

FOR IMMEDIATE RELEASE

December 3, 2009

# JSC SITRONICS

# UNAUDITED FINANCIAL RESULTS FOR THE THIRD QUARTER AND FIRST NINE MONTHS OF 2009

**MOSCOW, Russia** – December 3, 2009 – JSC SITRONICS ('SITRONICS' or 'the Group') (LSE: SITR), a leading provider of telecommunications, information technology and microelectronic solutions in Russia and the CIS, with a growing presence in other EEMEA emerging markets, today announces its unaudited consolidated US GAAP financial results for the third quarter and nine months ended September 30, 2009.

### THIRD QUARTER HIGHLIGHTS

- Consolidated revenues of US\$ 221.4 million
- Telecommunication Solutions revenues of US\$ 124.6 million; Information Technologies revenues of US\$ 35.0 million; and Microelectronics revenues of US\$ 57.3 million
- OIBDA<sup>\*</sup> profit of US\$ 11.6 million
- Net loss attributable to SITRONICS of US\$ 14.8 million
- Total assets of US\$ 1.7 billion

# NINE MONTHS HIGHLIGHTS

- Consolidated revenues of US\$ 625.4 million
- Telecommunication Solutions revenues of US\$ 370.7 million; Information Technologies revenues of US\$ 100.6 million; and Microelectronics revenues of US\$ 143.3 million
- OIBDA profit of US\$ 25.7 million
- Net loss attributable to SITRONICS of US\$ 81.7 million including US\$ 26.2 million loss from discontinued operations
- US\$ 590 million of new contracts secured since the beginning of 2009

Sergey Aslanian, President of SITRONICS, commented: "We continued to out-perform the market in the third quarter and have now won US\$ 590 million of new contracts since the beginning of the year. We have further strengthened our close working relationship with

<sup>\*</sup> OIBDA is defined as operating income before depreciation and amortization. Please see Attachment A to this statement for further information.

the Russian Government at both national and regional level, as is clear from the agreement that we have just signed with RUSNANO to develop and launch full-scale 90 nanometre microchip production at our plant in Zelenograd. We have also developed our presence across a range of industrial sectors in the Russian and international markets with both existing and new customers."

"The measures that we have taken over the past eighteen months to optimise our cost base and investment plans have enabled us to deliver an OIBDA margin of 5.2% in the third quarter and of 4.1% for the year to date. Furthermore, we have also continued to restructure our debt by renegotiating or replacing short term liabilities with longer term facilities on competitive terms and conditions, including the signing of a US\$ 230 million two year loan agreement with the Bank of Moscow this week."

"We are now well into the seasonally strongest sales quarter of the year and are continuing to outperform the market. As expected, we will therefore deliver an OIBDA profit for the full year."

(US\$ millions)	Q3 2009	Q3 2008	9M 2009	9M 2008
Revenues	221.4	279.6	625.4	905.2
OIBDA	11.6	15.5	25.7	45.9
Net loss from continuing operations	(14.8)	(32.0)	(57.1)	(59.9)
Net income / (loss) from discontinued operations	-	6.4	(26.2)	20.7
Net loss attributable to SITRONICS	(14.8)	(25.9)	(81.7)	(46.1)
Total assets	1,736.9	2,229.8	1,736.9	2,229.8

# FINANCIAL SUMMARY

### **OPERATING REVIEW**

### **Group Overview**

The Group's consolidated revenues decreased by 4.9% year on year at constant exchange rates in the third quarter, and by 14.2% in the first nine months of the year, which reflected a continuing outperformance in the adverse economic environment. The reported year on year decline also reflected the significant weakening of the Group's operating currencies against its US dollar reporting currency. The Group has now won US\$ 590 million of new contracts since the beginning of 2009.

