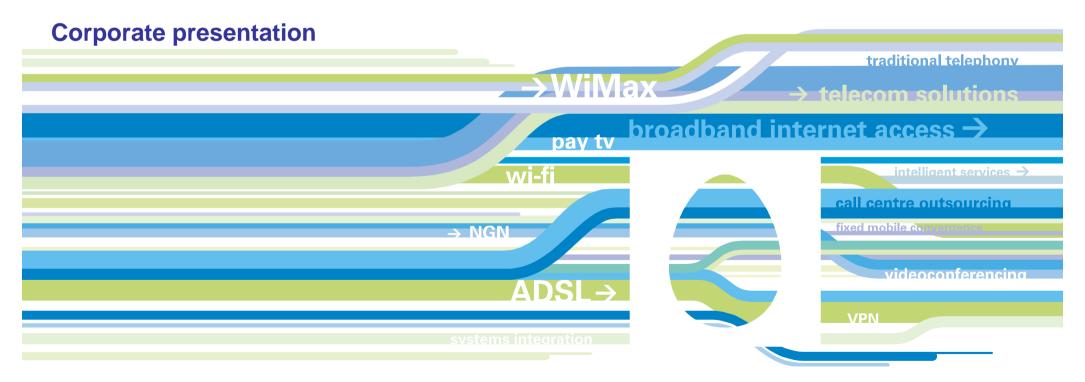


## **Comstar-UTS**



Based on 4Q2008 results

## **Disclaimer**

Matters discussed in this presentation may constitute forward-looking statements. Forward-looking statements include statements concerning plans, objectives, goals, strategies, future events revenues or performance, and underlying assumptions and other statements, which are other than statements of historical facts. The words "believe," "expect," "anticipate," "intends," "estimate," "forecast," "predict", "could", plan", "project," "will," "may," "should" and similar expressions identify forward-looking statements. Forward-looking statements include statements regarding: strategies, outlook and growth prospects; future plans and potential for future growth; liquidity, capital resources and capital expenditures, financing needs, plans or intentions relating to acquisitions, our competitive strengths and weaknesses, growth in demand for our products; economic outlook and industry trends; developments of our markets; legal trends and the impact of regulatory initiatives; and the strength of our competitors.

The forward-looking statements in this presentation are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, management's examination of historical operating trends, data contained in our records and other data available from third parties. Although we believe that these assumptions were reasonable when made, these assumptions are inherently subject to significant uncertainties and contingencies which are difficult or impossible to predict and are beyond our control and we may not achieve or accomplish these expectations, beliefs or projections. In addition, important factors that, in our view, could cause actual results to differ materially from those discussed in the forward-looking statements include the achievement of the anticipated levels of revenues, profitability and growth, cost and synergy of our recent acquisitions and restructuring, the timely development and acceptance of new products, the impact of competition and competitive pricing, the ability to obtain necessary regulatory approvals and the ability to fund our future operations and capital needs through borrowing or otherwise, the ability to successfully implement any of our business strategies, the ability to integrate our business and to realize anticipated cost savings and operational benefits from such integration, our expectations about growth in demand for our products and services, the effects of inflation, interest rate and exchange rate fluctuations, and our success in identifying other risk to our business and managing the risk of the aforementioned factors, the condition of the economy and political stability in Russia and the other markets of operations and the impact of general business and global economic conditions.

Neither we, nor any of our respective agents, employees or advisors intend or have any duty or obligation to supplement, amend, update or revise any of the forward-looking statements contained in this presentation.

The information and opinions contained in this presentation are provided as at the date of this presentation and are subject to change without notice.

