

Operational Revenue, Expenditure & Gross Profit 1976 - 1993 E.F.Y
(1983/84 -2000/01 G.C)

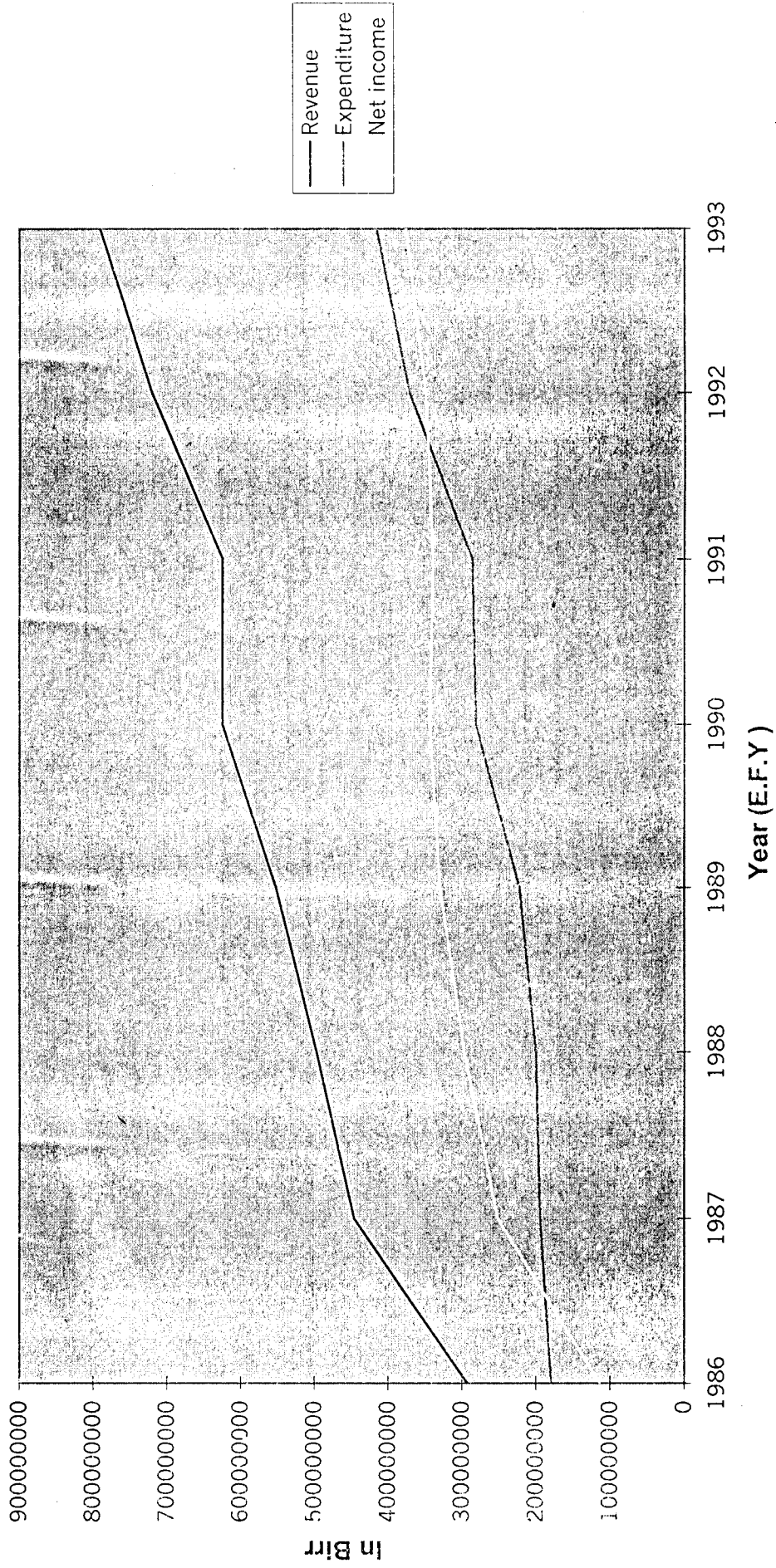
Year (E.F.Y)	Revenue		Expenditure		Gross Profit	
	Amount In Birr	Growth %	Amount In Birr	Growth %	Amount In Birr	Growth %
1976	85,646,633	11.74	70,770,902	7.65	14,875,731	36.41
1977	104,842,849	22.41	83,620,933	18.16	21,221,916	42.66
1978	110,136,816	5.05	86,285,258	3.19	23,851,558	12.39
1979	118,775,838	7.84	97,391,502	12.87	21,384,336	-10.34
1980	131,365,059	10.60	111,383,279	14.37	19,981,780	-6.56
1981	127,111,401	-3.24	111,279,112	-0.09	15,832,289	-20.77
1982	152,059,877	19.63	130,097,715	16.91	21,962,162	38.72
1983	187,124,452	23.06	145,948,103	12.18	41,176,349	87.49
1984	192,040,962	2.63	100,359,309	-31.24	91,681,653	122.66
1985	253,367,164	31.93	154,300,776	53.75	99,066,388	8.05
1986	292,663,585	15.51	179,216,415	16.15	113,447,170	14.52
1987	445,746,827	52.31	194,457,900	8.50	251,288,927	121.50
1988	496,733,929	11.44	199,976,827	2.84	296,757,102	18.09
1989	551,799,495	11.09	222,297,115	11.16	329,502,380	11.03
1990	624,343,057	13.15	280,864,171	26.35	343,478,886	4.24
1991	624,092,247	-0.04	285,641,645	1.70	338,450,602	-1.46
1992*	720,370,447	15.43	371,124,369	29.93	349,246,078	3.19
1993**	790,321,951	9.71	414,824,820	11.78	375,497,131	7.52

