

Q4 2017 Results

Emirates Integrated Telecommunications Company PJSC

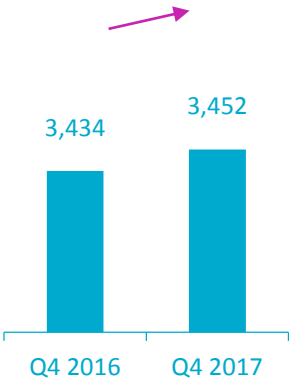
15th Feb 2018



Financial Highlights: Q4 2017

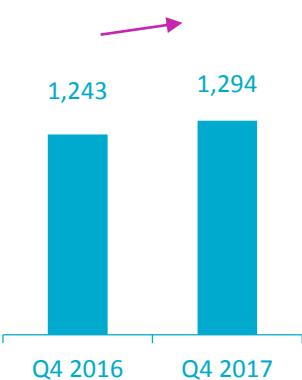
Total Revenue
(AED M)

+0.5%



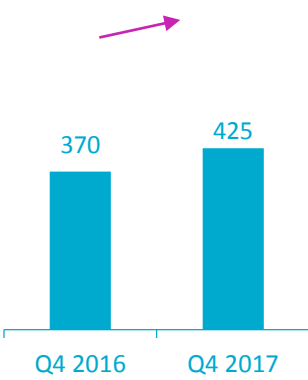
EBITDA
(AED M)

+4.1%



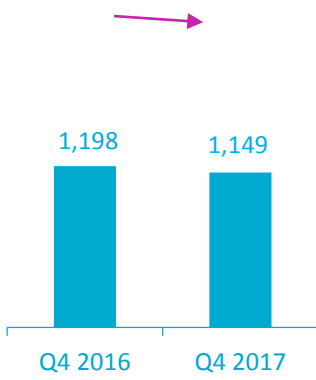
Net Profit
after Royalty
(AED M)

+14.9%



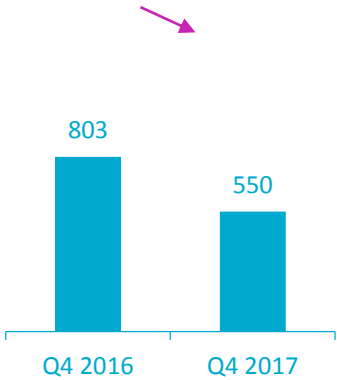
Free Cash Flow
before Royalty
(AED M)

-4.1%



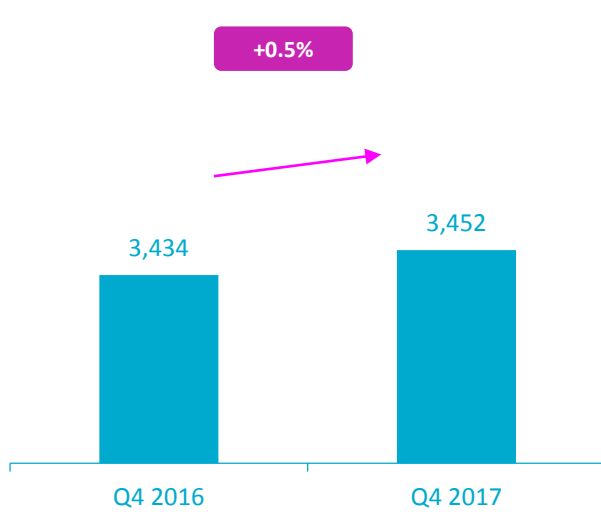
Capex Additions
(AED M)

