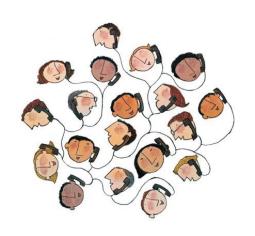
**Uralsvyazinform** (trademark **Utel**), the largest provider of fixed-line, GSM and data transmission services in the Urals region, Russia



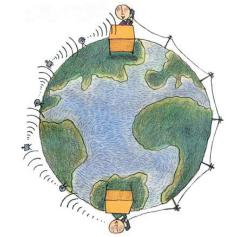






> MANAGEMENT PRESENTATION









WWW.USI.RU WWW.U-TEL.RU



Anatoly Ufimkin CEO

Investor Meeting 19-21st November 2007





Part 1 - Overview. Main Growth Segments

Part 2 - Financial Review

Part 3 - 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.







## The Urals - one of the richest regions of Russia

Population - 15.4 million

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

### Telephone penetration

- Fixed telephony 28%
- Mobile telephony over 100%

Average monthly per capita income 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 1H07)

Revenue - \$731 mln

OIBDA margin - 34%

EBIT margin - 19%

Market cap - \$2.35 bln







## Ownershi p Structure

As of 01/10/2007

### Shares outstanding

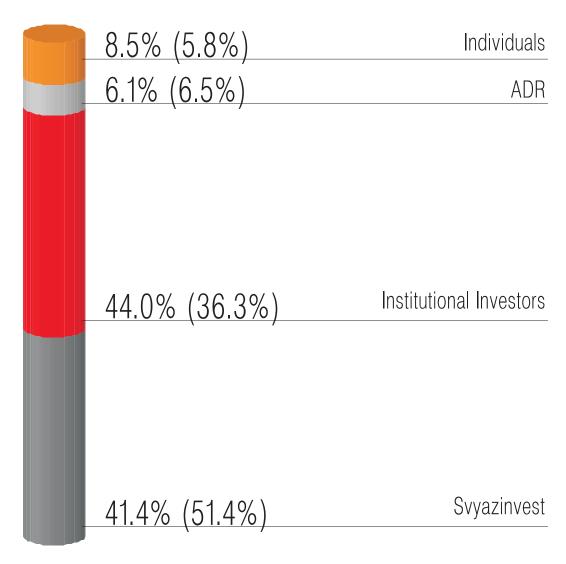
Number of shares - 40,134,723,306: ordinary shares - 80 % preferred shares - 20 %

### 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 auction (end of February 2007)



\*In (brackets) - share in voting stock

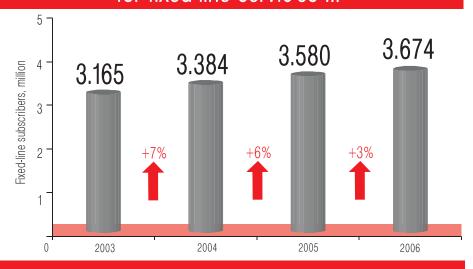




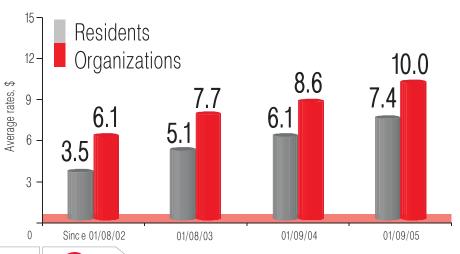


### Fixed-Line Services - Revenue Growth ...

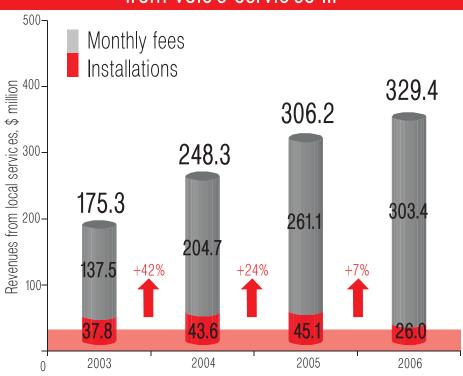
Main growth drivers: continued demand for fixed-line services ...



