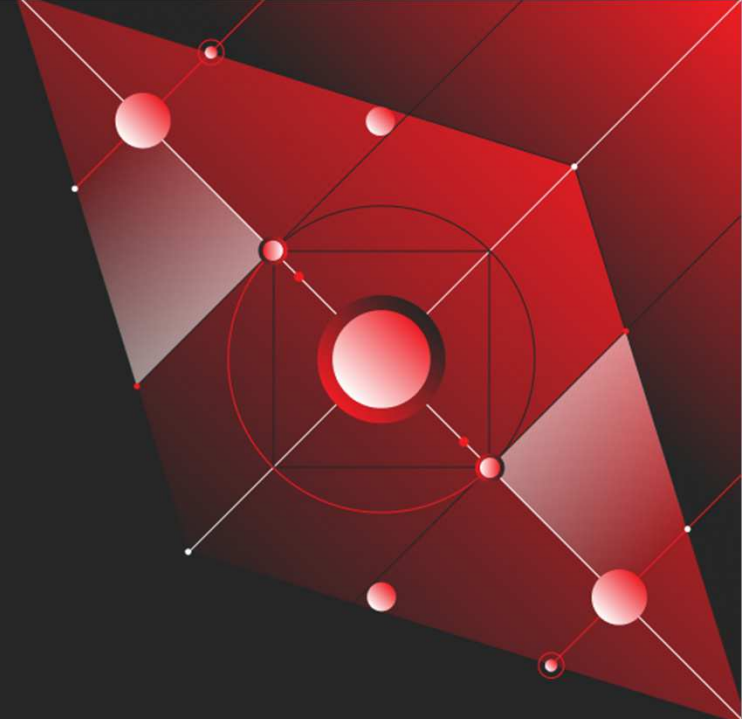




Investor Presentation 2022



ACCELERATING

DIGITAL

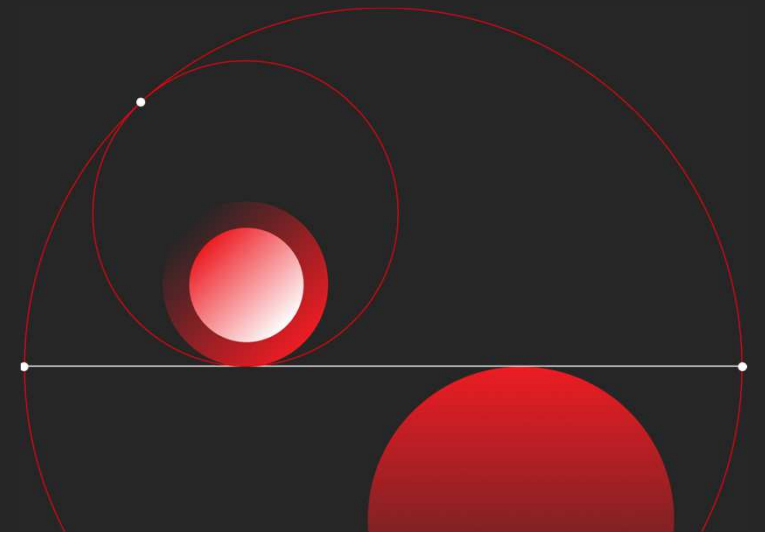
ir.mts.ru

Cautionary **statement**

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,” and the negative of such 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 undertake or 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, the severity and duration of current economic and financial conditions, including the ongoing geopolitical situation relating to the situation in Ukraine, the expansion of sanctions and restrictive measures imposed on the Russian Federation and a number of Russian legal and natural person by the United States, European Union, United Kingdom and certain other states,

responsive measures of regulatory, legislative and other nature made by Russian authorities as a reaction to foreign sanctions and restrictive measures, volatility in interest and exchange rates (including the decline in the value of the Russian ruble against the U.S. dollar and the euro), commodity and equity prices and the value of financial assets; impact of decisions by a number of foreign suppliers of goods, works, services and software to suspend or stop providing the supply of goods, works, services and software to Russian legal and natural persons the impact of Russian, U.S. and other foreign government programs to restore liquidity and stimulate national and global economies, our ability to maintain our current credit rating and the impact on our funding costs and competitive position if we do not do so, strategic actions, including acquisitions and dispositions and our success in integrating acquired businesses, 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, governmental regulation of the telecommunications industries and other risks associated with operating in Russia and the CIS, volatility of stock price, financial risk management and future growth subject to risks, as well as potential aggravation of existing risk factors or appearance of new.

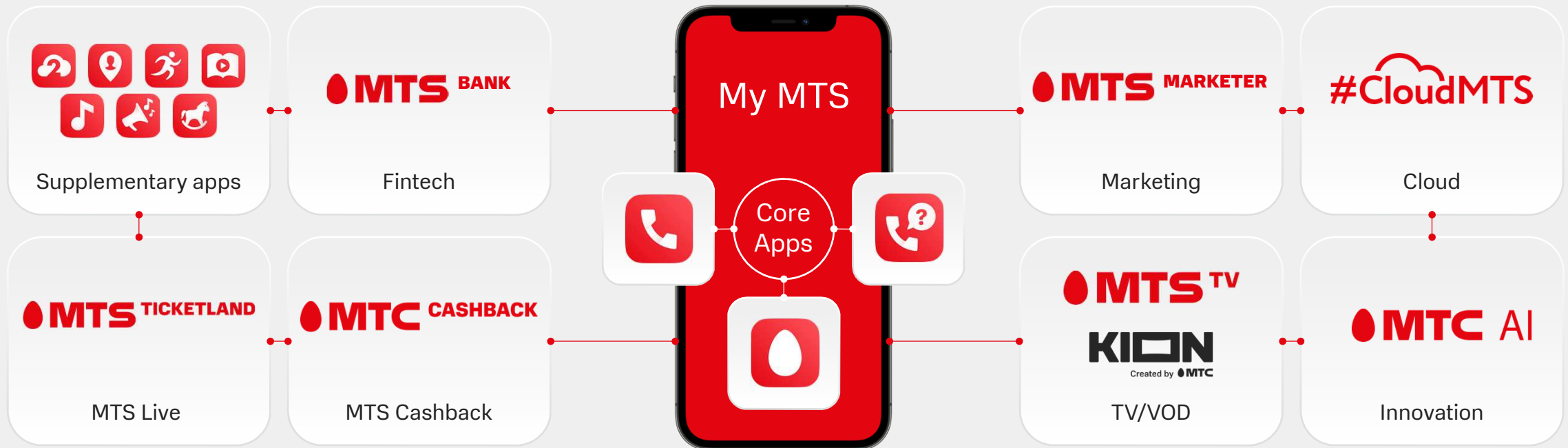
COMPANY OVERVIEW



Delivering a **Digital Lifestyle**

- MTS is Russia's largest mobile operator and provides a wide range of digital-first services to help enrich the modern 21st-century lifestyle.

- Our strategy is aimed at building out a customer-centric digital ecosystem on top of a strong telecommunications foundation.



Markets and footprint

HEADLINE FACTS

RUB 534 bn

2021 revenue

5,000+

retail outlets

14

data centers

248,000 km

of fiber lines in Russia

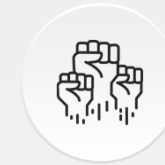
63,000+

employees

Russia's
leading
mobile operator

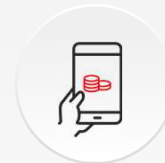
Listed on
NYSE since 2000
MOEX since 2003

KEY CUSTOMER METRICS



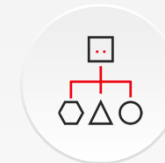
80 m+

mobile subscribers
in Russia



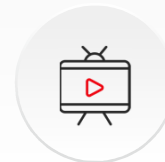
3.0 m

bank clients



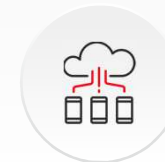
26 m+

My MTS, MAU



9 m+

Pay-TV
viewers



2000+

#CloudMTS
enterprise/SME clients

MEDIA

- Leading streaming video service (KION) and entertainment content provider

FINTECH

- Fast-growing digital bank with a focus on mobile applications and next-generation financial services

RETAIL

- Nationwide consumer electronics & smart devices retailer (B&M + e-commerce)
- Long-term focus on standalone profitability

TELCO

- The largest mobile operator in Russia and a leading digital ecosystem gateway

Strategic priorities

ENTERTAINMENT

- Major ticket services, concert venues, hosted events

MTS WEB SERVICES (MWS)

- Leading infrastructure company and cloud solution provider
- Edge Cloud and Edge Computing focus

TOWER INFRA CO

- ~23k towers at year-end 2021
- Spin-off separate legal entity (TIC) with further monetization potential

ESG initiatives

Protecting the environment. Supporting society. Ensuring good governance.

