Disclaimer

The following presentation is being made only to, and is only directed at, persons to whom such presentations may lawfully be communicated (“relevant persons”). Any person who is not a relevant person should not act or rely on this presentation or its contents.

This presentation does not constitute an offering of securities or otherwise constitute an invitation or inducement to any person to underwrite or subscribe for or otherwise acquire securities in the Company.

The presentation also contains certain non-GAAP financial information. The Group’s management believes these measures provide valuable additional information in understanding the performance of the Company’s businesses because they provide measures used by the company to assess performance. Although these measures are important in the management of the business, they should not be viewed as replacements for, but rather as complementary to, the comparable GAAP measures.

Safaricom, M-PESA and Safaricom/M-PESA logos are trade marks of Safaricom Ltd. Other products and company names mentioned herein maybe the trademarks of their respective owners.
Contents

- H1 FY16 Highlights
- H1 FY16 Financial Review
- Strategic Focus and Guidance
H1 FY16 Highlights

• 15% growth in total customer base to 25.1m
• Continued strong growth of non-voice service revenue
• Regionalization of the sales and operations functions in line with our customer first strategy
• Continued investment and innovation
• Significant improvements in voice and data service quality
  o Continued roll out of 2G, 3G & 4G sites
  o Launched a new M-PESA platform in Kenya
  o Growth of Lipa na MPESA and regional cross border MPESA transfers
  o Rolled out an additional 620km of fibre and connected an additional 300 buildings
  o Fibre connectivity to Ethiopia
• Maintained position as Kenya’s most admired brand, with an overall brand equity score of 91%* and a Net Promoter Score of 63%**

*Internally commissioned research performed by Millward Brown  **Internally commissioned research performed by TNS
What we have achieved

We continue to execute our strategy driven by:

• Putting our customers first,
• Delivering relevant products, and
• Ensuring excellence in operations
What we have achieved…Cont’d

• Rolled out 833 3G sites and 236 2G sites
• 3G now covers 73% of the population
• 4G - Rolled out 379 sites to date in major cities and towns in 14 counties
• Rolled out 2,328Km of fiber to date reaching 10 towns
• Connected 1,002 buildings and 6,047 homes
• Fibre connectivity to Ethiopia completed
• Modernization of 62% of our WiMax base stations
• National Police Security project on schedule
• 30% of our national fibre upgraded to 100 Gbps
What we have achieved…Cont’d

Growing mobile data
- Grew 30 day active data users to 13.1m up 25%
- Mobile data penetration at 76% of 30 day active base
- Usage up 78%
- Smartphone users grew to 4.1m up 33%

Recruiting, Retaining, and Rewarding Customers
- Continued customer growth, now at 25.1m up 15%
- Customer loyalty: churn at 14.3% down 6ppt
- SMS penetration at 74%
- Increased web self care users to over 5.2m
- Partnership with dealers to offer extended customer service
What we have achieved…Cont’d

• M-PESA penetration at 88% of total customer base
• Continued growth with 30 day active users at 15.7m, up 23%
• Introduced real-time settlements for Lipa na M-PESA merchants
• Lipa na M-PESA merchants now at 36k. Payments in Sept 2015 Kshs 15bn
• Expanded regional International Money Transfer to Uganda and Rwanda
• Continued growth in M-shwari and KCB-MPESA savings and loans products
What we have achieved...Cont’d

- Revised SME operating model aligned to regions
- SME customers at 64k up 72%
- Corporate
  - Corporate customers now at 3,846
  - Increased product penetration with YoY growth of 20% to Kshs 6bn
  - Grown our business with the Public sector, with 60% county penetration
- Managed services and Fibre to the Buildings (FTTB)
  - 1,002 active buildings on FTTB
  - 1,842 customers connected
  - 30 active customers on managed services solution
What we have achieved…Cont’d

- M-AKIBA to enable customers invest in GoK bonds via M-PESA
- Building Capacity within the external ecosystem – provided a testing portal for developers
- Safaricom US$1m Spark Venture Fund operationalized
- Startup partnerships and alliances
  - UBER Cash: UBER customers can now pay via M-PESA
  - Waze: a traffic solution application by Google
- Farmers E-Subsidy
- New M-PESA API released
## Strong financial performance