... 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 (RAS)

- Growth of subscriber base less than 1% (3,698,000)
- Revenue from local services up approx 7%

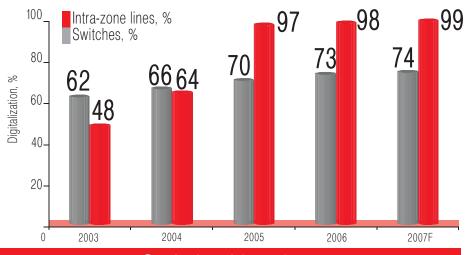






## ... Focus on Higher Efficiency ...

### Higher digitalization ...



### ... Optimized headcount



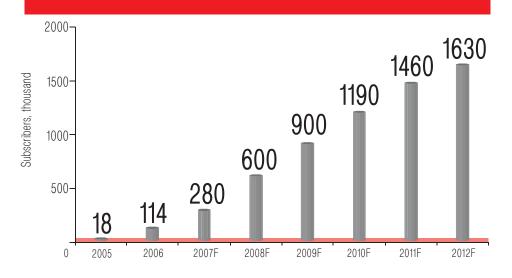
### The goal: EBITDA margin of no less than 30%

- Reduce staff numbers (down 40% by 2013), optimize organizational structure and business processes
- Streamline materials, repairs and maintenance
- Strict control of administrative and other expenses (security, transportation etc)
- 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
- Increase efficiencies in property complex management



### ... and Non-Voice Services

### Subscribers of broadband services (xDSL)



### Subscriber distribution per bandwidth

| Bandwidth,<br>Kbps | 2008F | 2009F | 2010F | 2011F | 2012F |
|--------------------|-------|-------|-------|-------|-------|
| 256                | 69%   | 60%   | 40%   | 20%   | 10%   |
| 6144               | 10%   | 10%   | 10%   | 25%   | 25%   |
| 10000              | 5%    | 8%    | 20%   | 20%   | 25%   |
| 30720              | 16%   | 22%   | 30%   | 35%   | 40%   |

### **Growth Components**

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

Per capita income is 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 undoubted 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 \$30

### 2007 Estimate (RAS)

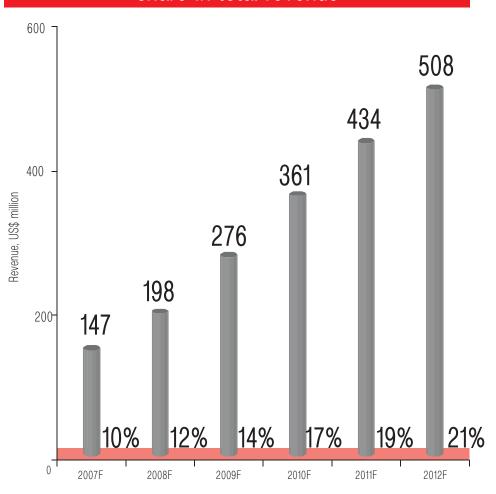
- Growth of subscriber base: 145%
- Revenue from new services: 57%



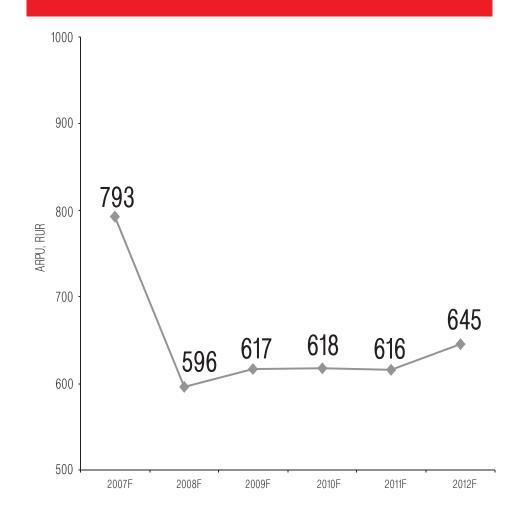


## Revenue & ARPU

## New services revenue and share in total revenue



### ARPU: broadband services







## Tariff Packages

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

The tariff packages are marketed as:

