



Q3 2019 Results

Emirates Integrated Telecommunications Company PJSC



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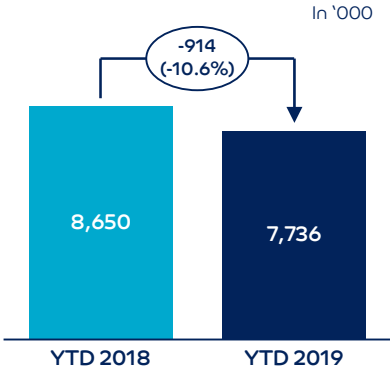
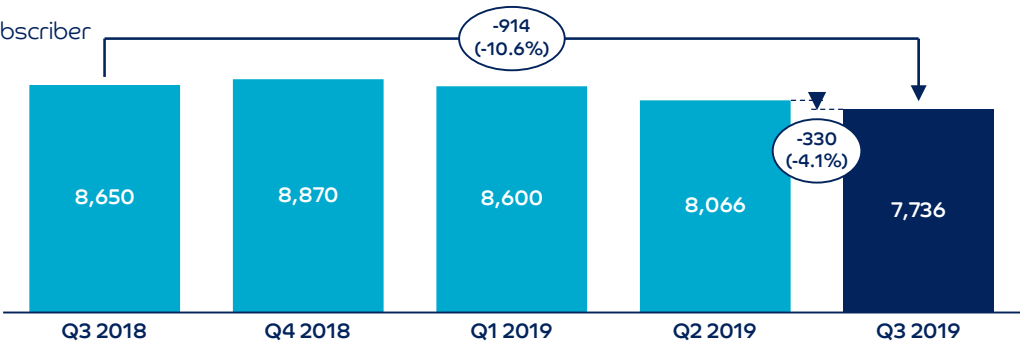
Q3 2019 : Major Events

- Payment of AED 589 million of interim dividends (13 fils per share) to the shareholders for the first half of 2019.
- Announcement of the appointment of a new CEO.
- Several commercial initiatives:
 - Adding YzerChat app to du's internet calling pack, enabling customers to obtain unlimited access to video calls, voice calls and SMS messaging.
 - Partnership with Cisco to provide first-of-its-kind Visual IVR in the region allowing an improved digital customer service solution.
 - Partnership with Network International to offer SMEs state-of-the-art advanced payment solutions, supporting the UAE's ambition of becoming a cashless society by 2020.
 - Partnership with wi-tribe Pakistan to facilitate the development of a high capacity, low latency submarine cable system between Pakistan and the UAE.
- Progress on the 5G roll-out as per schedule. Launch of the UAE's first 5G indoor router for customers, capable of supporting du's 5G network.

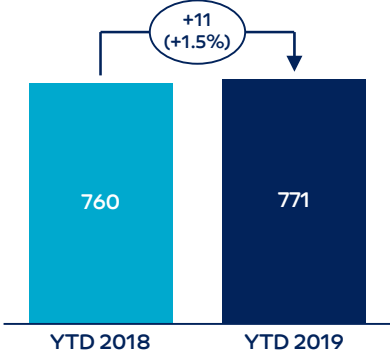
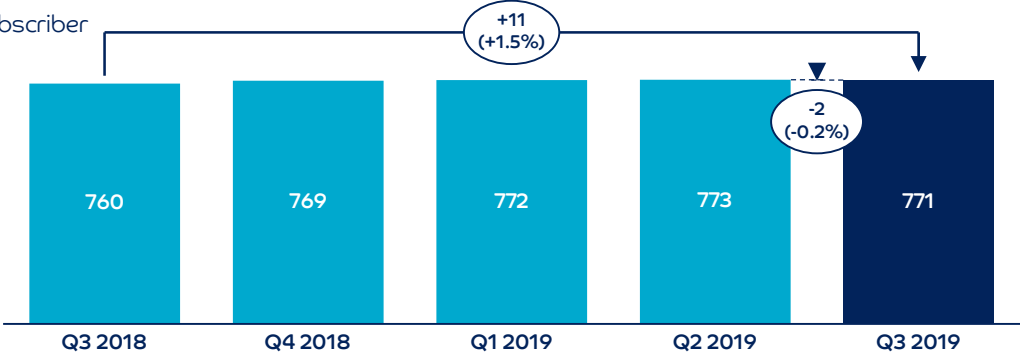
Key Highlights: Subscriber Base



