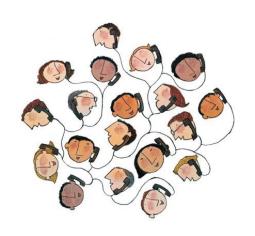
**Uralsvyazinform** (trademark **Utel**), the largest provider of fixed-line, GSM and data transmission services in the Urals region, Russia









> MANAGEMENT PRESENTATION











Elena Neverova Equity & IR Director

Goldman Sachs Telecom Conference October 1-2, 2007





Part 1 - Overview. Main Growth Segments

Part 2 - Financial Review

Part 3 - Strategy and Forecasts

Certain statements in this presentation are forward-looking statements. These forward-looking statements are subject to risks, uncertainties and other factors, which could cause actual results to differ materially from those expressed or implied by these forward-looking statements.

These risks include the risk of changes in the Company's operations and business prospects, the general financial and economic circumstances, relating to regulation of the Russian telecommunications industry and the Russian legislation, the competition and other risks.

Many of these factors are beyond the Company's ability to control or predict. Given these and other uncertainties, the Company cautions not to place undue reliance on any of the forward-looking statements contained herein or otherwise.

The Company does not undertake any obligation to release publicly any revisions to these forward-looking statements to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events, except as may be required under applicable Russian federal securities laws.





# Key Facts & Figures

The Urals - one of the richest regions of Russia

Population - 15.4 million

Regional telecom market's turnover in 2006 - \$2.3 bln (+22% on 2005)

Telephone penetration

- Fixed telephony 28%
- Mobile telephony over 100%

Average monthly public incomes in 2006 - \$527 (34% higher than Russian average)

RGP per capita in 2006 -\$10,657 (76% higher than Russian average)

# Leadership in key business segments

Market share as of 2006

- Fixed-line services 81%
- Mobile services 43%
- Internet 49%

Integration of fixed and mobile services

- Consolidation of mobile and data subsidiaries - June 2005
- 3.7 mln subscribers in fixed telephony
- 4.8 mln subscribers in GSM (Utel)

Optimization of staff numbers

 Number of employees as of 1H 2007 - 27,105 (down 16% on 1H 2006)

# Stable financial performance (IAS 1H 2007)

Revenue - \$729.7 mln

OIBDA margin - 34%

EBIT margin - 19%

Market cap - \$2.1 bln







#### Shares are traded on

Russian Trading System (RTS) - Level 1 Quotation List
 MICFX - A1 Level Quotation List

### Level 1 ADRs for ordinary and preferred shares

 Traded in Open Market segment of Berlin and Frankfurt Stock Exchanges

### Credit ratings

- Standard&Poor's BB-, Stable
- Fitch Ratings B+, Stable
- Fitch Ratings A-(rus) (National)

### Ordinary shares are included in MSCI Russia index

### Liquidity

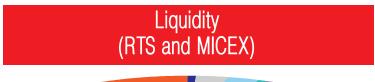
Average daily volume for the last 6 months - \$ 25.4 mln

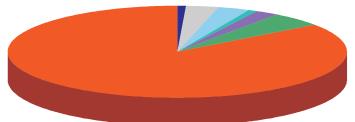
## URALSVVAZINFORM



### ORD shares (URSI) vs RTS Index, October 02 - September 07







## Trade volumes, as a percentage of MRTs total, January - June 2007

Uralsvyazinform (85.1%)
Dalsvyaz (0.9%)
Volgatelecom (4.8%)
Centertelecom (2.9%)
South Telecom (0.9%)
North West Telecom (2.2%)
Sibirtelecom (3.2%)



## Ownershi p Structure

As of 01/09/2007

### Shares outstanding

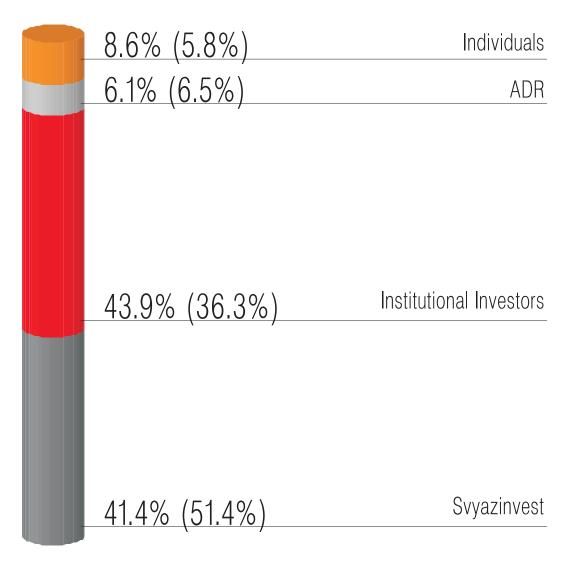
Number of shares - 40 134 723 306 including: ordinary shares - 80 % preferred shares - 20 %