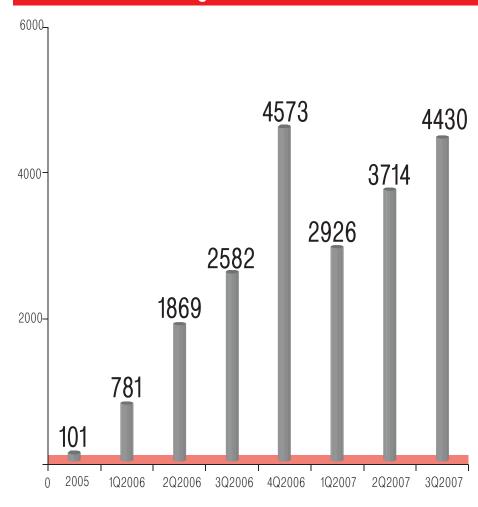
- A service under a single brand;
- Relying on available last mile (accessing end-users via fixed-line and mobile channels);
- Across the customer mix, with special focus on middle income, corporate and VIP clients

Since 2006, USI has offered 6 types of package:

- 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

Plans to introduce dynamic bundling

## Sales of tariff packages - a growth trend



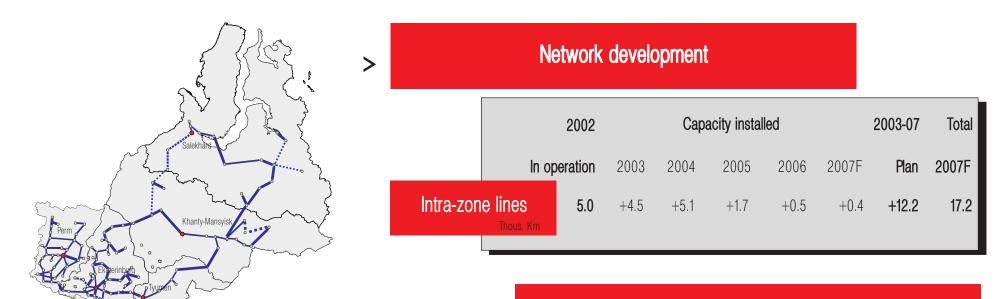
20,875 packages sold since 2006, sales totaled about \$2.8 million







### High Level Digitalization - An Important Competitive Strength

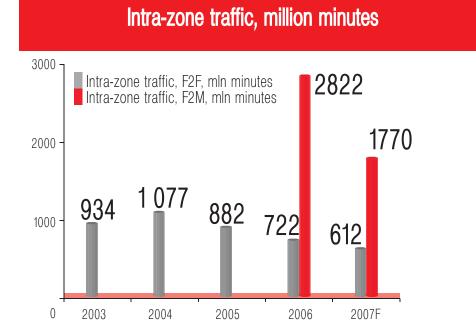


 Intra-zone market is driven by growing traffic exchange between mobile and fixed networks

Lines in operation
Projected lines

### 2007 Estimate (RAS)

Revenue from intra-zone servic es up 30%



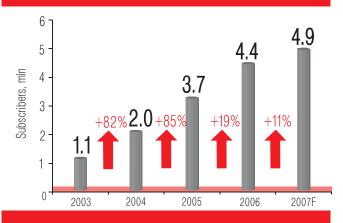




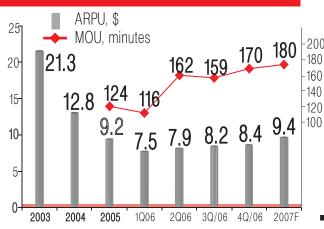


## Mobile Business - Continued Leadership

#### Number of subscribers, mln



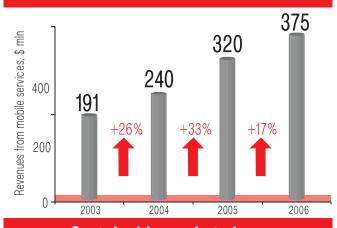
#### **ARPU & MOU**





- 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* | 2007* | 2007** |
|-----------|-------|-------|-------|-------|--------|
| Utel      | 38    | 30    | 29    | 29    | 42     |
| MTS       | 33    | 30    | 28    | 28    | 21     |
| MegaFon   | 20    | 20    | 17    | 16    | 18     |
| Vimpelcom | 3     | 14    | 20    | 20    | 12     |
| Motiv     | 6     | 6     | 6     | 7     | 7      |

