

2015 Results

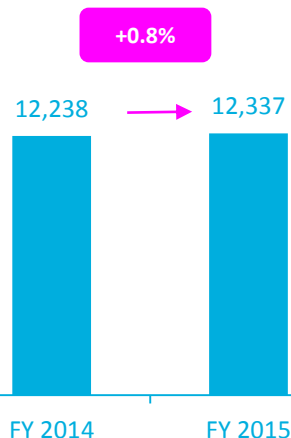
Emirates Integrated Telecommunications Company PJSC

February 2016

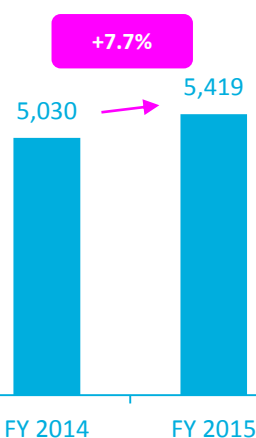


Full Year Financial Highlights

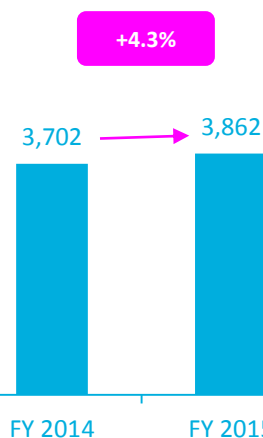
Total Revenue
(AED M)



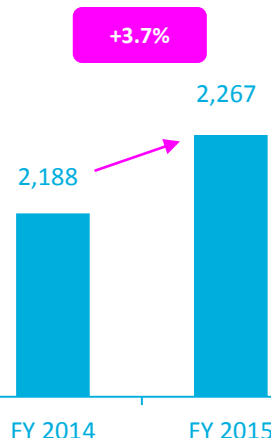
EBITDA
(AED M)



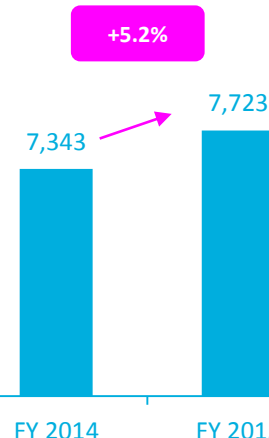
**Net Profit before
Royalty** (AED M)



Free Cash Flow
(AED M)



Mobile subscribers
(000s)



Profitable revenue growth

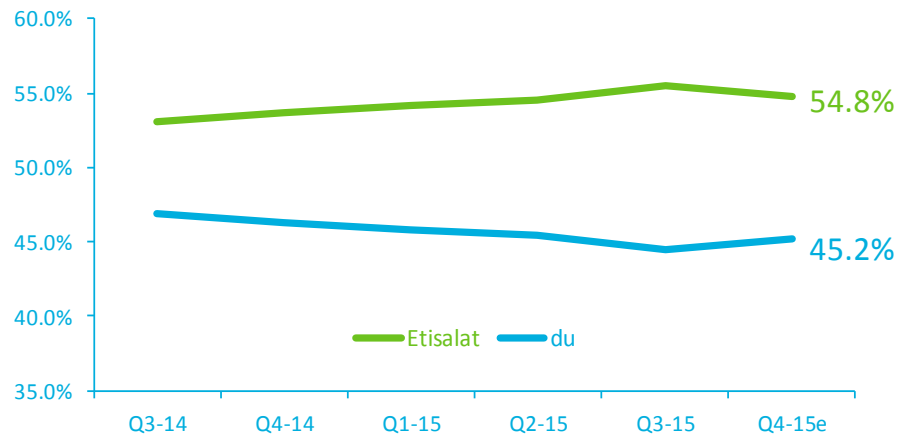
- Growth in fixed products revenue
- Increased focus on higher margin products and savings in costs resulting in improved EBITDA margin of 43.9% in 2015 in comparison with 41.1% in 2014
- Net Profit impacted by increasing royalty %. Effective royalty % increasing to 49.7% in 2015 from 43.0% in 2014
- Mobile subscriber growth despite impact by subscriber cleansing due to My Number My Identity program



