Global Telecom Holding

GLOBAL TELECOM REPORTS Q3 2017 RESULTS

Q3 2017 HIGHLIGHTS[1]

- **Reported service revenue decreased 3.3% YoY**
- **Service revenue decreased organically 2.3% YoY**
- **Mobile data organic revenue growth of 39.7% YoY**
- **Customer growth of 4% YoY driven by customer additions in Pakistan and Bangladesh**
- **EBITDA increased organically 11.5% YoY**
- **Underlying EBITDA of USD 382 million, organic increase of 6.6% YoY**
- **Strong underlying EBITDA margin of 49.4%**

Amsterdam (9 November 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 third quarter of 2017.

VINCENZO NESCI, CHIEF EXECUTIVE OFFICER, COMMENTS:

"In Q3 2017, GTH's number of customers grew by 4% YoY, fueled by customer additions in Pakistan and Bangladesh. Service revenue for the period amounted to USD 735 million, a YoY organic decline of 2.3% and underlying EBITDA increased organically 6.6% YoY. Consequently, underlying EBITDA margin rebounded to 49.4%. Data revenue continued to grow, supported by commercial offerings of larger data bundles and additional competitive services.

***In Pakistan,** we were able to conclude the agreement for the sale of Deodar, Jazz's wholly-owned tower company with a portfolio of around 13,000 towers, for approximately the equivalent of USD 940 million. Moreover, Jazz performed well despite continued aggressive price competition in the market. We succeeded to achieve remarkably higher EBITDA due to revenue growth, opex synergies and release of historic SIM tax accruals. Jazz was also able to achieve 5.9% and 4.1% YoY organic growth in service revenue and customers respectively. Customers are recognizing the quality of our network, leading to continued growth in voice and data usage.*

***In Algeria,** our effort to capture growth and achieve the turnaround plan remains our top priority. We are also keenly focused on increasing efficiency and improving margins despite fierce competitive pressure and a challenging macroeconomic environment. Djezzy maintains its leading position on 4G and I am happy to announce that the decision on the symmetric Mobile Termination Rates (MTR), which we struggled to have for quite some time, was taken and is in place since 31 October 2017.*

***In Bangladesh**, the customer base grew 8.4% year on year, reversing the negative trend from Q2 2017. Nevertheless, the tough competitive environment coupled with network disruptions from severe weather conditions and flooding across the country, led to a 5.6% YoY organic decrease in service revenue."*

GROUP KEY INDICATORS[1]

USD mln, if not stated otherwise	3Q17	3Q16	Reported	Organic[2] YoY	9M17	9M16	Reported	Organic[2] YoY
Total customers (mln)	99.7	95.9	4.0%					
Total revenue	773	788	-1.9%	-0.9%	2,291	2,188	4.7%	-1.4%
Service revenue	735	760	-3.3%	-2.3%	2,187	2,116	3.3%	-2.5%
-Of which mobile data revenue	112	81	38.3%	39.7%	312	207	51.1%	43.3%
EBITDA	377	341	10.5%	11.5%	1,038	985	5.3%	2.5%
Underlying EBITDA[4]	382	361	5.6%	6.6%	1,057	1,034	2.2%	-0.4%
EBITDA margin[5]	48.7%	43.3%	5.5pp		45.3%	45.0%	0.3pp	
Underlying EBITDA margin	49.4%	45.9%	3.5pp		46.1%	47.3%	-1.1pp	
Profit for the period	37	45	-17.3%		73	159	-53.8%	
EPS (USD)	0.002	0.002	-		(0.002)	0.01	n.m.	
Profit/(Loss) for the period attr. to GTH shareholders	7	9	-14.7%		(11)	54		
Capex excl. licenses	148	135	9.6%		330	301	9.5%	
Net debt[3]/Underlying LTM EBITDA	1.7	1.4	20.6%					

1. *Interim condensed consolidated income statement and Interim condensed consolidated statement of financial postion figures are in US dollars*
2. *Revenue and EBITDA organic figures 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*
3. *Net Debt is calculated as a sum of short term debt, long term debt, less cash and cash equivalents, Undelying LTM EBITDA includes Warid results as of July 1, 2016*
4. *Underlying EBITDA excludes transformation costs and material exceptional items*
5. *EBITDA margin is EBITDA divided by total revenue*

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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.

