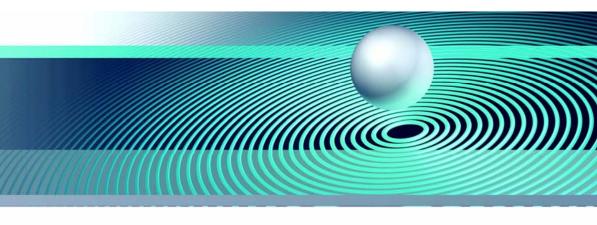
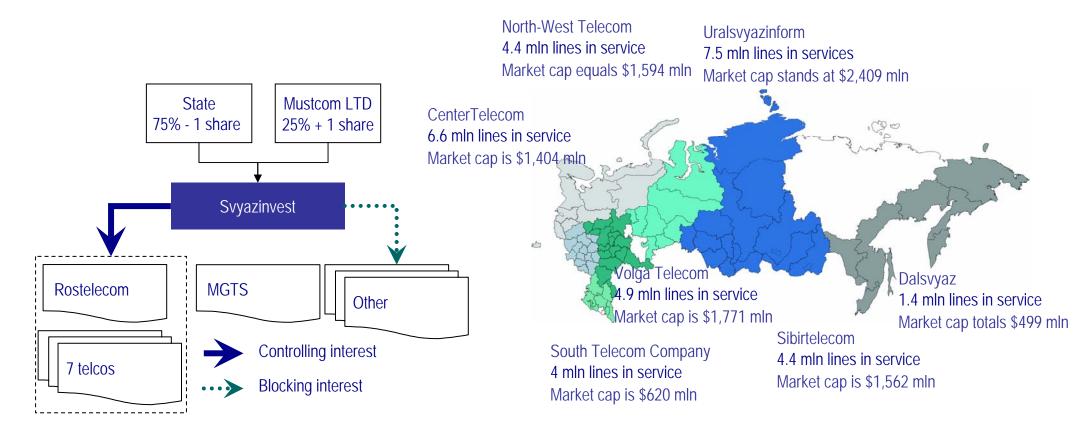
### SVYAZINVEST: INVESTMENT PRIORITIES AND POSSIBILITIES INTERNATIONAL COOPERATION





#### SVYAZINVEST: STRUCTURE AND COVERAGE





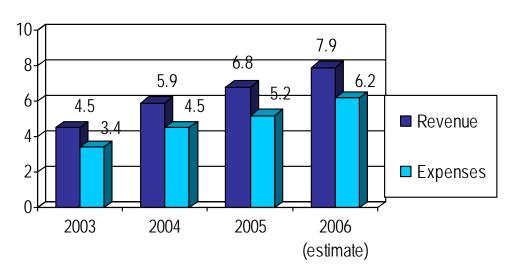
- \_Foundation of Svyazinvest September 18, 1995
- \_Sale of the company's shares to Mustcom July 1997
- \_Corporate integration: 72 telecom entities were consolidated into 7 concerns throughout 2000-2002
- \_Rostelecom owns a powerful backbone network spreading all across Russia. The company's network is around 200,000 km long and the company's market capitalization is \$6,242 mln.
- \_At present, the estimated capitalization of Svyazinvest is some \$8 bln.



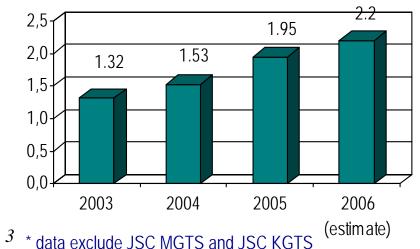
#### KEY ECONOMIC INDICATORS – STABLE GROWTH

# 

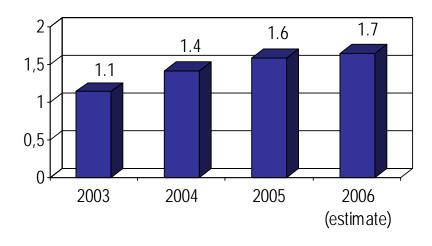
#### REVENUE AND OPERATING EXPENSES \*, USD bln