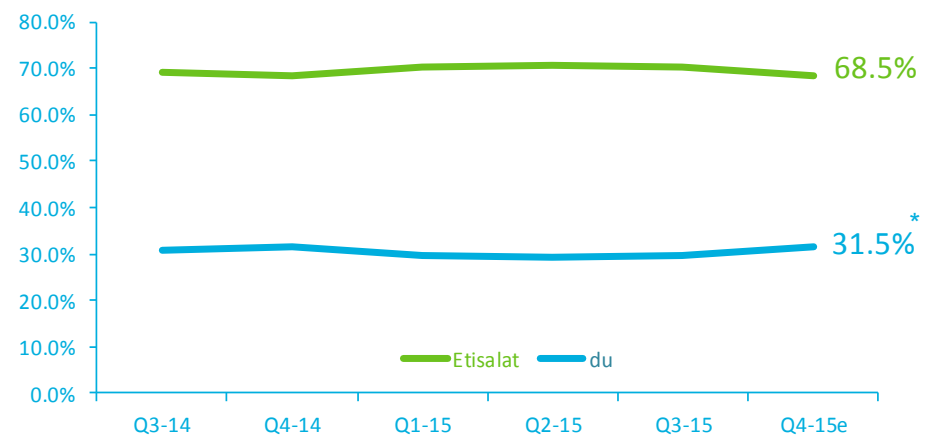
Market overview

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 30.0%

Source: TRA Market Statistics October 2015, Internal estimates, Etisalat Quarterly analyst presentations



Progressive Dividend Payment

Proposed dividend payment

AED per share	2014	2015
Special Dividend	0.00	0.10
Interim Dividend	0.12	0.13
Final Dividend	0.20	0.20
Total Dividend	0.32	0.43
Total Amount (AED)	1.46 billion	1.97 billion

Sustained focus on creating shareholder value

- Proposed dividend of AED 914 million
- Du commenced an interim dividend program from Q2 2013

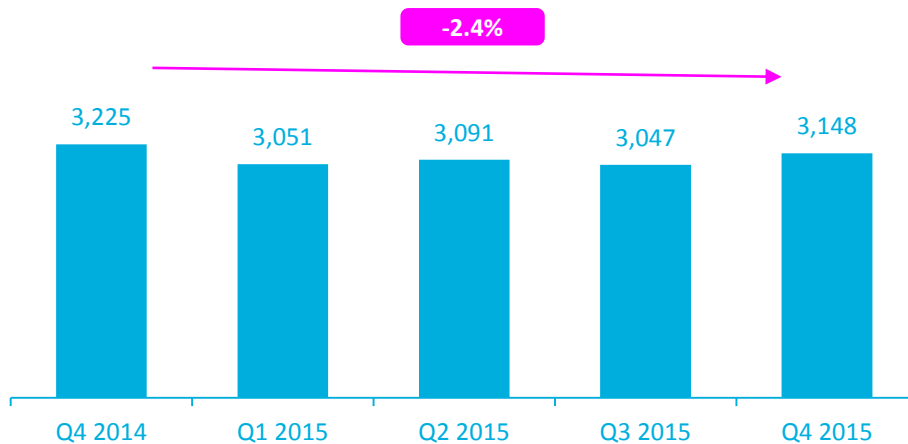
Note: A special cash dividend of AED 0.10 per share amounting to AED 457 million was paid alongwith the interim dividend in 2015