<table>
<thead>
<tr>
<th>Metric</th>
<th>Change</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Service Revenue</td>
<td>+12%</td>
<td>Kshs 84.9bn</td>
</tr>
<tr>
<td>Non-Voice Service Revenue</td>
<td>+24%</td>
<td>Kshs 39.7bn</td>
</tr>
<tr>
<td>EBITDA</td>
<td>+16%</td>
<td>Kshs 38.8bn</td>
</tr>
<tr>
<td>Net Income</td>
<td>+23%</td>
<td>Kshs 18.1bn</td>
</tr>
<tr>
<td>Free Cash Flow</td>
<td>-38%</td>
<td>Kshs 9.5bn</td>
</tr>
</tbody>
</table>
Contents

- H1 FY15 Highlights
- H1 FY15 Financial Review
- Strategic Focus and Guidance
Delivering on strategy: Strong financial results

More subscribers using our products and services. Increasing ARPU across Data and M-PESA

12% growth in service revenue

Underlying EBITDA margin at 43.7%

Driven by favourable trading results

More payments for accelerated capex and National Police Security Network
Strong service revenue growth

12% growth in service revenue

15% growth in customer base to 25.10m customers (21.85m in H1 FY15)

Voice service revenue growth of 4% and non-voice service revenue growth of 24%

Service revenue breakdown

H1 FY16 Service revenue
Kshs. Billion

- 12% growth in service revenue
- 15% growth in customer base to 25.10m customers (21.85m in H1 FY15)
- Voice service revenue growth of 4% and non-voice service revenue growth of 24%

Service revenue growth
Kshs. Billion

H1 FY16
- Voice: 47%
- Non-voice: 53%

H1 FY15
- Voice: 42%
- Non-voice: 58%
Service revenue: Growth across all segments

Kshs. Billion

+14.8% CAGR

H1 FY13  | H1 FY14  | H1 FY15  | H1 FY16  
---|---|---|---
36.71 | 41.04 | 43.67 | 45.19

- Other service revenue
- Fixed service revenue
- Mobile data revenue
- M-PESA revenue
- SMS revenue
- Voice revenue
Voice: Sustained growth

- 3.5% growth in voice service revenue
- 15% growth in total customers
- Improved prepay airtime distribution
  - Top-up cards distributed in over 284,000 retail outlets and 44 own retail shops
  - 41.0% of airtime top-ups directly through M-PESA
- 21% increase in emergency top ups (Okoa Jahazi)
- Average blended rate per minute is Kshs 2.56* for national outgoing calls

*on top of which VAT of 16% and excise tax 10% is loaded
Non-voice service revenue grew 24%, now 47% of service revenue.

Revenue growth of:
- M-PESA +24%
- Mobile data +41%
- SMS +11%
- Fixed service +25%
- Other service revenue +16% (Okoa Jahazi)

Strong growth in non-voice service revenue
M-PESA: Driving financial inclusion

- 24% growth in M-PESA revenue, driven by:
  - 23% increase in 30 day active users to 15.7m
  - 6.72 chargeable transactions per month per 30 day active users (13% growth)

- Kshs 160.2bn of real time payments per month*
  - Person to Person: Kshs 107.4bn per month (16% growth)
  - Person to Business: Kshs 24.1bn per month (65% growth)
  - Business to Person: Kshs 28.7bn per month (106% growth)

- 14% growth in M-PESA agents compared to a similar period last financial year; now at 91,249

- M-Shwari: Increased active customers to 7.1m, 30 day active customer to 3.3m, Kshs 6.9bn on deposit and Kshs 5.0bn on loan with NPLs at 1.6%

- KCB - MPESA: Active customers at 2.7m, 30 day active customers at 1.6m, Kshs 0.5bn on deposit and Kshs 1.2bn on loans

