

# Investor Presentation

## telecomegypt

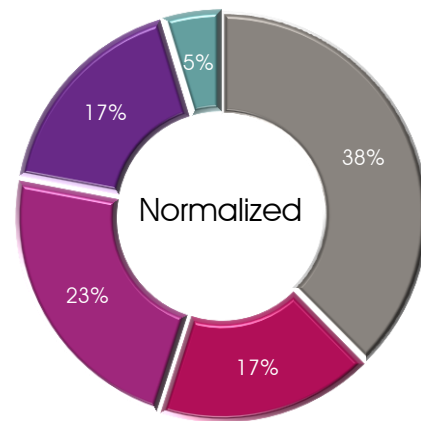
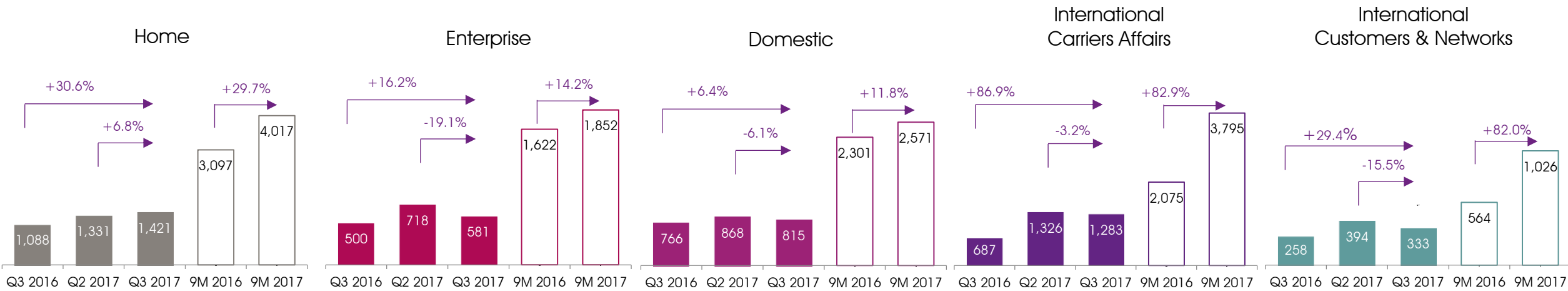
9M 2017

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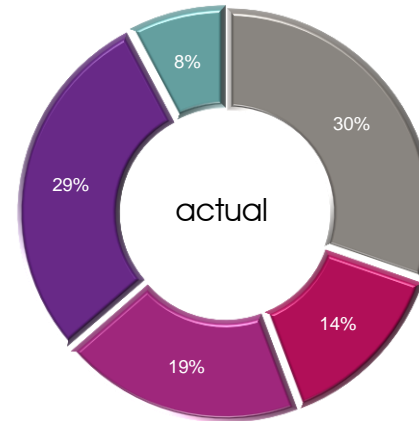


