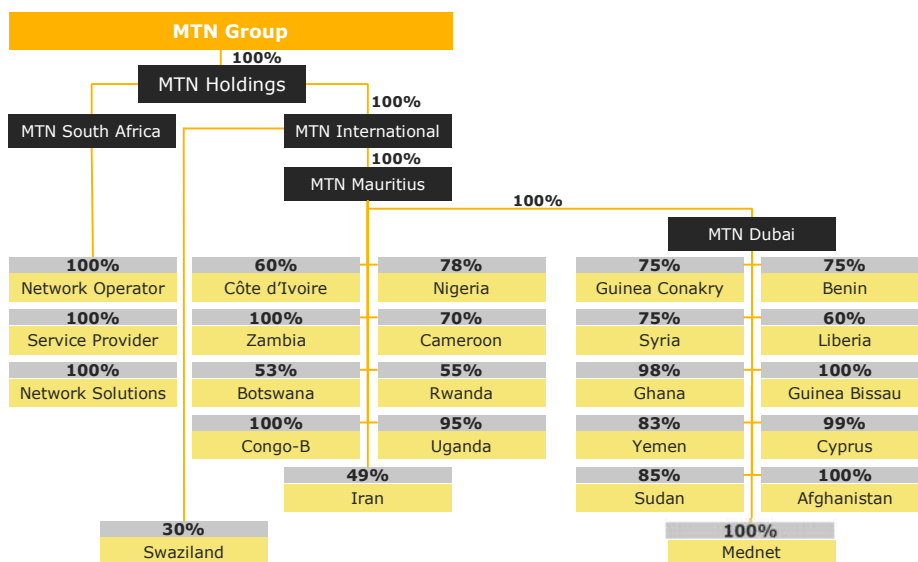


Structure



1

MTN – data sheet part 1

	Group	SEA	WECA	MENA	RSA	Nigeria	Ghana	Sudan	Syria	Iran
Market overview										
Population (m)		102,4	230,1	184,4	48,2	141,7	23,1	37,9	19,5	71,3
Mobile penetration (%)					89	31	42	22	38	50
Market position					2	1	1	3	2	2
Number of operators	72	17	37	18	3	4	6	3	2	3
Operational data										
Subscribers ('000)	74 058	20 995	32 506	20 557	15 590	18 565	4 997	2 109	3 375	11 593
ARPU	14	17	15	10	19	16	14	7	19	9
Outgoing MOU (mins)					63	52	113	58	125	70
Market share (%)					36	43	52	25	46	32
Key financials (Rm)										
Revenue	46 128	17 609	21 132	7 324	15 419	13 446	2 844	797	2 866	1 912
EBITDA	19 647	5 905	11 174	2 161	4 955	7 868	1 316	219	921	563
EBITDA margin (%)	42,6	33,5	52,9	29,5	32,1	58,5	46,3	27,5	32,1	29,4
PAT	6 964	3 162	3 985	636	2 795	2 489	600	(93)	431	71
CAPEX	10 311	2 405	5 842	1 980	1 772	3 942	840	583	309	601
DEPRECIATION	4 395	975	2 662	754	718	2 014	228	166	306	149
AMORTISATION	1 319	198	760	361	74	160	337	67	122	65

MTN – data sheet part 2 (SEA)

	Sub Total	RSA	Botswana	Zambia	Swaziland	Uganda	Rwanda
Shareholding (%)		100	53	100	30	95	55
Licence period (years)		15	15	15	10	20	13
Market overview							
Population (m)	102,4	48,2	1,8	12,3	1,0	29,5	9,5
Mobile penetration (%)		89	81	17	48	19	9
Market position		2	1	2	1	1	1
Number of operators	17	3	3	3	1	5	2
Market size (m) (2012)	80,8	56,0	1,8	5,9	0,7	14,9	1,4
Operational data							
Subscribers ('000)	20 995	15 590	885	453	457	2 776	834
ARPU (USD)	17	19	13	12	15	9	11
Market share (%)		36	60	21	100	50	93
Key financials (Rm)							
Revenue	17 609	15 419	275	212	87	1 237	379
EBITDA	5 905	4 955	172	(22)	47	533	220
EBITDA margin (%)	33,5	32,1	62,5	(10,4)	54,0	43,1	58,0
CAPEX	2 405	1 772	20	68	10	449	86

MTN – data sheet part 3 (WECA)