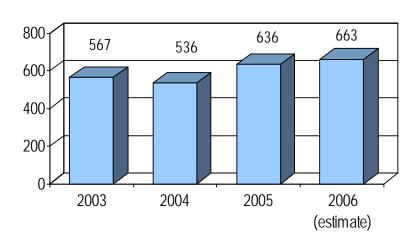
#### EBITDA, USD bln



#### OPERATING INCOME, USD bln



#### NET PROFIT, USD mln

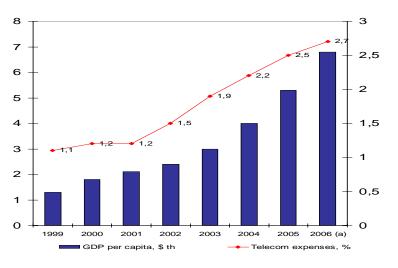




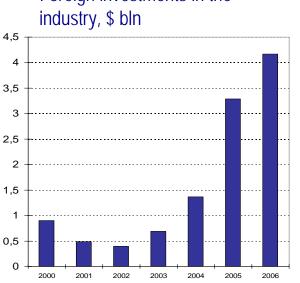
#### TRENDS ON THE TELECOMMUNICATIONS MARKET



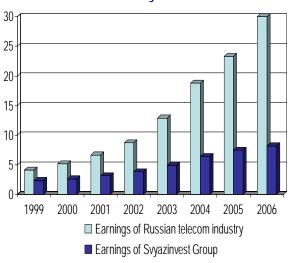
#### Trends in GDP per capita and telecom expenses



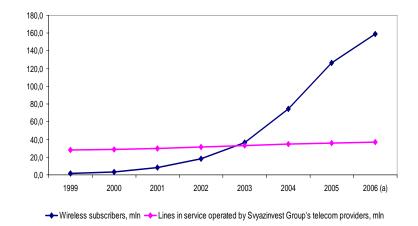
Foreign investments in the



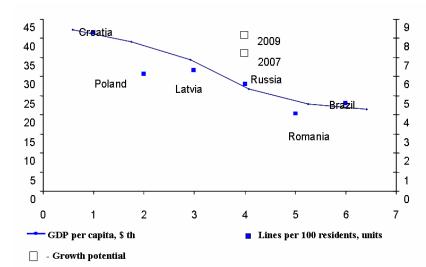
**Earnings of Russian** telecom industry, \$ bln



#### Trends in fixed-line and mobile customer bases



Fixed-line penetration depending on macroeconomic environment

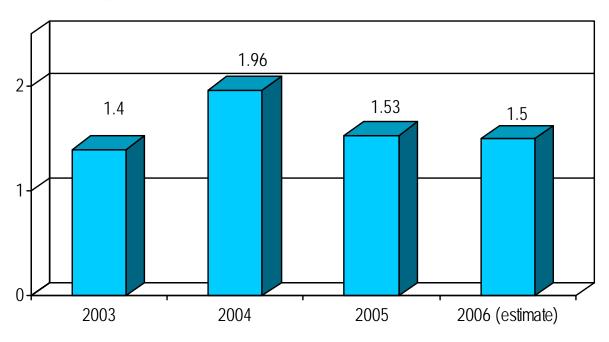




#### BALANCED INVESTMENT POLICY

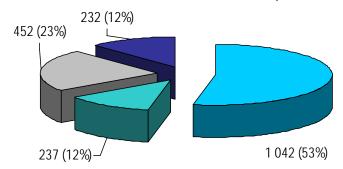
# 

#### CAPEX, USD bln

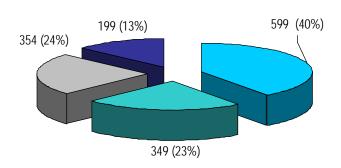




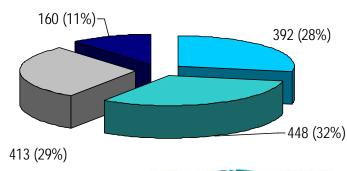
#### STRUCTURE OF 2004 INVESTMENTS, USD mln



