



start something new





start something new

VimpelCom: creating value by investing in future

Gerbrand Nijman

Group Director and Head of Investor Relations



VimpelCom

A&I Site Visit

Bangladesh

Disclaimer

This presentation contains “forward-looking statements”, as the phrase is defined in Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These statements relate to, among other things, VimpelCom Ltd.’s (“VimpelCom”) and Bangalink Digital Communications Ltd.’s (“bangalink”) anticipated performance, strategic initiatives and operational, network and market developments. The forward-looking statements included in this presentation are based on management’s best assessment of VimpelCom’s and bangalink’s strategic and financial position and of future market conditions and trends. These discussions involve risks and uncertainties. The actual outcome may differ materially from these statements as a result of continued volatility in the economies in our markets, unforeseen developments from competition, governmental regulation of the telecommunications industries, general political uncertainties in our markets and/or litigation with third parties. Certain factors that could cause actual results to differ materially from those discussed in any forward-looking statements include the risk factors described in the VimpelCom’s Annual Report on Form 20-F for the year ended December 31, 2013 filed with the U.S. Securities and Exchange Commission (the “SEC”) and other public filings made by VimpelCom with the SEC, which risk factors are incorporated herein by reference. VimpelCom and bangalink disclaim any obligation to update developments of these risk factors or to announce publicly any revision to any of the forward-looking statements contained in this release, or to make corrections to reflect future events or developments.

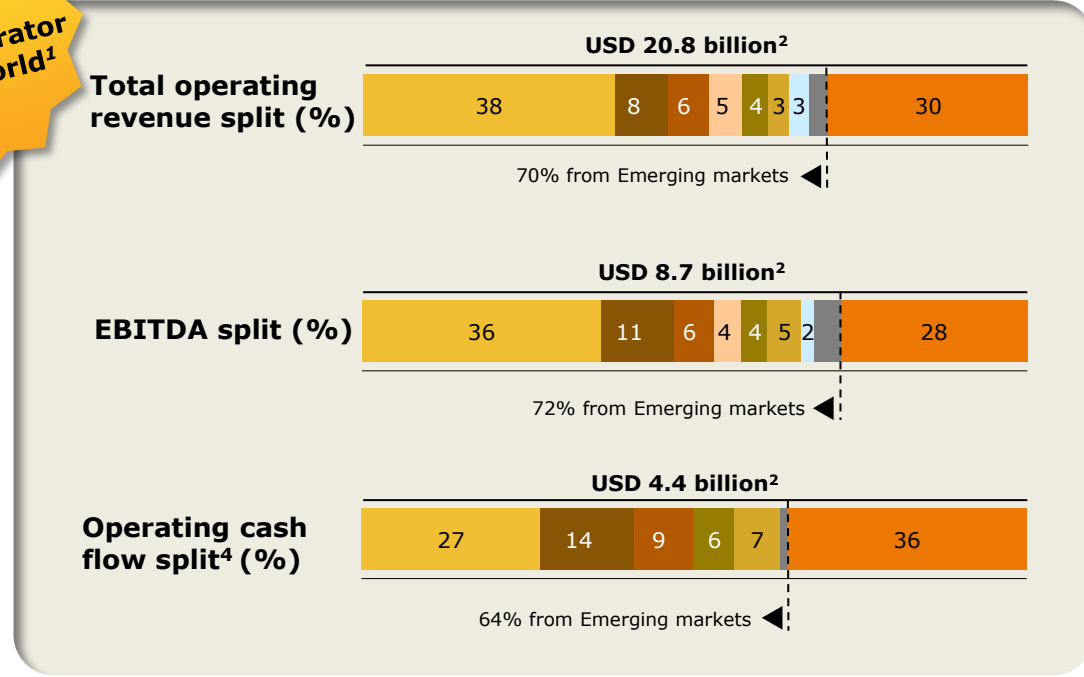
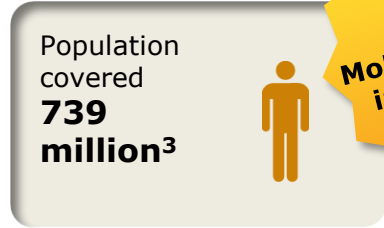
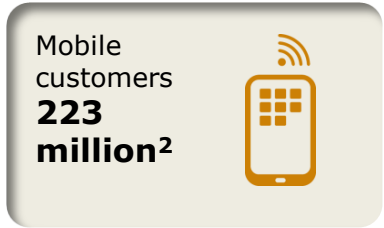
Program

| Time | Banglalink analyst & investor site visit, Dhaka | |
|-------------|---|----------------------------|
| 08:30-09:00 | Registration | |
| 09:00-09:45 | Gerbrand Nijman | Head of IR VimpelCom Group |
| 09:45-10:30 | Ziad Shatara | CEO Banglalink |
| 10:30-10:45 | Break | |
| 10:45-11:45 | Shihab Ahmad | CCO Banglalink |
| 11:45-12:30 | Ahmad Haleem | CFO Banglalink |
| 12:30-13:30 | Lunch | |
| 13:30-14:00 | Perihane Elhamy | CTO Banglalink |
| 14:00-15:00 | Q&A | All presenters |
| 15:00-15:30 | Break | |
| 15:30 | Departure to Banglalink sales center | |
| 15:45-16:45 | Visit Banglalink sales center and shopping street | |
| 16:45 | Departure to restaurant | |
| 17:00-19:30 | Drinks and dinner | |

A well diversified leading international mobile operator

Headquartered in Amsterdam

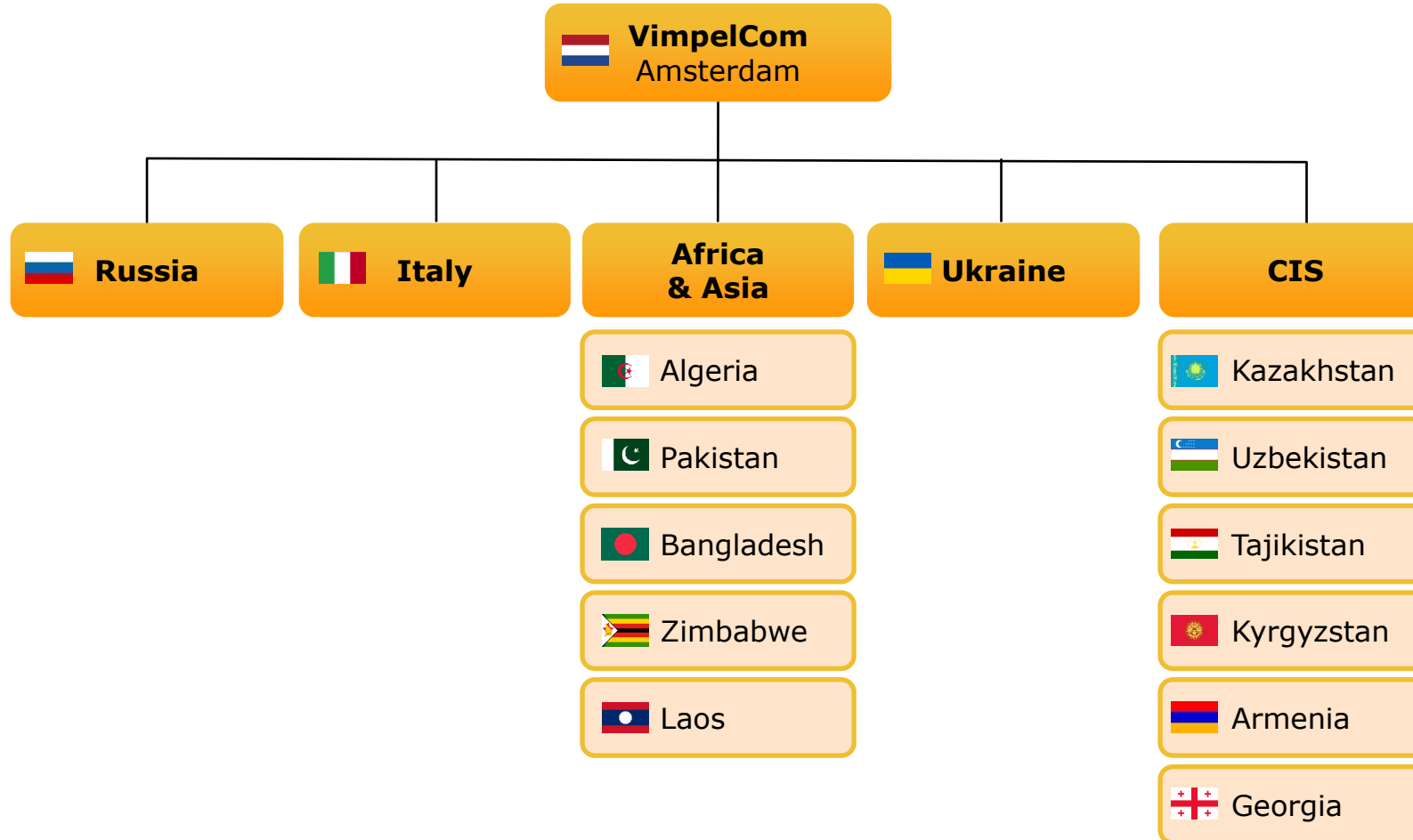
**No 7
Mobile operator
in the world¹**



- Russia
- Pakistan
- Bangladesh
- Algeria
- Kazakhstan
- Other
- Ukraine
- Uzbekistan
- Italy

¹ Based on consolidated mobile customers
² Mobile customers as at 3Q14; Revenue, EBITDA and OCF (excluding one-offs) are LTM 3Q14
³ Population figures are provided by CIA – The World Factbook
⁴ EBITDA less CAPEX excluding licenses

VimpelCom simplified structure



Experienced international executive team

Rene Schuster
COO



Jo Lunder
CEO



Andrew Davies
CFO



VimpelCom has an attractive emerging markets portfolio

70% of revenue in emerging markets

Emerging market portfolio

| | LTM 3Q14 |
|----------------------------------|-------------|
| Revenues | USD 14.4 bn |
| EBITDA ¹ | USD 6.2 bn |
| CAPEX excl. licenses | USD 3.3 bn |
| Operating Cash Flow ¹ | USD 2.9 bn |
| Leverage ² | 1.3 |

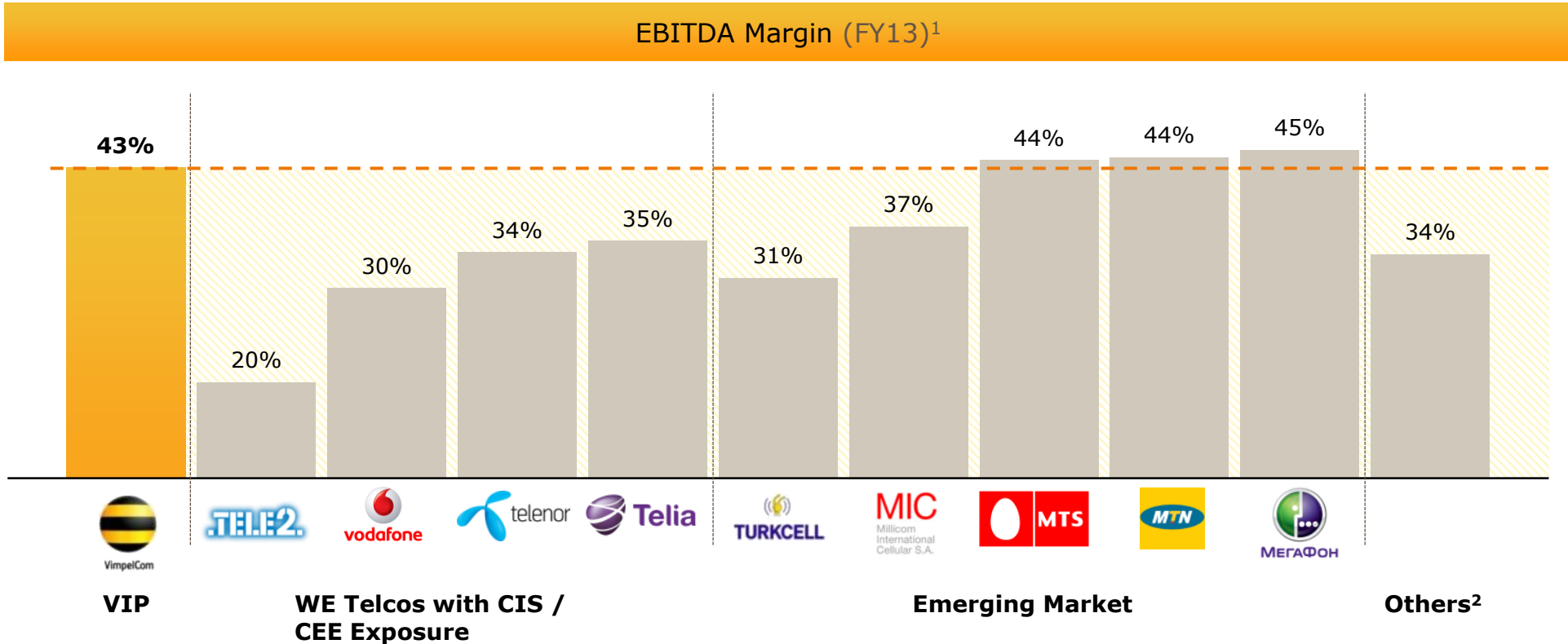
- ▶ Solid market positions in our seven major emerging markets:
 - #1 in 4 (UKR, ALG, PAK, UZB)
 - #2 in 2 (BAN, KAZ)
 - #3 in 1 (RUS)
- ▶ Strong cash flow generation
- ▶ Low leverage

¹ Excluding one-off charges related to the Algeria resolution and Uzbekistan fixed assets write-offs; Operating cash flow = EBITDA - CAPEX

² Net Debt / LTM 3Q14 EBITDA

Note: Our Emerging Markets portfolio = BU's Russia, Africa & Asia, Ukraine and CIS < 8 >