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

VEON and Global Telecom Holding S.A.E. ("GTH") announced on 30 August 2017 that their subsidiary in **Pakistan**, Jazz, signed an agreement for the sale of its tower business for approximately USD 940 million, subject to adjustments.

Jazz will be selling its wholly-owned tower company, Deodar, with a portfolio of approximately 13,000 telecommunication towers, to Tanzanite Tower (Private) Limited ("Tanzanite"), a tower operating company owned by edotco Group Sdn. Bhd. ("edotco") and Dawood Hercules Corporation ("Dawood").

The transaction will be on a cash and debt-free basis, with total consideration of PKR 98,700 million (USD 940 million)[1,2]. The enterprise value represents a high single digit multiple of contributed annual EBITDA. At completion of the sale, Deodar will enter into a master services agreement (MSA) with Jazz, whereby it will continue to provide tower services to Jazz. The initial term of this MSA is twelve years and is renewable at Jazz's discretion for three consecutive periods of five years each. As result of this, and from the completion of the transaction onwards, the company expects an annualized negative impact on the Group's Underlying EBITDA margin of approximately 3.8 percentage points.

Proceeds from the transaction will be utilized for Jazz's funding of recently awarded spectrum and repayment of a proportion of Jazz's outstanding debt. The remaining amount will be distributed to Jazz's shareholders by the end of 2018 and GTH will use these funds to repay outstanding debt. PKR 69,930 million (USD 666 million)[1] of the PKR 79,800 million (USD 760 million)[1] cash consideration is expected to be received at closing, while the remainder will be paid within 12 months thereafter. The positive impact of this transaction on the net leverage ratio for the Group is expected to be approximately 0.4x.

As a result of the terms of the Warid earn-out agreement, following the completion of the transaction, GTH's stake in Jazz will be approximately 83%. Completion of the transaction is subject to the satisfaction or waiver of certain conditions, including receipt of customary regulatory approvals, with the parties aiming for completion before the end of 2017.

In **Algeria**, the regulatory environment has improved since Q3 2017, with Mobile Termination Rate ("MTR") symmetry in place from 31 October 2017.

1) Assumed exchange rate of PKR/USD: 105
2) PKR 18,900 million (USD 180 million) being in the form of a vendor loan note, payable to Jazz at or before three years from closing
3) Calculated from GTH Q3 2017 LTM results

FINANCIAL RESULTS

USD mln, if not stated otherwise	3Q17	3Q16	Reported YoY	Organic[1] YoY	9M17	9M16	Reported YoY	Organic[2] YoY
Total revenue	773	788	-1.9%	-0.9%	2,291	2,188	4.7%	-1.4%
Service revenue	735	760	-3.3%	-2.3%	2,187	2,116	3.3%	-2.5%
-of which Mobile data revenue	112	81	38.3%	39.7%	312	207	51.1%	43.3%
EBITDA	377	341	10.5%	11.5%	1,038	985	5.3%	2.5%
Underlying EBITDA	382	361	5.6%	6.6%	1,057	1,034	2.2%	-0.4%
EBITDA margin	48.7%	43.3%	5.5pp		45.3%	45.0%	0.3pp	
Underlying EBITDA margin	49.4%	45.9%	3.5pp		46.1%	47.3%	-1.1pp	
Profit for the period	37	45	-17.3%		73	159	-53.8%	
Capex excl. licenses	148	135	9.6%		330	301	9.5%	
LTM Capex excl. licenses / LTM revenue	17.9%	15.8%	2.1%					
Gross debt	2,951	2,732	8.0%					
Net debt	2,334	1,954	19.4%					
Net debt / Underlying LTM EBITDA[2]	1.7	1.4	20.6%					

Service revenue amounted to USD 735 million in Q3 2017. Service revenue organically decreased 2.3% YoY driven by lower results in Algeria and Bangladesh, partially compensated for by service revenue growth in Pakistan, which recorded an organic increase of 5.9% YoY. Mobile data revenue accelerated to a 39.7% YoY organic growth supported by the introduction of larger data bundles and competitive offers across the various operations. GTH continues to see customer organic growth of 4 million following continued customers' uptake in Pakistan and growth in Bangladesh.

