

## **RELEASE OF SUBSCRIBER NUMBERS FOR THE QUARTER ENDED 31 March 2008**

MTN Group recorded 68,207,000 subscribers at 31 March 2008. This is an 11% increase for the quarter from 61,353,000 subscribers recorded at 31 December 2007.

The attached analysis is presented on a regional basis. The South and East Africa (SEA) region contributed 29% (December 2007: 31%) of the Group total subscribers and West and Central Africa (WECA) and Middle East and North Africa (MENA) regions were 45% (December 2007: 46%) and 26% (December 2007: 23%) respectively.

The SEA region increased its subscriber base by 4% for the quarter. The South African operation contributed 76% to the region, with subscribers increasing 3% to 15,169,000 for the quarter ended 31 March 2008. Postpaid showed a healthy improvement in net connections for the quarter, increasing by 4%. Prepaid growth was underpinned by the new product offering, MTN Zone, with 3.8m subscribers on this price plan at the end of March 2008. 128 000 new connections can be directly attributable to this product offering. Uganda increased its subscriber base by 2% due to increased competition while Zambia increased its base by 34% in the same period due to a revised product offering. Rwanda's increase in subscribers of 16% for the quarter was driven by a tariff decrease in February 2008.

The WECA region increased its subscriber base by 9% for the quarter. Nigeria contributed 58% to the region recording an 8% increase in subscribers to 17,766,000. The aggressive network rollout has resulted in 285 base stations being rolled out during the quarter. This has ensured meaningful progress in addressing the quality and capacity challenges. Ghana increased its subscriber base by 9% to 4,398,000 and addressed the quality concerns with the rollout of 182 base stations in the quarter. Cameroon increased subscribers by 12% to 2,855,000 due to increased marketing activities.

The MENA region recorded a 26% increase in subscribers for the quarter mainly due to strong growth from the start-up operation in Iran, which increased subscribers by 50% to 9,025,000. The number disclosed at mid March of 9,380,000 incorrectly included unactivated SIM cards given away as part of the buy one get one free promotion. Strong subscriber growth was achieved in Sudan and Afghanistan of 13% and 22% respectively, due to relatively low penetration in these countries.

Q1 ARPU's are most negatively affected by the YTD nature of the ARPU formula. MTN South Africa's blended ARPU decreased by 3% indicating that rising inflation has not meaningfully affected ARPU to date, however this could have an impact in the future. Nigeria, Ghana and Cameroon ARPU's remain robust notwithstanding seasonal trends and increased penetration. Sudan and Afghanistan's strong subscriber growth combined with competition and declining tariffs has had a negative impact on ARPU resulting in declines of 37% and 40% respectively.

Shareholders are advised of a R272 million correction to Ghana's H2:2007 revenue and ARPU announced on the 18 March 2008 now reflecting revenue R4,048 million and an ARPU of \$14 for the full year to 31 December 2007.

## Subscriber Numbers

	Dec-07	Mar-08	Quarter %	Contribution %
	Subs '000	Subs '000		
<b>SEA</b>				
South Africa *	14,799	15,169	3%	76%
<i>Post-paid</i>	2,493	2,580	4%	13%
<i>Pre-paid</i>	12,288	12,589	2%	63%
Uganda	2,362	2,464	4%	12%
Mascom – Botswana	874	880	1%	4%
Rwanda	652	754	16%	4%
Swaziland	380	398	5%	2%
Zambia	262	352	34%	2%
<b>Sub total</b>	<b>19,329</b>	<b>20,017</b>	<b>4%</b>	<b>29%</b>
<b>WECA</b>				
Nigeria	16,511	17,766	8%	58%
Ghana	4,016	4,398	9%	14%
Cameroon	2,559	2,855	12%	9%
Ivory Coast	2,679	2,896	8%	9%
Benin	652	679	4%	2%
Congo – Brazzaville	316	404	28%	1%
Conakry	727	870	20%	3%
Liberia	304	351	15%	1%
Bissau	235	286	22%	1%
<b>Sub total</b>	<b>27,999</b>	<b>30,505</b>	<b>9%</b>	<b>45%</b>
<b>MENA</b>				
Syria	3,109	3,158	2%	18%
Iran	6,006	9,025	50%	51%
Yemen	1,507	1,565	4%	9%
Sudan	2,090	2,361	13%	13%
Afghanistan	1,200	1,462	22%	8%
Cyprus	113	120	7%	1%
<b>Sub total</b>	<b>14,025</b>	<b>17,691</b>	<b>26%</b>	<b>26%</b>
<b>Grand Total</b>	<b>61,353</b>	<b>68,213</b>	<b>11%</b>	<b>100%</b>

## ARPU

	Dec-07	Mar-08	Quarter %
	ARPU	ARPU	
<b>SEA</b>			
South Africa *	<b>R149</b>	<b>R144</b>	<b>-3%</b>
<i>Post-paid</i>	R396	R406	3%
<i>Pre-paid</i>	R92	R90	-2%
Uganda	\$10	\$9	-16%
Mascom – Botswana	\$15	\$13	-15%
Rwanda	\$12	\$11	-11%
Swaziland	\$18	\$16	-14%
Zambia	\$10	\$12	18%
<b>WECA</b>			
Nigeria	\$17	\$16	-5%
Ghana	\$14	\$14	0%
Cameroon	\$14	\$12	-14%
Ivory Coast	\$13	\$11	-13%
Benin	\$12	\$15	20%
Congo – Brazzaville	\$20	\$24	18%
Conakry	\$15	\$10	-30%
Liberia	\$19	\$17	-11%
Bissau	\$17	\$11	-33%
<b>MENA</b>			
Syria	\$20	\$18	-8%
Iran	\$10	\$9	-6%
Yemen	\$9	\$8	-11%
Sudan	\$12	\$8	-37%
Afghanistan	\$11	\$7	-40%
Cyprus	\$39	\$44	12%

%'s are based on actual and not rounded figures

Subscribers are customers who have participated in a revenue generating activity in the last 90 days. ARPU is the average revenue per subscriber calculated on a monthly basis. Revenue includes interconnect fees and excludes connection fees and visitor roaming revenue is divided by the weighted average subscriber base over the period.

\* South Africa subscribers and ARPU's now includes community service payphones into pre-paid and application providers into post-paid. Prior periods have been adjusted for comparative purposes.