Strong EBITDA margin versus our global peers



¹ VIP EBITDA Margin, excluding write-off related to favorable Algeria resolution and write-off of fixed assets to operating expenses in Uzbekistan

² Others include a sample of more than 80 listed telecom operators in Developed, Emerging and Mixed Markets

Growth drivers

External growth drivers

- ▶ Customer growth from increase in mobile penetration
- ▶ Mobile data usage growth
- ▶ Continued emerging markets growth

VimpelCom's positioning

- ▶ Leading player in growth markets with high quality networks
- ▶ Significant upsides in penetration and usage in key markets
- ▶ Best customer experience through simple and convenient service offerings
- ▶ Leading service propositions from a digital distribution platform
- ▶ Global partnership agreements in the new eco system



Google play



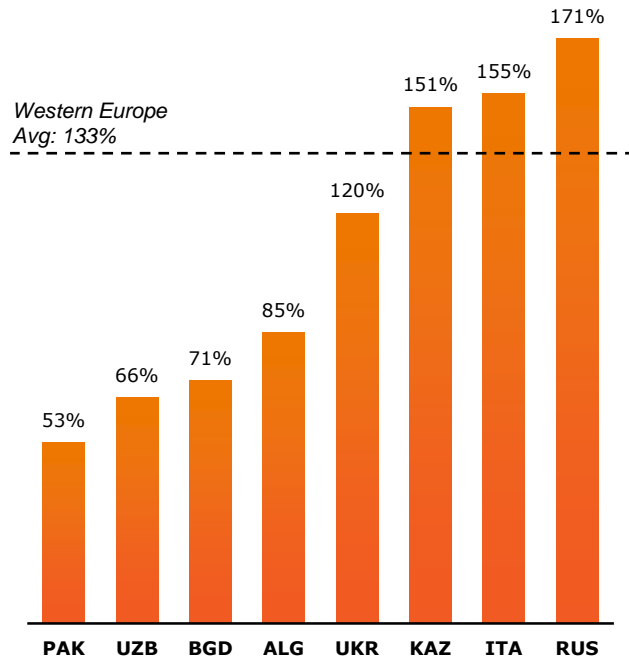
WIKIPEDIA
The Free Encyclopedia



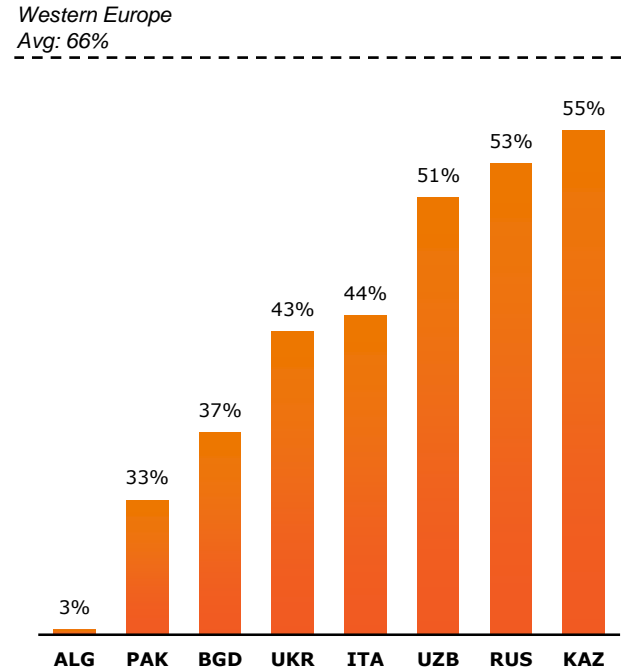
Well positioned to convert these drivers into value creation

Significant upside in terms of mobile penetration & data usage

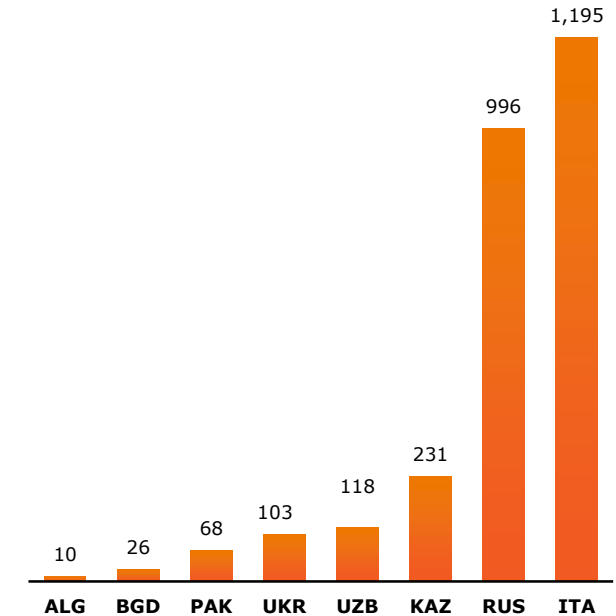
Mobile Penetration¹ (%)



Mobile Data Penetration² (%)



Data Usage² (MB / User)



Notes

¹ Mobile penetration is for the market, based on sim cards number

² Based on Company estimates June'14, where mobile data penetration = data users (number of sims with data subscribed tariff plans) / mobile customers

Source: Company Data, WCIS

Continued sequential improvements in 3Q14

Service revenue (USD billion)

4.8

- 5% organic YoY
+ 3% organic QoQ

Mobile customers¹ (million)

223

+ 5.0 million YoY
+ 3.5 million QoQ

EBITDA (USD billion)

2.2

- 4% organic YoY
+ 9% organic QoQ

EBITDA margin² (%)

42.9

- 0.6 p.p. YoY
+ 1.9 p.p. QoQ

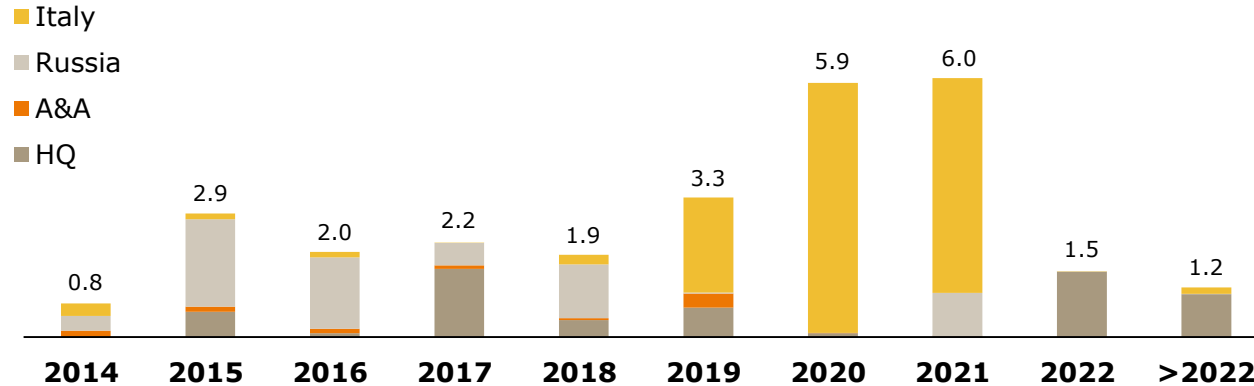
- Sequential improvements:
 - ▶ Revenue and EBITDA growth
 - ▶ Higher EBITDA margin
 - ▶ Strong customer growth
- Service revenue organic³ decline of 5% YoY, due to YoY performance, macro-economic slowdown in some markets and continued market weakness in Italy
- EBITDA organic decline of 4% YoY, mainly due to lower revenue
- Resilient operating cash flow⁴ of USD 1.2 billion
- Net income⁵ declined due to one-off costs related to recent refinancing of WIND and unfavorable FOREX movements

1. Following the sale of the interest in Wind Canada in September 2014 the numbers exclude Wind Canada customers
 2. EBITDA margin is EBITDA divided by total revenue; EBITDA and EBITDA margin are non-GAAP financial measures – reconciliations are included in the Appendix
 3. Revenue and EBITDA organic growth are non-GAAP financial measures that exclude the effect of foreign currency movements and certain items such as liquidations and disposals
 4. Operating cash flow = EBITDA minus CAPEX (excl. licenses)
 5. Net income attributable to VimpelCom shareholders

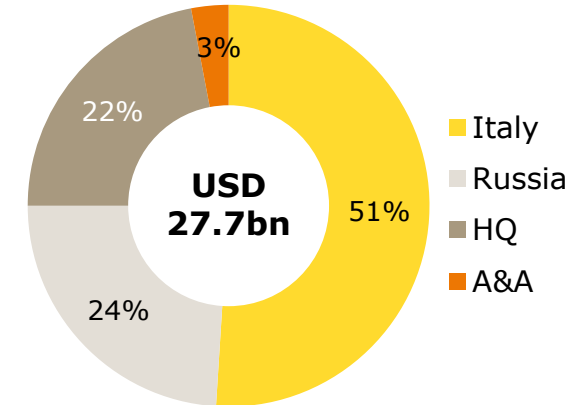
Improved debt maturity profile in 3Q14

As at 30 September 2014, in USD billion

Group debt maturity schedule by unit



Debt composition by unit



Group debt maturity schedule by currency

| In USD | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | >2022 | |
|--------------------|------|------|------|------|------|------|------|------|------|-------|-----|
| USD | 0.1 | 0.6 | 1.2 | 1.6 | 1.1 | 1.0 | 0.1 | 1.0 | 1.5 | 1.0 | 34% |
| EUR | 0.3 | 0.1 | 0.1 | - | 0.2 | 2.2 | 5.7 | 4.8 | - | 0.1 | 50% |
| RUB | 0.3 | 2.0 | 0.6 | 0.5 | 0.6 | - | - | - | - | - | 15% |
| Other ¹ | 0.1 | 0.2 | 0.1 | 0.1 | - | 0.1 | 0.1 | 0.2 | - | 0.1 | 1% |

1. Other includes the effect of cross currency swaps. Gross debt excluding effect of cross currency swaps is USD 27.7bn (USD 27.3bn including swaps)

Lower leverage and average cost of debt in 3Q14

Net Debt/ EBITDA¹

2.5

-0.1 QoQ

Gross Debt/ EBITDA¹

3.2

-0.1 QoQ

EBITDA¹ / Financial
income and expenses

4.2

-0.1 QoQ

Average Cost
of Debt 3Q14

6.3%

-0.8 p.p. QoQ

With a cash position of USD 6 billion, additional financial facilities, no major refinancing obligation until 2020 and solid cash flow generation, VimpelCom is well funded

1. Normalized LTM EBITDA excluding one-off charges related to the Algeria resolution

Key recent developments in 3Q14

- Macro-economic slow down and material currency devaluation in Russia and Ukraine, due to geopolitical unrest
- Resolution in Algeria is on track for closing by end of 2014
- Successful commercial 3G launch in Algeria and Pakistan
- Streamlined portfolio with sale of Canada, CAR and Burundi
- Dividend of 3.5 US cents per ADS
- 2014 targets confirmed



BU Africa & Asia: market leadership in fast growing emerging markets

as at 3Q14

Average mobile penetration
(%)

74

Population covered
(million)

415

Mobile customers
(million)

91.6

+4 million YoY

Revenue
(USD million)

845

-4% organic YoY

EBITDA
(USD million)

368


-12% organic YoY


EBITDA margin
(%)

43.5

-4.2 p.p. YoY

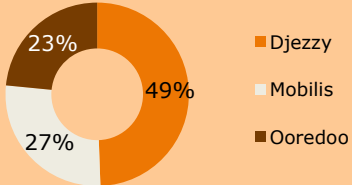
Attractive markets and market positions


Algeria



Population¹: 38.8 million
GDP/capita¹: USD 7,500
Penetration: 85%

Market shares²



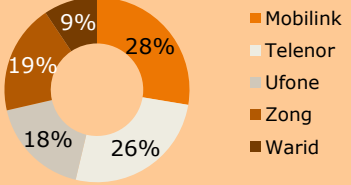
| | |
|--|---------|
| | Djezzy |
| | Mobilis |
| | Ooredoo |


Pakistan


Mobilink


Population¹: 196.2 million
GDP/capita¹: USD 3,100
Penetration: 53%

Market shares²



| | |
|--|----------|
| | Mobilink |
| | Telenor |
| | Ufone |
| | Zong |
| | Warid |


Bangladesh



start something new

Population¹: 166.3 million
GDP/capita¹: USD 2,100
Penetration²: 71%

Market shares²

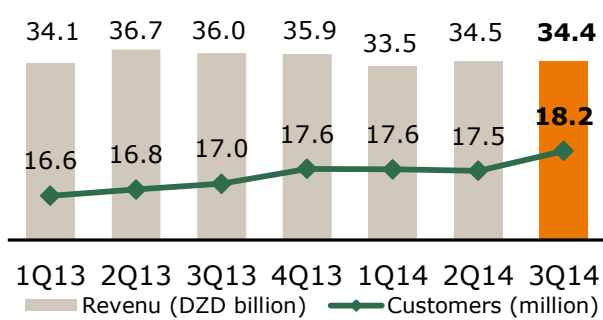


| | |
|--|--------------|
| | Banglalink |
| | Grameenphone |
| | Robi |
| | Other (3) |

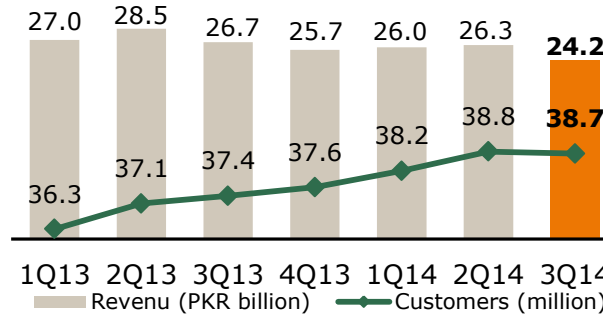
1. CIA Factbook; GDP per capital (PPP)
 2. Market share as provided by the regulator as of May 31, 2014