-31.5%

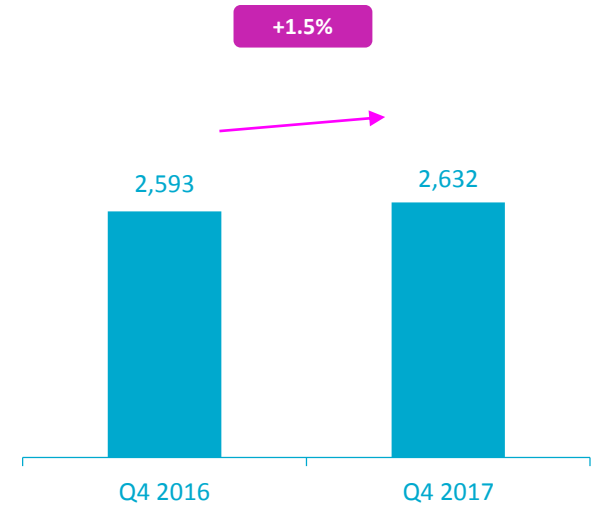


Revenue – Q4 2017

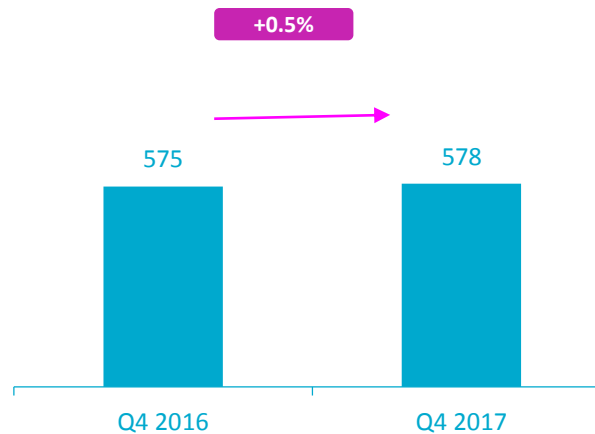
Total Revenue (AED M)



Mobile Revenue (AED M)

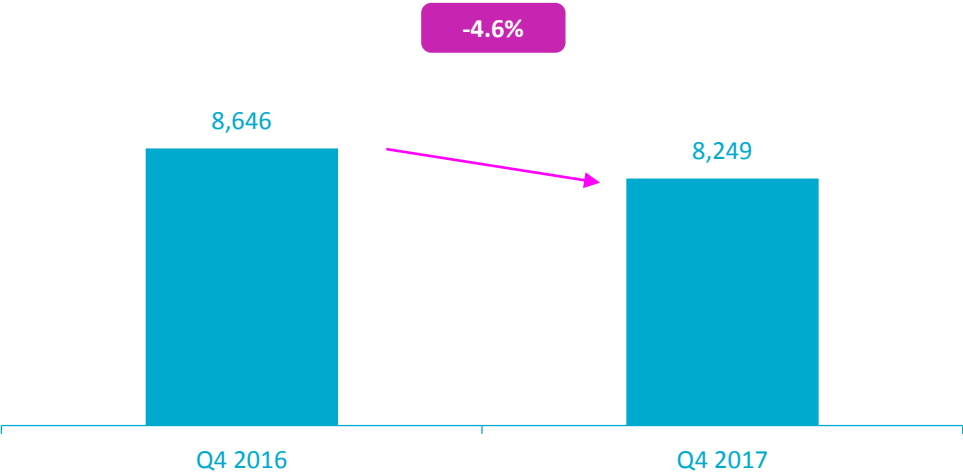


Fixed Revenue (AED M)