Operating expenses, when excluding depreciation and amortization costs, were reduced by 31.9% year on year to US\$ 43.4 million in the third quarter, and by 24.3% to US\$ 141.7 million for the year to date. The reduction reflected the cost saving measures implemented during the second half of 2008 and first nine months of 2009. Selling, general and administrative expenses, net of stock option expenses and bad debt provisions, were reduced by 33.7% year on year in the quarter and by 29.1% for the year to date.

The Group consequently reported an OIBDA profit of US\$ 11.6 million in the third quarter, and a US\$ 25.7 million profit for the nine month period, compared to profits of US\$ 15.5 million and US\$ 45.9 million for the respective periods of 2008. Group OIBDA margins of 5.2% in the third quarter and 4.1% for the year to date, compared to margins of 5.6% and 5.1% for the comparable periods of 2008.

Group depreciation and amortization charges were lower year on year at US\$ 14.7 million in the third quarter and US\$ 40.1 million for the year to date, compared to US\$ 16.0 million and US\$ 49.7 million for the corresponding periods of 2008.

The Group's net interest expenses decreased year on year to US\$ 12.0 million from US\$ 12.7 million in the quarter, but were up to US\$ 36.2 million from US\$ 27.1 million for the year to date. This reflected the changes in the Group's cash balances and borrowing levels, as well as currency exchange rate movements.

The Group reported a foreign exchange gain of US\$ 1.7 million in the quarter and a loss of US\$ 3.4 million for the year to date, which was mostly due to the difference in value of the Group's US dollar denominated borrowings between the balance sheet dates. This compared to losses of US\$ 16.3 million and US\$ 12.8 million for the corresponding periods of 2008.

The Group's net losses from continuing operations were reduced by 53.8% year on year to US\$ 14.8 million in the third quarter and by 4.7% to US\$ 57.1 million for the year to date. The Group's results also included a net loss from discontinued operations of US\$ 26.2 million for the year to date, compared to a profit of US\$ 20.7 million for the corresponding period of 2008. This included the US\$ 25.8 million net loss arising from the difference between the book value of the distribution businesses sold in April 2009 and the sale price, as well as the losses from the operations for both periods.

The Group therefore reported a reduced net loss attributable to SITRONICS shareholders of US\$ 14.8 million in the third quarter but an increased net loss of US\$ 81.7 million for the nine month period.

### **Segmental Review**

### SITRONICS Telecommunication Solutions

(US\$ millions)	Q3 2009	Q3 2008	9M 2009	9M 2008
Revenues	124.6	154.2	370.7	503.5
OIBDA	4.4	12.1	8.0	26.2
Net loss attributable to SITRONICS	(11.5)	(15.8)	(33.9)	(43.1)
Total Assets	896.6	1,019.0	896.6	1,019.0

Revenues were down 11.2% year on year and 14.8% for the year to date at constant exchange rates, and the segment accounted for 56.3% and 59.3% of Group revenues for the two respective periods.

The year on year decline in sales could not be fully compensated for by costs savings so segment OIBDA was down year on year but still positive for both periods.

The segment businesses have now secured US\$ 393 million of new contracts since the beginning of 2009.

SITRONICS continued to implement its FORIS billing solution for a number of Russian and international clients during the quarter. Following the successful transition of MTS Ukraine billing to the solution by July, SITRONICS is about to complete the first stage of a similar project for MTS India. SITRONICS' FORIS solution is currently used by leading telecommunication companies in Russia and the CIS, the Czech Republic, Serbia, Congo and Uganda to bill over 100 million customers.

INTRACOM TELECOM signed two contracts with Telecom SERBIJA, the incumbent telecommunications carrier in Serbia, in September and October. The contracts to supply integrated access devices for high speed ADSL providers and set-top boxes for IPTV services, have a total combined value of US\$ 8.8 million and are expected to be completed by the end of 2009.

SITRONICS Telecom Solutions signed a US\$ 3.8 million contract after the end of the quarter with Warid Telecom Uganda, which is one of the leading mobile telephony operators in Africa, to provide technical support over a three year period.

