect core ARPU while driving new revenue growth through personalized customer experience and offers



New revenue streams from digital categories and partnerships

# Digital services: building momentum locally





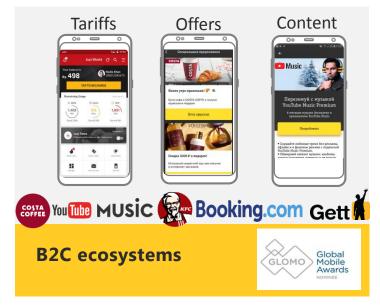
- Leader in Pakistan with 5 million active mobile accounts at year-end 2018
- President of Global Digital Financial Services appointed to drive future growth



### **Beeline TV**



- Highly targeted TV everywhere service that combines live TV and Video on Demand
- Currently available in Russia with plans to expand



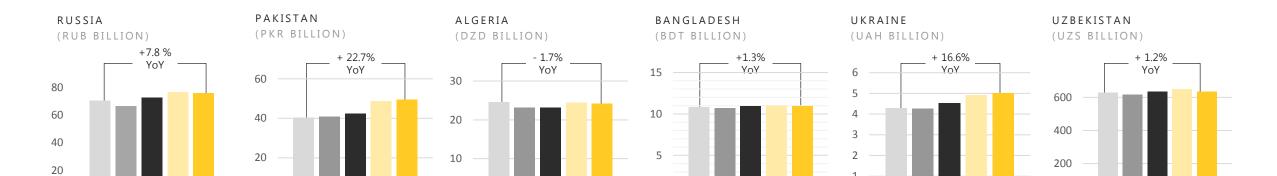
- 12.4 million Monthly Active Users and 200+ partners across VEON's operating companies at year-end 2018
- · Consistent, omnichannel customer experience
- Increasing customer stickiness and, over time, will reduce OPEX

Big Data analytics

# Q4 2018 revenue and EBITDA country trends

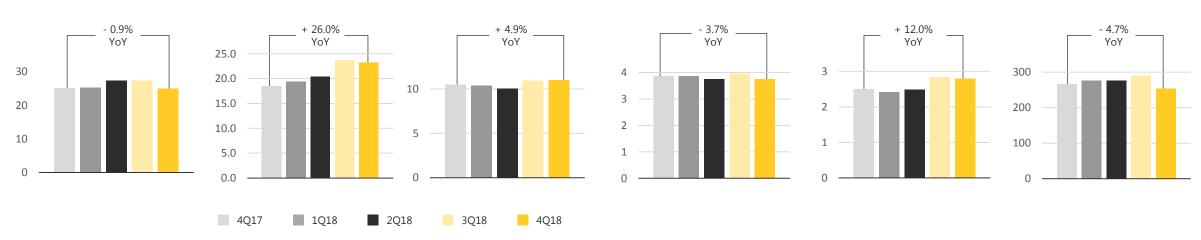


## Figures and trends in local currency



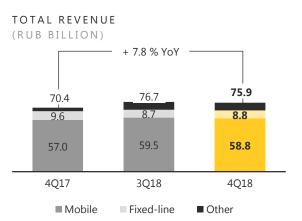
Revenue

#### **EBITDA**

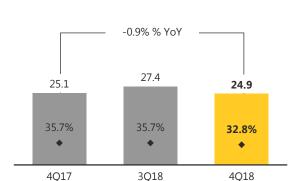


# Russia: Euroset integration successfully completed, doubling of sales of equipment and accessories





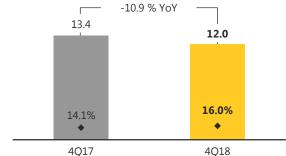




EBITDA AND EBITDA MARGIN

(RUB BILLION AND %)

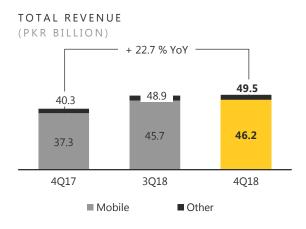


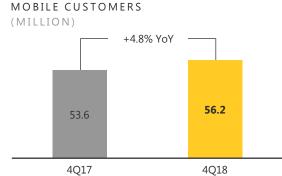


- Total revenue growth of 7.8% YoY, driven by mobile service revenue growth of 3.1% YoY and more than a doubling (+138%) of sales of equipment and accessories, mainly as a result of the integration of Euroset stores
- Mobile ARPU grew by 8.1% YoY. Mobile customers decreased 5.0%, mainly due to a reduction in gross sales through alternative channels. Churn improved by 3.8% YoY
- Fixed-line service revenue decreased 8.5% YoY, but stabilized YoY (-0.3%), adjusted for the centralization of transit services revenue in VEON Wholesale Services
- EBITDA decreased by 0.9% YoY, driven by Euroset integration impact (~RUB 0.4 billion) and non-recurring increase of annual spectrum fees (~RUB 0.9 billion). The change in revenue mix driven by increased sales of equipment and accessories negatively impacted EBITDA margin by 2.1 p.p. YoY
- Euroset integration completed and positive contribution to EBITDA expected from FY 2019 onwards. EBITDA margin expected to decrease YoY as a result of change in revenue mix driven by strong growth in sales of equipment and accessories
- Capex excluding licenses decreased during the quarter, mainly as a result of improved capex planning, more evenly spread over the quarters
- Yarovaya investment plans progressing, in alignment with legal requirements

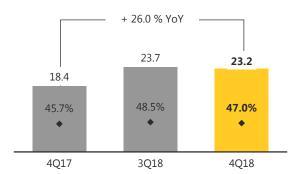
# Pakistan: revenue and EBITDA growth accelerated in Q4



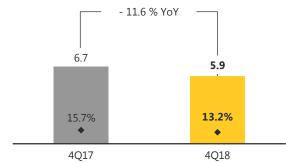




#### EBITDA AND EBITDA MARGIN (PKR BILLION AND %)



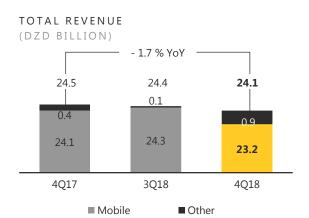
CAPEX EXCL. LICENSES
AND LTM CAPEX/REVENUE
(PKR BILLION AND %)

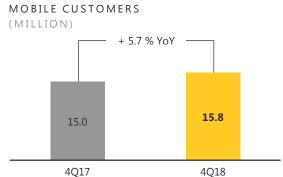


- The market remained competitive in Q4, particularly in data and social network offers, against which Jazz maintained its premium price positioning
- Revenue grew by 22.7% YoY, comprising:
  - 9.9 p.p. from business performance; an acceleration vs Q3, fueled by higher share of wallet for telecom services
  - ▶ 12.8 p.p. driven by suspension of taxes collected by MNOs in Q4 2018, which provided the market with additional revenue growth, on account of higher usage by customers
- Jazz's customer base was broadly flat sequentially (+4.8% YoY), driven by focus on high-quality activations
  - Trend supported by data network expansion and growth in data subscribers (+15.9% YoY)
- Healthy EBITDA growth (+26.0% YoY):
  - Excluding tax-related factors for both Q4 2017 and 2018, EBITDA growth would have grown by 19.8%, with YoY improvement in EBITDA margin of 3.9p.p.
- Capex excluding licenses decreased YoY due to a more balanced quarterly distribution of expenditures in 2018 and lower YoY 3G and 4G/LTE roll-out activity

