



# Hutchison Telecom

## **Q3 2005 KPI**

NYSE: HTX  
SEHK: 2332

8 November 2005

# Disclaimer



This presentation contains forward-looking statements. Statements that are not historical facts, including statements about Hutchison Telecommunications International Limited's (the "Company") beliefs and expectations, are forward-looking statements. These statements are based on current plans, estimates and projections, and therefore you should not place undue reliance on them. Forward-looking statements speak only as of the date they are made, and the Company undertakes no obligation to update publicly any of them in light of new information or future events. Forward-looking statements involve inherent risks, uncertainties and assumptions. The Company cautions you that if these risks or uncertainties ever materialise or the assumptions prove incorrect, or if a number of important factors occur or do not occur, the Company's actual results may differ materially from those expressed or implied in any forward-looking statement. Additional information as to factors that may cause actual results to differ materially from the Company's forward-looking statements can be found in the Company's filings with the United States Securities and Exchange Commission.

While non generally accepted accounting principles ("GAAP") measures such as EBITDA (earnings before interest, taxation, depreciation and amortisation) and LBITDA (losses before interest, taxation, depreciation and amortization) are often used by companies as an indicator of operating performance, they are not expressly permitted measures under GAAP in Hong Kong and may not be comparable to similarly titled measures for other companies. Accordingly, such non-GAAP measures should not be considered as an alternative to operating income as an indicator of the operating performance of the Group or as an alternative to cash flows from operating activities as a measure of liquidity. The use of non-GAAP measures is provided solely to enhance the overall understanding of the Group's current financial performance. Additionally, because the Group has historically reported certain non GAAP results to investors, the Group considers the inclusion of non GAAP measures provides consistency in our financial reporting.

