te Business Units

Consolidated Figures

Revenue Breakdown - Historically

2 Business Units Revenue – *Yearly*

Consolidated Revenue	Full Year		
In EGP Millions	FY 2010	FY 2011	FY 2012
Retail Services			
Home Services	3,531	3,229	3,019
Margin/ Retail Services	*64.38%*	*66.05%*	*63.50%*
Enterprise Solutions	1,954	1,660	1,735
Margin/ Retail Services	*35.62%*	*33.95%*	*36.50%*
Total Retail Revenue	**5,484**	**4,889**	**4,754**
Margin/ Total Revenue	***53.67%***	***49.53%***	***47.39%***
Wholesale Services			
Domestic Wholesale	2,132	2,032	2,111
Margin/ Wholesale Services	*45.03%*	*40.79%*	*40.01%*
International Carriers Affairs	1,909	2,158	2,495
Margin/ Wholesale Services	*40.33%*	*43.31%*	*47.28%*
International Customers & Networks	693	792	671
Margin/ Wholesale Services	*14.63%*	*15.90%*	*12.72%*
Total wholesale Revenue	**4,734**	**4,982**	**5,277**
Margin/ Total Revenue	***46.33%***	***50.47%***	***52.61%***
Total BU Revenues	**10,218**	**9,870**	**10,032**

3 Business Units Revenue – *Quarter Cumulative*

Consolidated Revenue														
							Quarter Cumulative							
In EGP Millions	Q1 2010	H1 2010	9M 2010	FY 2010	Q1 2011	H1 2011	9M 2011	FY 2011	Q1 2012	H1 2012	9M 2012	FY 2012	Q1 2013	H1 2013
Retail Services														
Home Services	870	1,784	2,669	3,531	860	1,677	2,452	3,229	756	1,517	2,272	3,019	722	1,464
Margin/ Retail Services	*65.79%*	*64.23%*	*64.80%*	*64.38%*	*66.50%*	*66.19%*	*65.81%*	*66.05%*	*63.59%*	*64.29%*	*62.88%*	*63.50%*	*62.26%*	*61.56%*
Enterprise Solutions	452	994	1,450	1,954	433	856	1,274	1,660	433	842	1,341	1,735	438	914
Margin/ Retail Services	*34.21%*	*35.77%*	*35.20%*	*35.62%*	*33.50%*	*33.81%*	*34.19%*	*33.95%*	*36.41%*	*35.71%*	*37.12%*	*36.50%*	*37.74%*	*38.44%*
Total Retail Revenue	**1,322**	**2,778**	**4,119**	**5,484**	**1,293**	**2,533**	**3,727**	**4,889**	**1,189**	**2,359**	**3,612**	**4,754**	**1,160**	**2,378**
Margin/ Total Revenue	***52.82%***	***54.16%***	***53.26%***	***53.67%***	***53.81%***	***50.71%***	***50.76%***	***49.53%***	***44.39%***	***46.55%***	***47.89%***	***47.39%***	***42.71%***	***43.32%***
Wholesale Services														
Domestic Wholesale	515	1,006	1,605	2,132	526	1,023	1,530	2,032	526	986	1,548	2,111	575	1,132
Margin/ Wholesale Services	*43.63%*	*42.77%*	*44.40%*	*45.03%*	*47.40%*	*41.52%*	*42.33%*	*40.79%*	*35.30%*	*36.41%*	*39.39%*	*40.01%*	*36.96%*	*36.38%*
International Carriers Affairs	455	942	1,426	1,909	542	1,085	1,632	2,158	589	1,191	1,767	2,495	888	1,692
Margin/ Wholesale Services	*38.56%*	*40.04%*	*39.45%*	*40.33%*	*48.88%*	*44.05%*	*45.15%*	*43.31%*	*39.53%*	*43.97%*	*44.95%*	*47.28%*	*57.05%*	*54.37%*
International Customers & Networks	210	404	584	693	41	355	453	792	375	531	616	671	93	288
Margin/ Wholesale Services	*17.81%*	*17.19%*	*16.15%*	*14.63%*	*3.72%*	*14.43%*	*12.53%*	*15.90%*	*25.17%*	*19.63%*	*15.66%*	*12.72%*	*5.98%*	*9.26%*
Total wholesale Revenue	**1,181**	**2,352**	**3,615**	**4,734**	**1,110**	**2,463**	**3,615**	**4,982**	**1,490**	**2,708**	**3,931**	**5,277**	**1,556**	**3,111**
Margin/ Total Revenue	***47.18%***	***45.84%***	***46.74%***	***46.33%***	***46.19%***	***49.29%***	***49.24%***	***50.47%***	***55.61%***	***53.45%***	***52.11%***	***52.61%***	***57.29%***	***56.68%***
Total BU Revenues	**2,503**	**5,130**	**7,734**	**10,218**	**2,403**	**4,996**	**7,342**	**9,870**	**2,679**	**5,067**	**7,544**	**10,032**	**2,717**	**5,490**