## Algeria: sequential customer growth continues



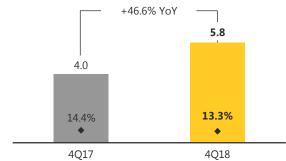




## EBITDA AND EBITDA MARGIN (DZD BILLION AND %)



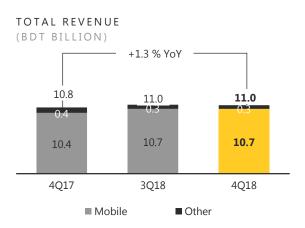
CAPEX EXCL. LICENSES
AND LTM CAPEX/REVENUE
(DZD BILLION AND %)

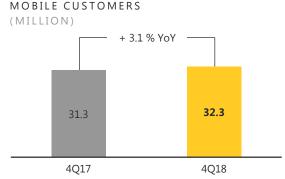


- Q4 2018 saw continued intense price competition, especially in channelrelated incentives as competitors continued to respond to Djezzy's customer base expansion
- Macroeconomic and regulatory challenges persisted:
  - Economic slowdown and high inflation, along with import restrictions
  - New direct taxation since 1 January 2018 and further increases from mid-July
  - However, MTR symmetry was achieved in November 2018
- YoY rate of revenue decline slowed vs Q3 2018, also driven by favorable adjustments of DZD 0.7 bn in Q4 2018, mostly related to the reversal of a liability towards a vendor
  - Revenue trend from business performance, excluding these adjustments, would have been -4.5% YoY, driven by ARPU decline (-7.4% YoY)
  - Customer base growth accelerated both YoY (+5.7%) and QoQ (+1.3%) in response to the success of commercial offers
  - ▶ Data revenue grew strongly (+67.1% YoY), leveraging our 4G/LTE network
- EBITDA increased YoY by 4.9%, mainly driven by favorable impact of one-off revenue and release of certain provisions in Q4 2018 (DZD 1.3 billion)
  - ► EBITDA trend from business performance was -7.7% YoY, triggered by the full impact of new taxation in Q4, additional channel incentives and higher technology costs
- Capex excluding licenses increased YoY due to QoQ acceleration in 4G/LTE roll-out

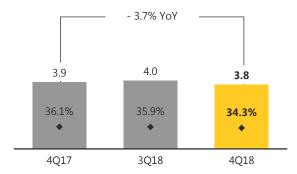
# Bangladesh: revenue trend flattened out, supported by data revenue growth acceleration



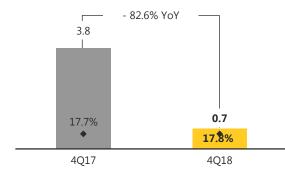




#### EBITDA AND EBITDA MARGIN (BDT BILLION AND %)



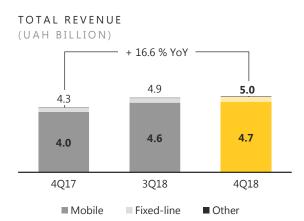




- Data revenue growth accelerated (+25.2% YoY vs 11.9% in Q3), despite continued pricing pressures in the market
  - Data customers (+15.9% YoY) and data usage (+76.6% YoY) supported Q4 growth
- Revenue flattened out (+1.3% YoY) after 2 years (last positive quarter was Q3 2016), driven by data growth
  - Customer growth (+3.1% YoY, flat QoQ) supported by improved distribution and network availability in a price-competitive market
  - ARPU erosion decelerated in Q4 (-0.2% YoY) vs Q3 (-9.0% YoY)
  - Service revenue grew by +2.6% YoY (+0.2% QoQ)
- EBITDA decreased 3.7% YoY (-5.0% QoQ) mainly due to structural opex, mostly related to 4G/LTE network expansion, more than offsetting revenue impact
- Capex excluding licenses decreased YoY as a result of a more front-loaded quarterly distribution in 2018 vs 2017
- Regulatory environment is still challenging with developments such as VAS revenue sharing rate set at 40%, effective from 1 October 2018, which will result in higher costs to Banglalink

## Ukraine: strong performance during 2018



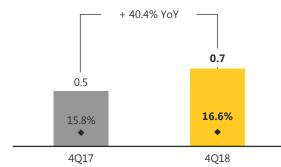




## EBITDA AND EBITDA MARGIN (UAH BILLION AND %)



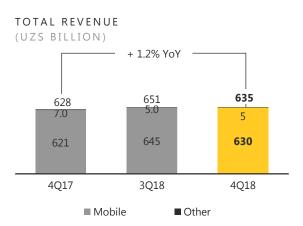
CAPEX EXCL. LICENSES
AND LTM CAPEX/REVENUE
(UAH BILLION AND %)

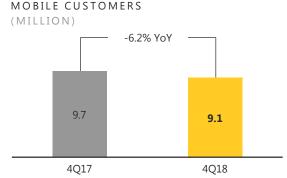


- Kyivstar continued to report strong results in a growing market, driven by successful marketing activities, strong data growth and a focus on high value customers
- Mobile service revenue grew by 17.2% YoY, mainly driven by data revenue growth of 84.5% YoY
  - ARPU increased by 18.2% YoY
  - Data usage more than doubled in 4Q18 compared to last year
  - Continued strong growth in data penetration, with data customers growing 18.2% YoY, while 4G/LTE users penetration remains low at 11%
- Strong EBITDA growth driven by revenue growth, partially offset by higher structural costs and the shift of commercial costs from Q3 2018 to Q4 2018
  - EBITDA margin decreased by 2.2 p.p. YoY as Q4 2017 EBITDA was positively impacted by a release of regulatory provision of UAH 213 million. Excluding this impact, EBITDA margin would have improved by 2.7 p.p. YoY
- CAPEX excl. licenses grew 40.4% YoY due to on going network improvements and further 4G/LTE roll-out

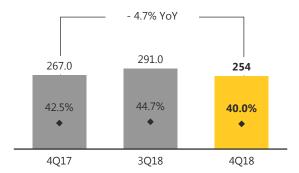
# Uzbekistan: solid revenue growth but external costs and provisions pressured EBITDA



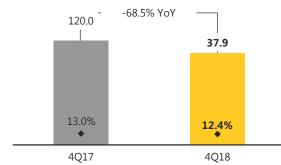




## EBITDA AND EBITDA MARGIN (UZS BILLION AND %)



CAPEX EXCL. LICENSES
AND LTM CAPEX/REVENUE
(UZS BILLION AND %)



- Uzbekistan's market growth is driven by increased mobile data penetration.
   Unitel continues to focus on high value customers as the clear market leader, offering a high quality mobile network
- Revenue grew by 1.2% YoY, driven by repricing activities in March 2018 and strong mobile data growth, partially offset by the MTR reduction
- Adjusted for the negative effect of MTR, revenue growth would have been 7.4% YoY, driven by strong increase in mobile data revenue (+52.1% YoY)
- EBITDA decreased by 4.7% YoY, mainly due to external cost pressures from increased customer tax (UZS 34.2 billion), the effect of the reduction in MTR (UZS 9 billion) and non-recurring costs and certain provisions (UZS 22 billion)
- EBITDA also impacted by ~UZS 12 billion of certain costs shifted from Q3 to Q4 2018. Q4 2017 was negatively impacted by a provision of UZS 20 billion
- Tax reforms introduced from January 2019 are expected to have ~13% negative effect on revenue and ~6% on EBITDA in FY 2019, while free cash flow impact is expected to be slightly positive
  - The customer tax decreased to UZS 2,000 as per January 2019, from UZS 4,000 in FY 2018 as a result of tax reforms

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### **Q&A AND REFRESHMENTS**

## Good operational performance in Q4 2018





+5.3% organic<sup>1</sup> YoY -3.1% reported YoY EBITDA

\$714m

+10.0% organic1 YoY -5.1% reported YoY EQUITY FCF EXCL.