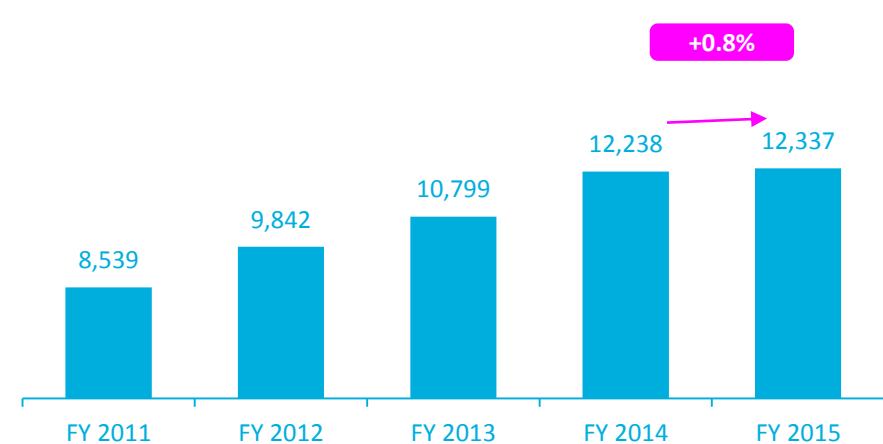
Total Revenues

Healthy growth in fixed business

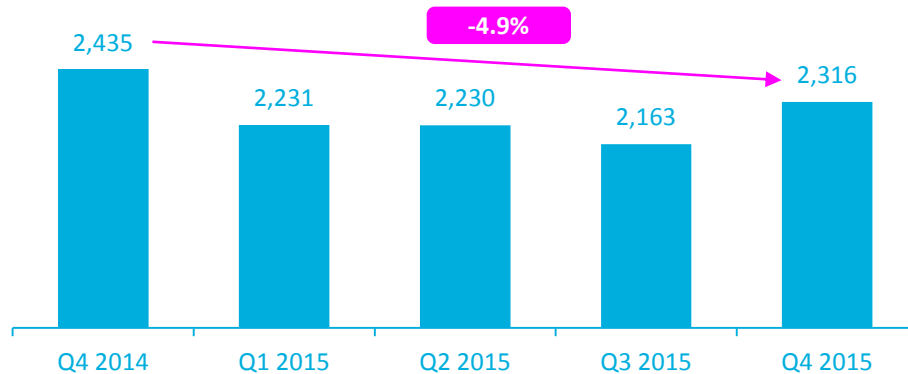
Quarterly Revenue (AED M)



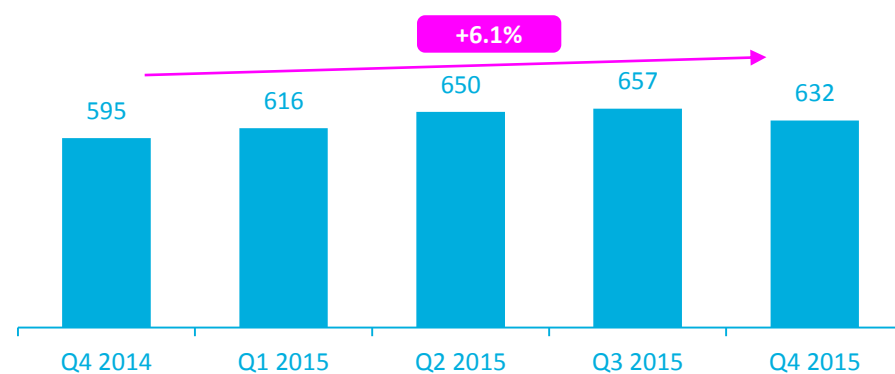
Full Year revenue (AED M)



Quarterly Mobile Revenues (AED M)



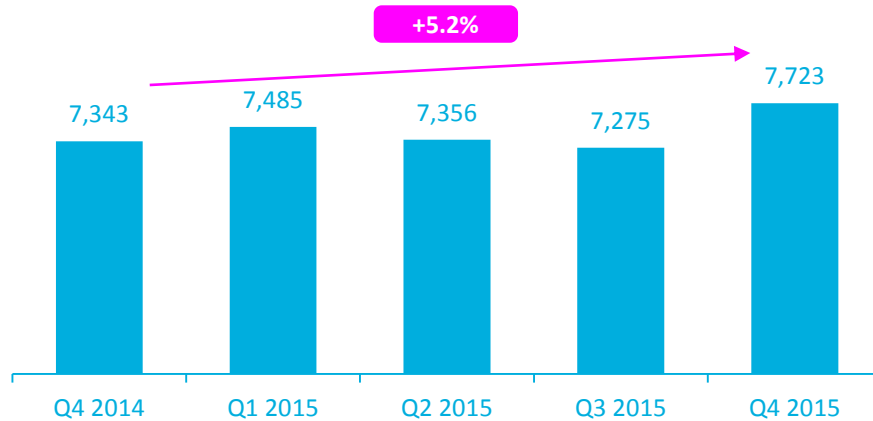
Quarterly Fixed Revenue (AED M)



