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**Emirates Telecommunications Group
Company PJSC**

Earnings Release – Third Quarter 2024

30 October 2024

e& maintains topline growth momentum supported by robust performance across all verticals leading to full year guidance upgrade of revenue and net profit

Key Highlights

Abu Dhabi, United Arab Emirates – 30 October 2024: Revenue growth in the third quarter of 2024, driven by robust performances in both the digital and telecom verticals. Specifically, the telecom verticals reported a strong EBITDA margin of 49% despite inflationary pressure across e&'s operational footprint.

Third Quarter Highlights:

- ❖ **Aggregate subscriber base** reached 177 million, representing a year over year increase of 6%
- ❖ **Revenue** grew year over year in reported and constant currency by 8% and 10%, respectively, to reach AED 14.4 billion fuelled by the growth across e&'s domestic and international operations
- ❖ **EBITDA** declined year over year by 4% at constant currency, reaching AED 6.5 billion, resulting in an EBITDA Margin of 45%; adjusting for one-offs in the prior year, EBITDA declined by 1% in constant currency; Meanwhile, EBITDA margin of telecom verticals remained resilient at 49%
- ❖ **Net profit after federal royalty and corporate tax** reached AED 3.0 billion, with a net profit margin of 21%
- ❖ **CAPEX** slightly increased year over year by 1% to AED 1.8 billion, resulting in an intensity ratio of 13% lower by 1pp year over year
- ❖ **Operating free cashflow** reached AED 4.7 billion, resulting in a margin of 32%
- ❖ **Consolidated cash balance** amounted to AED 25.7 billion, leading to a net debt position of AED 25.9 billion and equivalent to Net Debt /EBITDA of 1.0x

9 Months Highlights:

- ❖ **Revenue** increased by 7% reaching AED 42.7 billion, supported by the growth across all verticals. In constant currency, it grew by 9% reflecting the unfavourable currency movement in EGP and Franc CFA.
- ❖ **EBITDA** reached AED 19.4 billion, stable year over year (+0.2%) in constant currency with a margin of 45%. Telco margin remained strong at 49%.
- ❖ **Net profit after federal royalty and corporate tax** increased by 10% to AED 8.5 billion, with margin of 20%.
- ❖ **CAPEX** grew year over year by 9% to AED 5.3 billion, resulting in an intensity ratio of 12%, stable year over year.
- ❖ **Operating free cashflow** reached AED 14.2 billion, with a margin of 33%.
- ❖ Board approved and distributed **an interim dividends** per share (DPS) of 41.5 fils for H1 2024 as per the approved new dividend policy.

Key Developments for Q3 2024



e& enterprise successfully completes 100% acquisition of GlassHouse
e& enterprise UAE Holding Limited (“e& enterprise”), a wholly owned subsidiary of Emirates Telecommunications Group Company PJSC (“e&”), announced that it has successfully completed the acquisition of GlassHouse Bilgi Sistemleri Ticaret Anonim Şirketi (“GlassHouse”), acquiring a 100% stake for an enterprise value of \$60 million on a cash free, debt free basis.

e& announces updated shareholding in Vodafone Group plc

We would like to inform you that as of 2 September, Emirates Telecommunications Group Company PJSC’s “e&” shareholding in Vodafone Group plc “Vodafone” is around 15.010%. The updated shareholding is a result of Vodafone carrying out its share buyback programme, which reduces its total share capital. e&’s total number of shares remains the same at 3,944.7 million shares

The European Commission grants approval of PPF Telecom Group B.V. acquisition with commitments from e&

Emirates Telecommunications Group Company PJSC “e&” received the European Commission’s (EC) approval to complete e&’s previously announced acquisition of a controlling stake (50% +1 economic Share) in PPF Telecom’s assets in Bulgaria, Hungary, Serbia, and Slovakia (PPF Telecom Group), with commitments from e&. Subsequent to the quarter, (On 24th October 2024) e& announced the completion of the acquisition.

