

MOBILE TELESYSTEMS OJSC  
Form 6-K  
April 05, 2004

## **FORM 6-K**

# **UNITED STATES SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**Report of Foreign Issuer  
March 30, 2004**

**Pursuant to Rule 13a-16 or 15d-16 of  
the Securities Exchange Act of 1934**

Commission file number: 333-12032

## **Mobile TeleSystems OJSC**

(Exact name of Registrant as specified in its charter)

**Russian Federation**

(Jurisdiction of incorporation or organization)

**4, Marksistskaya Street  
Moscow 109147  
Russian Federation**

(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.

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Form 20-F  Form 40-F

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

Yes  No

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

**MOBILE TELESYSTEMS OJSC**

By: Vassily Sidorov  
Name: Vassily Sidorov  
Title: President/CEO

Date: **March 30, 2004**

**FINANCIAL RESULTS FOR THE FOURTH QUARTER AND  
FULL-YEAR ENDED DECEMBER 31, 2003**

**Highlights:**

**Revenues up 87% year-on-year to \$2.55 billion**

**Net income increased by 87% year-on-year to \$517.2 million**

**MTS consolidated subscriber base\* is over 19.12 million customers, of which 15.28 million are in Russia and 3.84 million in Ukraine**

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*\*as of March 28, 2004*

**Moscow, Russian Federation March 30, 2004** Mobile TeleSystems OJSC ( MTS - NYSE: MBT), the largest mobile phone operator in Russia and Ukraine, today announces its financial and operating results for the fourth quarter and full-year ended December 31, 2003(1).

Revenues for the year ended December 31, 2003 were \$2.55 billion, a year-on-year increase of 87.0%. Fourth quarter revenues were \$771.7 million, an 88.5% increase on the same quarter in 2002 and a 6.8% increase on the previous quarter.

Net income for the full year 2003 was \$517.2 million, up 86.6% on the previous year. Fourth quarter net income was \$152.7 million, a 79.3% increase on the same quarter in 2002 and down 1.9% compared to the previous quarter.

In 2003, OIBDA(2) was up 98.6% compared to the previous year to \$1.34 billion, giving an OIBDA margin of 52.6%. Fourth quarter OIBDA was \$400.6 million, a 119.2% increase on the same quarter in 2002 and a 3.2% increase on the previous quarter. OIBDA margin in the fourth quarter was 51.9% and 52.6% for the full-year 2003.

**Financial Highlights (Unaudited)**

US\$ million	Q4 2003	Q3 2003	Change Q-on-Q	FY 2003	FY 2002	Change Y-on-Y
Revenues	771.7	722.4	6.8%	2 546.2	1 361.8	87.0%
Operating income	272.8	274.8	-0.7%	922.6	464.4	98.7%
<i>Operating margin</i>	<i>35.3%</i>	<i>38.0%</i>		<i>36.2%</i>	<i>34.1%</i>	
Net income	152.7	155.7	-1.9%	517.2	277.1	86.6%
OIBDA	400.6	388.1	3.2%	1 338.5	674.1	98.6%
<i>OIBDA margin</i>	<i>51.9%</i>	<i>53.7%</i>		<i>52.6%</i>	<i>49.5%</i>	

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(1) Based on unaudited consolidated financial statements prepared in accordance with accounting principles generally accepted in the United States of America.

(2) See Attachment A for definitions of OIBDA and OIBDA margin and reconciliations to operating income and operating margin, respectively.

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As of December 31, 2003, MTS' consolidated subscriber base was approximately 16.72 million. During 2003, the subscriber base increased by approximately 10.08 million, of which 7.71 million were added through the organic growth of the Company's business, 1.82 million through the acquisition of UMC in Ukraine and approximately 553,000 through the acquisitions of a number of local mobile operators in Russia. In addition, MTS' unconsolidated subsidiaries in Russia serviced 123,115 subscribers<sup>(3)</sup> and Mobile TeleSystems LLC, a mobile operator in Belarus in which MTS has a 49.0% stake, serviced approximately 464,783 subscribers.

As of March 28, 2004, MTS' consolidated subscriber base was comprised of approximately 19.12 million customers, of which 15.28 million were in Russia and 3.84 million were in Ukraine. In addition, MTS' unconsolidated subsidiaries in Russia serviced 160,900 subscribers and Mobile TeleSystems LLC serviced 588,170 subscribers in Belarus.

The significant year-on-year increase in MTS' revenues was driven by strong organic growth as well as by the acquisitions of UMC in Ukraine and several local mobile operators in Russia. The Company's disciplined approach to controlling costs helped to deliver an OIBDA margin of 52.6% for 2003, an increase from 49.5% in 2002.

