

## GLOBAL TELECOM REPORTS Q2 2017 RESULTS

Q2 2017 HIGHLIGHTS<sup>1</sup>

- Reported service revenue increased 9% YoY
- Service revenue decreased organically 1% YoY
- Mobile data organic revenue growth of 52% YoY
- Customer growth of 14% YoY driven by continued customer additions in Pakistan
- EBITDA increased organically 3% YoY
- Underlying EBITDA of USD 334 million, organic decrease of 2% YoY
- Solid underlying EBITDA margin of 43.6%

Amsterdam (3 August 2017), Global Telecom Holding S.A.E. ('GTH', 'the Company' or 'the Group') (EGX: GLTD.CA, GTHE EY.), a leading provider of mobile telecommunications in Africa and Asia, announces its unaudited operating results for the second quarter of 2017.

## VINCENZO NESCI, CHIEF EXECUTIVE OFFICER, COMMENTS:

"In Q2 2017, GTH's total revenue increased organically year-on-year on the back of the strong performance in Pakistan and continued strong growth of mobile data. Underlying EBITDA decreased organically 2% while underlying EBITDA margin continued to be solid at 43.6%.

In Pakistan, despite the continuing aggressive price competition in the market, Jazz continued to show mid-to-high single-digit growth of both revenue and customer base. Revenue growth of 7% YoY was supported by all revenue streams; in particular, data revenue accelerated and posted a 46% YoY growth. We won the auction for the 4G/LTE spectrum and were awarded 10 MHz paired spectrum in the 1800 MHz band for a total consideration of USD 295 million plus 10% withholding tax. This additional spectrum is expected to enable Jazz's customers to surf faster, with better quality and coverage, making Jazz the ideal platform to fulfill Pakistan's digital ambitions.

In Algeria, Djazzy's turnaround continued in Q2 2017 and the structural measures taken by the new management team to improve performance and stabilize the customer base started paying off, despite strong competitive pressure and the challenging macroeconomic environment, with an elevated inflation level that pressures purchasing power. In June, the OGM of Djazzy approved the distribution of DZD 16.4 billion (~USD 150 million) of gross dividends, representing approximately 60% of net income for FY2016.

In Bangladesh, the operational focus during Q2 2017 continued to be on improving network coverage, in order to address the 3G gap vis-à-vis the competition, and on customer acquisition following the completion of the Government-mandated SIM re-verification program. The customer base grew on a quarter-on-quarter basis."

GROUP KEY INDICATORS<sup>1</sup>

USD mln, if not stated otherwise	2Q17	2Q16 <sup>6</sup> Proforma	2Q16	Reported YoY	Organic <sup>2</sup> YoY	1H17	1H16 <sup>6</sup> Proforma	1H16	Reported YoY	Organic <sup>2</sup> YoY
Total customers (mln)	98.7	96.7	86.6	14.0%	2.1%					
Total revenue	765	769	693	10.4%	0.1%	1,518	1,554	1,400	8.4%	(1.6%)
Service revenue	732	742	669	9.3%	(0.9%)	1,452	1,503	1,356	7.0%	(2.7%)
-Of which mobile data revenue	105	70	63	66.6%	51.7%	200	139	126	58.7%	45.3%
EBITDA	328	321	305	7.7%	2.9%	661	680	644	2.6%	(2.1%)
Underlying EBITDA <sup>4</sup>	334	342	326	2.4%	(2.0%)	675	709	673	0.4%	(4.0%)
EBITDA margin <sup>5</sup>	42.9%	41.8%	44.0%	(1.1p.p)		43.5%	43.8%	46.0%	(2.5p.p)	
Underlying EBITDA margin	43.6%	44.5%	47.0%	(3.4p.p)		44.5%	45.6%	48.0%	(3.5p.p)	
Profit for the period	35	-	26	33.4%		36	-	114	(68.1%)	
EPS (USD)	0.01	-	0.01	48.2%		0.01		0.02	(65.6%)	
Profit/(Loss) for the period attr. to GTH shareholders	8	-	(3)	n.m		(19)	-	45	n.m	
Capex excl. licenses	111	133	110	1.1%		182	197	166	9.4%	
Net debt <sup>3</sup> /Underlying LTM EBITDA	1.7	-	1.2	40.7%						

<sup>1</sup> Interim condensed consolidated income statement and Interim condensed consolidated statement of financial position figures are in US dollars.

