Beeline® Business | PJSC «VimpelCom»
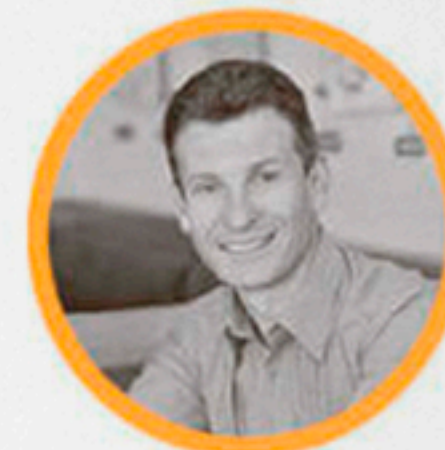## Company info

The board

Shell Yonsen
CEO

Aleksandr Krupnov
President

Artashes Sivkov
Executive Vice-President,
Corporate Business Development

Martin Shkop
Executive Vice-President,
Infrastructure Development

Aleksandr Popovskiy
Executive Vice-President,
Corporate Strategy and
Business Development

Mareck Slachik
Executive Vice-President,
Marketing and Sales

Sergey Rubzov
Regional director,
Moscow region

Nataly Allbrecht
Executive Vice-President,
Staff Management

Anton Bekov
Executive Vice-President,
Legal Issues and Corporate
Relations

Juriy Smagarinskiy
Executive Vice-President, Sales
and Distribution Development

Development of mobile network

LTE running: 75/85 branches

▶ The 4G network will be launched in 80 branches in 2017

📶 Growth of 3G bandwidth up to 50%

⚙ Network modernization > 30 branches of the VK

📞 Coverage of 2G is improved by 20%

✓ Ready for LTE-A launch

● 2013-2016   ● 2017   ● 2018-2019

«Beeline» Business - The Largest Fixed Operator in Russia and CIS
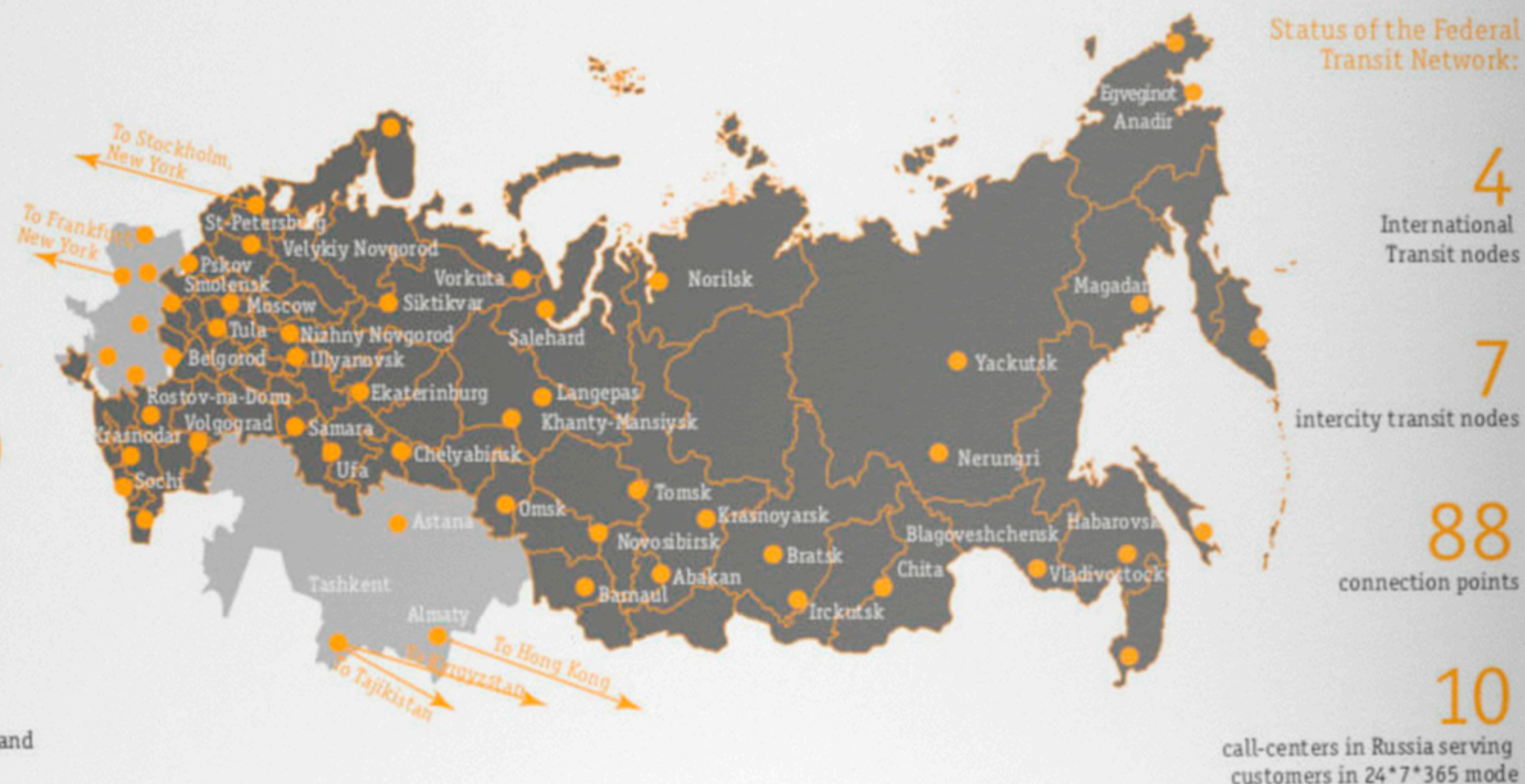
30% of Russian Internet traffic

