

## **JSFC Sistema Corporate Profile**

June 10, 2009 Moscow

#### JPMorgan group meeting

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### Disclaimer



Certain statements in this presentation may contain assumptions or forecasts in respect to forthcoming events within JSFC Sistema. The words "expect", "estimate", "intend", "will", "could" and similar expressions identify forward-looking statements. We wish to caution you that these statements are only predictions and that actual events or results may differ materially. We do not intend to update these statements to reflect events and circumstances occurring after the above-mentioned date or to reflect the occurrence of unanticipated events. Many factors could cause the actual Sistema's results to differ materially from those contained in our projections or forward-looking statements, including, among others, deteriorating economic and credit conditions, our competitive environment, risks associated with operating in Russia, rapid technological and market change in our industries, as well as many other risks specifically related to Sistema and its operations.

## Content

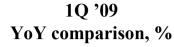


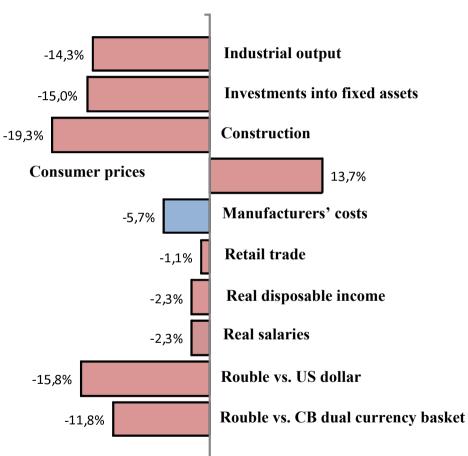
- 1. Key Events
- 2. 1Q 2009 Financial Performance
- 3. Subsidiaries

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## 1.2. Macroeconomic Environment in Russia in 1Q 2009







- Key economic indicators continued to deteriorate impacted by external conditions, contraction of production growth rates, reduction in investment volumes, negative disposable income dynamics and devaluation of national currency.
- Negative impact from external factors partially compensated by reduced rates of inflation and import substitution, thus creating conditions for stabilisation.
- The government is taking active measures to stimulate economic growth and normalise the financial system.
- Limited visibility with regard to forecasts. The above factors are expected to continue negatively impacting business through 2009.

Source: Rosstat, Russian Ministry of Economic Development \* January - March 2009

## 1.3. Trends in Sistema's Markets of Presence in 1Q 2009



#### **Telecommunications BU**

- Mobile ARPU declined by 7% QoQ to RUB 423
- Reduction in spending on most expensive services – roaming, international and domestic long distance
- Migration of subscribers from higher to less expensive tariff plans
- Increase in share of additional services in ARPU. Market for VAS (mobile internet and RBT) is expected to grow by 39% in 2009

#### **Consumer BU**

- Children goods market is expected to decline by 10-15% in 2009
- Market volumes for paid medical services are expected to decrease by 14.6%
- Travel packages market is anticipated to decline by 15-20% and hotel occupation rates – by 10-15%
- In 2009 number of outbound tourists is expected to fall by 22%

## Technology and Industry BU

- Pharmaceutical market: market volume growth by 31% in rouble terms (increase in cost of medicine) and by 7% in dollar terms
- Reduction in CAPEX and R&D investments by customers to result in the fall of hi-tech revenues

#### **Impact on business**

- ! Contraction in effective demand
- ! Migration of demand to product segments with low margin
- ! Retention of customer loyalty to branded products and services



- ! Reduction in anticipated revenues
- ! Reduction in OIBDA margin forecasts
- ! Risk of non-cash losses
- Risk of changes in suppliers' conditions
- **Increased competition for end consumer**

## 1.4. Strategic Priorities



#### ✓ 1. To maximize value of ALL assets:

- Achieve of strong and transparent financial results
- Provide high quality asset management including through partnerships with leading companies
- Diversify risk and raise capital including by creating partnerships with leading companies
- **√2.** To maintain strict financial discipline, based on:
  - Priority of TSR and ROIC indicators in making investment decisions
  - Transparent system of KPIs for all public and non-public companies
- **√3.** To simplify the corporate management structure
- **√4.** To optimize the existing portfolio structure and asset management
- **√**5. To further develop investor relations and best practices of corporate governance

Create and maintain shareholder value

## 1.5. Strategic Development Objectives in Current Market Conditions



## **Portfolio Optimisation**

- ✓ Enter into projects with high ROIC potential
- ✓ Focus on projects with high profitability and growth potential
- ✓ Diversification of investments
- ✓ Projects revision in accordance with new investment criteria