E

Environmental care

- Energy efficiency management
- Carbon footprint monitoring
- Circular economy development
- Eco-education

S

Digital society

- Providing affordable products and services for everyone
- Digital skills training
- Development of qualified IT professionals
- Digital infrastructure development

G

Responsible business

- Business ethics
- Ensuring information security
- Effective ESG-governance
- Development of the ESG-agenda at the local and international level

Inclusion for all

- Respect for human rights, decent working conditions, inclusion and diversity
- Ensuring accessible environment
- Volunteering
- Support for the development of regions and communities

5/8 independent directors with extensive experience and expertise in composition of the Board

Sustainalytics (ESG Risk Rating)	29 (Medium Risk)
Sustainalytics (Ranking industry group Telecommunication Services)	132
CDP	B
Forbes (rating of employers in Russia)	Gold
RAEX ESG ranking	6th place
AK&M (social efficiency rating)	2nd place

Digital-centric focus

IoT

- **40%+** MTS market share by number of IoT sim cards
- **18** digital products, including MVP and pre-MVP stages

Cloud

- **~2x** growth in the amount of processed and stored data in 2021
- **~20%** clients base hike in 2021
- **2x** increase of partners in 2021

MTS Marketoler

- **~ 2x** revenue growth YoY in 2021
- **2.5x+** advertising campaigns growth

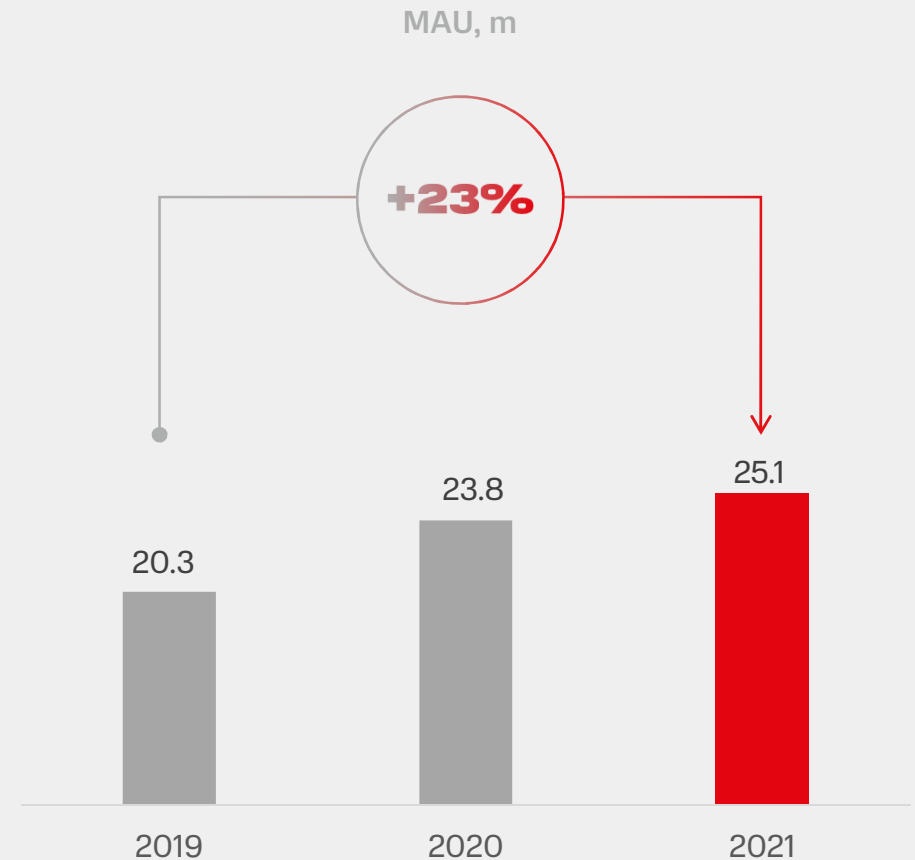
A World-class Big Data team

- **300** data scientists and employees
- **20PB** of stored data

Fintech

- **60%+** sales via digital channels*
- **30%+** MAU mobile app MTS Bank YoY in 2021

MyMTS Self-Care Smartphone App



*Sales of personal loans and credit cards

MTS BUSINESS



MTS MOBILE



MTS HOME



MTS Digital Ecosystem

MTS RETAIL



MTS LIVE



MTS MEDIA



MTS BANK



MTS CASHBACK

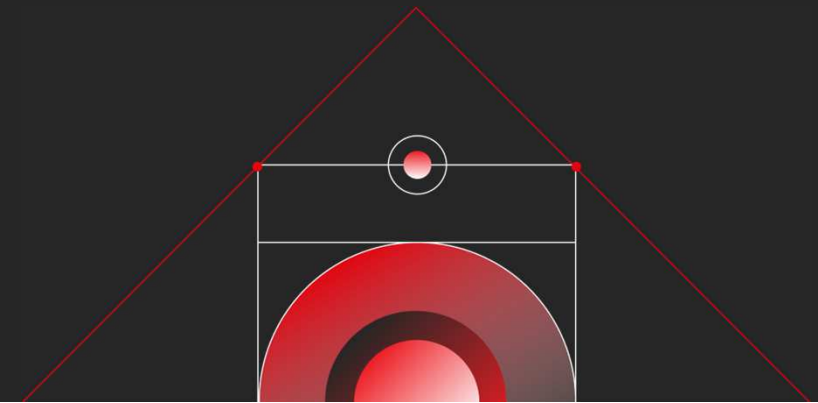
Loyalty program to strengthen ties between ecosystem verticals

- 4+ million clients tried new products in 2021
- The program natively integrates into all products and showcases

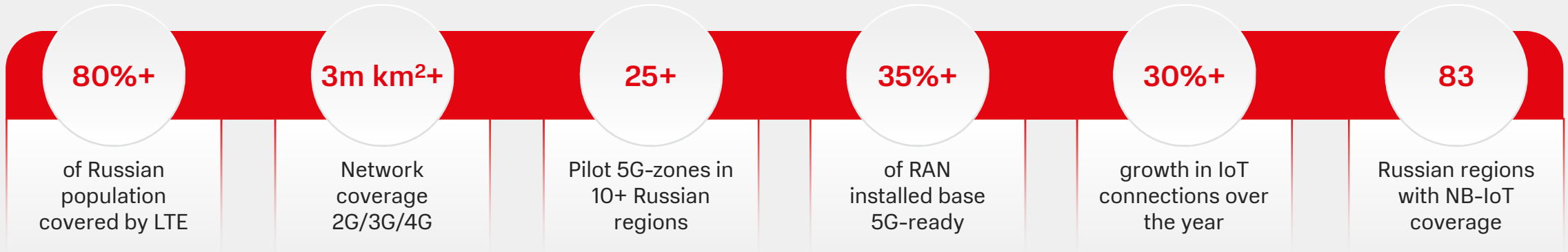
MTS PREMIUM

Unique subscription to all key services of the MTS ecosystem*

OUR BUSINESSES



A leading position in **connectivity**



Market opportunities*



Smartphone penetration
74% (2020) → **87% (2025)**



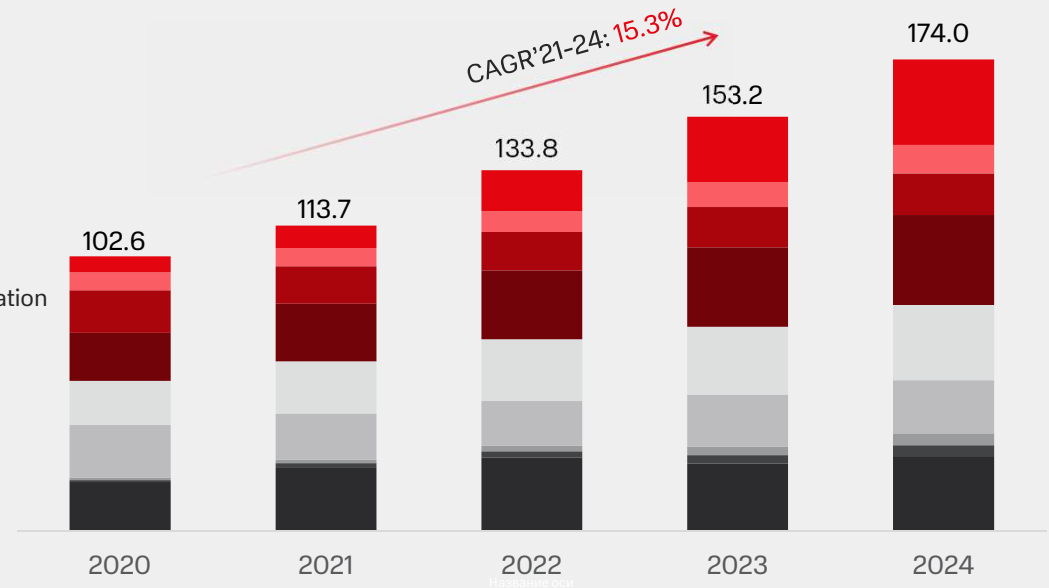
Mobile Internet roll-out
72% (2020) → **80% (2025)**

IoT B2B market**

bn RUB

Target industries

- Utilities/Energy
- Real estate
- Transportation and geonavigation
- Industry
- Smart city
- Trade and Finance
- Agriculture
- Medicine
- Others

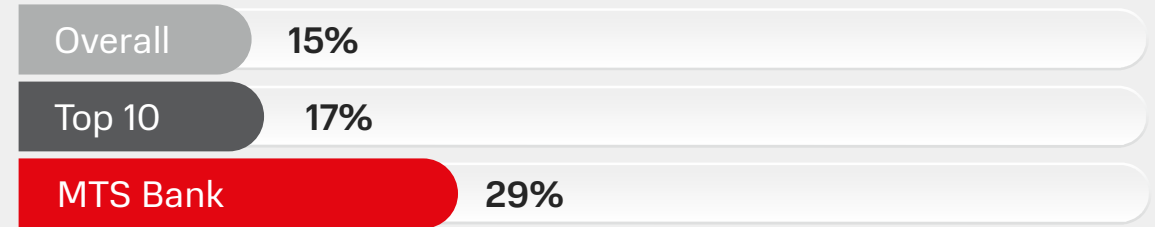


Fintech

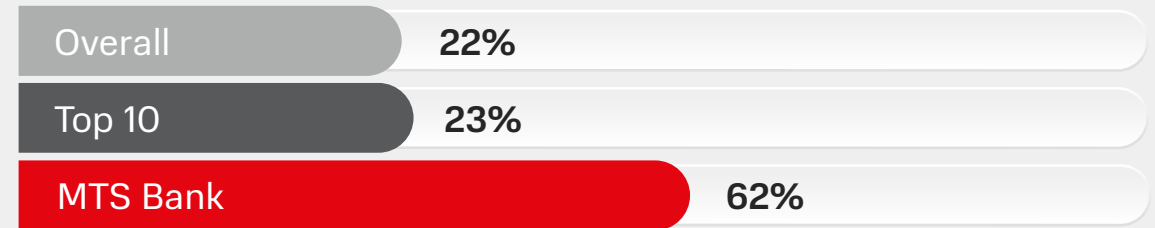
- MTS Bank is a dynamically developing digital bank within the MTS ecosystem
- Core strategic focus — retail lending and daily banking segment
- The bank's products are actively used by almost 12 mln clients, 3 mln of which are bank clients
- Share of digital sales of the main products (personal loans and credit cards) already exceeds 60%
- MTS Big Data capabilities enable advanced credit scoring to control risks while keeping NPL **under 10%**