# Operating Highlights

---



Global customer base increased to 15.1 million

- 34% growth vs Q3 2004
- 9.6% growth vs Q2 2005

India mobile customer base increased to 9.7 million

- 52.9% growth vs Q3 2004
- 15% growth vs Q2 2005

Positive underlying net additions in all markets

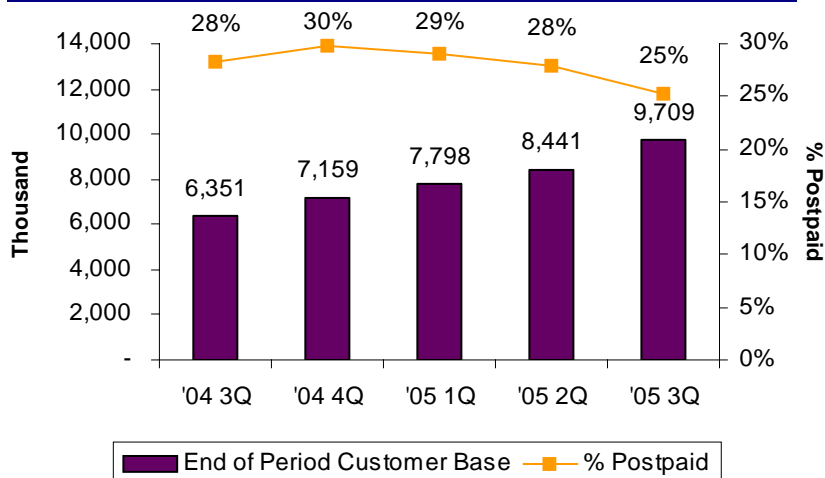
ARPU in line with expectations

# Hutchison Telecom – India

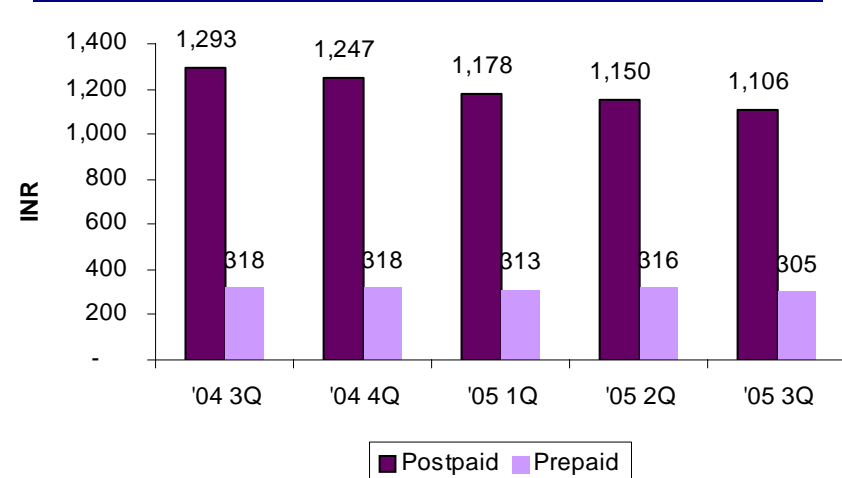


## KPI

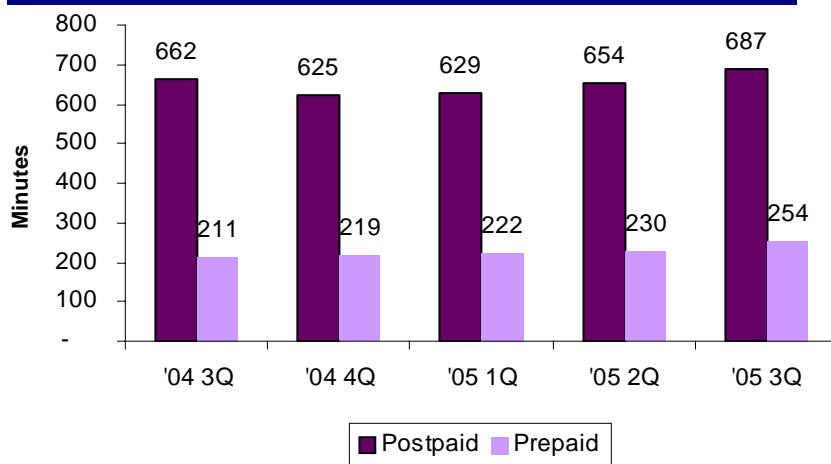
### Customers



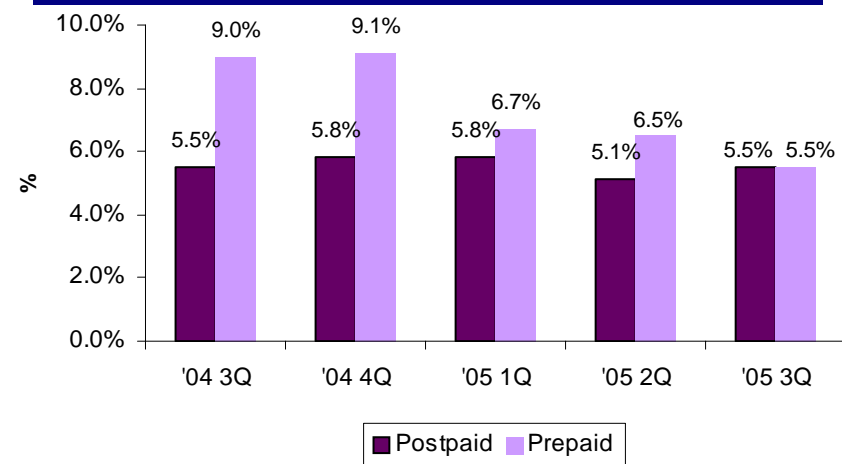
