

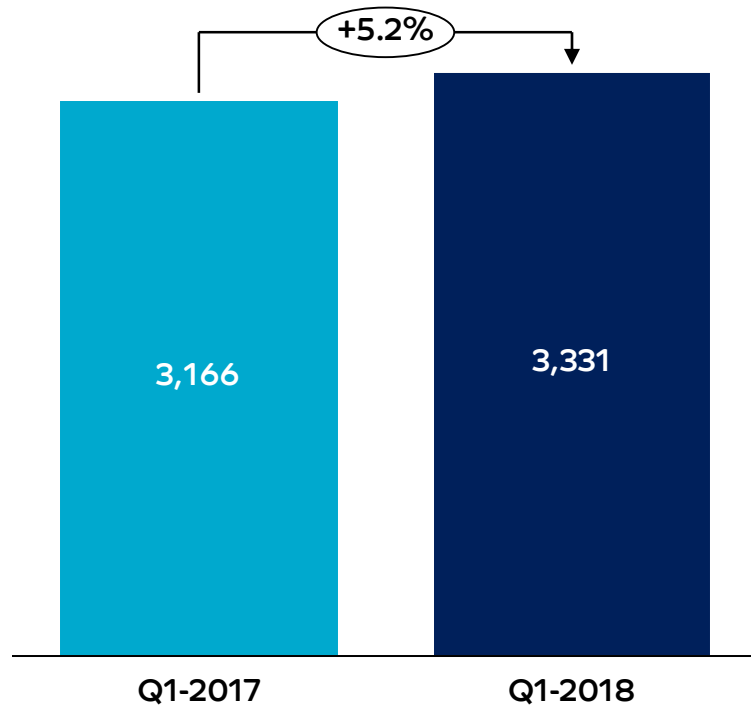
# Emirates Integrated Telecommunications Company PJSC