MTS's Fintech vertical includes MTS Bank, mobile commerce, insurance, factoring, and a credit broker

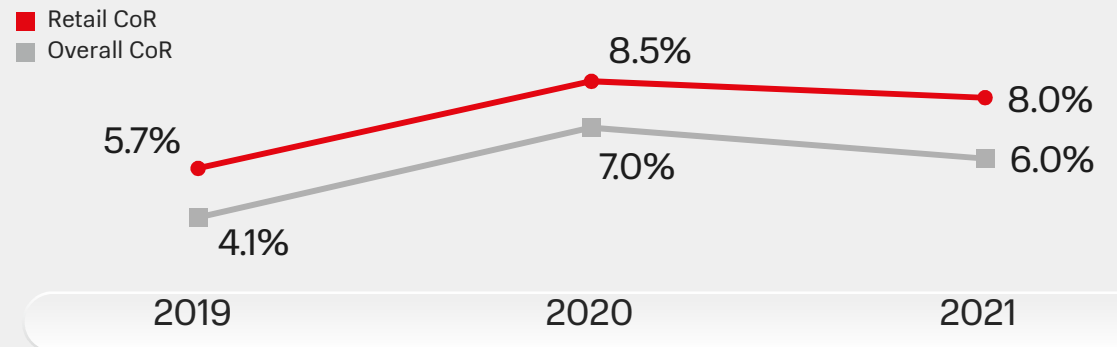
Growth of retail loan portfolios* | 2020



Growth of retail loan portfolios* | 2021



With deliberate Cost of Risk



*Based on raw data from Frank Research as of November 2021

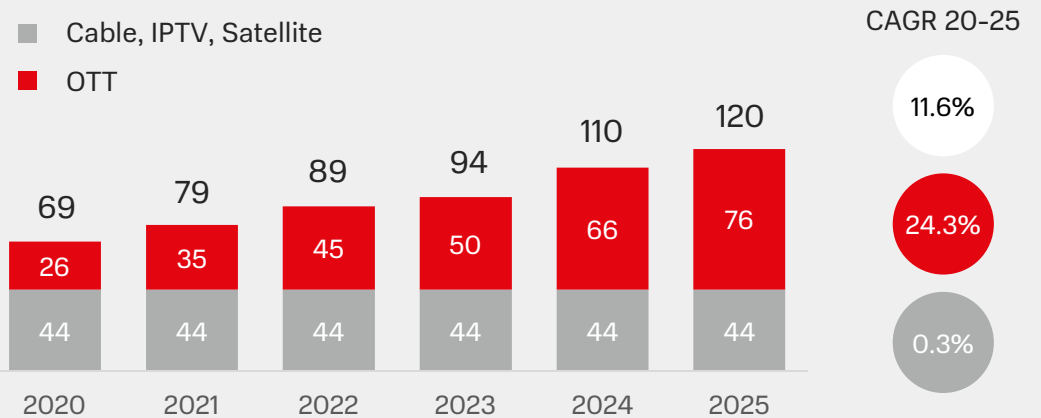
Media

MTS Media produces and distributes original and licensed VOD and TV content over Cable/IPTV, Satellite, and OTT platforms

Key priorities of MTS Media:

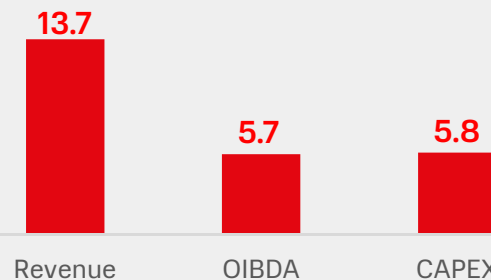
- Development of KION streaming platform - deep integration into MTS ecosystem and strengthening the content offerings through originals and exclusive content partnerships
- Growing customer base ahead of market growth in OTT and IPTV segments
- Maintaining market share in the stable legacy Cable and Satellite segments
- Leveraging Big Data for personalization of interface and TV recommendations and improving user retention and lifetime value as a result

Forecast of Pay TV subscribers in the Russian Federation, million subscribers*



Media 12M2021

₽ bn



Measured approach to content investment

*J'son Partners "Russian legal video market" and MTS Media estimations as of March 2022 13
Data shown does not reflect potential market impacts from geopolitical tensions

Building a leading streaming platform – KION

x3.6 MAU*
 x2.3 TVTU driven by VOD*
 Original content
 26 titles (+5 in Q1'2022)

Partnership with e-commerce platform
OZON – entrance to a new storefront
 for client base expansion
 (starting from Dec'2021).
 x6 KION active clients with OZON
 Premium subscription**

VOD Library

~8,000
 titles

KION Originals

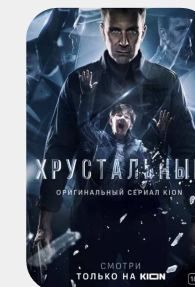
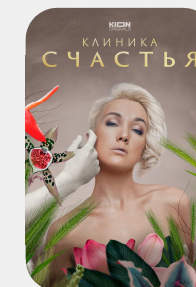
KION Originals

Positive audience reception

Leading review
 aggregator



★ 7.5	Обоюдное согласие	★ 9.3
★ 7.2	Почка	★ 8.7
★ 7.5	Пингвины моей мамы	★ 8.2
★ 6.8	Клиника счастья	★ 8.8
★ 8.1	Хрустальный	★ 9.4
★ 7.6	Вертинский	★ 8.5
★ 6.3	Девятаев	★ 8.7



100+ original titles
 in development and
 production pipeline

Retail

#1

Largest telecom retailer in Russia by handset sales

120m+

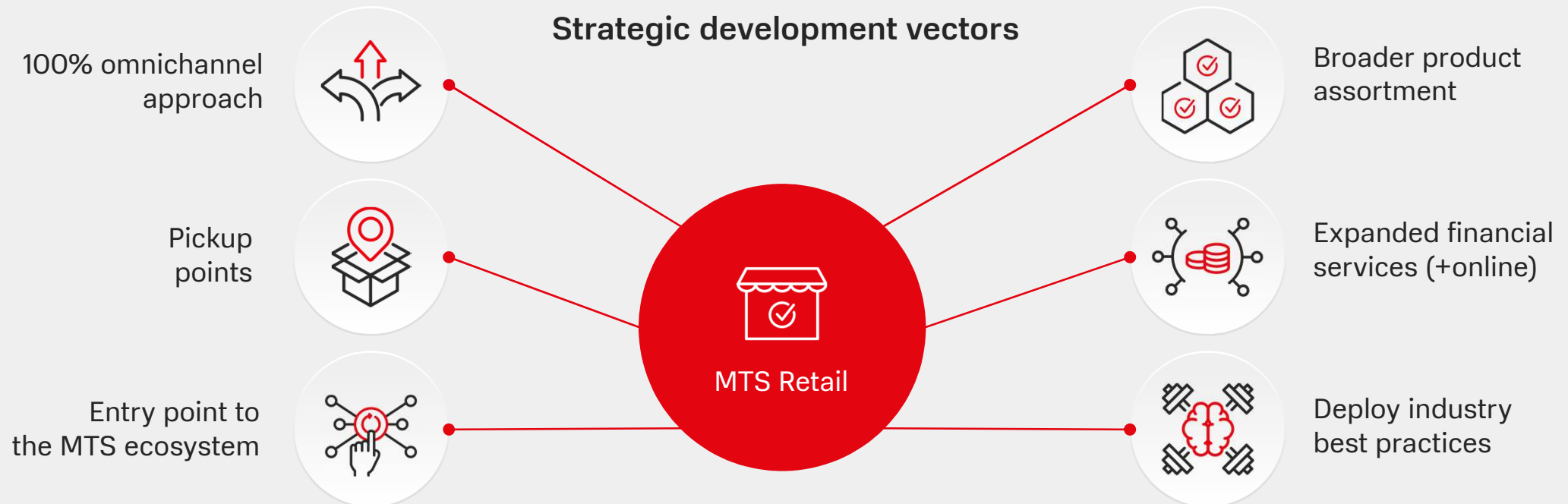
footfall per year
Countrywide footprint



Strong brand
Market position built on trust & reputation

Target

Standalone OIBDA breakeven run rate by year-end 2022 (incl. leases)



MWS (MTS Web Services)

MWS is 100% owned MTS PJSC subsidiary and aims to become Russia's leading private digital infrastructure & cloud solutions provider

Strategic goals

- Leverage MTS's unique combination of nationwide connectivity and data center infrastructure to provide best-in-class innovative cloud & network B2B services
- Improve productivity and cost optimization in high-tech & IT infrastructure
- Stake out a leading position in Cloud and Edge Cloud
- Empower MWS management with additional authority and accountability

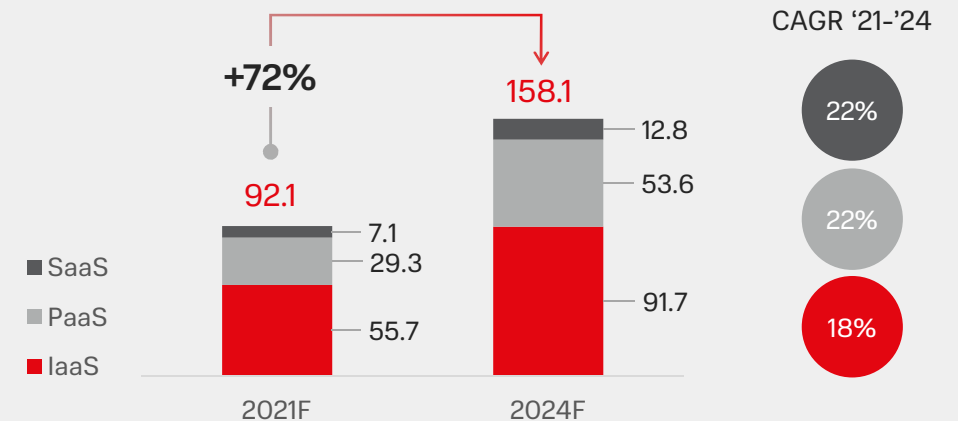
Cloud solutions

- One of the leaders on IaaS market
- 2000+ clients
- Unique telecom infrastructure + Edge potential
- 14 data centers
- Ready-made business convergent solutions (cloud and telecom)

