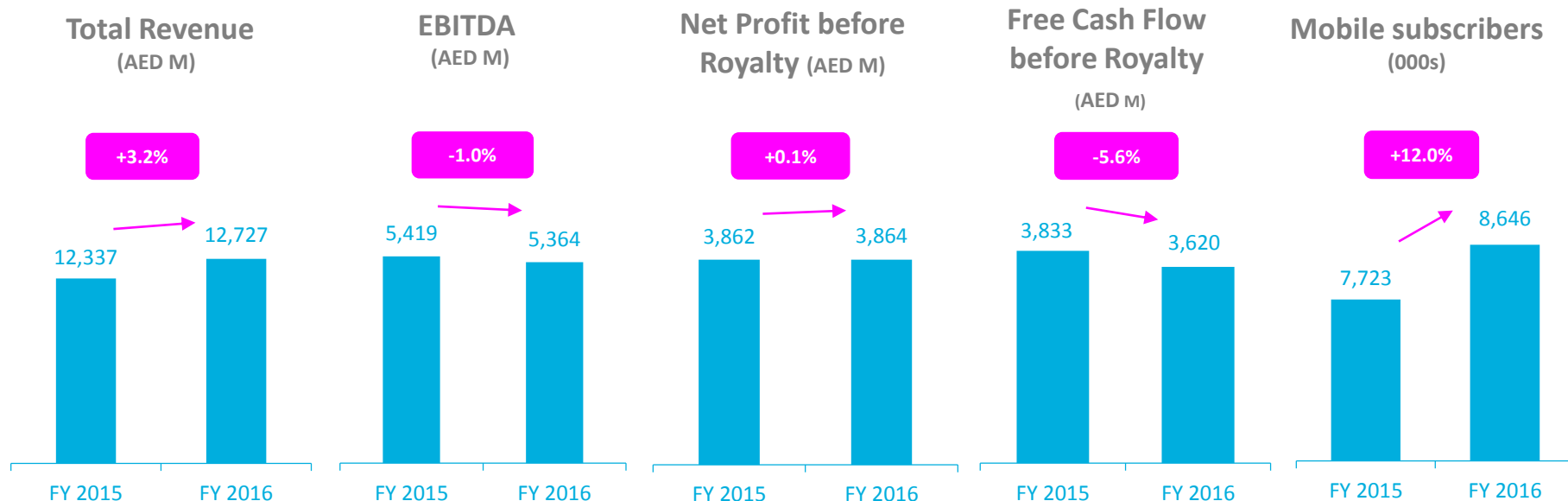


2016 Results

Emirates Integrated Telecommunications Company PJSC

16 February 2017

Full Year Financial Highlights



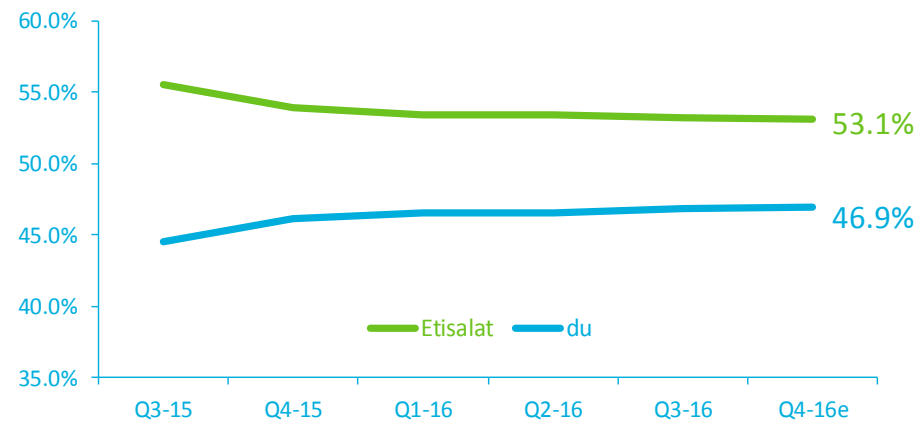
Solid year to date results

- 3.2% growth in revenue for the year mainly in fixed and wholesale
- Steady EBITDA
- Healthy growth in mobile subscriber base