\$229m

MOBILE DATA REVENUE

\$550m

+30.2% organic<sup>1</sup> YoY +16.3% reported YoY NET LEVERAGE RATIO<sup>3</sup>

1.7x

Below 2x Group target

costs \$135m

+7.4% YoY

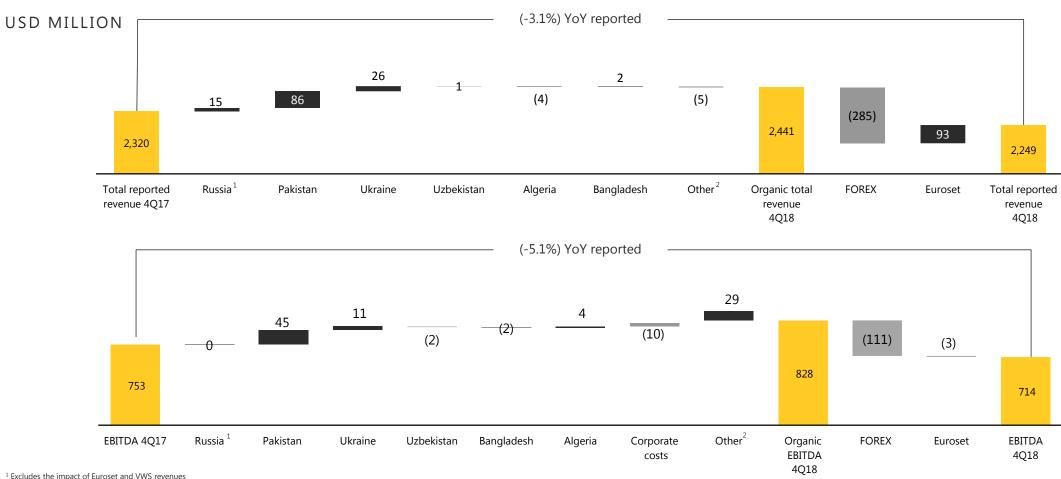
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<sup>&</sup>lt;sup>2</sup> Equity free cash flow excluding licenses is a non-IFRS measure and is defined as free cash flow from operating activities less cash flow used in investing activities, excluding M&A transactions, capex for licenses, inflow/outflow of deposits, financial assets and other one-off items
<sup>3</sup> Net leverage ratio is defined as Net debt / LTM (last twelve months) EBITDA

## Revenue and EBITDA development



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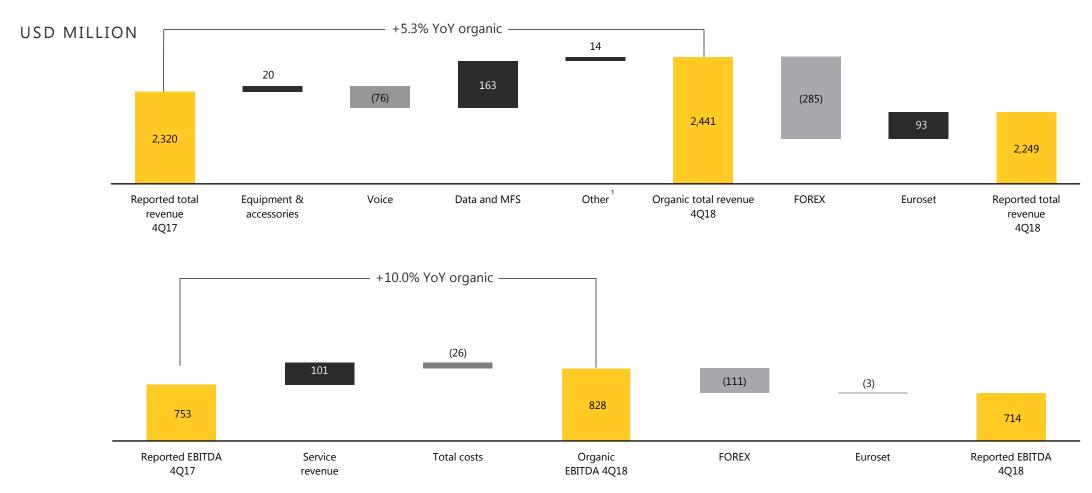


<sup>&</sup>lt;sup>2</sup> Other in Q4 2018 mainly includes the results of Kazakhstan, Kyrgyzstan, Armenia, Georgia, other global operations and services and intercompany eliminations

## Revenue and EBITDA development



Data revenue driving organic growth in revenue and EBITDA



<sup>&</sup>lt;sup>1</sup> Other includes interconnect, roaming and intercompany eliminations

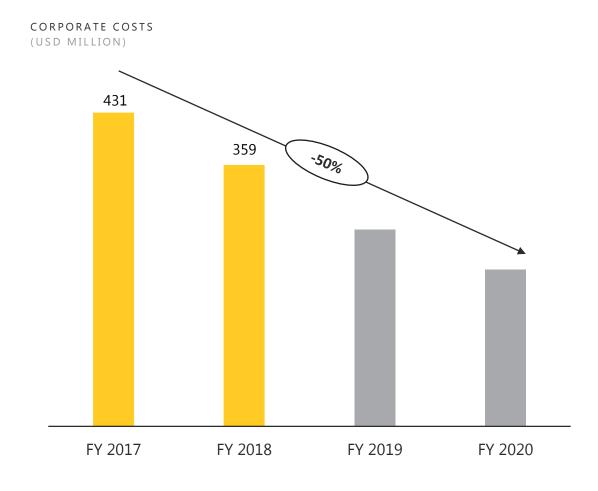
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## Corporate costs





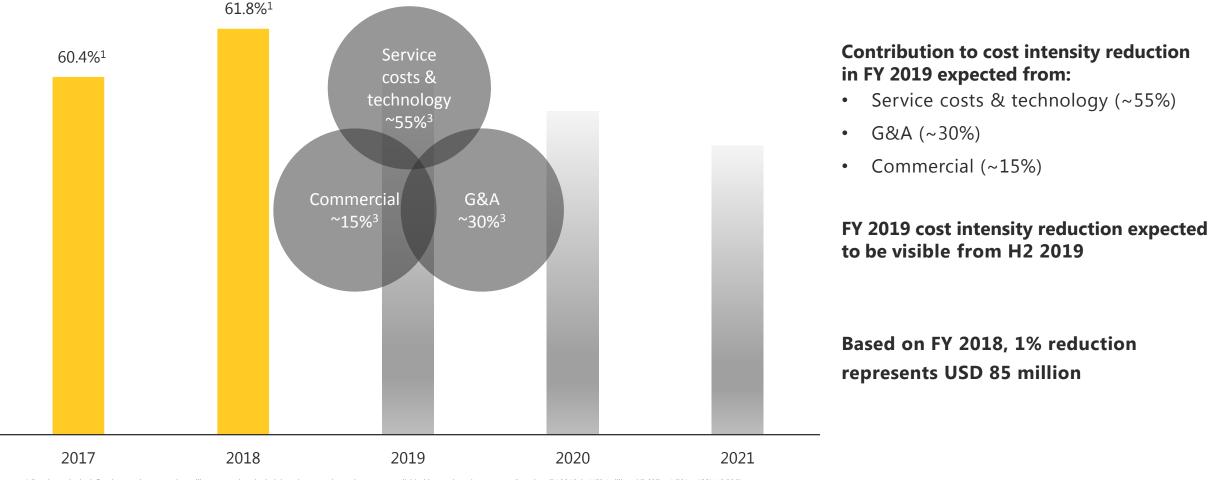
- FY 2018 corporate costs were USD 359 million, a decrease of ~20% YoY from USD 431 million<sup>1</sup> in FY 2017; target achieved
- Corporate costs were USD 135 million in Q4 2018, including USD 52 million of severance, down by ~34% YoY (excluding severance)
- FY 2019 target to further reduce corporate costs by
   ~25% YoY from USD 359 million in FY 2018
- Medium-term target to halve FY 2017 run-rate costs to ~USD 215 million by end-FY 2019 confirmed



