

Reaching Value Through Synergy

The 10th ArabCom 2007 summit

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Senior Manager, Portfolio Management & Integration

4/12/2007

Extend your REACH

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Mobile satellite, fixed line and mobile – Etisalat is a true, multinational, converged service provider



Egypt 3rd Mobile License
etisalat

Afghanistan Mobile License
etisalat



"Our recent investments in the region and internationally are a reflection of our ambition to be among the top telecommunication operators in the world."

Mohammad Hassan Omran
Chairman

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Our footprint is one of the largest in the Middle East



Saudi Arabia - Mobily
Licence Fee: US\$ 3.457 billion
Etisalat Shareholding: 35%
Population: 27 million
Current Status: since launch with over 6 million subs.
 Etisalat's investment worth approx US\$ 6.5 billion



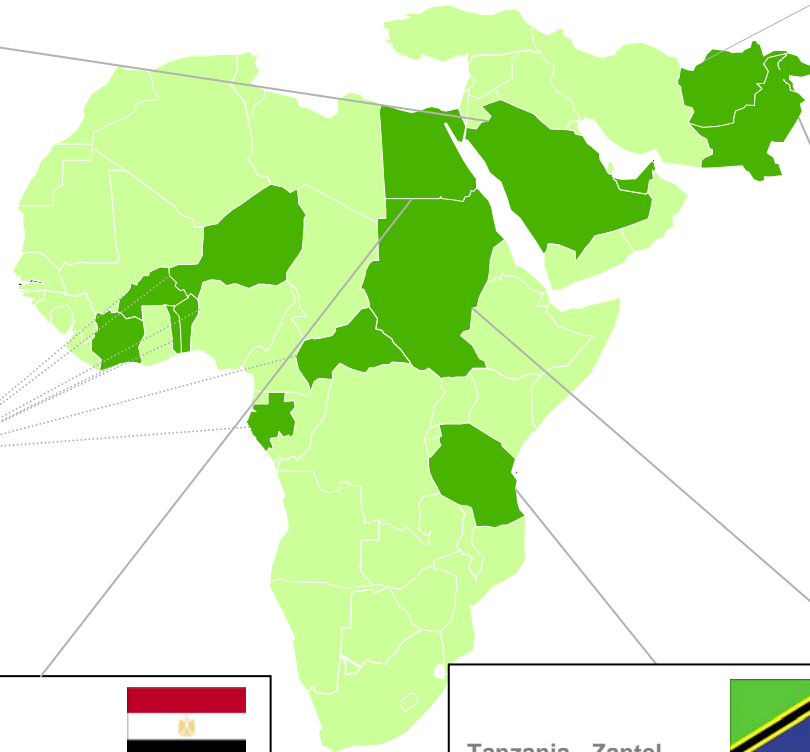
Afghanistan Licence fee: US\$ 40.1m
Population: 31m
Current Status: Start-up phase ongoing



Pakistan - PTCL
Investment: US\$2.3billion (of which direct cash injection of US\$ 234 million)
Shareholding: 23.4% Bclass shares
Population: 165 million
Current Status: Integration ongoing



Sudan - Canar
License fee: Equity of US\$ 22.2 million + Loan of US\$ 60m
Shareholding: 37%
Population: 41 million
Current Status: Commercial launch in Jan 2006



Atlantique Telecom
Benin, Burkina Faso, Gabon, Ivory Coast, Niger, Togo, Central African Republic
Acquisition: Euro 100 million
Etisalat Shareholding: 50%
Population: 60 million
Current Status: Running operations, requiring integration



Egypt
3rd Mobile License
Licence fee: US\$ 2.89bn
Population: 79 million
Current Status: Recently won tender, finalization ongoing