* :- Unaudited actual

** :- Actual Estimate

Source :- Corporate Finance Division

Operational Revenue, Expenditure & Gross Profit 1986-1993 E.F.Y (1993/94-2000/01 G.C)



Breakdown of Operational Revenue By Type Of Service
1976 - 1993 E.F.Y. (1983/84 -2000/01 G.C.)

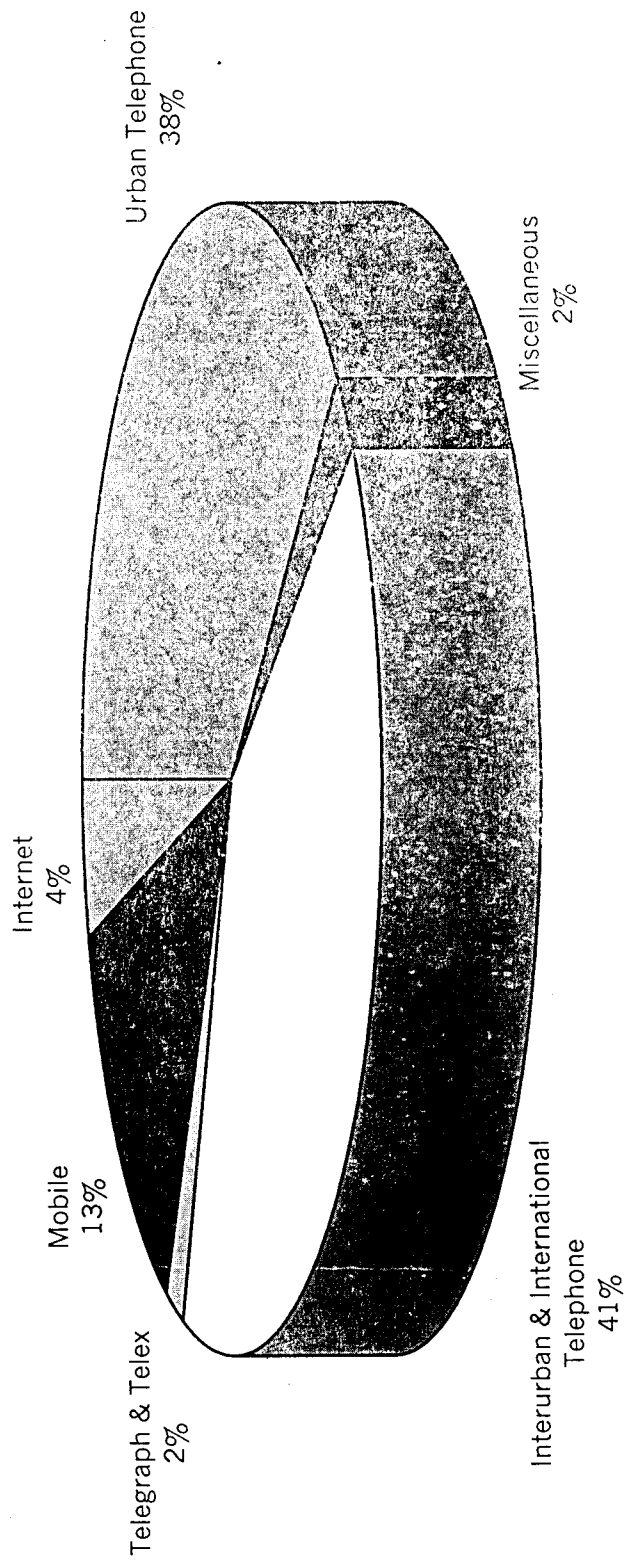
Year (E.F.Y)	Urban Telephone (In Birr)	Interurban & International (In Birr)	Telegraph & Telex (In Birr)	Mobile (In Birr)	Internet (In Birr)	Miscellaneous (In Birr)	Total (In Birr)
1976	42,956,131	27,196,391	12,183,743	-	-	3,310,368	85,646,633
1977	44,087,673	42,976,464	14,276,914	-	-	3,501,798	104,842,849
1978	49,066,626	42,736,429	15,189,418	-	-	3,145,343	110,137,816
1979	51,840,478	48,023,041	15,460,510	-	-	3,451,809	118,775,838
1980	59,141,955	51,185,133	17,909,339	-	-	3,128,632	131,365,059
1981	53,472,461	51,762,954	18,956,441	-	-	2,919,545	127,111,401
1982	62,484,902	69,721,398	17,206,974	-	-	2,646,603	152,059,877
1983	70,816,416	97,340,766	13,810,615	-	-	5,156,656	187,124,453