Launch of 3G services driving customer growth

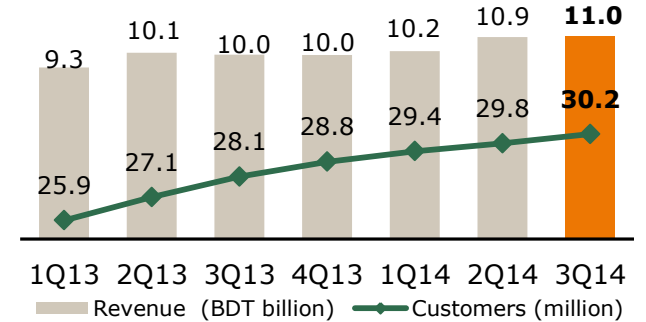
Algeria Revenue & Customers



Pakistan Revenue & Customers



Bangladesh Revenue & Customers



- Mobile customer base grew 7% YoY to 18.2 million
- Stabilized its market-leading position in 3Q14, following the launch of 3G services



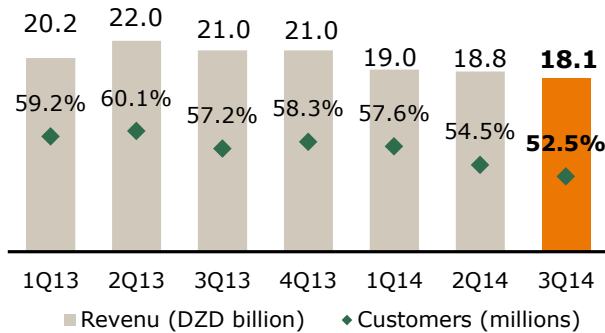
- Mobile customer base grew 4% YoY to 38.7 million
- Focus on subscriber engagement with aggressive bundle offers



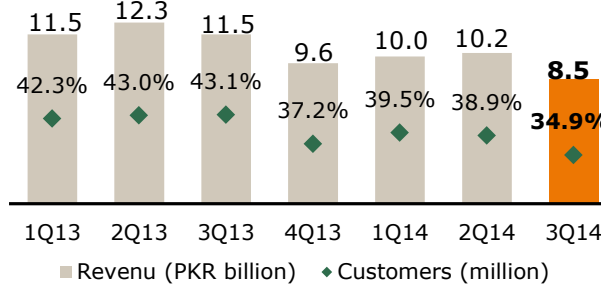
- Mobile customer base grew 8% YoY to 30.2 million
- Supported by 3G services, attractive tariff plans and other service offerings

Launch of 3G services driving customer growth

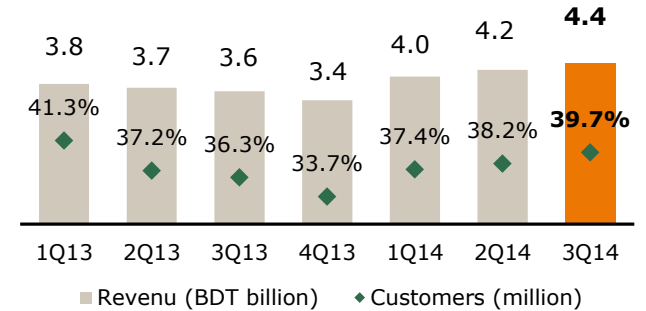
Algeria EBITDA & EBITDA Margin



Pakistan EBITDA & EBITDA Margin



Bangladesh EBITDA & EBITDA Margin



- EBITDA decreased 13% YoY
- Negatively impacted by higher network cost due to the 3G rollout and higher HR cost



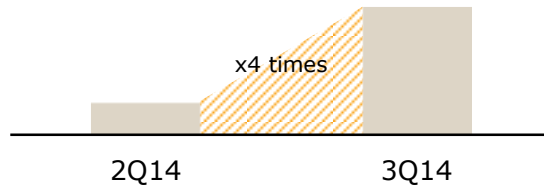
- EBITDA decreased 30% YoY
- Negatively impacted by lower service revenue YoY, alongside higher customer associated cost, network and HR costs



- EBITDA increased 20% YoY
- Driven by the growth in revenue, and lower customer acquisition costs, partially offset by higher network costs

Algeria: Focus on commercial 3G launch

Data revenue



Successful 3G launch

- 3G services currently in 14 main provinces, including Algiers and main cities
- EoY14: 19 provinces coverage



Data & handsets promotion

- Smartphone and dongle promotions with data bonus
- Routers promotion for B2B
- Postpaid pack promotion with voice & data bonus
- Handset migration promotion

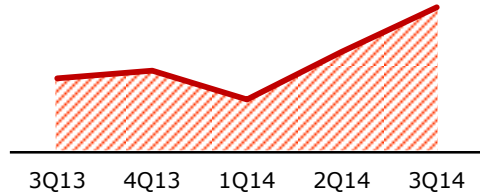


New special 3G value added services

- Facebook zero
- Djizzy store
- Djizzy App
- Be Djizzy
- Opera Mini
- Lifestyle (Facebook, Twitter, WhatsApp)
- M2M

Pakistan: Improving network and increased usage

MOU development



Improved network and increased usage

- 2G coverage/capacity rollout on track
- 3G rollout progressing according to plan
- Launch of off-peak offers
- 4% QoQ traffic increase
- Network modernization is on track to be finalized by the end of 2014



Transparency in value added services

- Notifications with unsubscription information
- Daily usage report
- Self service menu for managing subscription
- Transparency complaints reduced by 80% YTD'14



MFS promotion is in focus, +30% QoQ

- Channel engagement campaigns to incentivize retailers
- > 42,000 agents
- Presence on ATL to increase brand awareness

Fastest growing 3G service

1 million 3G customers within 90 days of commercial launch



start something new

Ziad Shatara

Chief Executive Officer



VimpelCom

A&I Site Visit

Bangladesh

1

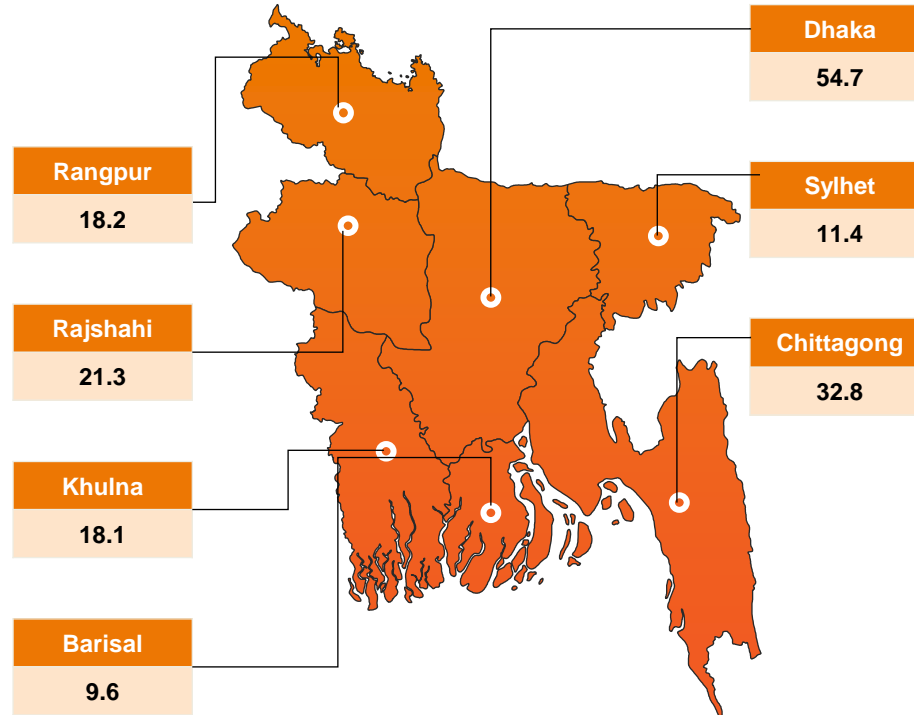
Overview of Bangladesh telecom market

2

Banglalink: A successful turnaround



Bangladesh population distribution



Population in millions

Bangladesh at a glance

Key Facts

- Population: 166 million
- Area: 143,998 sq km
- GDP (PPP): USD 324.6 bn
- GDP (PPP) per Capita: USD 2,100
- Real GDP growth: 6.2%

- Consistent economic growth (6% on average since 1996)
- Stable currency (since June 2013)
- Growing foreign currency reserve (USD 22bn in Sept'14, a 38% rise within a year)

- Steady sovereign credit rating
 - ▶ Moody's: Ba3 (Stable)
 - ▶ S&P: BB (Stable)

Key indicators

- 71% mobile penetration
- 25% internet penetration
- 99% people in mobile coverage
- 51% people aged below 25 years

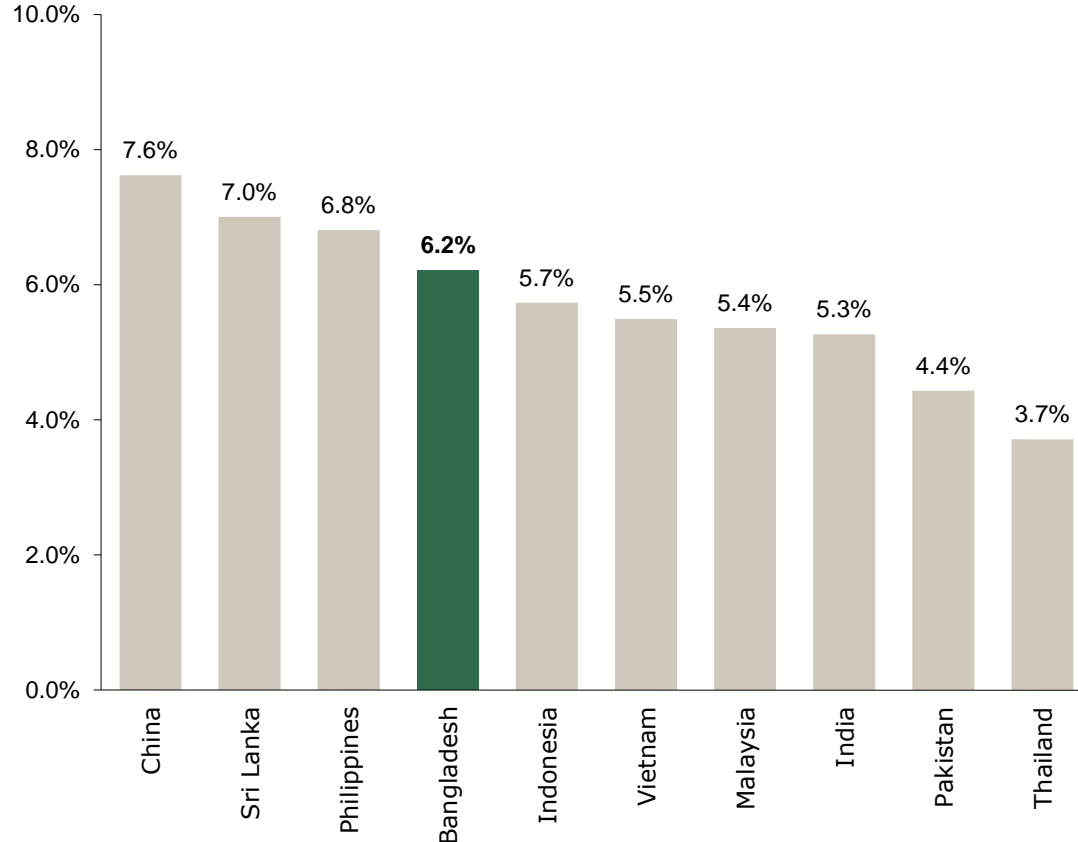
- Continuous poverty alleviation (poverty ratio declined to 32% in 2010 from 57% in 1992)
- Improving social indicators
- Female empowerment

Sound investment climate

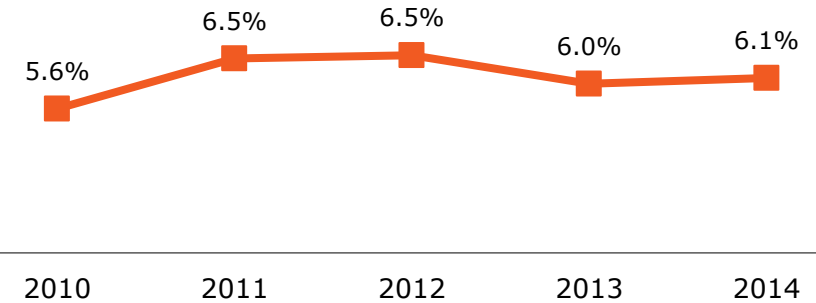
induced by resilient economic growth with stable sovereign rating

Bangladesh: One of the fastest growing economies in Asia

3-year average real GDP growth (%)