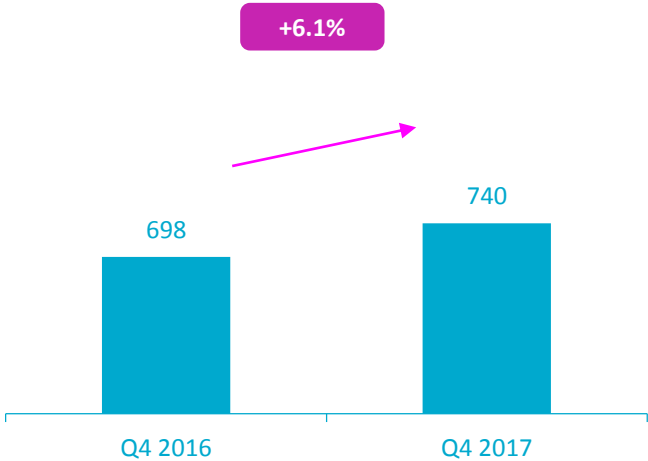


Revenue drivers - Q4 2017

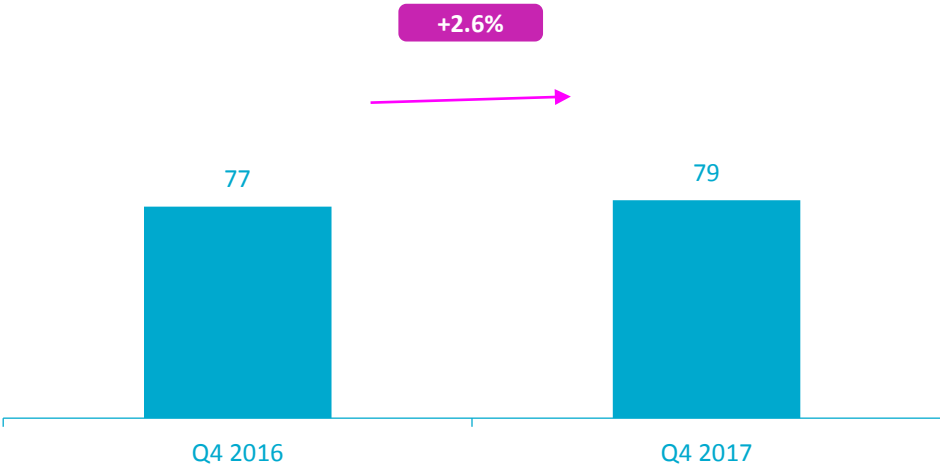
Mobile subscribers Active 90 Days ('000)