\* In terms of subscriber numbers, ICM Consulting, Company data

\*\* In revenue terms, Company data

### 2007 Estimate (RAS)

Revenue from mobile services up 20%







## Tariffs in Effect since February 01, 2007

On November 14, 2006, the Federal Tariff Service set marginal tariffs for the provision of local telephone services by Uralsvyazinform. Following this decision the company introduced three tariff plans starting from February 1, 2007 for about 2.6 million of its fixed-line subscribers. As of March 01, 2007 about 70% of subscribers had 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, % | 51%                    | 17%                     | 33%       |
| 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 average \$8.5 if per-minute billing is unavailable

#### **Organizations**

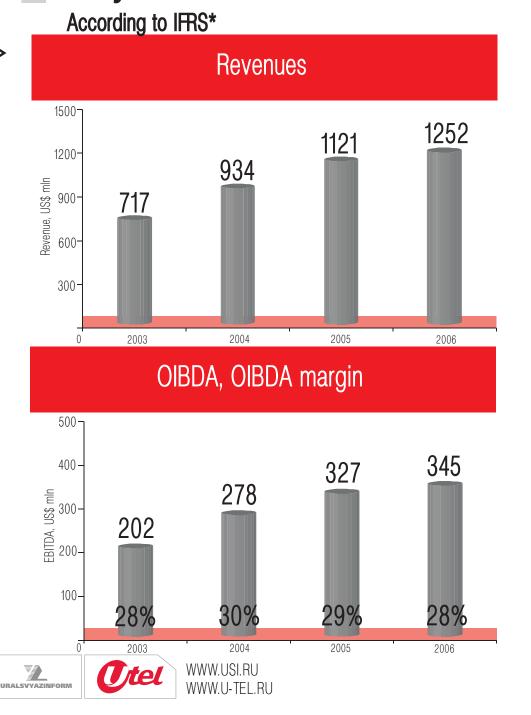
- Fixed charges (line rentals) \$6.3 (Urals) / \$8.9 (North)
- Call charges ¢0.9 per 1 min (Urals) / ¢1.4 per 1 min (North)
- Unlimited tariff to average \$11.1 where per-minute capability is unavailable

