

# **UBS Investment Research Key Call: VimpelCom**

# Sawiris' next suitor?

#### ■ VimpelCom reportedly interested in Orascom/Wind

Kommersant has reported that VimpelCom may buy Wind Italy and Orascom, reportedly through a share-based acquisition of parent company Weather. This would give Weather shareholders (Sawiris family and private equity partners) an equity stake of c. 20% in VimpelCom. Given that MTN recently backed away from a deal with Weather which was opposed by Algeria, the position of the government there remains a question: how would the issues in Algeria be resolved?

#### ■ Pakistan/Bangladesh key attractions in our view

We believe there would be good logic in such a deal for VimpelCom: 1) Orascom has derated significantly relative to VimpelCom in recent months, driven by ongoing problems in Algeria; 2) VimpelCom would gain ownership of the no.1 player in Pakistan and no.2 player in Bangladesh – markets where Telenor is the other largest player, potentially allowing for a softening of competition there; 3) other assets such as Mobinil and Tunisiana could be sold if desired (to FT and Qtel respectively).

#### **■** Key questions: Algeria and deal structure

We believe VimpelCom must have clarity on the Algerian situation, or else factor the worst case scenario into the valuation. We are not clear on the attractions of Wind for VimpelCom, and think that if a deal were to be done at the Weather level then another buyer could potentially be brought in for Wind. A further question is whether VimpelCom would make an offer to Orascom minorities.

#### ■ DCF driven valuation of US\$24

VimpelCom remains our top pick in EMEA telecoms.

Highlights (US\$m)	12/08	12/09	12/10E	12/11E	12/12E
Revenues	10,117	8,703	10,447	11,528	12,128
EBIT (UBS)	2,536	2,578	3,436	3,735	3,863
Net Income (UBS)	603	1,122	2,127	2,419	2,612
EPS (UBS, US\$)	0.60	1.11	1.63	1.86	2.01
Net DPS (UBS, US\$)	0.58	0.31	0.79	1.40	1.50
Profitability & Valuation	5-yr hist av.	12/09	12/10E	12/11E	12/12E
Profitability & Valuation EBIT margin %	5-yr hist av. 29.3	<b>12/09</b> 29.6	<b>12/10E</b> 32.9	<b>12/11E</b> 32.4	
					31.9
EBIT margin %	29.3	29.6	32.9	32.4	31.9 28.8
EBIT margin % ROIC (EBIT) %	29.3 34.9	29.6 28.8	32.9 30.9	32.4 27.5	31.9 28.8 4.4
EBIT margin % ROIC (EBIT) % EV/EBITDA (core) x	29.3 34.9 6.6	29.6 28.8 4.8	32.9 30.9 5.4	32.4 27.5 4.7	12/12E 31.9 28.8 4.4 8.4 8.9

Source: Company accounts, Thomson Reuters, UBS estimates. (UBS) valuations are stated before goodwill, exceptionals and other special items. Valuations: based on an average share price that year, (E): based on a share price of US\$16.81 on 12 Aug 2010 09:09 BST

## Alex Wright

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# **Global Equity Research**

Russia

Wireless Communications

12-month rating	Buy * <i>Unchanged</i>
12m price target	US\$24.00 <i>Unchanged</i>
Price	US\$16.81

RIC: VIP.N BBG: VIP UN

#### 12 August 2010

Market cap.         US\$21.9bn           Shares o/s         1,303m (ORD)           Free float         25%           Avg. daily volume ('000)         593	Trading data	
Shares o/s         1,303m (ORD)           Free float         25%           Avg. daily volume ('000)         593	52-wk range	US\$22.47-13.26
Free float 25% Avg. daily volume ('000) 593	Market cap.	US\$21.9bn
Avg. daily volume ('000) 593	Shares o/s	1,303m (ORD)
<b>3</b> , , ,	Free float	25%
Avg. daily value (m) US\$9.5	Avg. daily volume ('000)	593
	Avg. daily value (m)	US\$9.5

Balance sheet data 12/10E	
Shareholders' equity	US\$11.1bn
P/BV (UBS)	2.0x
Net Cash (debt)	(US\$4.88bn)

Forecast returns	
Forecast price appreciation	+42.8%
Forecast dividend yield	4.7%
Forecast stock return	+47.5%
Market return assumption	9.6%
Forecast excess return	+37.9%

