



Qtr 4 and 2008 Overview

Earnings Conference Call

9 February 2009

Osman Sultan- CEO
Mark Shuttleworth- CFO



Highlights- In brief

First profitable year achieved in less than 2 years of operation Continued Strong Quarter on Quarter Performance in 2008

Highlights for the fourth quarter:

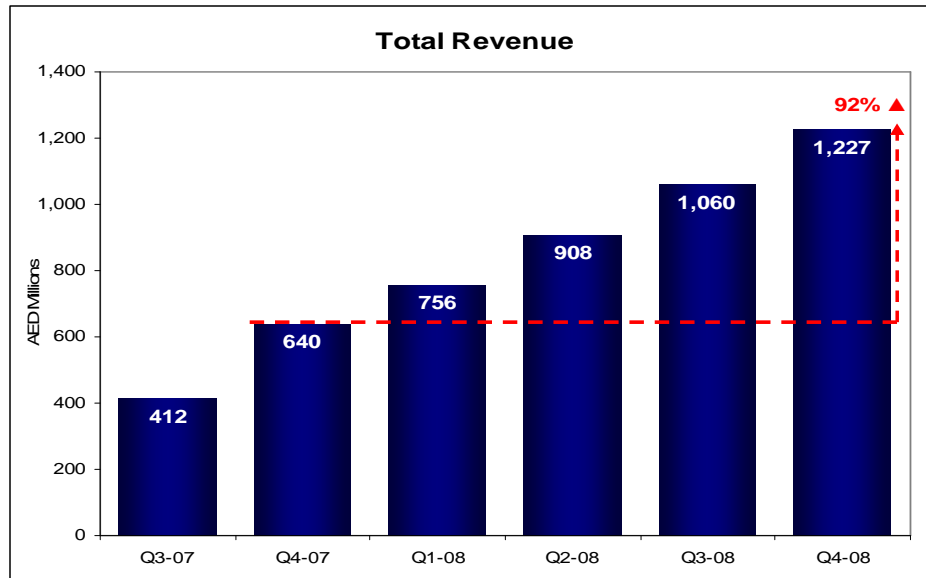
- 628,000 mobile customers added during the quarter
- Quarter revenues at AED 1,227 million, nearly double those for the same period in 2007 (AED 640 million)
- Gross margin of 66%, up from 58% in Q4 2007
- EBITDA of AED 236 million, compared to an EBITDA loss of AED 79 million in Q4 2007
- Net profit of AED 78 million, up from a net loss of AED 147 million in Q4 2007 and more than double Q3 2008 profit of AED 31 million

Highlights for the full year 2008:

- 1,881,000 mobile customers acquired; total active mobile subscribers increasing by 104% year-on-year to 2,498,000.
- 72% growth in du's fixed lines from 163,000 to 280,000 active lines
- Total revenues more than doubled to AED 3,951 million compared to AED 1,537 million for 2007
- Gross margin of 64%, up from 56% in 2007
- EBITDA of AED368m up from Loss AED706 for 2007
- Net profit before royalty of AED8m compared with loss of AED885m in 2007