# Revenue by business unit

## Retail leading normalized growth



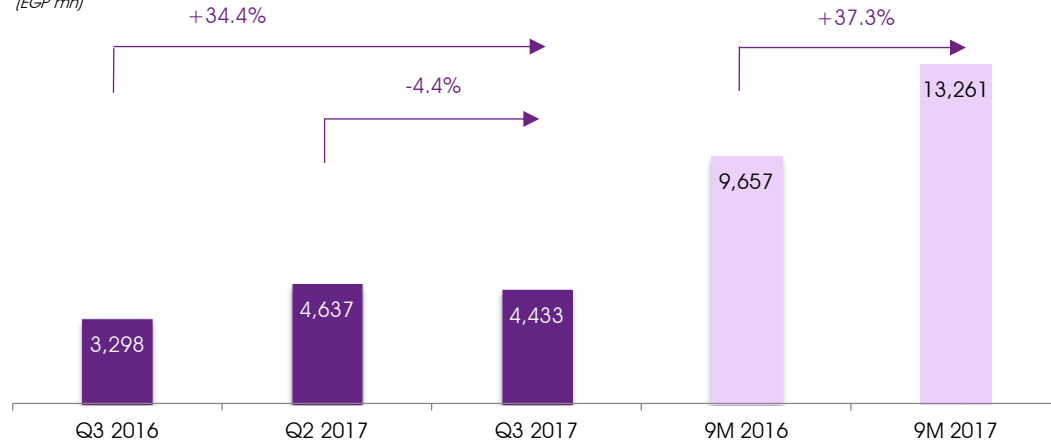
9M 2017



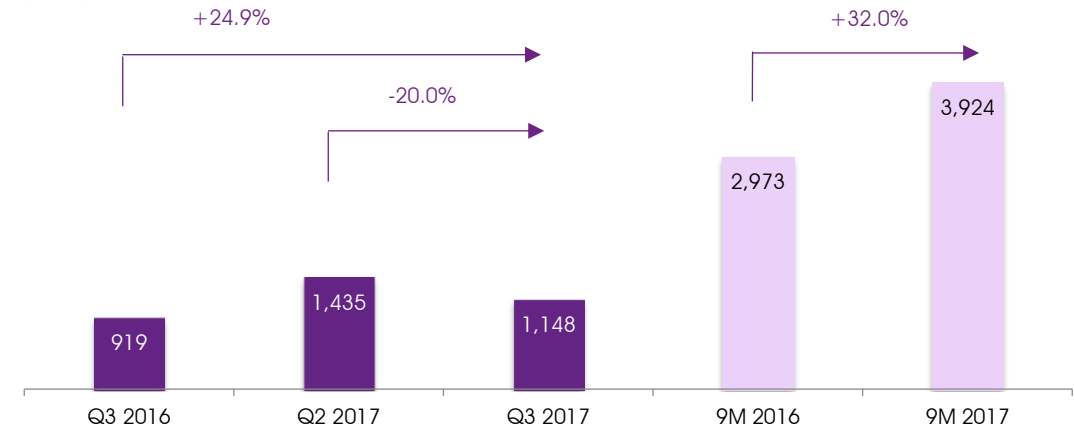
Home
  Enterprise
  Domestic Wholesale
  International Carriers
  International Customers & Networks

# Key 9M 2017 highlights

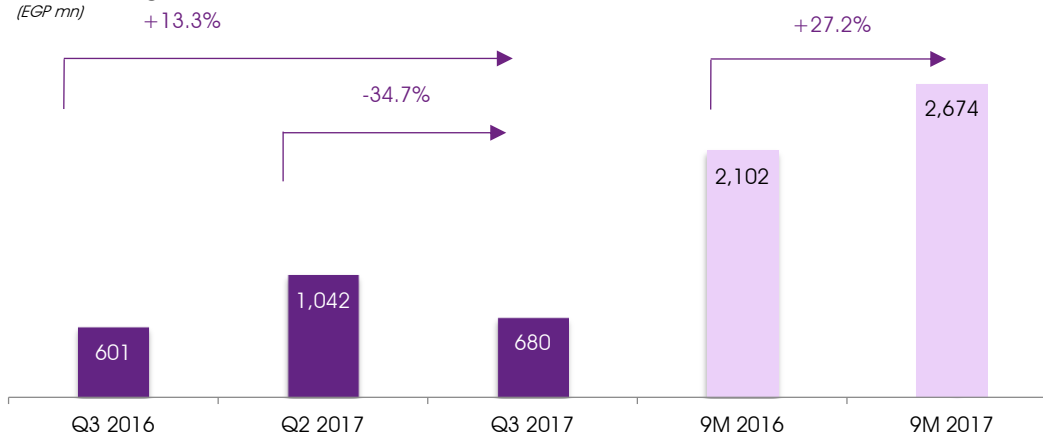
Revenue  
(EGP mn)



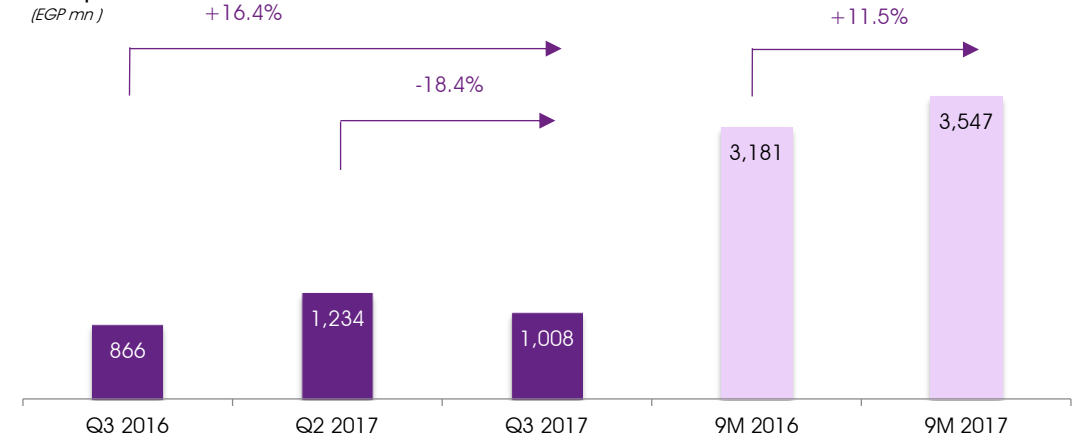
EBITDA  
(EGP mn)