INTRACOM TELECOM has also just signed a framework agreement with Etisalat, which is a leading UAE-based mobile telephony operator, to supply point-to-point (INTRALINK) and point-to-multipoint (WiBAS) radio equipment.

## SITRONICS Information Technologies

(US\$ millions)	Q3 2009	Q3 2008	9M 2009	9M 2008
Revenues	35.0	54.7	100.6	141.7
OIBDA	1.5	2.0	10.5	(1.8)
Net income / (loss) from continuing operations	(2.3)	1.3	3.6	(3.5)
Net income / (loss) from discontinued operations	-	6.4	(26.2)	20.7
Net income / (loss) attributable to SITRONICS	(2.3)	7.7	(22.6)	17.2
Total assets	247.8	514.1	247.8	514.1

Revenues were down 9.3% year on year and stable for the year to date at constant exchange rates. The segment accounted for 15.8% and 16.1% of Group revenues for the two respective periods.

Segment OIBDA was however largely stable year on year in the quarter and showed a substantial improvement for the year to date, due to the enhanced operating efficiency levels and the year on year reduction in operating expenses.

US\$ 136 million of new contracts have now been secured since the beginning of 2009.

SITRONICS completed the creation of an IT infrastructure for the billing platform of FRESHTEL, which is Ukraine's first 4G mobile telephony provider, in July.

SITRONICS also completed the implementation of a trial wireless broadband network for Comstar-Ukraine in the cities of Kiev and Odessa in September.

SITRONICS commenced the third phase of the construction of a wireless broadband network for MTS Ukraine at the end of the quarter. The network is being developed using third generation CDMA technology.

A US\$ 5.17 million contract was signed with MTS in September to supply CISCO equipment and provide technical support.

SITRONICS signed a US\$ 2.2 million three year agreement in October to supply software support to the Bashneft power generation and distribution companies.

SITRONICS has also confirmed its position as the leading provider of international vendor solutions in the Russian market. SITRONICS completed the installation of the Oracle Retail information system in over 120 Detsky Mir regional retail stores and offices in October. The project is the largest ever Oracle Retail implementation in Russia and will enable Detsky Mir, which is the leading retailer of children's goods in Russia and the CIS, to manage a range of over 50 thousand trade names and brands and to support network functionality across all regions and time zones

SITRONICS also signed an agreement in Sochi (host city for the 2014 Olympic Games) in September with the Krasnodar Regional Administration in Sochi to cooperate on the development and installation of information and communication systems in the education, transport and other fields.

(US\$ millions)	Q3 2009	Q3 2008	9M 2009	9M 2008
Revenues	57.3	61.2	143.3	222.1
OIBDA	13.2	10.7	29.6	44.3
Net income / (loss) attributable to SITRONICS	4.2	3.2	(1.6)	18.5
Total Assets	565.1	603.2	565.1	603.2

### **STRONICS** Microelectronics

Revenues were up 20.5% year on year and down 13.9% for the year to date at constant exchange rates. The business segment accounted for 25.9% and 22.9% of Group revenues for the two respective periods.

The year on year increase in OIBDA margins to 23.0% in the quarter and 20.6% for the year to date reflected the completion of a higher proportion of high margin contracts in the third quarter in particular.

US\$ 61 million of new contracts have been secured since the beginning of 2009.

SITRONICS won a three year contract with Sberbank, which is the largest bank in Russia, in September to supply the issuer with VISA and MasterCard chip banking cards. This followed the agreement with VTB24 Bank in July to provide the retail bank with magnetic strip cards.

SITRONICS signed a one year contract with Megafon, which is the third largest mobile telephony operator in Russia, in September to supply SIM cards. Further SIM card supply contracts were signed during the quarter with MTS in Russia, Ukraine and Uzbekistan.

SITRONICS signed an agreement with the Russian Corporation of Nanotechnologies (RUSNANO) in October to develop and launch full-scale 90 nanometer microchip production at SITRONICS' existing facility in Zelenograd. RUSNANO has committed to invest RUR 6.5 billion in the project.