### 52-week min/max (RTS):

ordinary - \$0.0321/0.0728 preferred - \$0.0240/0.046

Free float - about 55 %

**4.6% state-owned stake (ORD) sold** at an auction in the end of February 2007



\*In (brackets) - share in voting stock

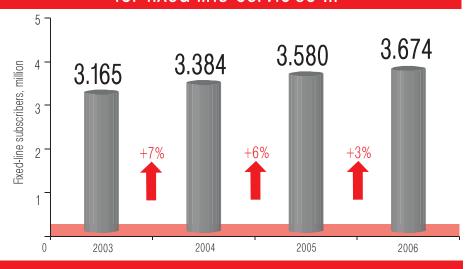




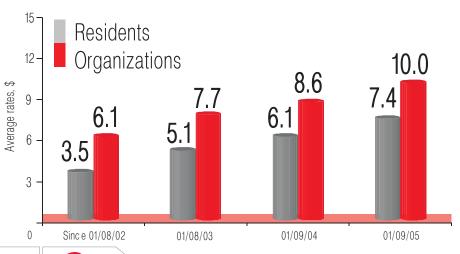


## Fixed-Line Services - Revenue Growth ...

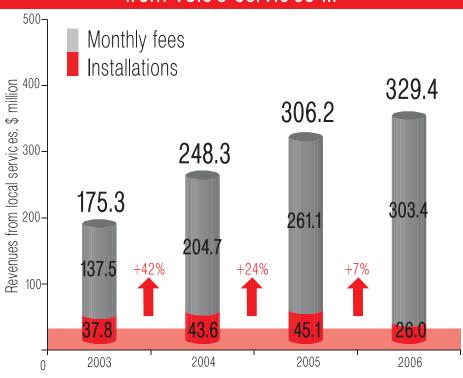
Main growth drivers: continued demand for fixed-line services ...



... And positive effect of re-balanced tariffs ...



Resulted in sustained revenue growth from voice services ...



However, the growth potential of voice services will soon be used up ...

## 2007 Estimate

- Growth of subscriber base less than 1% (3,698 thous.)
- Revenue from local services up 7%

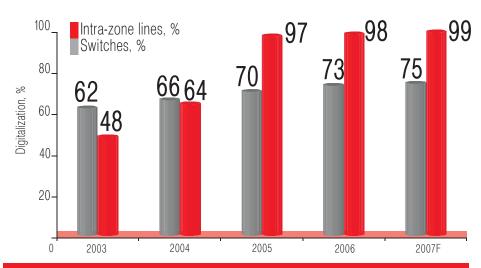




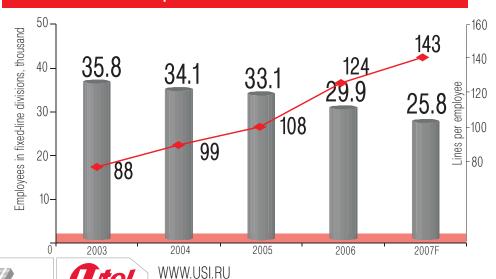


## ... Focus on Higher Efficiency ...

### Higher digitalization ...



### ... Optimized headcount



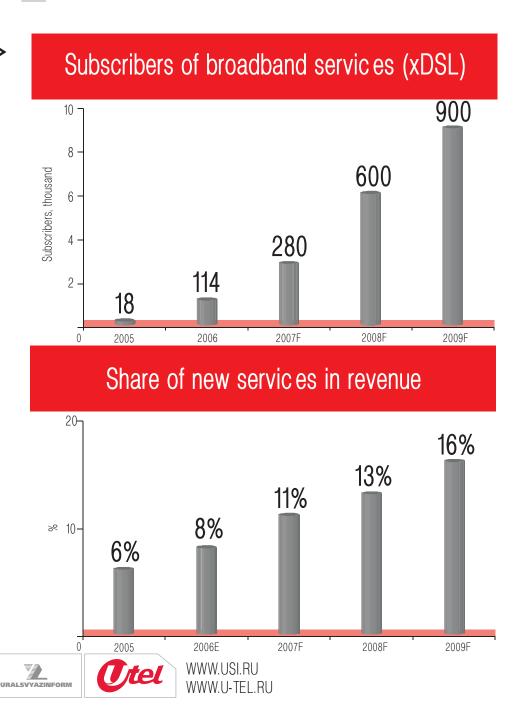
WWW.U-TFL.RU

### The goal: EBITDA margin at no less than 30%

- 20% staff reduction by 2009
- Streamline materials, repairs and maintenance
- Strict control of administrative and other expenses
- Control of receivables and lower bad debt reserve
- Lower costs on external Internet traffic
- Optimize sales and customer service costs through service bundling and outsourced functions