## **Comstar at a Glance**

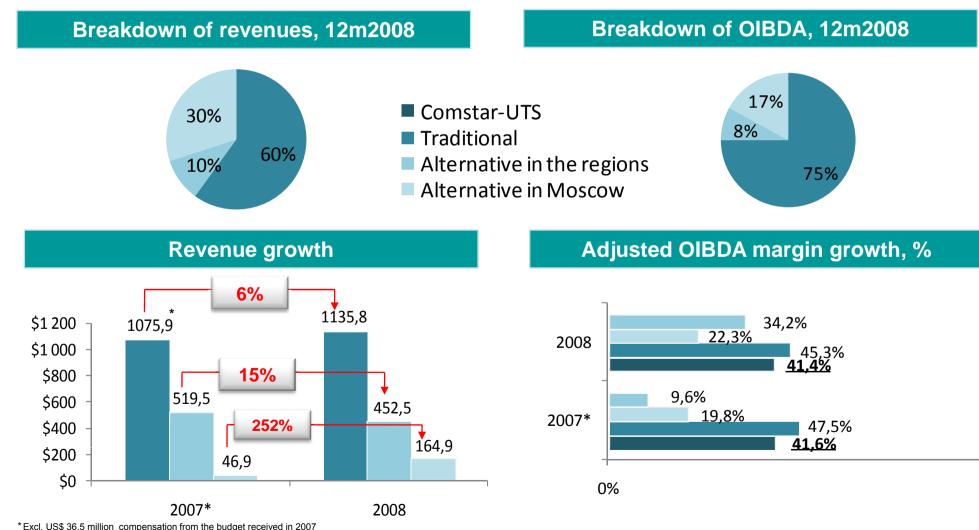
- Operations in  $69^*$  Russian cities with combined population of over 48 mln people
- 60% of revenues and 75% of OIBDA provided by incumbent business
- Revenue 2008 US\$ 1.648 mln, adjusted OIBDA margin 2008 41.4 %
- The leading national broadband provider: ~ 1\* mln residential broadband subs + over 2\* mln residential pay-TV subs
- The leading integrated fixed-line telecommunications provider for corporates over 1 mln active lines
- 99%<sup>\*\*</sup> of total debt is RUR-denominated
- Owner of 25% + 1 share in state-owned Svyazinvest national fixed line incumbent

\* Incl. STREAM-TV

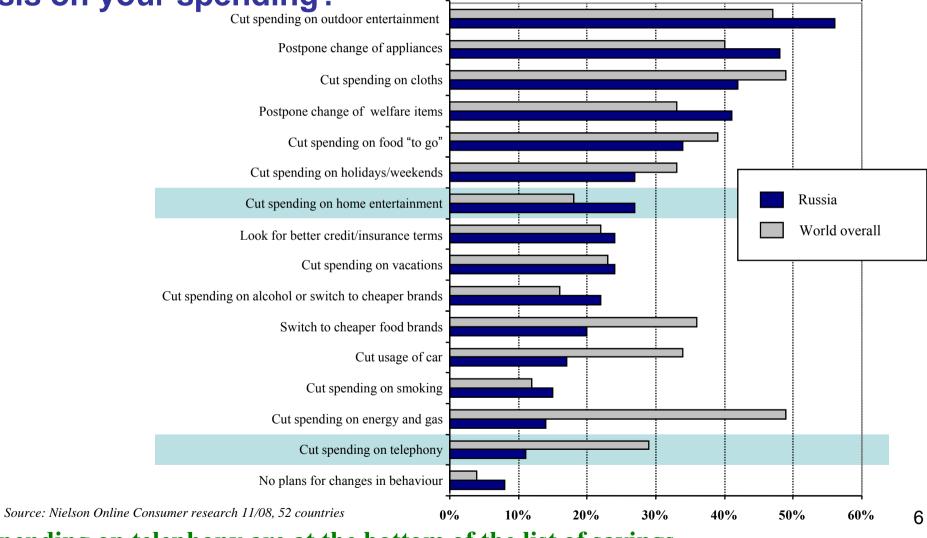
\*\* Excl. US\$ 263.6 mln obligation under put option, paid out in the 1Q 2009

Investment cas	е	
r I Nat	tional operator +	Stake in Svyazinvest
MGTS Stability	Altnet	25% + 1 share stake in the holding Used as a collateral to RUR 26 bln loan from Sberbank Svyazinvest owns 23% in MGTS
60% revenues	40% revenues	Upside
75% of OIBDA	25% of OIBDA	Potential to increase the value of the Group as a result of restructuring of ownership
	subscriber base – ence on large clients ≻3 mln* residential subs	\ I I I I I
> 73 K corporate subs (SME)	> 74 K corporate subs (SME)	
High profitability	Potential to increase profitabi	lity
Source of cash (regulatory tariff	Expansion via M&A (11% treas shares)	sury
increases)	Capitalize on low penetration	
Ru	R business:	
	DPEX > 90% RuR ebt 99%** RuR	<ul> <li>* Incl. STREAM-TV</li> <li>** Excl. US\$ 263.6 mln obligation under put option, paid out in the 1Q 2009</li> </ul>

