Creating Value Profitable Growth Strategy 2013 - 2015

London, January 16th 2013

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THE R. P. LEWIS CO., LANSING MICH.

Delivering on the Value Agenda Objectives

	FY 11	Objectives 2012 – 2014 (announced 15 November 2011)	YTD 3Q12	
Revenue	+5%*	CAGR of around mid single digit	+6 %*	
EBITDA	0 %*	CAGR of around mid single digit	+8 %*	
Capex / Revenue (excl. licenses)	21 %	Below 15% By end of 2014	19 %**	
Leverage	2.6	Net Debt / EBITDA < 2 By end of 2014	2.4	
Dividend	USD 1.2 bn	At least USD 0.80 dividend per common share Assuming 1,628 million shares outstanding	USD 1.3 bn	

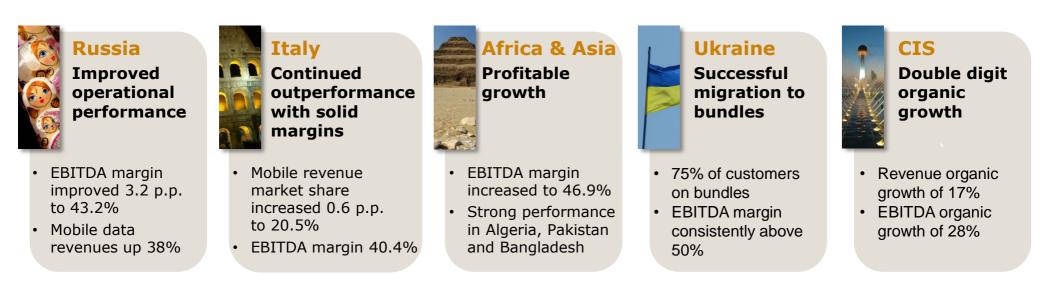
The above objectives assume:

- constant currency,
- no major regulatory changes,
- current asset portfolio mix and
- a stable macro economic environment.



It's all about Creating Value by Delivering Results

- Total mobile subscriber base increased 7% to 212 million
 - ▶ 6th largest global mobile operator based on subscribers
- Profitable growth delivered as result of implementation of Value Agenda
 - EBITDA margin at 44.0%, steadily improving QoQ





M&A, Governance and Partnerships Initiatives Accomplished

M&A

- Sale of the Vietnamese operations
- Acquiring control of Wind Mobile in Canada
- Negotiations progressing with the Algerian Government



Governance

- Full functional global HQ
- Strengthened senior management
- Shareholder dispute resolved and FAS claim withdrawn
- Altimo conversion of preferred shares
- New Board elected with two independent Directors

Partnerships



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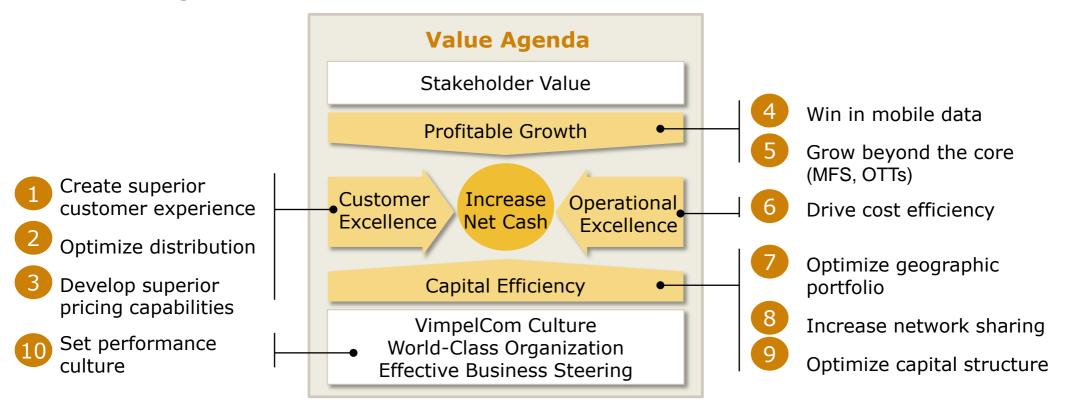


The Global Environment is Changing

- Global economic recession
- OTT players challenging voice and text messaging revenues
- Regulation will continue to have effect on business
- Movement from a voice centric to a data centric telecom world
- Monetization of the mobile data growth
- Capacity investments in network required for mobile data growth



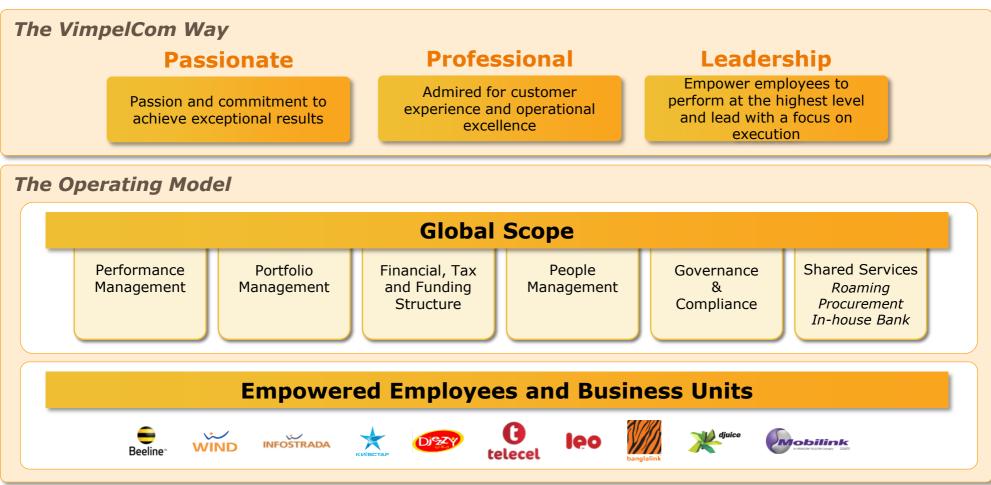
Clearly Defined Strategic Initiatives to Deliver Next Stage of Value Creation



It's all about creating value through execution



Achieving Business Excellence

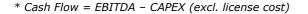




It's all about Creating Value Operations Cash Flow Improvement Potential

Improve cash flow^{*} by USD 2 billion in 2013 – 2015

- Profitable growth
- Operational excellence USD 1.5 billion
- Customer excellence
- Capex efficiency
 USD 0.5 billion





It's all about Creating Value Finance Cash Flow Improvement Potential

Improve cash flow by USD 0.6 - 0.9 billion per year over 2013 - 2015

In-house bank	USD 200 – 250 million per year
Debt optimization	USD 100 – 175 million per year
Gross debt reduction	USD 250 – 350 million per year
Withholding tax saving	USD 50 – 75 million per year

Average cost of new debt 100 – 150 b.p. lower



It's all about Creating Value by Achieving Ambitious Objectives

Group Objectives: 2013-2015		
Revenue	Mid single digit CAGR	
EBITDA	Mid single digit CAGR	
CAPEX /revenue	~ 15%*	
Net debt / EBITDA	< 2*	
Dividend guideline**	At least USD 0.80 dividend per common share Assuming 1,628 million shares issued and outstanding	

The above objectives assume: constant currency, no major regulatory changes, current asset portfolio mix and a stable macro economic environment

Creating Value

Clear Group Strategy for 2013 - 2015

- Mobile-focused company with selective presence in fixed-line
- Focus on operations and execution
- Deleverage and optimize group financial structure
- Strong cash flow creation potential
- Passionate performance culture





Disclaimer

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