UNDP and e& join forces to promote digital transformation for sustainable development in the Arab States

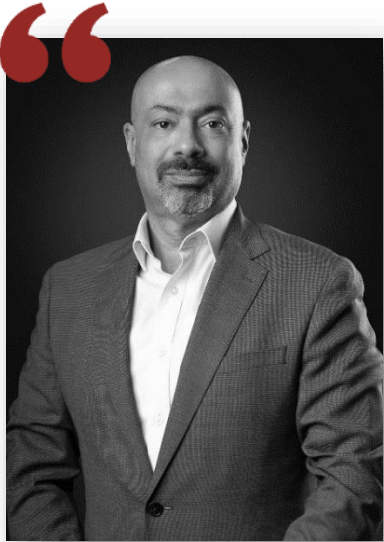
The United Nations Development Programme (UNDP) and e&, signed a cooperation agreement on the sidelines of the 79th session of the UN General Assembly to leverage digital technologies for sustainable development in the Arab States region.

UAE achieves Platinum status in TM Forum’s Open API certification

e& UAE has received TM Forum’s coveted Platinum Open API certification, making it the first telecommunications operator in the MENA region to attain this level of accreditation for 20 unique APIs. This certification is designed to foster enhanced connectivity, interoperability, and system portability across the global telecommunications sector.

e& UAE opens the second AI-powered EASE store in Dubai Mall

e& UAE has announced the grand opening of its second AI-powered autonomous store, EASE (e& Autonomous Store Experience), at Dubai Mall. Following the success of its first AI-powered telecom store, a world first launched in 2023 at the Al Kifaf building, e& UAE continues to pioneer the future of retail with this innovative concept, which offers an effortless shopping journey with no wait times.



Statement from Hatem Dowidar, Group Chief Executive Officer of e&

e& continued its strong momentum in 9M, with consolidated revenue growing 9 per cent in constant currency to report AED 42.7 billion.

We scaled up e&'s telecom footprint to 20 countries, bringing our overall reach to 38 markets. This growth, coupled with our solid performance in both local and international markets, drove our consolidated net profit to reach AED 8.5 billion growing 10 per cent during the first 9-months. Furthermore, consolidated EBITDA reached AED 19.4 billion, resulting in a EBITDA margin of 45 per cent, while our telecom EBITDA margin remained resilient at 49%.

Now that we have completed the acquisition of a controlling stake in PPF Telecom Group, we look forward to the opportunities that will arise as we expand our global horizon, impacting the lives of over 1 billion people across the Middle East, Asia, Africa, and now Central and Eastern Europe—marking our first operational foothold in Europe. By combining our expertise with PPF Telecom's strong local presence, we're well-positioned to drive digital transformation and empower societies across this region.

e& remains dedicated to championing the UAE's leadership vision as the country continues to advance its digital agenda as a role model of digitalisation. Our investment in cutting-edge infrastructure and strategic partnerships will ensure that we continue to deliver futuristic solutions and digital services that drive sustainable progress and transformation.



Subscribers

(Number in Thousands)	Q3 2024	Q3 2023	y-o-y
e& UAE	14,698	13,963	5.3%
e& international	162,585	153,085	6.2%
Total Aggregate Subscribers	177,282	167,049	6.1%

Aggregate subscribers as of 30 September 2024 reached 177.3 million, representing an increase of 6.1% growth year over year, supported by strong operations in home and international markets. The group managed to add 10.2 million customers during the last 12-month period and 2.1 million customers on quarter over quarter basis, reflecting strong acquisition across its footprint.

e& UAE continued to leverage its attractive promotional offerings and superior network to attract more customers on fixed and mobile fronts. The active subscriber base grew 5.3% year-over-year to 14.7 million during Q3 2024. The mobile subscriber base increased 5.8% year on year, crossing the 13 million mark through preserving the growing pace in both the prepaid and postpaid segments, each growing by 5.8%. Additionally, the broadband segment grew 3.2% y-o-y to reach 1.4 million subscribers, mainly supported by higher e-life customers.

e& international total subscriber base increased by 6.2% year over year to reach a total of 162.6 million subscribers, attributed to growth across most markets.

Maroc Telecom Group's subscriber base as of September 2024 reached 79.7 million, growing 6.1% year over year by adding a net of 4.6 million subscribers in the last 12 months. This was due to Moov Africa subsidiaries, especially in Benin, Burkina Faso, Gabon, Ivory Coast, Niger and Chad.

e& Egypt continued its consistent execution of customer growth strategy with an increment of 4.2 million customers added in the last 12 months, bringing the subscriber base to 37.0 million, representing a 12.9% year over year growth.