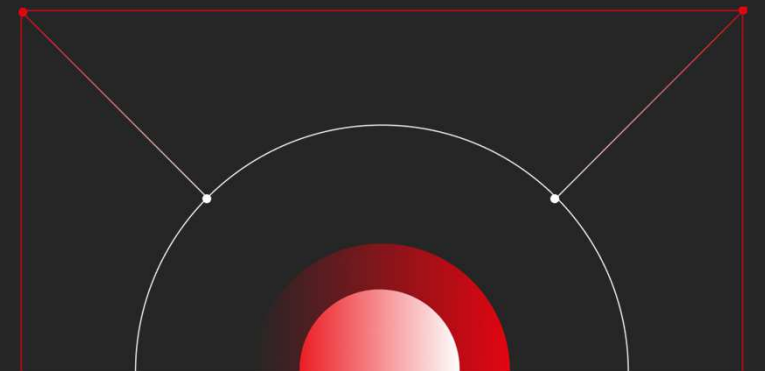


Russian Cloud market

RUB bln*

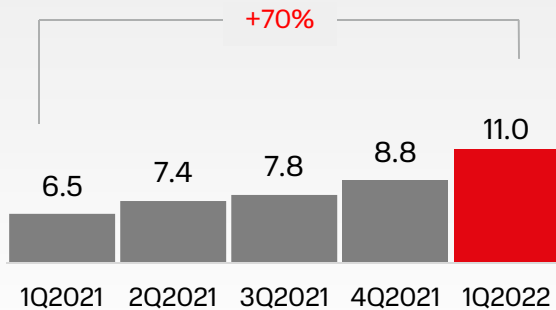


FINANCIAL AND OPERATIONAL RESULTS



Expanding ecosystem user base

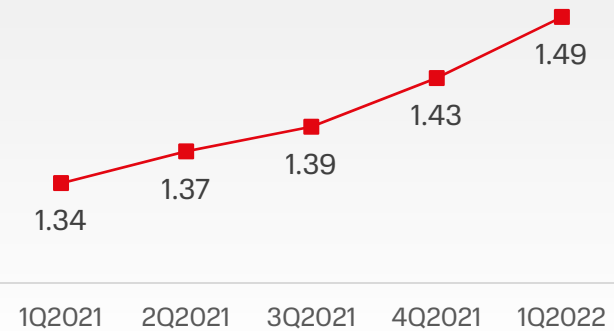
Ecosystem clients*, mln



27.5%

Of total B2C revenue comes from ecosystem clients

Average products per user



NPS

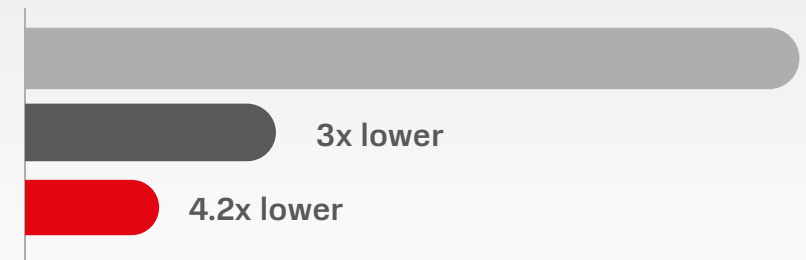


Non-ecosystem clients

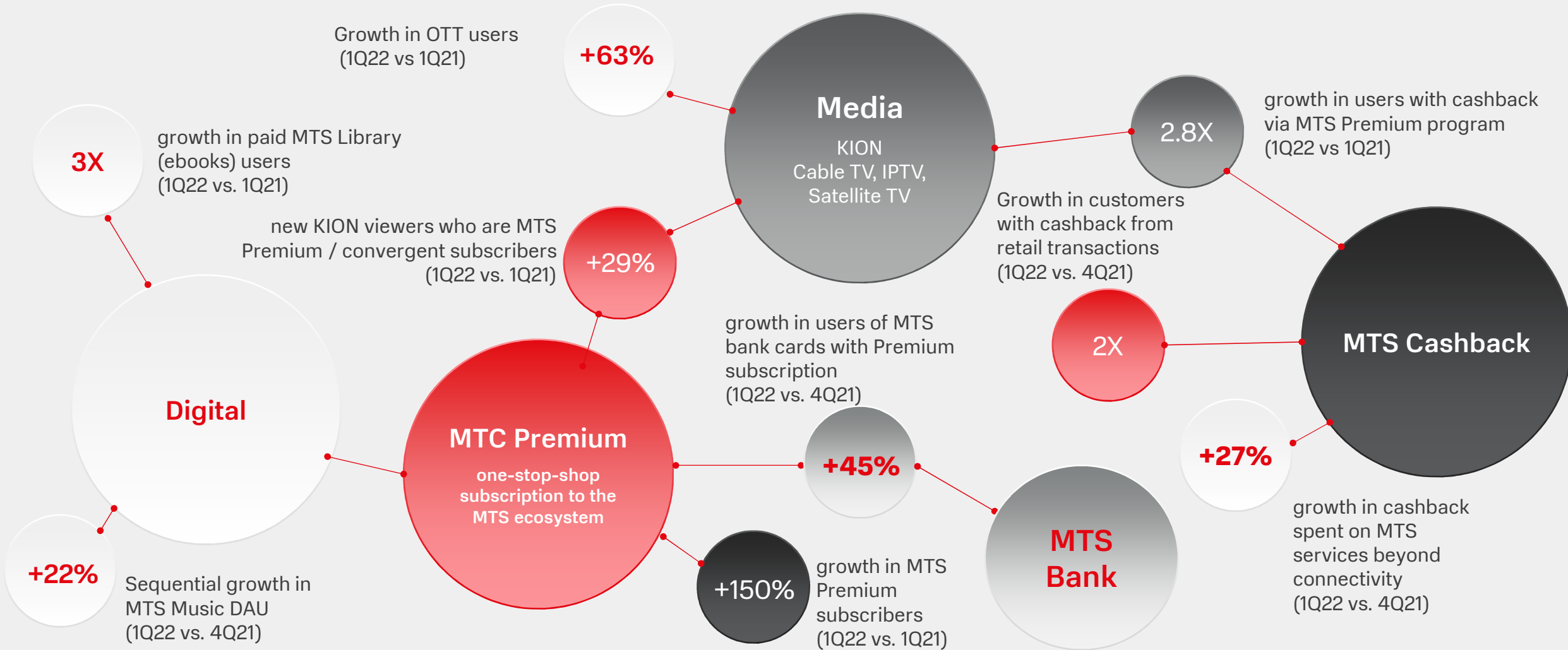
Ecosystems clients

Ecosystem + Premium

Churn



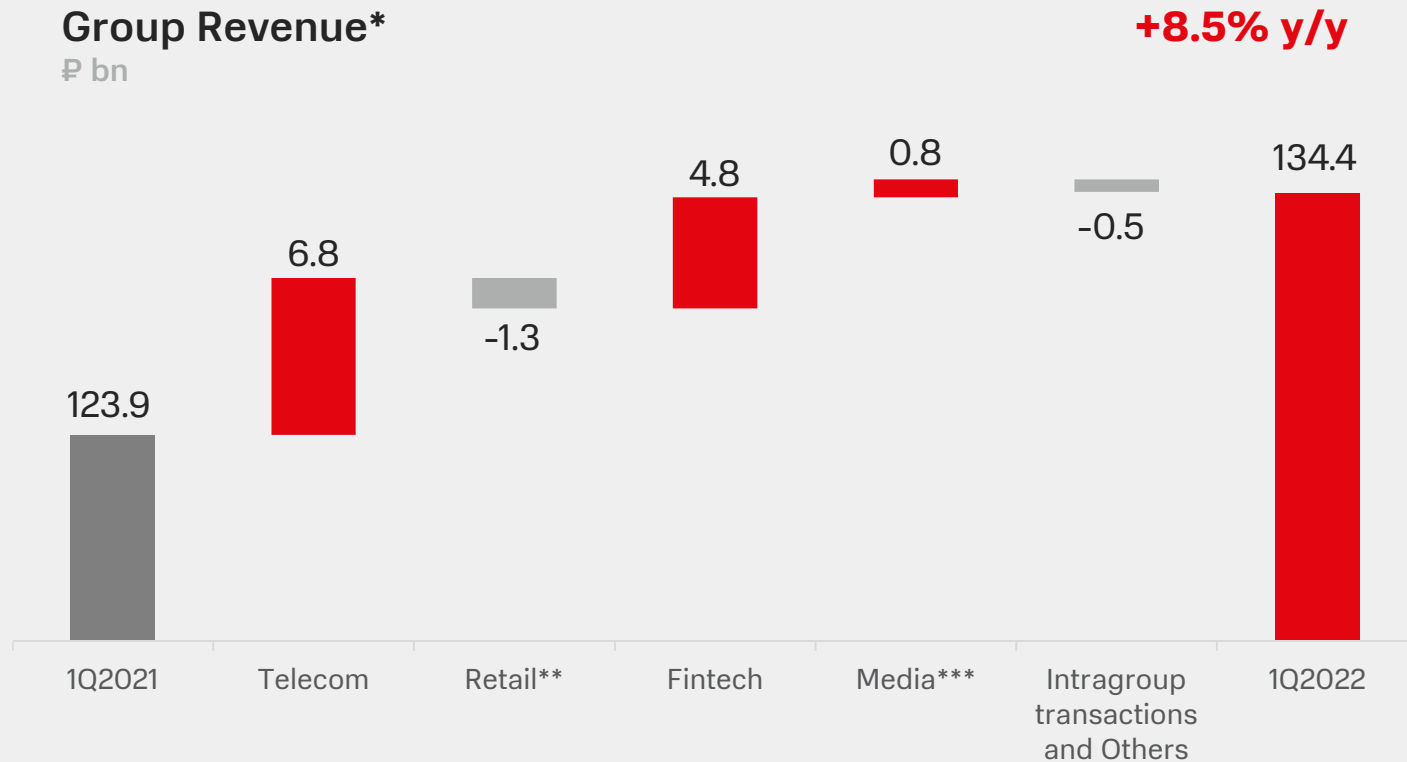
Ecosystem KPIs in 2022



MTS Expanding the MTS ecosystem user base by offering attractive subscriptions that combine new digital products together with connectivity services