### ARPU



### MOU



### Churn

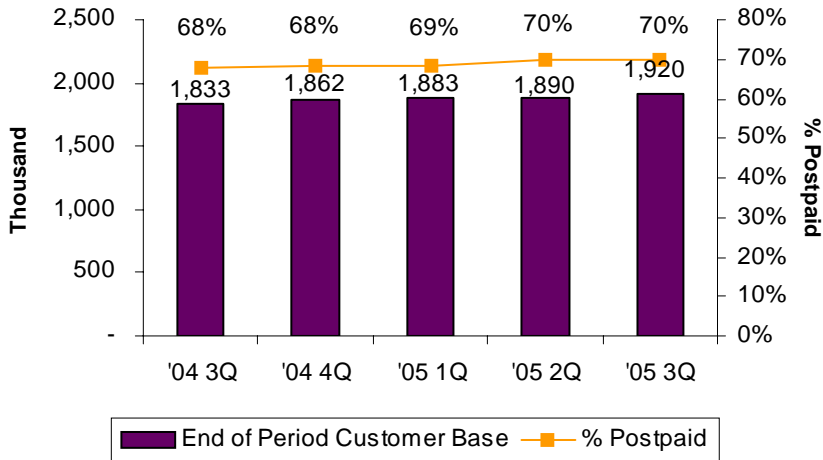


# Hutchison Telecom – Hong Kong

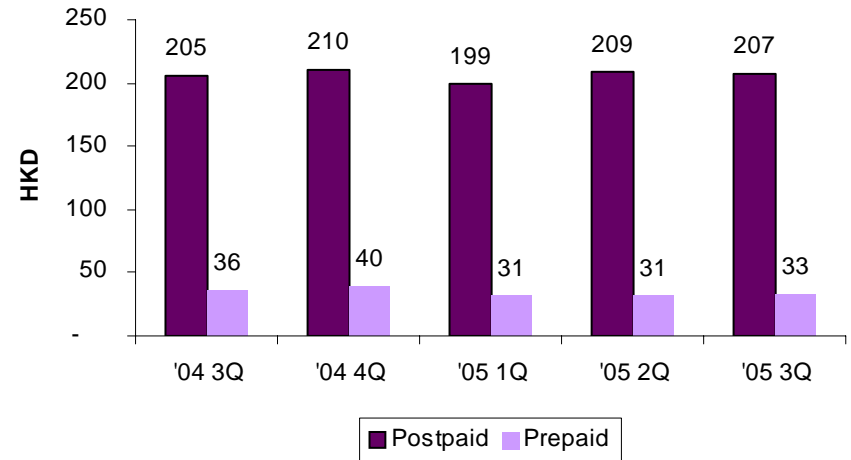


## KPI

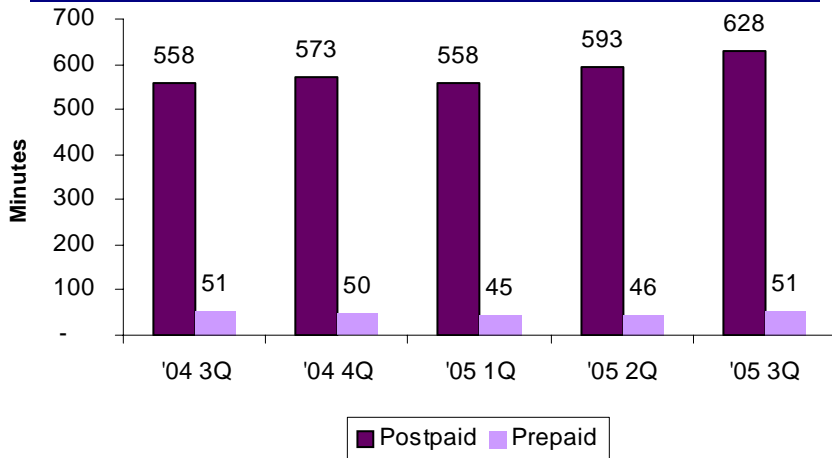
### Customers



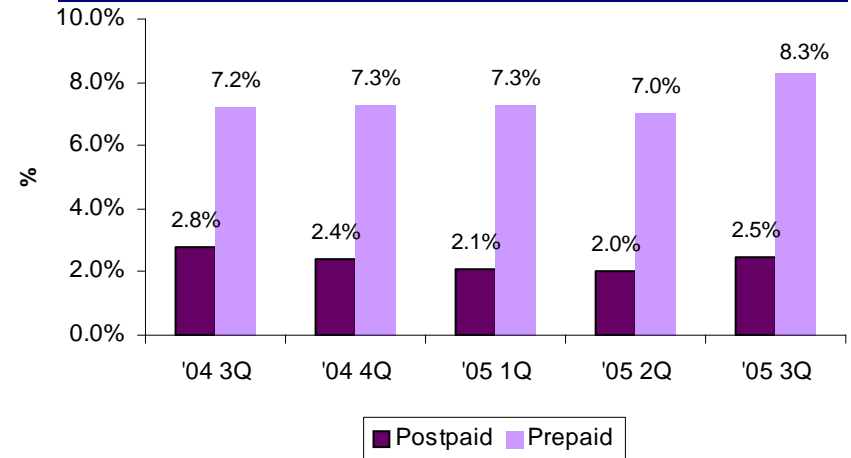
### ARPU



### MOU



### Churn

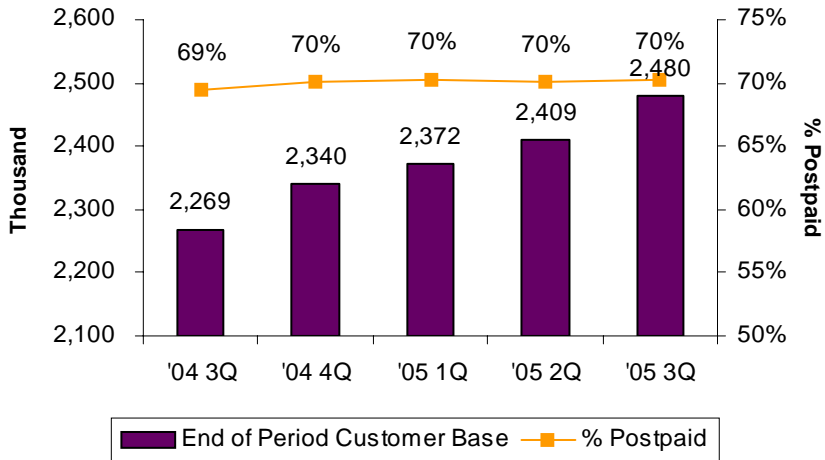