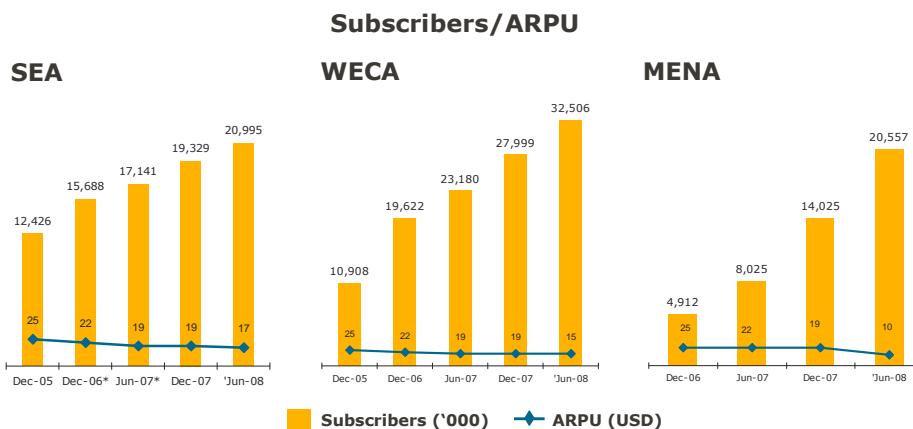
	Sub Total	Nigeria	Ghana	Cameroon	Congo B	Benin	G, Bissau	G, Conakry	Liberia	Côte d'Ivoire
Shareholding (%)		76	98	70	100	75	100	75	60	60
Licence period (years)		15	15	15	15	10	10	18	15	20
Market overview										
Population (m)	230,1	141,7	23,1	17,4	3,5	8,1	1,5	9,9	3,2	21,5
Mobile penetration (%)		31	42	30	46	29	27	19	21	36
Market position		1	1	1	2	1	1	1	1	1
Number of operators	37	4	6	3	3	5	3	5	4	4
Market size (m) (2012)	120,80	80,0	15,2	7,5	2,0	3,6	0,5	3,1	1,0	7,8
Operational data										
Subscribers ('000)	32 506	18 565	4 997	3 106	522	779	303	796	407	3 030
ARPU (USD)	15	16	14	12	23	16	12	10	16	11
Market share (%)		43	52	60	32	33	73	42	60	40
Key financials (Rm)										
Revenue	21 132	13 446	2 844	1 621	431	527	146	366	243	1 508
EBITDA	11 174	7 868	1 316	749	150	247	94	151	91	508
EBITDA margin (%)	52,9	58,5	46,3	46,2	34,8	46,9	64,4	41,3	37,5	33,7
CAPEX	5 842	3 942	840	326	220	185	58	74	25	172

MTN – data sheet part 4 (MENA)

	Sub Total	Sudan	Iran	Afghanistan	Cyprus	Syria	Yemen
Shareholding (%)		85	49	100	99	75	83
Licence period (years)		20	15	15	20	15	15
Market overview							
Population (m)	184,4	37,9	71,3	32,3	0,9	19,5	22,3
Mobile penetration (%)		22	50	18	84	38	20
Market position		3	2	3	2	2	1
Number of operators	18	3	3	4	2	2	4
Market size (m) (2012)	105,3	18,3	52,5	13,0	0,9	11,7	8,8
Operational data							
Subscribers ('000)	20 557	2 109	11 593	1 627	128	3 375	1 725
ARPU (USD)	10	7	9	6	45	19	8
Market share (%)		25	32	29	17	46	39
Key financials (Rm)							
Revenue	7 324*	797	1 912	442	290	2 866	610
EBITDA	2 161*	219	563	103	55	921	275
EBITDA margin (%)	29,5*	27,5	29,4	23,3	19,0	32,1	45,1
CAPEX	1 980*	583	601	370	32	309	77

* Sub totals include Mednet

MTN – regional growth



* Restated

Pre-Dec 05, subscribers are ARPU based on 30 day activity window
 Pre-Dec 06, subscribers exclude Investcom operations

Balance sheet asset analysis

As at 30 June 2008 ZAR Million	Total	SEA	WECA	MENA	HQ Companies
Non-current assets	98 963	15 548	37 074	13 726	32 615
Tangible assets	50 125	13 218	28 707	8 026	174
Intangible assets (incl. goodwill)	43 450	2 021	6 972	4 596	29 861
Other non-current assets	5 388	309	1 395	1 104	2 580
Current assets	46 585	11 805	13 183	7 606	13 991
Bank balances (incl. securitised deposits)	27 582	3 461	7 799	3 974	12 348
Other current assets	19 003	8 344	5 384	3 632	1 643
Total assets	145 548	27 353	50 257	21 332	46 606

Balance sheet equity and liabilities analysis

As at 30 June 2008 ZAR Million	Total	SEA	WECA	MENA	HQ Companies
Capital and reserves	67 228	8 948	20 355	9 894	28 031
Non-current liabilities	34 075	8 069	16 147	3 829	6 030
Long-term liabilities	29 313	6 191	13 614	3 535	5 973
Other non-current liabilities	950	292	489	164	5
Deferred taxation	3 812	1 586	2 044	130	52
Current liabilities	44 245	10 336	13 755	7 609	12 545
Put Option	3 258	-	-	-	3 258
Non-interest bearing liabilities	29 737	9 026	13 179	6 109	1 423
Interest bearing liabilities	11 250	1 310	576	1 500	7 864
Total equity and liabilities	145 548	27 353	50 257	21 332	46 606

Finance cost analysis

ZAR million	Net Finance Cost	Finance Income	Finance Costs	Forex Losses	Forex Gains
South & East Africa	19	139	(122)	(18)	20
South Africa	35	123	(70)	(18)	-
Other operations	(16)	16	(52)	-	20
West & Central Africa	(363)	389	(712)	(146)	106
Nigeria	(318)	304	(620)	(1)	(1)
Ghana	54	81	(7)	(20)	-
Other operations	(99)	4	(85)	(125)	107
Middle East & North Africa	(88)	92	(120)	(113)	53
Iran	(127)	24	(56)	(95)	-
Sudan	(37)	1	(20)	(18)	-
Syria	25	41	(28)	-	12
Other Operations	51	26	(16)	-	41
Head Office Companies	(1 067)	421	(1 874)	(445)	831
Total	(1 499)	1 041	(2 828)	(722)	1 010