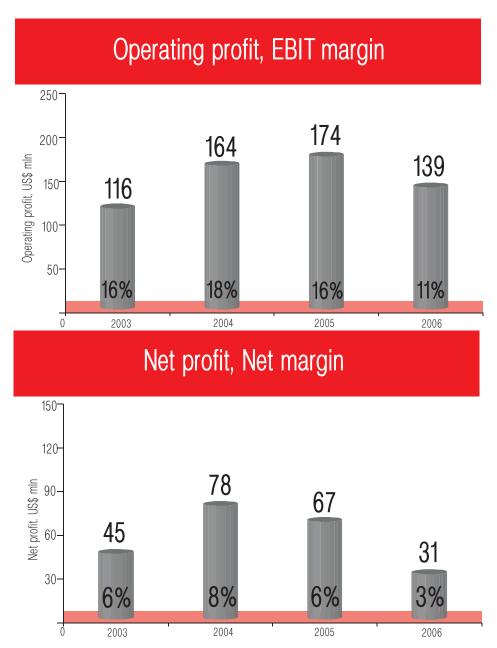






## Key Financial Data 2003-2006





## 1H 2007 Highlights

In accordance with International Accounting Standards

| onal Accounting Standards |                       | \$ million* |         |       |  |
|---------------------------|-----------------------|-------------|---------|-------|--|
| παι Αί                    | occurring otanical as | 1H 2007     | 1H 2006 | %     |  |
| >                         | Revenue               | 730.6       | 571.3   | +27.9 |  |
|                           | OIBDA                 | 245.1       | 186.2   | +31.6 |  |
|                           | OIBDA margin          | 33.5%       | 32.6%   |       |  |
|                           | Operating profit      | 136.1       | 87.5    | +55.5 |  |
|                           | Operating margin      | 18.6%       | 15.3%   |       |  |
|                           | Pre-tax profit        | 98.1        | 50.2    | +95.4 |  |
|                           | Net profit            | 53.1        | 32.0    | +65.9 |  |
|                           | 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 26.07, 1H 2006 - RUR 27.5

## 2007 Estimates

In accordance with Russian A

| dance with<br>Accounting Standards |                  | \$ million* |         |       |  |
|------------------------------------|------------------|-------------|---------|-------|--|
| / 1000ui                           | iting otandards  | 2007F       | 2006    | %     |  |
| >                                  | Revenue          | 1,513.1     | 1,249.1 | +21.1 |  |
|                                    | OIBDA            | 504.4       | 421.8   | +19.6 |  |
|                                    | OIBDA margin     | 33.3%       | 33.8%   |       |  |
|                                    | Operating profit | 334.1       | 281.7   | +18.6 |  |
|                                    | Operating margin | 22.1%       | 22.6%   |       |  |
|                                    | Pre-tax profit   | 200.1       | 124.4   | +60.9 |  |
|                                    | Net profit       | 134.5       | 76.9    | +74.9 |  |
|                                    | Net margin       | 8.9%        | 6.2%    |       |  |
|                                    |                  |             |         |       |  |

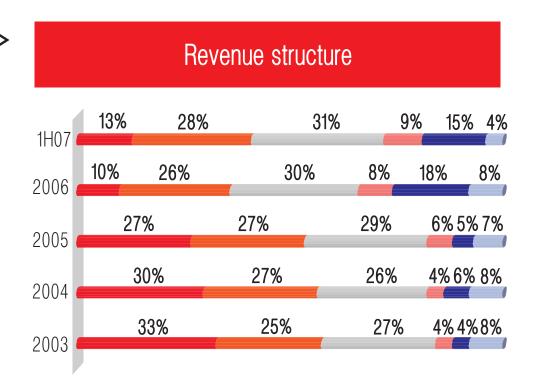


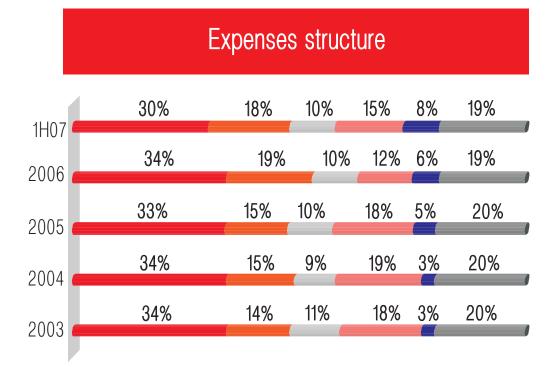


<sup>\*</sup> Solely for information purposes, all items are re-calculated in US dollars at the following rates: 2007F - RUR 25.8, 2006 - RUR 27.1



## 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 2006)

Taxes - 3%: Lease of premises - 2%; Advertising - 2%; Fire insurance and other security services - 2% Insurance - 1%; Charitable contributions - 1%;