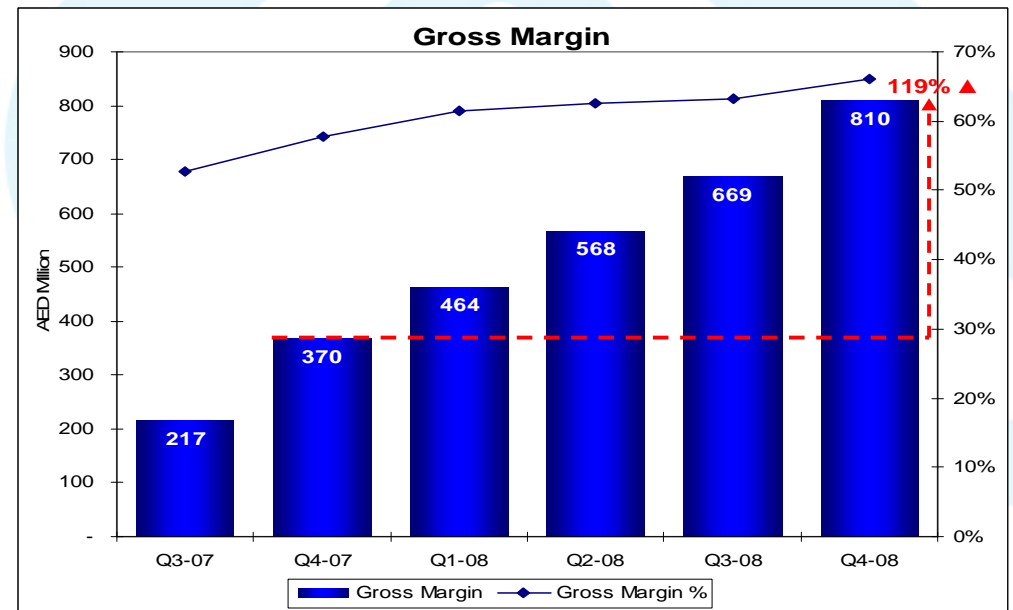
Revenue & Margins

Strong Revenue growth and increasing Gross Margins



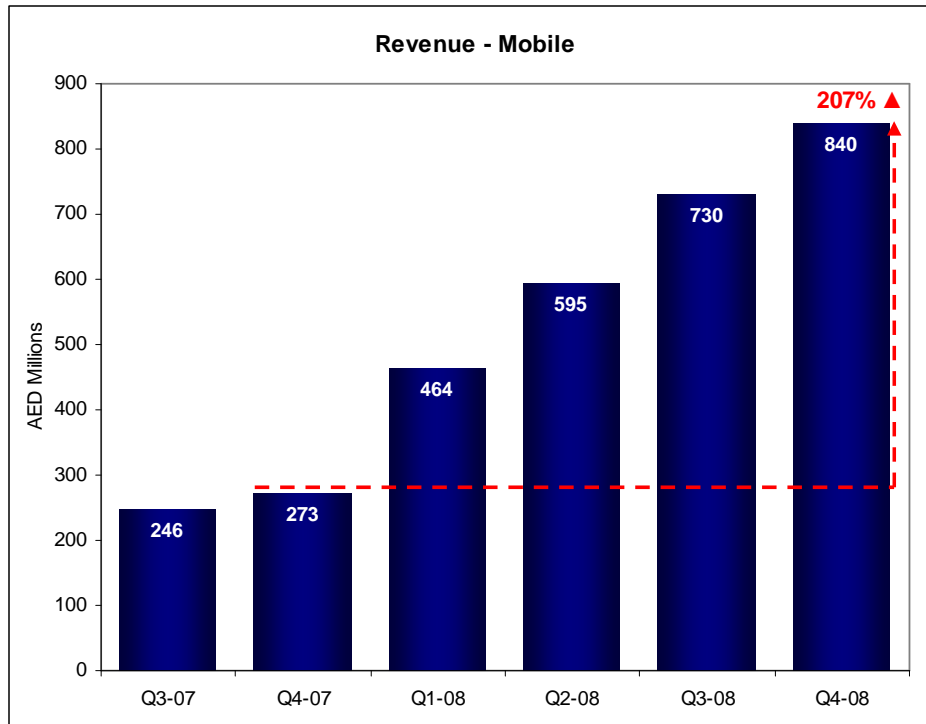
- Gross Margin CAGR of 119% shows increased efficiency gained through scale
- International reach now encompasses 346 operators and 120 countries

- CAGR of 92% Revenue growth over 4 quarters
- Driven by CAGR of 207% in mobile revenue