<sup>2</sup> Revenue and EBITDA organic growth are non-IFRS financial measures that exclude the effect of foreign currency movements and other factors, such as businesses under liquidation, disposals, mergers and acquisitions; in the organic calculation, Warid is pro-forma consolidated within GTH's results with effect from 1 January 2016

<sup>3</sup> Net Debt is calculated as a sum of short term debt, long term debt, less cash and cash equivalents

<sup>4</sup> Underlying EBITDA excludes transformation costs and material exceptional items

<sup>5</sup> EBITDA margin is EBITDA divided by total revenue

<sup>6</sup> The income statement for Q2 2016 is also presented on a pro-forma basis assuming that the results of Warid were included within GTH's results (including intercompany eliminations) with effect from 1 January 2016 in order to assist with the year-on-year comparisons

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### **PRESENTATION OF FINANCIAL RESULTS**

*GTH's results in this earnings release are based on IFRS and have not been audited.*

*Certain amounts and percentages that appear in this earnings release have been subject to rounding adjustments. As a result, certain numerical figures shown as totals, including those in tables, may not be an exact arithmetic aggregation of the figures that precede or follow them.*

*Warid is consolidated from 1 July 2016.*

*All comparisons are on a year-on-year basis unless otherwise stated.*

*We believe readers of this earnings release should consider these measures as it is more indicative of the Group's ongoing performance. Management uses these measures to evaluate the Group's operational results and trends.*

## 1. MAIN EVENTS AND FINANCIAL RESULTS

### MAIN EVENTS

In May 2017, GTH announced that “Jazz”, its 85% owned subsidiary in Pakistan, **acquired additional 4G/LTE spectrum**. This is a crucial milestone for GTH in its ambition to become a digital leader in its markets and is expected to improve the customer experience in terms of voice quality, data speeds and connectivity. As winner of the auction for 4G/LTE spectrum, Jazz was awarded 10 MHz paired spectrum in the 1800 MHz band for a total consideration of USD 295 million (PKR 31 billion) plus withholding tax of 10%.

## FINANCIAL RESULTS

USD mln, if not stated otherwise	2Q17	2Q16 incl. Warid <sup>1</sup>	2Q16	Reported YoY	Organic <sup>2</sup> YoY	1H17	1H16 incl. Warid <sup>1</sup>	1H16	Reported YoY	Organic <sup>2</sup> YoY
Total revenue	765	769	693	10.4%	0.1%	1,518	1,554	1,400	8.4%	(1.6%)
Service revenue	732	742	669	9.3%	(0.9%)	1,452	1,503	1,356	7.0%	(2.7%)
-of which										
Mobile data revenue	105	70	63	66.6%	51.7%	200	139	126	58.7%	45.3%
EBITDA	328	321	305	7.7%	2.9%	661	680	644	2.6%	(2.1%)
Underlying EBITDA	334	342	326	2.4%	(2.0%)	675	709	673	0.4%	(4.0%)
EBITDA margin	42.9%	41.8%	44.0%	(1.1p.p)		43.5%	43.8%	46.0%	(2.5p.p)	
Underlying EBITDA margin	43.6%	44.5%	47.0%	(3.4p.p)		44.5%	45.6%	48.0%	(3.5p.p)	
Profit for the period	35	-	26	33.4%		36	-	114	(68.1%)	
Capex excl. licenses	111	133	110	1.1%		182	197	166	9.4%	
LTM Capex excl. licenses / LTM revenue	17.3%	16.9%	16.5%	0.8p.p						
Gross debt	3,004		2,428	23.7%						
Net debt	2,393		1,702	40.7%						
Net debt / Underlying LTM EBITDA	1.7	-	1.2	40.7%						

**Service revenue** amounted to USD 732 million in Q2 2017. Service revenue organically decreased 0.9% YoY as a result of the performance of Algeria and Bangladesh, partially offset by strong growth in Pakistan. Mobile data revenue continued strong organic growth of 51.7% YoY. GTH continues to see customer organic growth of 2 million on the back of Pakistan's strong performance.