Increase in growth potential of the portfolio value

## **Operating** and **Financial Optimisation**

- ✓ Optimisation of CAPEX and OPEX
- ✓ Improvement of organization structure
- ✓ FX risk management
- ✓ Debt refinancing aimed at optimising debt structure and attracting additional project financing

Increase in free cash flow

# 1.6. Key Events in 1Q 2009 and Following the End of Reporting Period in Light of Strategy



#### PORTFOLIO OPTIMISATION

- Sistema signed agreements for acquisition of controlling stakes in 6 companies of Bashkir Oil and Energy Group for RUB 66.8 billion with no further payments being made
- Sistema signed agreement with VTB Bank to sell a controlling stake in Sistema-Hals and agreed the terms for the restructuring of Sistema-Hals' debt to VTB
- Sistema exited its shareholding in MTT
- Comstar-UTS completed the consolidation of Comstar-Direct
- MTS acquired Telefon.ru

#### OPERATING AND FINANCIAL OPTIMISATION

- Sistema appointed Ron Sommer the First Vice President of Sistema and Head of the Telecommunications business unit
- Sistema appointed Alexander Korsik Head of new Oil and Energy business unit
- SSTL launched services under MTS brand, started commercial operations in 4 new circles. The total number of mobile subscribers reached one million

## 1.7. Acquisition of Bashkir OEG – Key Considerations



Obtain control in all Bashkir oil group companies











Acquired After the deal

Bashneft	Ufanefte- khim	NOVOIL	Ufaorg- sintez	Ufimski NPZ	Bashkirnefte- product
55.04%	42.24%	60.26%	50.23%	53.68%	47.89%
76.52%	65.78%	87.23%	73.02%	78.49%	73.33%

#### Transaction price - RUB 66.8 billion

No further payments to be made

#### **Sources of financing**

- Loan from VTB Bank for 7 year term
- Collateral acquired shares in BashTEK plus a 17% stake in MTS

through long-term debt

Finance the deal

Improve the structure of Sistema's investment portfolio

- ✓ Long term source of growth of Sistema's shareholder value
- ✓ Increase of ROIC of existing portfolio above the current level
- ✓ Positive impact on Sistema's consolidated financials
- Diversification of Sistema's investment portfolio and reduction of risks
- Source of stable cash flows for Sistema in the form of dividends
- The ability to create additional shareholder value using core competencies of Sistema in the areas of corporate management and increased operating efficiency

## 1.8. Attracting a partner for Sistema-Hals



Attracting a financial partner in the project

- Transfer of 19.5% stake of Sistema-Hals to VTB. VTB also received a call option to acquire a further 31.5% stake in Sistema-Hals
- Parties have agreed the primary parametres for the restructuring of Sistema-Hals' debt to VTB for the total amount of RUB 23.5 billion that includes Sistema's guarantees for Sistema-Hals' debt to VTB
- Sistema-Hals' minority shareholders have the right to participate in a mandatory buyout, according to the Russian legislation

Optimization of Sistema's investment portfolio structure

- In accordance with Sistema's corporate strategy
- Reduction of Sistema's total debt obligations
  - Deconsolidation of US\$ 1.3 billion of debt (as at 9M 2008)
  - Restructuring of Sistema-Hals debt to Sistema around US\$ 310 million (as at March 2009)
- Maintain presence in the Russian real estate sector

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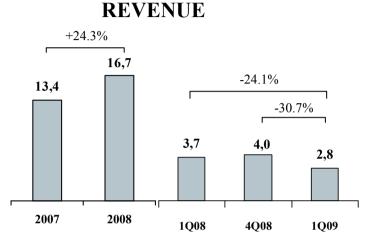
- 1. Key Events
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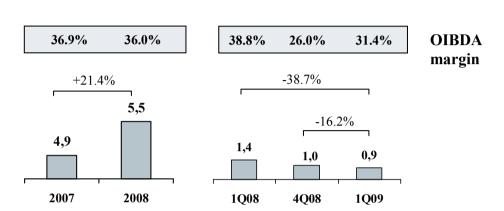
## 2.1. Consolidated Results 1Q 2009 (US\$)



US GAAP, US\$ bln



<sup>\*</sup>Here and further the results for 2008 and 2007 are presented before adjustments related to classification of the activity of Sistema-Hals as discontinued operations



**OIBDA** 

# DEBT CAPEX 9,5 1,0 0,9 1,7 1,8

1008

4008

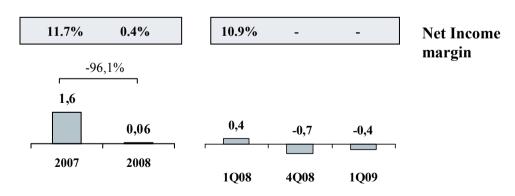
1009

→ Debt/12M Trailing OIBDA

31.12.2008 31.03.2009

Debt

#### **NET (LOSS) INCOME**



1Q '09 results were impacted by devaluation of Russian ruble and seasonality factors