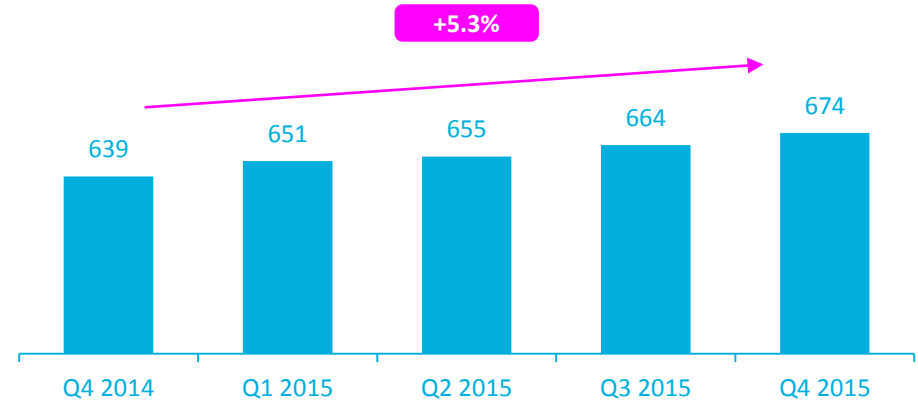
Revenue Drivers

Increase in mobile subscribers impacted by MNMI

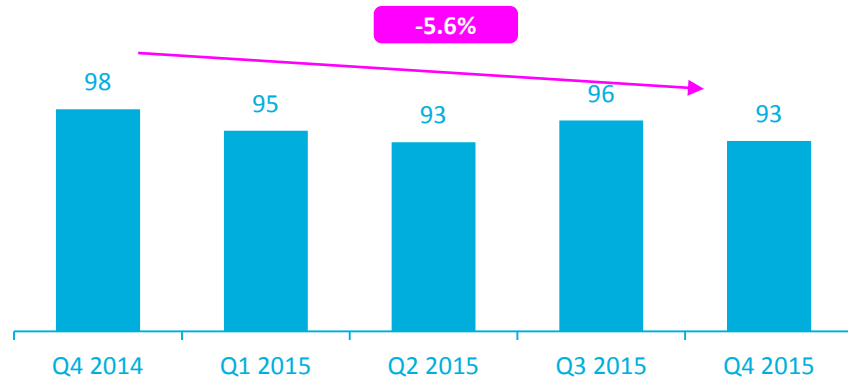
Mobile Subscribers Active 90 Days ('000)



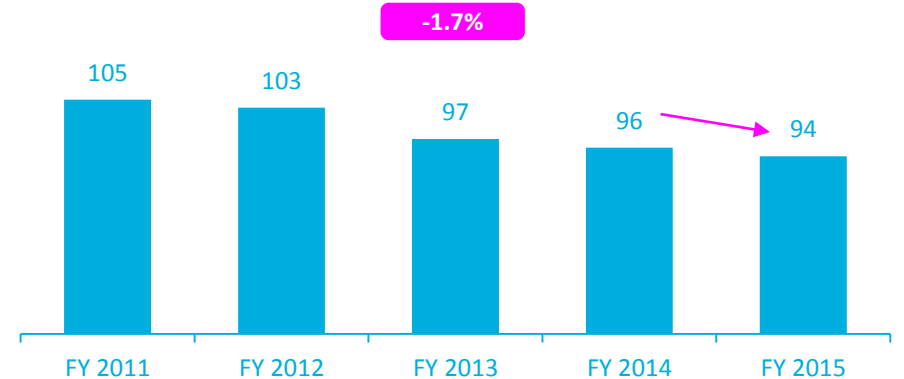
Quarterly Fixed Lines ('000)



Quarterly Mobile ARPU (AED)



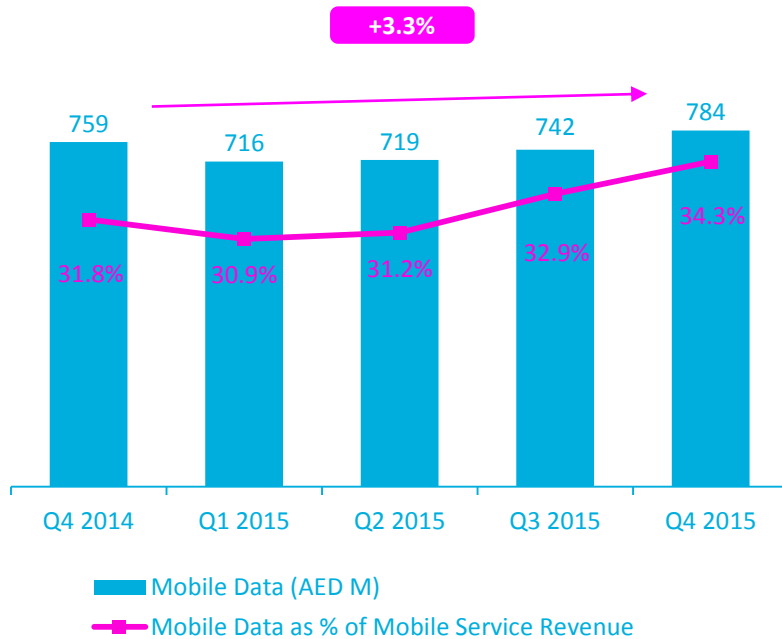
Full Year Mobile ARPU (AED)



