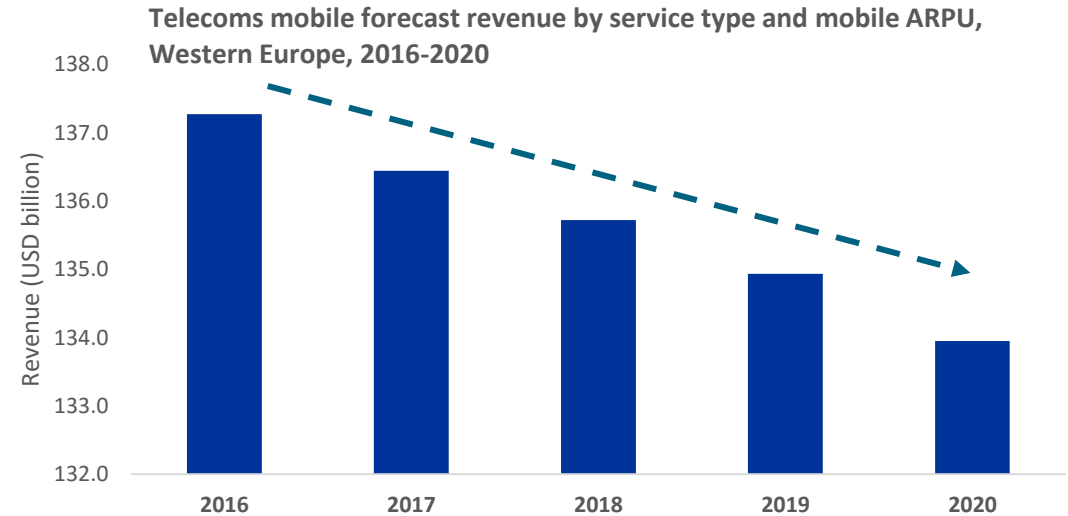


European Telecoms revenue trend 2012-2015

Country	Total Mobile Service Revenue YoY			2015 Vs. 2012
	2013	2014	2015	
Austria	-7%	-4%	-6%	-16%
Belgium	-11%	-4%	-2%	-16%
Denmark	-12%	-6%	-3%	-20%
France	-12%	-7%	-5%	-22%
Greece	-14%	-3%	-5%	-21%
Ireland	-7%	-6%	-5%	-17%
Italy	-15%	-11%	-7%	-30%
Netherlands	-6%	-5%	-2%	-13%
Portugal	-9%	-4%	-2%	-15%
Spain	-10%	-9%	-6%	-23%

Western Europe 2016-2020 Forecast



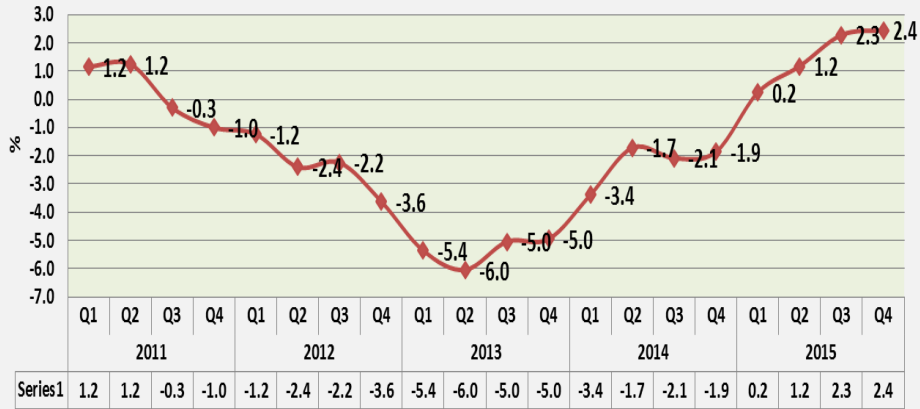
WE: Telecoms revenue will continue to decline, at a CAGR -1.5%

Source: Annual Reports, world cellular Information service & Analysis Mason.