#### STRUCTURE OF 2005 INVESTMENTS, USD mln



#### STRUCTURE OF 2006 INVESTMENTS, USD mln

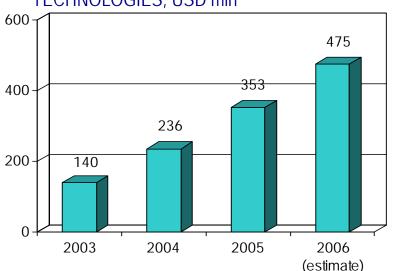




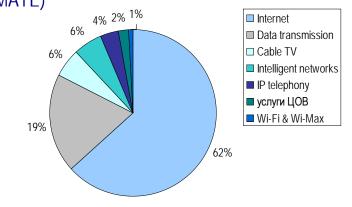
#### STRENGTHENING MARKET POSITIONS IN VAS SEGMENT

# 

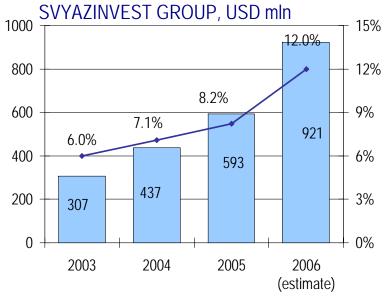
### DYNAMICS OF INVESTMENTS IN VAS AND IT TECHNOLOGIES, USD mln



## VAS REVENUE BREAKDOWN AT SERVICES (ESTIMATE)



### VAS REVENUE IN TOTAL REVENUE OF SVYAZINVEST GROUP, LISD mln

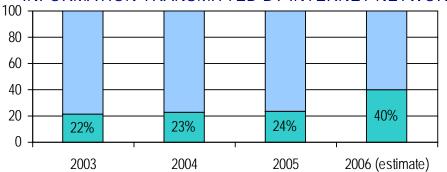




\_According to our estimates, VAS earnings are projected to surge 48% in 2006.

■ VAS revenue → VAS revenue in Group`s total revenue

## SHARE OF INTERNET TRAFFIC VIA xDSL CHANNELS IN TOTAL INFORMATION TRANSMITTED BY INTERNET NETWORK, %



■ by dedicated xDSL channels ■ Internet traffic based on other technologies



## COMPANIES OF SVYAZINVEST GROUP UNDER NEW REGULATION CONDITIONS



#### New conditions and challenges:

- Liberalization of the LD market
- \_New interconnect regulations (incl. tariff regulation)
- \_CPP introduction

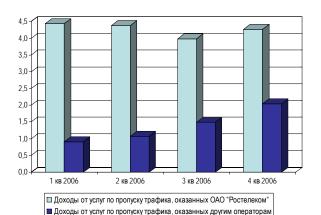
#### Major risks and threats:

- Loss in market share
- \_Decline in telecom tariffs
- \_Subscribers switching from fixed-line operators

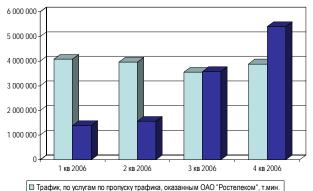
#### OPERATORS SHOW COMPETITIVE EDGE IN NEW CONDITIONS



## RTOs' revenue from traffic merger and transmission, Rb bln



RTOs' traffic transmission services, th min



□ Трафик, по услугам по пропуску трафика, оказанным ОАО "Ростелеком", т.мин.
■ Трафик, по услугам по пропуску трафика, оказанным другим операторам, т.мин.

Additional opportunities from introduction of CPP:

\_RTOs' incremental revenue from zonal services, July 01– December 31, 2006

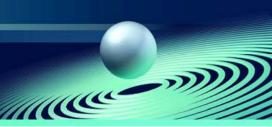
ESTIMATE: \$219 mln

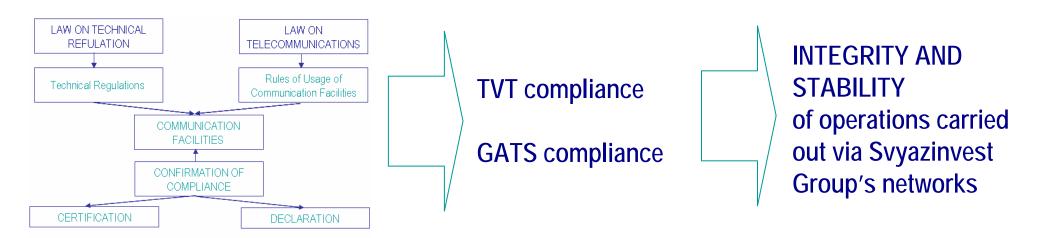
\_RTOs' incremental financials, July 01– December 31, 2006