<sup>&</sup>lt;sup>1</sup> Excludes the exceptional income of USD 106 million related to the effect of a vendor agreement adjustment (USD 106 million) in Q3 2017 from reported HQ costs in FY 2017

# Reduce cost intensity ratio<sup>1</sup> by at least 1 percentage point per annum organically<sup>2</sup> over 3 years





<sup>&</sup>lt;sup>1</sup>Cost intensity is defined as service costs plus selling, general and administrative costs, less other revenue, divided by total service revenue. Based on FY 2018, in USD/million: [(3,697 + 1,701 - 133) / 8,526]

<sup>&</sup>lt;sup>2</sup> Organic change is a non-IFRS measure and reflects changes in revenue and EBITDA. Organic change excludes the effect of foreign currency movements and other factors, such as businesses under liquidation, disposals, mergers and acquisitions and the impact of the introduction of IFRS 16 in FY 2019. The annual cost intensity ratio organic reduction is expected from 2019 to 2021, from 61.8% as reported in FY 2018

<sup>&</sup>lt;sup>3</sup> Percentages represent the contribution of various cost categories to 2019 cost intensity ratio reduction

## Q4 2018 income statement



USD MILLION				
	4Q18	4Q17	Reported YoY	Organic <sup>1</sup> YoY
Revenue	2,249	2,320	(3.1%)	5.3%
Service revenue	2,083	2,214	(5.9%)	4.6%
EBITDA	714	753	(5.1%)	10.0%
Depreciation, amortization and other	(506)	(564)	(10.1%)	
Operating Profit	208	189	10.2%	
Net financial income and expenses	(159)	(237)	(32.9%)	
Net FOREX and other gains/(losses)	8	(102)	(85.6%)	
Profit before tax	57	(150)	n.m.	
Tax	(24)	(93)	n.m.	
Profit/(Loss) from continued operations	33	(243)	n.m.	
Profit from discontinued operations	0	(156)	n.m.	
Profit attributable to non-controlling interest	52	(61)	n.m.	
Net profit attributable to VEON shareholders	(19)	(338)	n.m.	

- D&A and other decreased year on year mainly due to currency depreciation in Russia and Pakistan
- Net FOREX and other gains increased as Q4 2017 was negatively impacted by FOREX losses related to the depreciation of the Uzbek som whilst Q4 2018 reported a lower put option liability over the 15% non-controlling interest in Pakistan due to PKR weakening vs USD
- Income tax expenses decreased to USD 24 million in Q4 2018, driven by lower withholding tax provisions

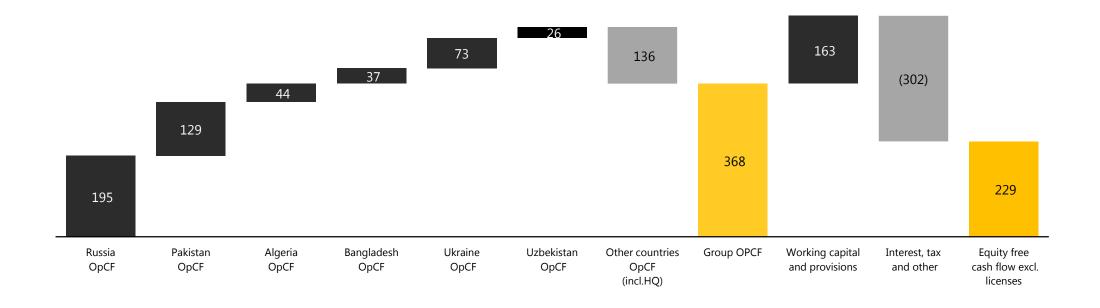
<sup>&</sup>lt;sup>1</sup> Organic change is a non-IFRS measure and reflects changes in revenue and EBITDA. Organic change excludes the effect of foreign currency movements and other factors, such as businesses under liquidation, disposals, mergers and acquisitions. In Q4 2018 organic growth is calculated at constant currency and excludes the impact from Euroset integration. See attachment in Earnings release for reconciliations

# Continued strong cash flow generation in Q4 2018



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USD MILLION



## Cash flow reconciliation table



USD MILLION			
	4Q18	4Q17	YoY
EBITDA	714	753	(5.1%)
Changes in working capital	116	122	(6.3%)
Movement in provisions	45	(39)	n.m.
Net interest paid-received	(160)	(232)	(31.5%)
Income tax paid	(80)	(125)	(35.2%)
Cash flow from operating activities (excl. discontinued operations)	635	479	32.4%
Capex excl.licenses	(347)	(466)	n.m.
Working capital related to Capex excl. licenses	(63)	7	n.m.
Proceeds from sale of PPE	5	(7)	n.m.
Equity Free Cash Flow excl. licenses	229	13	n.m.

EBITDA decreased due to currency depreciation in Russia, Pakistan and Uzbekistan (USD 111 million) and the financial impact of Euroset integration of USD 3 million in 4Q18

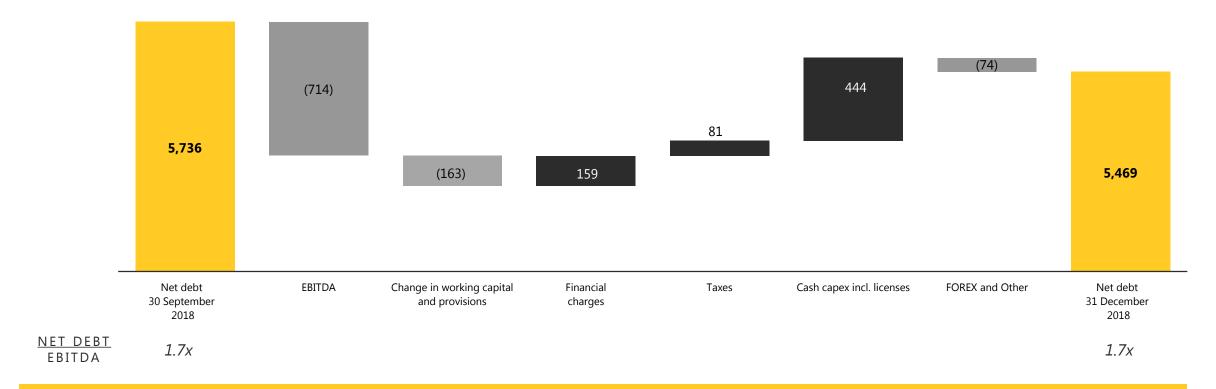
Movement in provisions in 4Q18 were mostly related to HQ severance costs