#### EPS (UBS, US\$)

	12	/10E	12/09
	UBS	Cons.	Actual
Q1E	0.41	0.32	0.28
Q2E	0.41	0.42	0.69
Q3E	0.41	0.45	0.43
Q4E	0.41	0.43	0.24
12/10E	1.63	1.80	
12/11E	1.86	2.06	



Source: UBS

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www.ubs.com/investmentresearch

# VimpelCom

Income statement (US\$m)	12/05	12/06	12/07	12/08	12/09	12/10E	% ch	12/11E	% ch	12/12E	% ch
Revenues	3,211	4,868	7,171	10,117	8,703	10,447	20.0	11,528	10.3	12,128	5.2
Operating expenses (ex depn)	(1,640)	(2,416)	(3,574)	(5,257)	(4,430)	(5,261)	18.8	(5,792)	10.1	(6,165)	6.4
EBITDA (UBS)	1,571	2,452	3,597	4,860	4,273	5,186	21.4	5,735	10.6	5,963	4.0
Depreciation	(593)	(1,055)	(1,391)	(2,324)	(1,694)	(1,750)	3.3	(2,000)	14.3	(2,100)	5.0
Operating income (EBIT, UBS)	978	1,397	2,206	2,536	2,578	3,436	33.3	3,735	8.7	3,863	3.4
Other income & associates	0	0	0	(1,142)	(447)	(100)	-77.6	(50)	-50.0	(30)	-40.0
Net interest	(138)	(185)	(159)	(424)	(579)	(571)	-1.4	(545)	-4.4	(445)	-18.3
Abnormal items (pre-tax)	0	0	0	0	0	0	-	0		0	-
Profit before tax	840	1,212	2,047	970	1,552	2,765	78.1	3,140	13.6	3,387	7.9
							39.9		13.6		7.9
Tax	(222)	(391)	(594)	(304)	(435)	(608)		(691)		(745)	
Profit after tax	618	821	1,453	666	1,117	2,157	93.0	2,449	13.6	2,642	7.9
Abnormal items (post-tax)	0	0	0	0	0	0	-	0	-	0	-
Minorities / pref dividends	(3)	(8)	(64)	(63)	5	(30)	-	(30)	0.0	(30)	0.0
Net income (local GAAP)	615	813	1,390	603	1,122	2,127	89.6	2,419	13.7	2,612	8.0
Net Income (UBS)	615	813	1,390	603	1,122	2,127	89.6	2,419	13.7	2,612	8.0
Tax rate (%)	26	32	29	31	28	22	-21.5	22	0.0	22	0.0
Pre-abnormal tax rate (%)	26	32	29	31	27	21	-22.5	22	2.0	22	0.7
D l (LICA)	10/05	10/0/	10/07	10/00	10/00	10/105	0/ -1-	10/115	0/ -1-	10/105	0/ -1-
Per share (US\$)	12/05	12/06	12/07	12/08	12/09	12/10E	% ch	12/11E	% ch	12/12E	% ch
EPS (local GAAP)	0.60	0.80	1.36	0.60	1.11	1.63	47.3	1.86	13.7	2.01	8.0
EPS (UBS)	0.60	0.80	1.36	0.60	1.11	1.63	47.3	1.86	13.7	2.01	8.0
Net DPS	0.00	0.00	0.33	0.58	0.31	0.79	154.5	1.40	<i>75.9</i>	1.50	7.7
Cash EPS	1.18	1.83	2.73	2.89	2.78	2.98	7.0	3.39	14.0	3.62	6.6
BVPS	2.69	3.87	5.31	4.34	4.72	8.54	81.0	9.00	5.4	9.50	5.6
Balance sheet (US\$m)	12/05	12/06	12/07	12/08	12/09	12/10E	% ch	12/11E	% c <b>h</b>	12/12E	% ch
Net tangible fixed assets	4,712	6,574	7,715	11,550	10,537	16,178	53.5	16,048	-0.8	15,891	-1.0
Net intangible fixed assets	0	0	0	0	0	0	-	0	-	0	-
Net working capital (incl. other assets)	(401)	(360)	(1,419)	(1,520)	(1,154)	(1,076)	-6.8	(1,027)	-4.5	(1,000)	-2.6
Other liabilities	(910)	(1,225)	(402)	(677)	(816)	(1,405)	72.3	(1,504)	7.0	(1,561)	3.8
Operating invested capital	3,401	4,989	5,895	9,354	8,567	13,696	59.9	13,517	-1.3	13,330	-1.4
Investments	1,087	1,206	1,569	2,784	2,623	2,813	7.2	2,813	0.0	2,813	0.0