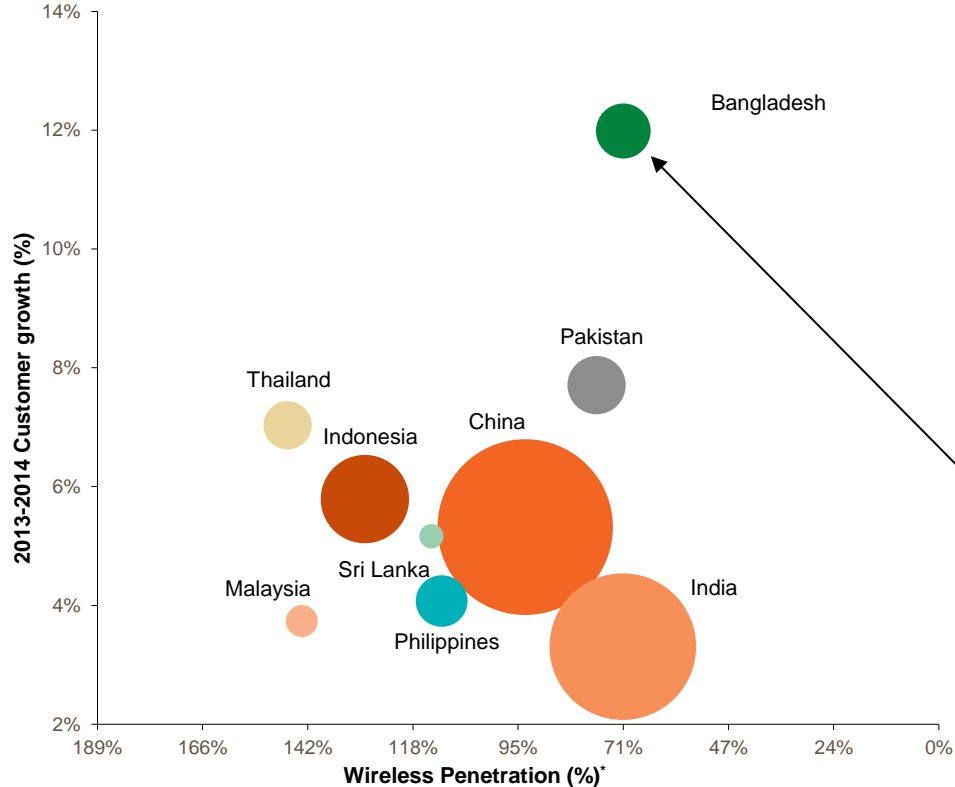
Real GDP growth (%)



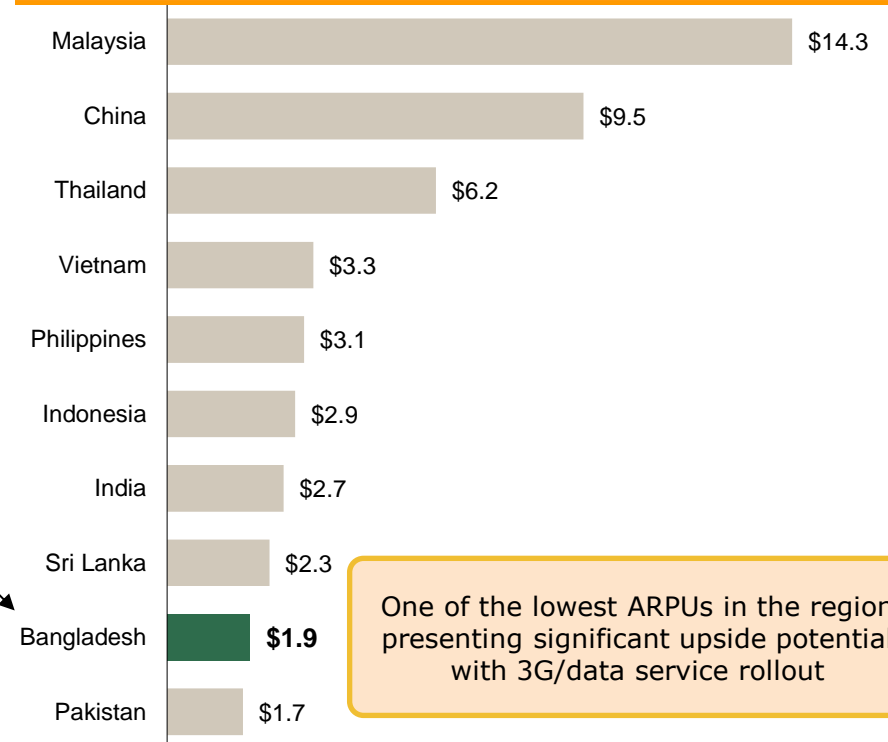
**Bangladesh 5-Year average
GDP growth: 6.3%**

Growth potential supported by sustained economic growth in low ARPU and underpenetrated market

High growth in underpenetrated wireless market



ARPU* (USD/month)

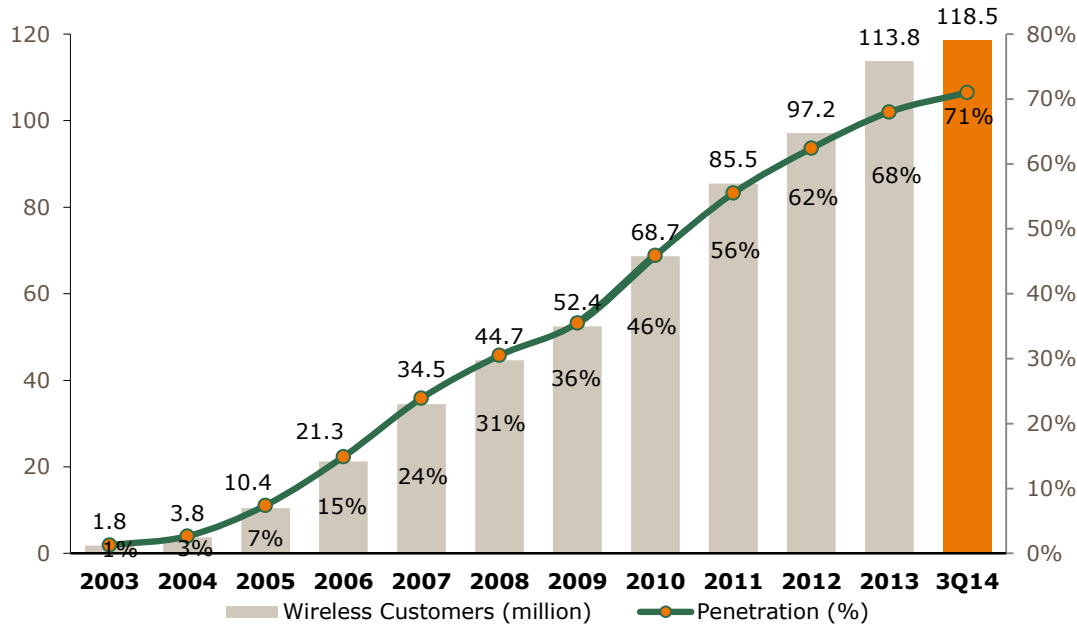


One of the lowest ARPUs in the region presenting significant upside potential with 3G/data service rollout

*Source: Informa Telecoms & Media
 Penetration: Number of total wireless customers divided by population
 ARPU: 2Q14

Attractive mobile market dynamics

Bangladesh wireless customer base and penetration*



- Bangladesh is mainly a prepaid and 2G market. However, 3G usage is increasing steadily following launch of 3G service in October 2013
- ARPU levels are one of the lowest in the world, 3G will adjust this upwards
- Key opportunity in data revenue as data speed increase use of internet content
- Significant untapped audience in urban centers

Growth opportunities led by increasing customer base & penetration in world's 9th most populous nation

• Source: Informa Telecoms & Media, Bangladesh Telecommunication Regulatory Commission (BTRC), Association of Mobile Telecom Operators of Bangladesh, GSMA Country Overview – Bangladesh, 2014. Bangladesh wireless customer market share: BTRC (as of Sept 2014). Other countries' wireless customer market share: Informa Telecoms & Media (as of December 2013).

Growing coverage of mobile networks

1997

3/64 Districts

**2000**

30/64 Districts

**2002**

50/64 Districts

**2004**

61/64 Districts

**At present**

64/64 Districts



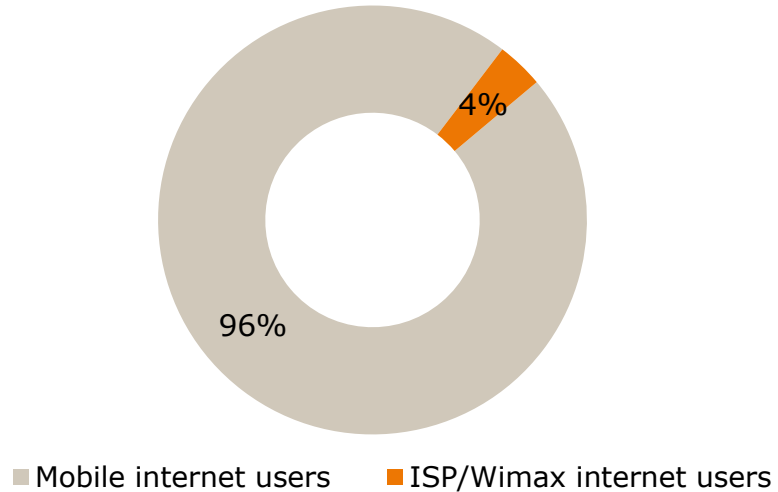
- Nearly entire population (99.2%) is within mobile network
- 90% land area covered by mobile networks
- All 64 district headquarters inside 3G coverage

Strong prospect for data traffic as 3G coverage expands beyond large towns

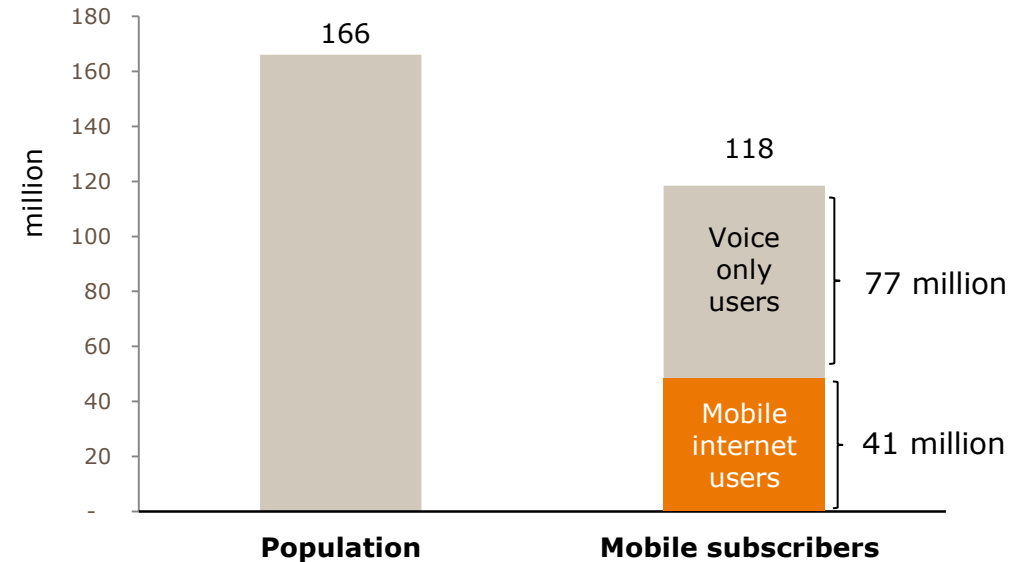
Source: Association of Mobile Telecom Operators of Bangladesh

High growth potential for mobile internet

Mobile usage captures 96% of internet usage



Growth in data from existing and new customers



Potential for higher internet penetration
in the growing economy with a large youth population

Fast growing 3G penetration

10 fastest smartphone growth markets globally in 2015



Faster 3G penetration anticipated as smartphones become increasingly affordable. Sale of low priced locally branded smartphones are quickly picking up.

A tigers trail



The tiger moves on

Environment

- Under penetrated fast growing market
- Strong potentials for mobile data growth
- Low ARPU in growing economy

Banglalink

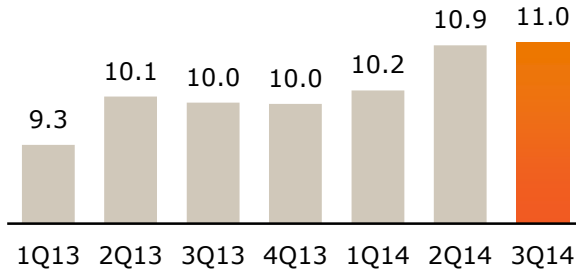
- Solid growth in 2014
- 3G coverage in all 64 districts
- Notable trend in data growth since 3G launched in 4Q13
- Cost efficiency drive

Shareholders

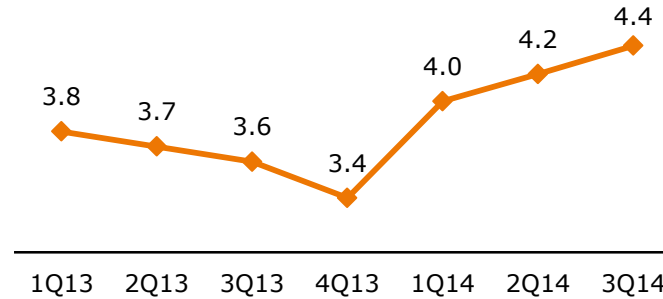
- Strong commitment from shareholders

A successful turnaround

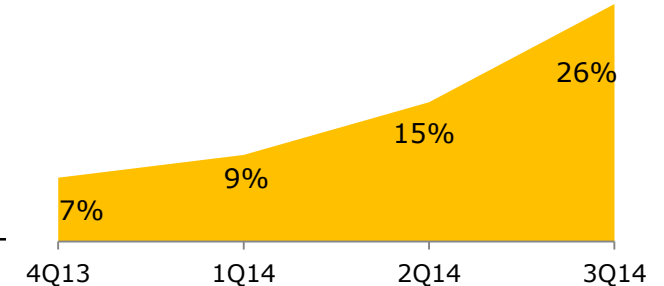
Revenue (BDT billion)



EBITDA (BDT billion)



Data revenue growth (QoQ)



- Cleaned up revenue base, in compliance with regulation
- Successful 3G launch: fastest 3G network* and strong mobile data revenue growth
- Market leader in customer satisfaction with highest NPS
- Continued customer growth with stable ARPU
- Attractive pricing and growing MOU and MBOU
- Operational excellence leading to improving EBITDA margin

