



West & Central Africa Region

Christian de Faria



Session 1: Agenda



1. Introduction and overview
2. Market position
3. Operational indicators
4. Financial indicators

MTN Footprint

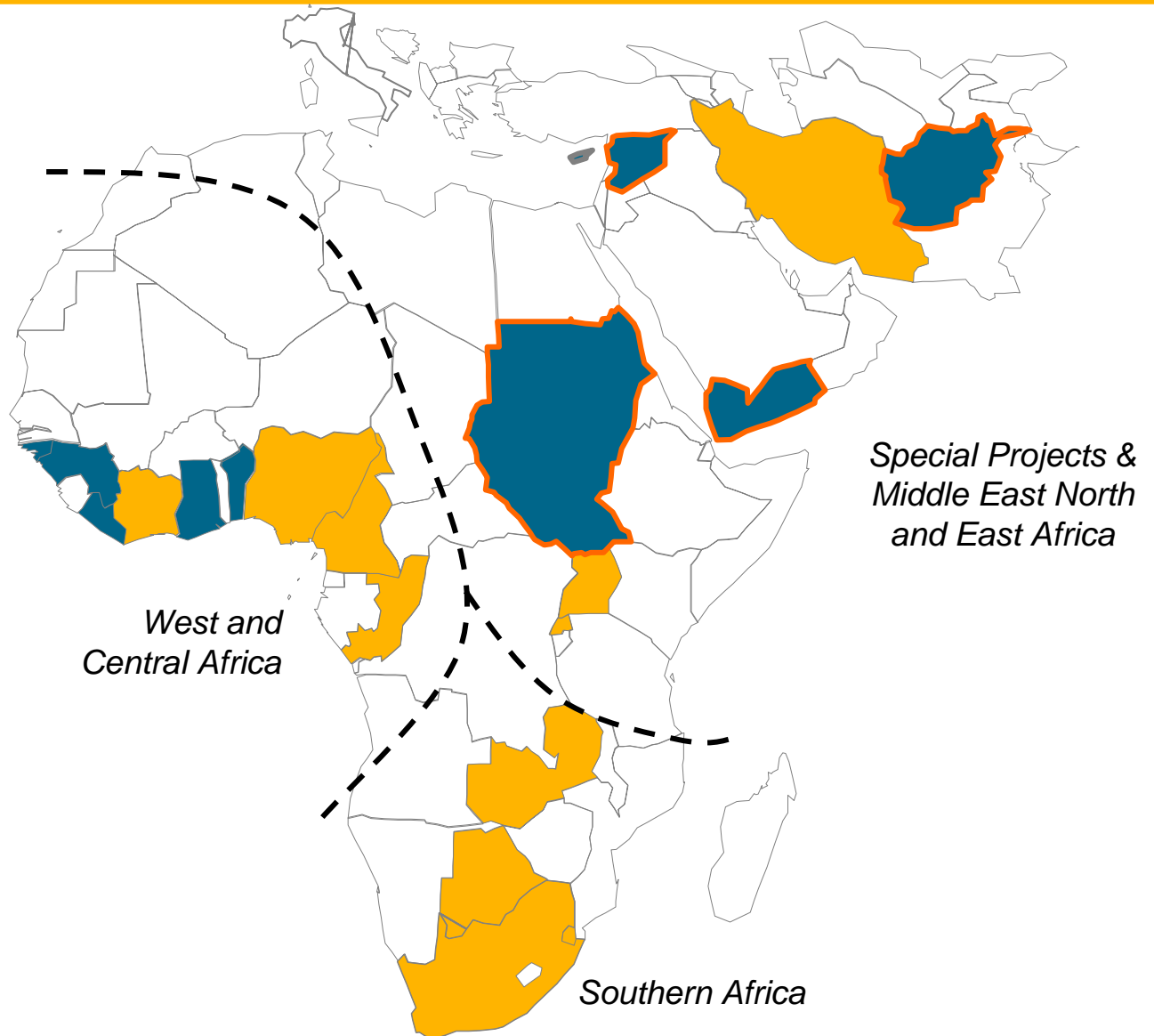


MTN

Investcom

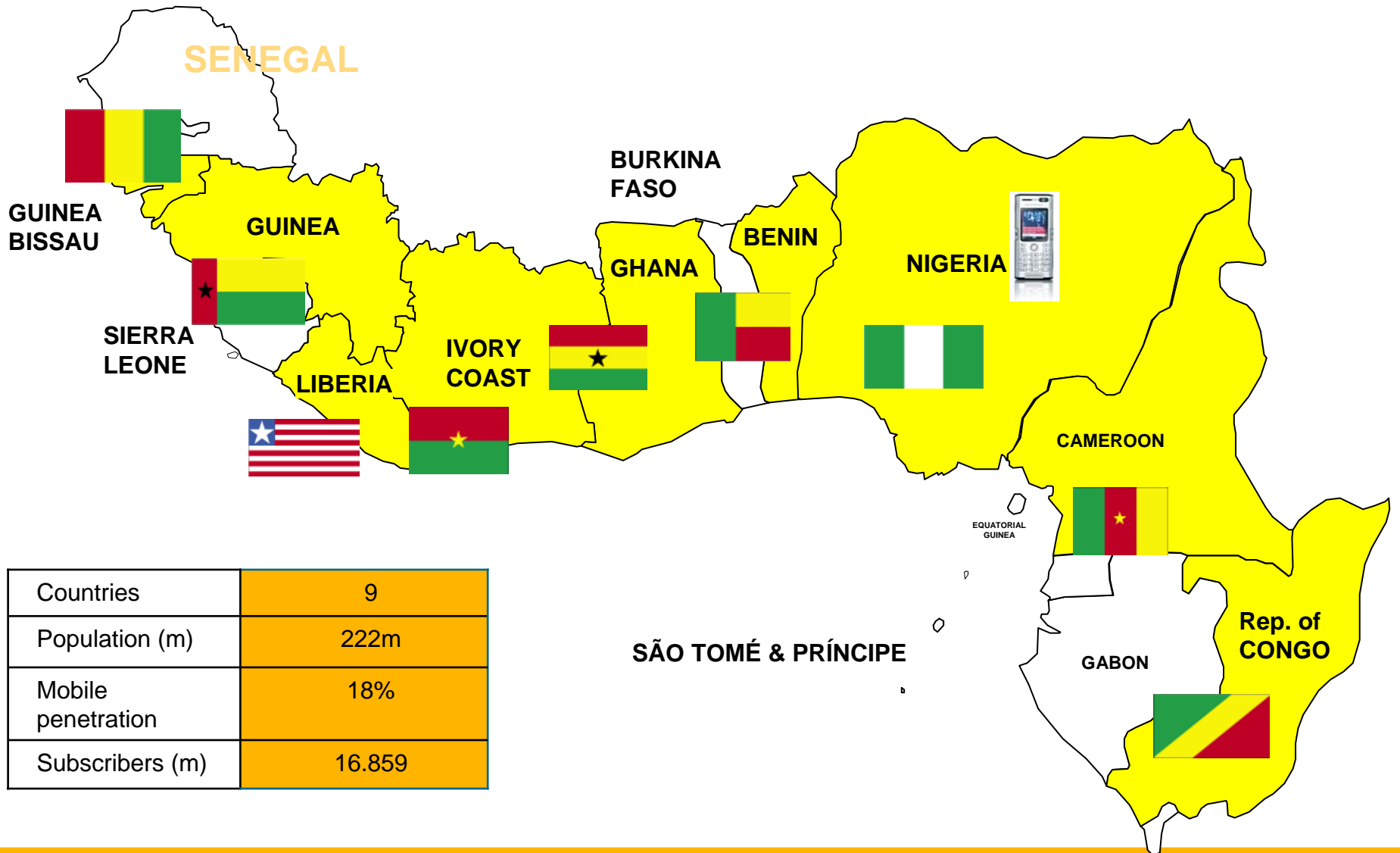
West/Central Africa Footprint

- Nigeria
- Cameroon
- Liberia
- Benin
- Ivory Coast
- Ghana
- Guinea Bissau
- Congo B
- Guinea