## Stable traditional MGTS business provides sustainable cash flows and high profitability, regions drives revenue growth



## How do you plan to reduce the impact from financial crisis on your spending?



Spending on telephony are at the bottom of the list of savings

#### Use of cash in 2008

#### 12 months ended December 31, 2008

- US\$ 593.6 mln operating cash flow
- US\$ 382.7 mln cash and cash equivalents + bank deposits and short-term investments
- US\$ 952 mln total debt\*, including leasing
- US\$ 354 mln cash CAPEX

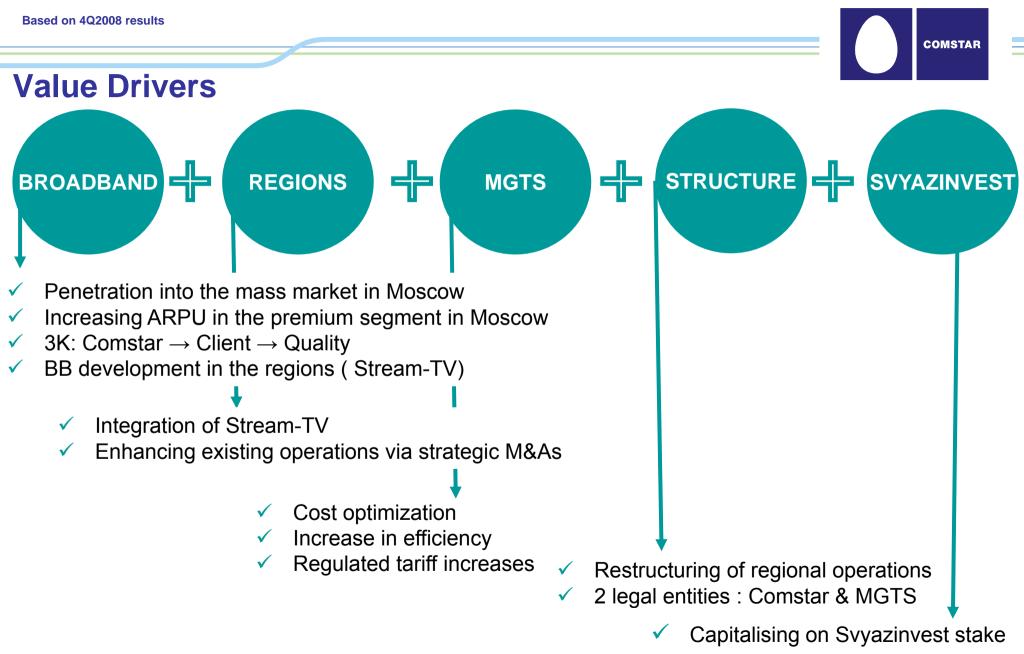
#### Debt structure as of December 31, 2008

Debt by currency, excl. leasing	US\$ million
Russian Ruble	933
Euro	10
US Dollar	2
Total debt *	945

Dept	repaym	ents sc	neaule,	min US	<b>\$</b> ^^
	16	34	     		
				220	
2	12	75	75	329	299
1Q09 *	2Q09	3Q09	4Q09	2010	2011

* Excl. US\$ 263.6 mln of restructured payment under put option execution, paid out in the 1Q 2009
** RUR/\$ = 29.38

	In the c of deb	US\$, mIn	
MGTS Bonds 5th issue	153	RUR	5
MGTS Bonds 4th issue	154	RUR	5
Sberbank credit line facility	26 000	RUR	885
Others	various	s various	57
Total debt *			952