Top-line growth powered by Telecom and Fintech performance

Group Revenue*
₹ bn



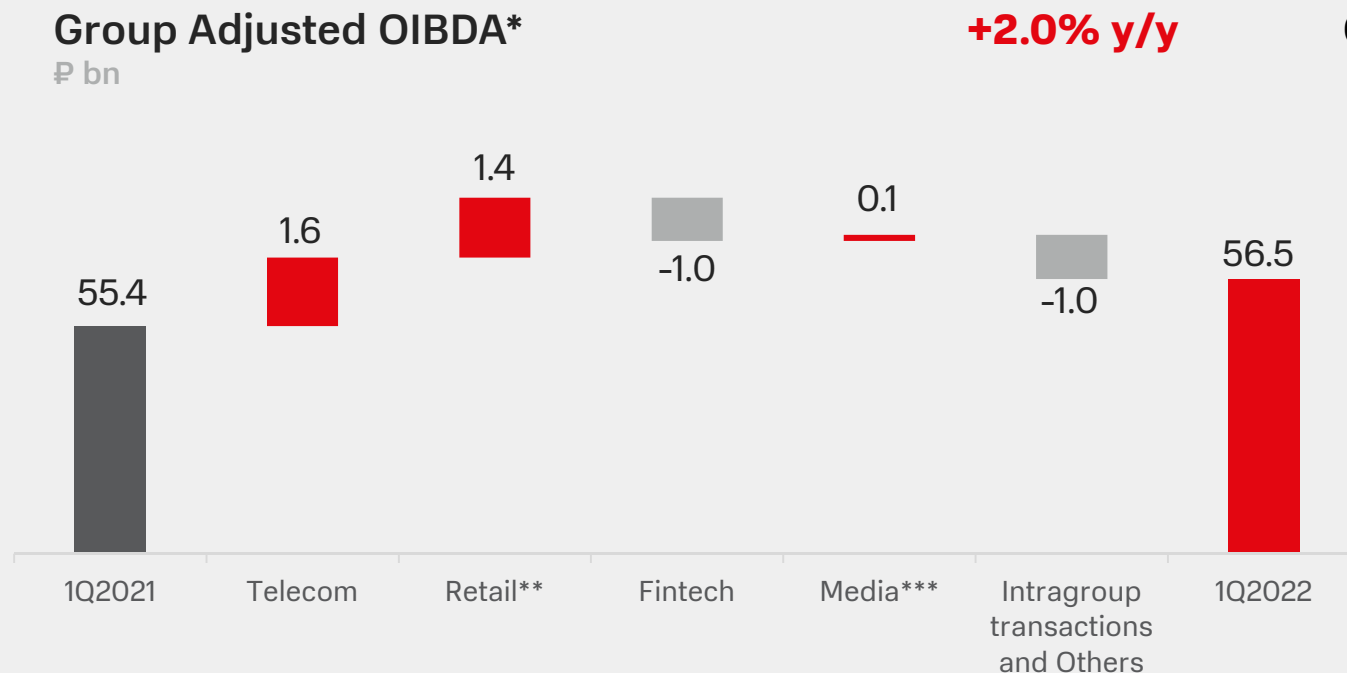
Commentary

- Group revenue increased 8.5% year-over-year to reach RUB 134.4 bn with positive contributions coming from Telecom, Fintech and Media verticals.
- Telecom services were the main driver of top-line growth reflecting high-quality connectivity services and loyalty of MTS clients.
- Fintech and Media verticals demonstrated robust performance amid an evolving external environment.

Telecom, Retail driving upside in OIBDA

Group Adjusted OIBDA*

₽ bn



+2.0% y/y

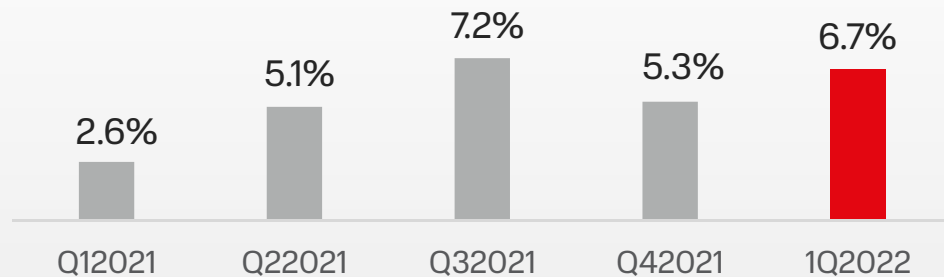
Commentary

- Group OIBDA saw moderate growth of 2.0% year-over-year to reach RUB 56.5 bn in Q1 2022, with the largest contribution coming from solid business performance in telecom services.
- A positive impact from the Retail segment, among other factors, reflected improved marginality in sales of handsets and accessories as well as targeted optimization of personnel costs.

Telecom results

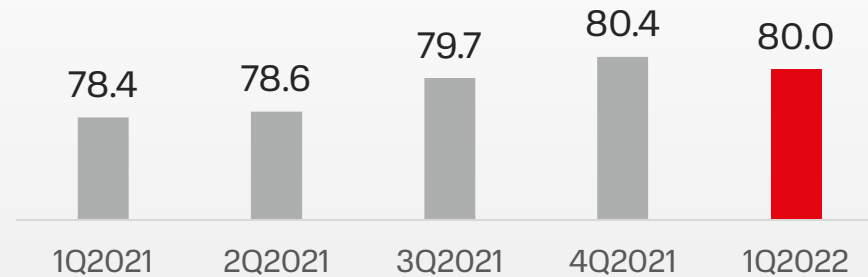
Connectivity revenue growth, %*

change year-over-year



3M mobile subscribers, m*

change year-over-year



5

Regions where equip swap will be completed by the end of 2022

+14%

NB-IoT enabled base stations
1Q22 vs. 1Q21

₽1.7bn

invested in network infra at Russia's leading tourist destinations

Telecom initiatives

+35%

LTE speed improvement
in Moscow following
equip swap

~1m+

Households + SMEs in
Moscow region
with access to MTS
1+ Gbps broadband

Moscow network development

- Completed 4G equipment swap in Moscow, with +30% growth in LTE base stations in the city over 2 years, enabling an increase in average data transfer speeds by ~1/3.
- Improved bandwidth by deploying Russia's first commercial five-carrier LTE network aggregation in Moscow (total 70-80 MHz).
- RUB ~40 bn multi-year investment in telecom infrastructure across the broader Moscow Region, with 1+ Gbps broadband now accessible for over 1 million households and commercial properties.

New B2B opportunities

- Well-positioned to capture growing demand in current environment for import substitution with local IT solutions.
- MTS offers a full range of products & services to digitize the enterprise, across IT hardware, office suite software, video monitoring, VPBX, IoT, CPaaS, cloud services (#CloudMTS), and omnichannel advertising (MTS Marketer).
- Expanded product portfolio following recent acquisitions in property safeguard systems (Gulfstream) and video analytics (VisionLabs).
- Expanding MTS Web Services infrastructure footprint (14 MTS Tier-III data centers in operation + 4 new projects in planning stage).

Top-line Target

Double-digit B2B telecom revenue
growth in 2022

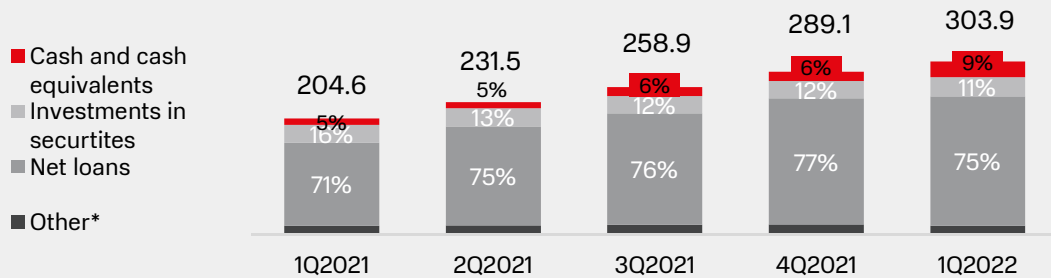
Fintech update:

Continued loan portfolio growth in retail segment

Asset structure

₹ bn at the end of period

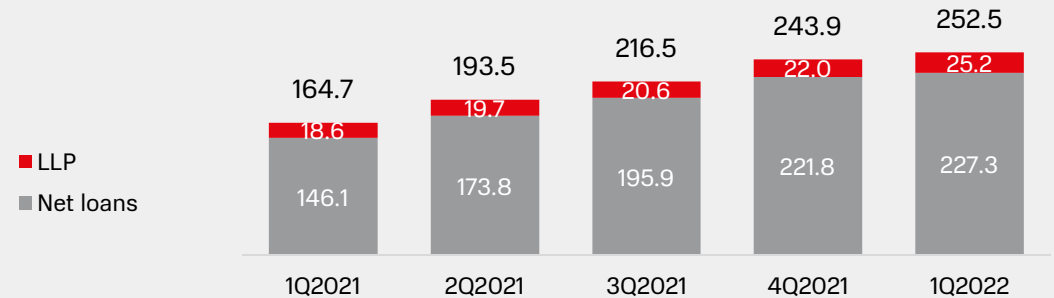
+48.5% y/y



Gross loans

₹ bn at end of period

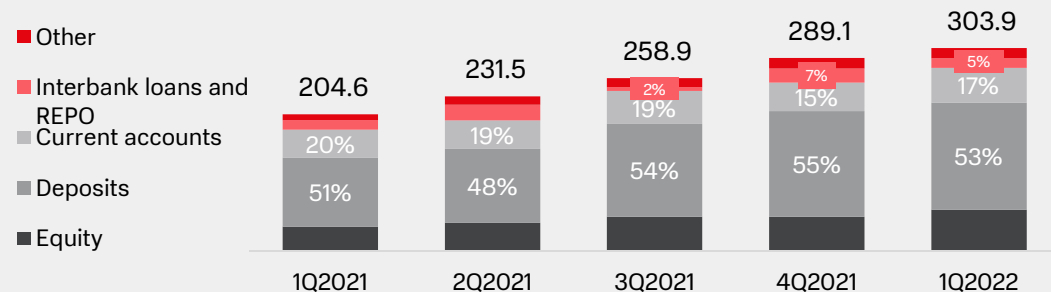
+53.3% y/y



Sources of liquidity

₹ bn at end of period

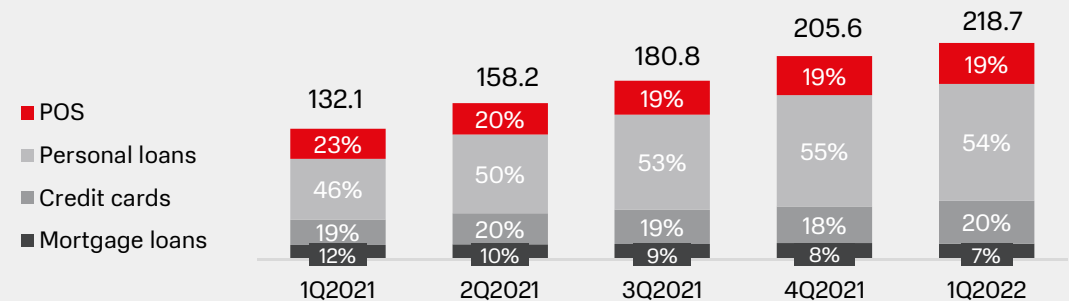
+48.5% y/y



Retail loan breakdown

₹ bn at end of period

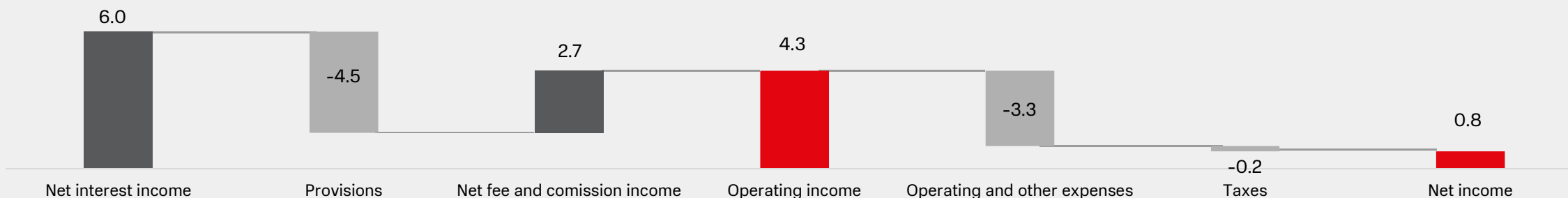
+65.5% y/y



Adapting to **an evolving environment**

3M22 income

₺ bn

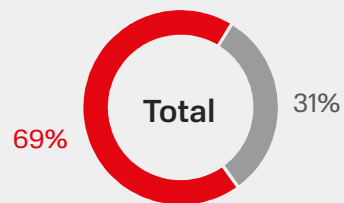


Income segment breakdown for 3m 2022

% of operating income before provisions

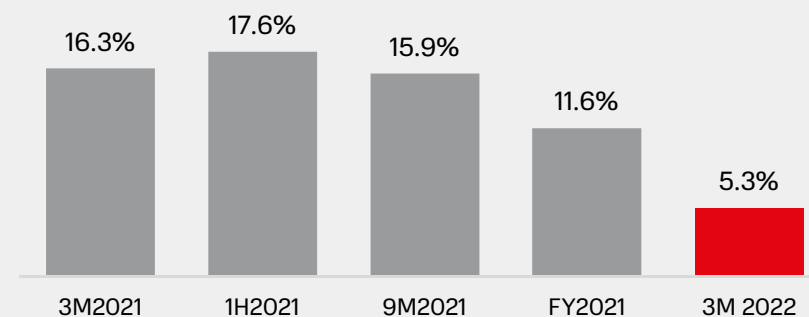
■ Net interest income

■ Net fee and comission income



Return on equity**

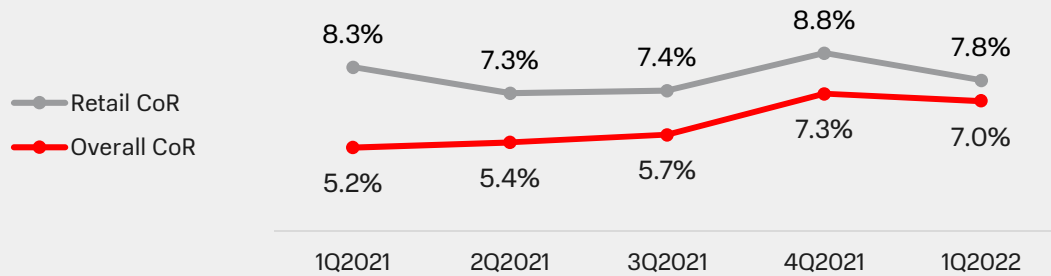
%



Maintaining a sharp focus on credit quality

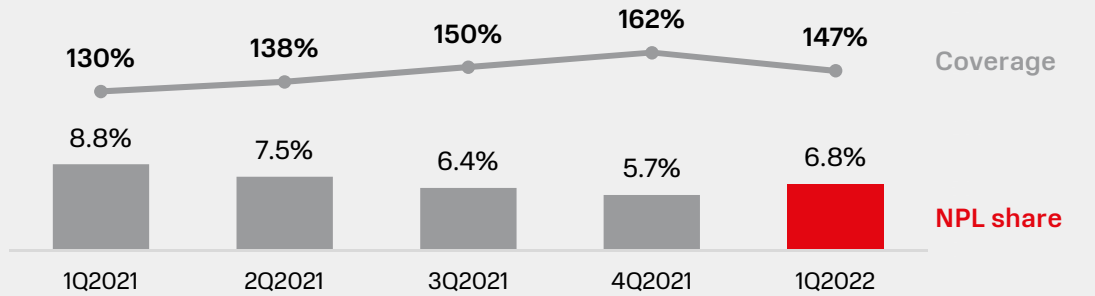
Cost of Risk

%



Non-performing retail loans

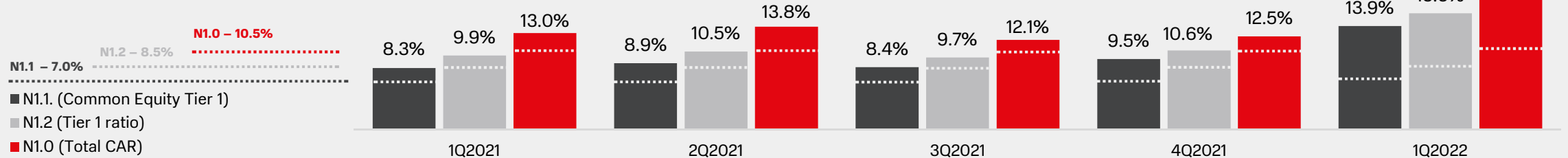
% of retail portfolio, % NPL coverage by reserves



Capital adequacy ratios (Quarter-end, Basel III)

