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MTS

Leonid Melamed, President, Chief Executive Officer Vsevolod Rozanov, Vice President, Chief Financial Officer

# Group financial results for the fourth quarter and full year 2006

Investor Conference Call – March 21, 2007

## Disclaimer



Some of the information in this presentation may contain projections or other forward-looking statements regarding future events or the future financial performance of MTS, as defined in the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. You can identify forward looking statements by terms such as "expect," "believe," "anticipate," "estimate," "intend," "will," "could," "may" or "might" the negative of such terms or other similar expressions. 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 date hereof or to reflect the occurrence of unanticipated events. We refer you to the documents MTS files from time to time with the U.S. Securities and Exchange Commission, specifically, the Company's most recent Form 20-F. These documents contain and identify important factors, including those contained in the section captioned "Risk Factors," that could cause the actual results to differ materially from those contained in our projections or forward-looking statements, including, among others, potential fluctuations in guarterly results, our competitive environment, dependence on new service development and tariff structures; rapid technological and market change, acquisition strategy, risks associated with telecommunications infrastructure, risks associated with operating in Russia, volatility of stock price, financial risk management, and future growth subject to risks.

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## Financial and corporate highlights

- Group highlights full-year 2006
- Group financial highlights
- 3+1 strategy

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## Group highlights full-year 2006



#### Group financial highlights

- Revenues: up 27% Y-o-Y to \$6,384 mln
- OIBDA up 27% Y-o-Y to \$3,230 mln; OIBDA margin of 50.6% for FY 2006
- Net income up 11% Y-o-Y to \$1,246 mln
- Free cash-flow positive with \$646 mln for first time in MTS history
- Historical high dividend payout of \$562 million for FY2005

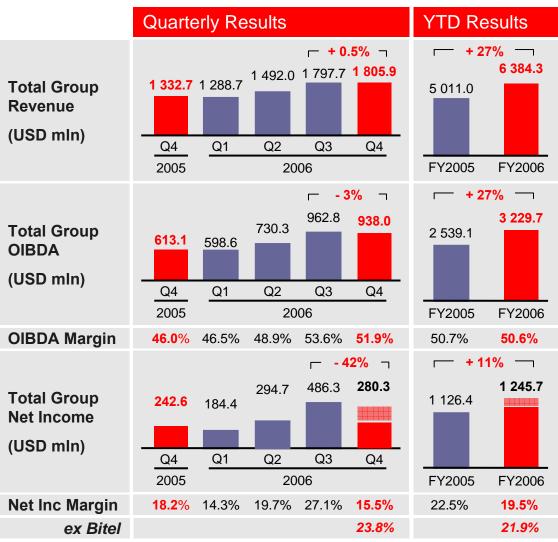
#### Period corporate highlights

- Mr. Leonid Melamed appointed CEO in April 2006
- Mr. Vsevolod Rozanov appointed CFO in April 2006
- MTS signs a \$1.33 billion syndicated loan facility in April 2006
- New brand launched in May 2006
- Adoption of 3+1 strategy in May 2006
- New tariff structure introduced in Russia in June 2006
- Award of CDMA-450 license in Ukraine in July 2006
- Transition to new group corporate structure in August 2006
- Share Repurchase Program launched in October 2006

#### Period industry highlights

- Calling Party Pays comes into effect in Russia on July 1, 2006
- Announcement of 3G license tender in Russia for April 2007

## Group financial highlights





- 27% year-on-year growth driven through revenue stimulation throughout our markets
- Delivery of OIBDA 50% target by instilling greater organizational efficiencies and undertaking cost optimization initiatives

 Bottom-line gains only offset by the write-off of Bitel LLC

Impact of write-off of Bitel LLC

Robust growth and improved profitability exceeding all market expectations

## 3+1 Strategy



MTS' Strategic Goals	1 Strengthen leadership in Russia	<ul> <li>Revenue stimulation</li> <li>Cost efficiency</li> <li>Process Excellence</li> </ul>
ROIC* of 25% over 5 years	2 Growth & synergies in the CIS	<ul> <li>Increase network in CIS region</li> <li>Achieve revenue leadership in markets</li> <li>Operational consistency throughout CIS</li> </ul>
Global Player	3 Create value in growth markets	<ul> <li>Deliberate M&amp;A approach</li> <li>Due diligence in establishing market-entry criteria</li> <li>Build-up of int'l group organization and HQ</li> </ul>
based on strong CIS 'Home Base'	+1 Additional business opportunities	<ul> <li>Explore vertical and horizontal integration</li> <li>Evaluate convergence</li> </ul>