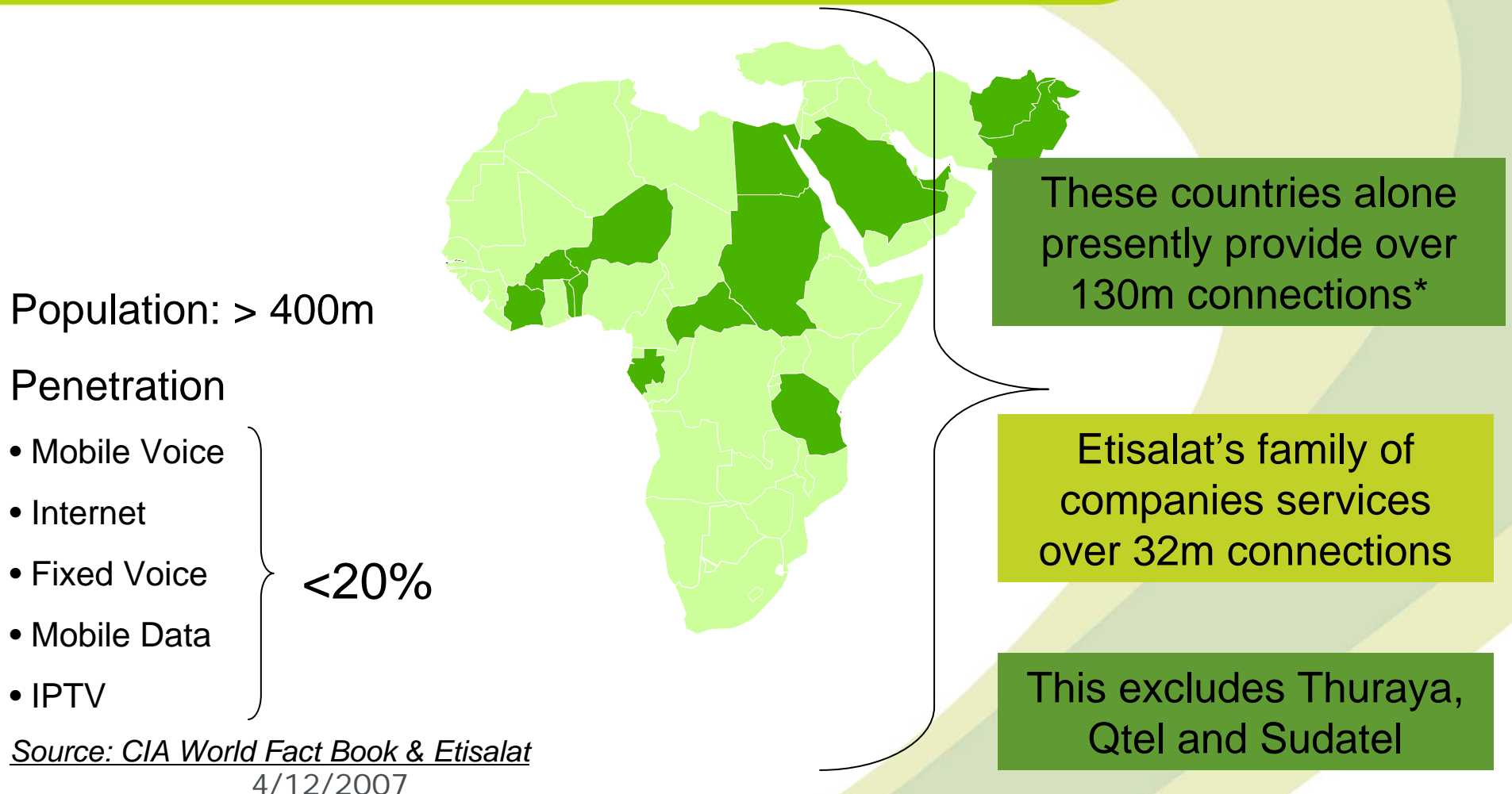


Tanzania - Zantel
Investment: US\$ 2.45 million
Shareholding: 34%
Population: 1 million in Zanzibar + 36 million on Tanzanian Mainland
Current Status: Mainland expansion underway

*Excluding Etisalat UAE, Thuraya, Qtel and Sudatel

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The Etisalat Zone today



The Etisalat Zone Results



6.0m subscribers
Fixed-line opportunity



90% growth in
Mobile in 2006



38% share fixed voice
44% share Internet
NGN & CDMA launched



5 new MEA
markets in 2006



21% share in Ivory Coast
Mobile market grew
200% in 2006



Over 200% growth
in 2006



130% mobile penetration
60% broadband penetration

Etisalat Services, International
Investment formed

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The Etisalat Zone New Opportunities



Egypt 3rd Mobile License
etisalat 

Launch scheduled: May 2007

10m subscribers, 25% market share target

Afghanistan Mobile License
etisalat 

Launch scheduled: 1H 2007

Mobile market growing at 4.5%


atlantique telecom

Moov brand to be established in Niger,
Central African Republic and Brukina Faso,