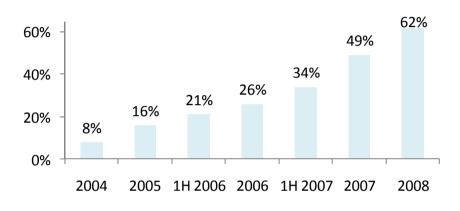


### **BB In Moscow- impressive subscriber base- platform for VAS**

BROADBAND

REGIONS

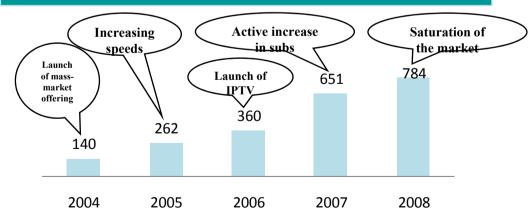
MGTS



**Broadband penetration in Moscow, %** 

Direct Info

Comstar residential subscriber base, '000



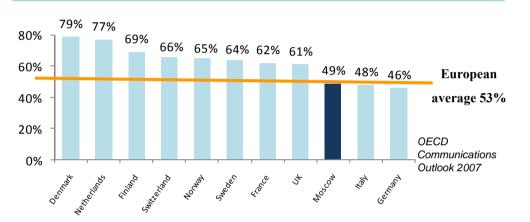
#### Broadband penetration in Europe 2007, %