* Source: BTRC Report November 2014



start something new

Shihab Ahmad

Chief Commercial Officer



VimpelCom

A&I Site Visit

Bangladesh

1

Market share development

2

Value proposition

3

Churn

4

Customer excellence

5

Mobile financial services

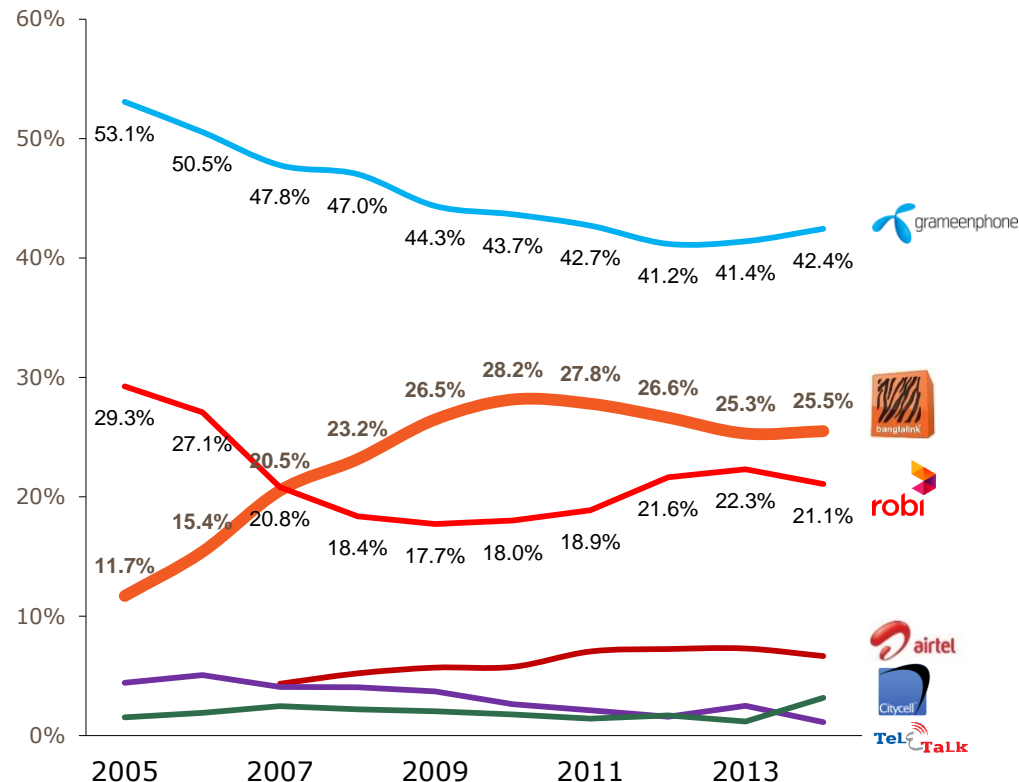
6

CSR and awards



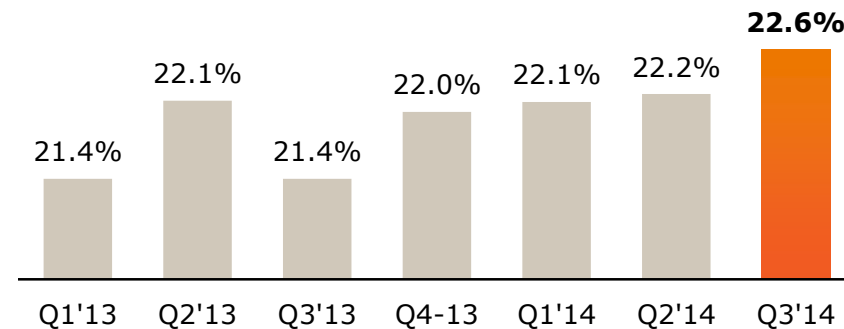
Mobile market share

Customer market share



Source: BTRC, Informa Telecoms & Media.

Banglalink's growing revenue market share



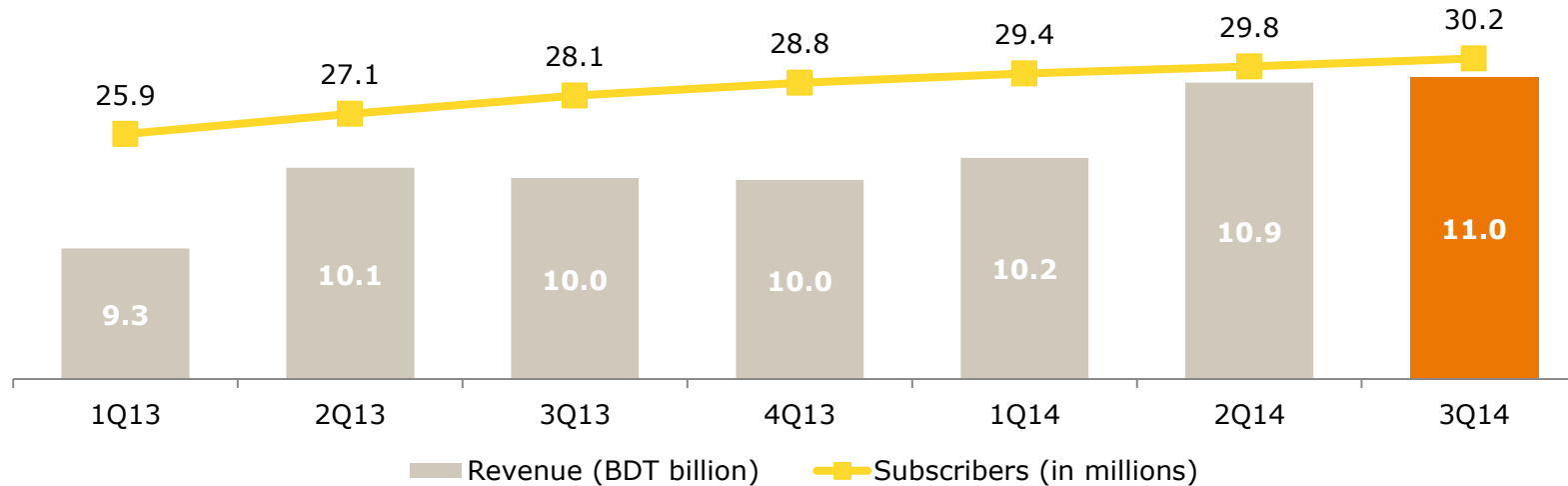
3 major operators have around 90% market share

Operators focusing on 3G network expansion

Banglalink consolidates market position in 2014

Banglalink regains growth momentum

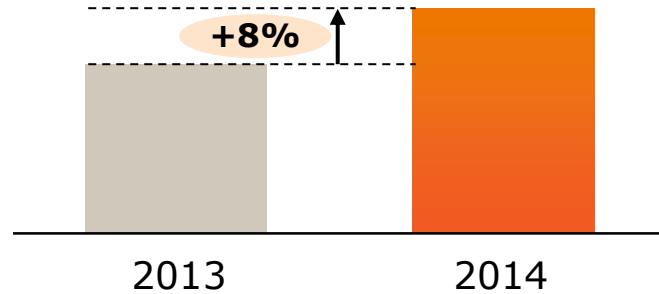
Customers and revenue



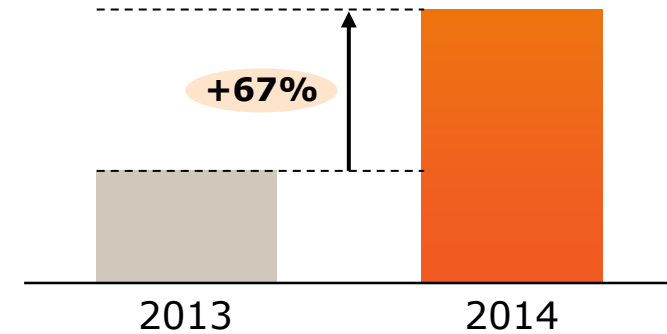
- Sustained recovery in growth of subscribers and revenue
- 3G data is expected to drive revenue growth in 2015

Both voice and data revenue growing

Voice revenue*
9M13 vs 9M14



Data revenue
9M13 vs 9M14

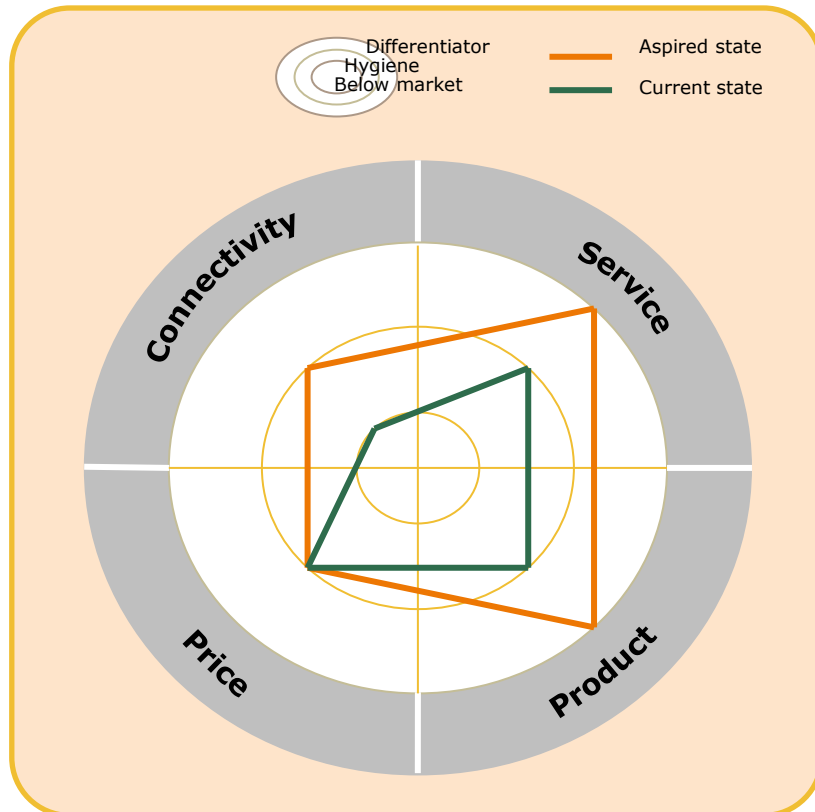


- Launch of 3G instigated significantly higher growth in data revenue
- Voice revenue is also on steady growth

* Voice revenue includes voice outgoing and interconnect revenue.

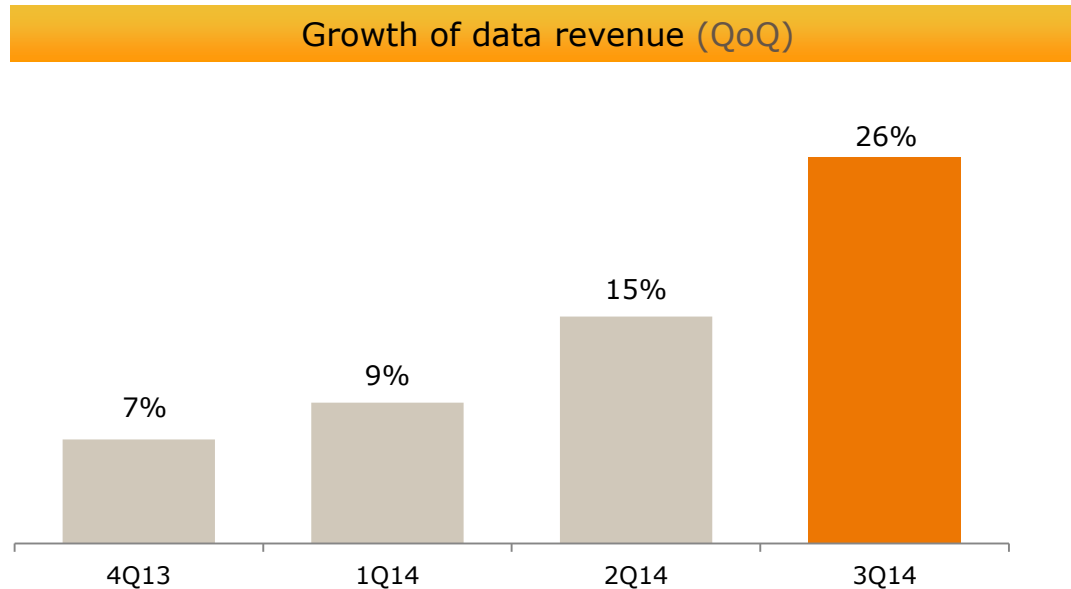
Banglalink value proposition

Value for money



- | | | |
|-------------|--------------|---|
| Superiority | Product | <ul style="list-style-type: none"> • Products (voice and data) competitive, affordable, gives more value compared to competition, customers spending the same amount of money • Focus on bundles & data products including OTT services • Continuous innovation in product offering ahead of market leader |
| | Service | <ul style="list-style-type: none"> • Improved network experience in voice and internet, especially in urban & sub-urban areas • Efficient digital distribution network • Best digital service points/touch points • Superior customer experience |
| Parity | Price | <ul style="list-style-type: none"> • Remain competitive in pricing • Adoption of commitment based/bundle packages with ensured ARPU |
| | Connectivity | <ul style="list-style-type: none"> • Improved network coverage & quality to close the gap with market leader • Best experience in data (application specific speed, ease of use & transparent charging) |

Banglalink's fast growing data revenue

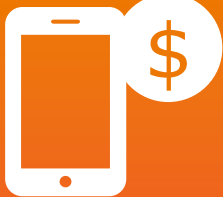


- Accelerated growth in data revenue since launch of 3G in 4Q13
- 3G coverage in all 64 district head quarters and expanding further
- Fast growing smartphone penetration as handsets becoming affordable
- Increased commercial activity fueled by socio-economic advancement
- Large youth segment in population

Mobile data strategy



Faster acquisition
of data customers



Stimulate usage
and monetize



Give the best customer experience

Optimum coverage - optimum speed - "peace of mind" charging



Increase handset penetration

Co-branding partnership - consignment projects - reverse bundling



Channel focus to ensure higher penetration

Retailer upselling - online interface - scratch card



Price according to network utilization

Sachet/OTT bundles (Affordable) - Economy bundles (Moderate) - Volume Based "All-in" Bundles (Premium)



Stimulate data adoption

Content portfolio - OTT Partnerships (Facebook, WhatsApp, Viber etc.)