In **Pakistan**, subscriber base grew 2.2% year over year to 28.2 million, attributed to strong acquisition in the mobile and FTTH segment.

Revenue

(AED Million)	Q3 2024	Q3 2023	y-o-y	9M 2024	9M 2023	y-o-y
e& UAE	8,172	7,842	4.2%	24,596	23,461	4.8%
e& international	5,079	4,950	2.6%	15,047	14,466	4.0%
<i>Maroc Telecom Group</i>	3,274	3,228	1.4%	9,639	9,529	1.2%
<i>e& Egypt</i>	873	956	-8.7%	2,734	2,669	2.4%
<i>PTCL Group</i>	737	611	20.5%	2,119	1,835	15.5%
<i>Etisalat Afghanistan</i>	195	154	26.1%	555	433	28.1%
e& enterprise	680	674	0.8%	2,019	1,843	9.5%
e& life	484	186	160.3%	1,441	757	90.4%
Others ⁽¹⁾	10	-255	-103.9%	-373	-513	-27.4%
Consolidated Revenue	14,424	13,397	7.7%	42,730	40,014	6.8%

Consolidated reported revenues reached AED 14.4 billion, growing year over year by 7.7% in reported currency and 10.4% in constant currency, reflecting robust performance across most verticals.

e& UAE revenue reached AED 8.2 billion, growing 4.2% year over year. This growth was driven by strong performance across all segments supported by the company's successful strategic products offerings, superior customer experience, and a healthy macroeconomic landscape. Mobile revenues increased 4.7% year over year to reach AED 3.0 billion, supported by growing customer base and stable ARPU trends, underpinned by attractive

¹⁾ Others include non-telco and non-digital revenue streams and adjustments related to the reporting period.

offerings that leverages on bundling premium digital services with traditional telecom. Fixed segment revenues reached AED 2.9 billion increasing 0.8% year over year, driven by fixed data services. Other segment revenue increased year over year by a solid 8.2% to reach AED 2.3 billion, supported by strong year over year growth in ICT and wholesale revenues.

e& international revenues amounted to AED 5.1 billion, growing 2.6% year over year. In constant currency, revenues increased year over year by 10.0%, reflecting the impact of unfavourable foreign exchange movements in the Egyptian Pound (EGP) and (CFA) Franc.

Maroc Telecom consolidated revenue for the third quarter of 2024 amounted to AED 3.3 billion increasing 1.4% year over year, driven by favorable exchange movement in MAD against AED. In constant currency, revenue declined by 0.6% year over year driven by the performance of the Morocco operations and unfavourable currency impact of CFA franc. In Morocco, revenue declined year over year by 3.2% in local currency attributed to the decline in mobile revenues by 8.9% year over year due to the continuous unfavorable regulatory and competitive environment, however this decline was partially offset by the increase in fixed line revenues of 4.8% compared to the same period last year driven by the strong growth in fixed data (+17.6%). Revenue from international operations “Moov Africa” increased year over year by 2.2% and 4.5% in Moroccan Dirham and CFA, respectively, reflecting the impact of MAD appreciation and the cut in mobile termination rates in few countries.

Egypt revenue declined by 8.7% year over year to reach 0.9 billion, due to devaluation of the Egyptian Pound. In constant currency, revenue increased by 43.3% compared to Q3 2023, driven especially by the expanded tech-savvy customer base and price increase that resulted in higher data revenues.

In **Pakistan** revenue increased by 20.5% year over year to reach AED 0.7 billion. The growth was largely attributed to increasing data and voice revenues which was supported by larger mobile base.

e& enterprise reported a slight year over year growth of 0.8% to reach AED 0.7 billion driven by growth in cloud and cybersecurity services. Slowdown in revenue is attributed to projects delay,

e& life grew significantly by 160.3% year-over-year, amounting to 0.5 billion. Growth was mainly due to the recent consolidation of Careem Technologies.

Direct Cost

(AED Million)	Q3 2024	Q3 2023	y-o-y	9M 2024	9M 2023	y-o-y
Direct Cost of Sales	4,295	3,454	24.4%	12,566	11,008	14.1%
Direct Cost of Sales	4,295	3,454	24.4%	12,566	11,008	14.1%

Consolidated direct cost reached AED 4.3 billion, up 24.4% year over year. As a percentage of revenue, direct cost represented 30% with an increase of 4.0 percentage points versus the same period of the previous year.