West and Central Africa a strong and important region

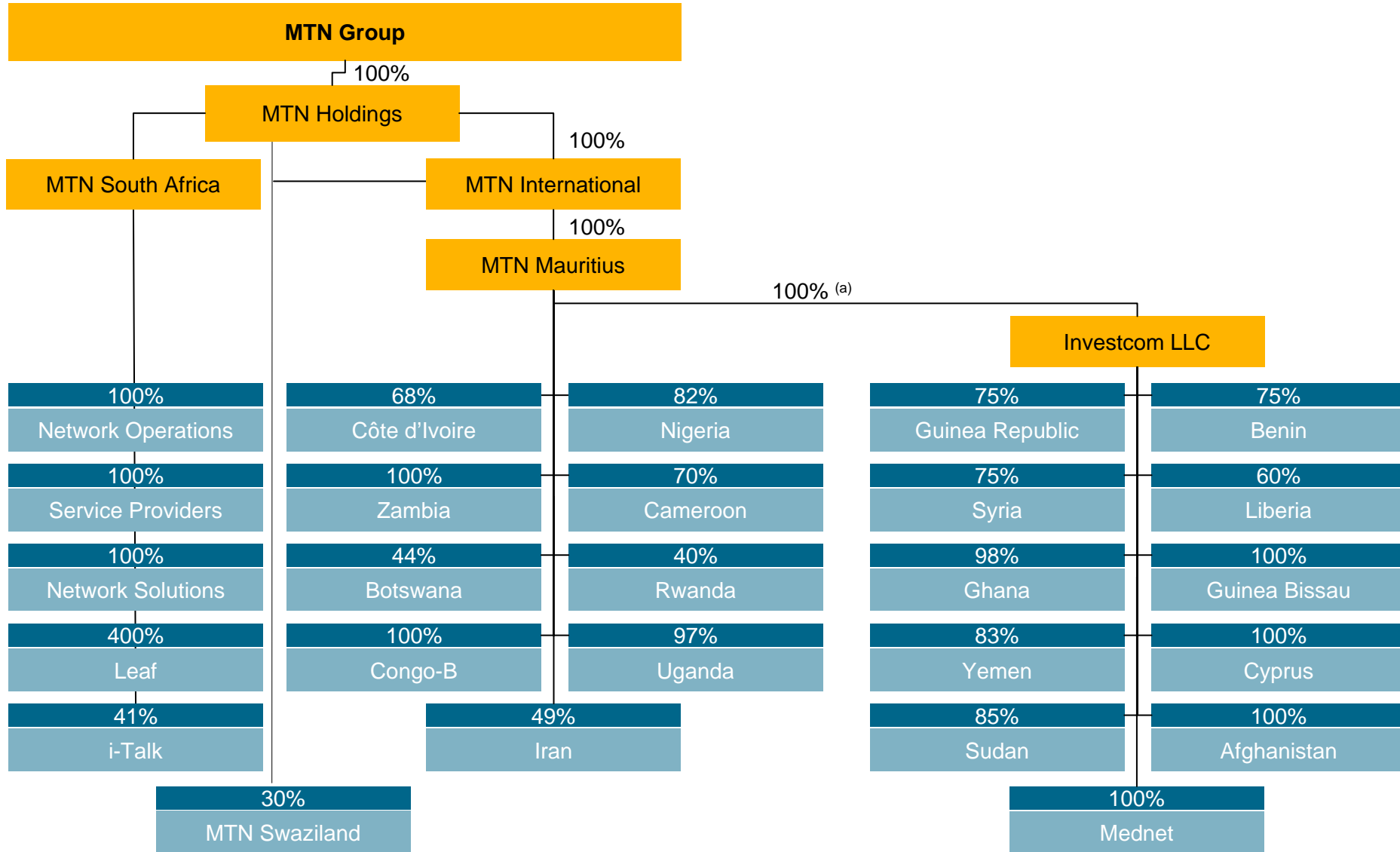
WECA Footprint



Countries	9
Population (m)	222m
Mobile penetration	18%
Subscribers (m)	16.859

Almost contiguous belt

Structure of combined group



(a) Assuming acquisition of all outstanding shares



MTN & Investcom portfolio

Operation	Type of Licence	Date Awarded /Acquired	Commercial Launch	Licence Terms in Years
MTN Nigeria	GSM 900 & 1800	February 2001	August 2001	15
MTN Cameroon	GSM 900	February 2000	1993	15
MTN Côte d'Ivoire	GSM 900 & 1800	July 2005	October 1996/revised 2001	20/revised15
MTN Congo (Brazzaville)	GSM 900 & 1800	Dec 2005	May 2000	15
Ghana	GSM 900 & 1800	April 1994	Nov 1996	15
Benin	GSM 900 & 1800	June 1999	July 2000	10
Guinea Bissau	GSM 900	December 2003	July 2004	10
Guinea Conakry	GSM 900 & 1800	August 2005	April 2006	13
Liberia	GSM 900 & 1800	December 1999	June 2004	15