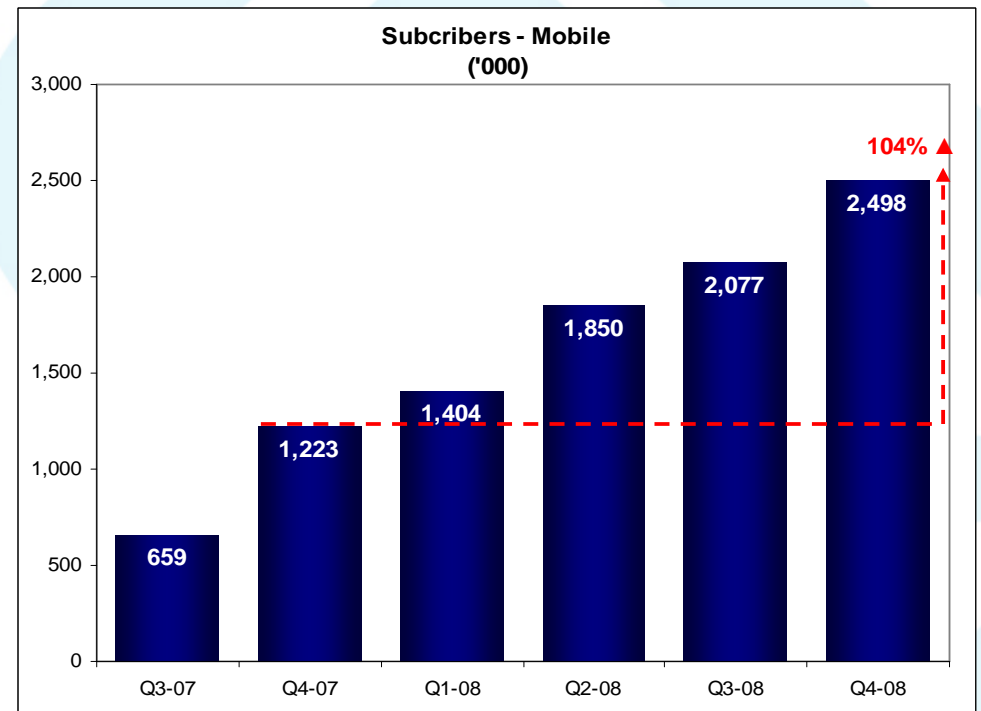


Revenue Drivers - Mobile

Strong mobile growth driven by 2.5m active mobile subscribers

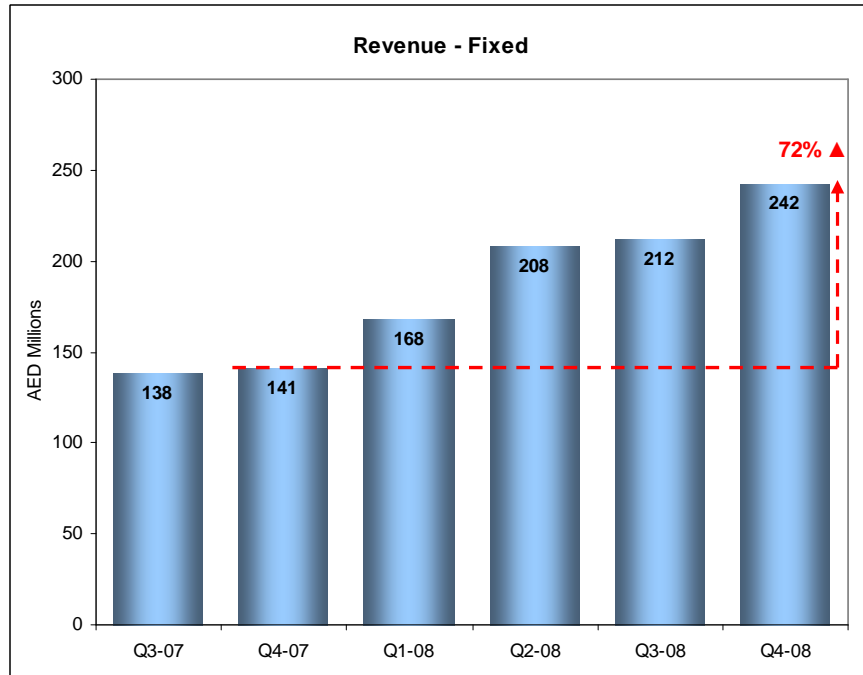


- CAGR of 207% Revenue growth over 4 quarters
- Driven by CAGR of 104% in active subscribers
- Critical mass now achieved to sustain profitable growth
- Challenges exist in uncertain economic environment