## 2.2. Consolidated Results 1Q 2009 (RUB\*)



US GAAP, RUB mln

	1Q 2009	1Q 2008	%, RUB	%, US\$
Group			1	1
Revenue	94 026	88 614	6.1%	-24.1%
OIBDA	29 501	34 397	-14.2%	-38.7%
OIBDA margin	31.4%	38.8%	-	-
Telecommunications				
Revenue	73 631	68 623	7.3%	-23.3%
OIBDA	30 597	33 183	-7.8%	-34.1%
OIBDA margin	41.6%	48.4%	-	
Technology & Industry				
Revenue	9 684	13 450	-28.0%	-48.5%
OIBDA	231	809	-71.5%	-79.6%
OIBDA margin	2.4%	6.0%	-	-
Consumer assets				
Revenue	11 819	9 645	22.5%	-12.4%
OIBDA	- 709	545	-	-
OIBDA margin	-6.0%	5.6%	-	-

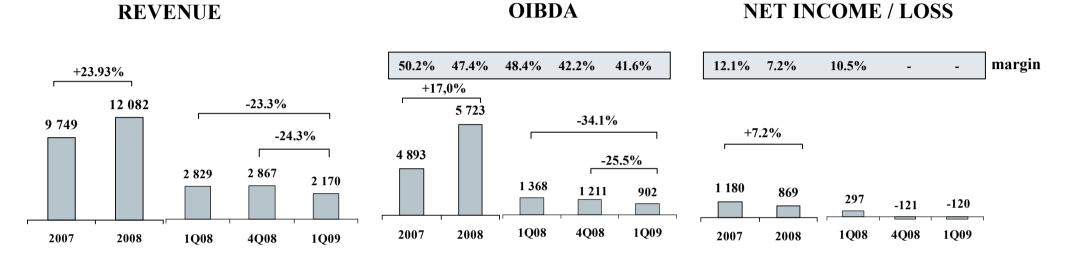
Average exchange rate: RUB/US\$ - 33.9308 in 1Q 2009; RUB/US\$ - 24.2601 in 1Q 2008

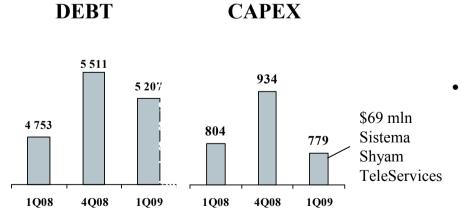
<sup>\*</sup> Converted into RUB by multiplying US GAAP results by average exchange rate RUB/US\$ for relevant periods.

## 2.3. Business Unit Telecommunications



US GAAP, US\$ mln



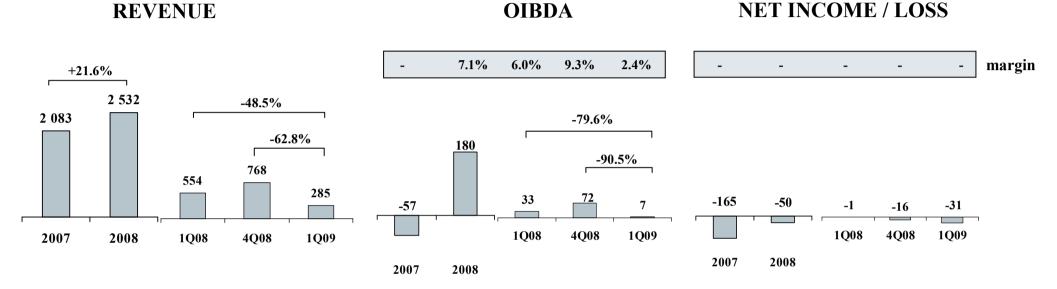


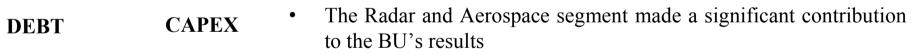
- OIBDA margin declined in 1Q'09 YoY following the launch of two large projects: the launch of pan-Indian operator SSTL and the development of MTS mobile retail network
- The Telecommunications BU reported a net loss in 1Q'09, largely as a result of foreign exchange loss of US\$ 533 mln. Net income excluding losses from foreign exchange was US\$ 193 mln.