*Monthly average for the last six months
M-PESA: Value transacted in 6 months (Kshs bn)

- **H1 FY 12**: 940
  - Deposits: 305
  - P2P Transfers: 314
  - Withdrawals: 44
  - Other: 277

- **H1 FY 13**: 1,237
  - Deposits: 398
  - P2P Transfers: 401
  - Withdrawals: 82
  - Other: 357

- **H1 FY 14**: 1,555
  - Deposits: 505
  - P2P Transfers: 464
  - Withdrawals: 150
  - Other: 436

- **H1 FY 15**: 1,972
  - Deposits: 630
  - P2P Transfers: 557
  - Withdrawals: 242
  - Other: 544

- **H1 FY 16**: 2,475
  - Deposits: 746
  - P2P Transfers: 644
  - Withdrawals: 644
  - Other: 641

**CAGR**
- H1 FY ‘12-H1 FY16’: +27%
- M-PESA: Value transacted in 6 months (Kshs bn)
SMS: Active users, attractive bundles driving growth

- 11% growth in SMS revenue, driven by:
  - 19% growth in 30 day active SMS users to 14.7m
  - 36% increase in active SMS bundle users to 4.73m
• Mobile data revenue growth of 41% driven by:
  o 25% growth in 30 day active mobile data users to 13.1m – now 52% of our customer base
  o 78% increase in mobile data usage per customer while average price per MB declined by 35%
  o 33% growth in smartphone users to 4.1m

• Fixed service revenue growth of 25% driven by an 24% increase in customers to 9,313
### Growth: Driven by MPESA and Data

<table>
<thead>
<tr>
<th>Service</th>
<th>Kshs.</th>
<th>H1 FY15</th>
<th>H1 FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Voice</td>
<td>-9.1%</td>
<td>343</td>
<td>311</td>
</tr>
<tr>
<td>SMS</td>
<td>+0.4%</td>
<td>55</td>
<td>55</td>
</tr>
<tr>
<td>M-PESA</td>
<td>+4.7%</td>
<td>207</td>
<td>216</td>
</tr>
<tr>
<td>Mobile Data</td>
<td>+15.5%</td>
<td>103</td>
<td>119</td>
</tr>
<tr>
<td>Service ARPU</td>
<td>+1.3%</td>
<td>578</td>
<td>585</td>
</tr>
</tbody>
</table>

- **Voice, SMS and Service ARPU** are calculated based on total mobile customers.
- **M-PESA and Mobile Data ARPUs** are calculated based on respective 30 day active customers.

**Outgoing ARPU** decline of 8%, due to large growth in new customers spending less than the base customers.

**SMS ARPU** flat.

12% growth in chargeable transactions per 30 day active customer.

78% increase in mobile data usage driven by attractive bundles, offset by 40% decline in price.

Driven by increased usage of non voice services.
- 3.8% growth in direct costs compared to 12% growth in service revenue
- Contribution margin increased to 66.3% up 2.3ppt
Cost control through operational excellence

H1 FY16 OPEX

- Slight increase in opex as a % of revenue despite 18% depreciation of the Kenya shilling

- We recognized a fx loss in the year of Kshs 780m in operating expenses. Our opex cost as a % of service revenue would have been 21.8% if that fx loss had not occurred. We did earn a fx hedge gain of Kshs 690m to offset the loss, but this is reported below EBITDA.

* Operating costs relate to Payroll, Publicity, Leased Lines, Network & IT operational costs, and other costs (including rent, rates and insurances)
Strong growth in EBITDA

- 16% growth in H1 FY16 EBITDA to Kshs 38.8bn
- H1 FY16 underlying EBITDA margin improvement of 1.8 ppt to 43.7%* 

* EBITDA margin is based on total revenue less construction revenue
Largest & Fastest Network in Kenya

H1 FY16 CAPEX

Kshs. Billion

- **15.0%**
- **15.0%**
- **15.5%**
- **22.5%**

Accelerated capital expenditure of Kshs 20bn invested in:

- Accelerated expansion of 2G, 3G and 4G networks to support growth and network quality
- Fibre roll out, and
- Information System Upgrades