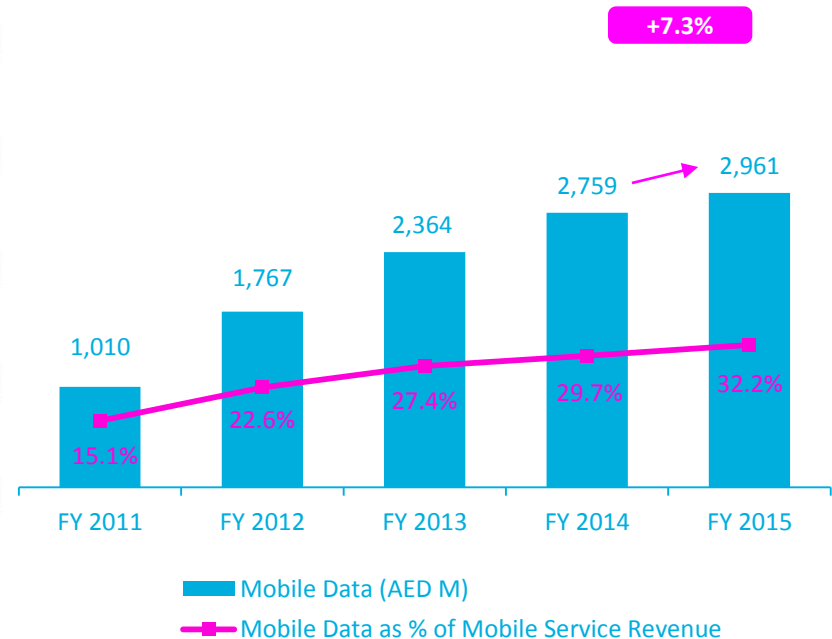
Revenue Drivers – Mobile Data

Data revenues continue to grow steadily

Quarterly Mobile Data Revenues (AED M)



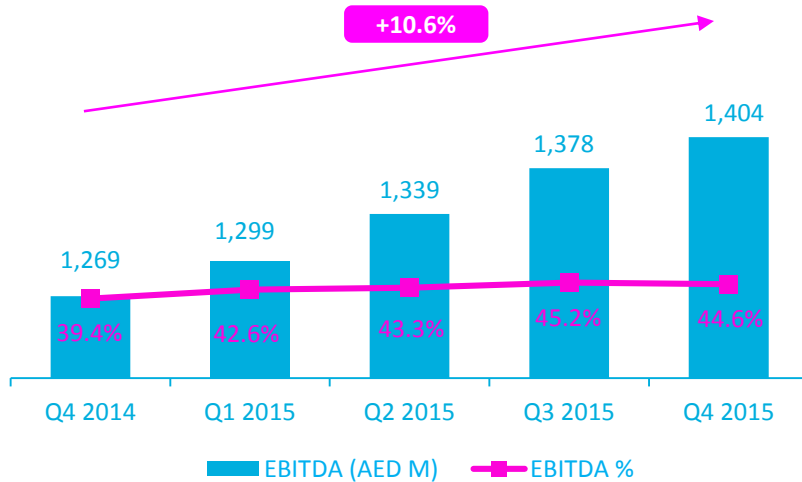
Full Year Mobile Data Revenues (AED M)



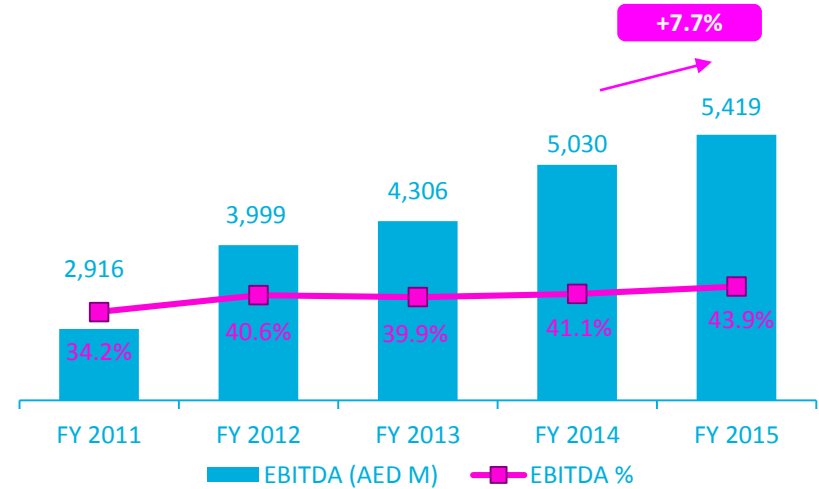
EBITDA

Increased profitability from EBITDA

Quarterly EBITDA (AED M)



Full Year EBITDA (AED M)