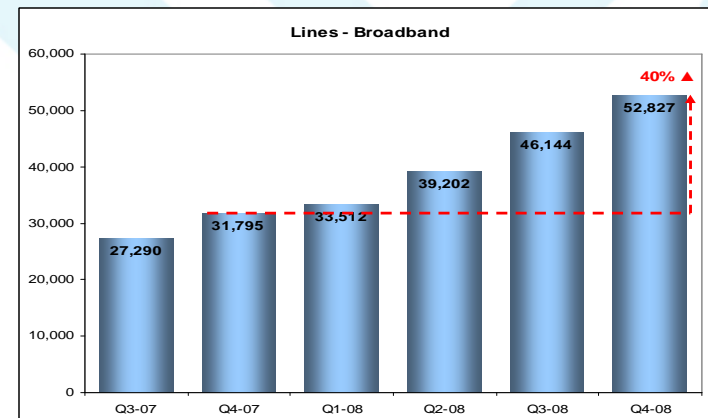
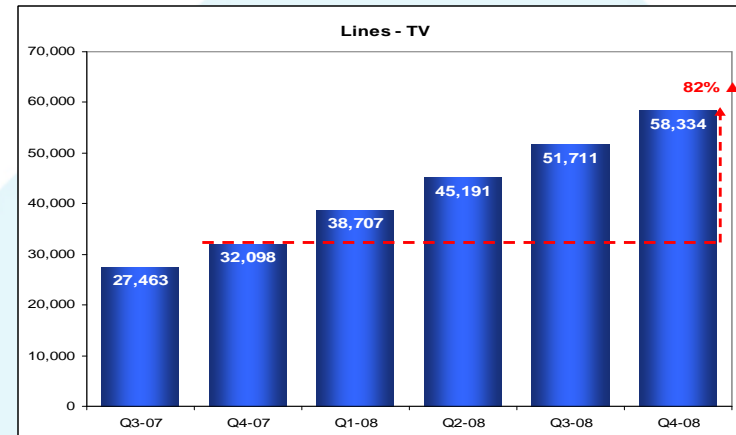
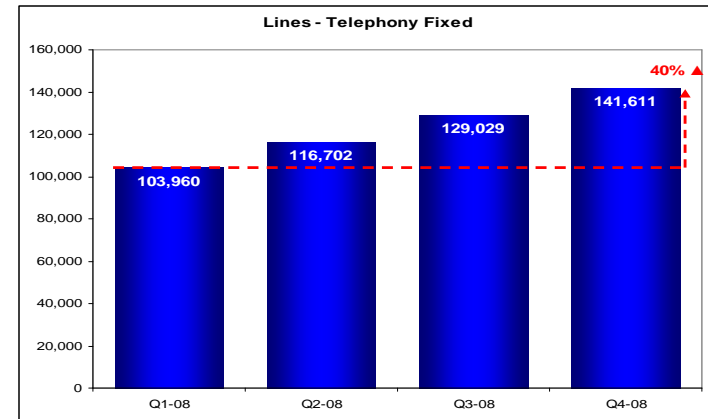