**EBITDA** amounted to USD 328 million in Q2 2017, increasing organically 2.9% YoY mainly due to the strong performance in Pakistan.

**Underlying EBITDA** stood at USD 334 million, declining organically 2.0% YoY due to strong performance in Pakistan being offset by a decline in Algeria and Bangladesh. Underlying EBITDA margin continued to be solid at 43.6%.

**Profit for the period** increased substantially by 33.4% YoY to USD 35 million in Q2 2017 on the back of a decline in depreciation and amortization of 10%, due to a decrease in depreciation of telecommunication equipment in Pakistan and a decrease in technical expenses.

**CAPEX** was stable at USD 111 million in Q2 2017, but decreased from pro-forma<sup>1</sup> USD 133 million due to a reduction in investments in 2Q 2017 in Bangladesh and Algeria, leading to LTM capex excluding licenses to LTM revenue ratio of 17.3%. The Company will maintain its strategy of investing in high-speed data networks to capture mobile data growth, including the roll-out of 4G/LTE network in Algeria and 3G networks in Algeria, Bangladesh and Pakistan.

**Net debt** increased 41% YoY to reach USD 2.4 billion as a result of the consolidation of Warid, the Company's new short term loan in an amount of USD 200 million, utilization of the revolving credit facility by GTH in an amount of USD 125 million and additional borrowing in Pakistan for the 4G/LTE spectrum of USD 248 million, resulting in the **net debt to underlying LTM EBITDA** increase of 41% YoY to 1.7x at the end of Q2 2017.

1. The income statement for Q2 2016 is also presented on a pro-forma basis assuming that the results of Warid were included within GTH's results (including intercompany eliminations) with effect from 1 January 2016 in order to assist with the year-on-year comparisons

2. Revenue and EBITDA organic growth are non-IFRS financial measures that exclude the effect of foreign currency movements and other factors, such as businesses under liquidation, disposals, mergers and acquisitions; in the organic calculation, Warid is pro-forma consolidated within GTH's results with effect from 1 January 2016

## 2. GTH'S OPERATIONS

### 2-1 JAZZ, PAKISTAN

#### KEY INDICATORS

PKR billion	2Q17	2Q16 pro-forma Warid*	YoY	1H17	1H16 pro-forma Warid	YoY
Total revenue	40.4	37.8	6.9%	79.2	74.6	6.1%
Mobile service revenue	37.7	35.7	5.4%	73.9	70.5	4.8%
of which mobile data	5.8	3.9	46.2%	11.0	8.0	37.4%
EBITDA	17.5	13.6	28.3%	33.7	27.9	20.8%
EBITDA underlying	18.1	15.2	19.1%	34.9	29.7	17.2%
EBITDA margin	43.3%	36.0%	7.2p.p.	42.5%	37.4%	5.2p.p.
EBITDA underlying margin	44.7%	40.1%	4.6p.p.	44.0%	39.9%	4.2p.p.
Capex excl. licenses	6.8	5.9	14.0%	10.4	8.0	29.5%
LTM capex excl. licenses/revenue	18.0%	17.7%	0.3p.p.	-	-	-
<b>Mobile</b>						
Customers (mln)	52.5	49.3	6.4%	-	-	-
- of which data users (mln)	26.7	22.7	17.4%	-	-	-
ARPU (PKR)	238	245	(2.7%)	-	-	-
MOU (min) <sup>1</sup>	520	566	(8.0%)	-	-	-
Data usage (MB/user)	509	292	74.3%	-	-	-

\*Q2 2016 pro-forma results assume that the results of Warid have been consolidated (including intercompany eliminations) with effect from 1 January 2016

<sup>1</sup> MoU has been adjusted in 2016 and revised for 2015 due to a change of components in the definition of traffic

In July 2016, GTH acquired Warid, strengthening its leading position in Pakistan, and as a result, Warid's financial results have been consolidated into GTH's financial statements with effect from 1 July 2016. The companies received merger approval on 15 December 2016, with retrospective effect from 1 July 2016. The company started re-branding to the "Jazz" brand in January 2017, unifying distribution channels and processes, with the aim of simplifying the customer experience.