SVYAZINVES

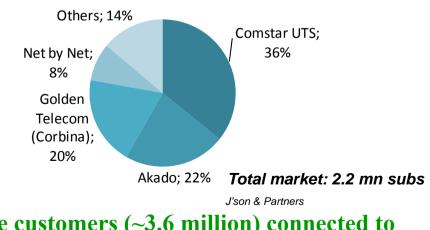
COMSTAR

9

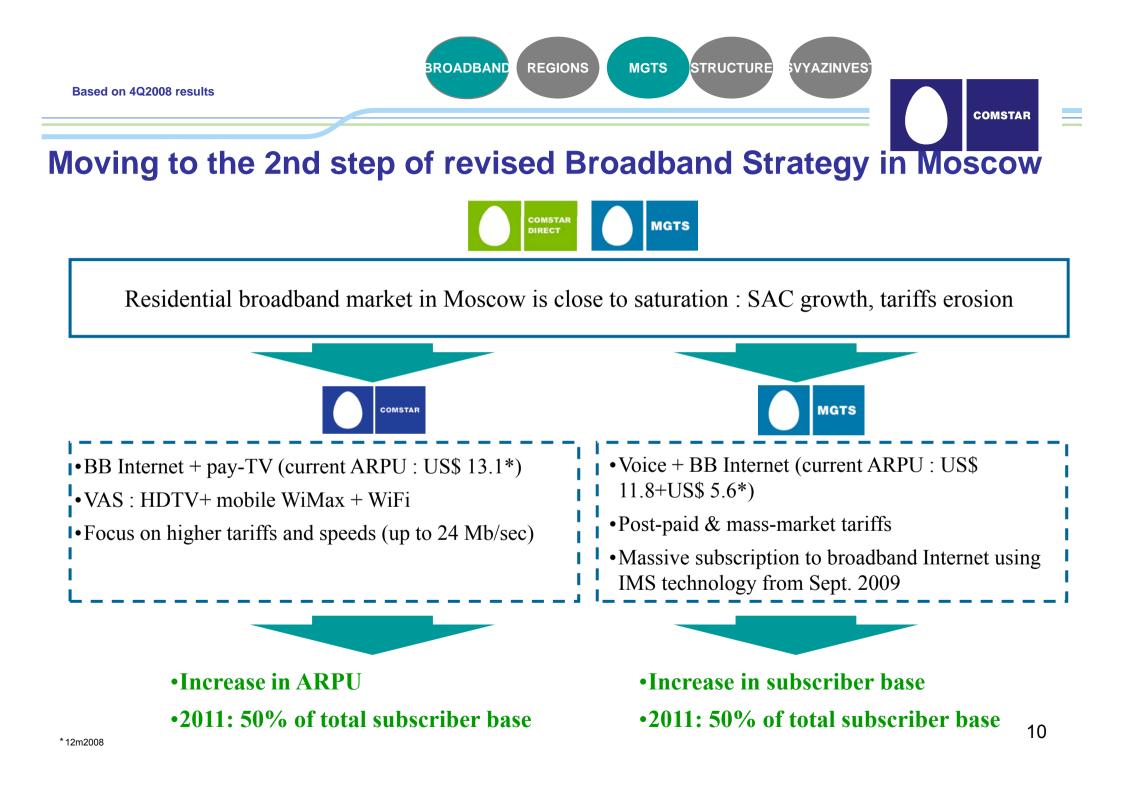
STRUCTURE

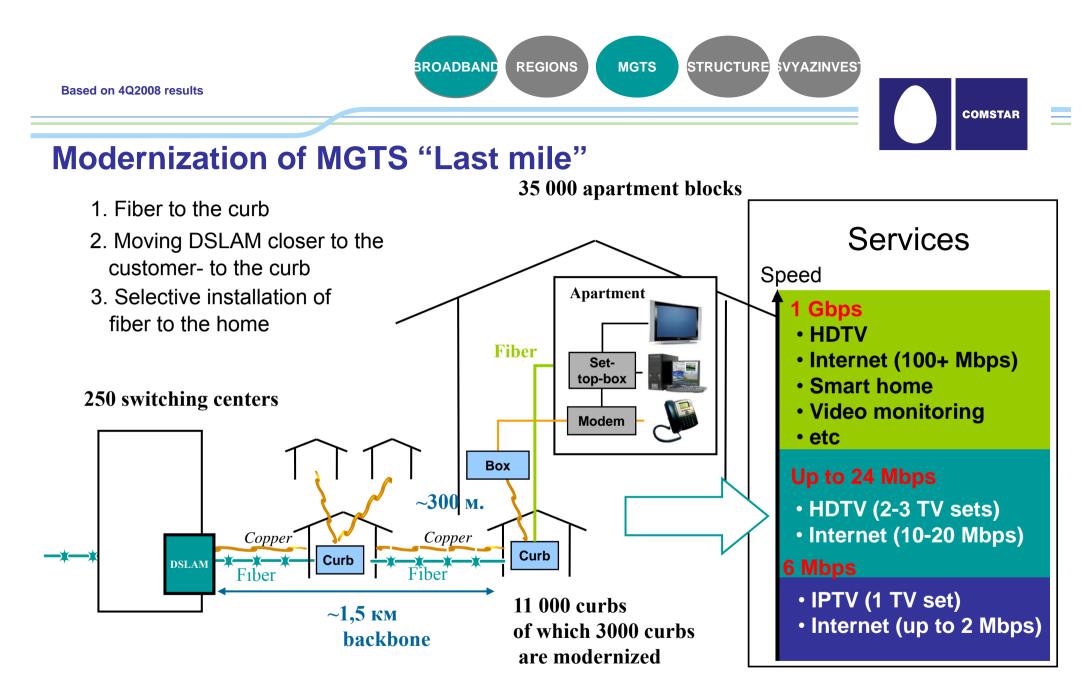


**Moscow Residential BB Market, 1H2008** 



Objective in Moscow is to have > 33% of MGTS voice customers (~3.6 million) connected to BB by the end of 2011 (~50% market share)

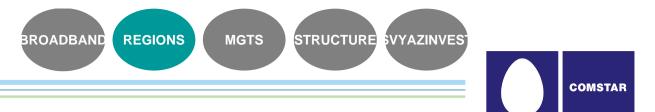




70-80% of the "last mile" was "Sped Up" from 6 Mbps to 24 Mbps by the end of 2008

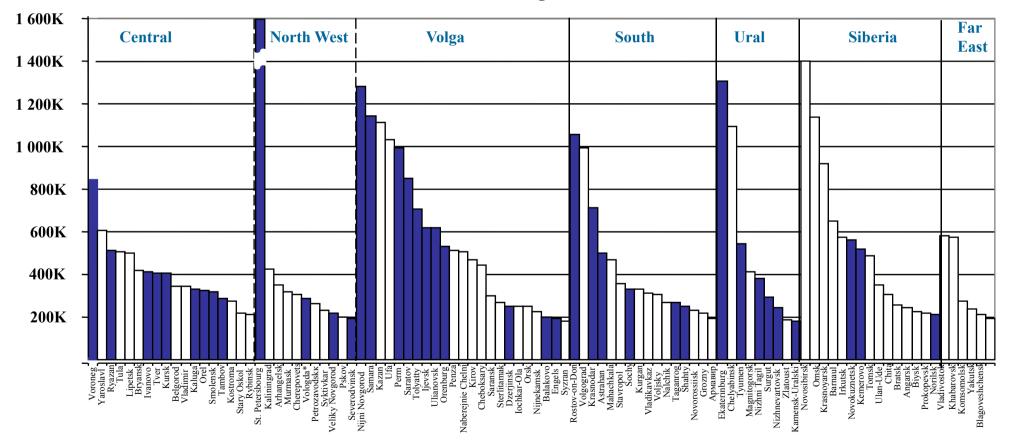


Growing number of ADSL subscribers, already using WiFi access at home, will get access to the Internet everywhere from Comstar



