

# **URALSVYAZINFORM: 1H 2008 RESULTS**

Ekaterinburg – August 11, 2008 – Uralsvyazinform (RTS: URSI/URSIP, ADR: UVYZY/UVYZYP), the leading carrier of fixed-line and mobile services in the Urals region, Russia reports the unconsolidated financial and operational results for the 1H 2008 prepared under Russian Accounting Standards (RAS).

- Revenues increased by 14.6% on 1H 2007 and totaled US\$ 834.5 mln. The revenue growth is mainly due to the gains in:
  - o Mobile services (up 19.2%).
  - o New services (up 65.7%);
- EBITDA[1] increased by 9.9% on 1H 2007. EBITDA margin amounted to 34.4%. Operating margin 19.7%.
- Net profit decreased by 21.0% and amounted to US\$ 68.2 mln. Net margin amounted to 8.2%.
- Subscriber base totaled 9.1 mln., including 5.4 mln. GSM mobile subscribers.

Financial and operational highlights:

	1H2008	1H2007	Change, %
Financial			
Revenues, US\$ mln.	834,5	728,0	+14,6%
Costs, US\$ mln.	669,7	545,5	+22,8%
EBITDA, US\$ mln.[1]	286,8	261,1	+9,9%
EBITDA margin	34,4%	35,9%	-
Operating profit, US\$ mln.	164,8	182,5	-9,7%
Operating margin	19,7%	25,1%	-
Pre-tax profit, US\$ mln.	98,1	124,8	-21,4%
Net profit, US\$ mln.	68,2	86,3	-21,0%
Net margin	8,2%	11,9%	-
Operational	01/07/2008	01/07/2007	Change, %
Subscriber base:			
Fixed-line subscribers, mln.	3.7	3.7	+0.0%
Mobile (GSM) subscribers, mln.	5.4	4.6	+17.4%
Broadband subscribers, thous.	392.2	192.4	+103.8%
Digitalization of local fixed-line networks, %	74.9%	73.7%	+1.6%
Penetration:			
Fixed lines, %	28%	28%	
Mobile, %	>100%	>100%	
Number of employees	24,073	26,873	-10.4%

<sup>\*</sup> Here and henceforth currency conversions are based on average exchange rates: 1H 2008 – RUR 23.9, 1H 2007 – RUR 26.1

[1] EBITDA is calculated as a sum of pre-tax profit, interest payable, depreciation & amortization, leasing payments less interest receivable.

Complete accounting statements of Uralsvyazinform as of 1H 2008 may be found in the «Investors» section at www.usi.ru/en/.

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The most recent company information is also available at <a href="www.usi.ru/en/">www.usi.ru/en/</a>, <a href="www.usi.ru/en/">www.skrin.ru</a> (complex disclosure information system) or URSI\_RU page in Bloomberg system and URSI.RTS page in Reuters system.

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## **OVERVIEW OF BUSINESS**

# Local services

	01/01/2008	01/01/2007	Change, %
Installed capacity, thous. lines	4,111.0	4,045.8	+1.6%
	1/07/2008	1/07/2007	Change, %
Subscriber base, thous. lines, including	3,707.3	3,680.4	+0.7%
Residents	3,157.8	3,152.6	+0.2%
Organizations	549.5	527.7	+4.1%

In 1H of 2008 Uralsvyazinform added 8.6 thousand fixed-line subscribers.

Revenues from local services increased by 6.6% on 1H 2007 and totaled US\$ 213.4 mln. Revenues from local calls increased by 6.1%, including +US\$ 1.3 mln due to subscriber additions and -US\$ 6.4 mln due to changes in tariffs for local calls since February 01, 2007.

The local revenues by types of services (including radio access CDMA, DECT), US\$ thous:

	1H 2008	1H 2007
Line installation	6,154.4	6,754.6
Local calls provision (monthly payment and call charges),		
including:	185,036.4	174,439.0
Line charge	109,616.2	86,805.3
Unlimited call charge	39,380.4	57,447.0
Time-based billing	24,751.2	18,564.7
Combined charges	11,288.6	11,622.1
Other local services (contracts redrawn, etc)	10,393.8	9,263.2
Line and cabling rentals	11,656.5	9,520.2
Payphone calls	146.3	211.0
Total	213,387.4	200,187.9

Revenues from line installation dropped by 8.9% on 1H 2007 (- US\$ 0.6 mln.). The drop is due to decrease in the number of installations.

The revenues from local services in terms of customer mix:

- o residents 72 % (73 % as of 1H 2007);
- o organizations -28% (27%).

#### Internet

	1H 2008	1H 2007	Change, %
Traffic, mln. min.	842.6	1,012.8	-16.8%
Trafic, Tbytes	6,664.9	1,025.8	+549.7%
Revenues from Internet, US\$ mln.	78.6	45.7	+72.0%

### Intrazone services

Outbound traffic, Mln.min.	1H 2008	1H 2007	Change, %
Intrazone calls, including	1,172.5	1,204.2	-2.6%
Fixed-to-fixed	278.5	311.3	-10.5%
Fixed-to-mobile	894.0	892.9	+0.1%

The drop in intrazone traffic (fixed-to-fixed calls) is accounted for by development of mobile services.

Revenues from fixed-to-mobile calls totaled US\$ 63.5 mln.