Mobile Subscriber Base

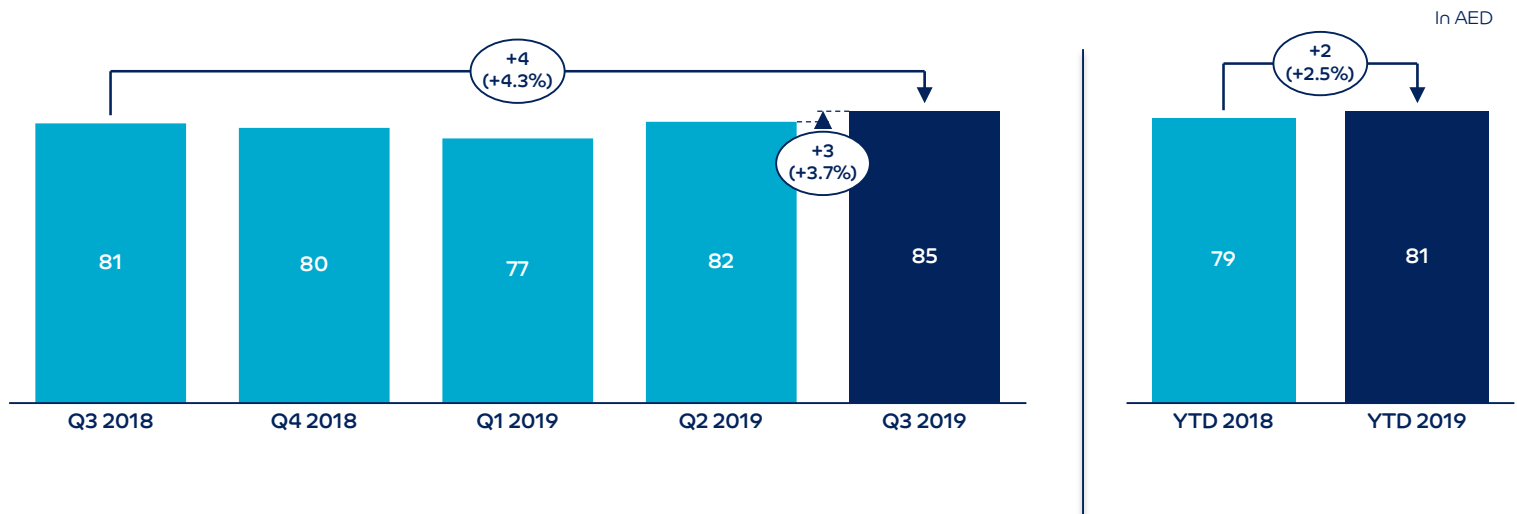


Fixed Subscriber Base



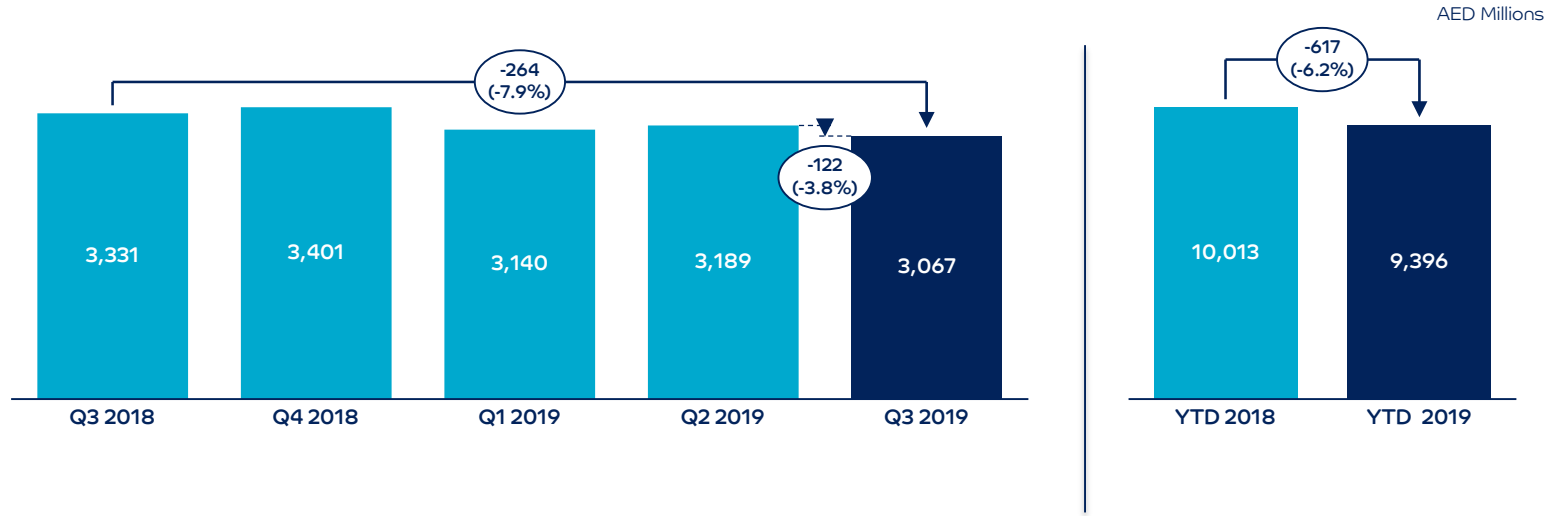
Notes: Mobile subscriber base as per TRA definition: a subscriber is accounted in the base is a subscriber that had made any transaction, including a non-billable transaction, in the last 90 days.