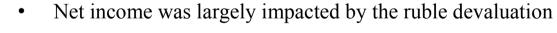
## 2.4. Business Unit Technology and Industry

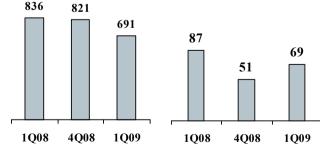


US GAAP, US\$ mln







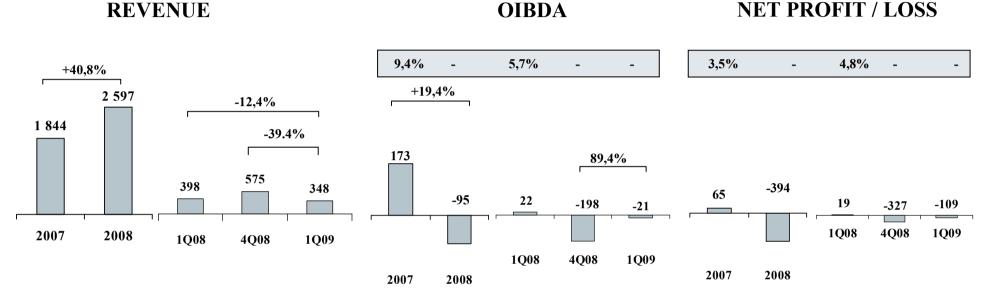


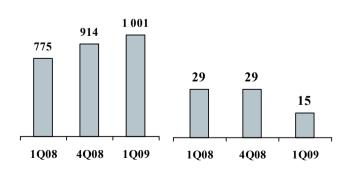
## 2.5. Consumer Business Unit



US GAAP, US\$ mln

**DEBT** 





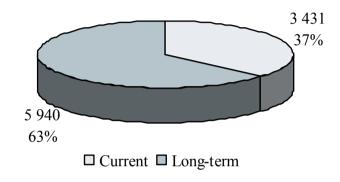
**CAPEX** 

- In 1Q 2009 Sistema-Hals results were excluded from the Group's results (Sistema-Hals results are included in the Group's net income) due to reclassification of business as "Discontinued operations"
- Introduction of anti-crisis measures by subsidiaries allowed to minimise the effect of difficult market conditions

## 2.6. Debt Profile as at 31 March, 2009



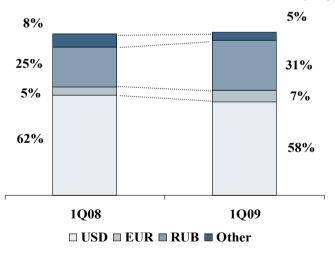
CURRENT AND LONG-TERM DEBT (US\$ mln)



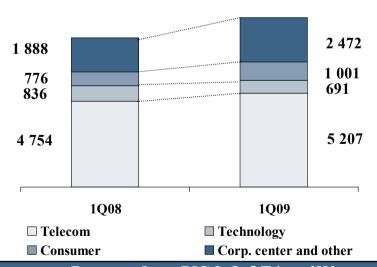
## DEBT MATURITY SCHEDULE IN 2009, (US\$ bln)\*



#### **CURRENCY BREAKDOWN (%)**



#### **SEGMENTAL BREAKDOWN (US\$ mln)**

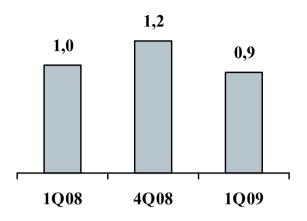


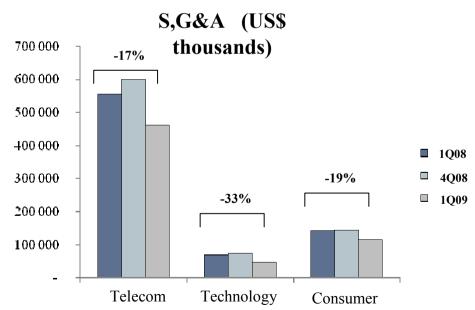
<sup>\*</sup>Source: Management accounts

## 2.7. CAPEX | S,G&A in 1Q 2009



#### CAPEX (US\$ bln)





- Additional measures taken in 1Q'09 to further reduce investment programmes at subsidiaries
- Actual CAPEX level in 1Q'09 is lower than in 4Q 2008, when the anti-crisis measures were already in force
- Introduced optimisation programme of administrative and management expenses across all business units, as well as the corporate centre