1984	71,877,385	106,700,063	10,423,172	-	-	3,040,342	192,040,962
1985	81,450,454	155,453,346	11,781,813	-	-	4,681,551	253,367,164
1986	88,268,292	182,947,464	9,921,526	-	-	11,526,303	292,663,585
1987	129,245,739	294,353,291	11,931,079	-	-	10,216,718	445,746,827
1988	143,986,629	330,308,236	11,920,714	-	-	10,518,350	496,733,929
1989	158,578,723	367,258,117	10,664,899	-	-	15,297,756	551,799,495
1990	184,937,491	406,187,516	10,047,527	-	-	23,170,523	624,343,057
1991	207,587,411	359,880,947	9,700,699	16,644,293	11,591,566	18,687,332	624,092,248
1992*	251,238,170	351,470,779	9,824,941	72,918,543	20,199,805	14,718,209	720,370,447
1993**	299,578,299	320,141,776	15,418,775	102,257,149	35,277,596	17,648,356	790,321,951

*:- Unaudited Actual

** :- Actual Estimate

Source :- Corporate Finance Division

**Breakdown of Operational Revenue By Type of Service 1993 E.F.Y
(2000/2001 G.C)**



Breakdown of Operational Expenditure By Type Of Service
1976 - 1993 E.F.Y. (1983/84 -2000/01 G.C)