Steady improvement in EBITDA

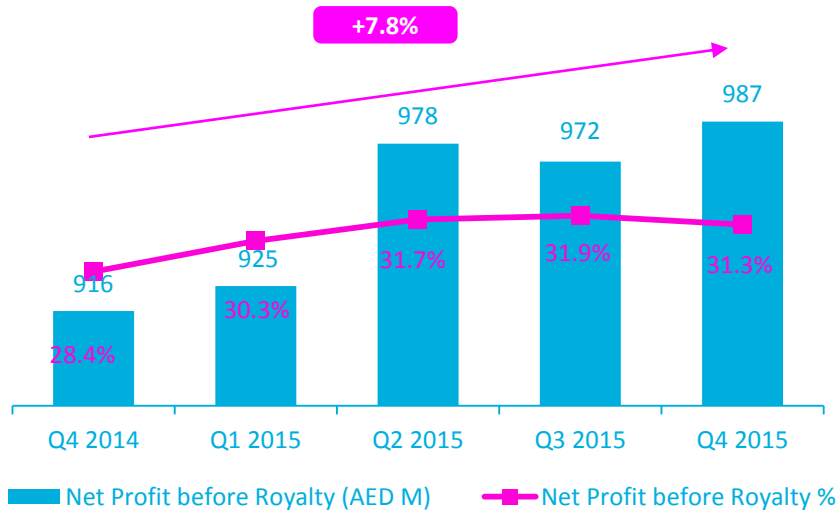
- Increased focus on higher margin products and operational efficiency driving EBITDA and EBITDA%



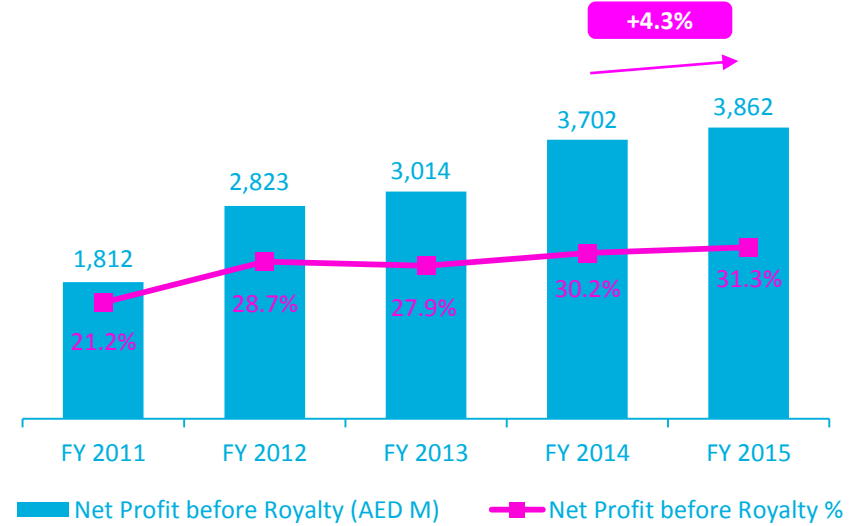
Net profit before royalty

Solid Net Profit Before Royalty growth

Quarterly Net Profit before Royalty (AED M)



Full Year Net Profit before Royalty (AED M)



Net Profit before Royalty growing by 4.3%

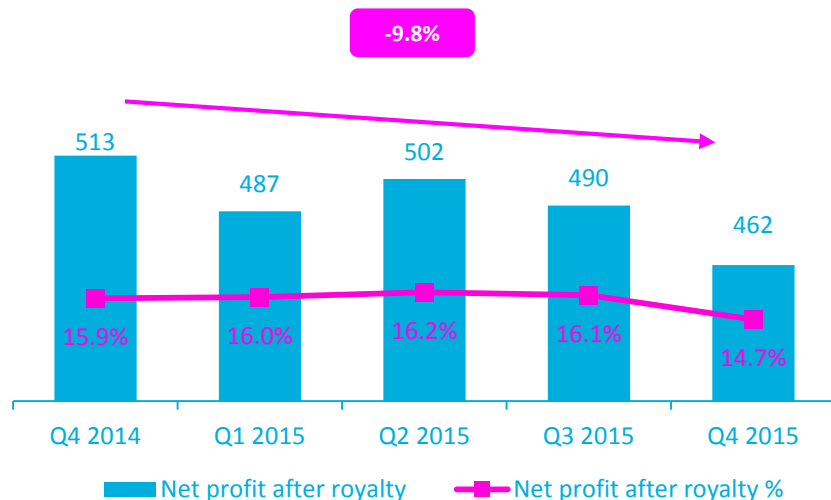
- Net Profit before Royalty impacted by higher depreciation