EBITDA for the quarter reached USD 377 million, recording a strong organic increase of 11.5% YoY and leading to an EBITDA margin of 48.7%, which has rebounded by 5.5 percentage points YoY. The rise in EBITDA was driven by Pakistan achieving a remarkable organic rise in EBITDA of 42.8% YoY on revenue growth and the release of historic SIM tax accruals, which has more than offset the lower EBITDA in Algeria and Bangladesh.

Underlying EBITDA amounted to USD 382 million, an organic increase of 6.6% YoY following strong underlying EBITDA in Pakistan achieving 40.4% YoY organic growth mainly due to the release of the SIM tax provision, which has offset the lower EBITDA in Algeria and Bangladesh. Underlying EBITDA margin reached a strong level of 49.4% improving 3.5 percentage points YoY.

Profit for the period declined by 17.3% YoY to USD 37 million in Q3 2017 on net FX loss, due to the depreciation of BDT, coupled with income tax expense that increased 92.6% YoY due to (i) applying a different minimum tax methodology in Pakistan, and (ii) the YoY increase in profit before tax. The FX loss and the income tax expense recorded USD 20.3 million and USD 105.7 million respectively.

CAPEX excluding Licence amounted to USD 148 million in Q3 2017, with an increase of 9.6% YoY. 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 Pakistan as well as 3G networks in Algeria, Bangladesh and Pakistan.

Net debt increased 19.4% YoY to reach USD 2.3 billion as a result of 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** from 1.4x [2] a year ago to 1.7x at the end of Q3 2017.

2. GTH'S OPERATIONS

2-1 JAZZ, PAKISTAN - KEY INDICATORS

PKR billion	3Q17	3Q16	YoY	9M17	9M16	YoY
Total revenue	41.2	38.5	6.9%	120.3	113.1	5.8%
Mobile service revenue	38.2	36.1	5.9%	112.1	106.6	4.5%
of which mobile data	6.4	4.6	38.9%	17.4	12.6	37.9%
EBITDA	22.0	15.4	42.8%	55.7	43.3	20.5%
EBITDA underlying	22.7	16.2	40.4%	57.5	45.9	16.1%
EBITDA margin	53.3%	40.0%	13.4p.p.	46.2%	38.3%	5.3p.p.
EBITDA underlying margin	55.1%	42.0%	13.1p.p.	47.8%	40.6%	3.9p.p.
Capex excl. licenses	8.2	7.6	8.1%	18.6	2.3	719.2%
LTM capex excl. licenses/revenue	18.1%	15.9%	2.2p.p.			
Mobile						
Customers (mln)	53.1	51.0	4.1%			
- of which data users (mln)	28.4	24.7	15.0%			
ARPU (PKR)	241	241	0.0%			
MOU (min)[1]	512	522	(2.0%)			
Data usage (MB/user)	573	421	36.1%			

1 MoU has been adjusted in 2016 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. Consequently, this is the first quarter in which the 2017 results of Pakistan are fully comparable year-on-year.

Jazz continued to show mid single-digit growth of both revenue and customers despite the aggressive market. Revenue growth of 6.9% year-on-year was supported by continued growth in mobile data revenue which grew 38.9% year-on-year, driven by an increase in data customers through higher bundle engagement and the continued 3G network expansion. The customer base increased by 4.1% year-on-year driven by continued customer satisfaction achieved by a 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.

The reported EBITDA margin increased to 53.3% (+13.4 percentage points year-on-year), benefitting from revenue growth, opex synergies and a positive impact of PKR 3.5 billion from the release of historic SIM tax accruals.

Underlying EBITDA margin, excluding the negative impact of PKR 0.7 billion for performance transformation and integration costs, was 55.1% in Q3 2017, improving by 13.1 percentage points year-on-year while the margin, excluding the above-mentioned release of historic SIM tax accruals, would have been 47.3%.
Capex increased to PKR 8.2 billion in Q3 2017 while the LTM capex to revenue ratio was 18.1% in Q3 2017 (12.5% excluding integration capex), broadly in line with Q2 2017. At the end of the Q3 2017, 3G was offered in more than 350 cities while 4G/LTE was offered in over 50 cities (defined as being those cities with at least 3 base stations per city).

The Warid integration is ahead of schedule and, having fully achieved the target run-rate of synergies announced with the transaction to merge Mobilink with Warid, Jazz remains fully focused and on track to complete the network integration activities by the end of 2017.