## ... and Non-Voice Services



### **Growth Components**

Strong position in the regional data market - market share of about 50%

Public incomes are growing while the market has huge potential

 Internet penetration has not exceeded 15% of households, PC penetration about 25% of households

Broadband services are likely to surge to 20-30% of households in the next few years

Main competition comes from localized urban-area providers, but xDSL has a number of unquestioned advantages

- High speed (up to 8 Mbps)
- Low cost (from \$0.04 per 1 Mb)
- Individual channel
- Easy installation and setup

Hexible tariffs and tariff packages

ARPU in broadband services is about \$40

## 2007 Estimate

- Growth of subscriber base +120%
- Revenue from new services +57%



Tariff packages are USI's unique offering in the regional market

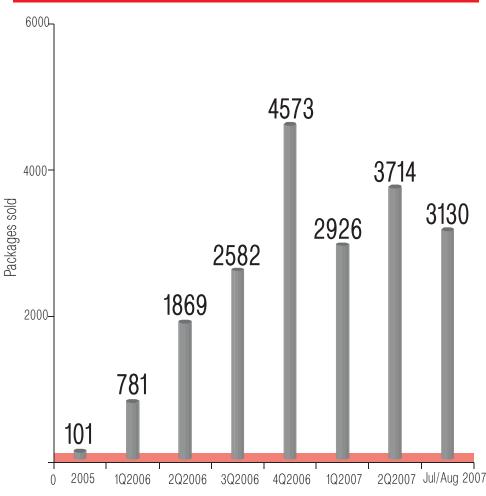
The tariff packages are marketed as:

- A service under a single brand;
- Relying on available last mile (accessing end-users via fixed-line and mobile channels);
- Across the customer mix, with special focus on middle income, corporate and VIP clients

Since 2006 USI has offered 6 types of packages:

- Fixed-line telephone + ADSL Internet connection;
- Fixed-line telephone + mobile contract;
- Fixed-line telephone + ADSL + mobile contract;
- ADSL + mobile contract;
- ADSL + cable TV
- Fixed-line telephone + CDMA

# Sales of tariff packages - on the growth



19.6 thousand packages sold since 2006, sales totaled about \$2.8 million







## Tariffs in Effect since February 01, 2007

On November 14, 2006 Federal Tariff Service set marginal tariffs for the provision of local telephone services by Uralsvyazinform. Following this decision the company is introducing three tariff plans beginning with February 1, 2007 for about 2.6 million of its fixed-line subscribers. As of March 01, 2007 about 70% of subscribers have chosen one of the three tariff plans (where technically possible).

Installation fee
\$165
(\$220 until Feb01/06)

### Monthly charges

- Fixed charges (line rentals) \$4.8 (Urals) / \$6.7 (North)
- Variable charges (local calls) see table below

Variable charges	Time-billed	Combined	Unlimited
Current subscriber base distribution, %	50%	15%	35%
Line rentals	0	\$3.3	\$6.1
Pre-paid minutes	-	360	unlimited
Charge per 1 minute	¢ 0.9	¢ 0.7	-
Total monthly charges			
Urals	\$4.8 + ¢0.9 per 1 min	\$8.1 + ¢0.7 per 1 min	\$10.9
Northern regions	\$6.7 + ¢0.9 per 1 min	\$10.0 + ¢0.7 per 1 min	\$12.7