## Financial Results – 1<sup>st</sup> Quarter 2018



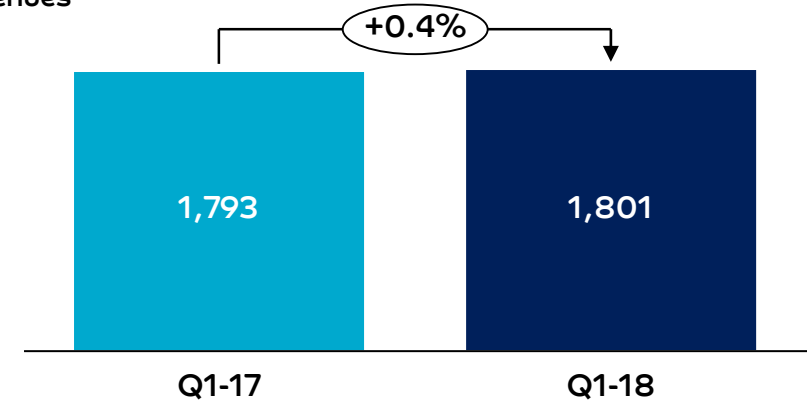
# Q1 2018 : Revenue Performance

## Total Revenue<sup>1</sup> (AED Mn.)

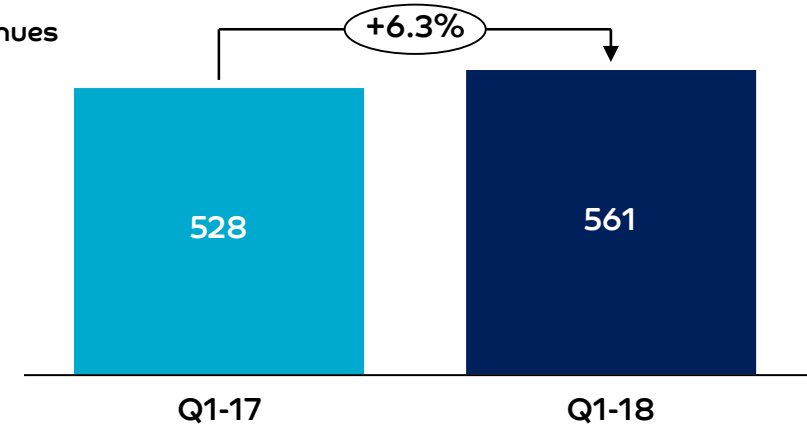


## Segment Contributions<sup>1</sup> (AED Mn.)

### Mobile Revenues



### Fixed Revenues

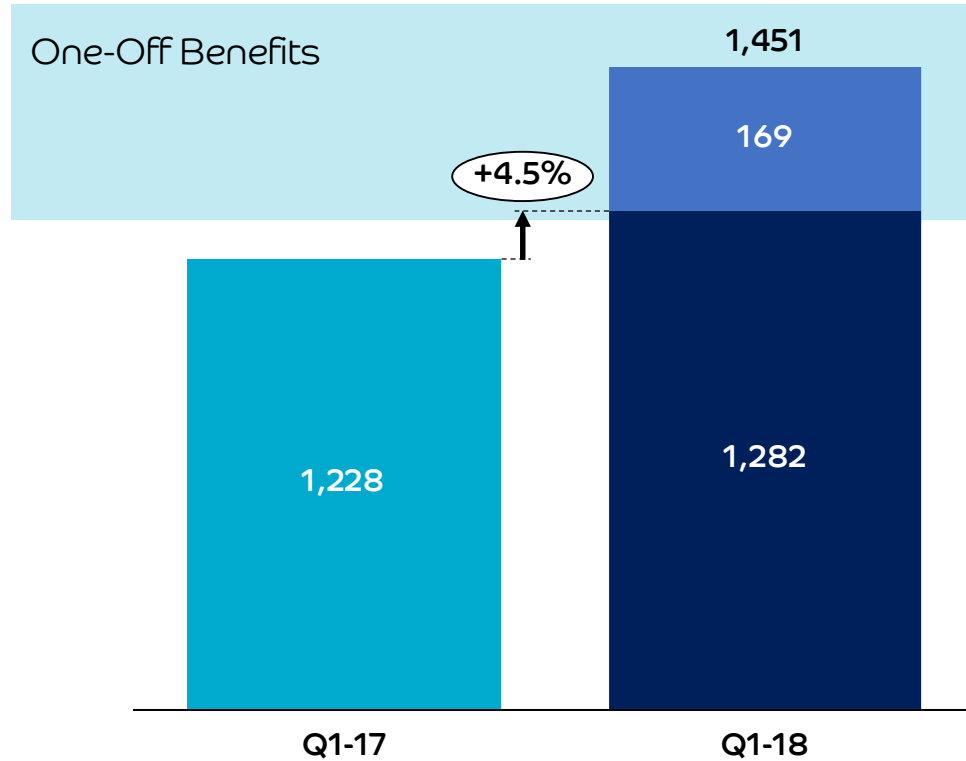


#### Note 1:

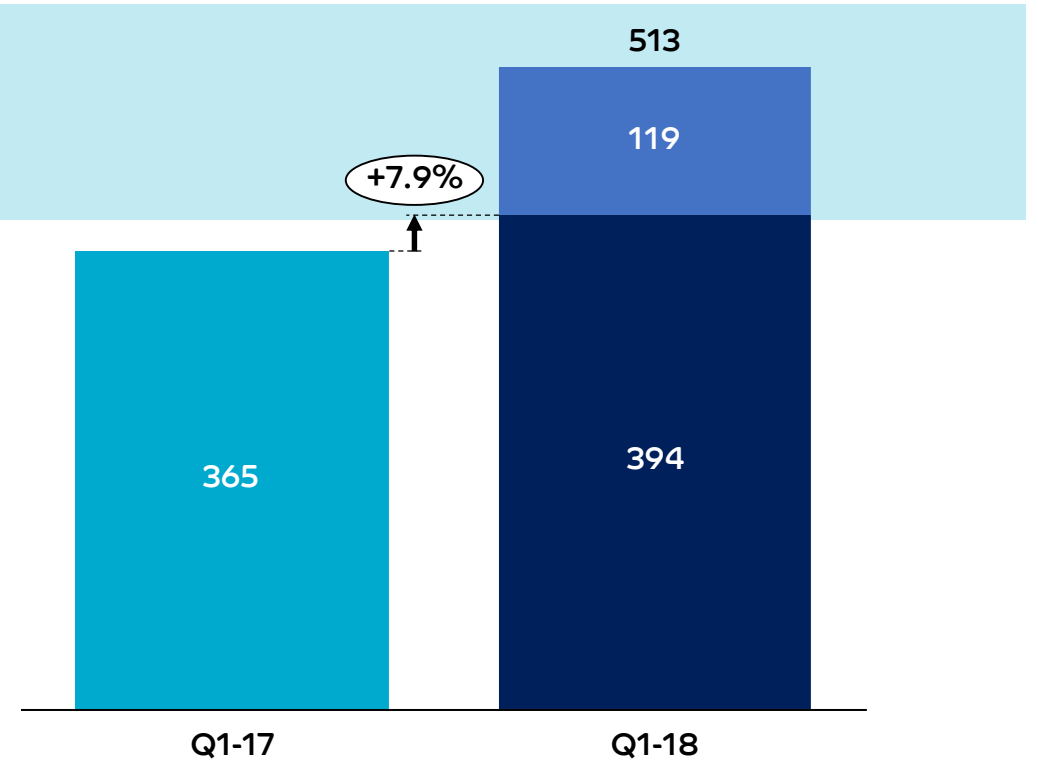
Revenue classification has been changed to provide more accurate view of the segments. Handsets and various other fixed or mobile revenues has been moved to "Other" revenue category. In order to conform current period presentation, the comparative figures for the previous period has been regrouped where necessary. Such regrouping did not affect the previously reported profit, comprehensive income or equity.