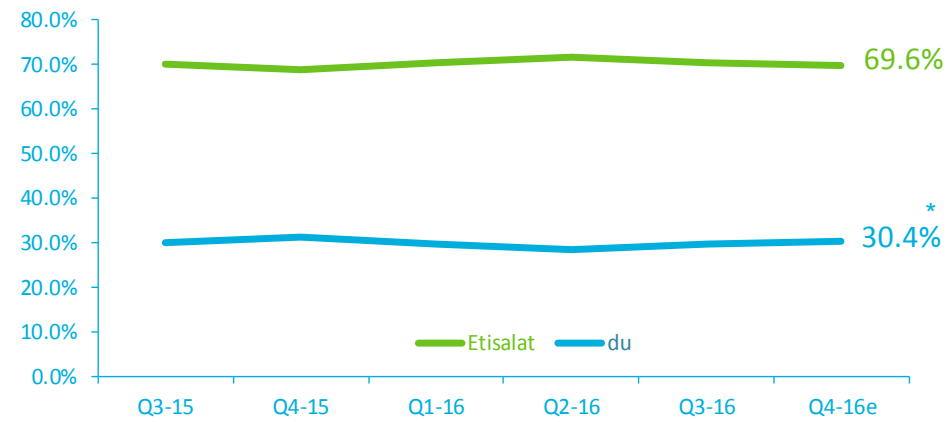
Market overview

Market share consolidation – sustain competitiveness in the market

UAE Mobile Subscribers - Market share quarterly evolution



UAE Telecom Market – Revenue share quarterly evolution



* du revenue share for the last 12 months is 29.5%

Source: TRA Market Statistics November 2016, Internal estimates, Etisalat Quarterly analyst presentations and Preliminary results.

Progressive Dividend Payment

Proposed dividend payment

AED per share	2015	2016
Interim Dividend	0.13	0.13
Final Dividend	0.20	0.21
Total Dividend	0.33	0.34
Total Amount (AED)	1.51 billion	1.55 billion

Sustained focus on creating shareholder value

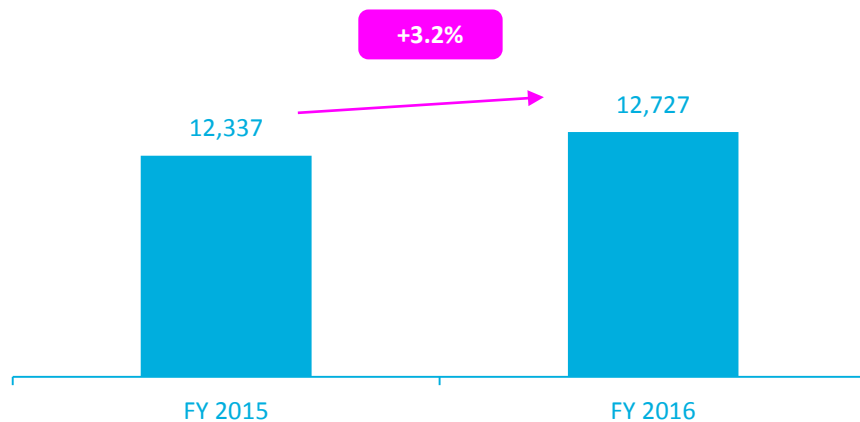
- Proposed dividend of AED 914 million

Note: A special cash dividend of AED 0.10 per share amounting to AED 457 million was paid along with the interim dividend in 2015