#### Unlimited tariff to amount \$8.5 on average if per-minute billing is unavailable

### **Organizations**

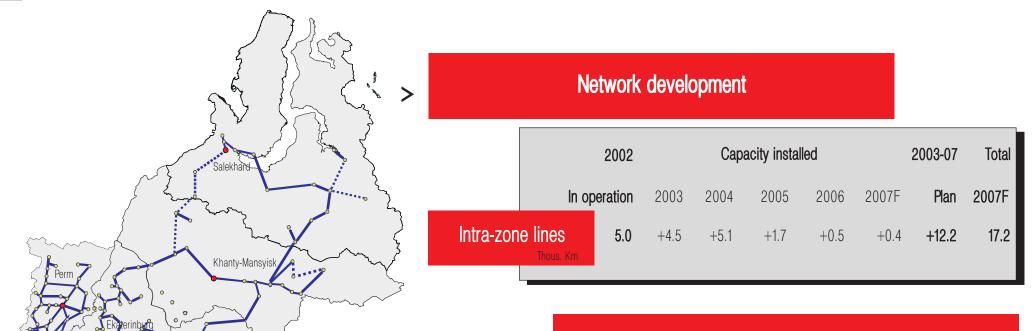
- Fixed charges (line rentals) \$6.3 (Urals) / \$8.9 (North)
- Call charges ¢0.9 per 1 min (Urals) / ¢1.4 per 1 min (North)
- Unlimited tariff to amount \$11.1 on average where per-minute capability is unavailable







## High Level Digitalization - An Important Competitive Strength



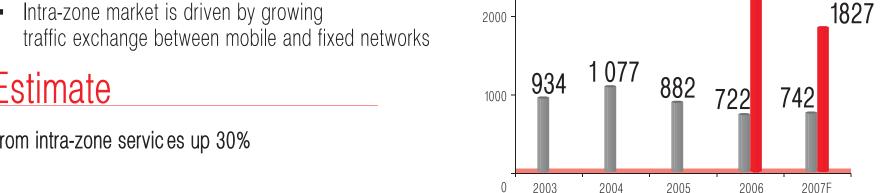
Intra-zone market is driven by growing

Lines in operation

Projected lines

## 2007 Estimate

Revenue from intra-zone services up 30%



3000

Intra-zone traffic, million minutes

Intra-zone traffic, F2F, mln minutes Intra-zone traffic, F2M, mln minutes 2822

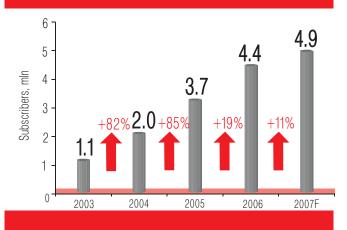




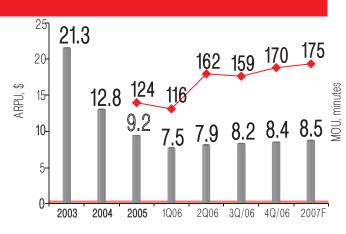


## Mobile Business - Continued Leadership

### Number of subscribers, mln



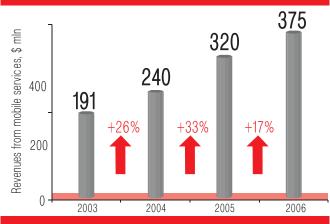
#### **ARPU & MOU**





- Regional mobile market is almost fully saturated.
   Mobile phone penetration exceeded 100%
- Strong financial performance. EBITDA margin at about 45%, revenue up 20% vs 2005
- Re-branding (August 2005) helped retain market share and efficiencies

### Revenues, \$ mln



## Sustainable market share despite competition

#### Market share, Urals region, %

	2003*	2004*	2005*	2006*	2006**
Utel	38	30	29	29	44
MTS	33	30	28	28	20
MegaFon	20	20	17	16	18
Vimpelcom	3	14	20	20	11
Motiv	6	6	6	7	7