87 000 Km of FOCL network

Leading positions in the business market —

200 000 Corporate clients

More than **70** Products for business

More than **60** thousand nodes of network access

Status of the Federal Transit Network:

4 International Transit nodes

7 intercity transit nodes

88 connection points

10 call-centers in Russia serving customers in 24*7*365 mode

Map labels: To Stockholm, New York; To Frankfurt, New York; St-Petersburg; Velykiy Novgorod; Pskov; Smolensk; Moscow; Tula; Belgorod; Ulyanovsk; Niahny Novgorod; Rostov-na-Donu; Ekaterinburg; Volgograd; Samara; Krasnodar; Sochi; Ufa; Chelyabinsk; Omsk; Tomsk; Krasnoyarsk; Novosibirsk; Bratsk; Barnaul; Irckutsk; Chita; Blagoveshchensk; Habarovsk; Vladivostock; Astana; Tashkent; Almaty; To Hong Kong; To Tajikistan; Khanty-Mansiysk; Salehard; Langepas; Norilsk; Yackutsk; Nerungri; Magadan; Egveginot; Anadir; Vorkuta; Siktikvar; Abakan

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Functional business solutions for corporations

Sales of LPR
Big Data (targeting); lead generation; recording of conversations (OATS) MP (Business messenger); VOIP

Finances of LPR
CRF/IOT; Scoring; Account analyzer; Separation of personal and work traffic; IaaS

Logistic of LPR
M2M; Unitary monitoring; FMC/FMTM

HR of LPR
My company; In two Accounts; Mobile budget; Mob. Agreement; SMS messaging

Marketing of LPR
Big Data(targeting); Smart Wi-Fi; lead generation; SMS Newsletters; recording of conversations (OATS); MP(messenger)

IT Infrastructure of LPR
Integrated telephony; «Rent of a workplace»; Internet channels; VPN+BackUp; Mob.Smart WiFi Agreement; DDoS/FMC/IAAC; VOIP/OATS; M2M/IoT equipment

Maintenance of LPR
8-800, VOIP; Recording of conversations(OATS); SMS Newsletters; MP (messenger)

Safety(Incl. informational)of LPR
CCTV; DDoS Protection; DTM; MDM; Recording of conversations (OATS)

CEO strategy of LPR
New business opportunities; Partnership; Big Data; BP Optimization; Employees effectiveness;

Other departments of LPR
Outsourcing of non-standart projects on a «turn - key» basis