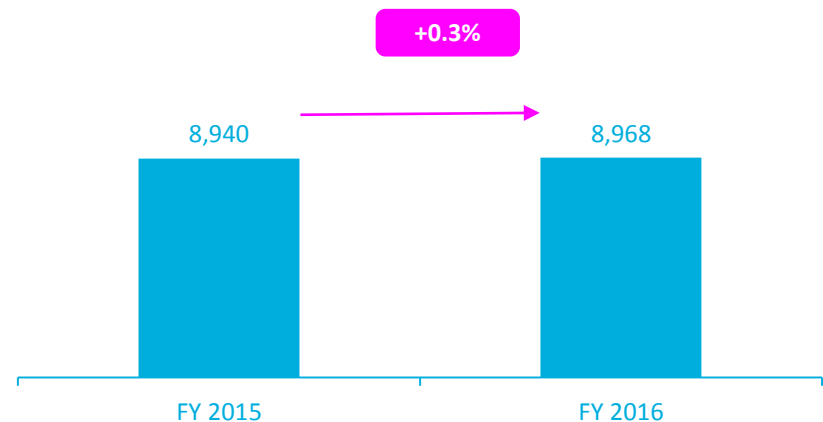


Revenue

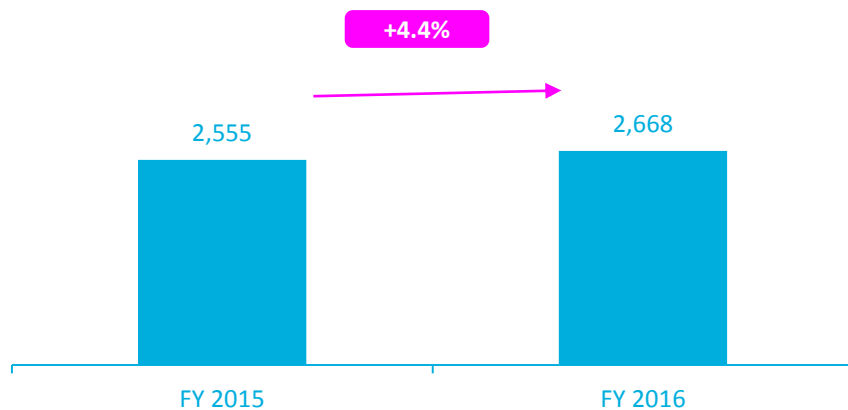
Total Revenue (AED M)



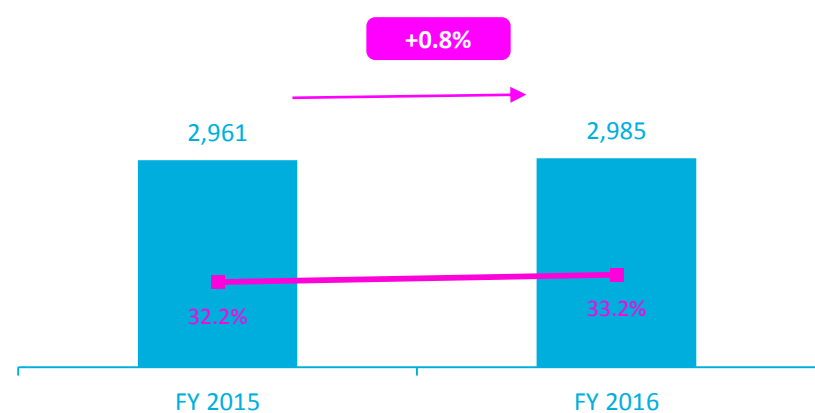
Mobile Revenue (AED M)



Fixed Revenue (AED M)



Mobile Data Revenue (AED M)