Leadership Growth Value-creation

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- Effect of calling-party-pays (CPP) in Russia
- Success of new marketing initiatives in Russia
- Group impact of cost optimization
- Transition to a new organizational structure
- Key takeaways

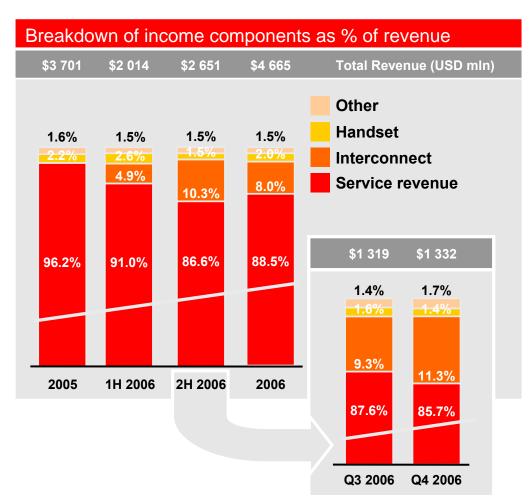
Key financial and operating results

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## Effect of Calling Party Pays (CPP) in Russia





- Q3-Q4 revenue growth in MTS Russia for first time in two years
- Revenue improvement driven by interconnect income sufficient to offset traditional seasonal decrease in usage
- Interconnect gains driven by carry over of one-time rise in fixed-tomobile traffic seen in late Q3 2006
- Fixed-to-mobile traffic rise stems from change in customer usage due to introduction of CPP

MTS compensates for the loss of incoming call revenue due to greater use of fixed-line calling and the adoption of new marketing initiatives

## Success of new marketing initiatives in Russia



Pervyi subscriber growth mIn 8 -7 -6 5 4 3 2 1 0 Jun 06 Jul 06 Aug 06 Sep 06 Oct 06 Nov 06 Dec 06

- Total Subs\* 6.7 mln
- ARPU of \$10.22 is 20% higher than average MTS subscriber
- Ave MOU 184 is 43% higher than average MTS subscriber

### «ПЕРВЫЙ»



deliver a rise in ARPU of 7.5% and MOU of 13%

mIn

4

3

2

1

0 -

Sep 06

Total Subs\* 3.1 mln

**RED** subscriber growth

 RED subscribers exhibit higher onnet traffic calling than average MTS subscribers

Subscribers migrating to RED

Oct 06

Nov 06



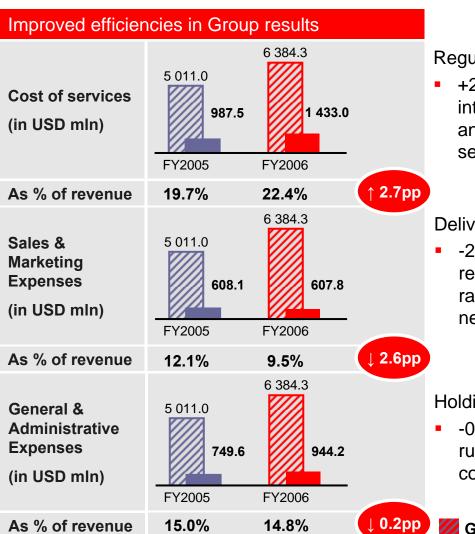
Dec 06

\*As of December 31, 2006; both tariff plans are still active

The success of the new Pervyi and youth-oriented RED tariffs are indicators of our market's upside and our ability to extract greater value from new and existing subscribers

# Group impact of cost optimization





Regulatory change drives increase in costs of service

+2.7pp increase in cost of services driven by introduction of termination charges (interconnect) and ruble appreciation for line rental and other service costs

Delivering greater revenue for a lower marketing spend

-2.6pp fall in S&M costs as % of revenue and remained stable in absolute cost due to rationalization of dealer commission payments and new marketing policies in spite of media inflation

Holding expenses in line with rising revenues

 -0.2pp fall in G&A expense in the face of inflation, ruble appreciation and increasing administrative costs