ESTIMATE: \$ 80 mln

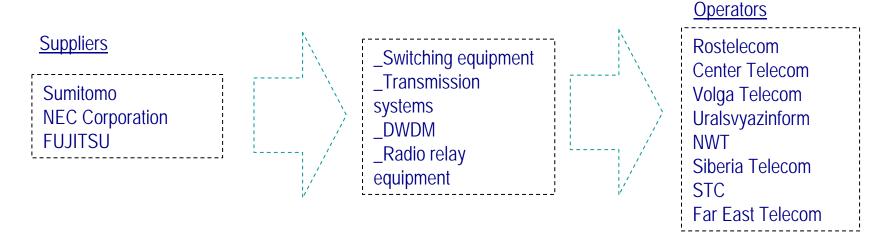


## TRANSPARENT CONDIITONS OF OPERATIONS ON THE TELECOM MARKET: RELATIONS IN EQUIPMENT SUPPLIES





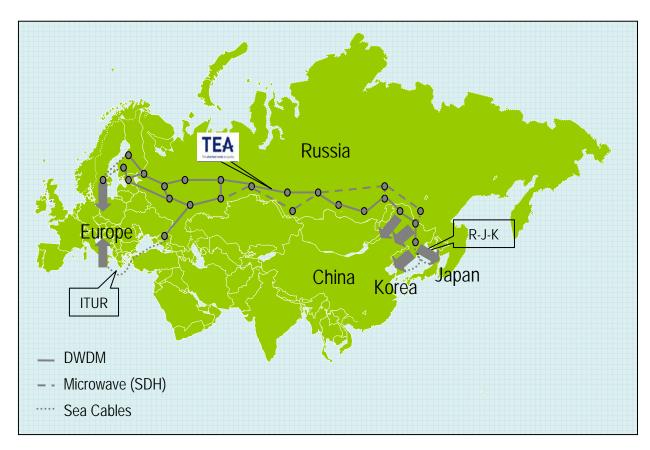
#### Cooperation with Japanese equipment suppliers





# TRANSIT BETWEEN EUROPE AND ASIA – THE SHORTEST AND MOST RELIABLE TRANSCONTINENTAL ROUTE





\_Rostelecom offers high-speed connections to Europe with points of presence in London, Stockholm and Frankfurt.

\_In 2004 Rostelecom completed the upgrade of its backbone network – Moscow-Khabarovsk and Moscow-Novorossiysk.

\_ The operator paved the way for transiting heavy traffic between Europe and Asia using Rostelecom's network Transit between Europe and Asia (TEA).

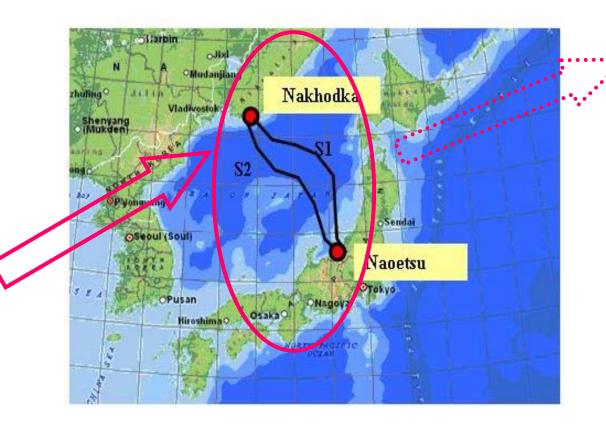
\_Traffic exchange with KDDI and Japan Telecom was organized through FFOTL Russia-Japan-Korea (RJK).



## RUSSIAN-JAPANESE CABLE SYSTEM - A STRATEGIC AREA FOR ROSTELECOM



\_In 2006, a trilateral agreement was signed between Rostelecom, KDDI and NEC Corporation



\_Building an optic underwater cable system on the route Nakhodka-Haoetsu (Japan).

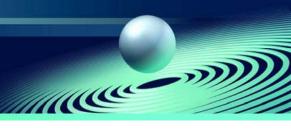
\_The total length of underwater cable is 1,800 km (900km x 2 routes).

\_Transmission capacity is - 640 Gb/sec.

\_The system is based on DWDM 10 Gb/sec technology.

\_Commercial service is to be launched in Q108.







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