Despite the continuing aggressive price competition in the market, Jazz continued to show mid-to-high single-digit growth of both revenue and customer base. Revenue growth of 6.9% year on year was supported by growth in data and financial services revenues; in particular, data revenue accelerated to a 46.2% year on year growth, driven by an increase in data customers through higher bundle engagement and the continued 3G network expansion. The customer base increased by 6.4% year on year, driven by continued customer satisfaction through focus on price simplicity and efficient distribution channel management. Jazz sees data and voice monetization among its key priorities, underpinned by the ambition to offer the best network in terms of both quality of service and coverage.

Underlying EBITDA margin, excluding PKR 0.6 billion in performance transformation costs (including the Warid integration costs), was 44.7% in Q2 2017, improving by over 4.6 percentage points year on year.

Capex increased to PKR 6.8 billion in Q2 2017 while the LTM capex to revenue ratio was 18.0% in Q2 2017 (13.1% excluding integration capex). At the end of the Q2 2017, 3G was offered in 358 cities while 4G/LTE was offered in over 60 cities.

The Warid integration is ahead of schedule and the merged entity has been providing unified on-net offers to its customers since October 2016. In November 2015, with the announcement of the transaction to merge Mobilink

with Warid, the Company provided target run-rate net cost synergies in the region of USD 115 million, 90% of which was expected by third year post-closing. This synergy target has already been fully achieved by the end of Q2 2017 although Jazz remains fully focused on network integration activities.

During Q2 2017, Jazz won the auction for 4G/LTE spectrum and was awarded 10 MHz of paired spectrum in the 1800 MHz band for a total consideration of USD 295 million (PKR 31 billion) and withholding tax of 10%, all of which was paid in Q2 2017. This additional spectrum will allow Jazz's customers to experience higher data speeds, with better quality and coverage, making Jazz the ideal platform to fulfil Pakistan's digital ambitions.

Finally, VEON/GTH are in advanced discussions for the sale of its indirect subsidiary, Deodar Limited ("Deodar") which holds a portfolio of approximately 13,000 towers and provides network tower services in Pakistan. As a result, on June 30, 2017, GTH classified Deodar as a disposal group held for sale and there can be no assurance that a definitive agreement for the sale of Deodar will be reached. Following the classification as a disposal group held-for sale, GTH will no longer account for depreciation and amortization charges of Deodar's assets.

## 2-2 DJEZZY, ALGERIA

## KEY INDICATORS

DZD billion	2Q17	2Q16	YoY	1H17	1H16	YoY
Total revenue	25.3	27.4	(8.0%)	50.7	57.5	(11.7%)
Mobile service revenue	24.9	27.2	(8.3%)	49.9	56.9	(12.2%)
of which mobile data	3.2	1.7	88.9%	6.0	3.5	73.3%
EBITDA	11.4	14.0	(18.7%)	23.9	31.1	(23.0%)
EBITDA underlying	11.4	14.0	(18.8%)	24.0	31.1	(22.9%)
EBITDA margin	45.1%	51.1%	(6.0p.p.)	47.2%	54.1%	(6.9p.p.)
EBITDA underlying margin	45.1%	51.2%	6.0p.p.	47.2%	54.1%	(6.9p.p.)
Capex excl. licenses	3.1	4.7	(33.7%)	6.0	7.6	(20.8%)
LTM capex excl. licenses/revenue	15.5%	14.9%	0.6p.p.	-	-	-
<b>Mobile</b>						
Customers (mln)	15.5	16.3	(4.9%)	-	-	-
- of which mobile data customers (mln)	7.0	5.4	29.9%	-	-	-
ARPU (DZD)	522	546	(4.4%)	-	-	-
MOU (min) <sup>1</sup>	379	339	11.8%	-	-	-
Data usage (MB/user)	478	304	57.5%	-	-	-

<sup>1</sup> MoU has been adjusted in 2016 and revised for 2015 due to a change of components in the definition of traffic

Djezzy's turnaround continued in Q2 2017, despite a challenging regulatory and macro-economic environment which remains characterized by strong competitive and inflationary pressures. As disclosed in Q4 2016, the regulatory environment has recently improved in Algeria, although the mobile termination rate ("MTR") asymmetry for Djezzy is a topic still under discussion with the regulator. From a taxation perspective, with effect from January 2017, the new Finance law increased VAT from 7% to 19% on data services and from 17% to 19% on voice services and also increased taxes on recharges from 5% to 7%. These higher indirect taxes influenced Djezzy's performance in relation to both revenue and EBITDA as these taxes could not be passed on to customers.