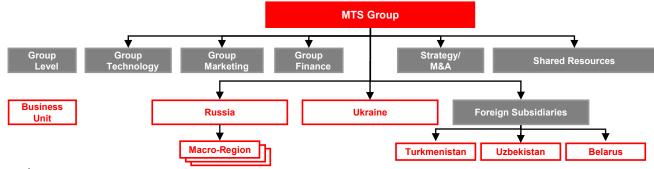
💋 Group Revenue 🛛 🖊 Operating Expense

Management delivers on 50% OIBDA target in the face of rising cost pressures

## Transition to a new organizational structure



- Over 1,000 managers at MTS given functional and operational KPI's tied to Group performance
- Adoption of Management Board to assist in governorship of Group
- New organizational structure assigns greater P&L responsibility to local managers
- Highest-rated company in Russia for transparency according to Standard & Poor's study (November 2006)



Key recent appointees:

- Leonid Melamed, President and Chief Executive Officer
- Vsevolod Rozanov, Vice President, Chief Financial Officer
- Mikhail Shamolin, Vice President, Head of BU Russia
- Pavel Pavlovsky, Vice President, Head of BU Unit Ukraine
- Cynthia Gordon, Vice President, Chief Marketing Officer
- Sergey Aslanyan, Vice President, Network and Information Technology
- Oleg Raspopov, Acting Vice President, Head of BU Foreign Subsidiaries
- Sergei Nikonov, Vice President, Human Resources

- Dr. Michael Hecker, Director of Strategy
- Ruslan Ibragimov, Director, Legal
- Marcel Stockli, Chief Technical Officer

New structure facilitates further growth, leverages MTS' scale and encourages greater focus on achieving business goals and meeting needs of the market

Key period developments





Robust 27% growth and improved profitability beating all market expectations

Successful compensation for loss of incoming call revenue through adoption of new marketing initiatives

Capability of extracting greater value from both new and existing subscribers

Ability to deliver on a 50% OIBDA target in the face of rising cost pressures

Transformation to a structure that enables further growth, leverages MTS' scale and encourages greater focus on meeting market needs

The FY 2006 results have laid a foundation for future growth and development

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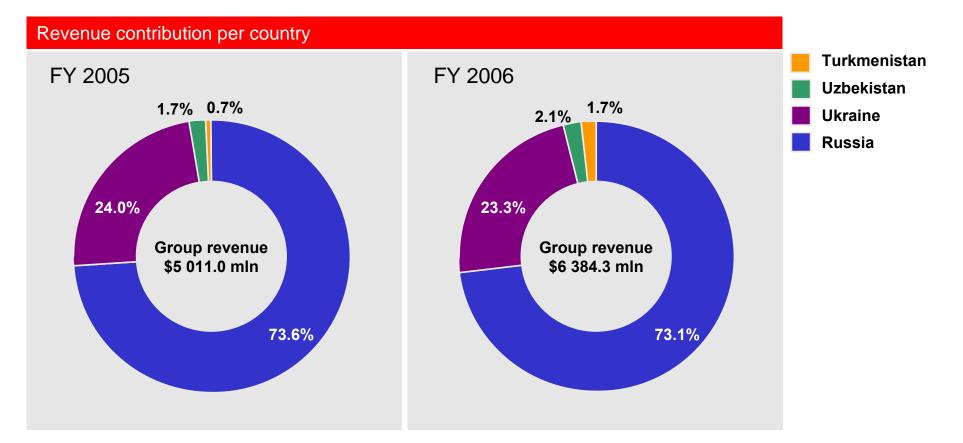
- MTS Group
- Russia
- Ukraine
- Uzbekistan
- Turkmenistan

Appendix



## Group revenue





Revenue contribution from our markets of operation remain constant, though the impact of Uzbekistan and Turkmenistan is becoming more visible

## Group balance sheet

Balance Sheet in USD mln unless noted	As of 31 Dec 2005	As of 31 Dec 2006
Cash and cash equivalents	\$78.3	\$220.0
Short-term investments	\$28.1	\$56.0
Total debt	\$2 850.6	\$3 078.5
Long-term debt	\$2 081.9	\$2 927.8
Short-term debt	\$768.7	\$150.7
Net debt*	\$2 744.2	\$2 802.5
Shareholders' equity	\$3 294.1	\$3 921.8
Total assets	\$7 545.8	\$8 579.3
OIBDA	\$2 539.1	\$3 229.7
Net debt/assets	0.4x	0.3x
Net debt/equity	0.8x	0.7x
Net debt/OIBDA	1.1x	0.9x

\*See reconciliations of net debt and free cash flow to consolidated balance sheets on last page