Net interest paid decreased, driven by lower debt levels during the quarter as a result of debt repayment using the proceeds of the sale of 50% of Italy JV Cash income tax paid decreased to USD 80 million in Q4 2018 mainly due to lower dividend payments from Pakistan

## Q4 2018 net debt development



#### **USD MILLION**



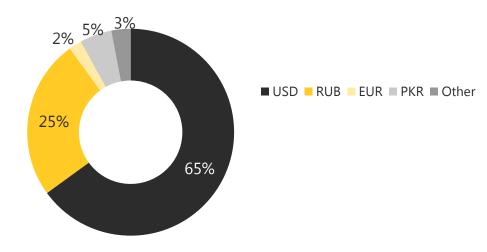
At 1.7x, Group leverage ratio is significantly below our previously announced target ratio of 2.0x

## Rebalancing of debt currency mix



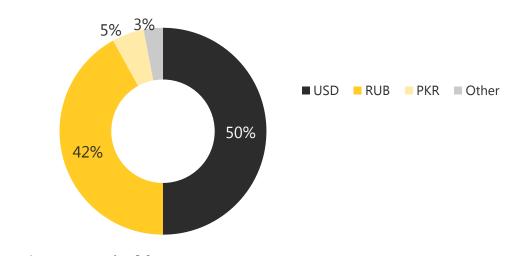
- EUR and USD debt reduction via use of Italy proceeds (~USD 2.1 billion in 2018 and ~USD 0.6 billion in 2019 year-to-date)
- USD debt swaps to RUB (~USD 950 million)
- Average cost of debt increased to 7.5%, due to elimination of euro debt and the increase of the relative share of ruble debt

### **Q3 2018 Group debt currency mix**



- Average maturity: 3.3 years
- Average cost of debt: 7.2%

### Q4 2018 Group debt currency mix (after considering FX derivatives)



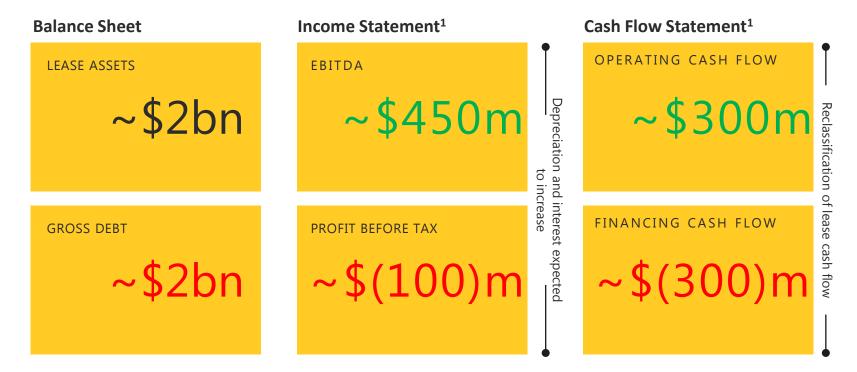
- Average maturity: 3.0 years
- Average cost of debt: 7.5%

## IFRS 16



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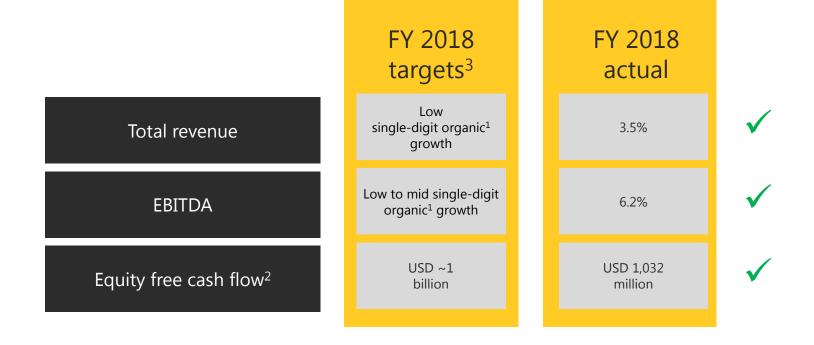
- IFRS 16 "Lease accounting" came into effect on **1 January 2019**, requiring all leases to be capitalized on the balance sheet
- Operating lease expenses will no longer be presented in the Income Statement. Instead, capitalized lease assets will lead to depreciation charges, and lease liability (representing future lease payments) will lead to interest expenses
- Expected impact from IFRS 16:



<sup>&</sup>lt;sup>1</sup> The projected impact of IFRS 16 for the income statement and the statement of cash flows in 2019 is dependent on possible changes in the size of lease portfolio throughout 2019, FOREX and discount rates

# Delivered on full year 2018 guidance





<sup>&</sup>lt;sup>1</sup> Organic change is a non-IFRS measure and reflects changes in revenue and EBITDA. Organic change excludes the effect of foreign currency movements and other factors, such as businesses under liquidation, disposals, mergers and acquisitions. In 9M 2018 organic growth is calculated at constant currency and excludes the impact from Euroset integration. Organic EBITDA also excludes an exceptional income from an adjustment to a vendor agreement of USD 106 million in Q3 2017. See attachment Earnings release for reconciliations

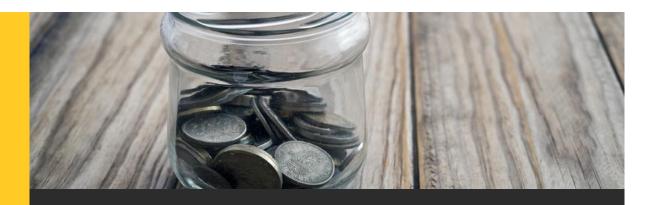
<sup>&</sup>lt;sup>2</sup> Equity free cash flow excluding licenses is a non-IFRS measure and is defined as free cash flow from operating activities, excluding M&A transactions, capex for licenses, inflow/outflow of deposits, financial assets and other one-off items

<sup>&</sup>lt;sup>3</sup> FY 2018 revenue and EBITDA targets calculated on organic basis. Organic growth reflects changes in revenue and EBITDA. Organic change excludes the effect of foreign currency movements and other factors, such as businesses under liquidation, disposals, mergers and acquisitions. Major exceptional items currently known are the impact from the Uzbekistan currency liberalization, the Euroset integration and the one-off adjustment to a vendor agreement. FY 2018 equity free cash flow target is calculated at 2018 target currency rates. For FY 2018 target currency rates.

## Final dividend and dividend policy



For the financial year ended 31 December 2018, the Company intends to pay a dividend in the aggregate amount of US 29 cents per share comprised of USD 12 cents per share paid as an interim dividend in August 2018 and US 17 cents per share as a final dividend to be paid in March 2019<sup>1</sup>



VEON is committed to paying a sustainable and progressive dividend. A continuation of this progressive dividend policy is dependent on the evolution of the Group's equity free cash flow, including development of the US dollar exchange rate against VEON's functional currencies.