Total capital employed	4,488	6,195	7,463	12,138	11,190	16,509	47.5	16,330	-1.1	16,143	-1.1
Shareholders' equity	2,741	3,943	5,412	4,389	4,774	11,120	133.0	11,721	5.4	12,373	5.6
Minority interests	189	258	288	221	511	511	0.0	511	0.0	511	0.0
	2,930	4,201	5,700	4,610			120.1	12,231	5.2		5.3
Total equity					5,284	11,631				12,884	
Net debt / (cash)	1,559	1,994	1,763	7,528	5,906	4,879	-17.4	4,099	-16.0	3,259	-20.5
Other debt-deemed items	0	0	0	0	0	0	-	0	-	0	-
Total capital employed	4,488	6,195	7,463	12,138	11,190	16,509	47.5	16,330	-1.1	16,143	-1.1
Cash flow (US\$m)	12/05	12/06	12/07	12/08	12/09	12/10E	% ch	12/11E	% ch	12/12E	% ch
Operating income (EBIT, UBS)	978	1,397	2,206	2,536	2,578	3,436	33.3	3,735	8.7	3,863	3.4
Depreciation	593	1,055	1,391	2,324	1,694	1,750	3.3	2,000	14.3	2,100	5.0
Net change in working capital	175	(41)	1,060	101	0	0	5.5	2,000	14.5	2,100	5.0
	15	14	(64)	(1,205)	(443)	(130)	-70.6	(80)	-38.5	(60)	-25.0
Other (operating)											
Operating cash flow (pre tax/interest)	1,761	2,425	4,593	3,755	3,830	5,056	32.0	5,655	11.9	5,903	4.4
Net interest received / (paid)	(138)	(185)	(159)	(424)	(579)	(571)	-1.4	(545)	-4.4	(445)	-18.3
Dividends paid	0	0	(332)	(587)	(316)	(1,034)	227.6	(1,819)	75.9	(1,959)	7.7
Tax paid	(222)	(391)	(594)	(304)	(435)	(608)	39.9	(691)	13.6	(745)	7.9
Capital expenditure	(1,142)	(1,297)	(1,312)	(2,077)	(892)	(1,909)	114.1	(1,871)	-2.0	(1,943)	3.8
Net (acquisitions) / disposals	0	0	0	0	0	0	-	0	-	0	-
Other	(3)	(8)	(64)	(1,205)	(443)	(160)	-63.8	(110)	-31.2	(90)	-18.2
Share issues	0	0	0	0	0	0		0		0	-
Cash flow (inc)/dec in net debt	260	552	2,196	362	1,609	904	-43.8	700	-22.6	780	11.5
FX / non cash items	(543)	(988)	(1,964)	(6,128)	13	124	824.5	80	-35.2	60	-25.0
Balance sheet (inc)/dec in net debt	(284)	(436)	232	(5,765)	1,622	1,027	-36.7	780	-24.1	840	7.7
Core EBITDA	1,571	2,452	3,597	4,860	4,273	5,186	21.4	5,735	10.6	5,963	4.0
Maintananaa aanital aynandityya	(AE7)	(F10)	(F2F)	(021)	/257\	/7/ A\	1111	(740)	20	/777\	20
Maintenance capital expenditure	(457)	(519)	(525)	(831)	(357)	(764)	114.1	(748)	-2.0	(777)	3.8
Maintenance net working capital	0	0	0	0	0	0	-	0	-	0	-
Operating free cash flow, pre-tax	1,114	1,933	3,072	4,029	3,916	4,422	12.9	4,987	12.8	5,186	4.0
ource: Company accounts LIDC actimates (LIDC) val	untions are stated hat	ara gaaduill ayaanti	anala and ather anasi	al itama Nata Faraa	ma aammaniaa tha	data rancacanta an	outroot of the fi	// aammanii aaaaiin	to		

Source: Company accounts, UBS estimates. (UBS) valuations are stated before goodwill, exceptionals and other special items. Note: For some companies, the data represents an extract of the full company accounts.