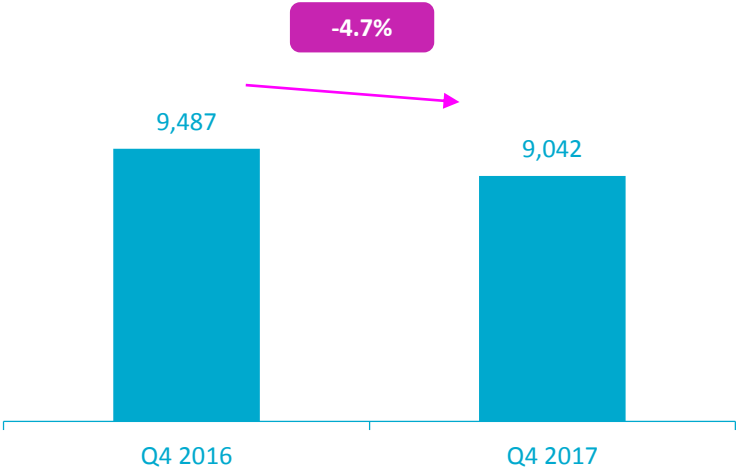
Fixed Lines ('000)



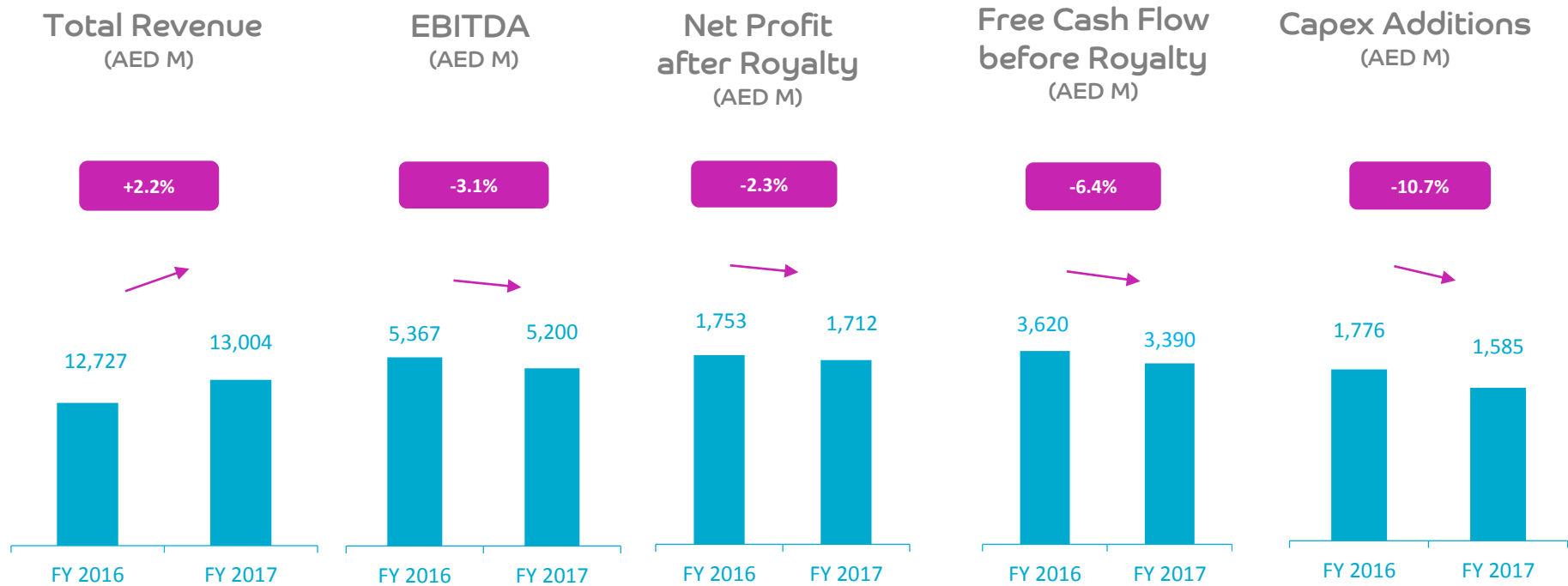
Mobile ARPU (AED)