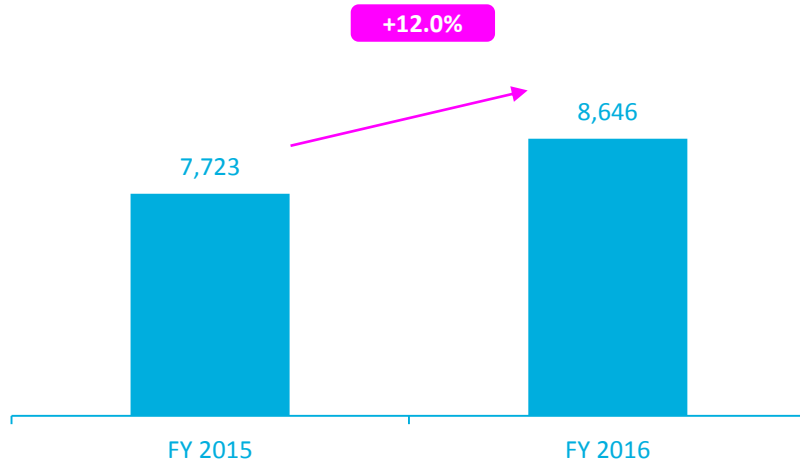


Mobile Data (AED M)
Mobile Data as % of Mobile Service Revenue

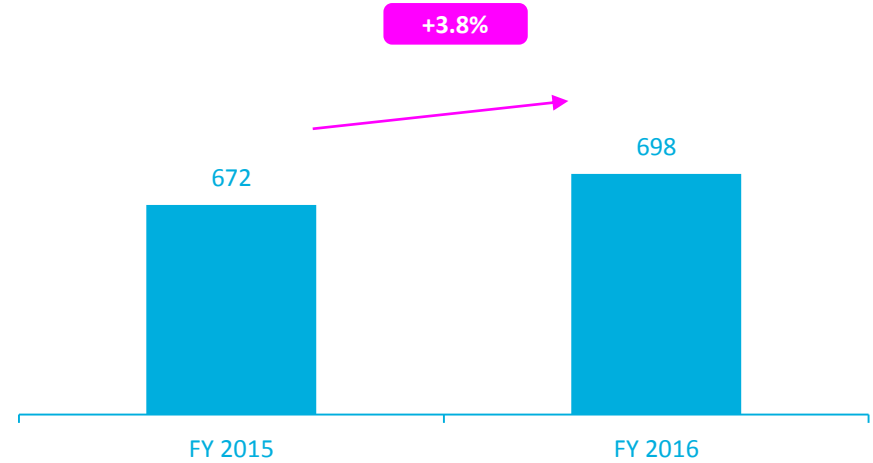
Revenue Drivers

Declining ARPU in line with industry trend

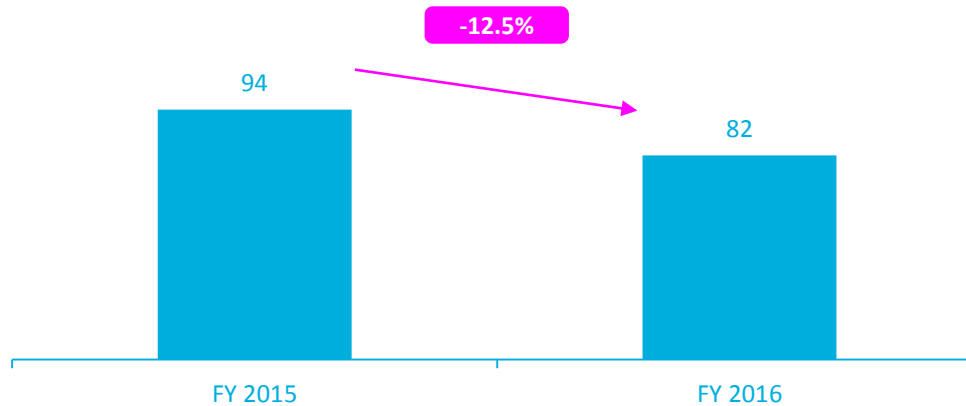
Mobile Subscribers Active 90 Days ('000)



Fixed Lines ('000)



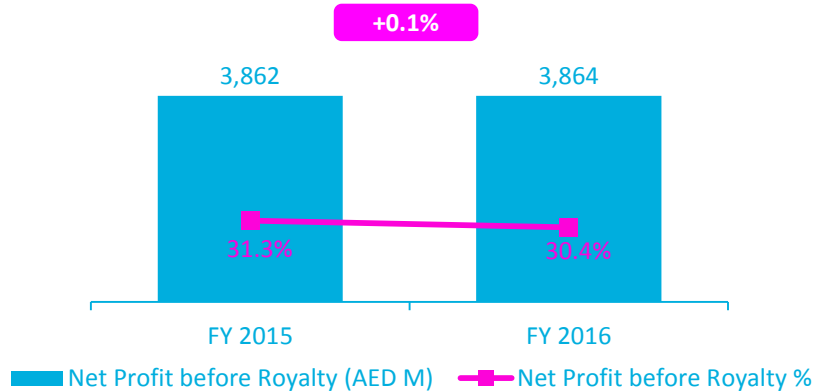
Mobile ARPU (AED)