Revenue decreased by 8.0% year on year, a slightly improved year on year trend compared to Q1 2017. Price competition, on both voice and data, caused a reduction of ARPU and a year on year increase in churn. Djezzy's Q2 2017 service revenue was DZD 24.9 billion, an 8.3% reduction, while data revenue growth accelerating to 88.9%, due to higher usage and a substantial increase in data customers as a result of the 3G and 4G/LTE network roll-out. Djezzy's path to transform into a digital leader is being executed, as the company leads on 4G/LTE population coverage.

The customer base in Algeria decreased 4.9% to 15.5 million as a result of competitive pressure in the market and ARPU declined by 4.4%, a relative improvement compared to the year on year erosion experienced in Q1 2017, and this ARPU pressure was primarily caused by sub-optimal changes in billing and commission structures for indirect distribution that were introduced in early 2016.

Structural measures, taken by the new management team to improve performance and stabilize the customer base, including distribution transformation and monobrand roll-out, acceleration of 4G/LTE network deployment, promotion of micro campaigns with tailored services to increase satisfaction, data monetization activities and smartphone promotions coupled with bundle offers, are showing the first positive signs. The simplified data centric pricing architecture, in place since Q3 2016, is also contributing to the positive data revenue trend.

In Q2 2017, EBITDA decreased by 18.7% year on year. Underlying EBITDA (which in Q2 2016 was adjusted for exceptional costs of DZD 21 million

related to the performance transformation program) decreased 18.8% to DZD 11.4 billion primarily due to revenue decline, with an underlying EBITDA margin of 45.1% and excluding the impact of the changes to indirect taxes with effect from 1 January 2017 underlying EBITDA margin would have been 48%.

At the end of Q2 2017, the company's 4G/LTE services covered 20 wilayas and more than 20.5% of the country's population, while the 3G network covers all 48 wilayas. Q2 2017 capex was DZD 3.1 billion, a 33.7% year on year reduction, with LTM capex to revenue at 15.5%.

Finally, in June Djezzy's Board approved the distribution of DZD 16.4 billion (approximately USD 150 million) of gross dividends representing approximately 60% of 2016's net income.

## 2-3 BANGLALINK, BANGLADESH KEY INDICATORS

BDT billion	2Q17	2Q16	YoY	1H17	1H16	YoY
Total revenue	12.0	12.3	(3.0%)	24.0	24.5	(2.1%)
Mobile service revenue	11.6	11.9	(2.6%)	23.3	23.9	(2.5%)
of which mobile data	1.5	1.2	32.2%	3.1	2.2	37.4%
EBITDA	4.9	5.4	(8.9%)	10.4	10.9	(4.2%)
EBITDA underlying	4.9	5.8	(16.1%)	10.4	11.7	(10.9%)
EBITDA margin	41.1%	43.7%	(2.7p.p.)	43.5%	44.5%	(1.0p.p.)
EBITDA underlying margin	41.1%	47.5%	(6.4p.p.)	43.5%	47.8%	(4.3p.p.)
Capex excl. licenses	1.4	2.6	(44.6%)	2.2	3.9	(44.1%)
LTM capex excl. licenses/revenue	18.7%	22.6%	(3.9p.p.)			
<b>Mobile</b>						
Customers (mIn)	30.7	31.1	(1.5%)			
- of which mobile data customers (mIn)	15.9	14.5	9.3%			
ARPU (BDT)	127	126	0.1%			
MOU (min)	285	316	(9.6%)			
Data usage (MB/user)	364	167	117.2%			

In Bangladesh, the operational focus during Q2 2017 continued to be on increasing network coverage in order to address the 3G coverage gap vis-à-vis the competition and on customer acquisition following the completion of the Government-mandated SIM re-verification program.

The year on year decline of the customer base slightly softened in Q2 2017 compared to Q1.