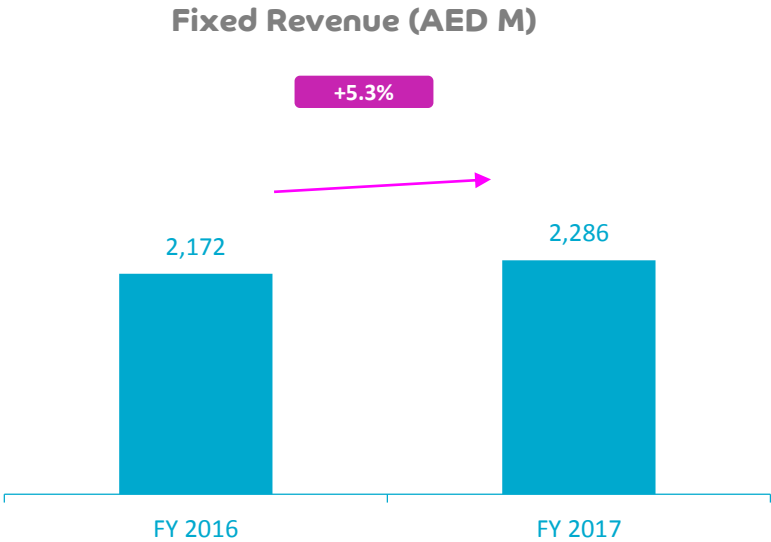
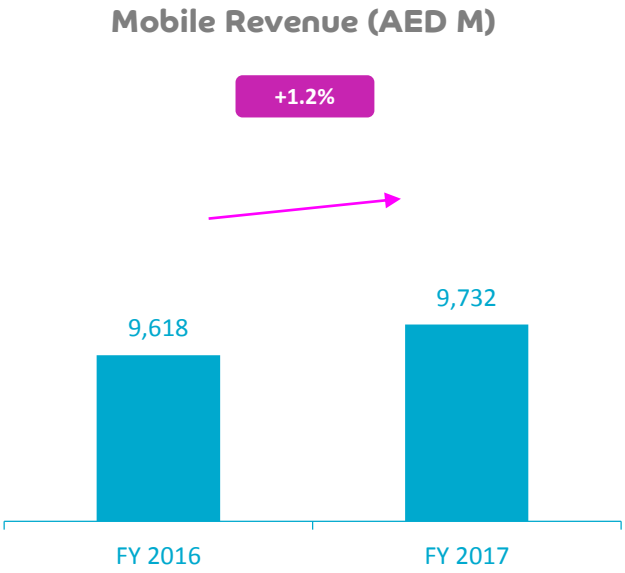
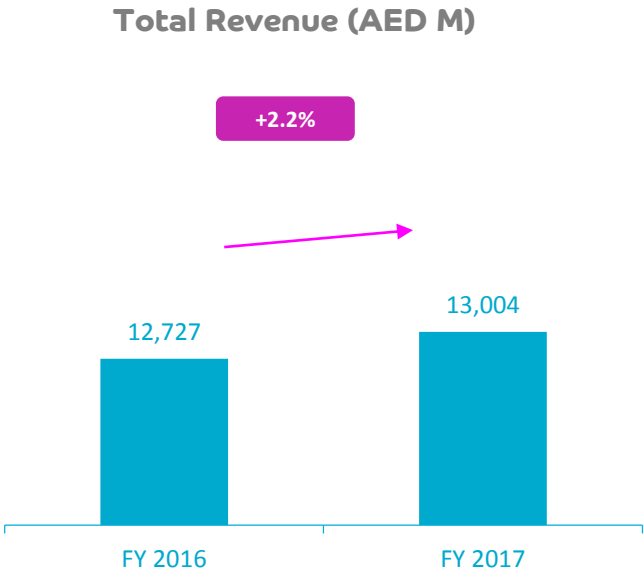
Mobile Active 90 Days ('000)
TRA Definition