Largest 2G, 3G and 4G network:

- 3,562 2G enabled base stations of which 2,281 are also 3G enabled (64%)
- 379 4G sites
Improved cash generation

H1 FY16 Free Cash Flow

<table>
<thead>
<tr>
<th>Kshs. Billion</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
</tr>
<tr>
<td>Capex</td>
</tr>
<tr>
<td>Tax</td>
</tr>
<tr>
<td>Working capital</td>
</tr>
<tr>
<td>Net interest received</td>
</tr>
<tr>
<td>Free cash flow</td>
</tr>
</tbody>
</table>

38.84
(20.00)
(8.24)
(1.41)
0.33
9.52

• 38.5% decrease in Free cash flow attributed to:
  - Payments for accelerated network roll out
  - The National Police Security Network

* Free Cash Flow excludes M&A and spectrum purchases

H1 FY16 Net Cash Position

<table>
<thead>
<tr>
<th>Kshs. Billion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash at bank</td>
</tr>
<tr>
<td>Corporate bond</td>
</tr>
<tr>
<td>Bank borrowings</td>
</tr>
<tr>
<td>Net cash</td>
</tr>
</tbody>
</table>

21.24
(4.49)
(3.59)
13.16

• Kshs 4.5bn corporate bond at 7.75%, matures Dec 2015
• Kshs 1.2bn two year term loan facility at 91 day TB rate minus 1%
• Kshs 2.4bn one year term loan facility at 91 day TB rate plus 0.45%, matures Dec 2015
# Key financials:

<table>
<thead>
<tr>
<th></th>
<th>2023</th>
<th>2022</th>
<th>Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Voice revenue</td>
<td>45.19</td>
<td>43.67</td>
<td>0.52</td>
<td>3.5%</td>
</tr>
<tr>
<td>M-Pesa revenue</td>
<td>19.35</td>
<td>15.59</td>
<td>3.76</td>
<td>24.1%</td>
</tr>
<tr>
<td>SMS revenue</td>
<td>7.98</td>
<td>7.17</td>
<td>0.81</td>
<td>11.3%</td>
</tr>
<tr>
<td>Mobile data revenue</td>
<td>9.16</td>
<td>6.50</td>
<td>2.66</td>
<td>40.9%</td>
</tr>
<tr>
<td>Fixed service revenue</td>
<td>1.86</td>
<td>1.49</td>
<td>0.37</td>
<td>24.8%</td>
</tr>
<tr>
<td>Other Service Revenue</td>
<td>1.37</td>
<td>1.18</td>
<td>0.19</td>
<td>16.1%</td>
</tr>
<tr>
<td><strong>Service revenue</strong></td>
<td><strong>84.91</strong></td>
<td><strong>75.60</strong></td>
<td><strong>9.31</strong></td>
<td><strong>12.3%</strong></td>
</tr>
<tr>
<td>Handset and other revenue</td>
<td>3.87</td>
<td>3.74</td>
<td>0.13</td>
<td>3.5%</td>
</tr>
<tr>
<td>Construction revenue</td>
<td>8.44</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td><strong>97.22</strong></td>
<td><strong>79.34</strong></td>
<td><strong>17.88</strong></td>
<td><strong>22.5%</strong></td>
</tr>
<tr>
<td>Other Income</td>
<td>0.08</td>
<td>0.55</td>
<td>-0.47</td>
<td>-85.5%</td>
</tr>
<tr>
<td>Direct Costs</td>
<td>30.02</td>
<td>28.92</td>
<td>1.10</td>
<td>3.8%</td>
</tr>
<tr>
<td>Construction Costs</td>
<td>8.44</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Contribution Margin</strong></td>
<td><strong>58.84</strong></td>
<td><strong>50.97</strong></td>
<td><strong>7.87</strong></td>
<td><strong>15.4%</strong></td>
</tr>
<tr>
<td>Contribution margin %</td>
<td><strong>66.3%</strong></td>
<td><strong>64.0%</strong></td>
<td><strong>2.3%</strong></td>
<td><strong>3.5%</strong></td>
</tr>
<tr>
<td>Operating expenses</td>
<td>19.22</td>
<td>17.36</td>
<td>1.86</td>
<td>10.7%</td>
</tr>
<tr>
<td>Forex loss on trading activities</td>
<td>0.78</td>
<td>0.08</td>
<td>0.70</td>
<td>&gt;100%</td>
</tr>
<tr>
<td><strong>Opex cost &amp; Fx loss % total revenue</strong></td>
<td>22.5%</td>
<td>22.0%</td>
<td>0.5%</td>
<td>0.5%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td><strong>38.84</strong></td>
<td><strong>33.53</strong></td>
<td><strong>5.31</strong></td>
<td><strong>15.8%</strong></td>
</tr>
<tr>
<td>EBITDA margin %</td>
<td><strong>43.75%</strong></td>
<td><strong>41.97%</strong></td>
<td><strong>1.78%</strong></td>
<td><strong>4.3%</strong></td>
</tr>
<tr>
<td>Depreciation &amp; Amortisation</td>
<td>13.55</td>
<td>12.59</td>
<td>0.96</td>
<td>7.6%</td>
</tr>
<tr>
<td>Net Finance income</td>
<td>0.33</td>
<td>0.07</td>
<td>0.26</td>
<td>&gt;100%</td>
</tr>
<tr>
<td>Forex gain on cash and cash equivs</td>
<td>0.69</td>
<td>0.09</td>
<td>0.60</td>
<td>&gt;100%</td>
</tr>
<tr>
<td>Share of associate Profit / (loss)</td>
<td>0.09</td>
<td>(0.00)</td>
<td>0.09</td>
<td>&gt;100%</td>
</tr>
<tr>
<td><strong>EBT</strong></td>
<td><strong>26.40</strong></td>
<td><strong>21.10</strong></td>
<td><strong>5.30</strong></td>
<td><strong>25.1%</strong></td>
</tr>
<tr>
<td>Tax</td>
<td>8.32</td>
<td>6.40</td>
<td>1.92</td>
<td>30.0%</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td><strong>18.08</strong></td>
<td><strong>14.71</strong></td>
<td><strong>3.37</strong></td>
<td><strong>22.9%</strong></td>
</tr>
<tr>
<td>Earnings per share</td>
<td>0.45</td>
<td>0.37</td>
<td>0.08</td>
<td>22.9%</td>
</tr>
<tr>
<td>Free Cash Flow</td>
<td>9.52</td>
<td>15.48</td>
<td>-5.96</td>
<td>-38.5%</td>
</tr>
</tbody>
</table>

**NB:**

All margins are calculated as a % of total revenue excluding the NPS construction revenue.
Contents

H1 FY15 Highlights

H1 FY15 Financial Review

Strategic Focus and Guidance
Strategic priorities

We continue to execute our strategy driven by:

- Putting our customers first,
- Delivering relevant products, and
- Ensuring excellence in operations
Priorities going forward

Best Network for You

• Increase 3G population coverage from 73% to 80%
• Complete the 4G deployment in 16 counties
• Complete fibre in 10 additional towns
• Fibre to the building (FTTB): reach 1018 commercial buildings
• Fibre to the homes (FTTH): reach 14,237 homes
• Complete the Wimax upgrade across the network
• Deliver full scope of the National Police Security Project
• Implement big data capability to improve customer experience
Priorities going forward...cont’d

- Increase 3G and 4G Smartphone to 6m
- Commercialize 4G in all the counties that have coverage
- Launch 4G Home Broadband Solution
- Continue pushing down the price of devices through partnerships
Priorities going forward…cont’d

**Recruiting, Retaining, and Rewarding Customers**
- Strengthen our regional operations
- Continue offering relevant products to our customers
- Launch a home entertainment proposition
- Continue with robust acquisition of subscribers
- Reduce calls to the call center