# **Global Equity Research**

#### Russia

Wireless Communications

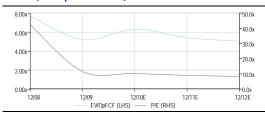
# **VimpelCom**

12-month rating	Buy *
12m price target	US\$24.00

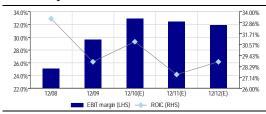
# Company profile

VimpelCom (full name VimpelCom Ltd) is one of the two largest mobile operators in Russia and the CIS. It is registered in Bermuda and has full control of both VimpelCom and Kyivstar. Following the acquisition of Golden Telecom, VimpelCom has substantial fixed line/broadband assets. Russia accounts for almost 80% of group revenues, with Ukraine being the next largest market. The company also has a presence in Kazakhstan, Uzbekistan, Tajikistan, Armenia, Georgia, Cambodia, and Vietnam. The key shareholders in the company are Altimo (part of the Alfa group) and Telenor.

## Value (EV/OpFCF & P/E)



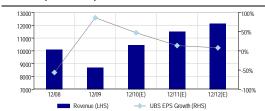
#### **Profitability**



# ROE v Price to book value



#### Growth (UBS EPS)



<sup>\*</sup> Exception to core rating bands; See page6

Valuation (x)	5Yr Avg	12/08	12/09	12/10E	12/11E	12/12E
P/E (local GAAP)	20.8	42.4	11.6	10.3	9.1	8.4
P/E (UBS)	20.8	42.4	11.6	10.3	9.1	8.4
P/CEPS	7.8	8.7	4.6	5.6	5.0	4.6
Net dividend yield (%)	0.7	2.3	2.4	4.7	8.3	8.9
P/BV	3.8	5.8	2.7	2.0	1.9	1.8
EV/revenue (core)	3.3	3.1	2.3	2.7	2.3	2.2
EV/EBITDA (core)	6.6	6.4	4.8	5.4	4.7	4.4
EV/EBIT (core)	11.5	12.2	7.9	8.1	7.2	6.8
EV/OpFCF (core)	8.5	7.7	5.2	6.3	5.4	5.1
EV/op. invested capital	4.0	4.1	2.3	2.5	2.0	2.0
Enterprise value (US\$m)		12/08	12/09	12/10E	12/11E	12/12E

Enterprise value (US\$m)	12/08	12/09	12/10E	12/11E	12/12E
Average market cap	25,784	13,022	21,895	21,895	21,895
+ minority interests	892	892	892	892	892
+ average net debt (cash)	4,646	6,717	5,392	4,489	3,679
+ pension obligations and other	0	0	0	0	0
- non-core asset value	(267)	(267)	(267)	(267)	(267)
Core enterprise value	31,055	20,365	27,913	27,009	26,200

Growth (%)	5Yr Avg	12/08	12/09	12/10E	12/11E	12/12E
Revenue	47.3	41.1	-14.0	20.0	10.3	5.2
EBITDA (UBS)	47.5	35.1	-12.1	21.4	10.6	4.0
EBIT (UBS)	39.3	15.0	1.7	33.3	8.7	3.4
EPS (UBS)	14.7	-56.3	86.1	47.3	13.7	8.0
Cash EPS	43.1	6.1	-3.8	7.0	14.0	6.6
Net DPS	-	78.4	-46.3	154.5	75.9	7.7
BVPS	19.7	-18.3	8.8	81.0	5.4	5.6

Margins (%)	5Yr Avg	12/08	12/09	12/10E	12/11E	12/12E
EBITDA / revenue	49.1	48.0	49.1	49.6	49.8	49.2
EBIT / revenue	29.3	25.1	29.6	32.9	32.4	31.9
Net profit (UBS) / revenue	15.5	6.0	12.9	20.4	21.0	21.5
Return on capital (%)	5Yr Avg	12/08	12/09	12/10E	12/11E	12/12E
EBIT ROIC (UBS)	34.9	33.3	28.8	30.9	27.5	28.8
ROIC post tax	=	22.8	20.9	24.3	21.5	22.5