Excluding the results of the re-verification process, which resulted in 3.8 million SIM cards being blocked by Banglalink, the customer base increased year on year and the customer base grew on a quarter on quarter basis.

Total revenue in Q2 2017 decreased by 3.0% year on year while Banglalink's service revenue decreased year on year 2.6% to BDT 11.6 billion and was stable quarter on quarter. The low single-digit decline in service revenue is mostly attributable to the gap in 3G network coverage versus the market leader. In addition, the market is still characterized by intense price competition, which accelerated following the SIM re-verification process and which more than offset the continued increase in data revenue of 32.2%, which was driven by increased smart-phone penetration. Data revenue growth was driven by data usage growth of 117.2% along with 9.3% growth in active data users and ARPU was broadly

flat year on year.

Banglalink's underlying EBITDA in Q2 2017 decreased by 16.1% to BDT 4.9 billion, as a result of the revenue trend and higher customer acquisition activity, more than offsetting savings from the performance transformation program. As a result, in Q2 2017, the underlying EBITDA margin was 41.1%, which represents a year on year reduction of 6.4 percentage points.

In Q2 2017, capex excluding licenses decreased 44.6% year on year to BDT 1.4 billion, with a LTM capex to revenue ratio of 18.7%. Banglalink continues to invest in efficient, high-speed data networks aiming to substantially improve its 3G network coverage, which covered 68% of the population at the end of Q2 2017.

The Government has published draft guidelines with regards to a spectrum auction and 4G/LTE service licenses for public consultation.

### 3. FINANCIAL STATEMENTS

#### INTERIM CONDENSED CONSOLIDATED INCOME STATEMENT

USD millions	2Q17	2Q16	Reported YoY	1H17	1H16	Reported YoY
Service revenue	731.6	669.3	9.3%	1,451.7	1,356.2	7.0%
-Of which mobile data revenue	105	63	66.6%	200	126	58.7%
Other revenue	33.5	23.5	42.5%	65.8	43.7	50.7%
<b>Total operating Revenue</b>	<b>765.1</b>	<b>692.8</b>	<b>10.4%</b>	<b>1,517.5</b>	<b>1,399.9</b>	<b>8.4%</b>
Total expenses	(436.7)	(387.7)	12.6%	(856.8)	(755.7)	13.4%
<b>EBITDA</b>	<b>328.4</b>	<b>305.1</b>	<b>7.7%</b>	<b>660.7</b>	<b>644.2</b>	<b>2.6%</b>
Depreciation and amortization	(162.4)	(179.9)	(9.7%)	(322.1)	(322.8)	(0.2%)
(Loss) / Gain on sold property, equipment, intangibles, goodwill and scrapping	2.6	1.5	74.7%	(2.3)	1.4	n.m
Impairment loss from assets	(1.4)	(2.7)	(47.7%)	0.3	(2.1)	n.m
Technical services expense	(1.8)	(11.1)	(83.7%)	(29.7)	(19.4)	52.8%
Other operating (loss) / gain	(0.5)	4.8	n.m	(3.1)	3.8	n.m
<b>Operating profit</b>	<b>164.9</b>	<b>117.6</b>	<b>40.2%</b>	<b>303.8</b>	<b>305.1</b>	<b>(0.4%)</b>
Finance costs	(77.2)	(53.3)	44.8%	(147.8)	(118.8)	24.4%
Finance income	3.1	2.1	45.0%	6.6	4.2	57.3%
Net foreign exchange (loss) / gain	(1.1)	6.2	n.m	(12.1)	12.9	n.m
<b>Profit before income tax</b>	<b>89.7</b>	<b>72.7</b>	<b>23.4%</b>	<b>150.5</b>	<b>203.4</b>	<b>(26.0%)</b>
Income tax expense	(54.6)	(46.2)	18.2%	(114.2)	(89.4)	27.7%
<b>Profit for the period</b>	<b>35.1</b>	<b>26.5</b>	<b>32.5%</b>	<b>36.3</b>	<b>114.0</b>	<b>(68.2%)</b>
<b>Attributable to:</b>						
The owners of the parent	7.6	(3.0)	n.m	(18.6)	45.1	n.m
Non-controlling interests	27.5	29.5	(6.7%)	54.9	68.9	(20.3%)
<b>Profit for the period</b>	<b>35.1</b>	<b>26.5</b>	<b>32.5%</b>	<b>36.3</b>	<b>114.0</b>	<b>(68.2%)</b>
EPS (USD)	0.01	0.01	48.2%	0.01	0.02	(65.6%)