**Deepening financial inclusion**
- Enhance the Lipa na M-PESA merchant experience by growing real time settlement with the banks
- Increase uptake of savings and loans through M-Shwari and KCB – MPESA
- Grow Business to Business payments
- Launch government bond purchase through M-PESA
- Continue growing international transfers in the region
Priorities going forward…cont’d

- **SME**
  - Increase product penetration for customers
  - Focus sales efforts at a regional level

- **Corporate**
  - Offer end to end solutions for key segments

- **FTTB and managed services**
  - Revamp FTTB proposition to drive accelerate growth
• Engage and support internal and external innovators
• Testing environment for developers to connect and use SMS & USSD
• Partnerships with the external innovation ecosystem to support life transforming innovations
FY16 Guidance

Net Income upgrade for FY16

Expected to be in the range of Kshs 35.5 - 36.5bn (from Kshs 32 - 34bn)

Free Cash Flow upgrade for FY16*

Expected to be in the range of Kshs 27.5 - 28.5bn (from Kshs 25 - 26bn). The FY 16 outcome is expected to be similar to FY15 due to payments for the construction of the National Police Security Network)

*Free Cash Flow as we present it excludes the impact of any M&A, license renewal fees, and spectrum purchases
H1 FY16 Highlights

- 15% growth in total customer base to 25.1m
- Continued strong growth of non-voice service revenue
- Regionalization of the sales and operations functions in line with our customer first strategy
- Continued investment and innovation
- Significant improvements in voice and data service quality
  - Continued roll out of 2G, 3G & 4G sites
  - Launched a new M-PESA platform in Kenya
  - Growth of Lipa na MPESA and regional cross border MPESA transfers
  - Rolled out an additional 620km of fibre and connected an additional 300 buildings
  - Fibre connectivity to Ethiopia
- Maintained position as Kenya’s most admired brand, with an overall brand equity score of 91%* and a Net Promoter Score of 63%**

*Internally commissioned research performed by Millward Brown **Internally commissioned research performed by TNS
Appendices
## Summary - Industry Performance: Jun‘2014 vs Jun’ 2015

<table>
<thead>
<tr>
<th></th>
<th><strong>Safaricom</strong></th>
<th><strong>Airtel and YU</strong></th>
<th><strong>Orange</strong></th>
<th><strong>Finserve</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Market Share by Subscribers (%)</td>
<td>68.0</td>
<td>67.0</td>
<td>-1ppt</td>
<td>23.70</td>
</tr>
<tr>
<td>Mobile Subscribers (Millions)</td>
<td>21.93</td>
<td>24.2</td>
<td>10.4%</td>
<td>7.68</td>
</tr>
<tr>
<td>Market Share by Voice Minutes (%)</td>
<td>78.1</td>
<td>68.8</td>
<td>-9.3ppt</td>
<td>17.30</td>
</tr>
<tr>
<td>Total Minutes (Billions)</td>
<td>5.82</td>
<td>6.31</td>
<td>8.4%</td>
<td>1.27</td>
</tr>
<tr>
<td>SMS Market Share (%)</td>
<td>96.6</td>
<td>90.3</td>
<td>-6.3ppt</td>
<td>3.10</td>
</tr>
<tr>
<td>Total SMS (Billions)</td>
<td>6.7</td>
<td>5.9</td>
<td>-11.4%</td>
<td>0.21</td>
</tr>
<tr>
<td>Mobile Data market share (%)</td>
<td>71.6</td>
<td>63.0</td>
<td>-8.6ppt</td>
<td>17.10</td>
</tr>
<tr>
<td>Total Mobile Data Subscriptions (Millions)</td>
<td>9.97</td>
<td>12.6</td>
<td>26.4%</td>
<td>2.38</td>
</tr>
<tr>
<td>Mobile Money Market Share (%)</td>
<td>0.7295</td>
<td>0.8</td>
<td>3.0ppt</td>
<td>0.20</td>
</tr>
<tr>
<td>Mobile Money Subscribers (millions)</td>
<td>19.78</td>
<td>21.34</td>
<td>7.9%</td>
<td>5.39</td>
</tr>
</tbody>
</table>

