

MTS GROUP TODAY

\\ Moving to the ecosystem of digital businesses



TELECOM

- Mobile communications market **leader**
- Continuous improvement of **coverage and network** quality
- Active **5G** testing

>80
million
mobile-
communications
subscribers



CLOUD AND DIGITAL SOLUTIONS

- Focus on gaining a share in the fast-growing **cloud market**
- The largest network of the Internet of Things of the **NB-IoT** standard in Russia
- Development of industrial **automation** solutions

>700 **62**
corporate customers of #CloudMTS
regions covered by NB-IoT network



FINTECH

- Fast **portfolio** growth and controlled risk level
- Using **cross-selling** opportunities
- Using **Big Data**

~2.1 **top**
million **5**
active users of the bank
Russian banks in terms of loan portfolio growth



MEDIA

- **Strong positions in distribution:** cable and IP TV, satellite signal and mobile TV
- **Diversified** Content Strategy

~4 **top**
million **3**
TV users
by TV subscribers in Russia (IPTV, satellite and cable TV)



NEW BUSINESS DIRECTIONS

- In its digital-oriented work, MTS actively uses Big Data analytics, AI-based solutions, and marketing tools and implements a single ID, end-to-end loyalty programs, and CRM



OPERATIONAL INDICATORS

\\ Penetration of smartphones
in MTS network

74.5%

\\ Revenue from system integration

10.3
billion rubles

+39.2% vs 2018

\\ Revenues from new business directions
(e-sports, ticket services, etc.)

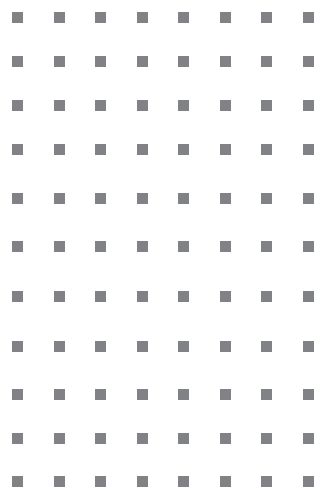
1.5
billion rubles

+20.5% vs 2018

\\ Dividend payments in 2019
to the sum of

28.66
rubles per share

+yield of 7.6 rubles per share as a part
of redemption program



FINANCIAL INDICATORS

\\ Consolidated revenue

476.1
billion rubles

5.5% vs 2018

\\ OIBDA

210.3
billion rubles

2.8% vs 2018

\\ OIBDA profitability

44.2%

\\ TOTAL
NET PROFIT

54.2
billion rub.

+7.9× vs 2018