## INTERIM CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

USD millions	30-Jun 2017	31-Dec 2016
<b>Assets</b>		
<b>Non current assets</b>		
Property and equipment	1,913.6	2,146.1
Other intangible assets and goodwill	1,810.2	1,806.2
Other non current assets	442.5	481.5
<b>Total non current assets</b>	<b>4,166.3</b>	<b>4,433.8</b>
<b>Current assets</b>		
Cash and cash equivalents	596.6	606.4
Trade and other receivables	258.7	221.5
Other current assets	339.0	336.7
	<b>1,194.3</b>	<b>1,164.6</b>
Assets held for sale	474.3	-
<b>Total current assets</b>	<b>1,668.6</b>	<b>1,164.6</b>
<b>Total assets</b>	<b>5,834.9</b>	<b>5,598.4</b>
<b>Equity and liabilities</b>		
<b>Equity</b>		
Equity attributable to equity owners of the parent	126.8	404.2
Non-controlling interests	108.7	128.9
<b>Total equity</b>	<b>235.5</b>	<b>533.1</b>
<b>Non current liabilities</b>		
Long term debt	2,377.0	2,226.6
Other non current liabilities	438.1	459.0
<b>Total non current liabilities</b>	<b>2,815.1</b>	<b>2,685.6</b>
Short term debt	626.8	277.5
Trade and other payables	872.0	937.1
Other current liabilities	1,233.9	1,165.1
	<b>2,732.7</b>	<b>2,379.7</b>
Liabilities directly associated with Assets held for sale	51.6	-
<b>Total current liabilities</b>	<b>2,784.3</b>	<b>2,379.7</b>
<b>Total liabilities</b>	<b>5,599.4</b>	<b>5,065.3</b>
<b>Total equity and liabilities</b>	<b>5,834.9</b>	<b>5,598.4</b>
<b>Net Debt</b>	<b>2,393.3</b>	<b>1,892.2</b>

## INTERIM CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

	1H17	1H16
<b><u>Operating activities</u></b>		
Profit before tax	150.5	203.4
Non cash adjustments to reconcile profit before tax to net cash flows from operating activities	406.7	409.7
Change in working capital	77.2	27.2
Interest paid	(90.7)	(80.6)
Interest received	6.0	4.6
Income tax paid	(129.0)	(59.1)
<b>Net cash flows from operating activities</b>	<b>420.7</b>	<b>505.2</b>
<b><u>Investing activities</u></b>		
Proceeds from sale of property and equipment and intangible assets	6.1	5.9
Purchase of property and equipment and intangible assets	(594.0)	(229.2)
Change in other financial assets	(66.2)	(79.7)
<b>Net cash flows (used in) investing activities</b>	<b>(654.1)</b>	<b>(303.0)</b>
<b><u>Financing activities</u></b>		
Proceeds from borrowings, net of fees paid	570.0	1,359.3
Repayment of borrowings	(83.8)	(1,399.9)
Dividends paid to non-controlling interests	(7.1)	-
Purchase of treasury shares	(259.1)	-
<b>Net cash flows from/(used in) financing activities</b>	<b>220.0</b>	<b>(40.6)</b>
<b>Net (decrease)/increase in cash and cash equivalents</b>	<b>(13.4)</b>	<b>161.6</b>
Cash and cash equivalents at beginning of the period	606.4	508.1
Cash and cash equivalent reclassified as Held for Sale	(3.5)	-
Net foreign exchange difference	7.1	(13.6)
<b>Cash and cash equivalents at end of period</b>	<b>596.6</b>	<b>656.1</b>