<sup>\*</sup> In terms of subscriber numbers, ICM Consulting, Company data

## 2007 Estimate

Revenue from mobile services up 24%

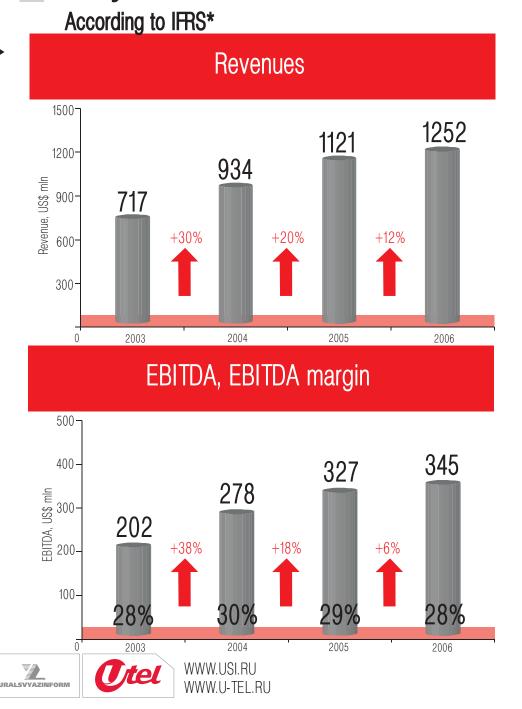


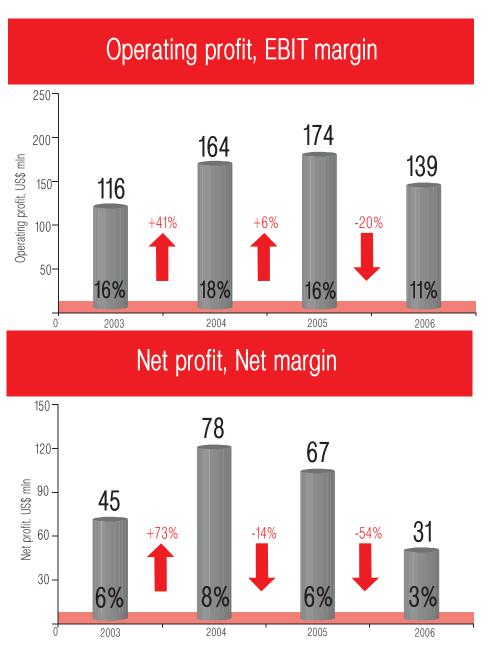


<sup>\*\*</sup> In revenue terms, Company data



## Key Financial Data 2003-2006





# 1H 2007 Highlights

In accordance with International Accounting Standards

onal Accounting Standards		\$ million*			
ліаі А(	boounting otanuarus	1H 2007	1H 2006	%	
>	Revenue	729.7	571.3	+27.7	
	OIBDA	244.8	186.2	+31.4	
	OIBDA margin	33.5%	32.6%		
	Operating profit	135.9	87.5	+55.3	
	Operating margin	18.6%	15.3%		
	Pre-tax profit	98.0	50.2	+95.3	
	Net profit	53.0	32.0	+65.4	
	Net margin	7.3%	5.6%		



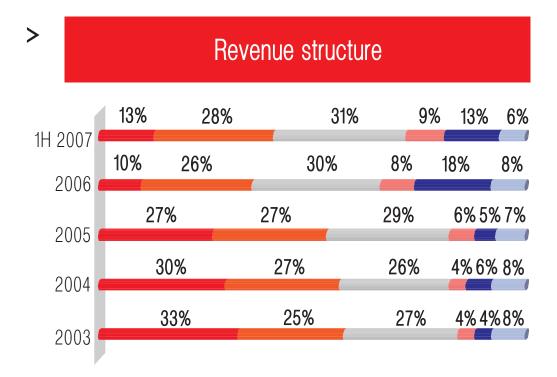


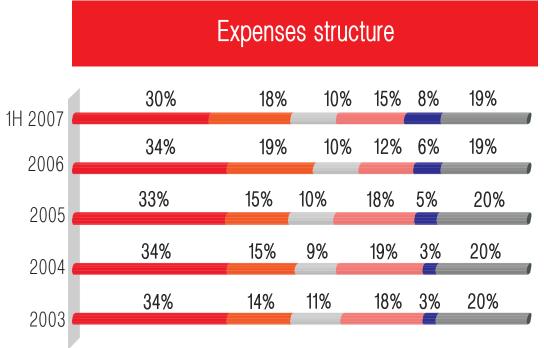
1 million\*

<sup>\*</sup> Solely for information purposes, all items are re-calculated in US dollars at the following rates: 1H 2007 - RUR 26.1, 1H 2006 - RUR 27.5



## Key Financial Data





Long distance services Local telephone services Mobile services New services Revenues from national operators Other

Wages, salaries and other employee benefits Depreciation and amortization Materials, repairs and maintenance Interconnection charges Agency fees

Other expenses, including

(As of 1H 2006)

Taxes - 3%: Lease of premises - 2%; Advertising - 2%; Fire insurance and other security services - 2% Insurance - 1%; Other expenses - 9%

