



PRESS RELEASE

du Q3 Results Show Mobile Data Demand Remains Strong

Dubai, 3 November 2015 – Emirates Integrated Telecommunications Company PJSC ("du") today announced its financial results for the third quarter of 2015.

Key Q3 Financial Highlights:

AED in millions	Actual Q3-2015	Actual Q3-2014	Growth %
Total Revenue	3,047.0	3,034.4	0.4 %
Mobile Revenue	2,162.6	2,235.4	(3.3)%
Fixed Revenue	656.8	598.2	9.8 %
Mobile Subs in 000's	7,275.5	7,512.6	(3.2)%
Mobile ARPU	96.4	96.1	0.3 %
Mobile Data	741.8	688.3	7.8 %
Mobile data % of mobile service revenue	32.9%	29.9%	
EBITDA	1,371.9	1,283.7	6.9 %
Net Profit before Royalty	971.7	971.7	(0.0)%
Net Profit after Royalty	489.8	558.7	(12.3)%

- Revenues amounted to AED 3.05 billion, a 0.4% increase on Q3 2014 (AED 3.03 billion)
- EBITDA rose 6.9% to AED 1.37 billion compared to Q3 2014 (AED 1.28 billion)
- Net profit before royalty was AED 971.7 million, unchanged on Q3 2014 (AED 971.7 million)
- Net profit after royalty amounted to AED 489.8 million, a 12.3% decline on Q3 2014 (AED 558.7 million) due to a 16.7% rise in royalty
- Total mobile customer base stood at 7.28 million at the end of Q3 2015, down 3.2% from Q3 2014 (7.51 million); a mechanical effect of the My Number My Identity (MNMI) campaign

Q3 Revenue Breakdown:

- Fixed revenue climbed 9.8% to AED 656.8 million compared to Q3 2014 (AED 598.2 million)
- Mobile revenue totalled AED 2.16 billion, a 3.3% decline on Q3 2014 (AED 2.24 billion)
- Mobile data revenues increased by 7.8% to AED 741.8 million from Q3 2014 (AED 688.3 million)
- Mobile data now represents 32.9% of mobile service revenues compared to Q3 2014 (29.9%)

Commenting on the results, Osman Sultan, du's Chief Executive Officer, said:

"We continue to deliver against our strategy of quality growth. While overall revenue edged higher to AED3.05 billion in the third quarter, a 16.7% rise in the amount of royalty paid to the government more than outweighed this, meaning net profit after royalty declined on the year."



"The My Number My Identity (MNMI) campaign has also affected growth in our number of mobile customers, which in turn affected mobile revenue, however fixed and mobile data revenue maintained solid growth, allowing us to keep our overall revenue in line with previous years."

"Underlining our commitment to becoming a fully-integrated ICT multi-service provider and to strengthen our data management capability, we finalised an agreement with Mubadala Development Company to increase our stake in data centre provider Khazna, to 26% from 10%. We have informed the relevant authorities."

"Moving forward, the soft launch last quarter of fixed-line infrastructure sharing in the UAE continues in a very controlled manner. We remain extremely focused on providing the best possible assistance to all du customers, while retaining our focus on efficiency, cost control, and delivering good returns for our shareholders."

ENDS

About du

We started operating in 2007, offering mobile and fixed telephony, broadband connectivity and IPTV services. Today, we serve more than 7.5 million individual customers and over 80,000 businesses in the UAE. We also provide carrier services for businesses and satellite up/downlink services for TV broadcasters. We won the Gallup Great Workplace Award. Our recruitment strategy aims to provide fulfilling opportunities for quality talent in a cosmopolitan working environment where more than 60 nationalities work 35% of which are Emiratis. We are the first telecom company in the world to release a Sustainability Report based on GRI-G4 comprehensive guidelines. Among our other laurels, we also have the credit of being the first in the UAE to be awarded with prestigious LEED Platinum certification for 2 of our green retail outlet. du is 39.5 percent owned by Emirates Investment Authority, 20.08 percent by Mubadala Development Company PJSC, 19.5 percent by Emirates Communications and Technology LLC and the remaining by public shareholders. Listed on the Dubai Financial Market (DFM), the company trades under the name 'du'.

The company's Board members who represent Mubadala Development Company PJSC are considered related parties as Mubadala, through one of its wholly-owned subsidiaries, is the other Khazna shareholder.

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