## **Comstar Regions of Presence in Russia**

Cities with population, more than 200k



Regions

**Regional operations cover 69 cities with combined population exceeding 30 mln people** 13

- 3.6 million households passed
- 1.8 million active pay-TV subscribers (ARPU ~ RUR 123)

BROADBAND

REGIONS

MGTS

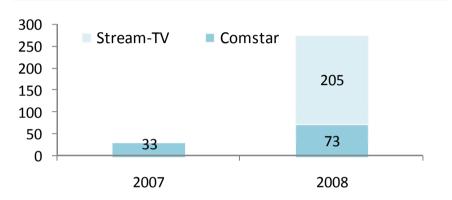
STRUCTURE

- 200 thousand broadband subscribers (ARPU ~ RUR 376)
- 30% of the network has already been modernized
- Revenues in 2008 ~ US\$ 118 million
- OIBDA margin in 2008 ~ 16%
- ~ 4000 employees
- Comstar acquires STREAM-TV operators during the 4Q 2008 and January 2009 using funds from Sberbank credit facility
- Independent valuation by E&Y: enterprise value RUR 6.75 bln
- Will be consolidated into Comstar financials from 2009

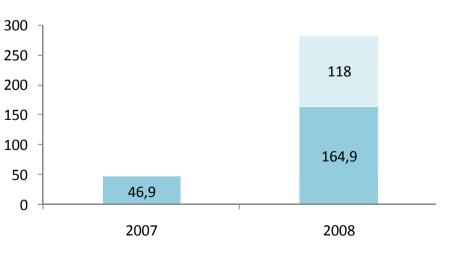
Comstar total broadband base increased to over 1 mln residential subs, Pay - TV – to over 2 mln residential subs

Residential BB subs outside Moscow, '000

SVYAZINVES



#### **Revenue outside Moscow, mln. US\$**



MGTS

STRUCTURE SVYAZINVES

COMSTAR

## MGTS tariff increase from March 01, 2009

Per-Minute Tariff Plan							
	Residential Independent Subs Subs		State-Funded Org.				
(RUB)	New	Old	New	Old	New	Old	
Line Rental	135	125	160	160	145	136	
Local connection fee per minute	0.30	0.28	0.30	0.28	0.30	0.28	
Share of subs as of Sept 30, 2008	28%		5%		5%		

### Combined Tariff Plan

	Residential Subs		Independent Corporate Subs		State-Funded Org.	
(RUB)	New	Old	New	Old	New	Old
Line Rental	135	125	160	160	145	136
Fee for basic limit of 450 minutes per month	120	104	120	104	120	104
Fee per additional minute	0.28	0.24	0.28	0.24	0.28	0.24
Share of subs as of Sept 30, 2008	22	%	8	4%	8	34%

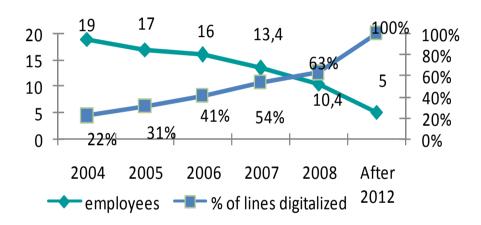
#### **Unlimited Tariff Plan** Independent Corporate Subs Residential State-Funded Subs Org. (RUB) New Old New Old New Old Line Rental 135 125 160 160 145 136 245 342 342 331 302 Unlimited connection 220 Share of subs as of Sept 30, 2008 51% 11% 11%

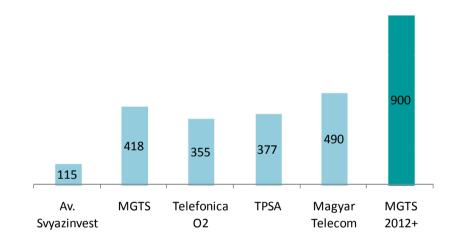
#### 12m2008 statistics

	# of lines, 000s	Voice revenue*, mln US\$
Residential Subs.	3 614	420
Independent Corporate Subs.	494	78
State-Funded Org.	253	38