Operating Profit  
(EGP mn)



Net profit  
(EGP mn)



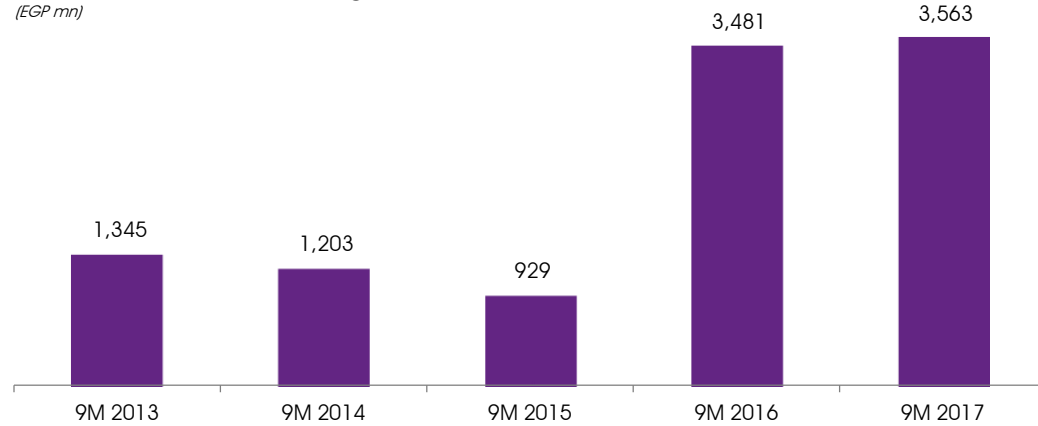
# Income statement summary

<i>In EGP mn</i>	9M 2017	9M 2016	YoY	Q3 2017	Q2 2017	Q3 2016	QoQ	YoY
<b>Revenue</b>	<b>13,261</b>	<b>9,657</b>	<b>37.31%</b>	<b>4,433</b>	<b>4,637</b>	<b>3,298</b>	<b>-4.39%</b>	<b>34.42%</b>
Home Services	4,017	3,097	29.7%	1,421	1,331	1,088	6.8%	30.6%
Enterprise Solutions	1,852	1,622	14.2%	581	718	500	-19.1%	16.2%
Domestic Wholesale	2,571	2,301	11.8%	815	868	766	-6.1%	6.4%
International Carriers Affairs	3,795	2,075	82.9%	1,283	1,326	687	-3.2%	86.9%
International Customers & Networks	1,026	564	82.0%	333	394	258	-15.5%	29.4%
<b>EBITDA</b>	<b>3,924</b>	<b>2,973</b>	<b>31.99%</b>	<b>1,148</b>	<b>1,435</b>	<b>919</b>	<b>-20.01%</b>	<b>24.93%</b>
<i>Margin</i>	29.59%	30.78%	(119 bps)	25.90%	30.96%	27.87%	(506 bps)	(197 bps)
Other (income)/expenses	10	121	-91.37%	-12	-20	37	-38.76%	-133.15%
Depreciation & Amortization	-1,253	-987	26.94%	-453	-415	-353	8.98%	28.21%
<b>Operating profit</b>	<b>2,674</b>	<b>2,102</b>	<b>27.21%</b>	<b>680</b>	<b>1,042</b>	<b>601</b>	<b>-34.68%</b>	<b>13.28%</b>
<i>Margin</i>	20.17%	21.77%	(160 bps)	15.35%	22.47%	18.21%	(712 bps)	(286 bps)
Income from investments	1,777	1,137	56.19%	602	500	421	20.41%	42.90%
Net finance (cost) /income	-240	503	-147.75%	-124	-9	39	1305.06%	-413.02%
Tax	-661	-560	18.15%	-150	-254	-194	-41.03%	-22.65%
<b>Net Profit</b>	<b>3,547</b>	<b>3,181</b>	<b>11.50%</b>	<b>1,008</b>	<b>1,234</b>	<b>866</b>	<b>-18.36%</b>	<b>16.36%</b>
<i>Margin</i>	26.75%	32.94%	(619 bps)	22.73%	26.62%	26.26%	(389 bps)	(353 bps)
EPS	2.08	1.86	11.50%	0.59	0.72	0.51	-18.36%	16.36%