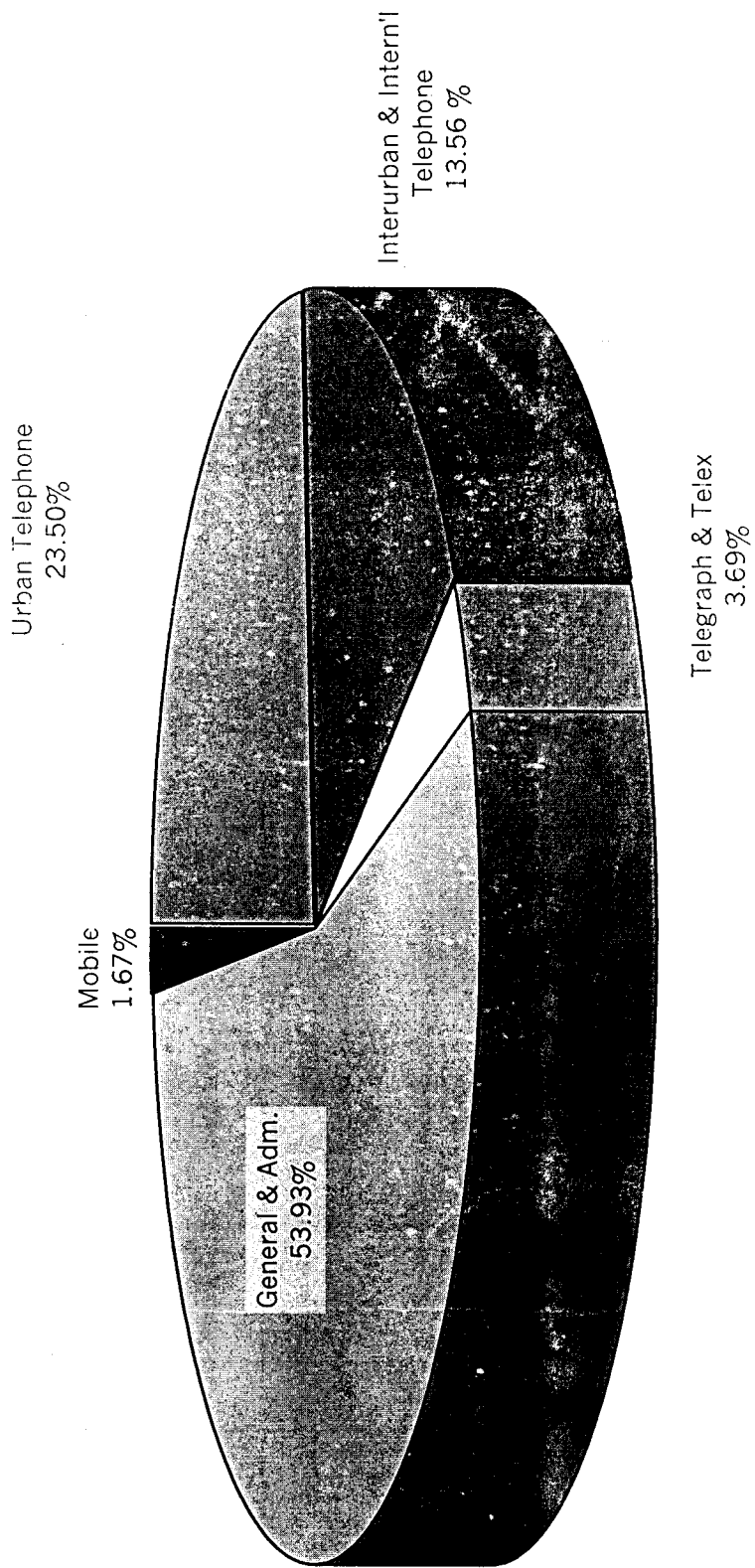
Year (E.F.Y)	Urban Telephone (In Birr)	Interurban & Int'l Telephone (In Birr)	Telegraph & Telex (In Birr)	General & Adm. Expense (In Birr)	Mobile (In Birr)	Total (In Birr)
1976	14,739,747	10,740,025	4,539,336	40,751,794	-	70,770,902
1977	15,360,883	11,527,318	5,524,759	51,207,973	-	83,620,933
1978	16,477,470	10,849,841	4,041,764	54,916,183	-	86,285,258
1979	19,350,915	12,032,816	5,618,546	50,389,225	-	97,391,502
1980	22,053,146	12,758,232	4,576,040	71,995,861	-	111,383,279
1981	23,961,197	15,401,515	5,381,222	66,535,178	-	111,279,111
1982	30,298,465	16,879,699	6,167,290	76,752,261	-	130,097,715
1983	30,464,582	16,561,481	6,848,206	92,073,834	-	145,948,103
1984	28,673,518	16,697,254	6,432,404	96,597,504	-	148,400,680
1985	34,372,916	19,114,750	6,856,492	93,956,618	-	154,300,776
1986	37,021,142	18,798,593	7,064,245	116,332,435	-	179,216,415
1987	42,957,007	20,927,161	7,124,029	123,449,703	-	194,457,900
1988	39,897,981	22,747,600	8,555,434	128,775,812	-	199,976,827
1989	53,671,200	31,087,981	8,815,626	128,722,308	-	222,297,115
1990	56,832,304	36,516,340	9,750,175	177,765,352	-	280,864,171
1991	62,173,547	35,460,143	7,999,685	180,008,270	-	285,641,645
1992*	78,246,314	47,431,180	9,498,924	210,180,921	25,767,030	371,124,369
1993**	97,475,926	71,377,034	15,312,140	223,729,712	6,930,007	414,824,819