Number of MGTS Employees, 000\*





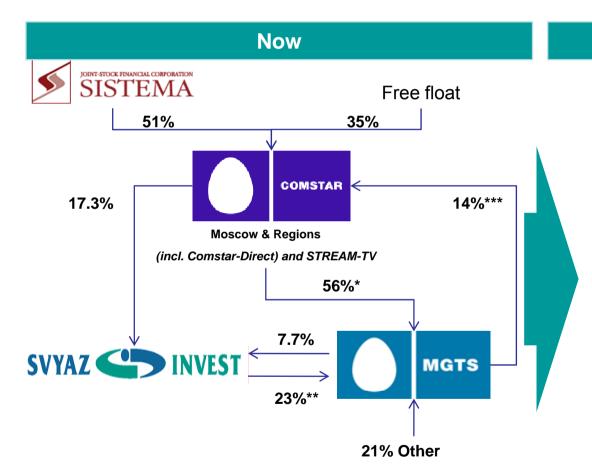
Lines / Employees\*\*



#### **Objective is to maintain the level of profitability exceeding the peer group**



## **Simplifying Organizational Structure**



 Two operating companies: MGTS & Comstar

**Objective** 

- Integration of Comstar-Direct and STREAM-TV
- Turning regional subsidiaries into branches & re-branding

#### Ultimate goal is to have 2 legal entities: Comstar & MGTS

\*67% of voting shares \*\*28% of voting shares



- 7 ILECs + Rostelecom + Central Telegraph
- Owner of the "last mile" in the regions
- >35 million installed lines covering 90% of Russia
- In Dec. 2006 Comstar acquired 25% +1 share in Svyazinvest from Access Industries for US\$ 1.3 billion + call & put option for 11% of Comstar shares held by MGTS Finance (US\$ 141.4 mln)
- Call was exercised in Dec. '07 and Comstar received US\$ 322.2 mln in cash; Access Industries became the owner of 11% of Comstar shares
- Put was exercised in August '08 and Comstar paid US\$ 463.6 mln on March 26, 2009 (in 5 monthly instalments); MGTS Finance became the owner of 11% of Comstar shares on November 26, 2008 (treasury shares)



- National fixed-line provider with operations in 69 cities of Russia with combined population of >48 mln people
- Unique combination of
  - incumbent and alternative service provider
  - broadband growth potential and expansion into the regions
  - balancing double digit growth in ruble terms & high profitability



## For additional information please visit

www.comstar-uts.com

or contact Masha Eliseeva

**Head of Investor Relations** 

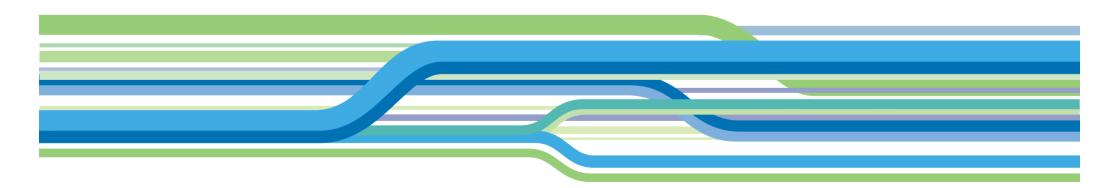
Phone: +7 985 997 08 52

E-mail: ir@comstar-uts.ru

Based on 4Q2008 results



## Appendix





## **Income Statement**

(US\$ Million)	2007	2008
Devenues	1 401 E	1 6 4 7 7
Revenues	1 481,5	1 647,7
Y-o-Y Growth	32,3%	11,2%
Adjusted OIBDA	601,3	682,6
Margin	41,6%	41,4%
Operating Income	456,8	493,8
Margin	30,8%	30,0%
Net Income	43,8	179,6
Margin	3,0%	10,9%
Capex	345,4	354,0
% of Revenues	23,3%	21,5%

#### 2008 Highlights

- 11.2% year on year revenue growth
- 41.4% adjusted OIBDA margin
- US\$ -15.6 million change in fair value of put option less minority share