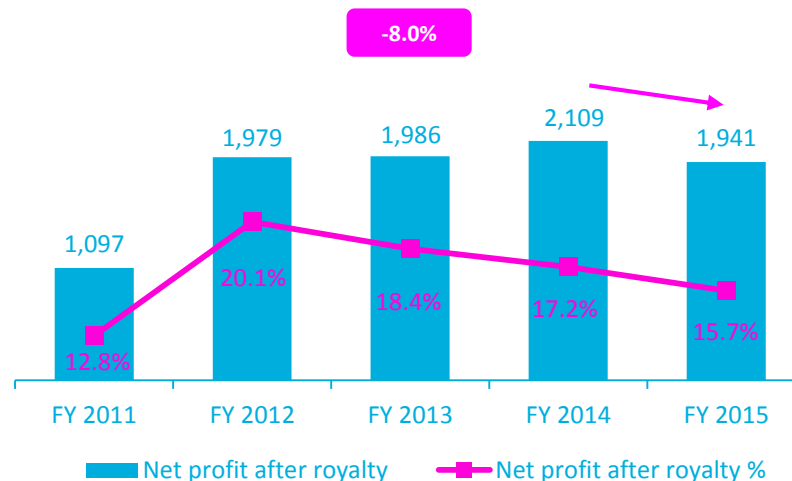
Net Profit after Royalty

Increasing royalty rates – Effective royalty increasing to 49.7% from 43.0% in 2014

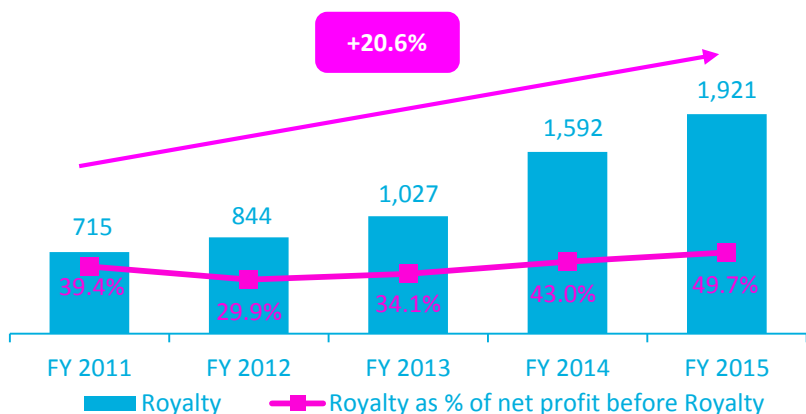
Quarterly Net Profit after Royalty (AED M)



Full Year Net Profit after Royalty (AED M)



Full Year Royalty (AED M)



Royalty Rates Compared

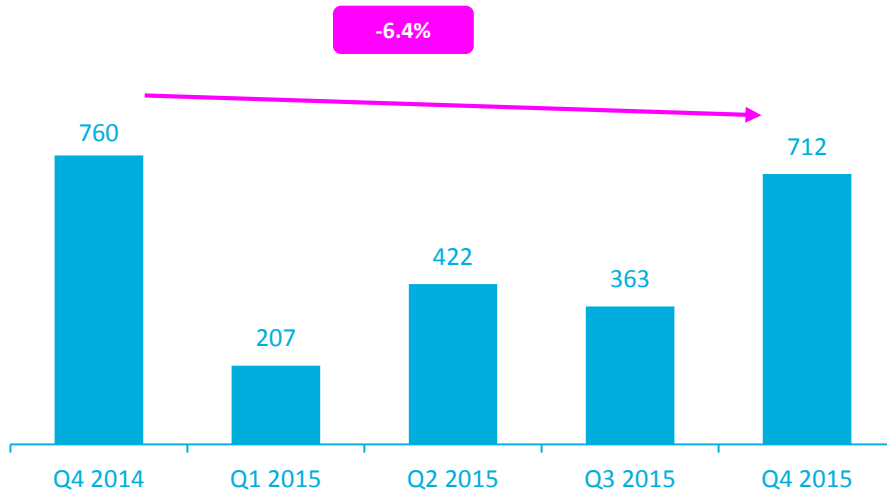
Royalty	2013	2014	2015	2016
Royalty rate on Regulated Revenue	7.50%	10.00%	12.50%	15.00%
Royalty rate on Net Profit	20.00%	25.00%	30.00%	30.00%