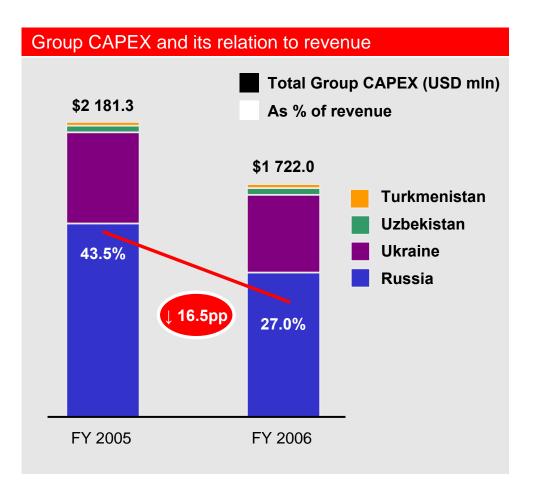


- \$1.33 billion syndicated loan facility secured in April 2006
- ROIC of 36.5% for FY 2006
- Share Repurchase Program
  - ADRs purchased: 2,232,200
  - Total cost: \$109.9 million
- Free cash flow\* positive in 2006 for first time in MTS' history indicative of strong financial health with \$646 million

Steady debt levels permit the financial flexibility for a Group active in rapidly developing markets

## Group CAPEX

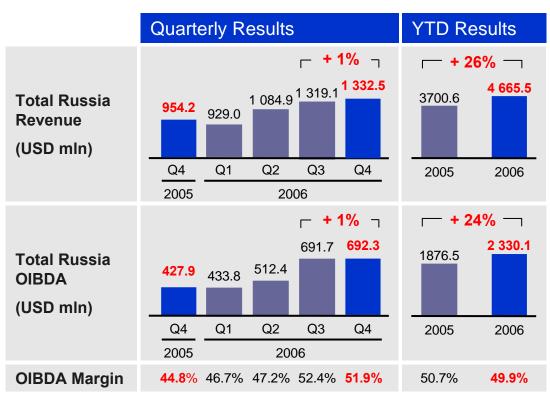




- CAPEX spending falling as % of revenue:
  - Russia ↓ 26%
  - Ukraine  $\downarrow 15\%$
  - Uzbekistan ↓ 5%
- Greater emphasis on capacity over coverage spending in Russia
- Focus on improving network quality across the Group

### CAPEX as a percentage of revenue trending downward for Group

## Russia: financial results

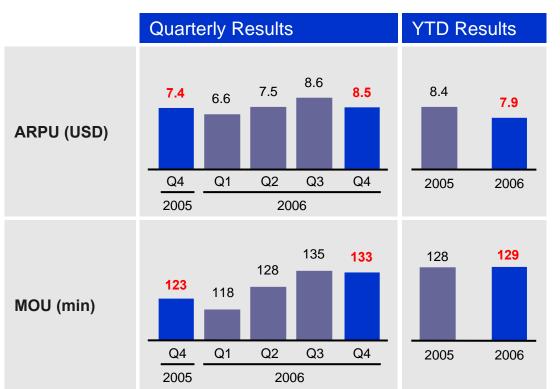




- Strong yearly growth attributable to new subscribers, greater usage from existing subscribers and the impact of revenues from termination charges
- Positive interconnect balance of \$16 million in Q4 drives OIBDA improvement

Substantive improvements in revenue and profitability

## Russia: operating indicators

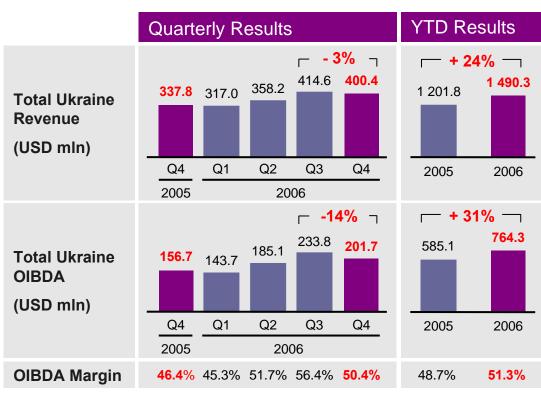




- ARPU dynamic driven by seasonal increase in usage, introduction of new tariff structure and rising interconnect revenues
- MOU growth diluted by addition of over 7 million new subscribers in 2006, many of whom bring lowervalue ARPU given the penetration of the market