* :- Unaudited Actual

** :- Actual Estimate

Source :- Corporate Finance Division

Breakdown of Operational Expenditure by Type of Service 1993 E.F.Y
(2000/01 G.C)



Comparative Yearly Operational Revenue (In Birr)
by Type of Service 1986 - 1993 E.F.Y (1993/94 - 2000/01 G.C.)

Type of Service	1986 E.F.Y	1987 E.F.Y	1988 E.F.Y	1989 E.F.Y	1990 E.F.Y	1991 E.F.Y	1992 E.F.Y *	1993 E.F.Y **
I. Telephone (Urban)								
Initial Subscription Charge	4305423	5314439	11,536,711	10,855,988	19,460,537	27,031,420	26,569,015	27,038,128
Rent	17227577	29256583	31,939,415	35,388,202	38,522,906	42,606,443	47,721,737	56,385,481
Moves and Charges	921580	718326	1,049,810	3,946,467	3,269,943	3,939,318	3,236,200	4,353,066
Urban Calls	65813712	93956391	99,460,693	108,388,067	123,684,055	134,010,230	173,711,219	211,801,624
Urban Total	88268292	129,245,739	143,986,629	153,578,724	184,937,491	207,587,411	251,236,171	299,578,290
II. Telephone (Interurban & Int'l)								
Trunk Calls	14,638,475	16,430,827	18,706,020	20,490,362	21,897,812	20,626,336	24,143,663	31,331,389
International Calls	167,436,287	276,808,943	310,417,932	343,083,309	373,545,178	336,581,211	316,598,074	285,153,707
Radio Licenses	281,319	519,734	1,096,623	1,416,642	1,489,930	1,297,435	595,862	1,674,209
Rural Radio Call Services	61,568	67,983	60,206	457,426	37,203	92,835	9,126,712	66,219
Internet	-	-	-	-	7,361,258	11,591,566	20,199,805	35,764,368
Mobile	-	-	-	-	-	16,644,293	72,918,543	102,257,149
Sundry Income	529,815	525,804	27,455	1,810,378	1,842,275	1,283,130	1,006,467	1,429,480
Interurban & Int'l Total	182,947,464	294,353,291	330,308,236	367,258,117	406,187,516	388,116,806	444,589,126	457,676,521
Telephone Total	271,215,756	423,599,030	474,294,865	525,836,841	591,125,007	595,704,217	695,827,297	757,254,820
III. Telegraph & Telex								
Inland Telegrams	415,649	387,062	385,207	393,075	355,554	279,550	568,342	301,133
Foreign Telegrams	362,601	314,593	423,494	355,812	194,760	174,603	70,759	163,255
Telex	6,631,977	6,678,682	6,109,385	6,289,110	5,376,299	3,292,303	1,489,754	1,668,318
Other Telegraph Revenue	2,511,538	4,550,742	5,002,628	3,626,901	4,120,914	5,954,243	7,696,086	13,286,069
Telegraph & Telex Total	9,921,765	11,931,079	11,920,714	10,664,898	10,047,527	9,700,699	9,824,941	15,418,775
IV. Miscellaneous								
Miscellaneous	11,526,303	10,216,718	10,518,350	15,297,756	23,170,523	18,687,332	14,718,209	17,648,356
Grand Total	292,663,824	445,746,827	496,733,929	551,799,495	624,343,057	624,092,248	720,370,447	790,321,951

* Unaudited actual

** :- Actual Estimate

Source :- Corporate Finance Div.