# Hutchison Telecom – Israel

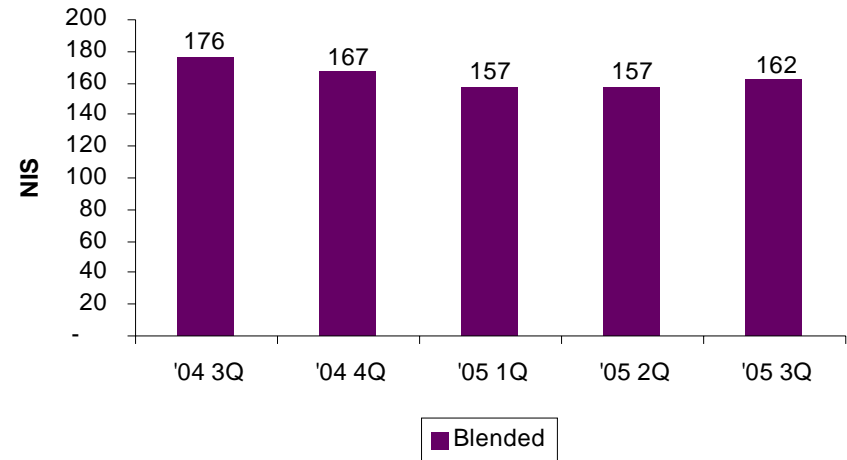


## KPI

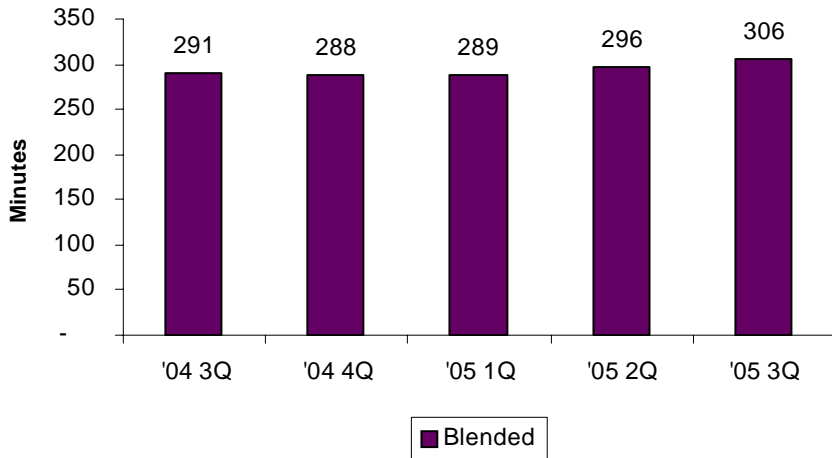
### Customers



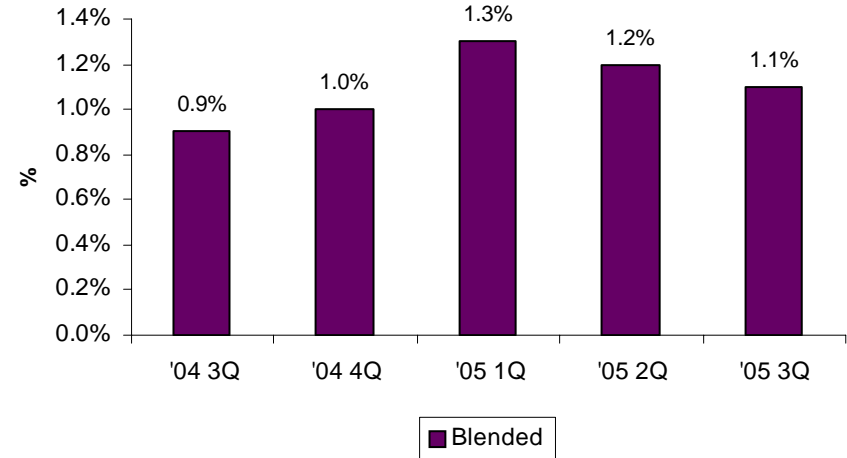
### ARPU



### MOU



### Churn

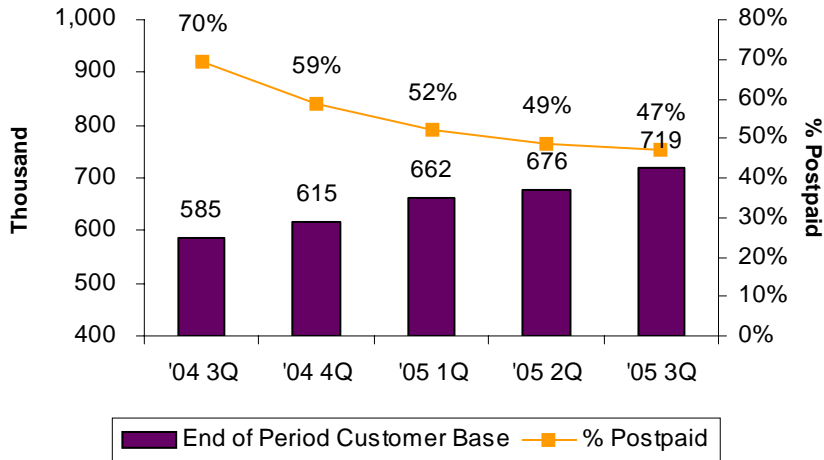