ARPU stabilization through increasing usage during the course of 2006

## Ukraine: financial results

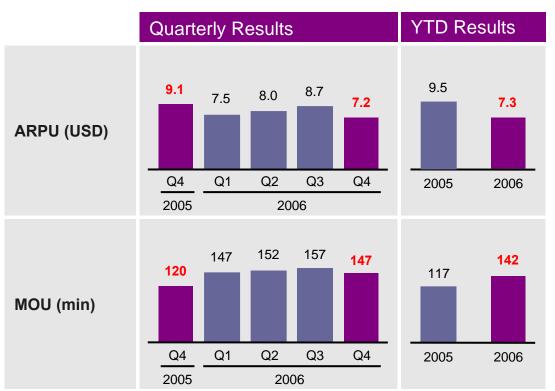




- Solid revenue gains due to subscriber growth and rising usage in an increasingly competitive marketplace
- OIBDA improvements driven by cost control measures, promotion of on-net traffic and continued deployment of proprietary network backbone

#### Strong revenue growth exceeded by enhancements in profitability

## Ukraine: operating indicators

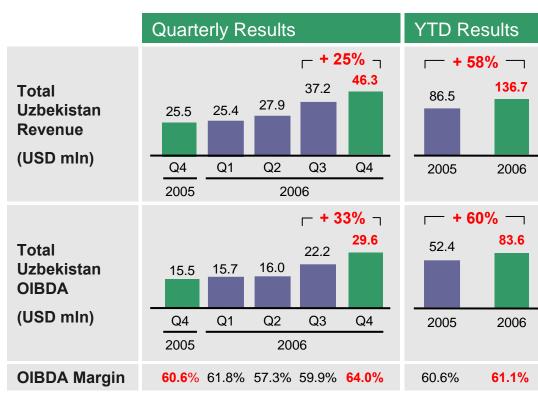




- ARPU pressured downward by the additions of low-revenue customers and a high level of gross additions at the very end of December 2006
- MOU was affected by seasonality due to significant subscriber additions at the end of the year, but overall increase in MOU yearon-year

Significant increase in usage as the result of efforts to stimulate traffic

## Uzbekistan: financial results



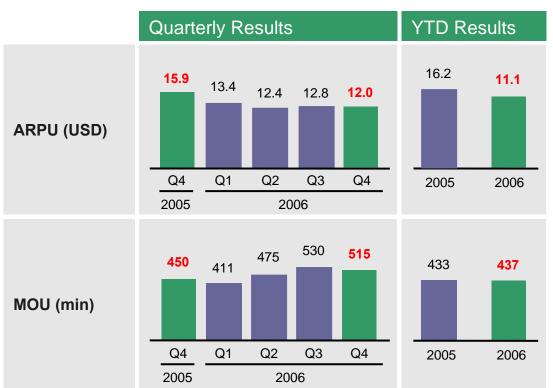


Revenue growth supported by healthy subscriber growth and the Company's position as the number one operator in the country

 OIBDA grew faster than revenues due to greater control over costs

#### Profitable revenue increase in a high-growth environment

## Uzbekistan: operating indicators



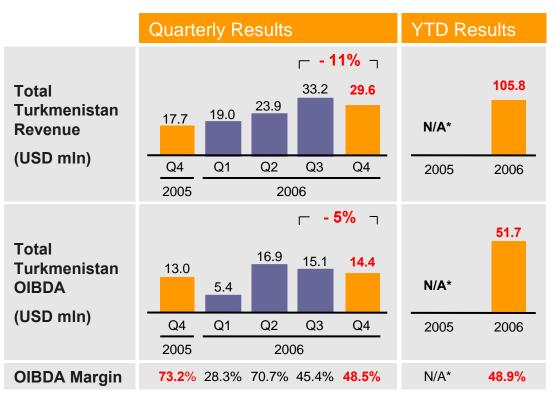


Strong market position vis-à-vis competition further strengthened by the rebranding in June 2006

 Usage stable for the year, but expected to fall as penetration increases in the marketplace

Improved market leadership position as penetration levels increase

## Turkmenistan: financial results



\*MTS acquired Barash Communications Technologies Inc. (BCTI) in Q3 2005



- Strong year-long revenue dynamic as MTS improves upon its position as the market's number one mobile phone operator
- OIBDA inconsistent due to rebranding costs and one-time costs for licensing usage fees in Q3, as well as standardization of accounting methodologies in accordance with Group practices