Finally, on 30 August 2017 GTH announced that Jazz had signed an agreement for the sale of its tower business ("Deodar") to Tanzanite, a tower operating company owned by edotco and Dawood, for PKR 98,700 million (USD 940 million equivalent) subject to adjustments. Following the classification of Deodar as a disposal group held-for-sale on 30 June 2017, GTH is no longer accounting for depreciation and amortization charges on these assets.

Completion of the transaction is subject to the satisfaction or waiver of certain conditions including receipt of customary regulatory approvals. The approval process is in progress and on track, with the parties aiming for completion to occur before the end of 2017. As result of this, and from the completion of the transaction onwards, the company expects an annualized negative impact on the Group's Underlying EBITDA margin of approximately 3.8 percentage points (based on GTH Q3 2017 LTM results).

2-2 DJEZZY, ALGERIA - KEY INDICATORS

DZD billion	3Q17	3Q16	YoY	9M17	9M16	YoY
Total revenue	26.2	29.0	(9.8%)	76.9	86.5	(11.1%)
Mobile service revenue	25.6	28.9	(11.3%)	75.5	85.8	(11.9%)
of which mobile data	3.3	2.1	55.0%	9.3	5.6	66.4%
EBITDA	12.7	14.9	(14.6%)	36.6	45.9	(20.3%)
EBITDA underlying	12.7	16.3	(21.8%)	36.7	47.4	(22.6%)
EBITDA margin	48.5%	51.3%	(2.8p.p.)	47.6%	53.1%	(5.5p.p.)
EBITDA underlying margin	48.7%	56.2%	(7.5p.p.)	47.7%	54.8%	(7.1p.p.)
Capex excl. licenses	4.6	4.3	6.4%	10.7	12.0	(10.9%)
LTM capex excl. licenses/revenue	16.2%	16.3%	(0.1p.p.)			
Mobile						
Customers (mln)	15.2	15.9	(4.5%)			
- of which mobile data customers (mln)	7.3	6.4	13.6%			
ARPU (DZD)	553	593	(6.7%)			
MOU (min)[1]	415	335	23.9%			
Data usage (MB/user)	515	345	49.0%			

[1] MoU has been adjusted in 2016 and revised for 2015 due to a change of components in the definition of traffic

Djezzy's operational turnaround continued in Q3 2017, despite a challenging regulatory and macro-economic environment which remains characterized by strong competitive and inflationary pressures. As previously disclosed, the new Finance Law, which came into effect from January 2017, 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 9.8% year-on-year, slowing the year-on-year trend seen in Q2 2017. Price competition, on both voice and data, caused continued reduction of ARPU and a year-on-year increase in churn. Djezzy's Q3 2017 service revenue was DZD 25.6 billion, an 11.3% reduction, while data revenue growth was 55.0%, due to higher usage and a substantial increase in data customers as a result of the 3G and 4G/LTE network roll-out. This positive data revenue trend is also supported by the simplified data-centric pricing architecture.

The customer base in Algeria decreased 4.5% to 15.2 million as a result of competitive pressure in the market with ARPU declining by 6.7%, further slowing the trend compared to Q2 2017, primarily caused by the intense price competition.

In Q3 2017, EBITDA decreased by 14.6% year-on-year while underlying EBITDA, which in Q3 2016 was adjusted for exceptional costs of DZD 47 million related to the performance transformation program, decreased 21.8% to DZD 12.7 billion primarily due to the revenue decline. Underlying EBITDA margin remains strong at 48.7% and excluding the impact of the changes to indirect taxes with effect from 1 January 2017, the underlying EBITDA margin would have been 50.9%.

At the end of Q3 2017, the company's 4G/LTE services covered 24 wilayas and more than 22.2% of the country's population, while the 3G network covers all 48 wilayas. Q3 2017 capex was DZD 4.6 billion, a 6.4% year-on-year reduction, with a LTM capex to revenue of 16.2%.

The Algerian regulatory environment has improved since Q3 2017 with mobile termination rate ("MTR") symmetry in place from 31 October 2017.