%

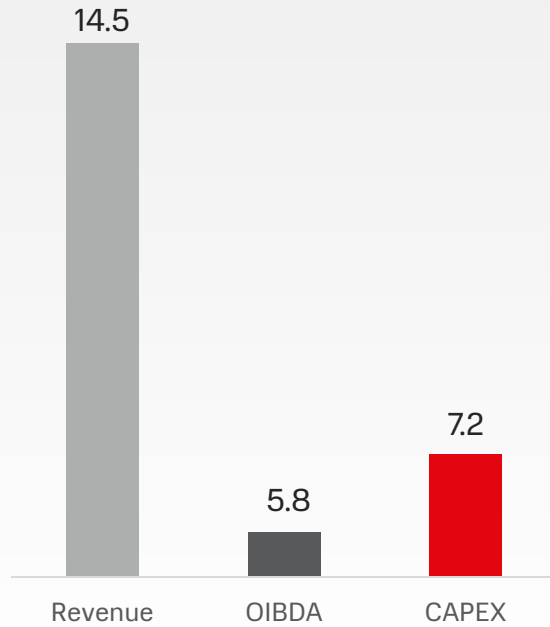
CBR minimums



Segment results

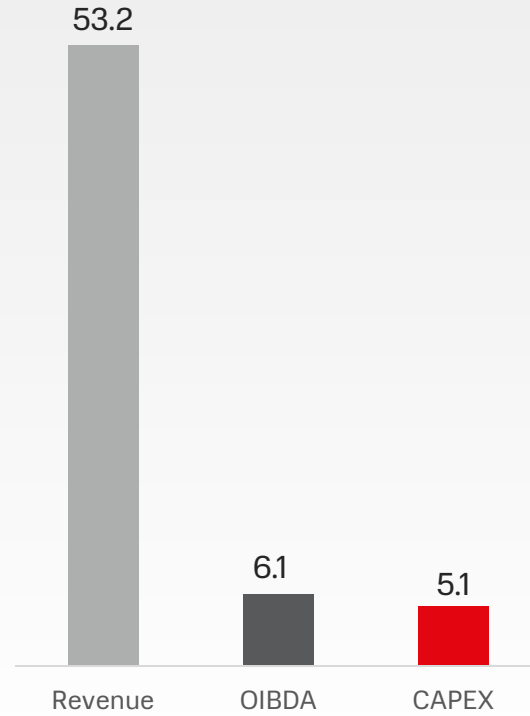
Media, LTM

₹ bn



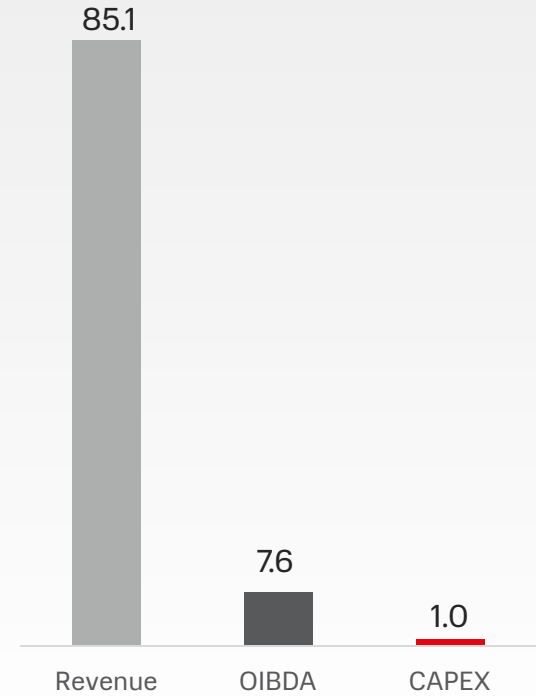
Fintech, LTM

₹ bn



Retail, LTM

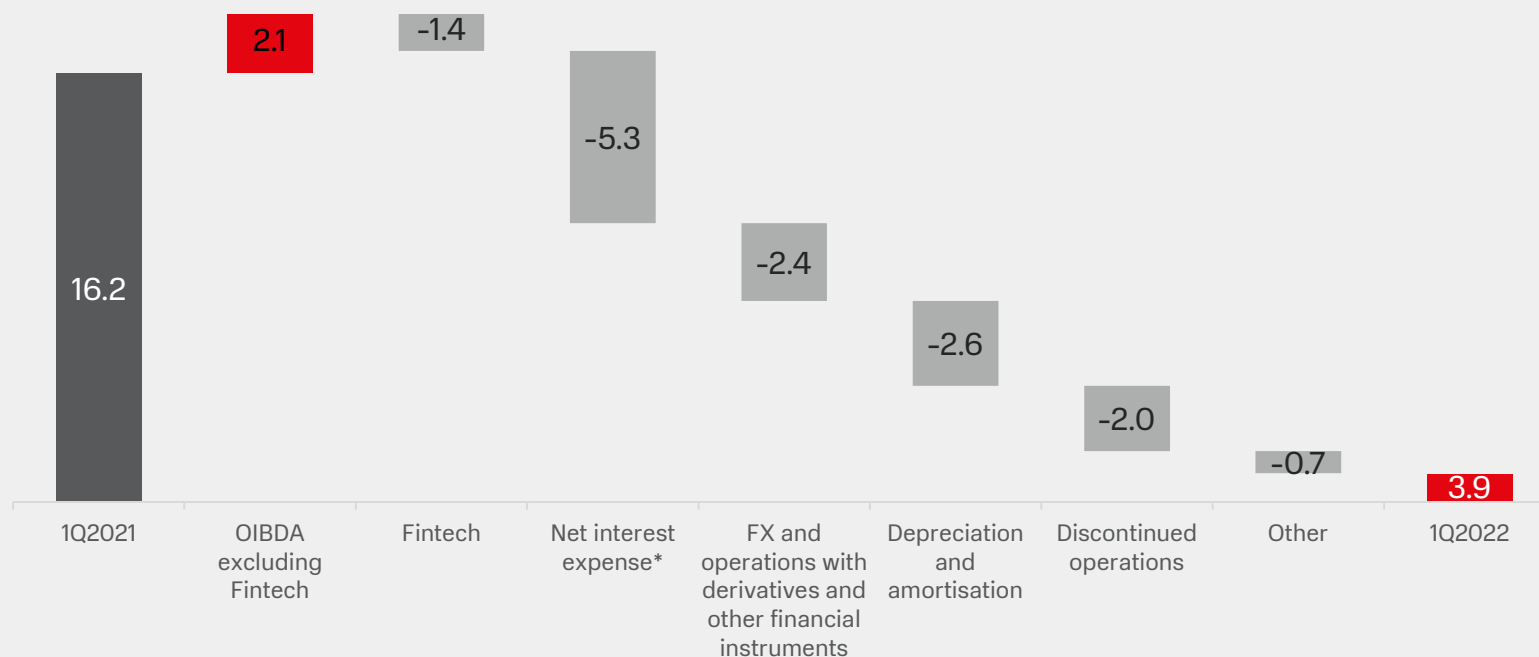
₹ bn



Net profit constrained by financing costs and CAPEX intensity

Group net profit

₹ bn



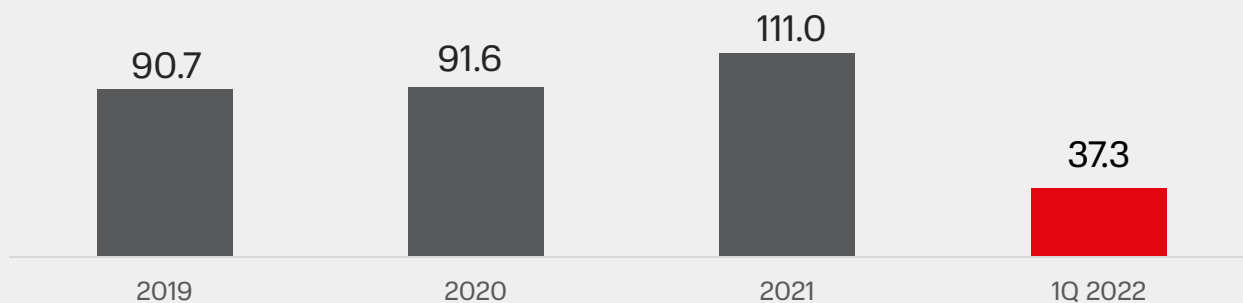
Commentary

- In Q1 2022, Group Net Profit amounted to RUB 3.9 bn. versus the year-ago period, negative impacts were largely observed from:
 - increased financing costs amid a higher interest rate environment;
 - greater depreciation & amortization reflecting recent CAPEX intensity as well as an incomparable base due to M&A activity;
 - FX effects and revaluation of securities in the current macroeconomic environment.

Investing in capacity and digital growth areas

Group Cash CAPEX*

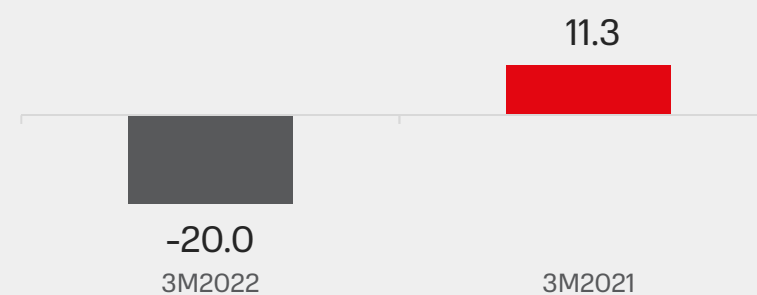
₹ bn



Free Cash Flow ex-Bank**

₹ bn

-₹31.3 bn y/y



	3M2022		3M2021	
	Cash Capex	Cash Capex/Sales	Cash Capex	Cash Capex/Sales
	(RUB bn)	%	(RUB bn)	%
Russia***	37.2	29%	29.0	24%
Armenia	0.1	5%	0.2	12%
Czech Republic	0.04	1%	0.1	4%
Group***	37.3	28%	29.3	24%

Commentary

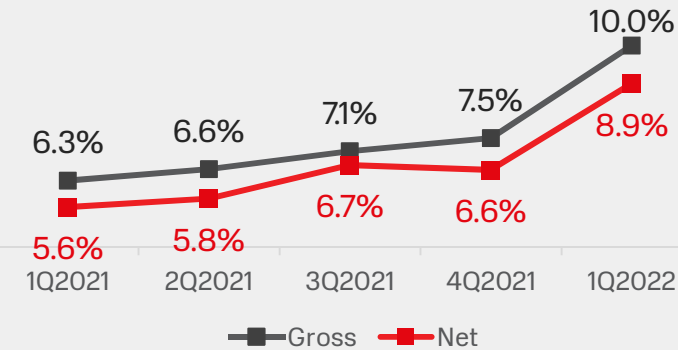
- During 2021, MTS Group free cash flow ex-Bank decreased RUB 31.3 bn year-over-year, driven by higher capital expenditures, increased interest expenses versus the year-ago quarter and shifted timing for settlements with personnel and suppliers.

Managing debt portfolio in evolving macro environment

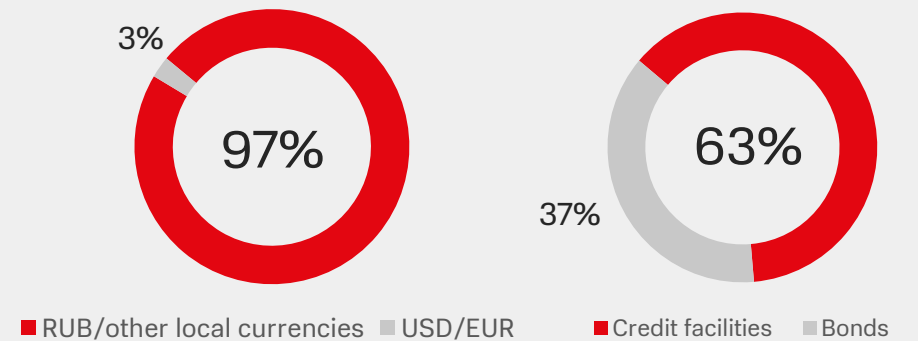
Net debt* / LTM adj.OIBDA



Weighted average interest rates



Gross debt* composition



Debt repayment schedule

₹ bn

■ Bonds BO-02 ruble bonds contain put option that as of March 31, 2022, MTS expected to be exercised in February 2026