# Cash flow analysis

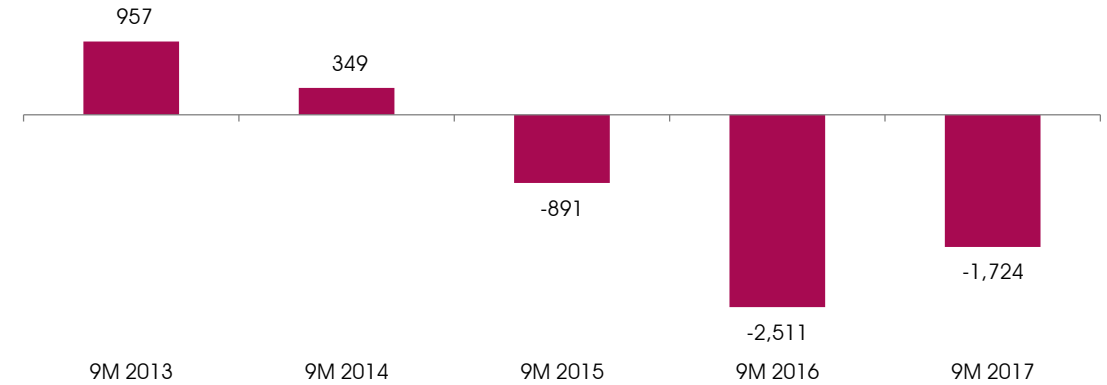
## Net cash from operating activities

(EGP mn)



## FCFF

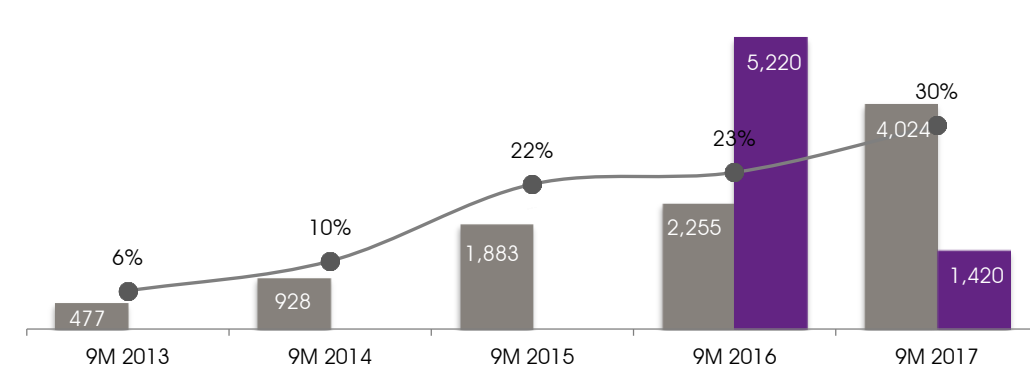
(EGP mn)



## Cash capex

(EGP mn)