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- **Etisalat will become one of the world's leading telecommunications service providers through:**
 - Creating synergies amongst assets
 - Maximization of existing assets
 - Acquisition of new assets

Ensuring Rapid Return on Investment

Synergies

Marketing

Product

Service

Finance

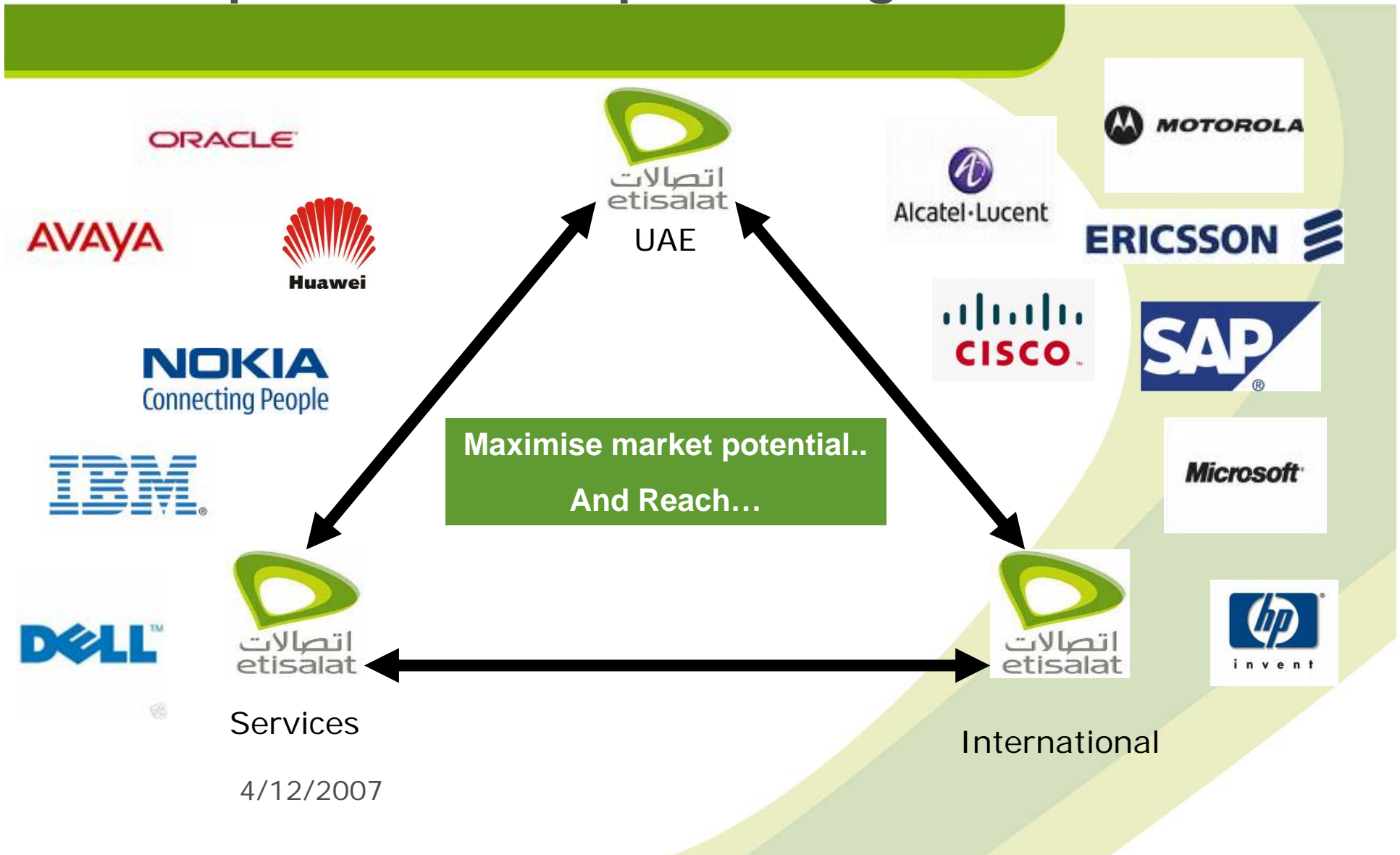
Human Resources

Systems

some things in
life we come to
rely on...

etisalat

Our structure and our partners provide us the power to grow



Services

International

Thank You

Saeed Al Hamli,

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Etisalat

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