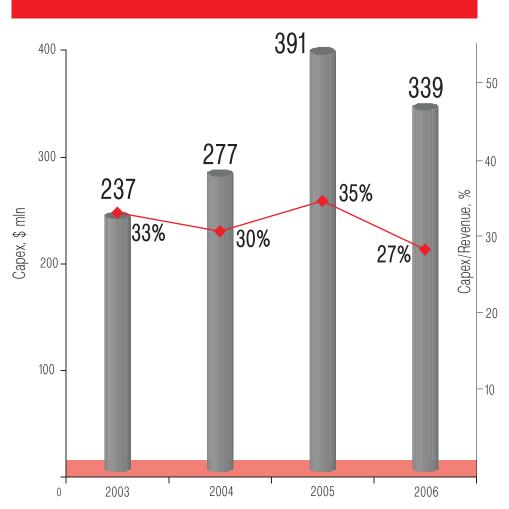






## Optimization of Capex



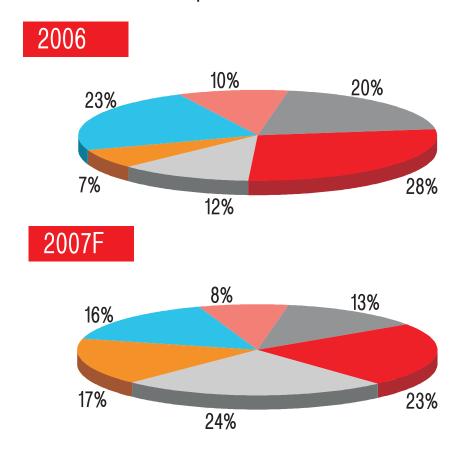


 Planned Capex 2007 (RAS) - RUR 7,078.9 mln (RUR 6,893.0 mln as of 2006)





### Capex breakdown



Fixed-line telephony

Mobile services

Data transmission and new services

ΙT

Intra-zone lines and infrastructure

Other, including

Building and Construction - 4%



Market segmentation						
	2006	2007	2008	2009	2010	2011
Local services	20%	18%	17%	16%	15%	14%
Long-distance/intra-zone services	18%	17%	15%	14%	13%	12%
Mobile services	42%	45%	48%	48%	49%	51%
Internet and data transmission	8%	9%	10%	11%	13%	14%
Interconnection and termination	7%	5%	5%	4%	4%	4%
Other	5%	5%	6%	6%	6%	6%
TOTAL, RUR billion	61,8	70,7	81,9	91,7	101,1	110,6
Market share of Uralsvyaz	inform					
	2006	2007	2008	2009	2010	2011
Local services	80%	82%	80%	77%	74%	74%
Long-distance/intra-zone services	34%	44%	43%	42%	41%	41%
Mobile services	43%	39%	40%	41%	42%	42%
Internet and data transmission	49%	58%	60%	69%	70%	69%
				0.40/	0.00/	2001
Interconnection and termination	96%	96%	95%	94%	93%	92%
Other	96% 29%	96% 20%	95% 17%	94%	16%	92%

By 2011 mobile services are expected to become the main driver in the telecom market. Internet and local services are likely to have equal shares although with inverse growth trends. Therefore, in 2007-11's the company will mainly invest in mobile communications and converged networks.





# Strategic Initiatives

## Retain market share of 50%

Develop broadband networks through:

- Usage of up-to-date technology (FTTx, xDSL, Wi-Fi, WiMAX)
- Migration toward IMS-architecture
- Dynamic service bundling
- Increasing services range with IPTV

Increase subscriber base of Broadband through:

- Optimized pricing
- Offering higher bandwidth and
- New technology (VDSL2, Wi-Fi, WiMAX, ADSL2)

Add subscribers in mobile services

Encourage usage of service packages

## Increase operational efficiencies

- Reduce staff numbers
- Reduce costs for external Internet traffic
- Streamline material expenses, repairs and maintenance costs, and security
- Optimize sales costs through bundling and outsourcing

## Reduc e debt

- Effectively use property through leasing and sale
- Reorganization of subsidiaries

by 2011



Retain market share of traditional services and increase the share of Broadband market



EBITDA margin not less than 36% Net margin not less than 11%







# Targets and Forecasts

IFRS	2007	2009
Revenue	About \$ 1.5 bln	Not less than \$ 1.8 bln
OIBDA margin	30%	Not less than 33%
Mobile services subscribers	4.9 mln	5.6 mln
Market share of mobile services*	40%	Not less than 40%
Market share of new services*	58%	Not less than 60%
Share of new services in total revenue	11%	About 16%
Broadband Internet subscribers	Not less than 250 thous	About 900 thous
*Market share in revenue terms		







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Ticker symbols RTS - URSI/URSIP ADR - UVYZY/UVYPY

Press releases and other corporate information can be found on <a href="https://www.uralsviazinform.com">www.uralsviazinform.com</a>, as well as in Reuters and Bloomberg systems.