# Q1 2018 : Profitability

**EBITDA** (AED Mn.)



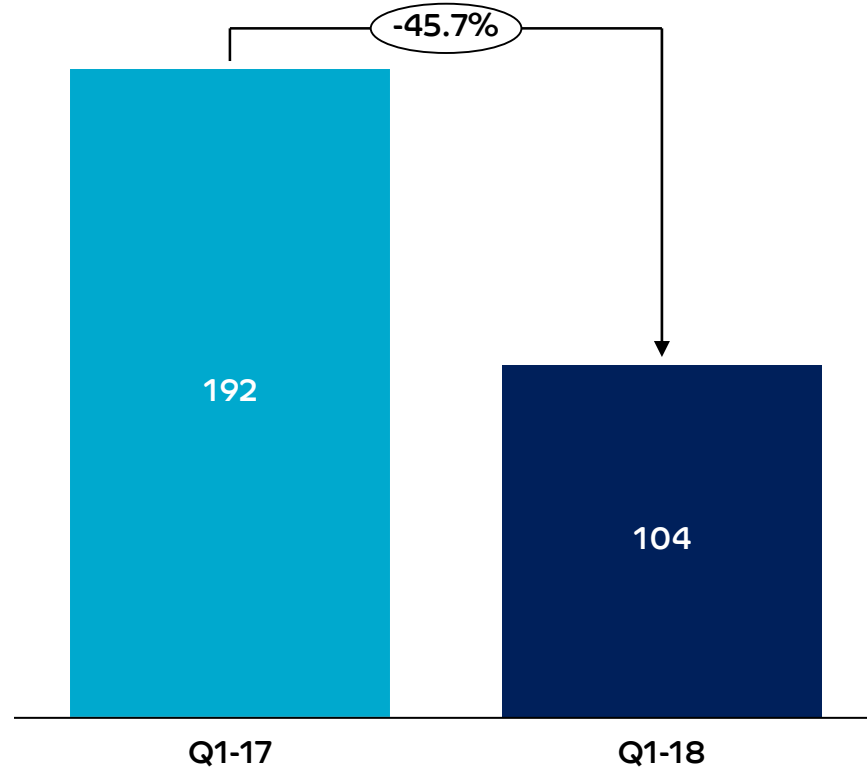
**Net Profit after Royalty** (AED Mn.)



Note: Q1 2018 EBITDA & Net Profit is positively impacted by One-Off reversal related to regulatory costs. The above graphs represent both impact.