Operating Expenses

(AED Million)	Q3 2024	Q3 2023	y-o-y	9M 2024	9M 2023	y-o-y
Staff Costs	1,273	1,046	21.7%	3,756	3,242	15.9%
Depreciation & Amortisation	1,837	1,751	4.9%	5,324	5,246	1.5%
Network & Related Costs	787	704	11.7%	2,328	2,106	10.5%
Marketing Expenses	265	226	17.4%	800	638	25.4%
Other OpEx ⁽²⁾	1,084	792	36.9%	3,419	2,945	16.1%
Total OpEx	5,246	4,519	16.1%	15,629	14,177	10.2%

2) Other operating expenses include regulatory expenses, consultancy costs, operating lease rentals, IT Costs, and others

Consolidated operating expenses grew 16% year over year to reach AED 5.2 billion, impacted by the consolidation of the new acquired entities under digital verticals as well as the inflationary pressure across different cost items including higher staff costs, network costs, and other operating expenses. In addition, marketing expenses increased to support revenue growth momentum.

Key components of operating expenses are:

- **Staff expenses** increased year over year by 21.7% to AED 1.3 billion. As a percentage of revenue, staff expenses increased by 1.0 percentage points to reach 8.8%.
- **Depreciation and Amortisation** increased 4.9% year over year to AED 1.8 billion due to continued network rollout and infrastructure enhancements across our markets. As a percentage of revenue, depreciation and amortization expenses declined by 0.3 percentage points to reach 12.7%.
- **Network costs** increased by 11.7% year over year to AED 0.8 billion, due to expanded network and higher energy prices. As a percentage of revenue, network costs increased slightly by 0.2 percentage points year over year to report 5.5%.
- **Marketing expenses** up 17.4% compared to Q3 2023, reaching 0.3 billion. As a percentage of revenue, marketing expenses increased by 0.2 percentage point year over year to reach 1.8%.
- **Other operating expenses** increased by 36.9% year over year to AED 1.1 billion, mostly attributed to the higher consultancy and IT costs that increased 22.1% and 36.0% respectively and the base-year impact for a one-off benefit related to tax settlement in Egypt. Adjusting for the prior year one-off, other operating expenses increased by 14.9%. As a percentage of revenue, other operating expenses increased 1.6 percentage points, landing at 7.5%.

EBITDA

(AED Million)	Q3 2024	Q3 2023	y-o-y	9M 2024	9M 2023	y-o-y
e& UAE	4,215	4,251	-0.9%	12,717	12,363	2.9%
e& international	2,286	2,545	-10.2%	6,864	7,000	-1.9%
<i>Maroc Telecom Group</i>	1,775	1,812	-2.1%	5,247	5,262	-0.3%
<i>e& Egypt</i>	300	513	-41.6%	945	1,139	-17.0%
<i>PTCL Group</i>	148	173	-14.0%	487	474	2.6%
<i>Etisalat Afghanistan</i>	63	47	33.8%	185	125	47.7%
e& enterprise	53	88	-39.4%	206	248	-17.2%
e& life	-185	-4	n.m.	-548	-32	1608.3%
Others	119	15	678.6%	199	69	190.1%
Consolidated EBITDA	6,488	6,896	-5.9%	19,437	19,648	-1.1%

EBITDA Margin (%)	Q3 2024	Q3 2023	y-o-y	9M 2024	9M 2023	y-o-y
e& UAE	52%	54%	-2.6 pp	52%	53%	-1.0 pp
e& international	45%	51%	-6.4 pp	46%	48%	-2.8 pp
<i>Maroc Telecom Group</i>	54%	56%	-1.9 pp	54%	55%	-0.8 pp
<i>e& Egypt</i>	34%	54%	-19.4 pp	35%	43%	-8.1 pp
<i>PTCL Group</i>	20%	28%	-8.1 pp	23%	26%	-2.9 pp
<i>Etisalat Afghanistan</i>	32%	31%	1.9 pp	33%	29%	4.4 pp
e& enterprise	8%	13%	-5.2 pp	10%	13%	-3.3 pp
e& life	-38%	-2%	-36.3 pp	-38%	-4%	-33.8 pp
EBITDA Margin	45%	51%	-6.5 pp	45%	49%	-3.6 pp