Net Profit

Increasing royalty – Effective royalty up to 54.6% in 2016 from 49.7% in 2015

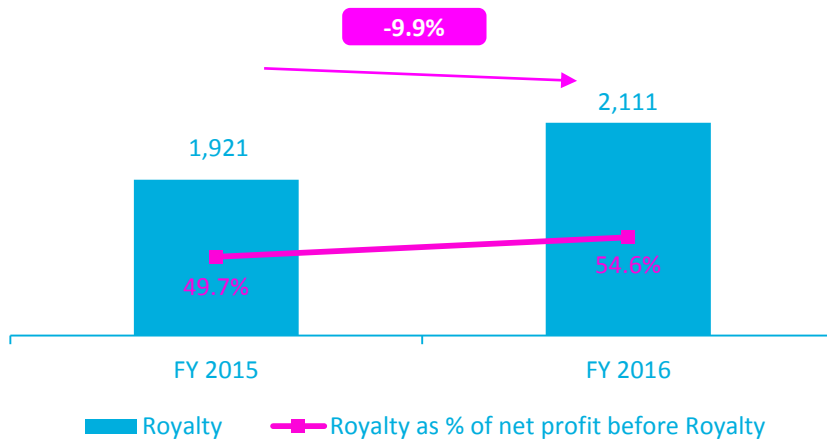
Net Profit before Royalty (AED M)



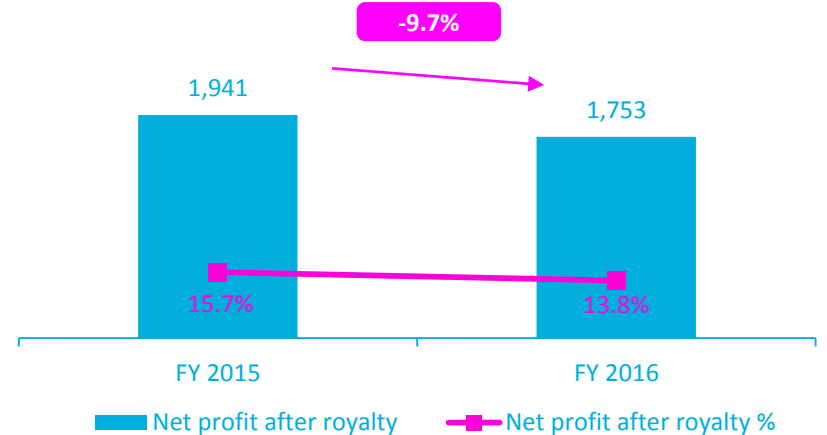
Royalty Rates Compared

Royalty	2013	2014	2015	2016
Royalty on Regulated Revenue	7.5%	10.0%	12.5%	15.0%
Royalty on Net Profit	20%	25%	30%	30%