Financial Highlights: FY 2017

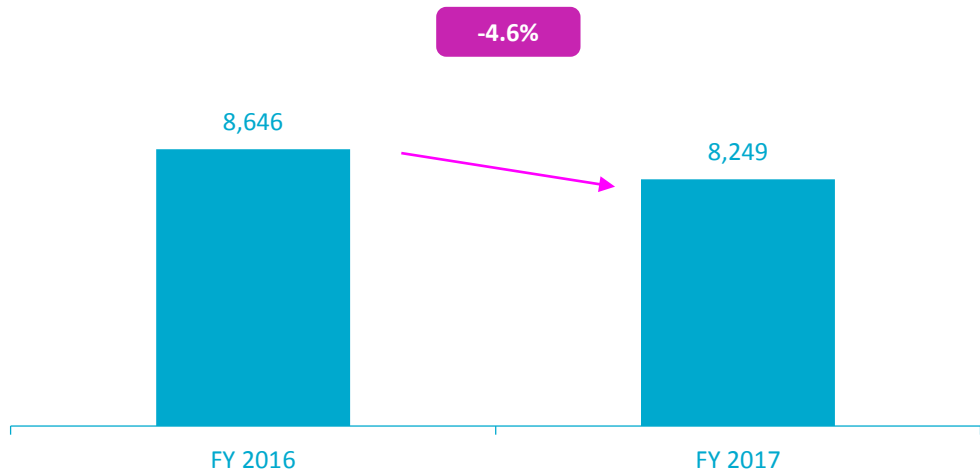


Revenue – Year 2017

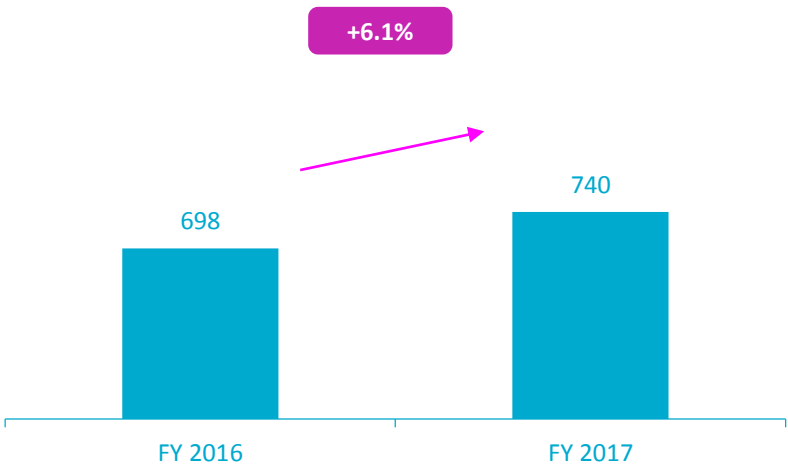


Revenue drivers – FY 2017

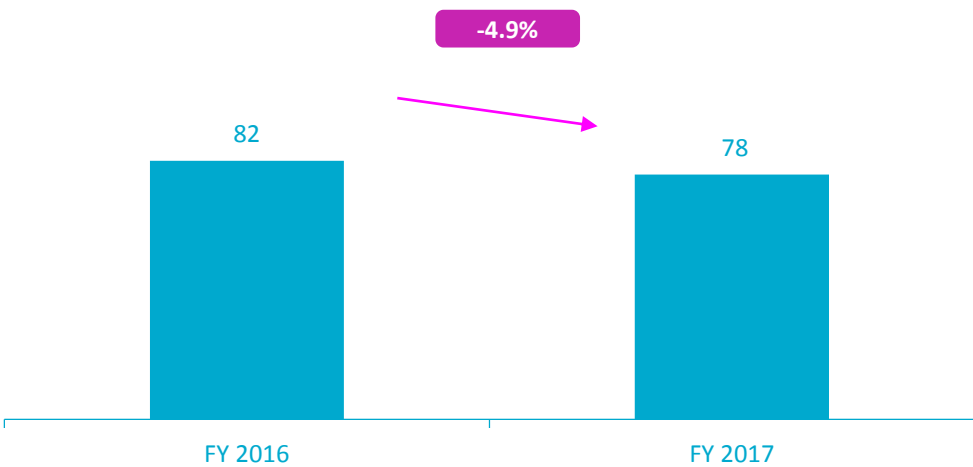
Mobile subscribers Active 90 Days ('000)



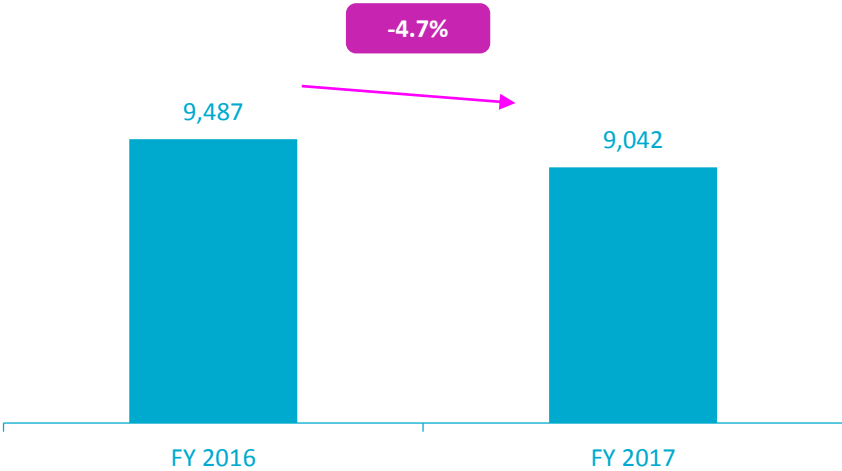
Fixed Lines ('000)



Mobile ARPU (AED)