MTS' capital expenditures on property, plant and equipment during the fourth quarter of 2003 totaled \$278.2 million (of which \$78.6 million was spent in Ukraine<sup>(4)</sup>), bringing its total capital expenditures on property, plant and equipment for 2003 to \$839.2 million (\$651.6 million in Russia and \$187.6 million in Ukraine). In addition, MTS spent \$44.9 million on purchases of intangible assets during the fourth quarter of 2003 (of which \$37.3 million was spent in Ukraine), bringing its total expenditures on intangible assets during 2003 to \$119.6 million (of which \$58.7 million was spent in Ukraine).

During 2003, MTS spent \$702.2 million, net of cash acquired, on acquisitions of other mobile phone operators, including \$330.6 million for UMC in Ukraine<sup>(5)</sup>, \$156.0 million for acquisitions of controlling interests in other mobile operators in Russia, \$180.6 million on acquiring additional stakes in certain existing MTS subsidiaries in Russia and \$35.0 million on the acquisition of non-controlling stakes in mobile operators in Russia.

MTS made additional advances of \$6.9 million in the fourth quarter of 2003 to its unconsolidated subsidiary in Belarus, Mobile TeleSystems LLC, bringing its total net investment in Mobile TeleSystems LLC in 2003 to \$24.9 million, including MTS' equity in net losses of Mobile TeleSystems LLC of \$1.5 million.

MTS' total debt<sup>(6)</sup> at the end of 2003 was \$1.66 billion, while its net debt<sup>(7)</sup> was at \$1.32 billion.

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(3) MTS owns 50% stakes in Primtelefon, a local mobile operator in the Far Eastern and Siberian parts of Russia, and in Volgograd Mobile and Astrakhan Mobile, local mobile operators in the Volga part of Russia. MTS does not consolidate these companies.

(4) MTS began to consolidate Ukrainian Mobile Communications (UMC), its Ukrainian subsidiary, into its financial statements from the date of acquisition, effective March 1, 2003.

(5) Net of \$27.5 million of notes issued and \$16.8 million of cash acquired.

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(6) Total debt is comprised of the current portion of long-term debt, current capital lease and finance obligations, long-term debt, and long-term capital lease and finance obligations.

(7) Net debt is the difference between the total debt and cash and cash equivalents and short-term investments. See Attachment B for reconsolidation of net debt to our consolidated balance sheet.

**Operational Highlights**

	Q1 2003	Q2 2003	Q3 2003	Q4 2003	FY 2003	FY 2002
Total subscribers, end of period (mln)	9.42	11.34	13.89	16.72	16.72	6.64
Russia (mln)	7.60	9.32	11.34	13.37	13.37	6.64
Ukraine (mln)	1.82	2.02	2.55	3.35	3.35	
Unconsolidated subsidiaries in Russia(8)			114,372	123,115	123,115	
MTS Belarus(9)	83,200	170,200	308,916	464,783	464,783	42,525
<b>Russia</b>						
ARPU (US\$)	\$ 18.5	\$ 18.7	\$ 18.8	\$ 16.3	\$ 17.1	\$ 22.9
MOU (minutes)	148	162	159	140	144	159
Churn rate (%)	11.6	11.0	12.3	12.5	47.3	33.9
SAC per gross additional subscriber (US\$)	\$ 30	\$ 27	\$ 23	\$ 24	\$ 26	\$ 35
<b>Ukraine</b>						
ARPU (US\$)	\$ 15.9	\$ 17.2	\$ 17.8	\$ 15.4	\$ 15.1	
MOU (minutes)	87	97	110	114	97	
Churn rate (%)	8.9	5.5	4.6	6.5	23.8	
SAC per gross additional subscriber (US\$)	\$ 51	\$ 37	\$ 34	\$ 26	\$ 32	

*Notes:* All information on Ukraine is for ten months of 2003, from March 1 to December 31, excluding the churn rate, which is for the full-year 2003

*See Attachment C for definitions of ARPU, MOU, Churn and SAC*

**MTS Operations in Russia**

As of December 31, 2003, MTS consolidated subscriber base in Russia was approximately 13.37 million, of which 5.88 million were enrolled in the Company's pre-paid *Jeans* tariff plans. According to AC&M-Consulting, an independent market research company, MTS retained its leading market share of 37% of the mobile communication market in Russia in 2003.

(8) MTS owns 50% stakes in Primtelefon, a local mobile operator in the Far Eastern and Siberian parts of Russia, and in Volgograd Mobile and Astrakhan Mobile, local mobile operators in the Volga part of Russia. MTS does not consolidate these companies.

(9) MTS owns a 49% stake in Belarus operator Mobile TeleSystems LLC, which is not consolidated.





Revenues and net income from MTS operations in Russia during the fourth quarter of 2003 were \$630.5 million(10) and \$129.7 million, respectively, compared to \$604.0 million(11) and \$129.1 million in the third quarter of 2003.