2-3 BANGLALINK, BANGLADESH - KEY INDICATORS

BDT billion	3Q17	3Q16	YoY	9M17	9M16	YoY
Total revenue	11.7	12.3	(4.6%)	35.7	36.7	(2.9%)
Mobile service revenue	11.3	12.0	(5.6%)	34.7	35.9	(3.6%)
of which mobile data	1.7	1.3	28.0%	4.7	3.5	33.9%
EBITDA	4.5	5.7	(21.1%)	14.9	16.6	(10.0%)
EBITDA underlying	4.6	5.7	(19.4%)	15.0	17.4	(13.7%)
EBITDA margin	38.6%	46.7%	(8.1p.p.)	41.9%	45.2%	(3.3p.p.)
EBITDA underlying margin	39.5%	46.7%	(7.2p.p.)	42.2%	47.4%	(5.2p.p.)
Capex excl. licenses	2.3	1.7	31.9%	4.5	5.6	(20.9%)
LTM capex excl. licenses/revenue	20.1%	18.3%	1.8p.p.			
Mobile						
Customers (mln)	31.4	29.0	8.4%			
- of which mobile data customers (mln)	17.1	14.6	17.1%			
ARPU (BDT)	121	133	(8.6%)			
MOU (min)	280	322	(13.0%)			
Data usage (MB/user)	523	254	106.4%			

In Bangladesh, Q3 2017 results were influenced by technical costs to restore network availability following flooding caused by severe monsoons along with intense market competition, in particular on customer acquisition. During the quarter, the focus was on restoring network availability and on customer acquisition, following the completion of the Government-mandated SIM re-verification program.

The customer base grew 8.4% year-on-year, reversing the negative trend from Q2, and this increase was fueled by aggressive customer acquisition campaigns in the market by all operators.

Total revenue in Q3 2017 decreased by 4.6% year-on-year while Banglalink's service revenue decreased year-on-year by 5.6% to BDT 11.3 billion. The mid single-digit decline in service revenue is mainly attributable to the gap in 3G network coverage compared to the market leader and due to network availability issues caused by the extreme weather conditions in the country. In addition, the market remains 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 28.0%, which itself was driven by increased smart-phone penetration. Data revenue growth was driven by data usage growth of 106.4% along with 17.1% growth in active data users. ARPU decreased year-on-year as a result of the pricing pressure in the market.

Banglalink's underlying EBITDA in Q3 2017 decreased by 19.4% to BDT 4.6 billion, which was mainly caused by the revenue erosion together with higher customer acquisition costs and increased technical expenses to improve network availability, which more than offset savings from the performance transformation program. As a result, in Q3 2017, the underlying EBITDA margin was 40%, which represents a year-on-year reduction of 7.2 percentage points.

In Q3 2017, capex excluding licenses increased 31.9% year-on-year to BDT 2.3 billion, with a LTM capex to revenue ratio of 20.1%. Banglalink continues to invest in efficient, high-speed data networks aiming to substantially improve its 3G network coverage and availability. The 3G network covered approximately 69% of the population at the end of Q3 2017.

On the regulatory front, the Government of Bangladesh approved the Regulatory and Licensing Guidelines for 4G/LTE Cellular Mobile Services and Spectrum Auction Guidelines. A spectrum auction may occur by the first half of 2018, which could result in significant expenditures.

Banglalink is currently evaluating alternatives to improve its capital structure in the form of an additional credit facility and the proceeds from any such activity may be used for the refinancing of existing debt and general corporate purposes (including capital expenditures).

Finally, the Ministry of Post, Telecommunications and Information Technology issued a public consultation on draft Regulatory and Licensing Guidelines for Tower Sharing. The industry has provided comments on these guidelines to the Government of Bangladesh.