## Segmental Breakdown

Revenue (US\$ Million)	2007	2008
Traditional segment in Moscow (MGTS)	1 112,5	1 135,8
Alternative segment in Moscow (Comstar & Comstar-Direct)	452,5	519,5
Alternative segment in the regions & CIS (Comstar)	46,9	164,9
Intersegment Sales	-130,3	-172,6
Total Revenue	1 481,5	1 647,7
Adjusted OIBDA (US\$ Million)		
Traditional segment in Moscow (MGTS)	511,4	514,5
Alternative segment in Moscow (Comstar & Comstar-Direct)	89,7	115,8
Alternative segment in the regions & CIS (Comstar)	4,5	56,5
Effect of eliminations and other consolidation adjustments	-4,2	-4,1
Total OIBDA	601,3	682,6

## Segmental Operating Expenses & Employees

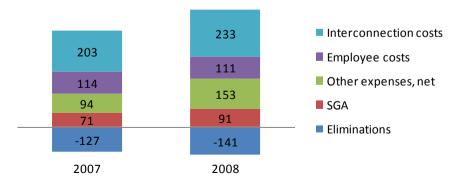
	2007	2008
#Employees *		
Traditional segment	13 777	10 434
Alternative segment in Moscow	2 154	2 231
Alternative segment in the regions & CIS	1 084	2 878
Average salary		
Traditional segment	\$ 956	\$ 1 257
Alternative segment in Moscow	\$ 2 179	\$ 2 583
Alternative segment in the regions & CIS	\$ 1 340	\$ 1 099
Average monthly revenue per Employee		
Traditional segment	\$ 6 729	\$ 9 071
Alternative segment in Moscow	\$ 17 506	\$ 19 405
Alternative segment in the regions & CIS	\$ 3 602	\$ 4 775

## Traditional Segment (\$mln)



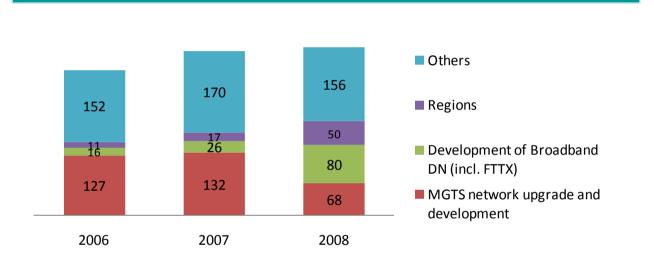


### Alternative Segment (\$mln)



\* At the end of period

## **Capital Expenditure Development**



Cash Capex (\$mln)

CAPEX levels are expected to be in 2009 at approximately 6% of Group revenues, incl.

- maintenance CAPEX
- investments in subscriber acquisition and up-selling
- selective regional development projects

## **Cash Flow Statement**

(US\$ Million)	2006	2007	2008
Net cash provided by operations	288,7	488,4	593,6
Net cash provided by investing activities	-1 767,0	-859,9	-303,3
Net cash provided by / (used in) financing activities	1 550,9	403,6	-154,8
Effects of foreign currency translation of cash and cash equivalents	2,0	11,2	-61,4
Cash and cash equivalents at the beginning of the period	62,0	136,6	179,8
Cash and cash equivalents at the end of the period	136,6	179,8	253,9
FCF	-17.7	142,9	239,6

## **Balance Sheet**

(US\$ Million)	2006	2007	2008
Assets	3 537,6	4 630,3	4 136,1
Current Assets	445,1	941,7	647,2
Long-term assets	3 092,5	3 688,7	3 488,9
Liabilities	1 470,6	1 774,4	1 872,7
Current Liabilities	1 140,9	465,3	731,2
Long-term liabilities	329,7	1 309,1	1 141,4
Minority Interests	496,7	765,0	703,9
Shareholder's equity	1 570,2	2 090,9	1 559,6

#### 2008 Highlights

- Cash and cash equivalents of US\$ 253.9 million
- Short-term investments of US\$ 128.7 million
- Total debt of US\$ 1 215.2 million incl. US\$ 263.6 mln obligation under put option, paid in the 1Q09
- 99% of total debt is in RUR (excl. US\$ 263.6 mln obligation under put option, paid in the 1Q09)
- Net debt of US\$ 961.2 million incl. US\$ 263.6 mln obligation under put option, paid in the 1Q09
- Net debt minus short-term investments of US\$ 832.5 million
- Total debt/OIBDA of 1.76
- Net debt/OIBDA of 1.39