# Hutchison Telecom – Thailand

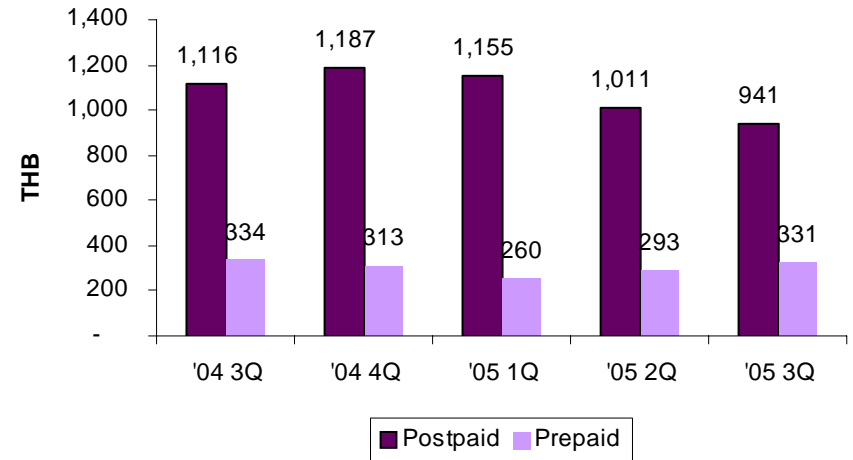


## KPI

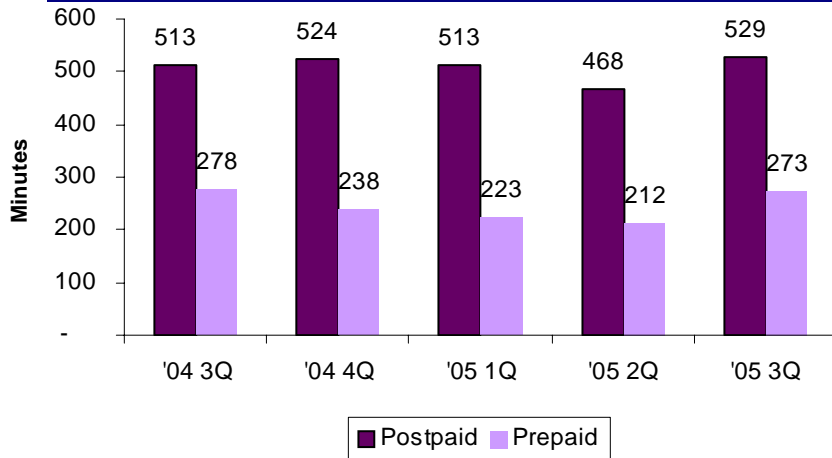
### Customers



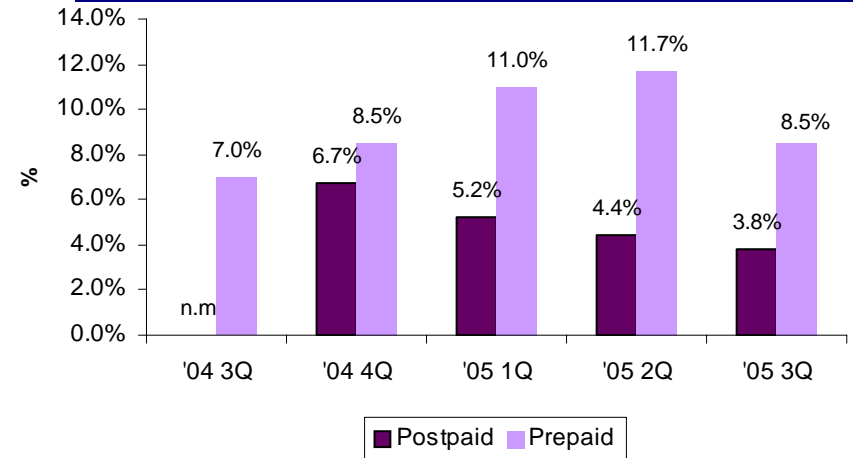
### ARPU



### MOU



### Churn



HUTCH



**Thank you**

Hutchison | Telecom