Revenue Drivers - Fixed

Strong Uptake in Services

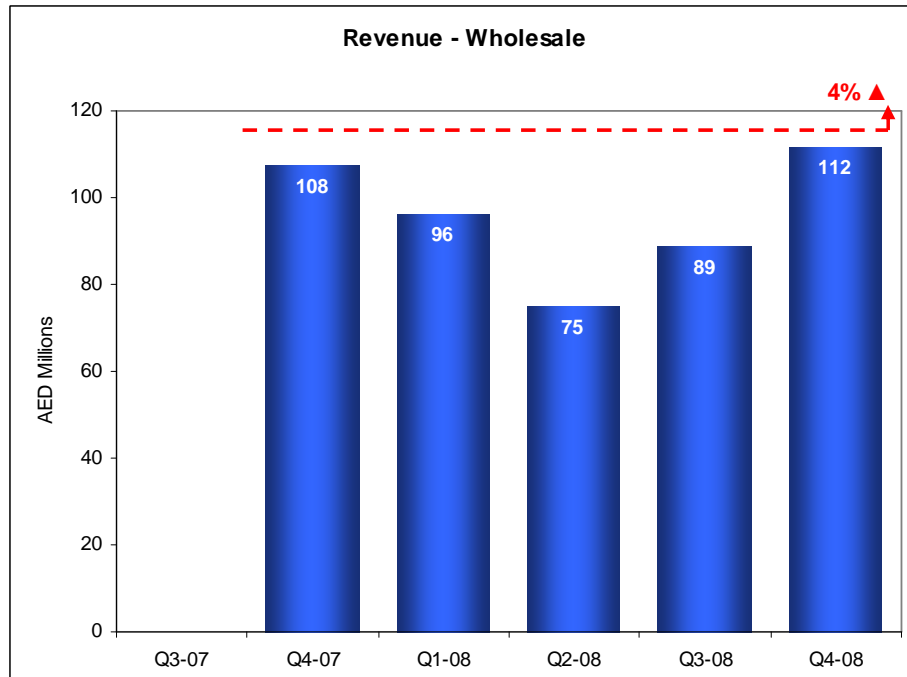


- Fixed Line market still predominantly focused around "new Dubai"
- Growth in this market dependent upon real estate roll out - economic slow down to be expected
- Mitigation - Carrier select/pre select across UAE



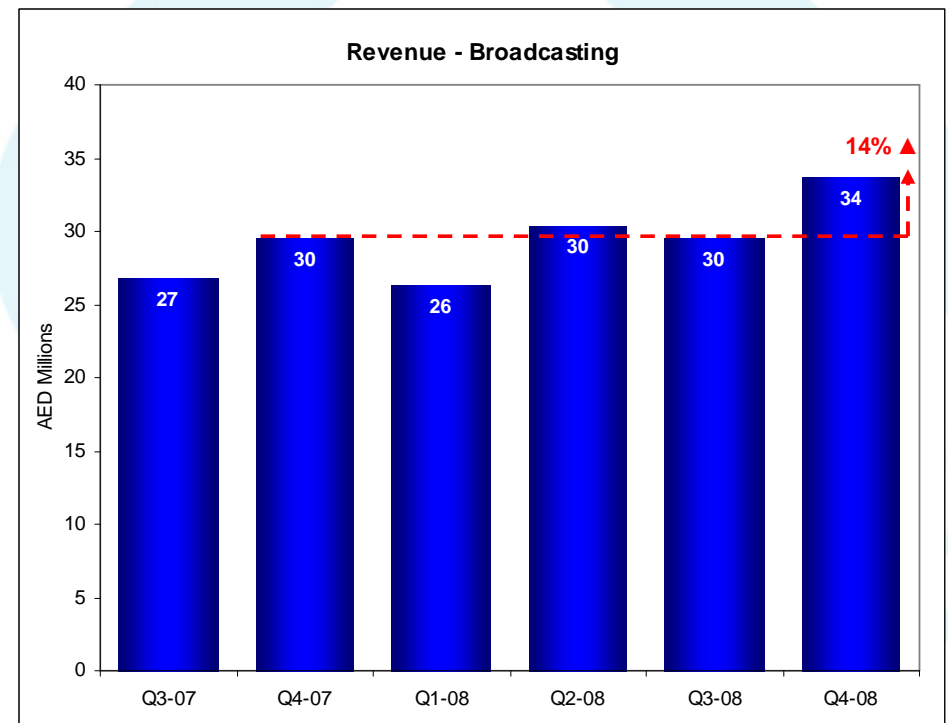
Revenue Drivers - Wholesale & Broadcasting