Driving data growth

Focus from voice centric approach
towards data centric approach

Acquisition

- Convert non-data users through trial data offers/ sachet bundle/gratification
- Leverage retailers to convert non-data customers to data customers
- Give non-data customers a reason to use data

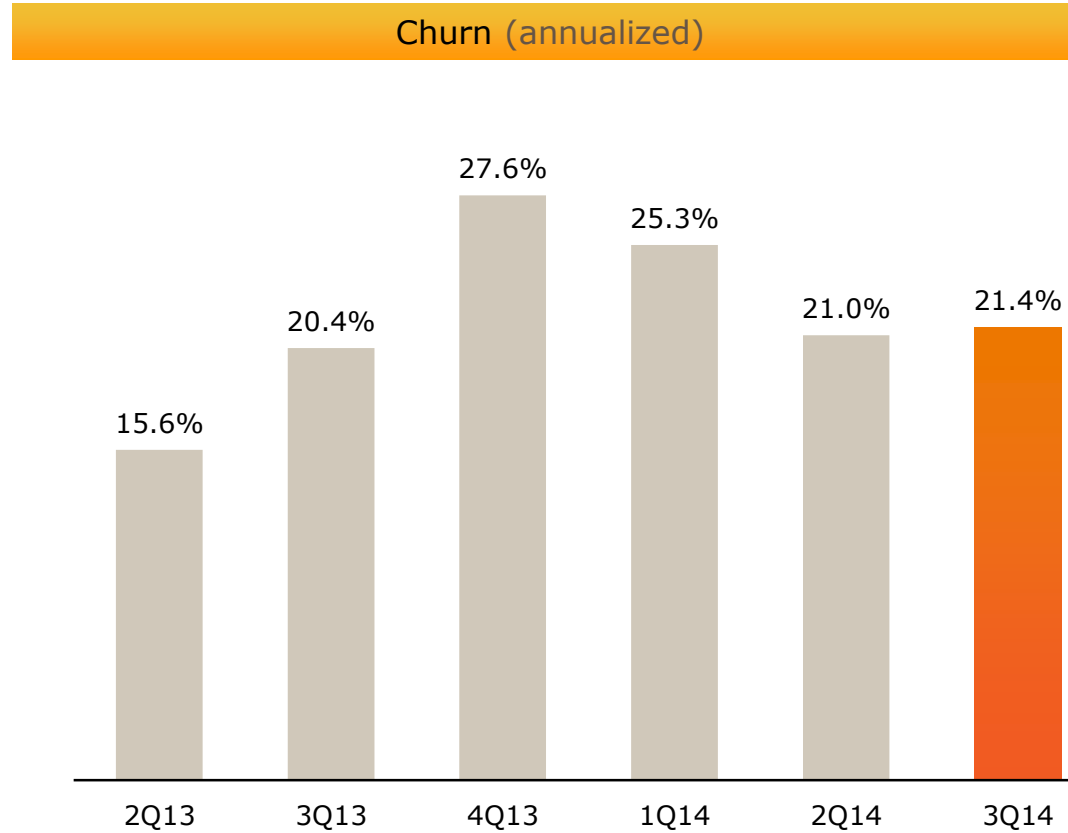
Enablers

- Synergistic approach to utilize all available customer touch points for bundle purchase
 - ▶ Online
 - ▶ App
 - ▶ Retailer
 - ▶ Portal
- Increasing data enabled handsets in network

ARPU Enhancement

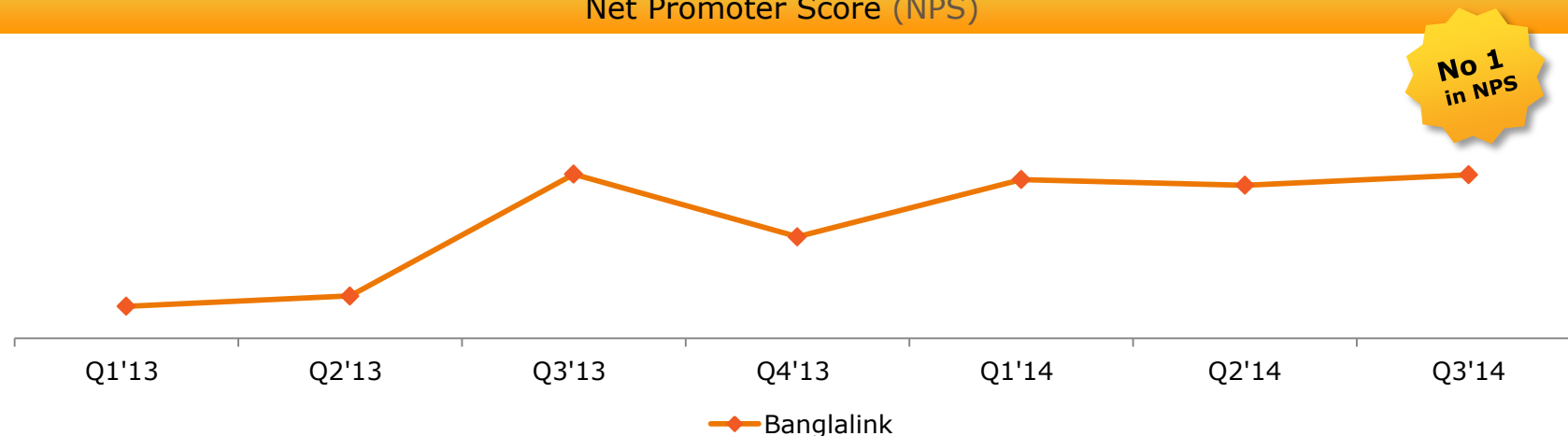
- Bracketing the customers to higher bundles
- Add content on a regular basis to increase usage (Freemiums)
- Introduce lucrative OTT offers to engage them in data usage

Improving churn strengthening growth potential for Banglalink



Banglalink is the clear leader in customer experience with an improving trend

Net Promoter Score (NPS)



Relative NPS (Banglalink's gap to the best competitor)

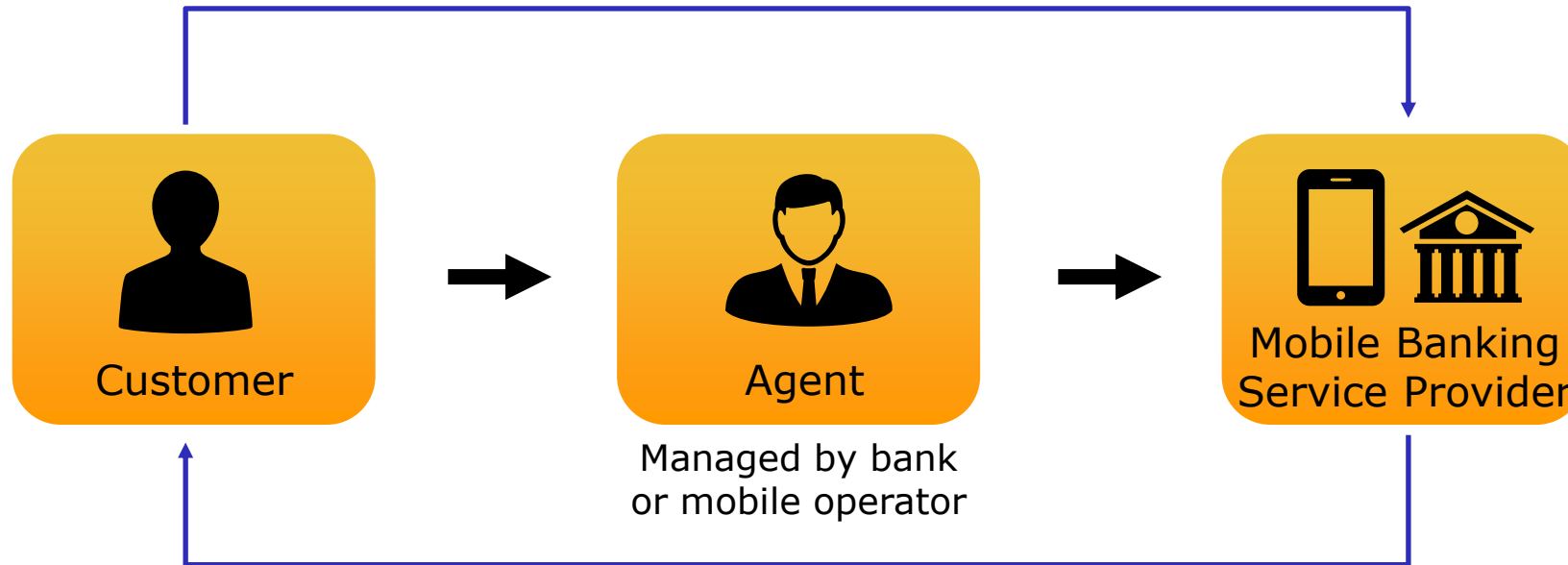


Source: NPS Report by a market survey agency

Mobile Financial Services

- It is a bank-led model regulated by the Central Bank
 - ▶ Banks offer end-to-end services to the customers
 - ▶ Mobile operators provide only network and distribution channels
- Central Bank approved limited telecom-led services
 - ▶ Utility bill payment
 - ▶ Train ticketing
 - ▶ International remittance

Bangladesh MFS model



- Customer maintains mobile banking account with bank
- Agent maintains virtual balance with bank

Network connectivity → Physical money

Banglalink CSR: a passionate social commitment

Cox's bazar sea beach cleaning project



- Banglalink in collaboration with an internal agency participated in projects since 2005 helping to clean beaches in Bangladesh

Banglalink's free schoolbags



- Distributed 7,000 bags among primary school children
- Bags produced from recycled plastics

Banglalink CSR: a passionate social commitment

M-Agriculture



- Banglalink launched a mobile based agriculture information services which helps to get the market price and works as a virtual market place

Grandmaster an idea generation contest season 3



- A contest for the youth to identify the best ideas based on mobile application
- Showcase to "start something new"

Key awards won by Banglalink

MFS award 2010



Mobile Cash Remittance

Innovative service award 2009



Jigyasha 7676

Communication award 2013



Banglalink Network Campaign

HR award 2011



Excellence In Training

Innovative service award 2014



Banglalink M- Agri Svices

Brand award 2013



Banglalink Network Campaign

Banglalink

...poised for growth...



start something new

Ahmad Y. Haleem

Chief Financial Officer



VimpelCom

A&I Site Visit

Bangladesh

1

Financial overview

2

Cash flows

3

Bond and debt position

4

Operational excellence



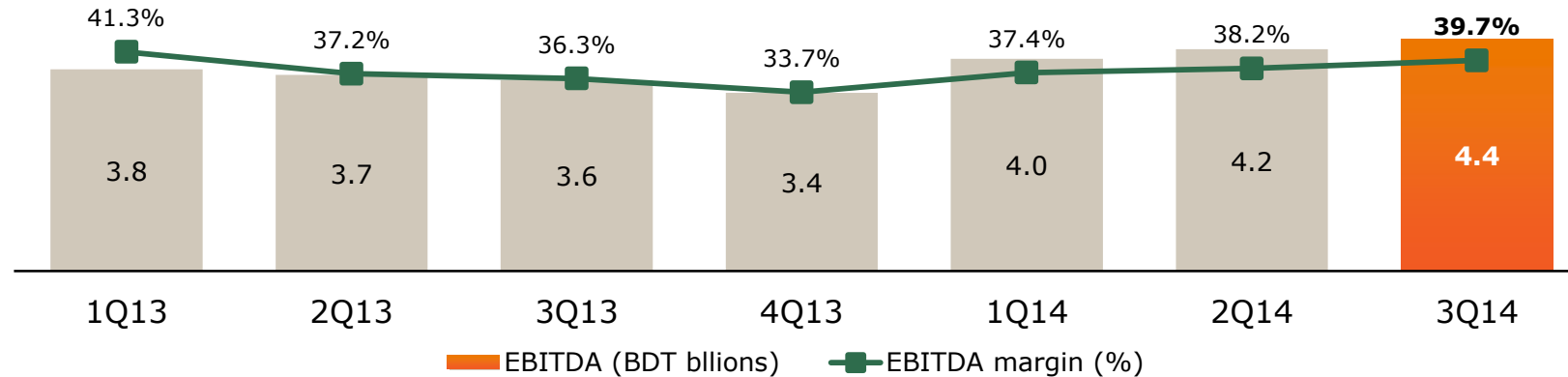
YTD Financial overview: improvements in 2014

| In BDT billion | 9M13 | 9M14 | Change | Impact |
|----------------------|-------|-------|----------|--------|
| Total Revenue | 29.4 | 32.1 | 10% | ● |
| EBITDA | 11.1 | 12.5 | 10% | ● |
| EBITDA margin (%) | 38.2% | 38.3% | 0.1 p.p. | ● |
| CAPEX | 11.8 | 9.2 | 21% | ● |
| CAPEX to Revenue (%) | 40% | 29% | -11 p.p. | ● |
| Data Revenue | 0.7 | 1.2 | 67% | ● |