## Content

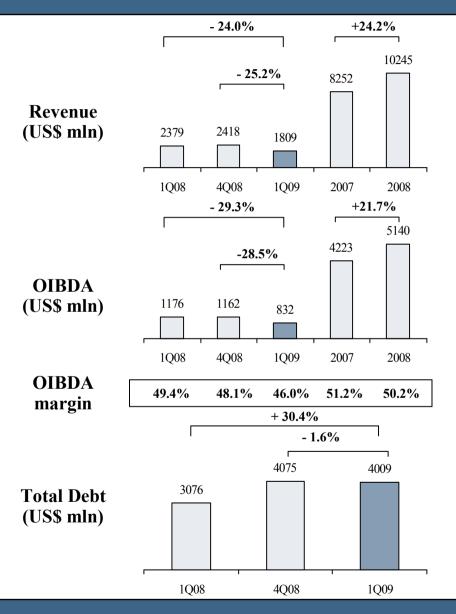


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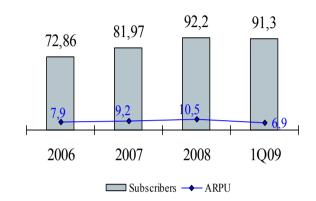
Appendix

## 3.1. Business Unit Telecommunications: MTS





#### Subscribers\* (mln) & ARPU Russia (US\$)



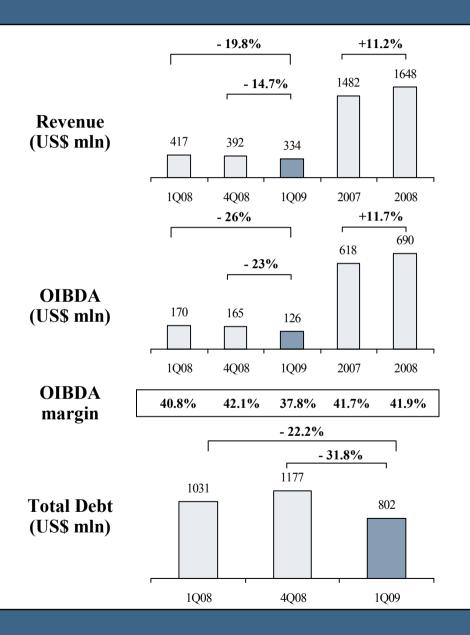
- Placement of the fourth issue of RUB 15 bln bonds
- Acquisition of "Eldorado" mobile retail chain
- Launch of 3G network in Armenia
- Agreement to join MTS-branded retail mobile chain by top management of "Svyaznoy"
- Acquisition of Telefon.ru retail chain

<sup>\*</sup>Not including subscribers in Belarus

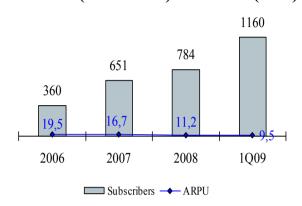
<sup>\*\*</sup>Here and further the external debt of companies is given

## 3.2. Business Unit Telecommunications: Comstar UTS





#### Subscribers (thousands) & ARPU (US\$)



Significant events in 1Q'09

- Testing of WiMAX mobile network in Moscow, commercial launch on 1 May 2009
- Start of full-scale reconstruction of the regional business and creation of 'Comstar-Regions', 100% subsidiary of Comstar-UTS
- Launch of anti-crisis limited Internet tariffs in Moscow
- Completion of the acquisition of regional operators of STREAM-TV Group

## 3.3. Business Unit Telecommunications: Sistema Shyam Teleservices

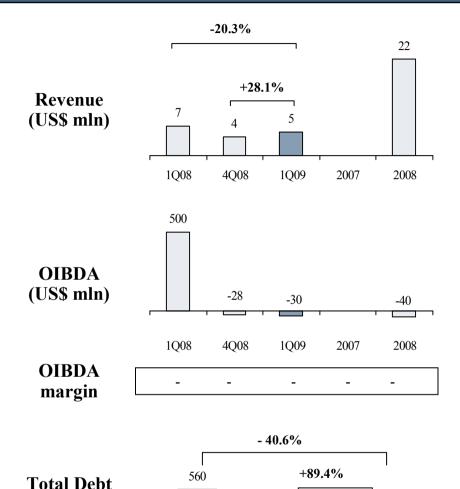
333

1Q09

176

4Q08

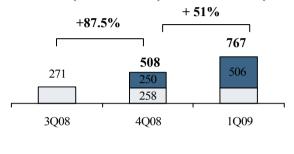




1Q08

(US\$ mln)