Key Highlights: Mobile ARPU



- Improvement in ARPU is driven by improvement in the customer mix between Postpaid and Prepaid reflecting the company's focus on postpaid.

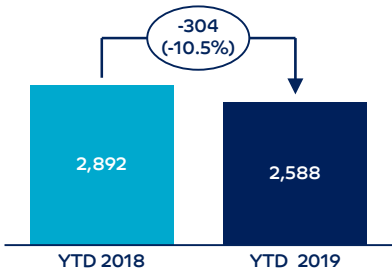
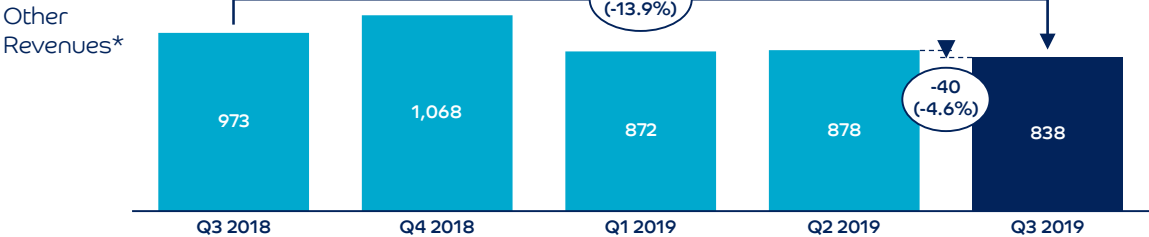
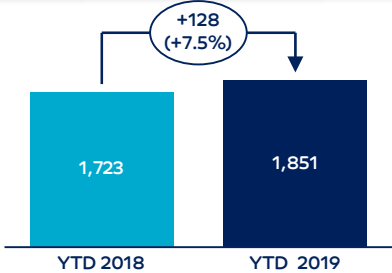
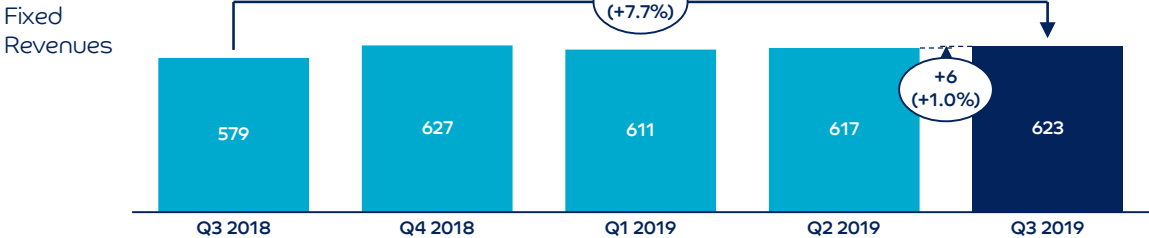
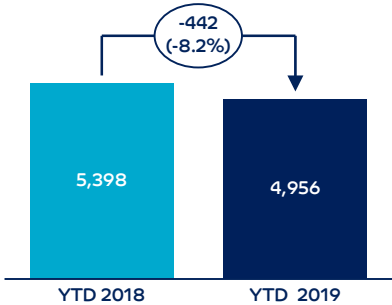
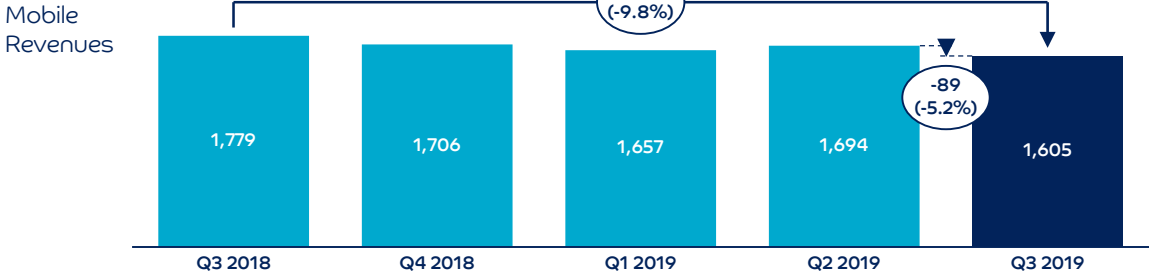
Key Financial Highlights: Revenues Performance