## 4. APPENDIX

### REVENUE AND EBITDA RECONCILIATIONS

#### SERVICE REVENUE

USD million	2Q17	2Q16	Change	1H17	1H16	Change
<b>Service revenue</b>						
Mobilink, Pakistan	359.3	268.8	33.7%	704.8	526.1	34.0%
Djezzy, Algeria	228.3	248.1	(8.0%)	456.0	524.1	(13.0%)
Banglalink, Bangladesh	143.9	152.4	(5.6%)	291.0	305.2	(4.7%)
<b>Total service revenue</b>	<b>731.6</b>	<b>669.3</b>	<b>9.3%</b>	<b>1,451.7</b>	<b>1,356.2</b>	<b>7.0%</b>
Other revenue	33.5	23.5	42.5%	65.8	43.7	50.7%
<b>Total operating revenue</b>	<b>765.1</b>	<b>692.8</b>	<b>10.4%</b>	<b>1,517.5</b>	<b>1,399.9</b>	<b>8.4%</b>

#### EBITDA

USD million	2Q17	2Q16	Change	2Q17	2Q16	Change
<b>Mobile</b>						
Mobilink, Pakistan	167.0	114.6	45.6%	321.4	230.8	39.3%
Djezzy, Algeria	104.5	128.2	(18.5%)	218.7	286.5	(23.7%)
Banglalink, Bangladesh	60.7	68.7	(11.7%)	130.1	138.8	(6.3%)
<b>Total Mobile</b>	<b>332.2</b>	<b>311.5</b>	<b>6.6%</b>	<b>670.3</b>	<b>656.1</b>	<b>2.2%</b>
Other	(3.8)	(6.6)	(41.4%)	(9.5)	(12.1)	(21.4%)
<b>Total Consolidated EBITDA</b>	<b>328.4</b>	<b>305.1</b>	<b>7.7%</b>	<b>660.7</b>	<b>644.2</b>	<b>2.6%</b>

#### FOREIGN EXCHANGE RATES APPLIED TO THE FINANCIAL STATEMENTS

	Average rates			Closing rates		
	2Q17	2Q16	YoY	2Q17	2Q16	YoY
Egyptian pound	18.1023	8.8661	104.2%	18.1209	8.8864	103.9%
Pakistan Rupee	104.81	104.6742	0.1%	104.8325	104.75	0.1%
Algerian Dinar	109.0374	109.5438	(0.5%)	107.795	110.3139	(2.3%)
Bangladeshi Taka	80.8557	78.3502	3.2%	80.6424	78.3250	3.0%

## GLOSSARY OF TERMS

**Average Revenue per User (“ARPU”):** Average monthly recurrent revenue per customer (excluding visitors roaming revenue and connection fee). This includes airtime revenue (national and international), as well as, monthly subscription fee, SMS, GPRS & data revenue. Quarterly ARPU is calculated as an average of the last three months.

**Capital Expenditure (“CAPEX”):** Tangible and Intangible fixed assets additions during the reporting period, including work in progress, network, IT, and other tangible and intangible fixed assets additions, but excluding license fees.

**Churn:** Disconnection rate. This is calculated as the number of disconnections during a month divided by the average customer base for that month.

**Churn Rule:** A customer is considered churned (removed from the customer base) if he or she exceeds 90 days from the end of the validity period without recharging. It is worth noting that the validity period is a function of the scratch denomination. In cases where scratch cards have open validity, a customer is considered churned in the event that he or she has not made a single billable event in the last 90 days (i.e. any outgoing or incoming call or sms, or any wap session). Open validity scratch cards have been applied for OTA, Mobilink and Banglalink so far.

**Minutes of Usage (“MOU”):** Average airtime minutes per customer per month. This includes billable national and international outgoing traffic originated by customers (on-net, to land line & to other operators). This also includes incoming traffic to customers from landline or other operators.




**Organic Growth for Revenue and EBITDA:** Revenue and EBITDA organic growth are non-IFRS financial measures that exclude the effect of foreign currency movements and other factors, such as businesses under liquidation, disposals, mergers and acquisitions; in the organic calculation, Warid is pro-forma consolidated within GTH’s results with effect from 1 January 2016. We believe readers of this earnings release should consider these measures as it is more indicative of the Group’s ongoing performance. Management uses these measures to evaluate the Group’s operational results and trends.

**Earnings per Share (“EPS”):** The profit for the period divided by the total number of weighted average common shares outstanding during the periods.

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