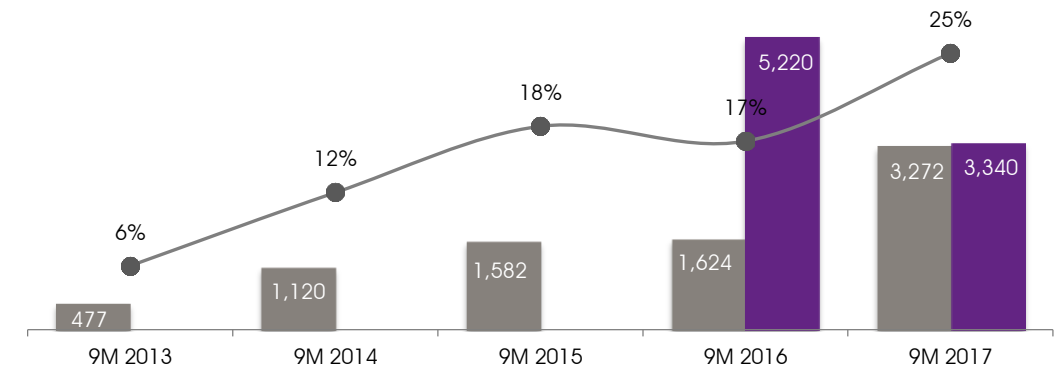
■ Cash Capex ■ License ● Capex/sales



## In-service capex

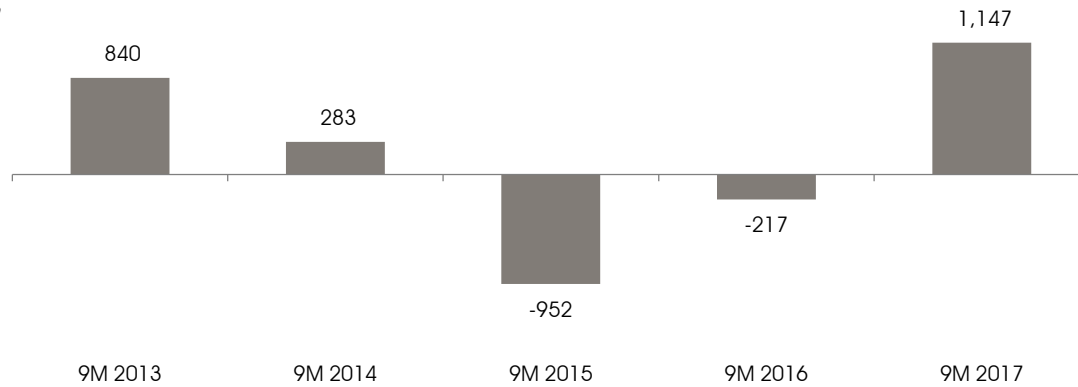
(EGP mn)

■ Capex ■ License ● Capex/sales



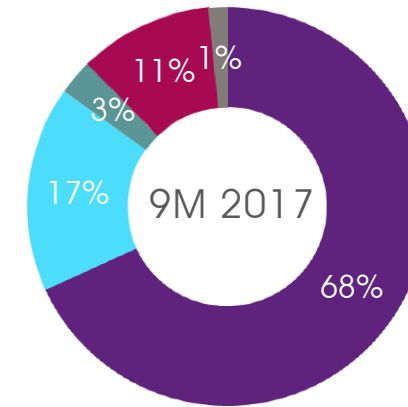
# Balance sheet highlights

FCFE  
(EGP mn)



Breakdown of capex in-service

■ Access Network ■ Transmission ■ International cables ■ IT ■ Others



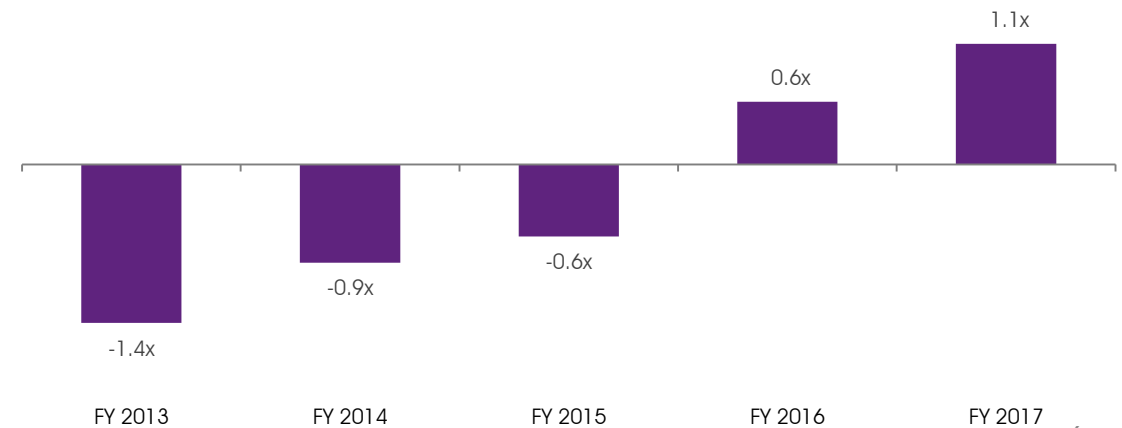
Net debt  
(EGP mn)

■ Total debt ■ Cash



Period	Net debt
FY 2013	-5,179
FY 2014	-3,344
FY 2015	-2,197
FY 2016	2,085
9M 2017	5,605

Net debt/ EBITDA  
(EGP mn)



# Our performance in context

Delivering on guidance, normalized double digit growth

	9M 2017 actual	FY 2017 guidance	9M 2017 normalized
Revenue Growth y/y	37%	High 20s	11%
EBITDA margin (%)	30%	High 20s to early 30s	29%
CAPEX / sales (%)	27%	40%	15%

# Thank you

Investor relations team  
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Check our newly revamped website  
[www.ir.te.eg](http://www.ir.te.eg)



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