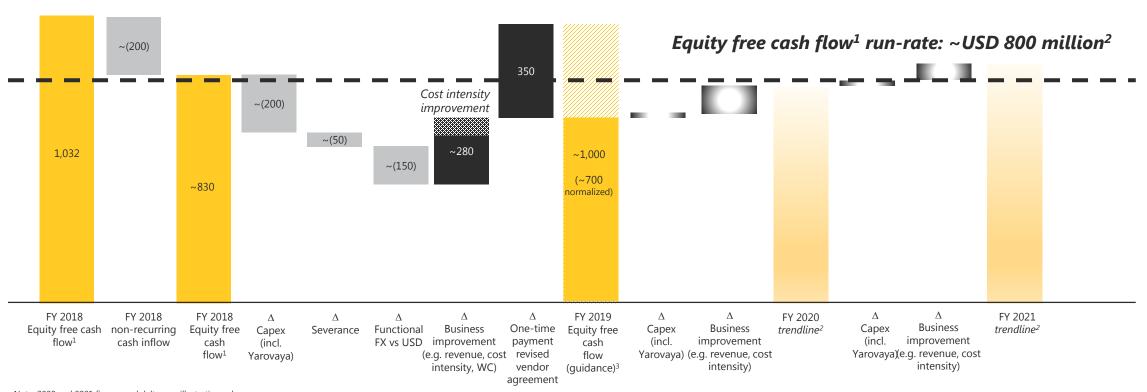
<sup>&</sup>lt;sup>1</sup> The record date for the Company's shareholders entitled to receive the final dividend payment has been set as 8 March 2019, payment date 20 March 2019

## Group equity free cash flow<sup>1</sup> evolution



Equity free cash flow<sup>1</sup> run-rate broadly stable at ~USD 800 million<sup>2</sup>

#### **USD MILLION**



Note: 2020 and 2021 figures and deltas are illustrative only

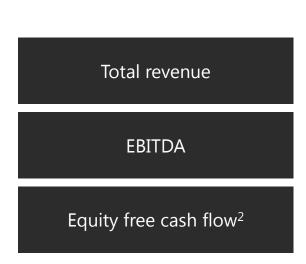
<sup>&</sup>lt;sup>1</sup> Equity free cash flow excluding licenses is a non-IFRS measure and is defined as free cash flow from operating activities less cash flow used in investing activities, excluding M&A transactions, capex for licenses, inflow/outflow of deposits, financial assets and other one-off items

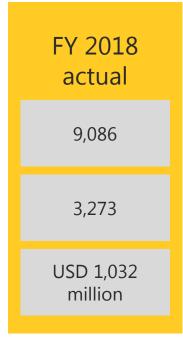
<sup>&</sup>lt;sup>2</sup> The run-rate of approximately USD 800 million assumes, among others, broadly stable functional currencies versus US Dollar and business improvement

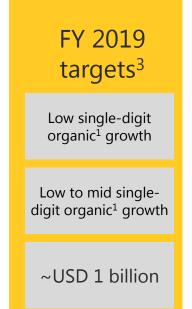
<sup>&</sup>lt;sup>3</sup> Based on guidance currency rates (see appendix) and excluding IFRS 16 impact

## Full Year 2019 guidance









- Supported by expected cost efficiencies resulting in an organic reduction of at least 1% of the cost intensity ratio<sup>4</sup> per annum between 2019-2021
- Target is based on currency rates of 20 February 2019 and assumes additional Yarovaya expenses and increased capex, severance payments, partially offset by business improvements in 2019, while 2018 benefitted from specific non-recurring working capital effects. The target includes the one-time payment in connection with a revised vendor agreement.

<sup>&</sup>lt;sup>1</sup> Organic change is a non-IFRS measure and reflects changes in revenue and EBITDA. Organic change excludes the effect of foreign currency movements and other factors, such as businesses under liquidation, disposals, mergers and acquisitions, and the impact of the introduction of IFRS 16 in FY 2019.

<sup>&</sup>lt;sup>2</sup> Equity free cash flow excluding licenses is a non-IFRS measure and is defined as free cash flow from operating activities less cash flow used in investing activities, excluding M&A transactions, capex for licenses, inflow/outflow of deposits, financial assets, other one-off items and the impact of the introduction of IFRS 16 in FY 2019

<sup>&</sup>lt;sup>3</sup> FY 2019 revenue and EBITDA targets calculated on organic basis. Organic growth reflects changes in revenue and EBITDA. Organic change excludes the effect of foreign currency movements and other factors, such as businesses under liquidation, disposals, mergers and acquisitions. FY 2019 equity free cash flow target is calculated at 2019 guidance currency rates. For FY 2019 guidance currency rates, see appendix

<sup>&</sup>lt;sup>4</sup> Cost intensity is defined as service costs plus selling, general and administrative costs, less other revenue, divided by total service revenue

## Summary



2018 targets and guidance achieved

Dividend growth of ~4% year on year delivered

Good organic growth in revenue and EBITDA expected in 2019

Run-rate equity free cash flow expected at ~USD 800 million over the next three years, underpinning our commitment to dividend distributions

# Agenda



OPENING	Richard James - Head of IR
KEY ACHIEVEMENTS & 2019 STRATEGIC FOCUS	Ursula Burns - Executive Chairman and CEO
DIGITAL UPDATE AND COUNTRY RESULTS	Kjell Johnsen - COO
GROUP FINANCIAL RESULTS AND TARGETS	Trond Westlie - CFO
RUSSIA UPDATE	Vasyl Latsanych - CEO Beeline Russia

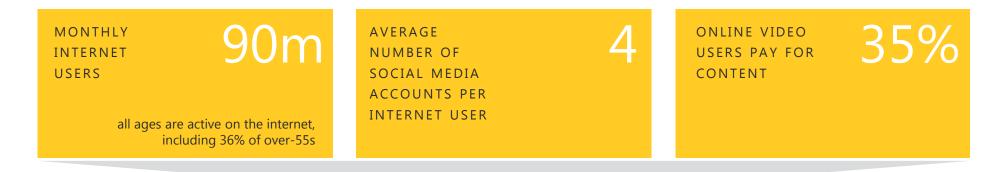
### **Q&A AND REFRESHMENTS**



BEELINE RUSSIA: SOLID FOUNDATION FOR GROWTH

# Russia is building a digital economy on a high-speed mobile and fixed network





High speeds and quality network needed by the market



New digital / media business opportunity

Source: GFK, PayPal & Data Insight, Beeline internal analysis

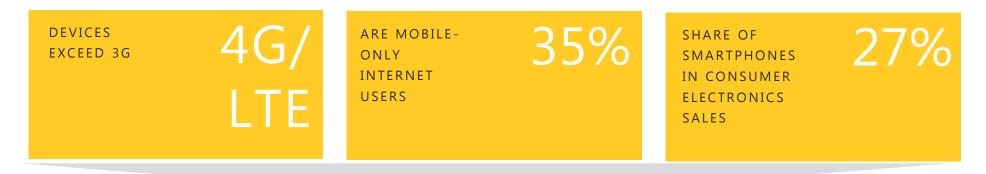
## Smartphones are driving customer acquisition



38



#### New digital income streams opportunity



Retail development and ARPU growth opportunity

## 2018: regulatory landscape



### INTRANET ROAMING CANCELLATION IN RUSSIA

NO MATERIAL IMPACT AND EMERGING GROWTH IN REVENUE AND CONSUMPTION

### GRAY SIM CARDS

WATCHDOG'S CRACKDOWN ON

ROOM TO GROW FOR OPERATORS' RETAIL

#### **YAROVAYA LAW**

BEELINE SPENT LESS THAN PLANNED FOR IN 2018

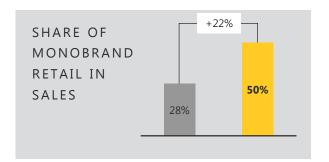
### 5G FREQUENCIES ARE LIMITED AND NOT YET AVAILABLE