Revenues from intra-zone services totaled US\$ 106.0 mln (+8.8% on 1H 2007).

The long distance revenues in terms of customer mix:

- o Residents 42% (45 % as of 1H 2007);
- o Organizations 58% (55%).

The digitalization of intra-zone LD lines (in extension terms) as of July 01, 2008 was 99.9% (98.8 % as of July 01, 2007).

# GSM mobile services

	01/07/2008	01/01/2008	01/07/2007
Number of subscribers	5,381,992	5,114,729	4,618,801

Revenues from mobile services increased by 19.2% on 1H 2007 and totaled US\$ 268.7 mln.

As of 1H 2008 and 1H 2007, ARPU totaled US\$ 8.5 and US\$ 8.3 correspondingly.

Generally, as of July 01, 2008 Uralsvyazinform (Utel - trademark) had 5.4 million GSM subscribers occupying about 33% of regional market in subscriber terms and 41% in revenue terms.

### REVENUES AND EXPENSES REVIEW

Generally, as of 1H 2007 revenues totaled US\$ 834.5 mln. (+14.6% on 1H 2007), revenues from telecom services reached US\$ 810.0 mln. (+17.3%).

The structure of revenues from telecommunications services in 1H 2008:

Item, US\$ mln.	1H 2008	Weight in revenues	1H 2007	Weight in revenues	Change (1H2008 / 1H2007), %
Revenues from telecom services, including	810.0	100.0%	690.7	100.00%	+17.3%
Intrazone services	106.0	13.1%	97.5	14.1%	+8.8%
Local urban services	193.7	23.9%	182.1	26.4%	+6.4%
Local rural services	19.8	2.4%	17.8	2.6%	+11.0%
Documentary services	3.5	0.4%	3.3	0.5%	+6.7%
Wired radio	5.6	0.7%	5.7	0.8%	-2.3%
Radio communication, radio and TV broadcasting	4.7	0.6%	3.8	0.6%	+24.2%
Mobile services	268.7	33.2%	225.4	32.6%	+19.2%
Internet and non-regulated data transmission services	97.8	12.1%	59.0	8.5%	+65.7%
Including Internet	78.6	9.7%	45.7	6.6%	+72.1%
Interconnection and traffic transmission services	109.9	13.6%	95.5	13.8%	+15.0%
Other revenues from core activities	0.2	0.0%	0.5	0.1%	-71.1%

Revenue gains were mostly in connection with:

- Increased revenues from mobile services as a result of GSM subscriber additions.
- Increased revenues from Internet and non-regulated services due to increased number of subscribers and higher usage of Internet and data transmission services. As of 1H 2008, revenues from Internet amounted to US\$ 78.6 mln (+72.1% on 1H 2007). Revenues from broadband connections amounted to US\$ 65.2 mln (+105.7% on 1H 2007). Revenue from dial-up services totaled US\$ 13.4 mln. Revenue from VoIP services amounted to US\$ 3.3 mln.

Revenue from interconnection and traffic transmission services amounted to US\$ 109.9 mln (+15.0% on 1H 2007). Revenue from interconnection services totaled US\$ 2.6 mln, including organization and maintenance of access points. Revenue from traffic transmission services totaled US\$ 107.3 mln.

As of 1H 2008, revenues from non-core activities totaled US\$ 25.1 mln, including US\$ 1.8 mln from agency agreements.

Operating expenses amounted to US\$ 670.2 mln. (+23.0% on 1H 2007). The expenditure structure is as follows:

Item, US\$ mln.	1H 2008	Weight in expenses	1H 2007	Weight in expenses	Change (1H 2008 / 1H 2007), %
Wages	146.2	21.8%	129.5	23.8%	+12.9%
Social tax expense	33.3	5.0%	29.0	5.3%	+14.6%
Depreciation and amortization	106.7	15.9%	80.7	14.8%	+32.2%
Telecom operators' services	116.9	17.4%	89.0	16.3%	+31.4%
Materials	43.5	6.5%	37.6	6.9%	+15.8%
Third party services	60.4	9.0%	49.6	9.1%	+21.8%
Other expenses, including	163.2	24.4%	129.4	23.8%	+26.1%
Agency commissions	43.8	6.5%	46.5	8.5%	-5.8%
Contributions to Universal Service Fund	8.3	1.2%	7.1	1.3%	+16.2%
Rental payments	57.6	8.6%	32.2	5.9%	+79.0%
TOTAL	670.2	100.0%	544.9	100.0%	+23.0%

Depreciation and amortization increased by US\$ 26.0 mln as of 1H 2008 due to the putting into operation of new assets worth US\$ 58.1 mln.

Considerable growth of expenses for Telecom operators' services was caused by increased subscriber base of mobile and new services.

Repairs and maintenance (categorized under Third party services) amounted to US\$ 28.4 mln (+33.3% on 1H 2007).

Other expenses were mainly impacted by rental payments (+79.0% on 1H 2007) due to increased leasing payments.

Therefore, as of 1H 2008 EBITDA totaled US\$ 286.8 mln. (+9.9%), operating profit – US\$ 164.8 mln. (-9.7%), pre-tax profit – US\$ 98.1 mln. (-21.4%), net profit – US\$ 68.2 mln (-21.0%).

## **INVESTMENTS**

The investments as of 1H 2008 amounted to US\$ 133.1 mln.