3. FINANCIAL STATEMENTS

INTERIM CONDENSED CONSOLIDATED INCOME STATEMENT

USD millions	3Q17	3Q16	Reported YoY	9M17	9M16	Reported YoY
Service revenue	735.3	760.2	-3.3%	2,187.0	2,116.4	3.3%
-Of which mobile data revenue	112.0	81.0	38.3%	312.5	206.9	51.1%
Other revenue	37.8	27.6	36.7%	103.6	71.3	45.3%
Total operating Revenue	**773.1**	**787.8**	**-1.9%**	**2,290.6**	**2,187.7**	**4.7%**
Total expenses	(396.4)	(446.9)	-11.3%	(1,253.2)	(1,202.6)	4.2%
EBITDA	**376.7**	**340.9**	**10.5%**	**1,037.4**	**985.1**	**5.3%**
Depreciation and amortization	(133.7)	(146.8)	-8.9%	(455.8)	(469.6)	-2.9%
(Loss) / Gain on sold properity, equipment, intangibles, goodwill and scrapping	(2.6)	1.0	n.m.	(4.9)	2.4	n.m.
Impairment loss from assets	(0.5)	(0.6)	-22.0%	(0.2)	(2.7)	-92.3%
Technical services expense	(10.0)	(25.4)	-60.4%	(39.7)	(44.8)	-11.3%
Other operating (loss) / gain	9.2	7.8	15.7%	6.1	11.6	-48.8%
Operating profit	**239.1**	**176.9**	**35.1%**	**542.9**	**482.0**	**12.6%**
Finance costs	(79.0)	(83.6)	-5.5%	(226.8)	(202.4)	12.1%
Finance income	2.9	2.3	27.4%	9.5	6.5	46.6%
Net foreign exchange (loss) / gain	(20.3)	3.9	n.m.	(32.4)	16.8	n.m.
Profit before income tax	**142.7**	**99.5**	**43.3%**	**293.2**	**302.9**	**-3.2%**
Income tax expense	(105.7)	(54.9)	92.6%	(219.9)	(144.3)	52.4%
Profit for the period	**37.0**	**44.6**	**-17.3%**	**73.3**	**158.6**	**-53.8%**
Attributable to:						
The owners of the parent	7.4	8.6	-14.7%	(11.2)	53.7	n.m.
Non-controlling interests	29.6	36.0	-17.9%	84.5	104.9	-19.5%
Profit for the period	**37.0**	**44.6**	**-17.3%**	**73.3**	**158.6**	**-53.8%**
EPS (USD)	0.002	0.002	-	(0.002)	0.01	n.m.

INTERIM CONDENSED CONSOLIDATED STATEMENT OF FINACIAL POSTION

USD millions	30-Sep 2017	31-Dec 2016
Assets		
Non current assets		
Property and equipment	1,886.8	2,146.1
Other intangible assets and goodwill	1,748.5	1,806.2
Other non current assets	343.3	481.5
Total non current assets	**3,978.6**	**4,433.8**
Current assets		
Cash and cash equivalents	609.2	606.4
Trade and other receivables	264.3	221.5
Other current assets	351.8	336.7
	1,225.3	**1,164.6**
Assets held for sale	512.9	-
Total current assets	**1,738.2**	**1,164.6**
Total assets	**5,716.8**	**5,598.4**
Equity and liabilities		
Equity		
Equity attributable to equity owners of the parent	117.6	404.2
Non-controlling interests	125.9	128.9
Total equity	**243.5**	**533.1**
Non current liabilities		
Long term debt	2,244.5	2,226.6
Other non current liabilities	407.2	459.0
Total non current liabilities	**2,651.7**	**2,685.6**
Short term debt	706.7	277.5
Trade and other payables	1,425.8	937.1
Other current liabilities	645.7	1,165.1
	2,778.1	**2,379.7**
Liabilities directly associated with Assets held for sale	43.5	-
Total current liabilities	**2,821.6**	**2,379.7**
Total liabilities	**5,473.3**	**5,065.3**
Total equity and liabilities	**5,716.8**	**5,598.4**
Net Debt	**2,334.1**	**1,892.2**

INTERIM CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

	9M17	9M16
Operating activities		
Profit before tax	293.2	302.9
Non cash adjustments to reconcile profit before tax to net cash flows from operating activities	633.9	644.8
Change in working capital	12.3	151.4
Interest paid	(100.5)	(86.0)
Interest received	7.8	9.0
Income tax paid	(164.1)	(78.5)
Net cash flows from operating activities	**682.6**	**943.6**
Investing activities		
Proceeds from sale of property and equipment and intangible assets	6.8	21.6
Purchase of property and equipment and intangible assets	(722.5)	(391.7)
Change in other financial assets	(53.0)	(3.9)
Net cash flows (used in) investing activities	**(768.7)**	**(374.0)**
Financing activities		
Proceeds from borrowings, net of fees paid	570.0	1,398.7
Repayment of borrowings	(117.4)	(1,641.2)
Dividends paid to non-controlling interests	(93.9)	(69.4)
Purchase of treasury shares	(259.1)	-
Net cash flows from/(used in) financing activities	**99.6**	**(311.9)**
Net (decrease)/increase in cash and cash equivalents	**13.5**	**257.7**
Cash and cash equivalents at beginning of the period	606.4	508.1
Cash and cash equivalent reclassified as Held for Sale	(0.1)	-
Net foreign exchange difference	(10.6)	(10.1)
Cash and cash equivalents at end of period	**609.2**	**755.7**