SITRONICS also won a tender in November to supply 1.2 million RFID swipe cards for all types of overground public transportation in St. Petersburg.

# **FINANCIAL POSITION**

The Group's total borrowings were reduced to US\$ 753.8 million at as at September 30, 2009, compared to US\$ 809.9 million at June 30, 2009. SITRONICS' weighted average cost of borrowing was approximately 8.6% as at September 30, 2009, compared to 9.0% as at June 30, 2009. The Group's cash and cash equivalents declined to US\$ 42.0 million at the end of the period, compared to US\$ 174.9 million as at June 30, 2009. The Group's net debt therefore amounted to US\$ 711.7 million at the end of the period, compared to US\$ 635.0 million at the end of the second quarter.

SITRONICS had repaid, refinanced or rescheduled over US\$ 300 million of loans between the beginning of the year and the end of the third quarter. In addition, the Group signed a new US\$ 230 million two-year loan agreement with the Bank of Moscow group of companies at the end of November 2009. The Bank of Moscow is one of Russia's five largest banks and the new credit facility will be used to refinance the financing provided by Russia's "Bank for Development and Foreign Economic Affairs" (Vnesheconombank) in November 2008. The Group has also repaid US\$ 15 million of loans from HSBC since the end of the third quarter.

# **OTHER INFORMATION**

### **Conference call**

SITRONICS management will host a conference call today at 4.00 PM Moscow local time, 1.00 PM London local time and 8.00 AM New York local time to present and discuss these results. Participants may dial the following numbers in order to access the call:

UK / International: +44 20 8515 2302 US: +1 480 629 9771

A replay facility will also be made available for 7 days after the call and may be accessed by dialing the following numbers and using the following pin code:

UK / International: +44 20 7154 2833 US: +1 303 590 3030 PIN CODE: 4186207#

#### For further information, please visit <u>www.sitronics.com</u> or contact:

Irina Lanina Vice President, Corporate Communications Tel: +7 495 225 0030 lanina@sitronics.com

Shared Value Limited Tel: +44 (0) 20 7321 5010 <u>sitronics@sharedvalue.net</u>

SITRONICS is a leading provider of telecommunication solutions, including software, equipment and systems integration, IT solutions and microelectronic solutions in Russia and the Commonwealth of Independent States with a strong presence in Central and Eastern Europe and a growing presence in the Middle East and Africa.

SITRONICS serves over 3,500 clients, maintains offices in 32 countries and exports its products and services to more than 60 countries.

SITRONICS' key Telecommunication Solutions operations are based in Prague, Czech Republic and Athens, Greece, while the company's IT Solutions and Microelectronics divisions are based in Kiev, Ukraine and Zelenograd, Russia respectively.

SITRONICS generated revenues of US\$ 625.4 million for the nine months ended September 30, 2009 and had total assets of US\$ 1,736.9 million at the end of the period. SITRONICS is majority owned by Sistema, the largest public diversified corporation in Russia and the CIS, which manages fast growing companies operating in the consumer services sector.

Some of the information in this press release may contain projections or other forward-looking statements regarding future events or the future financial performance of SITRONICS. 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 expressions. These statements are only predictions and actual events or results may differ materially. We do not intend to or undertake any obligation to update these statements to reflect events and circumstances occurring after the date hereof or to reflect the occurrence of unanticipated events. Many factors could cause the actual results to differ materially from those contained in our projections or forward-looking statements, including, among others, general economic conditions, our competitive environment, risks associated with operating in Russia, rapid technological and market change in our industries, and other factors specifically related to SITRONICS and its operations.