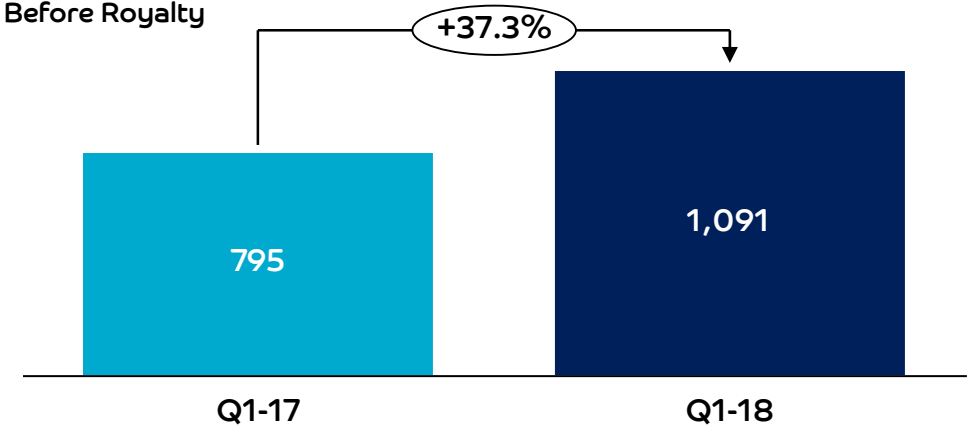
# Q1 2018 : Capex and Free Cash flow

## Capital Expenditure (AED Mn.)

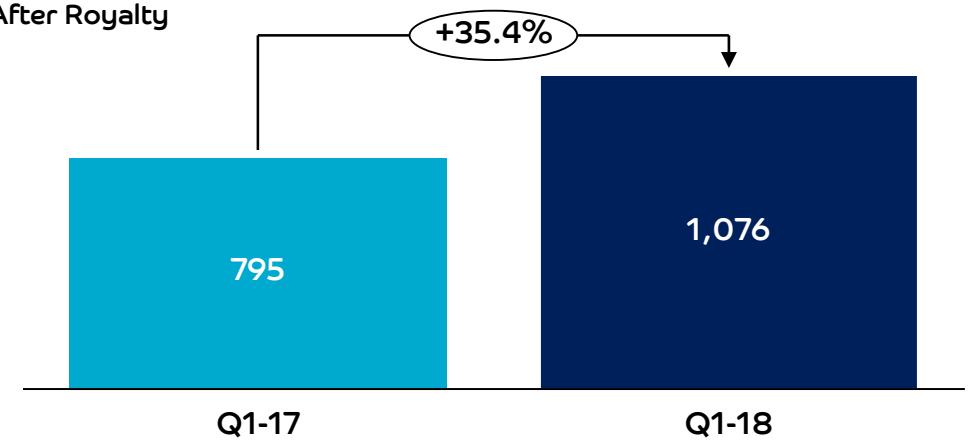


## Free Cash Flows (AED Mn.)

FCF Before Royalty



FCF After Royalty



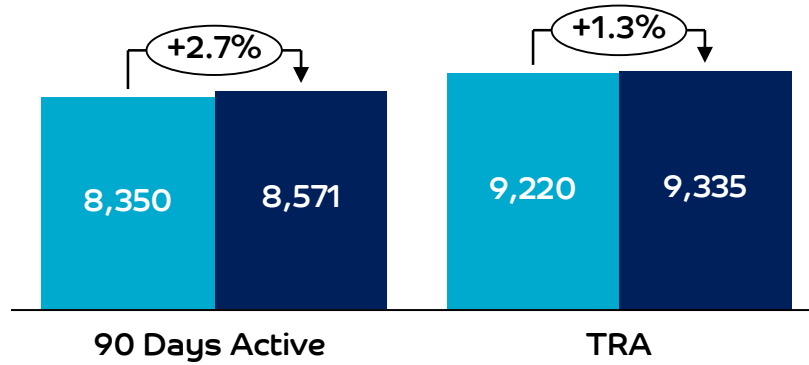
Notes: Capital expenditure and Free cash flow for the Q1'17 has been adjusted for actuals for the period.

# Q1 2018 : Subscribers and ARPU

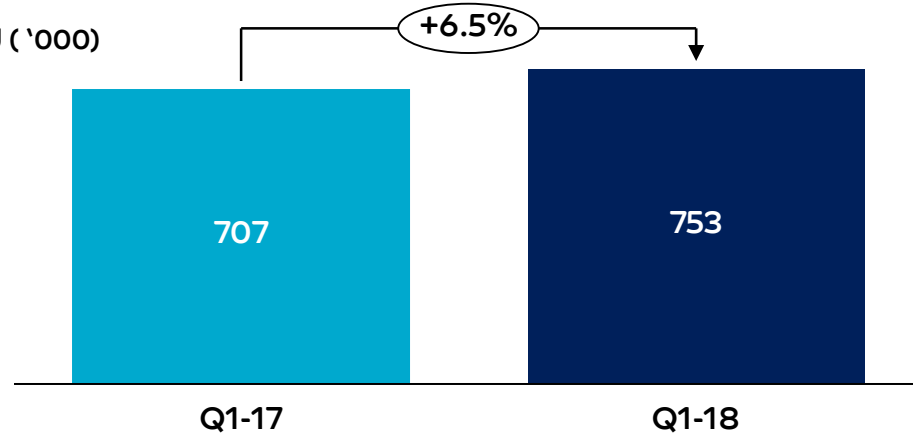
## Subscriber (In '000)