The Company's average monthly revenue per user (ARPU) in Russia decreased in the fourth quarter of 2003 to \$16.3 compared to \$18.8 in the third quarter of 2003. Average monthly minutes of usage per subscriber (MOU) in the fourth quarter of 2003 were 140 minutes compared to 159 minutes in the third quarter of 2003. The decline in usage could be mainly attributed to the increased share of mass-market subscribers in the customer mix.

The Company's subscriber acquisition cost (SAC) per gross additional subscriber in Russia in the fourth quarter of 2003 increased to \$24 compared to \$23 in the third quarter of 2003. This increase was primarily due to a number of significant advertising activities during the fourth quarter. At the same time SAC declined significantly on a year-on-year basis from \$35 in 2002 to \$26 in 2003, owing to the lower costs of attracting mass-market subscribers and increased economies of scale.

As reported earlier, MTS had a 47.3% churn rate in Russia in 2003. Such relatively high churn rate is mainly determined by the absence of term contracts, zero connection fees, in addition to the comparatively unique and dynamic market conditions in Russia whereby mobile operators regularly introduce new tariffs, prompting customers to migrate more frequently between providers or tariff plans. This year MTS is launching a number of nationwide subscriber retention programs aimed at increasing customer loyalty and potentially reducing churn levels.

#### **MTS Operations in the Ukraine**

As of December 31, 2003, MTS provided services to 3.35 million subscribers in Ukraine, of which 79.4% were enrolled in the Company's pre-paid tariff plans. MTS is the leader in Ukraine with a market share of 51% as of December 31, 2003, according to AC&M-Consulting.

MTS operations in Ukraine contributed \$142.5 million to the Company's revenues and \$23.0 million to net income during the fourth quarter of 2003 compared to \$121.1 million and \$26.6 million in the third quarter of 2003. Between March 1, 2003 to December 31, 2003 Ukrainian operations contributed \$394.0 million to MTS revenues and \$67.4 million to the net income. MTS ARPU in Ukraine in the fourth quarter of 2003 declined to \$15.4, compared to \$17.8 in the third quarter of 2003, largely due to the significant increase in the number of subscribers in December 2003. Usage was up to 114 minutes from 110 minutes in the third quarter of 2003, mainly as a result of increased affordability in services as tariffs were lowered and improvements in network coverage and quality.

MTS SAC per gross additional subscriber in Ukraine in the fourth quarter of 2003 was at \$26, which is a decrease from \$34 reported in the third quarter of 2003. Similar to the trends experienced by MTS in Russia, the decrease in the subscriber acquisition costs in Ukraine was largely attributable to the lower costs of attracting mass-market subscribers and increased economies of scale.

Commenting on the results, Vassily Sidorov, President and CEO of MTS, said: "2003, the year of MTS 10th anniversary, has been remarkable for the Company. We expanded into new markets, significantly increased our subscriber base and again achieved impressive financial results. MTS has been the main beneficiary of the explosive growth in all of the markets in which the Company operates, driven by a continuous improvement in economic conditions and disposable incomes, combined with the fact that mobile telephones have become an essential part of everyday life."

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(10) Excluding intercompany eliminations of \$1.3 million.

(11) Excluding intercompany eliminations of \$2.7 million.

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For further information contact:

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Mobile TeleSystems OJSC ( MTS ) is the largest mobile phone operator in Russia and Ukraine. Together with its subsidiaries, the company services over 19.1 million subscribers. The regions of Russia, as well as Belarus and Ukraine, in which MTS and its subsidiaries are licensed to provide GSM services, have a total population of approximately 200.6 million. Since June 2000, MTS shares have been listed on the New York Stock Exchange with the ticker symbol MBT. Additional information about MTS can be found on MTS website at [www.mtsgsm.com](http://www.mtsgsm.com).

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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 MTS, as defined in the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. You can identify forward looking statements by terms such as expect, believe, anticipate, estimate, intend, will, could, may or might the terms or other similar expressions. We wish to caution you that these statements are only predictions and that actual events or results may differ materially. We do not intend to update these statements to reflect events and circumstances occurring after the date hereof or to reflect the occurrence of unanticipated events. We refer you to the documents MTS files from time to time with the U.S. Securities and Exchange Commission, specifically, the Company's most recent Form 20-F. These documents contain and identify important factors, including those contained in the section captioned Risk Factors, that could cause the actual results to differ materially from those contained in our projections or forward-looking statements, including, among others, potential fluctuations in quarterly results, our competitive environment, dependence on new service development and tariff structures; rapid technological and market change, acquisition strategy, risks associated with telecommunications infrastructure, risks associated with operating in Russia, volatility of stock price, financial risk management, and future growth subject to risks.

**Attachments to the Fourth Quarter and Full-Year 2003 Earnings Press Release**

**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 a