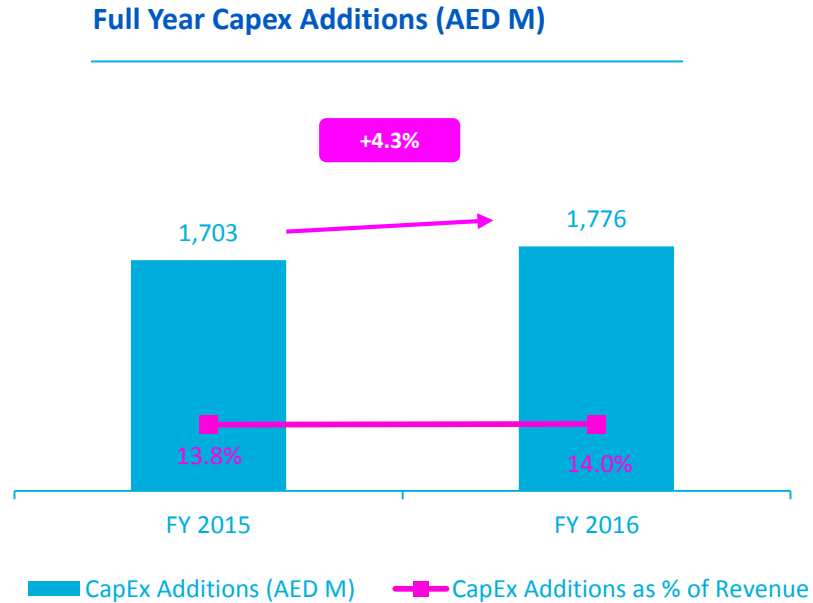
Royalty (AED M)



Net Profit after Royalty (AED M)



Capital Investments



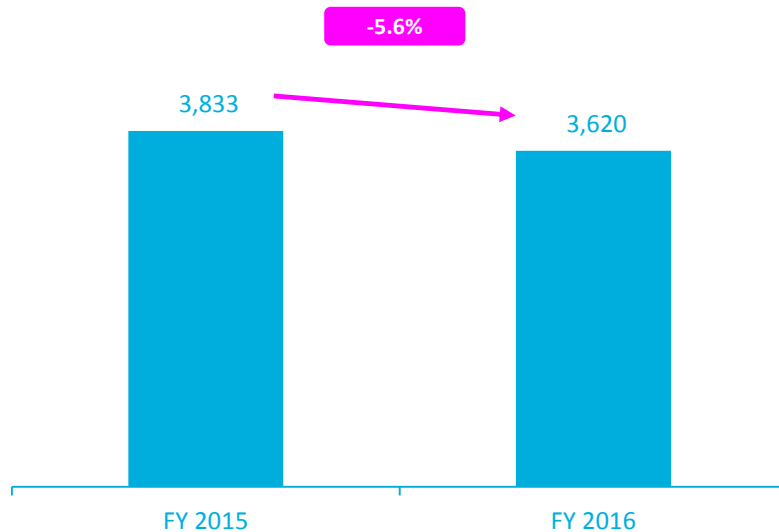
Capex deployed 4.3% higher than 2015

- Capex prioritised in areas of fundamental growth including IT, mobile rollout and digitisation of services

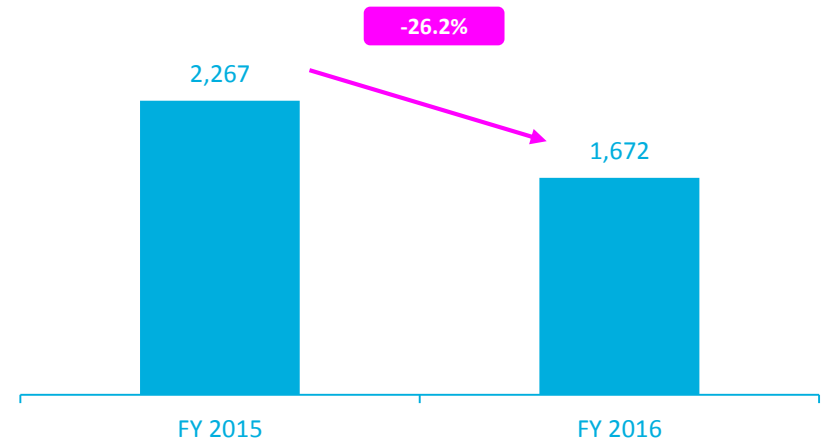


Free cash flow

Free Cash Flow before Royalty* (AED M)



Free Cash Flow after Royalty (AED M)



- Increased share of postpaid revenue which has an impact on the working capital
- Process improvements resulted in quicker payments which impacted free cash flow

Free cash flow is defined as cash from operations less spending on tangible and intangible assets and investments in subsidiaries and associates



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.