# CONSOLIDATED STATEMENTS OF OPERATIONS FOR THE THIRD QUARTER OF 2009 (UNAUDITED) AND THE THIRD QUARTER OF 2008 (UNAUDITED) (Amounts in thousands of U.S. dollars or if otherwise stated)

	3 months ended 30/09/09	3 months ended 30/09/08
Revenues	221,367	279,559
Cost of sales	(166,341)	(200,240)
Research and development expenses Selling, general and administrative expenses Depreciation and amortization Other operating expenses, net	(4,087) (39,081) (14,690) (245)	(8,157) (55,087) (15,951) (541)
OPERATING LOSS	(3,077)	(417)
Interest income Interest expense Foreign currency transaction gains/(losses), net Other non-operating losses	2,934 (14,909) 1,677 (30)	890 (13,639) (16,304) -
Loss from continuing operations before income tax	(13,405)	(29,470)
Income tax expense	(1,372)	(2,505)
LOSS FROM CONTINUING OPERATIONS	(14,777)	(31,975)
Income from discontinued operations	-	6,431
Net loss	(14,777)	(25,544)
Less: net income attributable to non-controlling interests	(59)	(404)
NET LOSS ATTRIBUTABLE TO SITRONICS	(14,836)	(25,948)

#### CONSOLIDATED STATEMENTS OF OPERATIONS AND COMPREHENSIVE INCOME FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2009 (UNAUDITED) AND SEPTEMBER 30, 2008 (UNAUDITED)

(Amounts in thousands of U.S. dollars unless otherwise stated)

	9 months ended 30/09/09	9 months ended 30/09/08
Revenues	625,410	905,188
Cost of sales	(457,994)	(672,040)
Research and development expenses Selling, general and administrative expenses Depreciation and amortization Other operating income, net	(15,330) (127,111) (40,091) 755	(29,301) (163,216) (49,716) 5,258
OPERATING LOSS	(14,361)	(3,827)
Interest income Interest expense Foreign currency transaction losses, net Other non-operating losses	8,435 (44,677) (3,378) (725)	3,289 (30,366) (12,798) -
Loss from continuing operations before income tax	(54,706)	(43,702)
Income tax expense	(2,406)	(16,228)
LOSS FROM CONTINUING OPERATIONS	(57,112)	(59,930)
(Loss)/ Income from discontinued operations	(26,154)	20,686
Net loss	(83,266)	(39,244)
Less: net loss / (income) attributable to non-controlling interests	1,520	(6,876)
NET LOSS ATTRIBUTABLE TO SITRONICS*	(81,746)	(46,120)
Translation adjustment, net of non-controlling interest of \$ 3,442 and \$(3,022), respectively, and income tax effect of nil	(1,538)	(4,342)
Comprehensive loss	(83,284)	(50,462)
Weighted average number of common shares outstanding (basic and diluted)	8,818,863,734	8,619,347,116
Basic and diluted loss per share ( US dollars)	(0.009)	(0.006)

#### \*Net income (Noncontrolling interests)

Until December 31, 2008, Sitronics reported net income attributable to noncontrolling interest as a deduction in arriving at consolidated net income. With effect from January 1, 2009, Sitronics has adopted the new mandatory provisions FASB Statement No. 160 (As Amended) "Noncontrolling Interests in Consolidated Financial Statements", which requires that consolidated net income be reported to include the amounts attributable both to the parent and to the noncontrolling interest. Sitronics has therefore reported net income before the amounts attributable to the noncontrolling shareholders of its subsidiaries, and the latter amounts (previously referred to as "minority interests") are separately disclosed. All comparative financial information has been restated in accordance with this new policy.

### Attachment A

*Non-GAAP financial measures.* This press release 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) and OIBDA margin. OIBDA represents operating income before depreciation and amortization. OIBDA margin is defined as OIBDA as a percentage of our net revenues. Our 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. 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. OIBDA can be reconciled to our consolidated statements of operations as follows:

(US\$ 000's)	Q3 2009	Q3 2008	9M 2009	9M 2008
Operating Loss	(3,077)	(417)	(14,361)	(3,827)
Depreciation and Amortization	14,690	15,951	40,091	49,716
OIBDA	11,613	15,534	25,730	45,889