Net ROE	22.7	12.3	24.5	26.8	21.2	21.7
Coverage ratios (x)	5Yr Avg	12/08	12/09	12/10E	12/11E	12/12E
EBIT / net interest	8.4	6.0	4.4	5.8	6.8	8.6
Dividend cover (UBS EPS)	-	1.0	3.6	2.1	1.3	1.3
Div. payout ratio (%, UBS EPS)	-	97.4	28.1	48.6	75.2	75.0
Net debt / EBITDA	1.0	1.5	1.4	0.9	0.7	0.5

Efficiency ratios (x)	5Yr Avg	12/08	12/09	12/10E	12/11E	12/12E
Revenue / op. invested capital	1.2	1.3	1.0	0.9	0.8	0.9
Revenue / fixed assets	0.9	1.1	0.8	0.8	0.7	0.8
Revenue / net working capital	NM	NM	NM	NM	NM	NM
Investment ratios (x)	5Yr Avg	12/08	12/09	12/10E	12/11E	12/12E
OpFCF / EBIT	1.3	1.6	1.5	1.3	1.3	1.3
Capex / revenue (%)	27.3	20.5	10.2	18.3	16.2	16.0

Capital structure (%)	5Yr Avg	12/08	12/09	12/10E	12/11E	12/12E
Net debt / total equity	75.7	NM	NM	43.9	35.0	26.3
Net debt / (net debt + equity)	43.1	63.2	55.3	30.5	25.9	20.9
Net debt (core) / EV	11.8	15.0	33.0	19.3	16.6	14.0

1.3

0.9

Source: Company accounts, UBS estimates. (UBS) valuations are stated before goodwill, exceptionals and other special items.

Valuations: based on an average share price that year, (E): based on a share price of US\$16.81 on 12 Aug 2010 09:09 BST Market cap(E) may include forecast share issues/buybacks.

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Capex / depreciation

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## VimpelCom

VimpelCom (full name VimpelCom Ltd) is one of the two largest mobile operators in Russia and the CIS. It is registered in Bermuda and has full control of both VimpelCom and Kyivstar. Following the acquisition of Golden Telecom, VimpelCom has substantial fixed line/broadband assets. Russia accounts for almost 80% of group revenues, with Ukraine being the next largest market. The company also has a presence in Kazakhstan, Uzbekistan, Tajikistan, Armenia, Georgia, Cambodia, and Vietnam. The key shareholders in the company are Altimo (part of the Alfa group) and Telenor.

#### **■ Statement of Risk**

The main risks to our forecasts and valuations are changes to the competitive and regulatory environments. Investments in new business areas and geographies introduce a further element of execution risk.

#### ■ Analyst Certification

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#### **UBS Investment Research: Global Equity Rating Allocations**

UBS 12-Month Rating	Rating Category	Coverage <sup>1</sup>	IB Services <sup>2</sup>
Buy	Buy	54%	41%
Neutral	Hold/Neutral	37%	32%
Sell	Sell	9%	24%
UBS Short-Term Rating	Rating Category	Coverage <sup>3</sup>	IB Services <sup>4</sup>
Buy	Buy	less than 1%	22%
Sell	Sell	less than 1%	0%

<sup>1:</sup>Percentage of companies under coverage globally within the 12-month rating category.

Source: UBS. Rating allocations are as of 30 June 2010.

**UBS Investment Research: Global Equity Rating Definitions** 

UBS 12-Month Rating	Definition
Buy	FSR is > 6% above the MRA.
Neutral	FSR is between -6% and 6% of the MRA.
Sell	FSR is > 6% below the MRA.
UBS Short-Term Rating	Definition
Buy	Buy: Stock price expected to rise within three months from the time the rating was assigned because of a specific catalyst or event.
Sell	Sell: Stock price expected to fall within three months from the time the rating was assigned because of a specific catalyst or event.

<sup>2:</sup>Percentage of companies within the 12-month rating category for which investment banking (IB) services were provided within the past 12 months.

<sup>3:</sup>Percentage of companies under coverage globally within the Short-Term rating category.

<sup>4:</sup>Percentage of companies within the Short-Term rating category for which investment banking (IB) services were provided within the past 12 months.

#### **KEY DEFINITIONS**

**Forecast Stock Return (FSR)** is defined as expected percentage price appreciation plus gross dividend yield over the next 12 months.