Continued revenue growth due to dominant market position

#### Key financial and operating results

## Turkmenistan: operating indicators



\*MTS acquired Barash Communications Technologies Inc. (BCTI) in Q3 2005



- Number of subscribers more than doubled in 2006
- Strong market position given weak competition with limited technical capabilities
- Good perception of the MTS brand launched in Sep '06
- Seasonally strong subscriber growth numbers in Q4 2006

Established market leadership in a high-potential region

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## Group revenue



Revenue and contribution pe	er country					
	Q4 05	Q3 06	Q4 06	FY05	FY06	
Russia	954.2	1 319.1	1 332.5	3 700.6	4 665.5	
- contribution	71.5%	73.3%	73.8%	73.8%	73.1%	
Ukraine	337.8	414.6	400.4	1 201.8	1 490.3	
- contribution	25.3%	22.8%	22.2%	24.0%	23.3%	
Uzbekistan	25.5	37.2	46.3	86.5	136.7	
- contribution	1.9%	2.1%	2.6%	1.7%	2.1%	
Turkmenistan	17.7	33.2	29.6	33.4	105.8	
- contribution	1.3%	1.8%	1.6%	0.7%	1.7%	
Intercompany eliminations	(2.4)	(6.4)	(2.9)	(11.3)	(14.0)	
Group revenue	1 332.7	1 797.7	1 805.9	5 011.0	6 384.3	

# Group OIBDA

OIBDA and margin	n per coun	itry			
in USD mln	Q4 05	Q3 06	Q4 06	FY05	FY06
Russia	427.9	691.7	692.3	1 876.5	2 330.2
- margin	44.8%	52.4%	52.0%	50.7%	49.9%
Ukraine	156.7	233.8	201.7	585.1	764.3
- margin	46.4%	56.4%	50.4%	48.7%	51.3%
Uzbekistan	15.5	22.2	29.6	52.4	83.6
- margin	60.6%	59.9%	64.0%	60.6%	61.1%
Turkmenistan	13.0	15.1	14.4	25.1	51.7
- margin	73.7%	45.4%	48.5%	75.0%	48.9%
Group	613.1	962.8	937.9	2 539.1	3 229.7
- margin	46.0%	53.6%	51.9%	50.7%	50.6%



## Group net income

Quarterly and year	rly net inc	ome and r	nargin per	country	
in USD mln	Q4 05	Q3 06	Q4 06	FY05	FY06
Russia	151.8	345.4	180.0	773.0	840.0
- margin	15.9%	26.2%	13.2%	20.9%	17.9%
Ukraine	82.2	125.2	100.0	323.6	374.8
- margin	24.3%	30.2%	25.0%	26.9%	25.2%
Uzbekistan	6.6	10.2	16.0	22.7	37.5
- margin	25.9%	27.4%	34.6%	26.2%	27.4%
Turkmenistan	2.0	5.6	-15.7	7.1	-6.5
- margin	11.3%	16.9%	-	21.2%	-
Group*	242.6	486.3	280.3	1 126.4	1 245.7
- margin	18.2%	27.1%	15.5%	22.5%	19.5%



\*Includes Bitel write-off

## Group CAPEX

CAPEX per country					
in USD mln	Q4 05	Q3 06	Q4 06	FY05	FY06
Russia	464.8	229.8	316.7	1 447.9	1 077.8
- as % of revenue	48.7%	17.4%	23.8%	39.1%	23.1%
Ukraine	323.8	203.0	185.2	675.7	576.4
- as % of revenue	95.9%	49.0%	46.3%	56.2%	38.7%
Uzbekistan	18.1	24.3	3.2	56.3	51.6
- as % of revenue	70.9%	65.3%	6.9%	65.1%	37.7%
Turkmenistan	1.5	5.7	7.6	1.5	16.2
- as % of revenue	8.5%	17.2%	25.7%	4.5%	15.3%
Group	808.2	462.8	512.7	2 181.3	1 722.0
- as % of revenue	60.6%	25.7%	28.4%	43.5%	27.0%