- Total Revenues decline was mainly due to the decrease in Handset and Mobile segment revenues resulting from the continuous pressure on voice revenues, as well as the impact of SIM registration.
- Fixed revenues are showing growth year-over-year (+7.7%) allowing to absorb partially mobile revenue erosion.

Key Financial Highlights: Segment Revenues

AED Millions

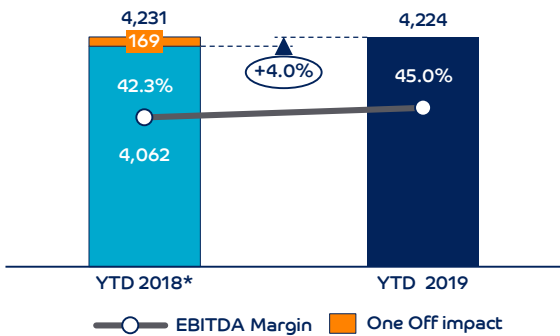
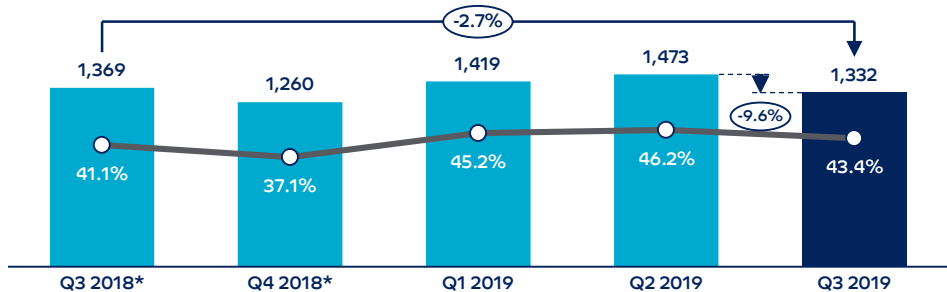


(*) The decline in other revenues is primarily due to the decline in equipment revenues.

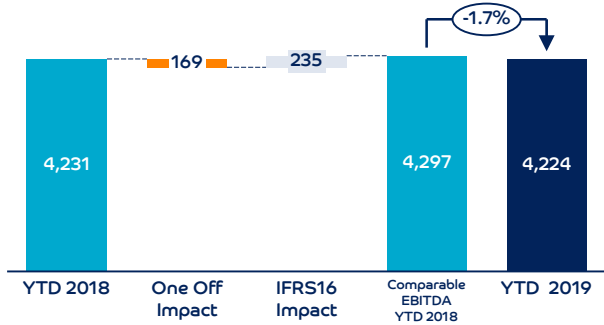
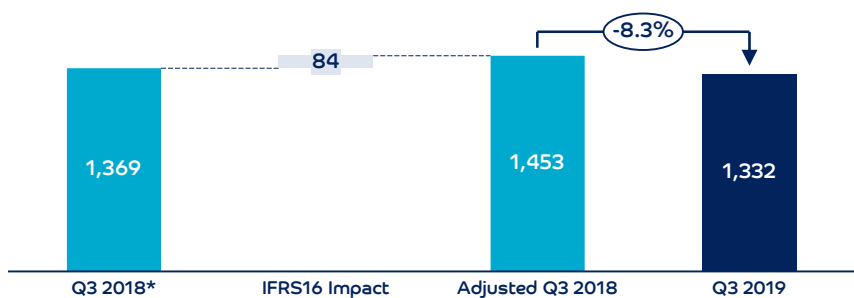
Key Financial Highlights: EBITDA Performance