Mobile ('000)

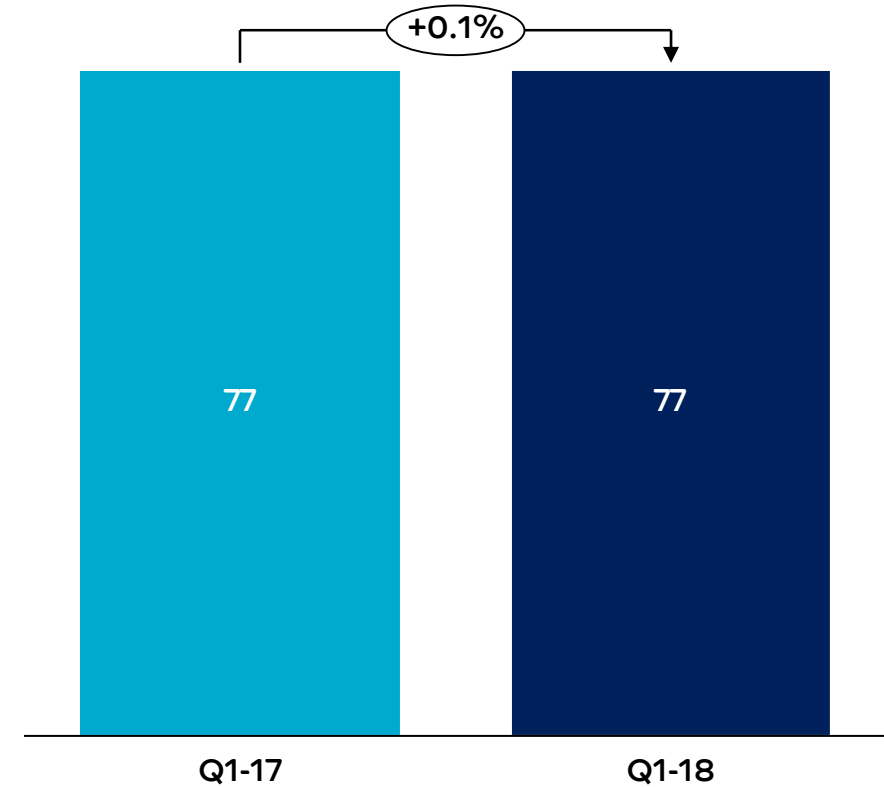
■ Q1-17 ■ Q1-18



Fixed ('000)