Steady contribution



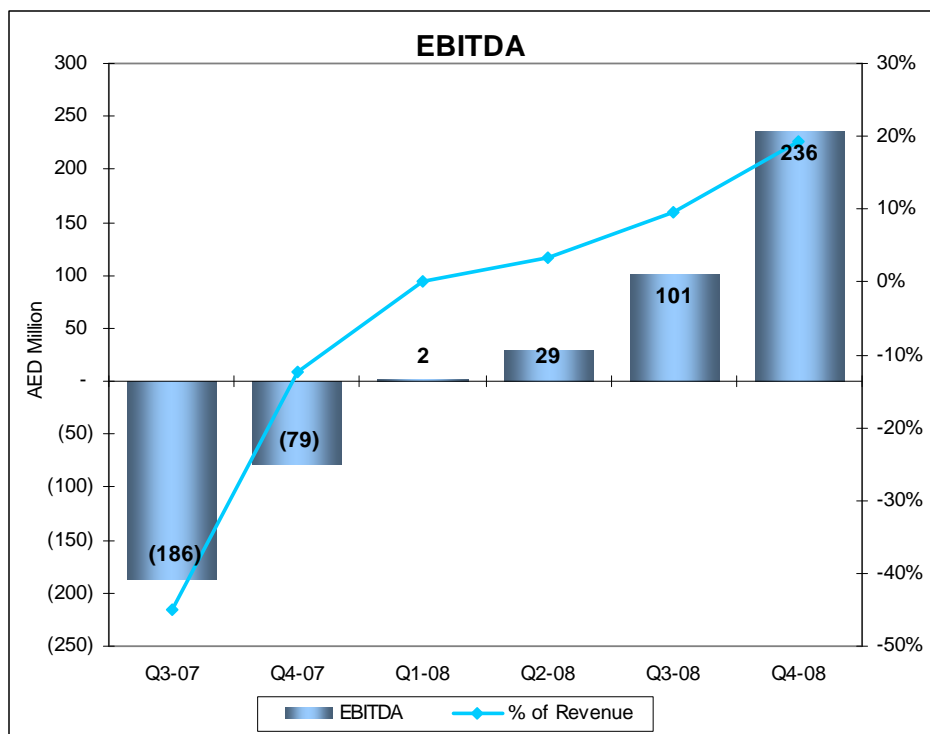
- Broadcasting ("Samacom") continues to be sole supplier of broadcasting services in Dubai and largest in UAE
- Steady business- extraction of value key focus

- International & Wholesale suffered from significant disruption due to cable cuts in Qtr 1 and Qtr 2 of 2008
- Rebuilding of partnerships continues



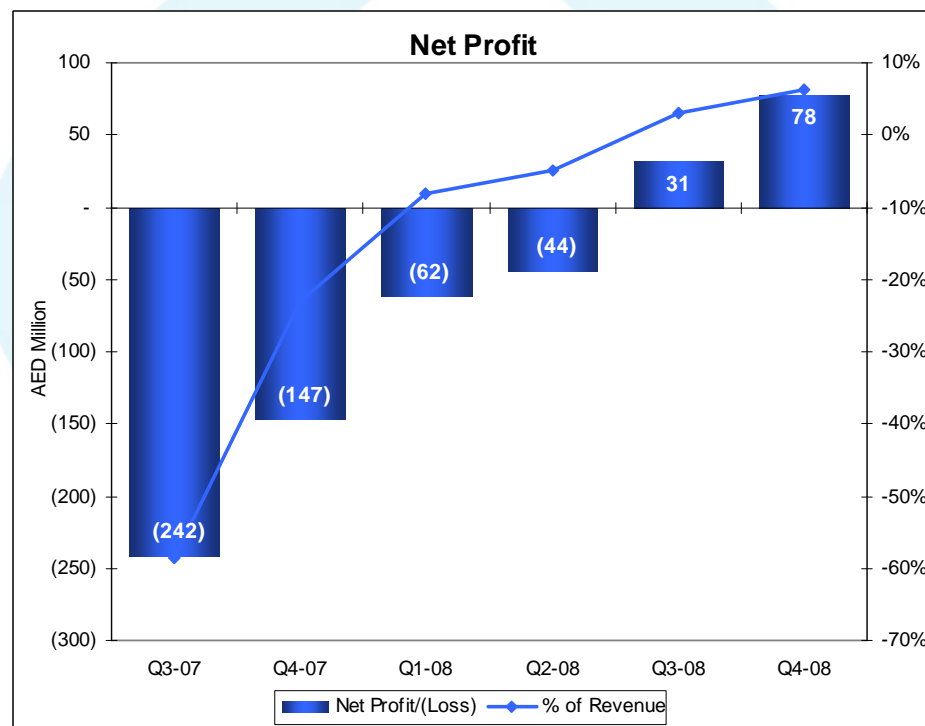
Profit & Loss

Growth in Revenues translated into sustainable returns



- EBITDA for 2008 of 368m compared with loss AED706m for 2007
- EBITDA quarterly growth through operating efficiency
- Growth will slow down due to economic environment
- Financial prudence and ruthless execution 2009 mantra