Business Units Revenue – *Quarter Only*

Consolidated Revenue	Quarter Only													
In EGP Millions	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Q2 2013
Retail Services														
Home Services	870	915	885	861	860	817	776	776	756	760	755	748	722	742
Margin/ Retail Services	*65.79%*	*62.81%*	*65.98%*	*63.10%*	*66.50%*	*65.88%*	*64.99%*	*66.81%*	*63.59%*	*65.00%*	*60.24%*	*65.47%*	*62.26%*	*60.90%*
Enterprise Solutions	452	542	456	504	433	423	418	386	433	409	498	394	438	476
Margin/ Retail Services	*34.21%*	*37.19%*	*34.02%*	*36.90%*	*33.50%*	*34.12%*	*35.01%*	*33.19%*	*36.41%*	*35.00%*	*39.76%*	*34.53%*	*37.74%*	*39.10%*
Total Retail Revenue	**1,322**	**1,456**	**1,341**	**1,365**	**1,293**	**1,240**	**1,193**	**1,162**	**1,189**	**1,170**	**1,253**	**1,142**	**1,160**	**1,218**
Margin/ Total Revenue	***52.82%***	***55.43%***	***51.49%***	***54.95%***	***53.81%***	***47.83%***	***50.87%***	***45.95%***	***44.39%***	***48.98%***	***50.61%***	***45.90%***	***42.71%***	***43.92%***
Wholesale Services														
Domestic Wholesale	515	491	599	527	526	497	508	502	526	460	563	563	575	557
Margin/ Wholesale Services	*43.63%*	*41.90%*	*47.44%*	*47.07%*	*47.40%*	*36.70%*	*44.04%*	*36.72%*	*35.30%*	*37.76%*	*45.98%*	*41.82%*	*36.96%*	*35.79%*
International Carriers Affairs	455	486	484	483	542	542	548	525	589	602	577	728	888	804
Margin/ Wholesale Services	*38.56%*	*41.53%*	*38.34%*	*43.20%*	*48.88%*	*40.08%*	*47.50%*	*38.45%*	*39.53%*	*49.39%*	*47.14%*	*54.06%*	*57.05%*	*51.68%*
International Customers & Networks	210	194	180	109	41	314	98	339	375	157	84	55	93	195
Margin/ Wholesale Services	*17.81%*	*16.57%*	*14.21%*	*9.73%*	*3.72%*	*23.21%*	*8.46%*	*24.84%*	*25.17%*	*12.85%*	*6.88%*	*4.12%*	*5.98%*	*12.53%*
Total wholesale Revenue	**1,181**	**1,171**	**1,264**	**1,119**	**1,110**	**1,353**	**1,153**	**1,367**	**1,490**	**1,218**	**1,223**	**1,346**	**1,556**	**1,555**
Margin/ Total Revenue	***47.18%***	***44.57%***	***48.51%***	***45.05%***	***46.19%***	***52.17%***	***49.13%***	***54.05%***	***55.61%***	***51.02%***	***49.39%***	***54.10%***	***57.29%***	***56.08%***
Total BU Revenues	**2,503**	**2,627**	**2,605**	**2,484**	**2,403**	**2,593**	**2,346**	**2,528**	**2,679**	**2,388**	**2,477**	**2,488**	**2,717**	**2,773**