### 2018: retail

### Footprint almost doubled to 3100 shops

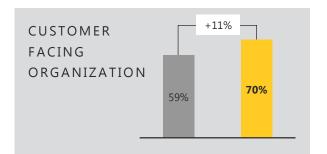


EUROSET SHOPS
REBRANDED AND
INTEGRATED INTO
BEELINE
MONOBRAND
RETAIL





NEW CITIES WITH
BEELINE RETAIL
OPERATIONS





Significantly reduced alternative channels and improved quality of sales

## 2018: mobile network

### Accelerated deployment



LEADER IN
NETWORK
DEPLOYMENT IN
9M 2018 BY
ROSCOMNADZOR



CAPEX GROWTH (EXCL. LICENSES + 16% AND YAROVAYA)

+82%
ARE ABLE TO
WATCH HD
VIDEO

NEW BASE STATIONS 16K+

NEW LTE BASE STATIONS 11K+

RUSSIA'S FIRST LIVE HOLOGRAPHIC CALL USING 5G - FIRST TRUE USE CASE



TERRITORIES
WITH 4G/LTE
SPEED PARITY

75%

FY 2018 RESULTS

41

## 2018: fixed-line

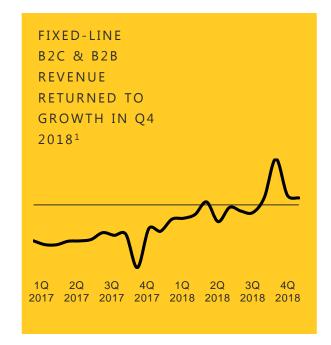
#### Business turnaround

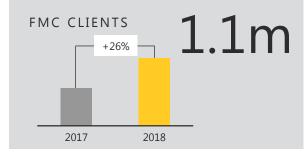


NEW FTTB BUILDINGS CONNECTED 5,119+ x4 YoY

MODERNIZED FIBER RINGS 200

BUSINESS CENTERS CONNECTED AND MODERNIZED 400





BEELINE TV
EVERYWHERE:
OTT, STB,
ANDROID, IOS,
SMART TV

<sup>&</sup>lt;sup>1</sup> Excluding VWS revenue

## 2018: digital



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Strengthen core, reduce costs and create new revenue streams

MYBEELINE ECOSYSTEM MAU 8.3 m
DAU 1.7 m

CHAT-BOTS AUTOMATION RATE REVENUE (DATA-DRIVEN DECISION MAKING)

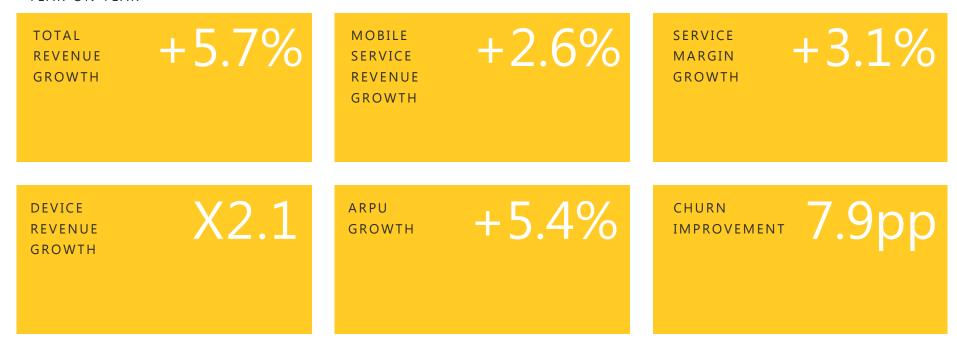
ON-LINE SALES OF TOTAL DEVICE SALES REVENUE



## 2018: strong financial results



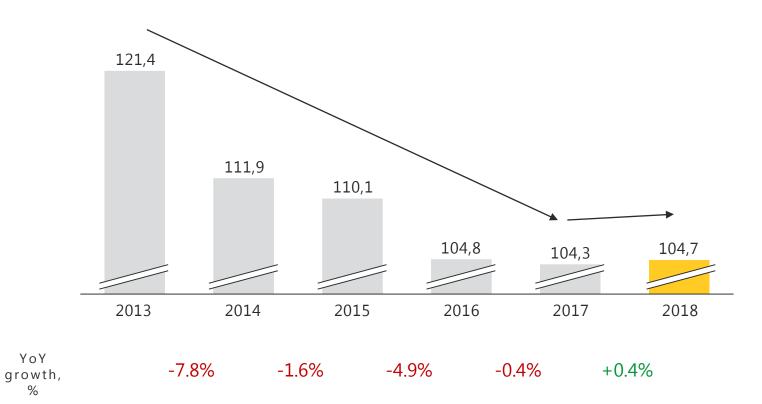
#### YEAR ON YEAR



# 2018: back to EBITDA growth and a healthier business



EBITDA - RUB billion



#### Fixes:

- Retail
- Network rollout
- Digital
- Value creation

#### 2018 Headwinds:

- Euroset integration costs
- Spectrum fees increase
- Intranet roaming cancellation
- VWS business transfer





Beeline strategy update for 2019-2021

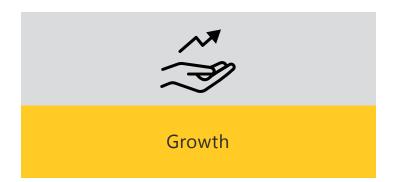
# Growth is our strategic focus in core and new business



**BUSINESS AGENDA** 

Grow faster than the market by being telecom and beyond

#### KEY STRATEGIC PILLARS



#### **Customer & revenue growth**

- Grow the networks
- Grow the customer base
- New digital revenue streams



#### **Costs transparency & intensity**

- More for more investment
- Capex for growth
- Everyday costs efficiency



#### **External & internal**

- Partnership ideology
- Value for partners
- B2B and B2C ecosystem

## Revenue growth becoming strategic focus



#### **BUILDING A SOLID FOUNDATION FOR GROWTH**

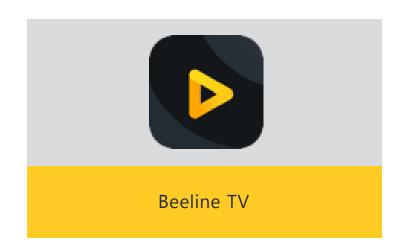


- Competitive mobile speeds anytime and anywhere, supported by network investments
- Core business driven by FMC
- Media, fintech, big data to support growth ambition

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# Building new revenue streams with digital opportunities

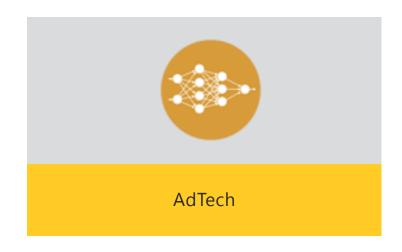




- Major streaming services and Live TV
- Available on any platform



- Beeline-branded financial products
- Financial services inside Beeline's app ecosystem



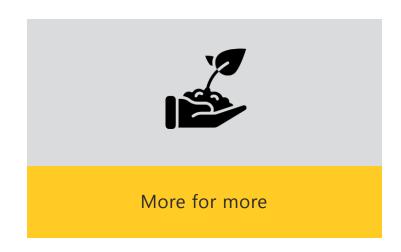
- Marketing digital agency for brands
- Digital advertising platform
- Big data and AI