Group reported consolidated EBITDA for the third quarter of 2024 reached AED 6.5 billion, resulting in EBITDA margin of 45% while telecom verticals maintained its strong EBITDA margin of 49%. EBITDA declined year-over year by 5.9% due to higher direct costs and operating expenses driven by the inflationary pressure on different cost

elements witnessed across our footprint, EGP depreciation, consolidation effect of start-up in the growth phase and the one-offs positively impacted costs in prior year. Adjusting for the one-offs in prior year, EBITDA declined by 1.4% in constant currency.

e& UAE EBITDA reached AED 4.2 billion, representing a year-over-year decline of 0.9%. EBITDA margin declined year over year by 2.6 percentage points to 52% due to changes in the revenue mix and remained stable quarter-over-quarter.

e& international's EBITDA reached AED 2.3 billion, declining year-over-year by 10.2% in reported currency and 5.6% in constant currency. The EBITDA margin reported a decline of 6.4 percentage points compared to the same period last year, due to inflationary cost impact and the base-year impact of exceptional items that had benefited Pakistan & Egypt. On a like for like basis, EBITDA increased by 2.2% year over year in constant currency.

Maroc Telecom Group reported an EBITDA decline of 2.1% to AED 1.8 billion largely due to the devaluation of CFA franc against MAD, which muted revenue growth for Moov Africa subsidiaries in addition to declining revenue in Morocco. EBITDA margin was 54% during this quarter, down 1.9 percentage points compared to Q3 2023.

In **Egypt**, EBITDA reached AED 0.3 billion compared to AED 0.5 billion in the same period last year, a decline of 42% due to a one-off tax settlement in prior year. In constant currency, EBITDA declined by 8.4% year over year. Adjusted for the one-off tax settlement in prior year, EBITDA in EGP increased year over year by 30% in constant currency, attributed to higher revenues that supported maintaining a healthy margin of mid-thirties in the past 3 quarters despite of the inflation and the macro headwinds.

In **Pakistan**, EBITDA amounted to AED 148 million, a decline of 14% compared to Q3 2023, with a margin of 20%. The decline was driven by higher costs from inflationary pressures, unfavorable macroeconomic conditions, and the impact of a one-off cost reversal in Q3 2023. On a like for like basis, EBITDA increased year over year by 8.7%.

e& enterprise EBITDA declined 39.4% year over year to AED 53 million, mainly due to lower revenue.

e& life reported a negative EBITDA of AED 185 million mainly due to the impact of Careem Technology consolidation that is still focused on growth and expansion of the business.

Net Profit After Federal Royalty & Taxes

(AED Million)	Q3 2024	Q3 2023	y-o-y	9M 2024	9M 2023	y-o-y
Consolidated Net Profit	2,963	2,979	-0.6%	8,457	7,689	10.0%
Earnings Per Share (AED)	0.34	0.34	-0.6%	0.97	0.88	10.0%
<i>Net Profit Margin</i>	<i>20.5%</i>	<i>22.2%</i>	<i>-1.7 pp</i>	<i>19.8%</i>	<i>19.2%</i>	<i>0.6 pp</i>

Consolidated net profit after federal royalty & corporate tax attributed to the owners of the company declined slightly by 0.6% year over year to reach AED 3.0 billion resulting in profit margin of 20.5%. This decline is mainly attributed to lower EBITDA, higher depreciation and amortization, higher net finance cost and corporate taxes that was mostly offset by higher share of results from associates and lower royalty fees.

Earnings per share (EPS) amounted to AED 0.34 in the third quarter.

CAPEX

(AED Million)	Q3 2024	Q3 2023	y-o-y	9M 2024	9M 2023	y-o-y
e& UAE	673	406	65.9%	1,929	1,598	20.7%
e& international	1,090	1,441	-24.3%	3,136	3,153	-0.5%
<i>Maroc Telecom Group</i>	756	1,020	-25.8%	1,941	2,085	-6.9%
<i>e& Egypt</i>	217	142	52.7%	612	465	31.5%
<i>PTCL Group</i>	89	258	-65.6%	498	533	-6.5%
<i>Etisalat Afghanistan</i>	29	22	31.5%	84	70	20.0%
Others	54	-53	-200.4%	192	83	132.6%
Group CAPEX	1,817	1,794	1.3%	5,257	4,833	8.8%