AED Millions



—○— EBITDA Margin ■ One Off impact



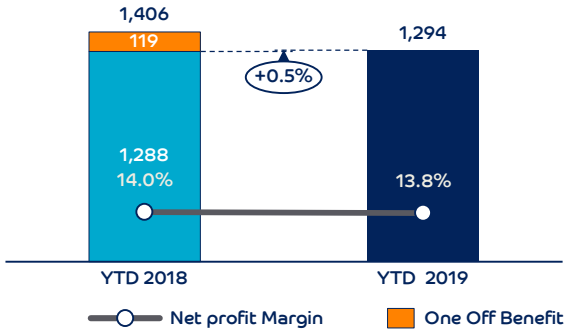
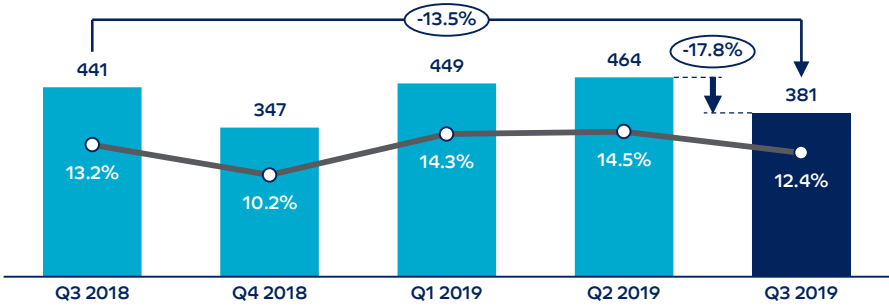
- YTD 2019 EBITDA is almost flat (increasing by 4% if we exclude the positive one off in 2018).
- Like for like YTD EBITDA contained erosion at 1.7%.

* IFRS16 implemented from Jan 2019 onwards which primarily influences the accounting treatment of leases and rentals. In order to conform to the current period presentation, these cost numbers for the previous year/period have been regrouped and presented below EBITDA.

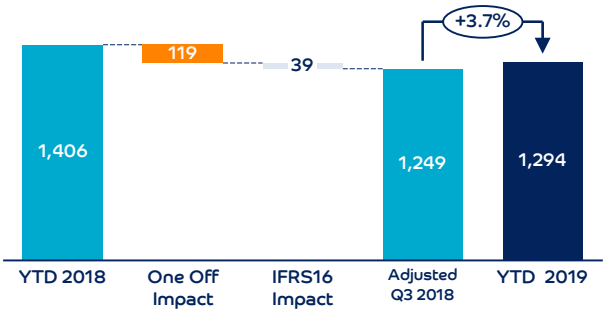
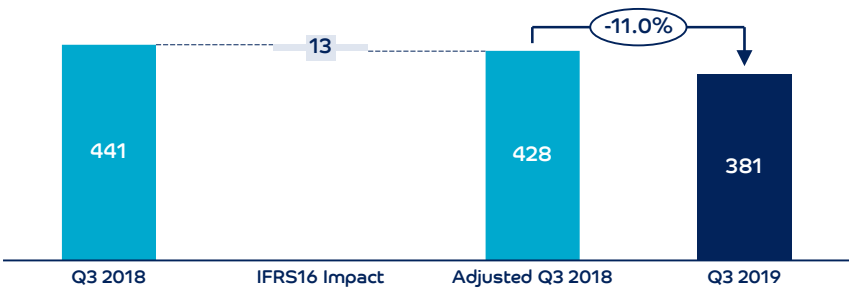
Key Financial Highlights: NIAR Performance