MTN operations – Market position



Operation	Competitors	MTN Position in Country	MTN Market Share Sept 2006	MTN Subscribers Sept 2006
MTN Nigeria	1. V-Mobile/MTC 2. Globacom 3. M-Tel (Nitel)	#1	47%	10,375,000
MTN Cameroon	1. Orange	#1	58%	1,660,000
MTN Côte d'Ivoire	1. Orange 2. Atlantique (Moov) 3. Comium 4. Oricell	#2	43%	1,256,000
MTN Congo (Brazzaville)	1. Celtel Congo	#2	33%	250,000
MTN Total				13,541,000



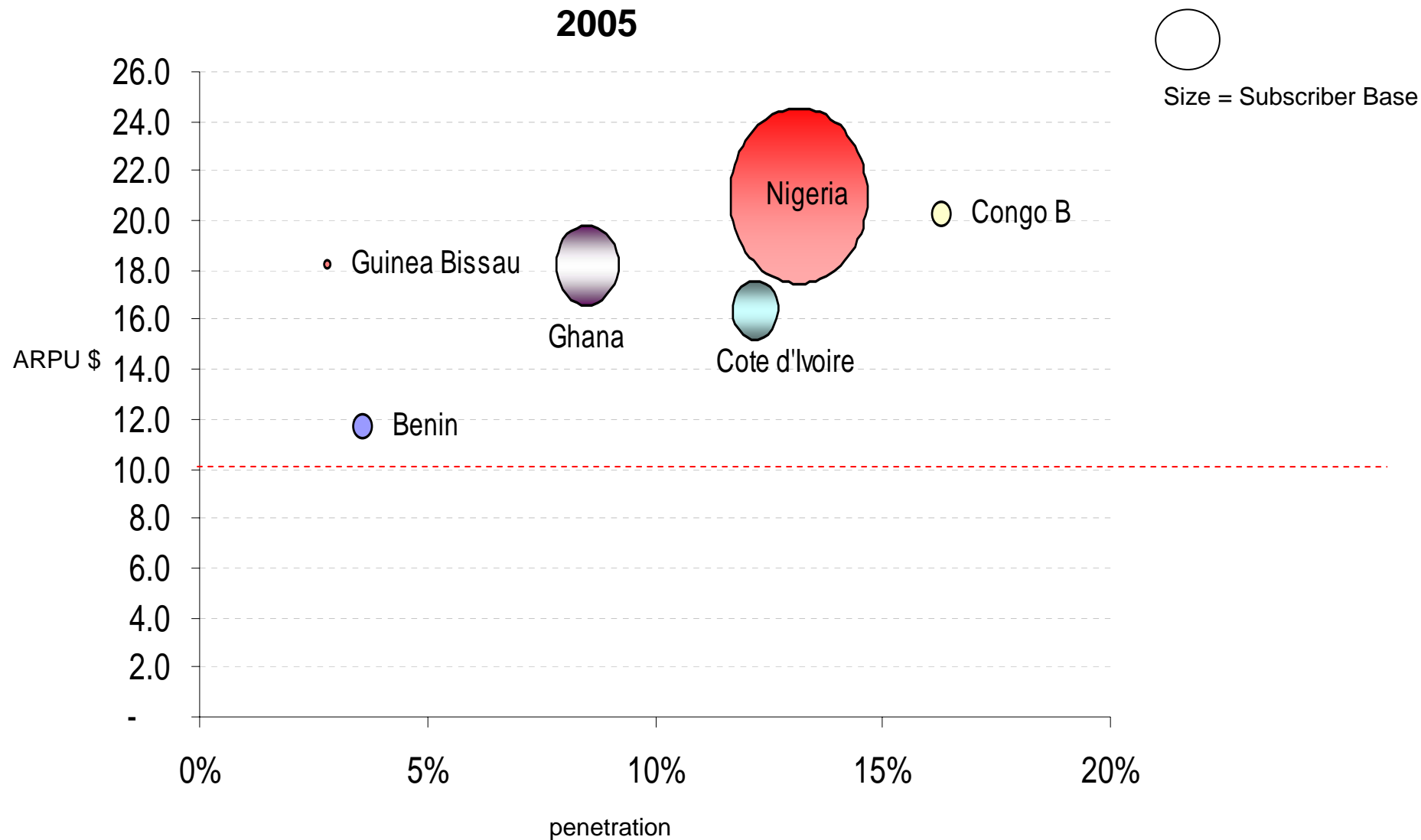
Investcom operations – Market position

Operation	Competitors	Investcom Position in Country	Investcom Market Share Sept 2006	Investcom Subscribers Sept 2006
Ghana	1. Mobitel 2. One Touch GT 3. Kasapa AMPS	#1	56%	2,435,000
Benin	1. Telecel 2. Bel Benin 3. Libercom	#1	40%	414,000
Guinea Bissau	1. Guinea Bissau Telecom	#1	62%	79,000
Guinea Conakry	1. Sotelgui 2. Spacetel 3. Intercell	Launched April 2006	42%	200,000
Liberia	1. Cel Com 2. Libercell 3. Comium	#1	50%	185,000
Investcom Total				3,313,000