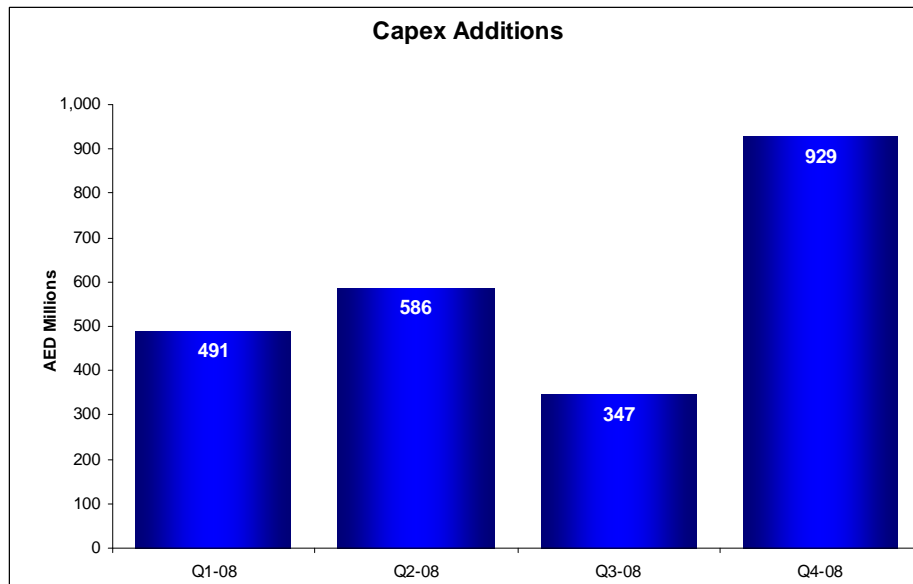
- 2008 net profit before royalty of AED8m compared with loss of AED885m for 2007
- Provided for a potential royalty at 50% of Net profit (AED4m)
- No determination of structure has yet been advised to company



Capital Investments and Cash flow

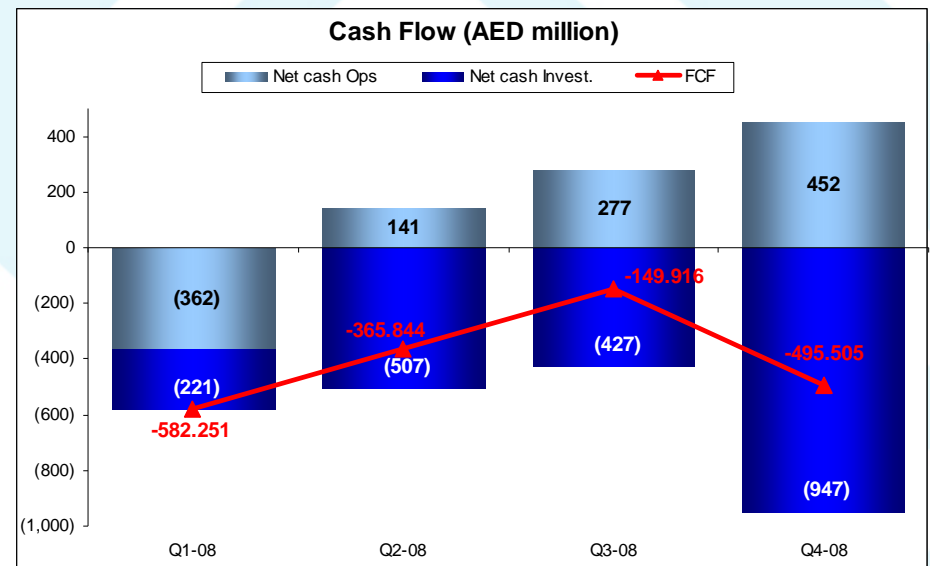
Operation cash flow positive by Qtr2

Loan facility of AED 3Bn in place before economic slowdown on favorable terms



- Capital investment in network continued
- Qtr4 profile represents significant catch up from Qtr 3
- Guidance given of 2009 CapEx of around AED2bn

- 3 year facility at 125bps above EIBOR
- Company will manage within this facility in 2009, funding predominantly continued mobile quality investments



2009 Macro Economic Challenges



Q&A