**Key**
- Increase
- Decrease
- No Change

Source: Communications Authority of Kenya (CA) Sector Statistics reports
## STATEMENT OF INCOME & FREE CASH FLOW

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fixed data revenue</strong></td>
<td>554</td>
<td>665</td>
<td>665</td>
<td>665</td>
<td>775</td>
<td></td>
</tr>
<tr>
<td><strong>Service Revenue</strong></td>
<td>554</td>
<td>665</td>
<td>665</td>
<td>665</td>
<td>775</td>
<td></td>
</tr>
<tr>
<td><strong>Construction revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>11,583</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td>12,136</td>
<td>665</td>
<td>665</td>
<td>665</td>
<td>775</td>
<td></td>
</tr>
<tr>
<td><strong>Contribution margin</strong></td>
<td>12,136</td>
<td>665</td>
<td>665</td>
<td>665</td>
<td>775</td>
<td></td>
</tr>
<tr>
<td><strong>Network costs</strong></td>
<td></td>
<td>(328)</td>
<td>(402)</td>
<td>(402)</td>
<td>(402)</td>
<td>(476)</td>
</tr>
<tr>
<td><strong>Construction Cost</strong></td>
<td>(214)</td>
<td>(11,583)</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>(214)</td>
<td>226</td>
<td>263</td>
<td>263</td>
<td>263</td>
<td>299</td>
</tr>
<tr>
<td><strong>EBITDA margin % on service revenue</strong></td>
<td>40.8%</td>
<td>39.5%</td>
<td>39.5%</td>
<td>39.5%</td>
<td>38.6%</td>
<td></td>
</tr>
<tr>
<td><strong>Taxation</strong></td>
<td></td>
<td>(56)</td>
<td>(67)</td>
<td>(67)</td>
<td>(67)</td>
<td>(79)</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>(214)</td>
<td>170</td>
<td>195</td>
<td>195</td>
<td>195</td>
<td>221</td>
</tr>
</tbody>
</table>

## Free Cash Flow

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Trading Cash Flow</strong></td>
<td>(214)</td>
<td>226</td>
<td>263</td>
<td>263</td>
<td>263</td>
<td>299</td>
</tr>
<tr>
<td><strong>Working Capital Changes</strong></td>
<td>(903)</td>
<td>(6,170)</td>
<td>1,533</td>
<td>1,374</td>
<td>1,374</td>
<td>1,263</td>
</tr>
<tr>
<td><strong>Movement in Stocks</strong></td>
<td>(7,227)</td>
<td>7,227</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Movement in Debtors</strong></td>
<td>0</td>
<td>(7,073)</td>
<td>1,533</td>
<td>1,374</td>
<td>1,374</td>
<td>1,263</td>
</tr>
<tr>
<td><strong>Movement in Creditors</strong></td>
<td>6,324</td>
<td>(6,324)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Operating / Free Cash Flow</strong></td>
<td>(1,117)</td>
<td>(5,944)</td>
<td>1,795</td>
<td>1,637</td>
<td>1,637</td>
<td>1,563</td>
</tr>
</tbody>
</table>
## Our Forex Spend

<table>
<thead>
<tr>
<th>Expenditure type</th>
<th>EUR</th>
<th>GBP</th>
<th>USD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capex</td>
<td>45,349,418</td>
<td>625,138</td>
<td>184,374,285</td>
</tr>
<tr>
<td>Direct Costs</td>
<td>33,322,086</td>
<td>68,640,058</td>
<td></td>
</tr>
<tr>
<td>Handsets</td>
<td>50,493</td>
<td>55,353,096</td>
<td></td>
</tr>
<tr>
<td>Nopec</td>
<td>10,338,954</td>
<td></td>
<td>5,267,359</td>
</tr>
<tr>
<td>Opex</td>
<td>2,971,053</td>
<td>1,122,298</td>
<td>6,847,886</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>92,032,004</strong></td>
<td><strong>1,747,436</strong></td>
<td><strong>320,482,686</strong></td>
</tr>
</tbody>
</table>