Strategic opportunity



2005

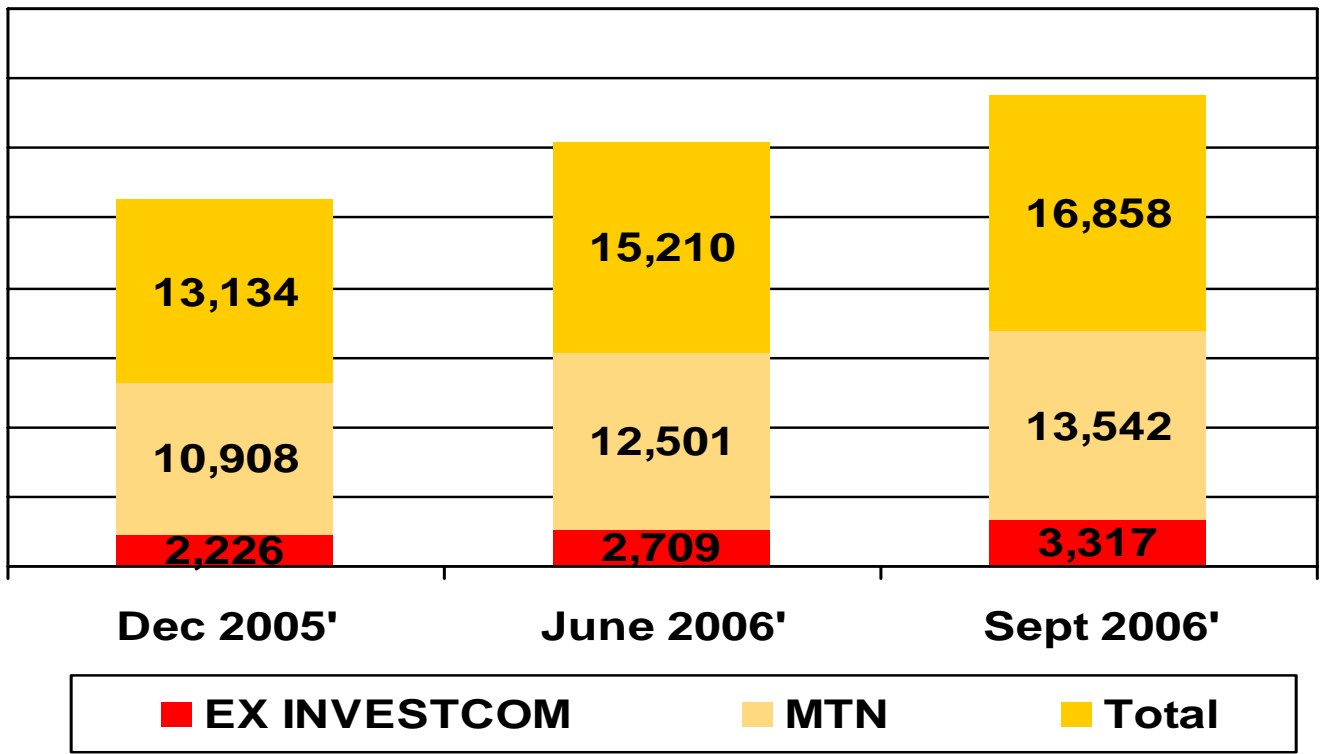


Diversity in ARPU and penetration expected in the future but narrowing



Subscriber Contribution

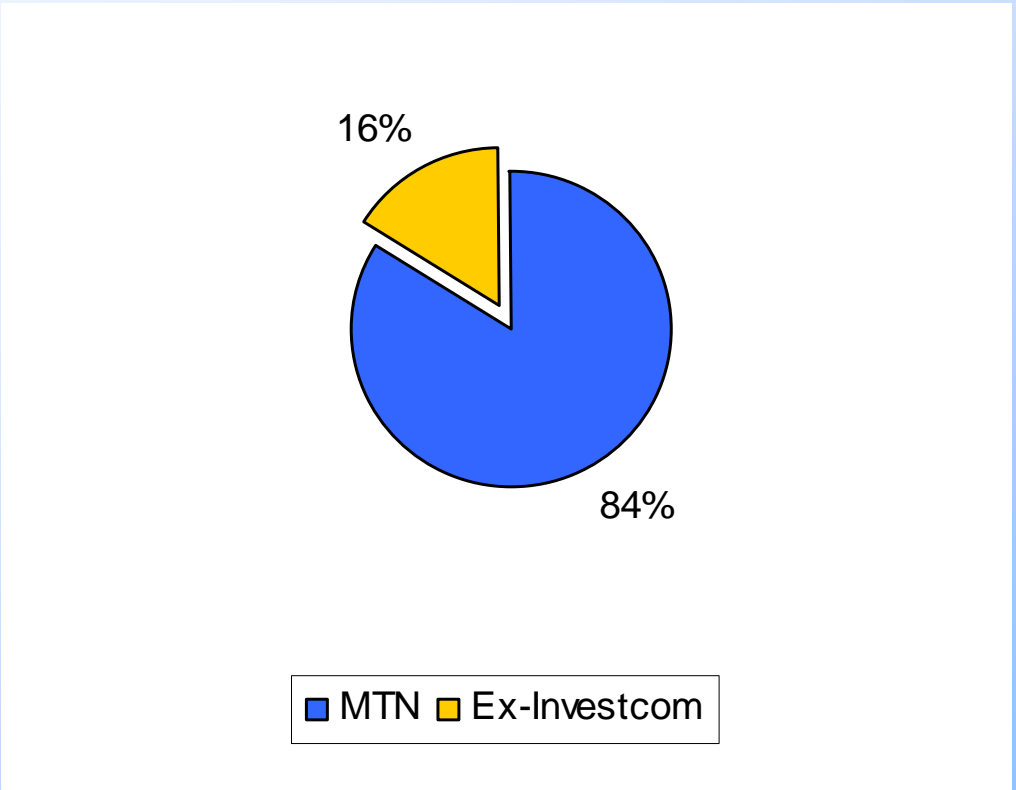
THOUSANDS



Nigeria is 61.5% of all WECA subscribers

Revenue contribution

Jun-06	Nigeria	Cameroon	Ivory Coast	Congo B	Ghana	Liberia	Guinea B	Guinea C	Benin
Revenue US'000	1,011,595	130,517	121,205	27,759	187,718	14,438	6,871	5,418	31,038
ARPU USD	18	15	19	20	16	24	28	18	18





EBITDA contribution

Jun-06	Nigeria	Cameroon	Ivory Coast	Congo B	Ghana	Liberia	Guinea B	Guinea C	Benin
EBITDA USD '000	567,999	69,499	40,447	10,311	100,757	6,684	3,837	500	14,491
EBITDA %	56%	53%	33%	37%	54%	46%	56%	9%	47%