Intensity Ratio (%)	Q3 2024	Q3 2023	y-o-y	9M 2024	9M 2023	y-o-y
e& UAE	8%	5%	3.1 pp	8%	7%	1.0 pp
e& international	21%	29%	-7.6 pp	21%	22%	-1.0 pp
<i>Maroc Telecom Group</i>	23%	32%	-8.5 pp	20%	22%	-1.7 pp
<i>e& Egypt</i>	25%	15%	10.0 pp	22%	17%	5.0 pp
<i>PTCL Group</i>	12%	42%	-30.1 pp	24%	29%	-5.5 pp
<i>Etisalat Afghanistan</i>	15%	14%	0.6 pp	15%	16%	-1.0 pp
Group Intensity Ratio	13%	13%	-0.1 pp	12%	12%	0.2 pp

Consolidated capital expenditure during the quarter amounted to AED 1.8 billion, an increase of 1.3% compared to Q3 2023 and an intensity ratio of 13%, down by 0.8% compared to Q3 2023. The year over year increase in home market's capex was almost offset by lower spending in the international markets. e& continues to modernize its network, upgrade capacities to preserve the growing pace witnessed across its different operating markets.

In **UAE**, capital expenditure reached 0.7 billion, up 66% compared to the same period last year, resulting in capital intensity ratio of 8%, 3 percentage points higher year over year. The increase in capital spending is attributed to continued focus on enhancing the 5G coverage, leveling-up customers' experience through network modernization and improvement in network quality.

During the quarter, **e& international** capex declined significantly by 24.3% year over year to AED 1.1 billion, resulting in capital intensity ratio of 21%, down by 7.6 percentage points versus Q3 2023. The decline was driven by lower capex for Maroc Telecom and Pakistan, both counterbalancing the higher capital spending in Egypt.

Maroc Telecom capital expenditure for this quarter declined year over year by 25.8% to AED 0.8 billion, resulting in a capital intensity ratio of 23%, down by 8.5 Percentage points compared to Q3 2023. Capital spending focused on expanding the mobile network coverage and the fiber-to-the-home (FTTH) rollout.

Egypt capital expenditure increased year over year 52.7% to reach AED 0.2 billion, resulting in a capital intensity of 25%, up 10.0 percentage points when compared to the same period of the prior year. Capital spending focused on network rollout and capacity.

In **Pakistan**, capital expenditure for the third quarter decreased year over year by 65.6% to AED 0.1 billion resulting in a capital intensity ratio of 12% vs. 42% in Q3 2023, due to different phasing of investments during the fiscal year. Capital spending focused on expansion of FTTH network and enhancement of the mobile and fixed network's capacity.

Debt

Total consolidated debt ⁽³⁾ amounted AED 51.6 billion as of 30 September 2024, as compared to AED 49.0 billion as of 31 December 2023; an increase of AED 2.6 billion mainly due to increased borrowing by Maroc Telecom.

Consolidated debt breakdown by operations as of September 2024 is as following:

- Group (AED 39.0 billion)
- Maroc Telecom Group (AED 8.6 billion)
- PTCL Group (AED 2.9 billion)
- e& Egypt (AED 1.1 billion)

Around 82% of the debt balance is due after the next 12 months. Currency mix of borrowings is 58% in AED, 17% in Euros, 10% in MAD and 15% in other currencies.

Consolidated cash balance amounted to AED 25.7 billion as of 30 September 2024 leading to a net debt position of AED 25.9 billion and a Net Debt /EBITDA ratio of 1.0x.

3) Note: Debt represents interest bearing debt i.e. bonds, banks borrowings and vendor financing

Performance Against Guidance FY 2024

The 9M 2024 actual performance is ahead of management's full year guidance. Management revised upward telecom revenue and EPS guidance for full year 2024.

