

Results for year ended 31 December 2003

M1 achieves 10.3% growth in net profit



SINGAPORE, 20 January 2004 – MobileOne Ltd (M1) today announced its unaudited group financial results for the year ended 31 December 2003. M1 made a profit after tax of S\$141.6 million for 2003, an increase of 10.3% over the previous year. Its free cash flow position remained strong at S\$217.7 million, which is a surge of 106% over 2002.

Earnings before interest, taxation, depreciation and amortisation (EBITDA) increased by 6.9% to S\$289.6 million, representing an EBITDA margin of 45% on service revenue. Operating revenue for the group grew by 1.6% to S\$717.3 million for the year.

Based on the results, M1's Board of Directors has recommended a final tax-exempt dividend of 5.5 cents (S\$) per share. Together with the interim dividend of 3.9 cents (S\$) per share already paid out, this represents a total dividend pay out ratio of 70% for 2003 and a yield of 6.2% based on yesterday's closing price. This is an increase from the pay out ratio of 60% for 2002 and a yield of 5.5% based on the closing price of the last cum dividend date in respect of the 2002 dividend payment.

M1 ended the year with 1.068 million customers and had a 30.9% share of the mobile market as at November 2003.

There were improvements in the performances of the two main areas of growth that have been identified: Non-voice services and international call services. As a percentage of post-paid ARPU, non-voice services made up 15% in 2003 compared to 13.7% the year before.

Revenue for international call services grew by 2.2% to S\$96.2 million, accounting for 13.4% of total operating revenue for the year. M1's international call minutes increased from 153 million in 2002 to 177 million last year.

Neil Montefiore, Chief Executive Officer of M1, said: "Growth in the year was lower than anticipated largely due to the impact of SARS and the generally weak market conditions. In the circumstances, we achieved a respectable set of results that is in line with our moderated expectations of low double-digit growth."

"Looking ahead, we will continue to face the challenges posed by a maturing market. However, I am confident that M1 is well positioned to meet new market developments with our on-going focus on the key areas of growth that we have identified as well as through disciplined cost management," he said.



M1, Singapore's most exciting and innovative mobile and IDD service provider, was launched in April 1997. Since then, it has made significant inroads into the local mobile communications market, gaining considerable brand presence and market share. M1 aims to be the leader in personal voice and data communications, focusing on value, quality and customer service. More information on M1 is available at www.m1.com.sg

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