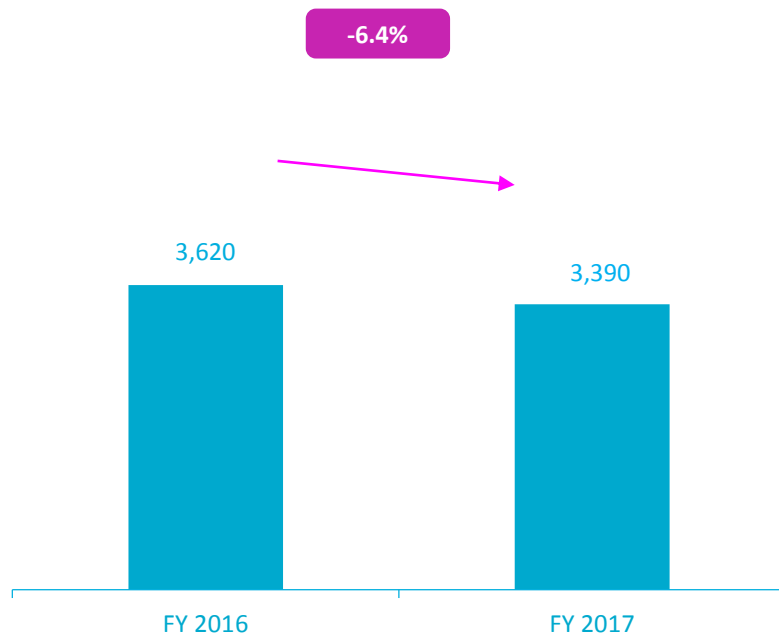


Mobile Active 90 Days ('000)
TRA Definition

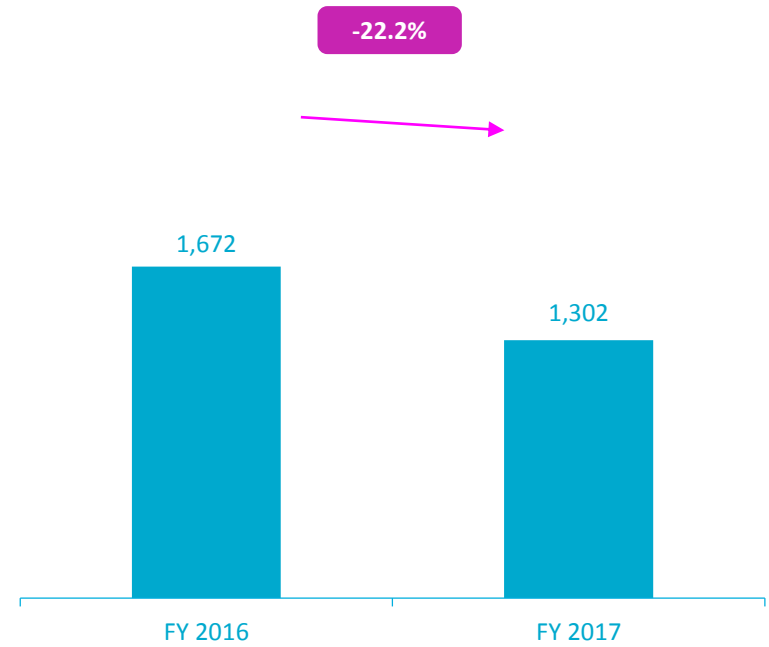


Free Cash Flow – Year 2017

Free Cash Flow before Royalty (AED M)



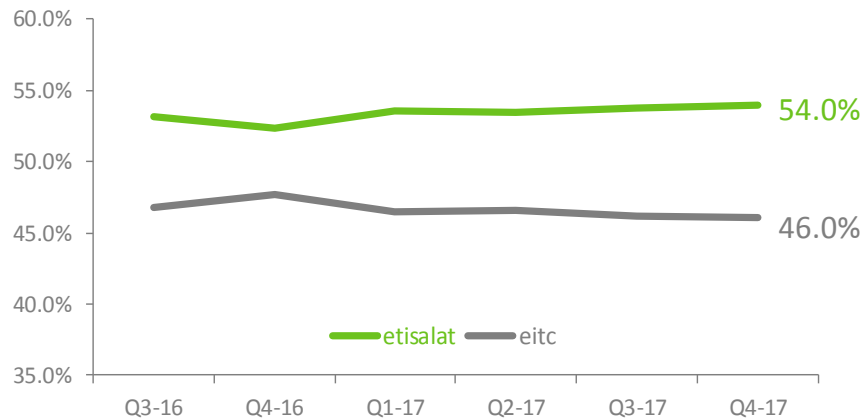
Free Cash Flow After Royalty (AED M)



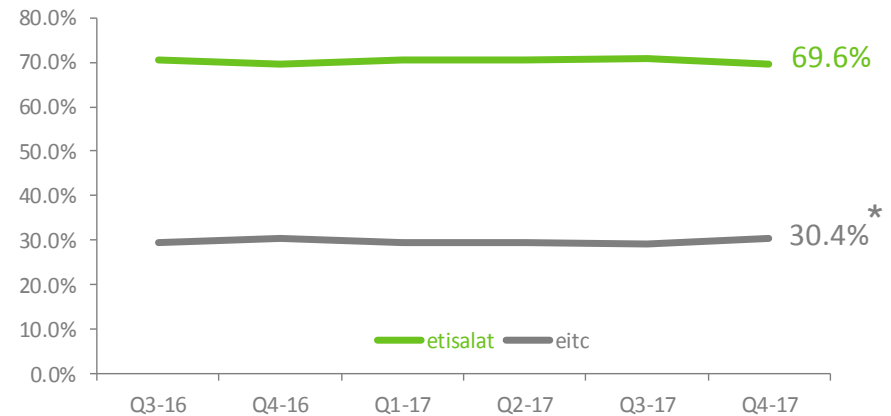
Market overview

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 November 2017, Etisalat Quarterly analyst presentations & 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 or by telephone on +971 4 434 5101.