## Russia: operating indicators

US\$ unless noted	Q4 05	Q3 06	Q4 06	FY 05	FY 06
ARPU	7.4	8.6	8.5	8.4	7.9
Post-paid ARPU	26.3	31.9	30.8	24.9	28.4
Pre-paid ARPU	4.5	5.7	5.4	5.3	5.1
ARPU ex guest roaming	7.2	8.5	8.3	8.2	7.7
ARPU from VAS	0.9	1.0	1.1	1.0	1.0
VAS as % of ARPU	12%	12%	13%	12%	13%
Minutes of Usage (MOU)	123	135	133	128	129
Post-paid MOU	348	431	455	304	390
Pre-paid MOU	92	102	99	97	98
SAC per gross new subscriber	19.8	22.3	29.1	18.8	23.2
Dealer commission	10.8	10.6	10.4	11.3	13.3
Advertising & marketing	9.0	11.7	15.8	7.5	12.8
Churn	5.2%	6.4%	5.1%	20.7%	23.3%

Note: As of the reporting date for Q2 2006, MTS changed its methodology for reporting average revenue per user (ARPU) for its Russian subscribers. The figures above have been calculated to reflect this change as they may differ from past reported results.



## Ukraine: operating indicators

US\$ unless noted	Q4 05	Q3 06	Q4 06	FY 05	FY 06
ARPU	9.1	8.7	7.2	9.5	7.3
Post-paid ARPU	36.4	38.6	33.2	36.5	34.4
Pre-paid ARPU	5.9	5.8	4.9	6.1	4.8
ARPU ex guest roaming	9.0	8.4	7.1	9.2	7.2
ARPU from VAS	1.5	1.1	1.1	1.4	1.0
VAS as % of ARPU	16%	12%	15%	15%	14%
Minutes of Usage (MOU)	120	157	147	117	142
Post-paid MOU	400	422	420	359	405
Pre-paid MOU	88	132	123	87	117
SAC per gross new subscriber	9.4	9.7	7.8	13.8	10.2
Dealer commission	2.5	3.2	2.1	3.1	2.8
Advertising & marketing	3.8	3.9	2.8	4.8	4.4
Handset subsidy	1.4	0.9	0.6	3.8	1.0
SIM card & voucher cost	1.7	1.7	2.3	2.2	1.9
Churn	6.0%	9.5%	8.2%	21.8%	29.9%







US\$ unless noted	Q4 05	Q3 06	Q4 06	FY 05	FY 06
ARPU	15.9	12.8	12.0	16.2	11.1
Minutes of Usage (MOU)	450	530	515	433	437
SAC per gross new subscriber	4.1	3.6	3.1	3.5	3.48
Churn	18.2%	13.6%	10.7%	59.7%	50.0%

#### Turkmenistan

US\$ unless noted	Q4 05	Q3 06	Q4 06	FY 05*	FY 06
ARPU	88.4	83.1	60.2	-	69.9
Minutes of Usage (MOU)	256	243	239	-	225
SAC per gross new subscriber	30.6	55.6	37.7	-	32.2
Churn	1.0%	3.8%	5.1%	-	12.5%

\*MTS acquired Barash Communications Technology Inc. (BCTI) in Q3 2005



## **Belarus: operating indicators**



US\$ unless noted	Q4 05	Q3 06	Q4 06	FY 05	FY 06
ARPU	10.5	10.3	9.8	10.7	9.8
Minutes of Usage (MOU)	450	440	440	433	436
SAC per gross new subscriber	15.5	16.2	14.7	14.9	15.6
Churn	4.1%	4.9%	5.4%	17.7%	19.0%

MTS owns a 49% stake in Mobile TeleSystems LLC, a mobile operator in Belarus, which is not consolidated

## Reconciliation



- Non-GAAP financial measures. This presentation includes financial information prepared in accordance with accounting principles generally accepted in the United States of America, or US GAAP, as
  well as other financial measures referred to as non-GAAP. The non-GAAP financial measures should be considered in addition to, but not as a substitute for, the information prepared in accordance
  with US GAAP.
- Operating Income Before Depreciation and Amortization (OIBDA). OIBDA represents operating income before depreciation and amortization. OIBDA margin is defined as OIBDA as a percentage of our net revenues. OIBDA may not be similar to OIBDA measures of other companies, is not a measurement under accounting principles generally accepted in the United States and should be considered in addition to, but not as a substitute for, the information contained in our consolidated statement of operations. We believe that OIBDA provides useful information to investors because it is an indicator of the strength and performance of our ongoing business operations, including our ability to fund discretionary spending such as capital expenditures, acquisitions of mobile operators and other investments and our ability to incur and service debt. While depreciation and amortization are considered operating costs under generally accepted accounting principles, these expenses primarily represent the non-cash current period allocation of costs associated with long-lived assets acquired or constructed in prior periods. Our OIBDA calculation is commonly used as one of the bases for investors, analysts and credit rating agencies to evaluate and compare the periodic and future operating performance and value of companies within the wireless telecommunications industry. OIBDA can be reconciled to our consolidated statements of operations as follows:

US\$ mln						Q4 2006				Q3 2006					
	Consolidated	Russia	Ukraine	Uzbekistan	Turkmenistan	Consolidated	Russia	Ukraine	Uzbekistan	Turkmenistan	Consolidated	Russia	Ukraine	Uzbekistan	Turkmenistan
Operating income	362.7	233.5	115.3	8.3	5.5	648.8	479.0	137.6	22.1	10.1	685.5	485.3	173.5	15.4	11.2
Add: depreciation and amortization	250.4	194.4	41.4	7.2	7.5	289.2	213.3	64.1	7.5	4.3	277.3	206.4	60.3	6.8	3.8
OIBDA	613.1	427.9	156.7	15.5	13.0	938.0	692.3	201.7	29.6	14.4	962.8	691.7	233.8	22.2	15.1

US\$ mln			FY 2005					FY 2006		
	Consolidated	Russia	Ukraine	Uzbekistan	Turkmenistan	Consolidated	Russia	Ukraine	Uzbekistan	Turkmenistan
Operating income	1632.0	1153.5	431.3	30.0	17.2	2133.7	1510.9	530.5	56.6	35.7
Add: depreciation and amortization	907.1	723.0	153.8	22.4	7.9	1096.0	819.3	233.7	27.0	16.0
OIBDA	2539.1	1876.5	585.1	52.4	25.1	3229.7	2330.2	764.3	83.6	51.7

#### OIBDA margin can be reconciled to our operating margin as follows:

	Q4 2005				Q4 2006					Q3 2006					
	Consolidated	Russia	Ukraine	Uzbekistan	Turkmenistan	Consolidated	Russia	Ukraine	Uzbekistan	Turkmenistan	Consolidated	Russia	Ukraine	Uzbekistan	Turkmenistan
Operating margin	27.2%	24.4%	34.1%	32.4%	31.3%	35.9%	35.9%	34.4%	47.8%	33.9%	38.1%	36.8%	41.8%	41.6%	33.9%
Add: depreciation and amortization as a															
percentage of revenues	18.8%	20.4%	12.3%	28.2%	42.4%	16.0%	16.0%	16.0%	16.2%	14.6%	15.4%	15.6%	14.5%	18.3%	11.5%
OIBDA margin	46.0%	44.8%	46.4%	60.6%	73.7%	51.9%	51.9%	50.4%	64.0%	48.5%	53.6%	52.4%	56.4%	59.9%	45.4%

				FY 2006						
	Consolidated	Russia	Ukraine	Uzbekistan	Turkmenistan	Consolidated	Russia	Ukraine	Uzbekistan	Turkmenistan
Operating margin	32.6%	31.2%	35.9%	34.7%	51.4%	33.4%	32.4%	35.6%	41.4%	33.8%
Add: depreciation and amortization as a										
percentage of revenues	18.1%	19.5%	12.8%	25.9 %	23.6 %	17.2%	17.5%	15.7%	19.7%	15.1%
OIBDA margin	50.7%	50.7%	48.7%	60.6%	75.0%	50.6%	49.9%	51.3%	61.1%	48.9%

#### Net debt can be reconciled to our consolidated balance sheets as follows:

US\$ min	As of Dec 31, 2005	As of Dec 31, 2006
Current portion of LT debt and of capital lease		
obligations	768.7	150.6
LT debt	2079.0	2924.5
Capital lease obligations	2.9	3.3
Total debt	2850.6	3708.5
Less:		
Cash and cash equivalents	78.3	219.9
ST investments	28.1	56.0
Net debt	2744.2	2802.4

FCF can be reconciled to our consolidated balance sheets as follows:

US\$ min	As of Dec 31, 2005	As of Dec 31, 2006
Net cash provided by operating activities	1 797.4	2 389.9
Less:		
Purchases of property, plant and equipment	(1 758.0)	(1 450.0)
Purchases of intangible assets	(423.4)	(272.0)
Purchases of other investments*	(150.0)	(3.9)
Investments in and advances to associates	13.0	20.0
Acquisition of subsidiaries, net of cash acquired	(178.9)	(38.2)
Free cash-flow	(700.1)	645.9

\*Reflects \$150 million write-off of Bitel