**Market Return Assumption (MRA)** is defined as the one-year local market interest rate plus 5% (a proxy for, and not a forecast of, the equity risk premium).

**Under Review (UR)** Stocks may be flagged as UR by the analyst, indicating that the stock's price target and/or rating are subject to possible change in the near term, usually in response to an event that may affect the investment case or valuation. **Short-Term Ratings** reflect the expected near-term (up to three months) performance of the stock and do not reflect any change in the fundamental view or investment case.

Equity Price Targets have an investment horizon of 12 months.

#### **EXCEPTIONS AND SPECIAL CASES**

**UK and European Investment Fund ratings and definitions are:** Buy: Positive on factors such as structure, management, performance record, discount; Neutral: Neutral on factors such as structure, management, performance record, discount; Sell: Negative on factors such as structure, management, performance record, discount.

Core Banding Exceptions (CBE): Exceptions to the standard +/-6% bands may be granted by the Investment Review Committee (IRC). Factors considered by the IRC include the stock's volatility and the credit spread of the respective company's debt. As a result, stocks deemed to be very high or low risk may be subject to higher or lower bands as they relate to the rating. When such exceptions apply, they will be identified in the Company Disclosures table in the relevant research piece.

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**UBS Limited:** Alex Wright.

#### **Company Disclosures**

Company Name	Reuters	12-mo rating	Short-term rating	Price	Price date
VimpelCom <sup>16</sup>	VIP.N	Buy (CBE)	N/A	US\$16.81	11 Aug 2010

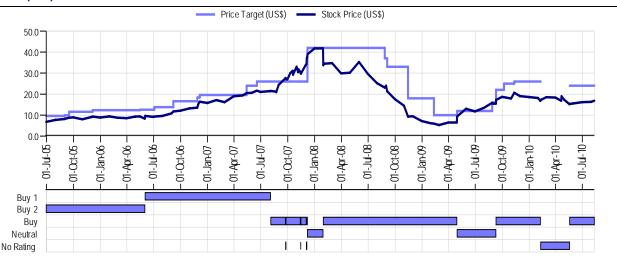
Source: UBS. All prices as of local market close.

Ratings in this table are the most current published ratings prior to this report. They may be more recent than the stock pricing date

16. UBS Securities LLC makes a market in the securities and/or ADRs of this company.

Unless otherwise indicated, please refer to the Valuation and Risk sections within the body of this report.

#### VimpelCom (US\$)



Source: UBS; as of 11 Aug 2010

Note: On August 4, 2007 UBS revised its rating system. (See 'UBS Investment Research: Global Equity Rating Definitions' table for details). From September 9, 2006 through August 3, 2007 the UBS ratings and their definitions were: Buy 1 = FSR is > 6% above the MRA, higher degree of predictability; Buy 2 = FSR is > 6% above the MRA, lower degree of predictability; Neutral 1 = FSR is between -6% and 6% of the MRA, higher degree of predictability; Neutral 2 = FSR is between -6% and 6% of the MRA, lower degree of predictability; Reduce 1 = FSR is > 6% below the MRA, higher degree of predictability; Reduce 2 = FSR is > 6% below the MRA, lower degree of predictability. The predictability level indicates an analyst's conviction in the FSR. A predictability level of '1' means that the analyst's estimate of FSR is in the middle of a narrower, or smaller, range of possibilities. A predictability level of '2' means that the analyst's estimate of FSR is in the middle of a broader, or larger, range of possibilities. From October 13, 2003 through September 8, 2006 the percentage band criteria used in the rating system was 10%.

Additional Prices: Cellcom Israel Ltd, US\$28.35 (11 Aug 2010); Egyptian Mobile Services, E£173.25 (11 Aug 2010); France Telecom, €16.09 (11 Aug 2010); MTN Group Ltd, RCnt11,426 (11 Aug 2010); MTS, US\$21.55 (11 Aug 2010); Orascom Telecom, US\$4.44 (11 Aug 2010); Partner Communications, NIS65.60 (11 Aug 2010); Qatar Telecom, QR166.00000 (11 Aug 2010); Turkcell, US\$14.76 (11 Aug 2010); Vodacom Group Ltd, RCnt6,190 (11 Aug 2010); Source: UBS. All prices as of local market close.

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