- Favorable

Operational excellence contributing to a successful turnaround

EBITDA and EBITDA margin

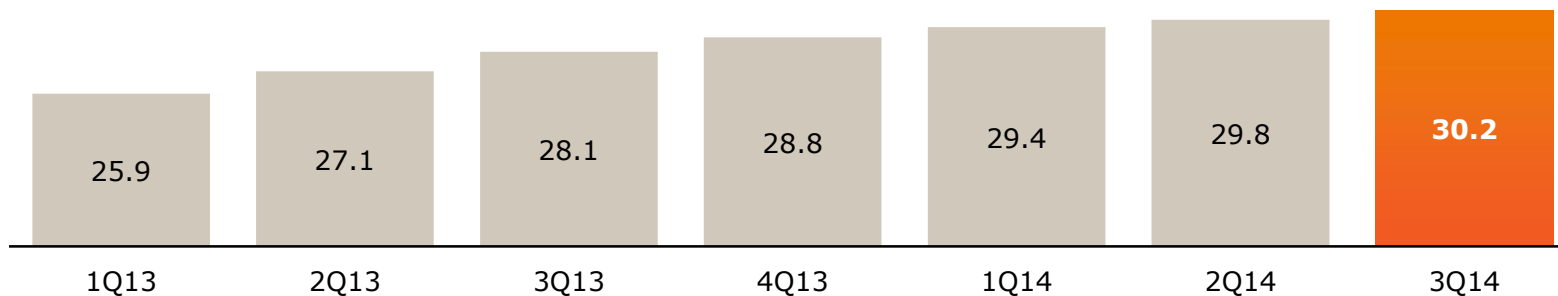


A successful cost efficiency program

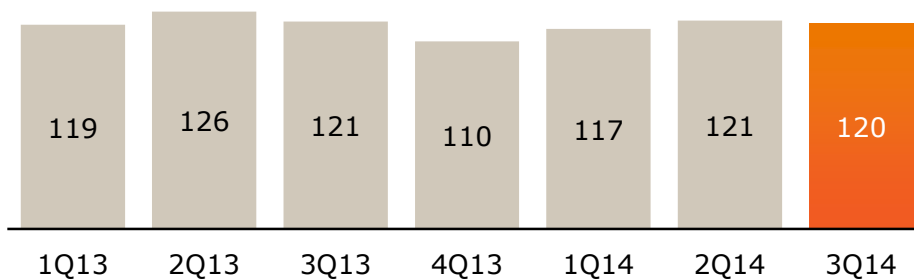
- Network infrastructure sharing
- Utilities and maintenance cost optimization
- Relocation of facilities (data center, call center, MSC)
- Outsourcing of non core activities
- Alternative distribution channel (online MFS recharging)

A successful growth company

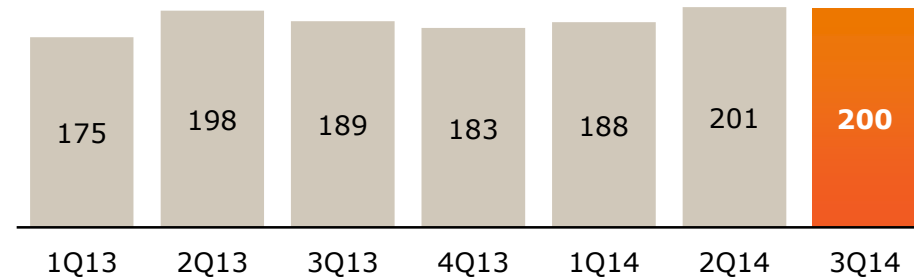
Customers (in million)



ARPU (BDT)

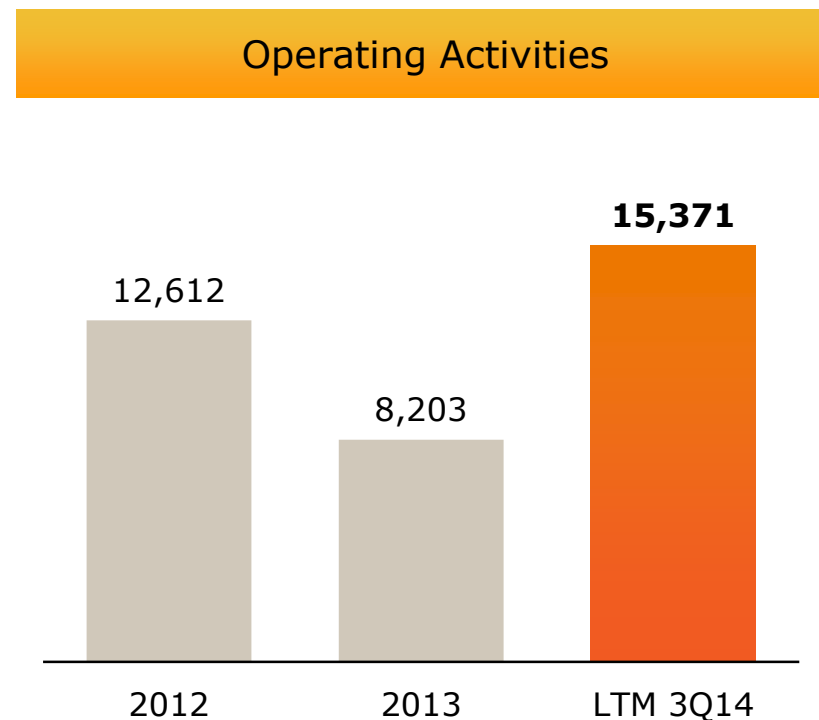


MOU (min)



Solid cashflows

| In BDT billion | 9M13 | 9M14 |
|--------------------------|------------|------------|
| Operating Activities | 3,910 | 11,079 |
| Investing Activities | (14,593) | (12,418) |
| Net Financing Activities | 11,575 | 1,823 |
| Total | 892 | 484 |



Banglalink bond: First ever international bond offering from Bangladesh

Bond summary

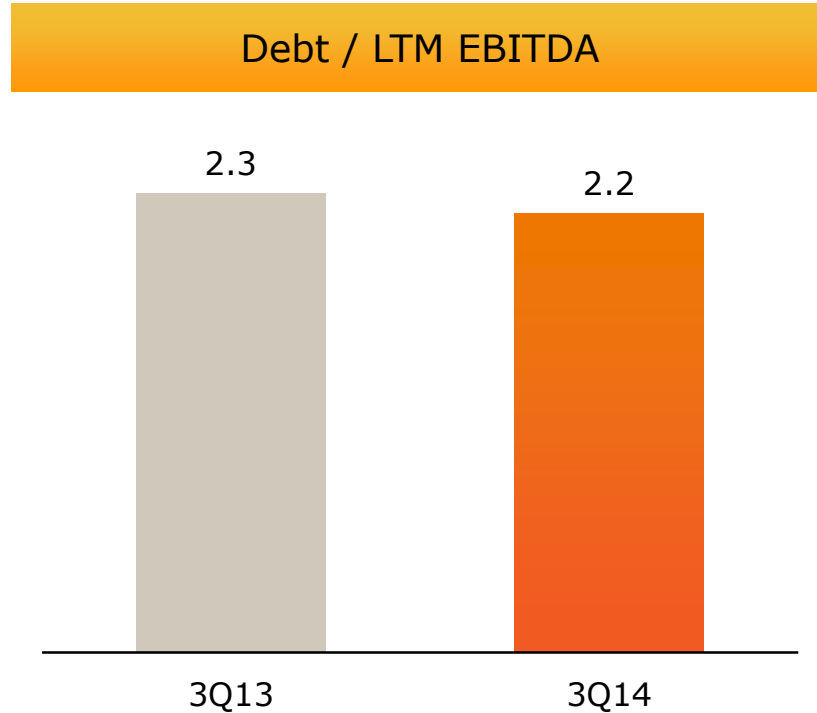
| | |
|--------------------------|-------------------------|
| Bond | USD 300 million |
| Interest rate | 8.625% |
| Issue price | 99.008% |
| 5 year - no call 3 years | |
| Credit rating | Moody's : B1 S&P: B+ |

- A landmark deal marking first ever international bond offering from Bangladesh, even prior to sovereign bond
- Bond proceeds were utilized for repaying existing debt and financing capital expenditures
- A key milestone for Banglalink that diversifies our sources of funding in international capital markets

Debt position

| As at September 30, 2014 | BDT billion | USD million |
|---------------------------------|-------------|-------------|
| Bond | 23.2 | 300 |
| Shareholder loan (subordinated) | 28.7 | 371 |
| Term loan | 1.1 | 14 |
| Vendor loan | 0.3 | 4 |
| Short term loan facilities | 10.7 | 138 |
| TOTAL | 64.0 | 827 |

Leverage



Strong shareholder
commitment with
continued financial,
operational and
technical support

To become the number 1 digital telecom operator

Increased revenue

- Incremental customer acquisitions
 - ▶ Improve online sales – increase market share
 - ▶ Improved customer targeting
 - ▶ Individual customer offerings
- Incremental ARPU
 - ▶ Up and cross sale
- Reduced churn
 - ▶ Strengthen brand and improve customer experience

Reduced OPEX

- Rationalize service operation costs
 - ▶ Reduce costs of customer servicing through self-care
- Reduce cost of top up commission
 - ▶ Lowering expenses for distributors' commissions through MFS
- Minimize distribution costs
 - ▶ Online sale of SIM cards



start something new

Perihane Elhamy

Chief Technical Officer



VimpelCom

A&I Site Visit

Bangladesh

1

Network update

2

Mobile data strategy

3

Operational excellence



Near complete nationwide network coverage

With more than 99% population coverage, Banglalink's network coverage now spans across most parts of the nation enabling higher quality of service and customer satisfaction.

Near 100% coverage as of 3Q14

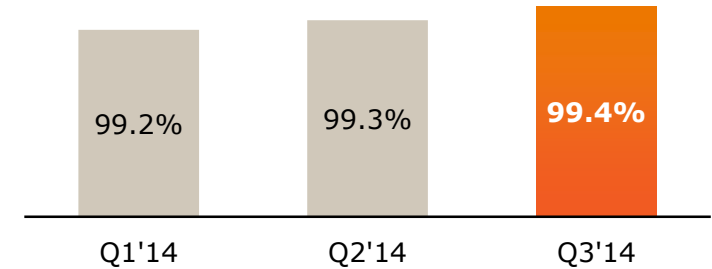
99.2%
Population coverage

86.2%
Area coverage

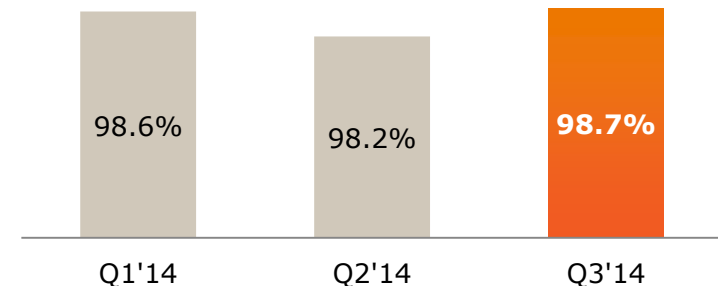


Resulting in superior quality of service

Call retainability*



Call accessibility**



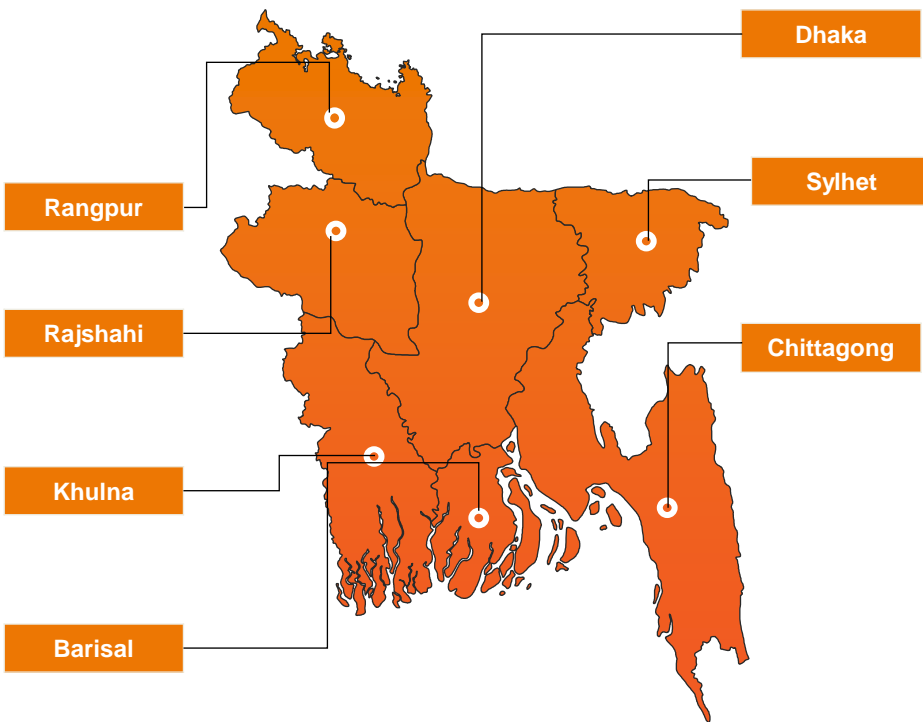
* Retainability: Percentage of calls without call drop

**Accessibility: Call setup success rate

Broadly distributed tower network

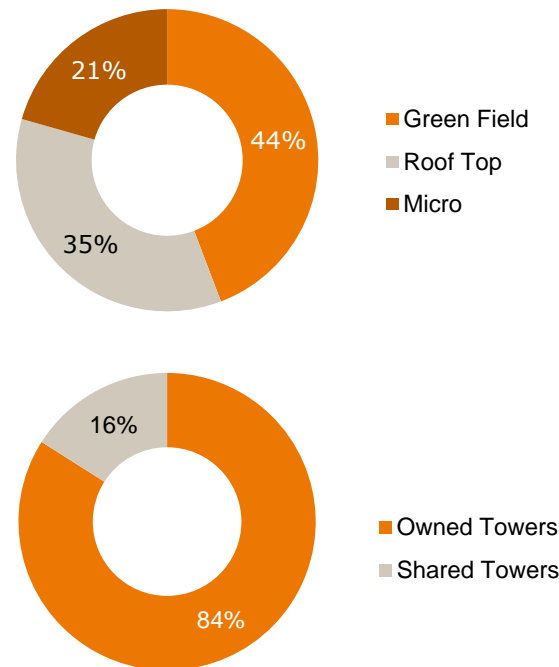
More than 9,000 towers distributed across the nation with 84% directly owned and 16% leased from 3rd parties

>9,000 Nationwide tower network



Broadly distributed tower network across the major regions and key cities

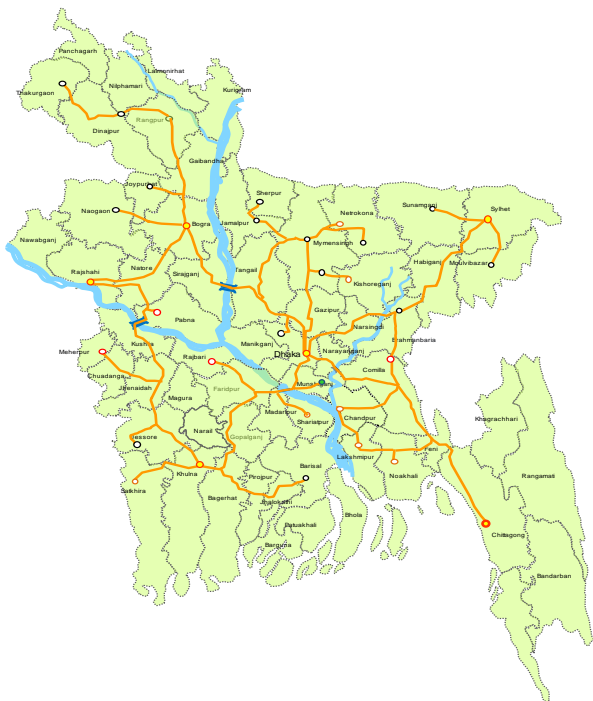
Multiple tower formats



Extensive optical fiber / backbone network

Banglalink has established a comprehensive nationwide transmission network with more than 3,000km of optical fiber and SDH backbone / access rings that has been designed with multiple protection schemes.