#### Subscribers (thousands) and ARPU (US\$)

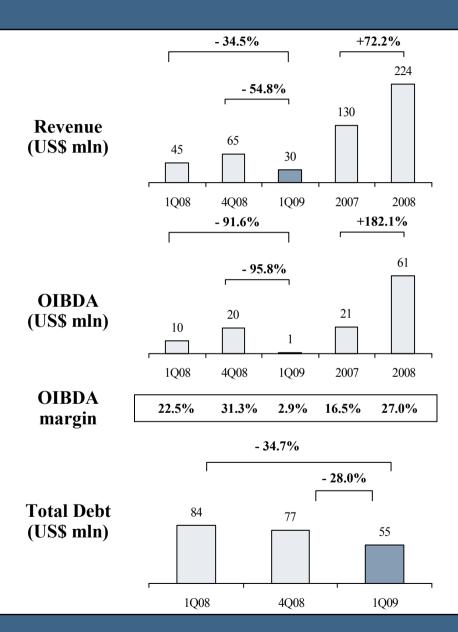


☐ Fixed ■ Mobile

- Shyam Telelink renamed Sistema Shyam TeleServices
- Further successful launch of pan-Indian operations: mobile services launched in Chennai, Tamil Nadu and Kerala
- MTS brand launched on the Indian telecommunications market
- MTS India mobile subscriber base exceeded 500,000 subscribers (in 1Q'09) and 1 million in May 2009
- Signed agreement with the national distributors UTL and BrightPoint
- Received US\$ 150 mln local financing
- Moved corporate HQ to Gurgaon

## 3.4. Business Unit Telecommunications: Sistema Mass Media

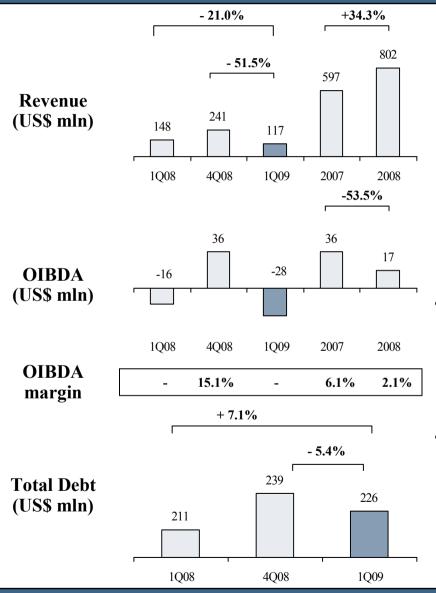




- Completed reorganisation of Comstar-Direct together with Comstar UTS
- Sold Stream-TV to Comstar UTS at a loss of RUB 351.6 mln
- Awarded "The Opening of the Year" by CPS for the launch of the first stage of RWS St Petersburg

## 3.5. Business Unit Consumer Assets: Retail





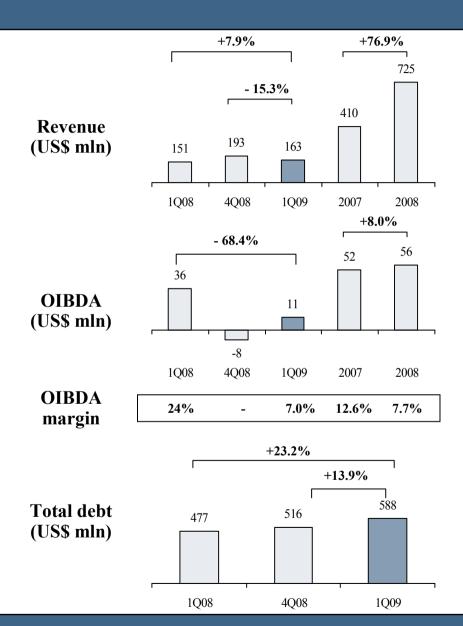
#### Sales area (thousands m<sup>2</sup>) and stores



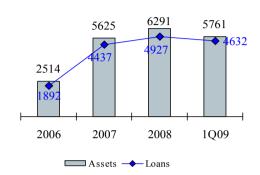
- Opened two new stores in Moscow in TC Metropolis and TRC Megapolis, with a total retail space of 3,500 m<sup>2</sup>. Closed three stores in St Petersburg, Naberezhnye Chelny and Shakhty; relocated one store in Moscow. As of 31 March 2009, the total number of stores in the network was 127, with a total retail space of 21,400 m<sup>2</sup>
- Opened new Krekshino warehouse complex in the Moscow region in April 2009 with total area of 21,400 m<sup>2</sup>

## 3.6. Business Unit Consumer Assets: Finance





#### Assets and Loans (US\$ mln)

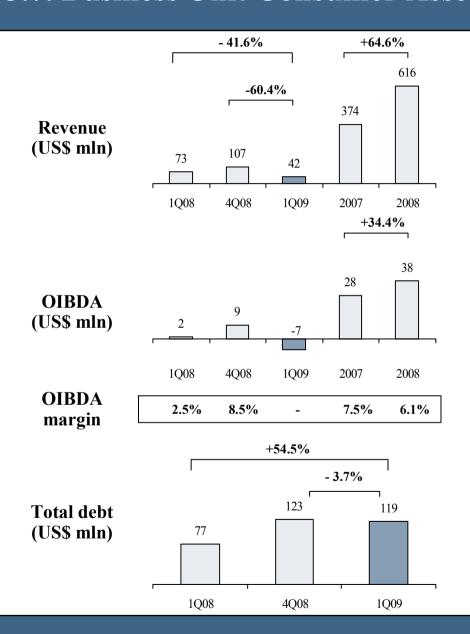


#### Key events in 1Q 2009

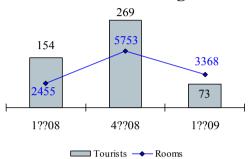
- MBRD increased its stake in Dalkombank to 100%
- MBRD repaid EUR 40 mln syndicated loan
- MBRD placed RUB 5 bln bond
- Accredited by Deposit Insurance Agency