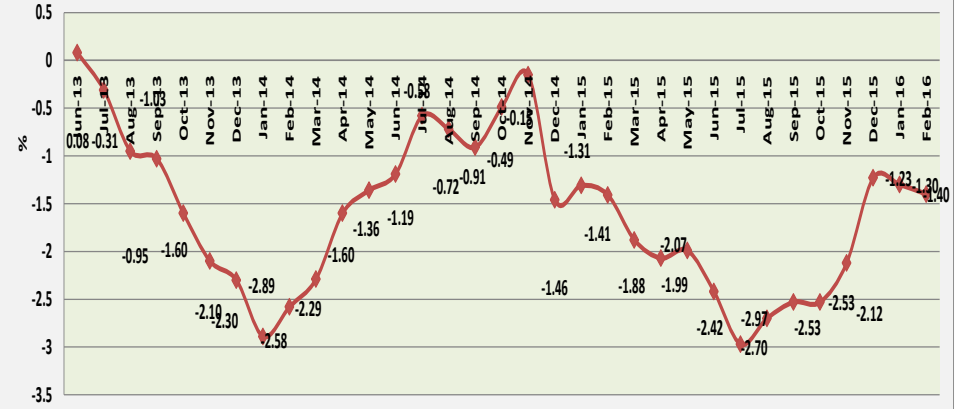
Cyprus Economy: Overview



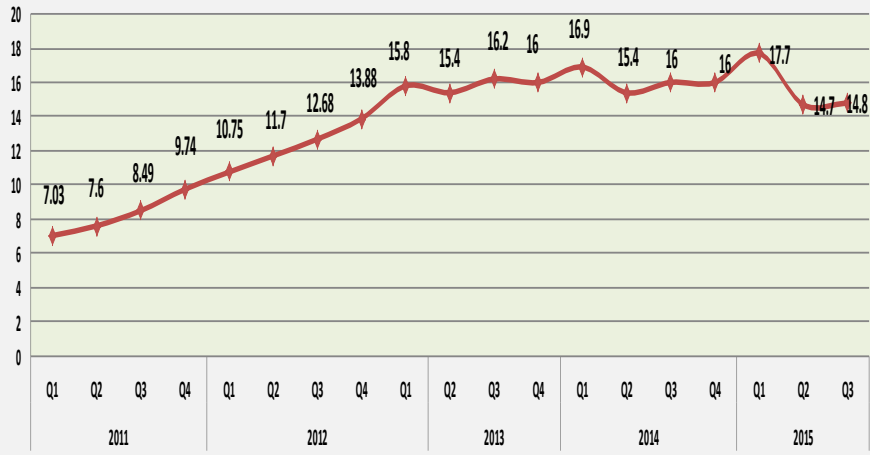
GDP Growth %



Inflation Rate



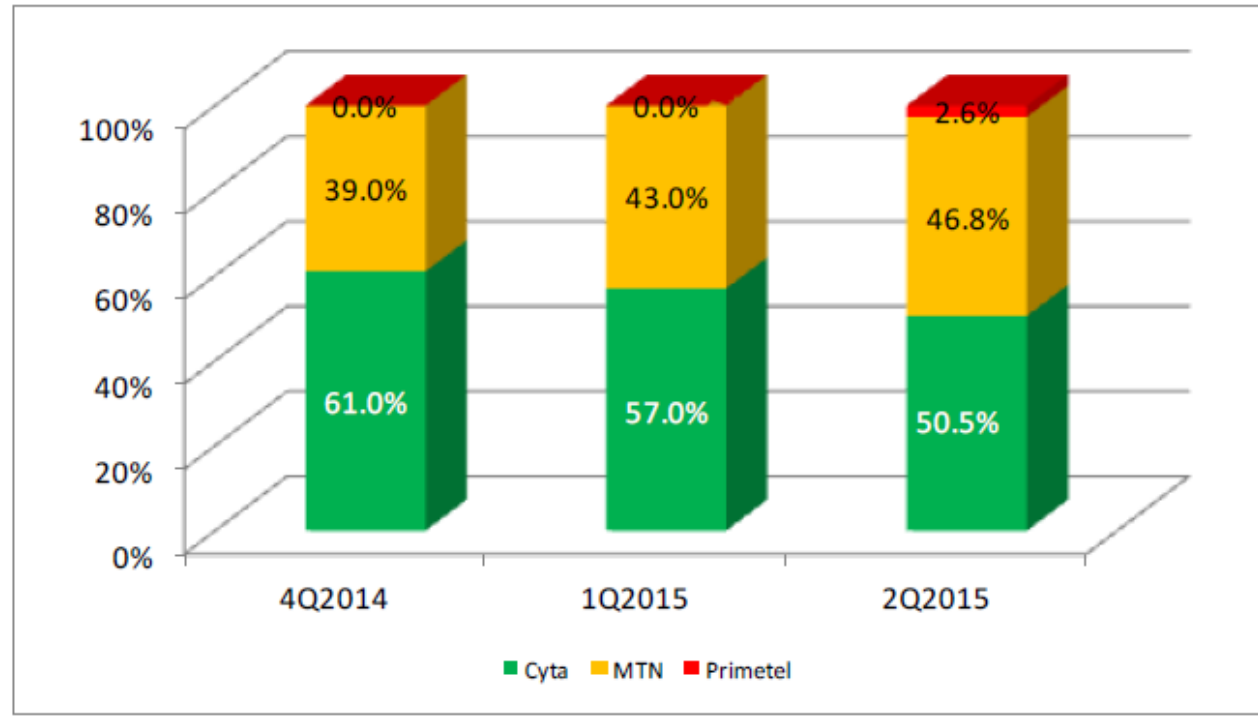
Unemployment Rate



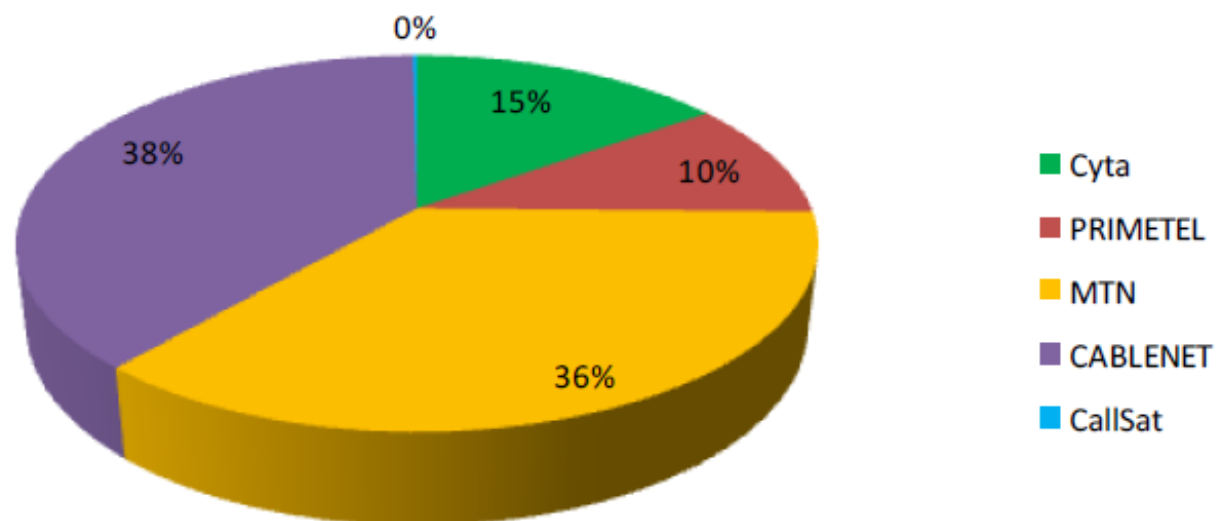


- Introduce 4G first and offer new innovative services
- Enhanced its radio coverage in both urban and rural areas
- Enhanced its Optical and DSL infrastructure
- Offered combined mobile and fixed services
- Introduced RAN sharing - benefits for the competition and the environment
- Invested heavily in Customer Support Systems - improving Customer experience

Mobile broadband services (Q2-2015) Regulatory Report



Ποσοστό στους "νέους" συνδρομητές



- The Digital Agenda for Europe **sets** the ambitious targets that, **by 2020, all EU households should have access to at least 30 Mbps and that 50 % of subscriptions should be at least 100 Mbps.**
- **MTN will continue investing in the New Digital World**



**Further enhancement on
existing technologies**

**Investment in new access
technologies**

Cloud, ICT services

**Innovation:
Smart Home, Mobile Financial
Services, New Apps**



- Mobile Infrastructure Licensing

Year	Process Duration(months)
Permit Samples	14.18
Permits issued in 2013 sample	14.66
Permits issued in 2014 sample	11.83
Permits issued in 2015 sample	17

- Legislative framework does not allow network performance optimisation necessary for wireless broadband
- Introduction of 4,5G and 5G technologies not facilitated



- MTN intends to use future spectrum allocations
- Despite the unclear status MTN interested in the sub GHz spectrum
- The effective use of the new allocations requires
 - Reasonable spectrum cost
 - Reduction in associated fees (i.e. MW)
 - Continuous efforts in resolving 800 interference





- MTN intends to expand its fibre footprint following Access NWs evolution
- Fibre will be instrumental in both Access and Backhaul Services
- MTN is looking for:
 - Legal certainty by having a final regulator decision on duct's pricing
 - Optimisation of access terms comparable to CYTA retail terms
 - Access to GIS for optimised planning
- Transparency of Fibre plans of CYTA and
 - Expected wholesale costs
 - Transition from Copper to Fibre
 - Time plans



- Despite its enhanced presence in xDSL market, MTN is facing issues with
 - Wholesale cost of xDSL products
 - Regular Maintenance issues
 - Fault Restoration times and costs