Vertical	Key Metric	9M 2024 Actual	Initial FY 2024 Guidance	Revised FY 2024 Guidance
Telecom	Revenue Growth Y-o-Y In Constant Currency (%)	7%	Mid-Single Digit	High-Single Digit
	EBITDA Margin (%)	49%	~49%	~49%
	CAPEX Intensity Ratio (%)	13%	~16%	~16%
e& enterprise ⁽⁴⁾	Revenue Growth Y-o-Y In Constant Currency (%)	%10	Strong Double Digit	Double Digit
	EBITDA Margin (%)	10%	~13%	~11%
e& life ⁽⁴⁾	Revenue Growth Y-o-Y (%)	90%	~2x	~2x
	EBITDA Margin (%)	Negative	Negative	Negative
Group	Earnings Per Share (AED)	0.97	~1.20	1.22 – 1.23

Key Financial Highlights

P&L Statement:

(AED million)	Q3 2024	Q2 2024	Q3 2023	q-o-q	y-o-y
Revenue	14,424	14,092	13,397	2.4%	7.7%
EBITDA	6,488	6,573	6,896	-1.3%	-5.9%
EBITDA Margin (%)	45.0%	46.6%	51.5%	-1.7 pp	-6.5 pp
Federal Royalty	-1,276	-1,404	-1,777	-9.1%	-28.2%
Net Profit	2,963	3,165	2,979	-6.4%	-0.6%
Net Profit Margin (%)	20.5%	22.5%	22.2%	-1.9 pp	-1.7 pp

Balance Sheet:

(AED million)	30 Sep 2024	31 Dec 2023
Cash & Bank Balances	25,721	28,989
Total Assets	145,721	146,904
Total Debt	51,608	49,041
Net Debt	-25,888	-20,051
Total Equity	50,039	51,074

4) Before applying transfer pricing

Cashflow Statement:

(AED million)	9M 2024	9M 2023
Operating	11,247	8,736
Investing	-3,258	-6,424
Financing	-10,833	-10,613
Net change in cash	-2,844	-8,301
Effect of FX rate changes	-425	-349
Ending cash balance	25,721	24,189

Foreign Exchange Rates

	Average Rates			Closing rates		
	Q3 2023	Q3 2024	y-o-y	Q3 2023	Q3 2024	y-o-y
EGP - Egyptian Pound	0.1189	0.0758	-36.24%	0.1189	0.0760	-36.04%
SAR - Saudi Riyal	0.9791	0.9788	-0.03%	0.9792	0.9790	-0.02%
CFA - Central African Franc	0.0061	0.0061	0.66%	0.0059	0.0063	5.55%
PKR - Pakistani Rupee	0.0126	0.0132	4.97%	0.0127	0.0132	3.91%
AFA - Afghanistan Afghani	0.0433	0.0514	18.86%	0.0464	0.0531	14.26%
MAD - Moroccan Dirham	0.3664	0.3737	2.00%	0.3572	0.3783	5.90%
EUR - Euro	3.9947	4.0212	0.66%	3.8854	4.1011	5.55%

Reconciliation of non-IFRS Financial Measurements

We believe that EBITDA is a measurement commonly used by companies, analysts and investors in the telecommunications industry, which enhances the understanding of our cash generation ability and liquidity position and assists in the evaluation of our capacity to meet our financial obligations. We also use EBITDA as an internal measurement tool and, accordingly, we believe that the presentation of EBITDA provides useful and relevant information to analysts and investors.

Our EBITDA definition includes revenue, staff costs, direct cost of sales, regulatory expenses, operating lease rentals, repairs and maintenance, general financial expenses, and other operating expenses.

EBITDA is not a measure of financial performance under IFRS and should not be construed as a substitute for net earnings (loss) as a measure of performance or cash flow from operations as a measure of liquidity. The following table provides a reconciliation of EBITDA, which is a non-IFRS financial measurement, to Operating Profit before Federal Royalty, which we believe is the most directly comparable financial measurement calculated and presented in accordance with IFRS.

(AED million)	Q3 2024	Q2 2024	Q3 2023
EBITDA	6,488	6,573	6,896
Depreciation & Amortization	-1,837	-1,736	-1,751
Exchange Gain/(Loss)	6	9	84
Share of Associates and JV's results	451	691	177
Assets impairment and other losses	0	0	0
Operating Profit before Royalty	5,107	5,538	5,407

Disclaimer

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About e&

e& is an international, blue-chip organization with operations in 34 countries across the Middle East, Africa and Asia. It is a highly rated organization with ratings from Standard & Poor’s and Moody’s (AA-/Aa3).

The Group’s shareholding structure consists of 60% held by the Emirates Investment Authority and 40% free float. e& (Ticker: EAND) is quoted on the Abu Dhabi Securities Exchange (ADX).

Investor Relations

Email: ir@eand.com

Website: www.eand.com