

# Number of Cellular Users Up 5% in April

Friday, 14 May 2004 17:11

April is historically on par or weaker than March in terms of cellular sales. The total net adds in Russia were 2.1 mln vs. 2.4 mln a month ago (1.1 mln a year ago in April 2003). The penetration in the country surpassed 30%, a twofold increase Y-o-Y.

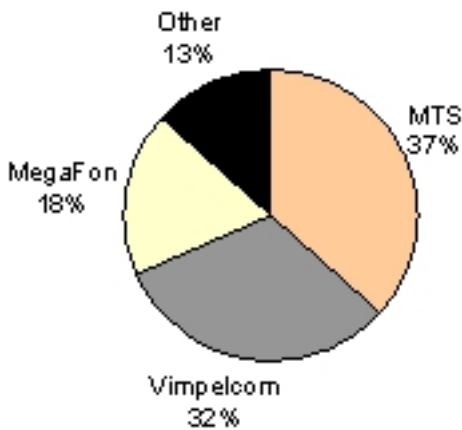
MTS outperformed competitors in Moscow area while Vimpelcom demonstrated the best performance in regional sales. MegaFon's final steps to 'clean' the subscriber base by introducing stricter churn policies in its subsidiaries across Russia resulted in rather weak performance in April, though the company's additions in Moscow were stable with subscriber base exceeding 1 mln in the capital as of April 30.

## Russian Mobile Subscribers

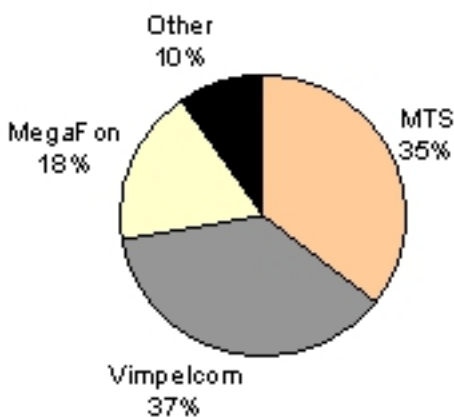


Russian Cellular

## Market Breakdown, April 2004



## Russian Net Additions, April 2004



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### Top 10 Mobile Operators

#	Company	April 30, 2004	March 31, 2004
1	MTS	21,000,514	9,950,000
Moscow	5,605,849	5,390,000	
Ukraine (UMC)	4,103,798	3,849,000	
Belarus	636,000	593,000	
2	Vimpelcom	14,125,000	13,398,000
Moscow	5,150,000	4,094,000	
3	MegaFon	8,128,165	7,417,300
Moscow	1,002,315	842,377	
Tajikistan	16,500	16,000	
4	Uralsvyazinform	1,395,389	1,338,811
5	SMARTS Group	1,317,000	1,265,000
6	Sibirtelcom	604,700	599,800
7	N Novgorod Cellular	37,798	40,081
8	Dal Telecom International	26,448	258,411
9	Ekaterinburg Cellular Corp	26,189	265,137
10	New Telephone Company	60,714	53,895

### Moscow and St.Petersburg

#### Moscow License Area

MTS leapfrogged over Vimpelcom in April winning 55% of all net additions. Vimpelcom still remains the leader with 6.15 mln subscribers leading by 0.5 mln users compared to its main rival, MTS. MegaFon finally reached 1 mln milestone in Moscow earning visible 18% of new users.

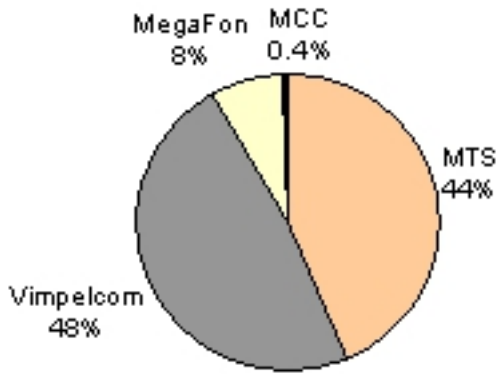
#### Moscow Market Breakdown

April 30, 2004

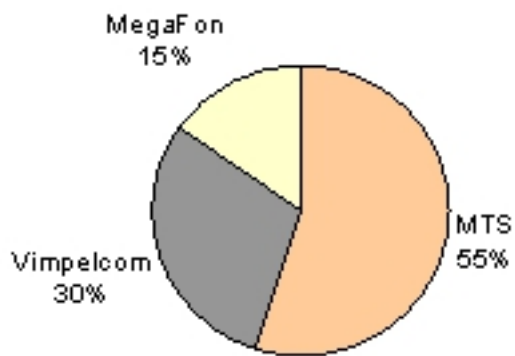
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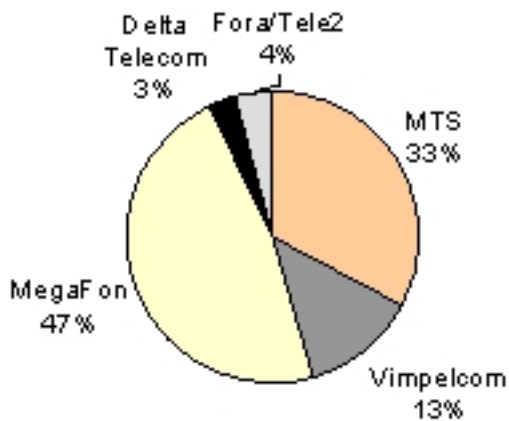
## Net Additions in Moscow



## St.Petersburg and Leningrad Region

### St. Petersburg Market Breakdown

April 31, 2004



## Net Additions in St.Petersburg

April 2004

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