## 3.7. Business Unit Consumer Assets: Tourism





## Number of Tourists ('000) and Number of hotel rooms under management

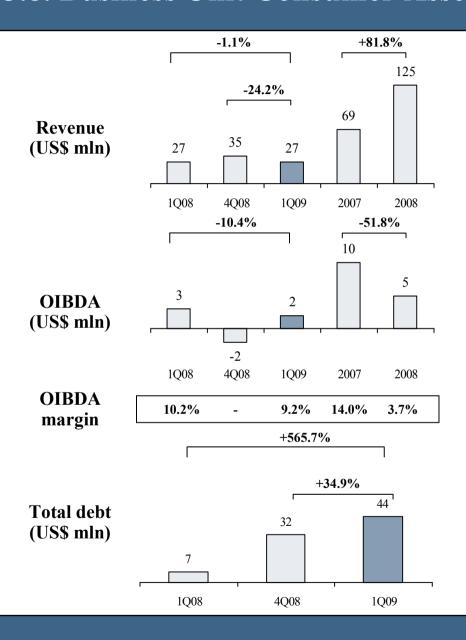


#### Key events in 1Q'09

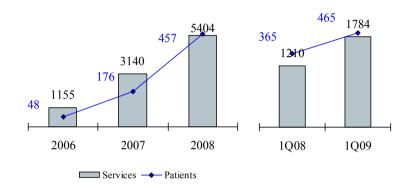
- Intourist, for the third consecutive year, tops the annual ratings of "The Largest Tourist Companies in Russia", prepared by Turinfo
- Intourist completed acquisition of 74% stake in RossTour, the leading network of travel agents in the Urals region
- Intourist developed the concept for the future development of the Altai Tourist Health Complex
- Intourist received the status of "Evrovidenye-2009" tour operator

## 3.8. Business Unit Consumer Assets: Healthcare





#### Services and patients ('000)

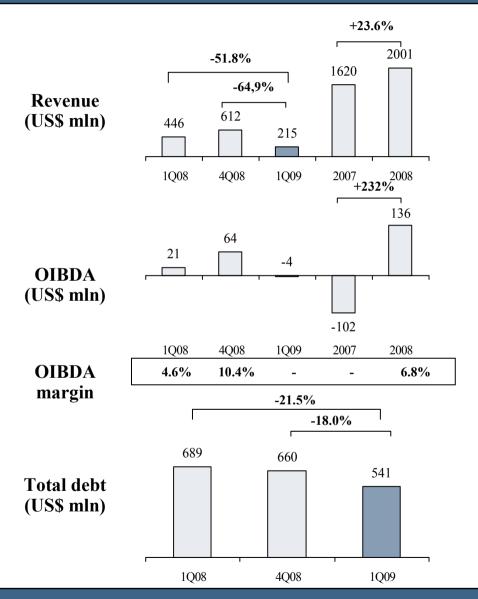


#### Key events in 1Q 2009

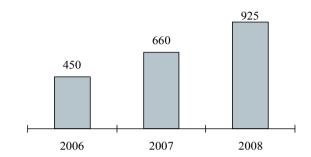
- Opened a multi-profile outpatient clinic at Centrsoyuz Hospital
- Opened new clinic in Perm
- Initiated survey of consumer preferences in paid medical services sector