AED Millions

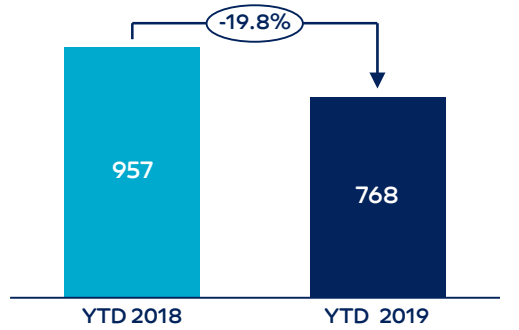
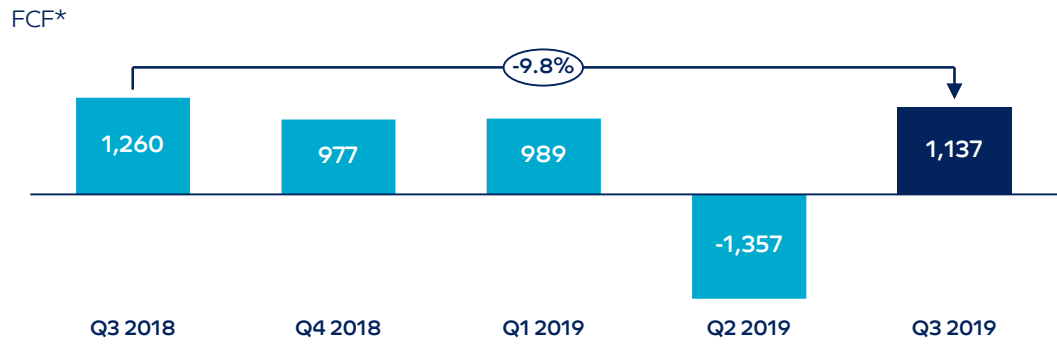
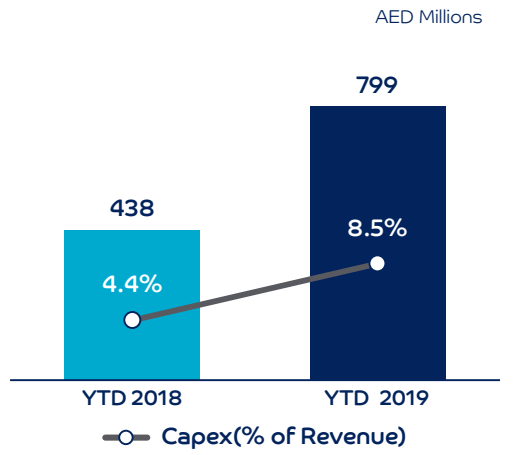
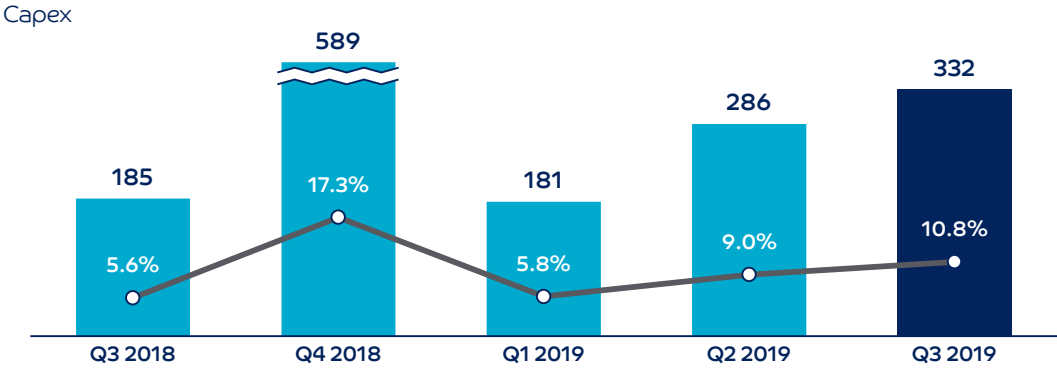


Net profit Margin One Off Benefit



- YTD 2019 like for like NIAR increased by 3.7% compared to previous year.

Key Financial Highlights: Capex and Free Cash Flow eitc



- YTD 2019 capital expenditure has increased due to the acceleration of investment in upcoming technologies as well as investment in Fixed business.
- YTD 2019 Free cash flow declined by 19.8% as compared to same period last year due to increase in capital expenditure

* FCF: Free cash flow is post royalty payment



Thank You

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