4. APPENDIX

REVENUE AND EBITDA RECONCILIATIONS

SERVICE REVENUE

USD million	3Q17	3Q16	Change	9M17	9M16	Change
Service revenue						
Mobilink, Pakistan	362.9	344.1	5.5%	1,067.7	870.9	22.6%
Djezzy, Algeria	232.8	262.9	-11.5%	688.8	787.0	-12.5%
Banglalink, Bangladesh	139.6	153.2	-8.9%	430.6	458.4	-6.1%
Total service revenue	**735.3**	**760.2**	**-3.3%**	**2,187.0**	**2,116.4**	**3.3%**
Other revenue	37.8	27.6	36.7%	103.6	71.3	45.3%
Total operating revenue	**773.1**	**787.8**	**-1.9%**	**2,290.6**	**2,187.7**	**4.7%**

EBITDA

USD million	3Q17	3Q16	Change	9M17	9M16	Change
Mobile						
Mobilink, Pakistan	208.5	147.0	41.8%	529.9	377.8	40.3%
Djezzy, Algeria	115.6	135.6	-14.7%	334.3	422.1	-20.8%
Banglalink, Bangladesh	55.7	73.0	-23.8%	185.8	211.8	-12.3%
Total Mobile	**379.8**	**355.6**	**6.8%**	**1,050.0**	**1,011.7**	**3.8%**
Other	(3.1)	(14.7)	-79.9%	(12.6)	(26.6)	-53.4%
Total Consolidated EBITDA	**376.7**	**340.9**	**10.5%**	**1,037.4**	**985.1**	**5.3%**

FOREIGN EXCHANGE RATES TO USD AS APPLIED TO THE FINANCIAL STATEMENTS

	Average rates			Closing rates		
	3Q17	3Q16	YoY	3Q17	3Q16	YoY
Egyptian pound	17,78	8,87	100,3%	17,64	8,88	98,6%
Pakistan Rupee	109,90	109,77	0,1%	113,04	109,62	3,1%
Algerian Dinar	105,37	104,67	0,7%	105,39	104,46	0,9%
Bangladeshi Taka	81,11	78,32	3,6%	82,31	78,38	5,0%

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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This earnings release includes statements that are, or may be deemed to be, "forward-looking statements". These forward-looking statements can be identified by the use of forward-looking terminology, including the terms "believes", "estimates", "anticipates", "expects", "intends", "plans", "goal", "target", "aim", "may", "will", "would", "could" or "should" or, in each case, their negative or other variations or comparable terminology. All statements other than statements of historical facts included in this earnings release, including, without limitation, those regarding the Company's prospects, the turnaround of Algeria, including the ongoing structural measures aimed at improving performance, realization of the synergies of the Warid transaction, operational and network development and network investment, including expectations regarding the roll-out and benefits of 3G/4G/LTE networks, as applicable, timing for the expected completion of the sale of Jazz' tower business in Pakistan, capital expenditure, the effect of the acquisition of additional spectrum on customer experience and the Company's ability to realize its targets and strategic initiatives in its various countries of operation, and growth strategies and expectations regarding growth (including in relation to voice and data usage and customer bases) are forward-looking statements. By their nature, such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, financial condition, performance, liquidity, dividend policy or achievements of the Company, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements.

Such forward-looking statements are based on numerous assumptions regarding the Company's present and future business strategies and the environment in which the Company will operate in the future. Important factors that could cause the Company's actual results, performance or achievements to differ materially from those in the forward-looking statements include, among others, the prices of, and demand for, the Company's products and services, the actions of competitors, the availability of credit, governmental regulation of the telecommunications industry in countries in which the Company operates, the effects of political uncertainty and economic conditions in the relevant areas in the world, the impact of foreign currency rates, taxation and unforeseen litigation, investigations or other regulatory actions. Forward-looking statements should, therefore, be construed in light of such factors and undue reliance should not be placed on forward-looking statements.
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