## 3.9. Business Unit Technology and Industry: Sitronics





#### **Volume of Signed Contracts (US\$ mln)**

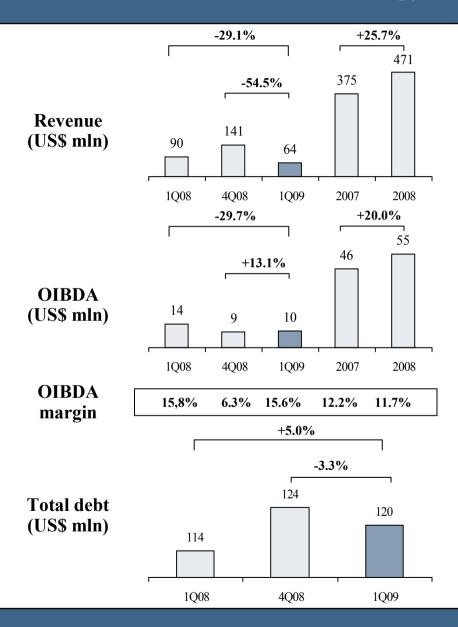


#### Key events in 1Q'09

- 'NIIME and Mikron', part of Sitronics Microelectronic Solutions, confirmed its compliance with ISO 9001:2000
- EastWind, part of Sitronics Microelectronic Solutions, obtained a new certificate of compliance for its EastWind Billing System
- Sitronics bought back RUB 3 bln bonds
- Sitronics repaid US\$ 75 mln loan to Dresdner Bank AG

## 3.10. Business Unit Technology and Industry: RTI



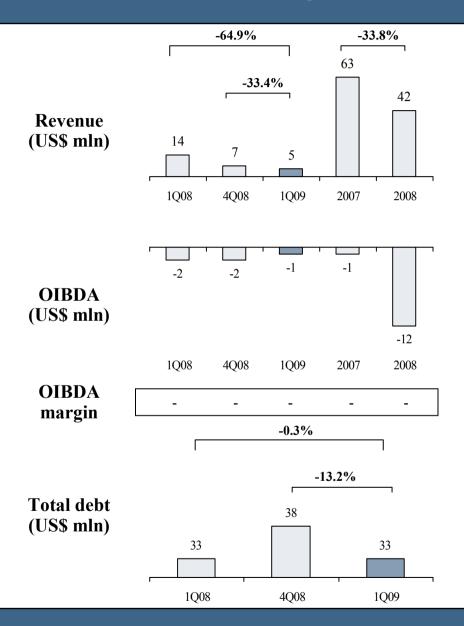


#### Key events in 1Q 2009

- First stage of the Siberian regional management centre for crisis situations (SRCUKS) opened in Krasnoyarsk
- Lekhtusi: carried out complex tests for radar system
- Armavir: commenced operations of radar for the Russian Space Agency
- GLONASS project: won RUB 67.9 mln of total Federal Geodesy and Cartography tenders for the creation of digital navigation maps

## 3.11. Business Unit High Technology: Pharmaceuticals





#### Key events in 1Q'09

- Construction of Zelenograd production and logistics centre on time
- Signed agreement with Moscow Endocrine Factory to produce medicine at the State Medicine Preparation Plant
- Reduced the import volumes of Chinese proprietary medicine and increased, as a result, the share of drug substances

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## **Appendix – 1Q'09 Consolidated Financial Highlights**



## US GAAP, US\$ million

PROFIT AND LOSS	1Q'09	1Q'08	2008	2007
Revenue	2,771	3,653	16,671	13,411
Depreciation and Amortisation	435	558	2,316	1,747
OIBDA	869	1,418	5,490	4,942
Margin	31.4%	38.8%	32.9%	36.9%
Operating Income	435	860	3,173	3,195
Margin	15.7%	23.6%	19%	23.8%
Net Income	-395	399	62	1,572
Margin	-	10.9%	0.4%	11.7%
BALANCE SHEET	31.03.2009		31.12.2008	21.12.2007
Total Assets	27,123		29,628	28,397
Total Debt	9,371		9,495	8,350
Cash and cash equivalents	1,420		1,948	1,062
Short-term Investments	875		716	909
CASH FLOW	1Q09	1Q08	2008	2007
Cash Flows from Operating activities	869	863	3,826	2,723
Cash Flows from Investing activities	(1,425)	(1,646)	(5,875)	(5,754)
Cash Flows from Financing activities	111	732	3,270	3,378
CAPEX	873	980	(4,271)	(3,111)

## Appendix – 1Q '09 Segmental Note



(US\$, thousands)	Telecommunications	Technology and Industry	Consumer Assets	Corporate and Other	TOTAL
External Sales	2,168,761	250,682	343,655	5,018	2,768,116
Internal Sales	1,263	34,730	4,673	2,436	43,102
Depreciation and Amortisation	408,679	15,300	9,031	1,760	434,770
Interest Expense	113,450	15,729	9,759	64,384	203,322
Operating Income/Loss	493,070	-8,492	-29,918	-11,211	443,449
Income Tax Expense	-14,305	8,595	8,376	7,559	10,225
Segment Assets	15,687,401	2,287,419	8,388,371	3,518,747	29,881,938*
Indebtedness	5,206,549	691,456	1,001,216	2,471,822	9,371,043
Capital expenditure	778,701	69,154	15,347	9,499	872,701

<sup>\*</sup> Before intercompany eliminations





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