Opened beyond Beeline customer base for the whole market

And continuously scouting for new revenue streams

# Building an efficient and investment-savvy organization



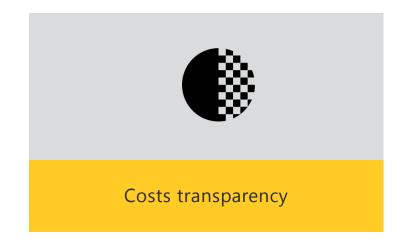


 Business streams' costs are allowed to increase if streams' returns per ruble of costs are growing



Strategic sensitivity and strategic agility of capital:

- Single framework for CAPEX projects ranking across all business streams
- Adjusted corporate governance to increase flexibility of resources



Efficiency enabled by transparency:

- Activity-based cost allocation for all streams and products
- 360 monobrand retail P&L overall plus deeper allocations to a single store

# Building partnership ecosystems that reinforce growth



# BEELINE'S AMBITION IS TO BECOME THE BEST PARTNERSHIP PLATFORM, FACILITATING NEW REVENUE STREAMS AND SAVINGS

B2C partners' offers for customers

B2B partners' offers for customers

Retail partners for own stores

A family of ecosystems

Vendors

Managed services

Network sharing  $((\Lambda))$ 

Outsourced development

Platforms' vendors

Beeline will review strategic partnerships aiming for long-term value accretion from mutually beneficial collaboration

Network sharing is another example of Beeline partnership strategy, improving competitiveness of the entire industry





## Grow faster than the market by being telecom and beyond



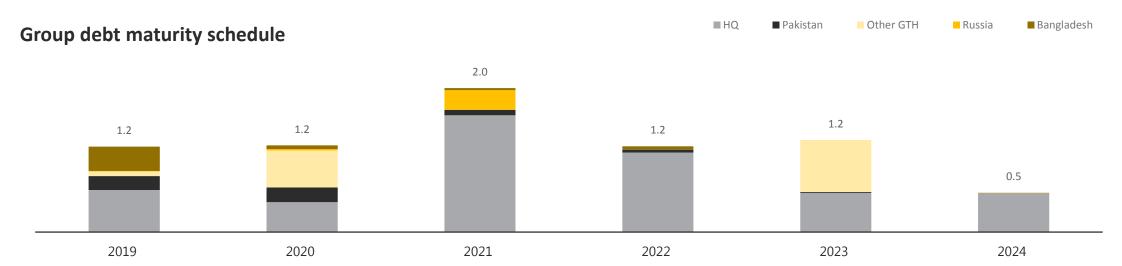


APPENDIX

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



31 DECEMBER 2018 USD BILLION



#### **Group debt maturity schedule by currency**

	2019	2020	2021	2022	2023	2024	
USD	0.9	0.6	0.9	0.5	1.2	0.5	63%
RUB	0.0	0.4	1.0	0.7	0.0	0.0	29%
PKR	0.2	0.1	0.1	0.0	0.0	0.0	5%
OTHER	0.1	0.1	0.0	0.0	0.0	0.0	3%

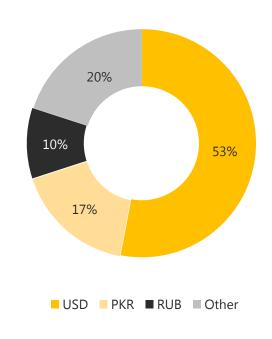
<sup>&</sup>lt;sup>1</sup> Effect of USD/RUB FX forwards is not included.

## Liquidity overview



#### **GROUP CASH BREAKDOWN BY CURRENCY**

31 DECEMBER 2018



#### **UNUSED RCF HEADROOM**

31 DECEMBER 2018

Syndicated RCF facility USD 1.69 billion

#### **UNUSED CF HEADROOM**

31 DECEMBER 2018

Pakistan – credit facilities

PKR 14.3 billion (USD 0.10 billion)

Group cash (incl. deposits): USD 1.8 billion

Total cash and unused committed credit lines: USD 3.6 billion

# Debt by entity



31 DECEMBER 2018 USD MILLION

Outstanding debt Type of debt

Entity	Bonds	Loans	Cash-pool overdrafts <sup>1</sup>	Other	Total
VEON Holdings B.V.	2,650	2,051	-	+	4,701
GTH Finance B.V.	1,200	-	-	-	1,200
PJSC VimpelCom	278	-	-	48	326
Pakistan Mobile Communications Limited	16	497	-	28	541
Banglalink Digital Communications Ltd.	300	146	-	-	446
Optimum Telecom Algérie S.p.A.	-	64	-	-	64
Others	-	-	17	3	20
Total	4,444	2,758	17	79	7,298

Total excl. cash-pool overdrafts 7,281

<sup>&</sup>lt;sup>1</sup> As of December 31, 2018, some bank accounts forming part of a cash pooling program and being an integral part of VEON's cash management remained overdrawn by US\$ 17 million. Even though the total balance of the cash pool remained positive, VEON has no legally enforceable right to set-off and therefore the overdrawn accounts are presented as financial liabilities and form part of our debt in our financial statements.

## Cash flow reconciliation table



USD MILLION	MILLION		
OSD WILLION	FY18	FY17	YoY
EBITDA	3,273	3,587	(8.8%)
Changes in working capital	282	197	51.2%
Movement in provisions	40	(119)	n.m.
Net interest paid-received	(676)	(745)	(9.3%)
Income tax paid	(404)	(445)	(9.1%)
Cash flow from operating activities (excl. discontinued operations)	2,515	2,475	1.6%
Capex excl.licenses	(1,415)	(1,460)	n.m.
Working capital related to Capex excl. licenses	(84)	(219)	n.m.
Proceeds from sale of PPE	17	8	n.m.
Equity Free Cash Flow excl. licenses	1,032	804	n.m.

## Forex



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	<b>Guidance rates</b>	Average rates			Closing rates			
	FY 2019	4Q18	4Q17	YoY	4Q18	4Q17	YoY	
Russian ruble	66.00	66.48	58.41	13.8%	69.47	57.60	20.6%	
Algerian dinar	119.00	118.63	114.77	3.4%	118.21	114.76	3.0%	
Pakistan rupee	139.00	134.20	106.42	26.1%	139.80	110.70	26.3%	
Bangladeshi taka	84.00	84.06	83.22	2.1%	83.60	82.69	1.1%	
Ukrainian hryvnia	27.00	27.95	26.96	3.7%	27.69	28.07	(1.4%)	
Kazakh tenge	377.00	370.13	334.40	10.7%	384.20	332.33	15.6%	
Uzbekistan som	8,522	8,260.17	8,079.91	2.2%	8,339.55	8,120.07	2.7%	
Armenian dram	488	485.30	483.10	0.5%	483.75	484.10	(0.1%)	
Kyrgyz som	70.00	69.65	69.22	0.6%	69.85	68.84	1.5%	
Georgian lari	2.70	2.68	2.59	3.2%	2.68	2.59	3.3%	

## Forex YoY impact on Revenue and EBITDA



	Revenue
	Q4 2018
Russia	(158)
Algeria	(7)
Pakistan	(97)
Bangladesh	(3)
Ukraine	(7)
Uzbekistan	(2)
Other	(11)
Total	(285)

EBITDA
Q4 2018
(52)
(3)
(46)
(1)
(4)
(1)
(4)
(111)