## Mobile ARPU (In AED)

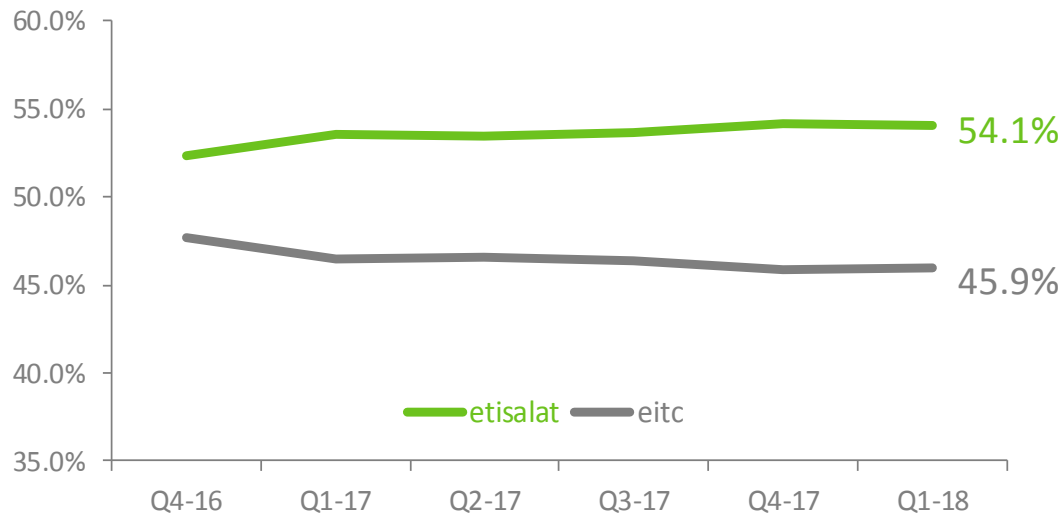


Notes: Mobile subscriber numbers disclosed for the period are in line with the definition set by the UAE Telecommunications Regulatory Authority (TRA)  
ARPU calculations are based on 90 days active customers

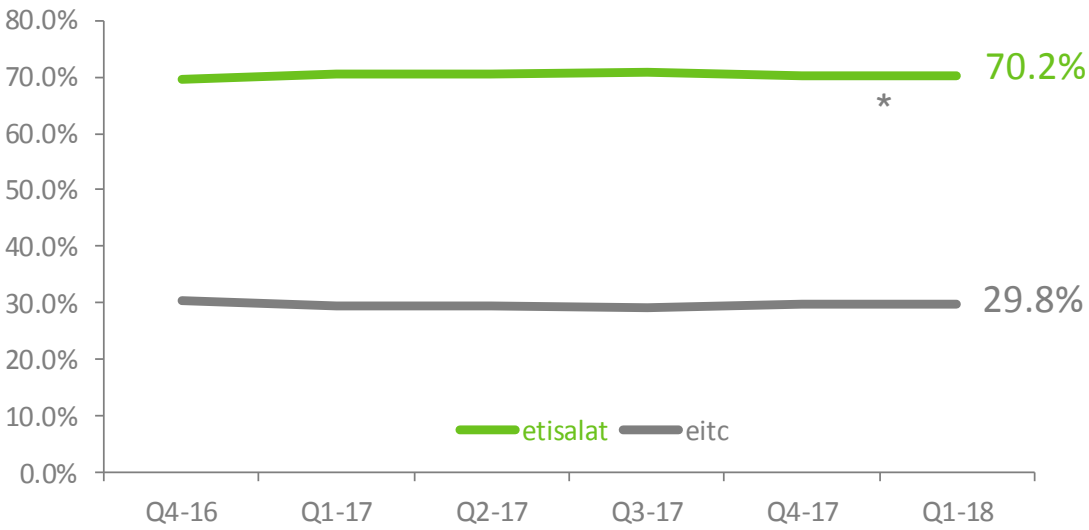
# Market overview

Market share consolidation – sustain competitiveness in the market

UAE Mobile Subscribers - Market share quarterly evolution



UAE Telecom Market – Revenue share quarterly evolution



\* eitc revenue share for the last 12 months is 29.5%

Source: TRA Market Statistics December 2017, Etisalat Quarterly analyst presentations/ earning release & internal estimates



# Disclaimer

- Emirates Integrated Telecommunications Company PJSC (hereafter “du”) is a telecommunication services provider in the UAE.
- du cautions investors that certain statements contained within this document state management’s intentions, hopes, beliefs, expectations or predictions of the future are forward-looking statements.
- Management wishes to caution the reader that forward-looking statements are not historical facts and are only estimates or predictions. Actual results may differ materially from those projected as a result of risks and uncertainties, but are not limited to:
  - Our ability to manage domestic and international growth and maintain a high level of customer service
  - Future sales growth
  - Market acceptance of our product and service offerings
  - Our ability to secure adequate financing or equity to fund our operations
  - Network expansion
  - Performance of our network and equipment
  - Our ability to enter into strategic alliances or transactions
  - Co-operation by the incumbent in provisioning lines and enabling us to interconnect our equipment at the local exchange
  - Regulatory approval processes
  - Changes in technology
  - Price competition
  - Other market conditions and associated risks
- The company undertakes no obligation to update publicly any forward-looking statements, whether as a result of future events, new information, or otherwise.
- For further information about the company, or material contained within this forward looking statement, please direct your enquiries to our Investor Relations team by email at [investor.relations@du.ae](mailto:investor.relations@du.ae) or by telephone on +971 4 434 5101.



Thank You

**eitc**