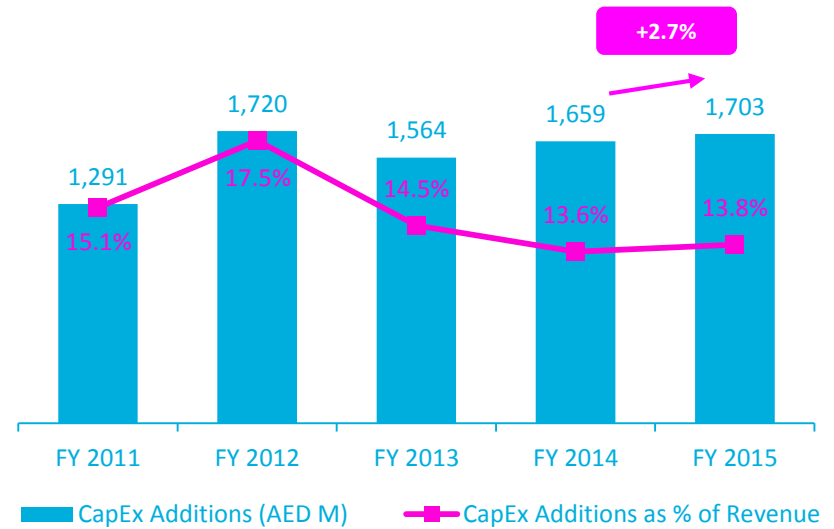
Capital Investments

Substantial investments to provide enhanced network experience to users

Quarterly CapEx Additions (AED M)



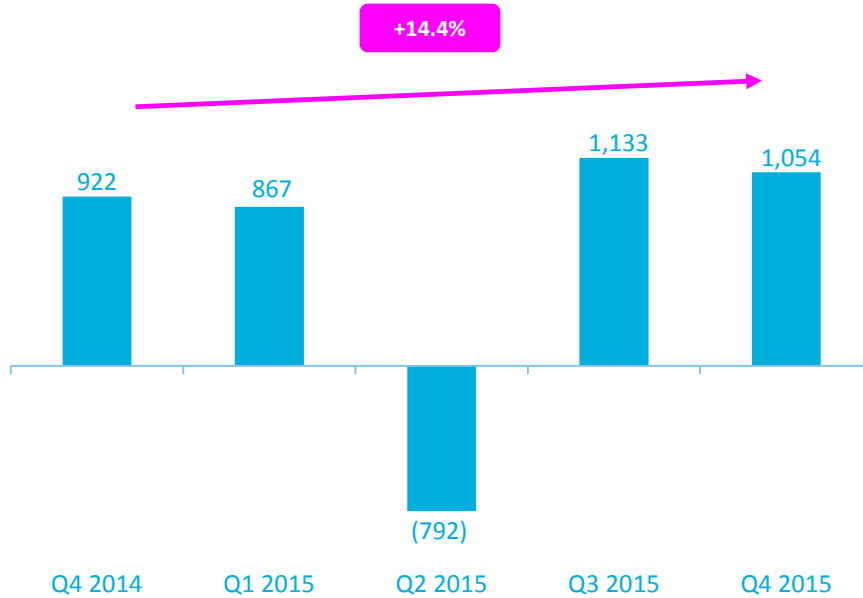
Full Year CapEx Additions (AED M)



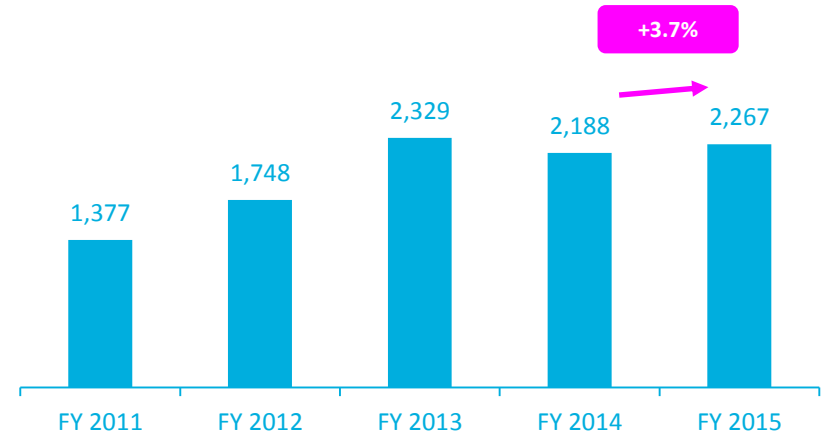
Free cash flow

Solid free cash flow generation

Quarterly Free Cash Flow* (AED M)



Full Year Free Cash Flow (AED M)



- Royalty paid in 2015 of AED 1.6 billion in comparison with AED 1.1 billion in 2014



* 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.