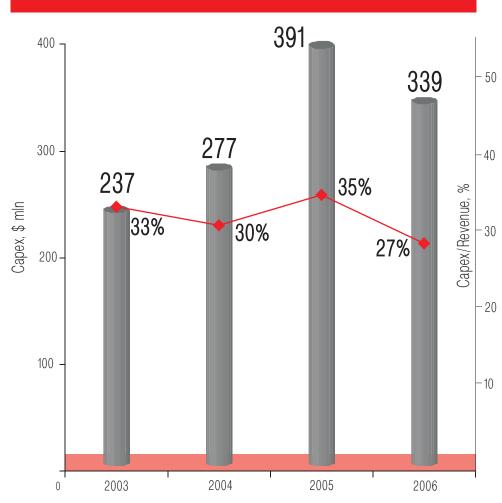
Other expenses - 10%





## Optimization of Capex



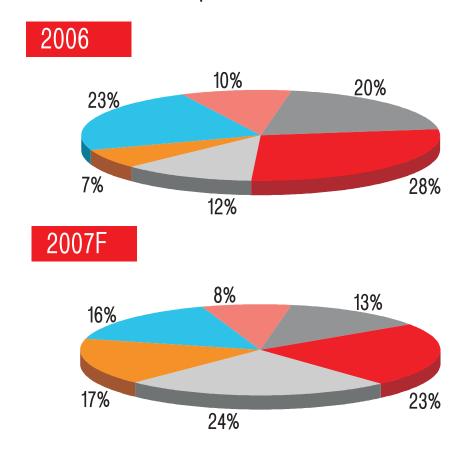


 Planned Capex 2007 (RAS) - RUR 7,078.9 mln (RUR 6,893.0 mln as of 2006)





### 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               |      |      |      |       |       |       |
|-----------------------------------|------|------|------|-------|-------|-------|
|                                   | 2007 | 2008 | 2009 | 2010  | 2011  | 2012  |
| Local services                    | 18%  | 17%  | 16%  | 15%   | 14%   | 13%   |
| Long-distance/intra-zone services | 16%  | 15%  | 14%  | 13%   | 12%   | 11%   |
| Mobile services                   | 46%  | 47%  | 48%  | 50%   | 51%   | 51%   |
| Internet and data transmission    | 9%   | 11%  | 11%  | 12%   | 14%   | 15%   |
| Interconnection and termination   | 5%   | 5%   | 4%   | 4%    | 4%    | 4%    |
| Other                             | 5%   | 6%   | 6%   | 6%    | 6%    | 6%    |
| TOTAL, RUR billion                | 71.2 | 81.6 | 91.7 | 101.1 | 110.6 | 117.3 |

| Market share of Uralsvyazinform   |      |      |  |  |  |
|-----------------------------------|------|------|--|--|--|
|                                   | 2007 | 2012 |  |  |  |
| Local services                    | 81%  | 82%  |  |  |  |
| Long-distance/intra-zone services | 43%  | 40%  |  |  |  |
| Mobile services                   | 42%  | 42%  |  |  |  |
| Internet and data transmission    | 58%  | 73%  |  |  |  |
| Interconnection and termination   | 96%  | 91%  |  |  |  |
| Other                             | 19%  | 15%  |  |  |  |
| TOTAL, market share               | 52%  | 51%  |  |  |  |

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 the company will mainly invest in mobile communications and converged networks.







## Strategic Initiatives

## Retain market share of 50%

Develop services for existing subscribers

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

Complex pricing and service bundling. Price leadership

## Increase operational efficiencies

- Reduce staff numbers (down 40% by 2013), optimize organizational structure and business processes
- Reduce costs for external Internet traffic
- Streamline material expenses, repairs and maintenance costs, and security
- Optimize sales costs through bundling and outsourcing
- Effectively use property through leasing and sale

## Reduc e debt

Lower cost of debt

by 2012



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                  | 2012                         |
|--|-----------------------|------------------------------|
| Revenue                                | About<br>\$ 1.5 bln   | Not less than<br>\$ 2.5 bln* |
| OIBDA margin                           | 30%                   | Not less than 36%            |
| Mobile services subscribers            | 4,900,000             | 6,700,000                    |
| Market share of mobile servic es**     | 42%                   | Not less than 40%            |
| Market share of new services**         | 58%                   | Not less than 70%            |
| Share of new services in total revenue | 10%                   | About 21%                    |
| Broadband Internet subscribers         | Not less than 280,000 | About<br>1,630,000           |
|  |                       |                              |

<sup>\*</sup>US\$ exchange rate at RUR 25.0





<sup>\*\*</sup>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.