Gross Debt***
RUB 497.8 bn

Gross to net debt* walk**

₹ bn

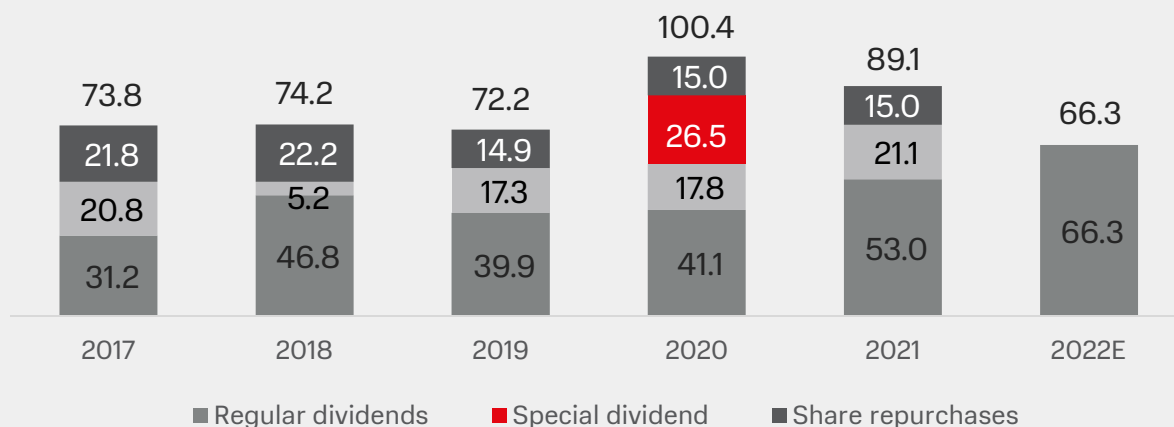


*Excluding IFRS lease liabilities; after hedging. **Including FOREX hedging in the amount of USD 300.0m as of March 31, 2022, totals may add up differently due to rounding. ***Net of unamortised debt issuance cost adjustment, totals may add up differently due to rounding

Building on a track record of **robust returns**

Total dividends plus buybacks*

₽ bn



Commentary

- The previous 3-year dividend policy completed at the end of 2021. Adoption of a new dividend policy is postponed due to remained uncertainties.
- In May, the MTS Board of Directors recommended that shareholders approve at the AGM scheduled for June 22 annual dividends of RUB 33.85 per ordinary MTS share based on the Company's full-year 2021 financial results, equivalent to a total of RUB 66.3 billion (RUB 66,334,910,976.95) when including quasi-treasury shares owned by MTS subsidiaries.

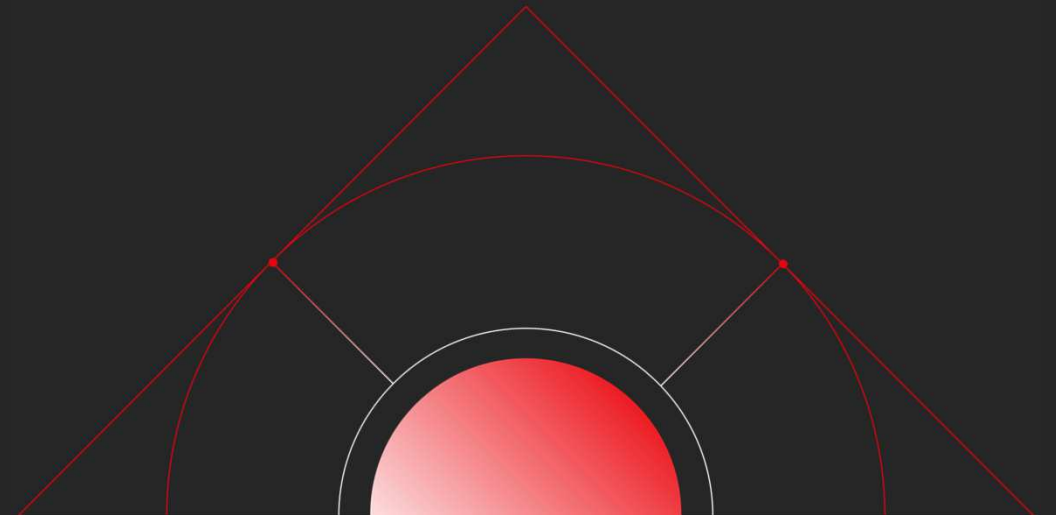
Per ordinary share

₽

			13.25			Special dividends
10.9	11.1	7.5	7.5	7.5		Buybacks
26.0	26.0	28.66	29.50	37.06	33.85	Regular dividends
2017	2018	2019	2020	2021	2022E	

*Dividend payout includes dividends paid to quasi-treasury shares owned by MTS subsidiaries. Totals may add up differently due to rounding.

APPENDIX

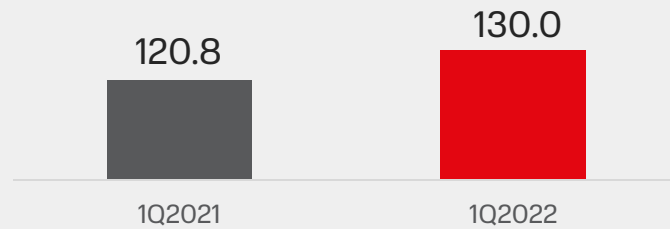


Country performance breakdown

Russia revenue

₽ bn

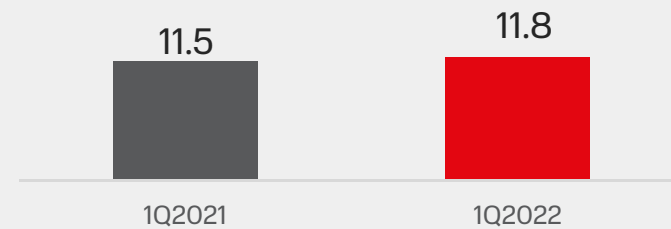
+7.6% y/y



Armenia revenue

AMD bn

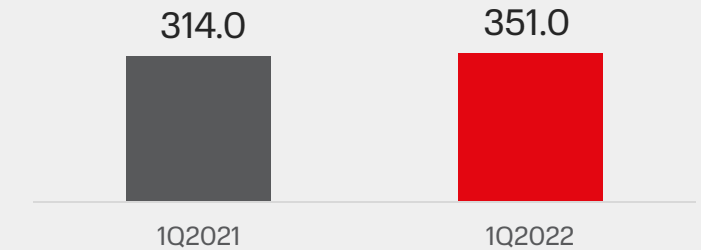
+3.3% y/y



Belarus revenue*

BYN m

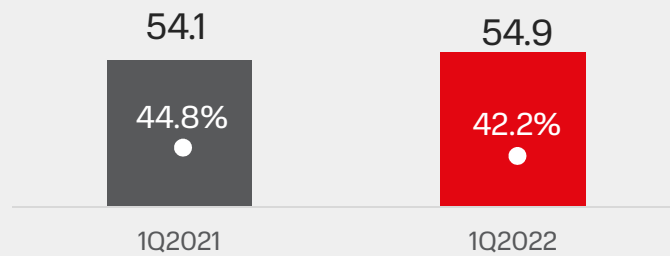
+11.8% y/y



Russia Adj. OIBDA** & margin

RUB bn, %

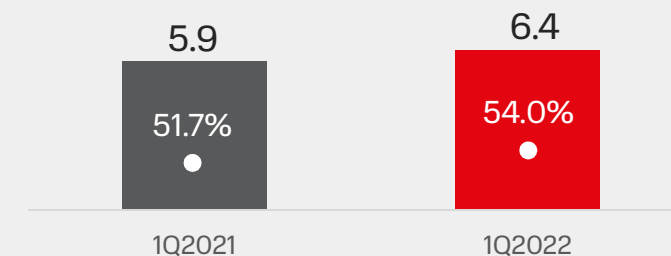
+1.5% y/y



Armenia OIBDA & margin

AMD bn, %

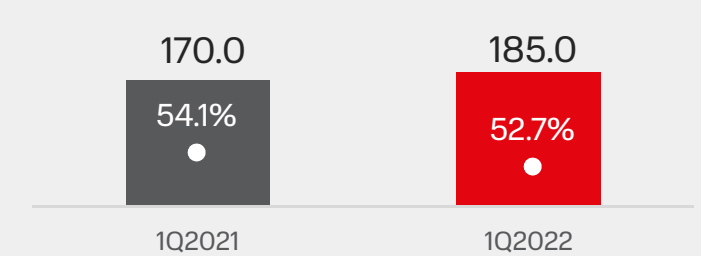
+7.9% y/y



Belarus OIBDA & margin

BYN m, %

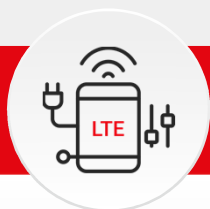
+8.8% y/y



*MTS owns a 49% stake in Mobile TeleSystems LLC, a mobile operator in Belarus, which is not consolidated

**Adjusted OIBDA for 1Q 2022 doesn't include a loss from impairment of non-current assets of RUB 207 mln

B2B/G product solutions beyond traditional telecom



Private LTE

15+ pilot + commercial
Private LTE projects as of 2021



UC services*

From Hosted PBX to Callback, CallTracking and Voice Chatbots. (#1 position in Russia, market share ~ 30%**). The largest platform for telecom APIs (after MTT acquisition)



Cloud solutions

+95% Cloud and colocation revenue
growth in 2021 vs 2020



MTS Marketolog

Service of targeted advertising using
MTS Big Data / 58 th advertising
campaigns in 2021



Import substitution projects

Number of projects Q1 2022 = FY 2021
Targeting multifold revenue growth in 2022



CCTV monitoring

Video surveillance and video analytics projects
using off-the-shelf solutions and integrated
solutions based on the MTS Artificial Intelligence
Center. 280 projects in Q1 2022.

Partnerships

- Actively working with more than **1000 partners**
- Over the past 4 years more than **10 million customers** used products of our partners through MTS channels
- Over the past 4 years, we have earned **more than 50 billion rubles** together with our partners



Digital access to MTS
1 week



Paperless workflow

9 out of 10 partners
are ready to recommend
MTS as a partner for
business development

Partners segmentation:

- **BIG DIGITAL / Worldwide** — Partnerships for the launch of new products by international companies
- **BIG DIGITAL / Russia** — Cross-promotion, integration into loyalty programs
- **NON DIGITAL / Russia** — Bundling offline partner products with MTS digital products
- **With a minority shareholding in MTS** — Exchanging of expertise and integrating partner's solutions into MTS products

Market-Leading **Brand Equity**

#1

**strongest tech
brand in Russia**

Brand Finance Russia 50 2021

99%+

**brand
recognition**

among Russian consumers

70%

**of customers open to
trying new MTS products**

(company data)



MTS Investor Relations



Contacts:

ir@mts.ru

8 (495) 223-20-25

ir.mts.ru