Nationwide optical network



■ Rivers
 — Optical Fiber

Comprehensive backbone network



● Core Site
○ TX Nodes
— 3-1/4+0 Long-haul Trunk MW Backbone
- - - 2(1+1) Long-haul Access MW BB

3,200km
Optical fiber ring

8.3km
Submarine cable

- - - Backbone Network
● Core Site
 ○ TX Nodes

Network modernization

Old 2G equipment and 3G preparation triggered network modernization

2G modernization

- 3G ready equipment for access/transmission
- More sites IP-connected
- Better network quality

Dhaka

Traffic

100%

116%

2013

2014

Accessibility

98.3

99.6

2013

2014

Retainability

99.4

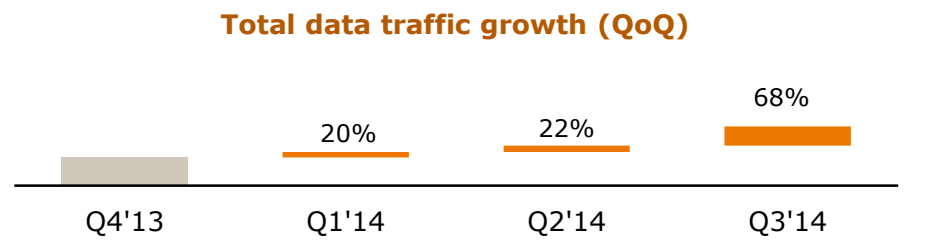
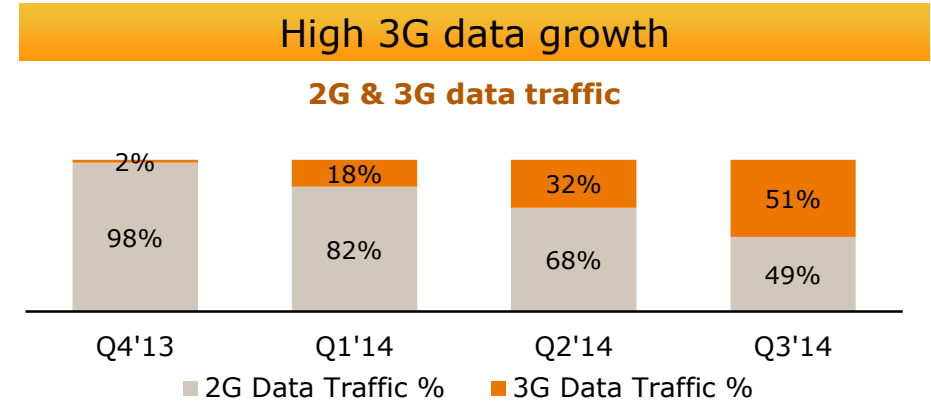
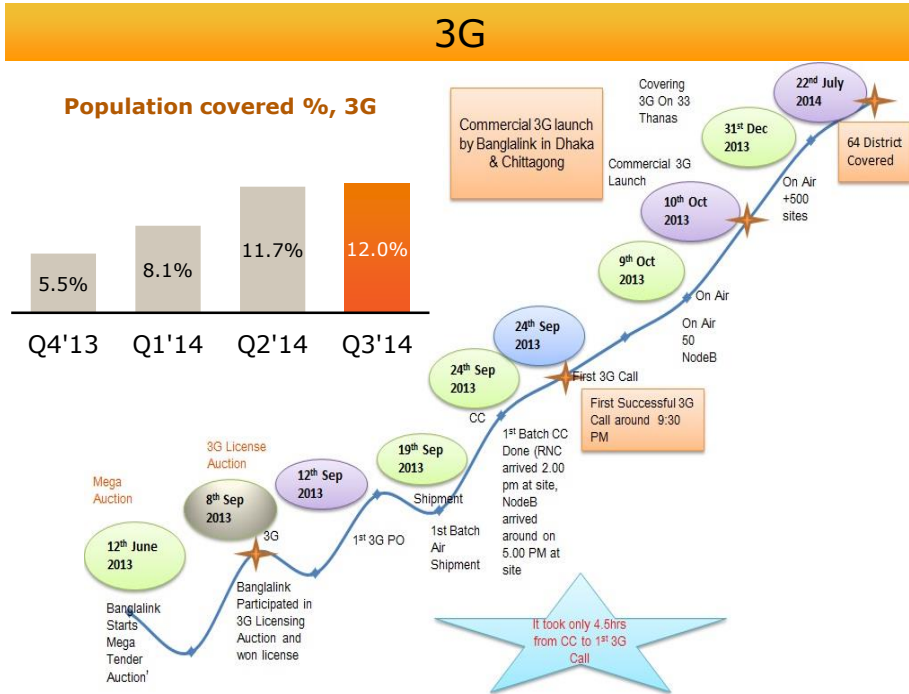
99.6

2013

2014

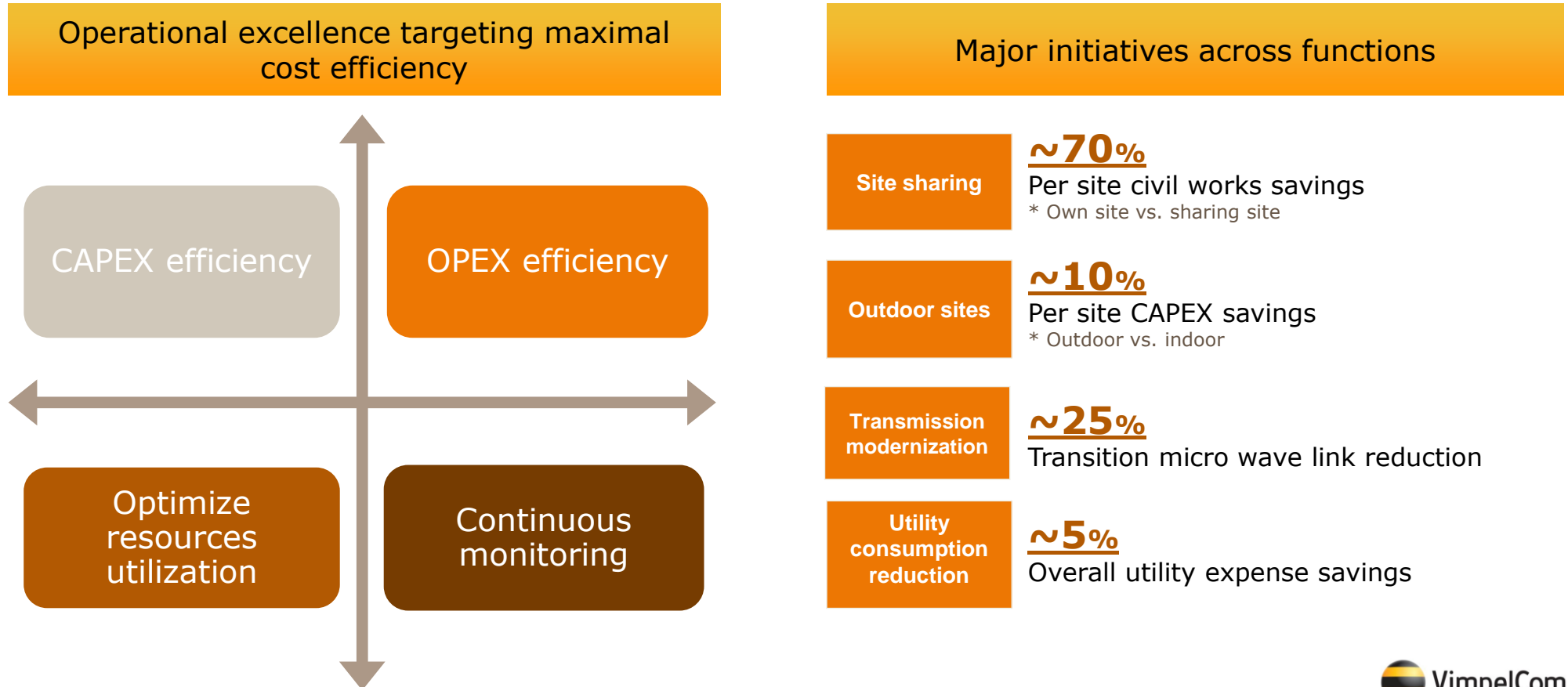
Growth in data mainly driven by 3G

Since commercial launch of 3G in October 2013 there has been significant growth in data traffic



**Fastest 3G network of Bangladesh
Continued strong data traffic growth expected**

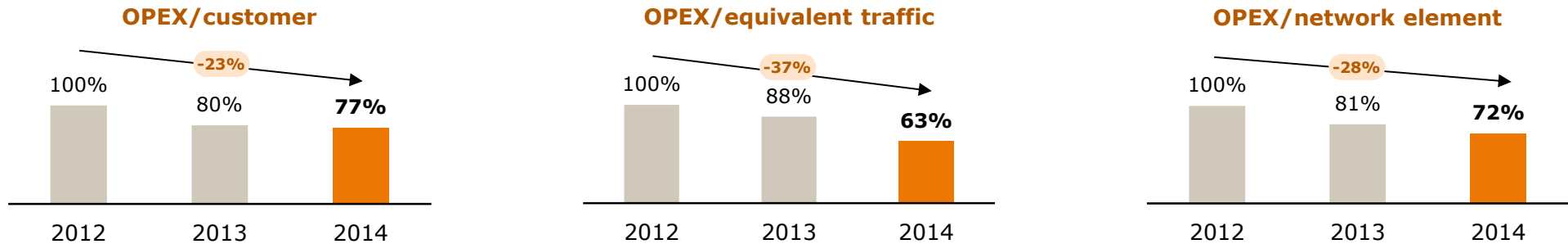
Main areas of operational excellence



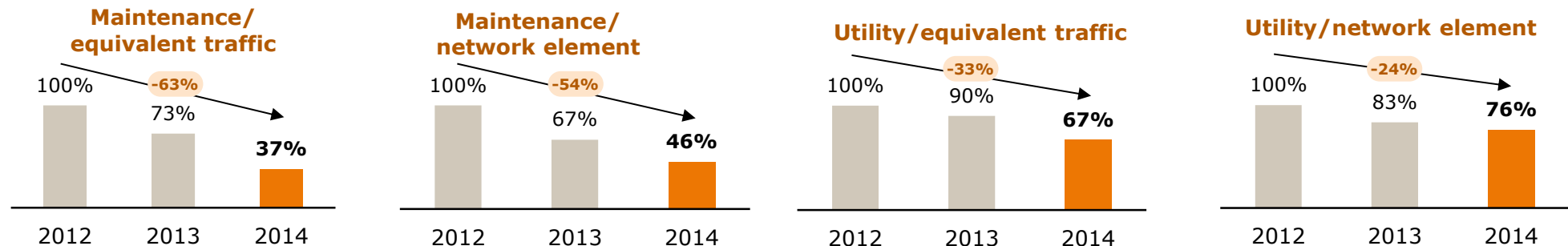
Operational excellence initiatives resulted in direct reduction in operational cost

Through the operational excellence initiatives significant improvement in maintenance and utility cost KPIs achieved

Overall OPEX trend



Maintenance and utility trend



Thank you

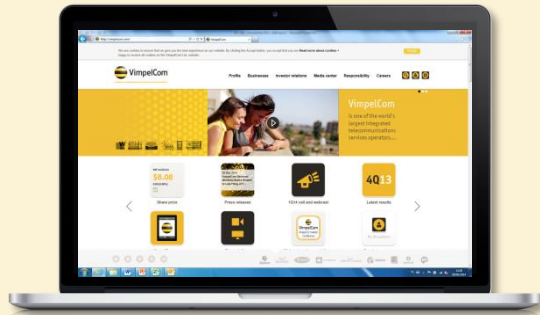
Further information

Investor Relations

Claude Debussylaan 88
1082 MD Amsterdam
The Netherlands
T: +31 20 79 77 234
E: ir@vimpelcom.com

Visit our awards winning website

▶ www.vimpelcom.com ◀



Install VimpelCom's App

▶ [iPad App](#) ◀