Expenditure of Telecommunication Services by Purpose

1987 - 1993 E.F.Y (1994/95 -2000/01 G.C)

Purpose	'000 Birr									
	1987 E.F.Y	1988 E.F.Y	1989 E.F.Y	1990 E.F.Y	1991 E.F.Y	1992 E.F.Y*	1993 E.F.Y**			
Administrative Expense	26,848	36,021	41,190	44,437	62,228	72,449	76,798			
- Training	824	2,267	2,695	5,229	4,520	3,989	3,437			
Maint. & Depreciation of Telephone	42,957	32,999	43,671	50,425	62,174	78,246	97,476			
- Urban Telephone	20,927	10,249	31,088	35,770	35,460	47,431	71,377			
- Interurban Telephone						25,767	6,930			
Mobile						4,274	6,751			
Maint. & Depreciation of Telegraph	3,582	3,843	3,496	3,929	3,569	5,225	8,561			
Maint. & Depreciation of Telex	3,542	1,583	5,320	5,605	4,430	14,887	17,034			
Maint. & Depreciation of Bldg.	5,111	5,835	6,624	8,666	11,077	2,670	3,279			
Depreciation of Furniture & Equipment	691	764	1,005	1,211	1,908	63,658	63,855			
Interest on Loan	48,645	44,282	34,825	75,077	60,832	-	-			
Capital Charge	-	-	-	-	-	50,969	57,250			
Amortization of Deffered Charge	40,154	47,165	41,041	39,790	35,727	1,559	2,077			
Miscellaneous	1,177	14,969	11,342	10,725	3,716	-	-			
Total	194,458	199,977	222,297	280,864	285,641	371,124	414,825			

*:- Unaudited actual

**:- Actual Estimate

Source :- Corporate Finance Division

**Gross Revenue and Expenditure Per subscriber Line
1973 - 1993 E.F.Y (1980/81 -2000/01 G.C)**

Year (E.F.Y)	Telephone Lines	Revenue (Birr)	Revenue Per Line (Birr)	Expenditure (Birr)	Cost Per Line (Birr)
1973	68792	60,057,941	873	53,641,644	780
1974	74562	68,976,514	925	61,156,357	820
1975	83798	76,648,468	915	65,743,050	785
1976	89844	85,646,633	953	70,765,902	788
1977	95573	104,842,849	1,097	83,620,933	875
1978	103186	110,137,816	1,067	86,285,258	836
1979	106131	118,775,838	1,119	97,391,502	918
1980	105985	131,365,059	1,239	111,383,279	1,051
1981	115843	127,111,401	1,097	111,279,105	961
1982	125398	152,059,877	1,213	130,097,715	1,037
1983	133091	188,168,190	1,414	146,711,693	1,102
1984	127041	192,040,962	1,512	100,382,000	790
1985	132478	253,421,164	1,913	154,302,000	1,165
1986	137731	292,663,585	2,125	179,215,000	1,301
1987	142452	445,746,827	3,129	194,457,900	1,365
1988	148739	496,733,929	3,340	199,976,827	1,344
1989	156538	551,799,495	3,525	222,297,115	1,420
1990	164140	624,343,057	3,804	280,864,171	1,711
1991	194494	624,092,248	3,209	285,641,645	1,469
1992*	231945	720,370,477	3106	371,124,369	1,600
1993**	283683	790,321,951	2786	414,824,820	1,462

* :- Unaudited actual

** :- Actual Estimate

Source :- ETC Regions, Zones & Corporate Finance Division

**Urban Telephone Revenue, Expenditure
& Gross Profit 1975 - 1993 E.F.Y
(1982/83 -2000/01 G.C)**

Year (E.F.Y)	Revenue		Expenditure		Gross Profit /Urban Tel./	
	Amount In Birr	Growth %	Amount In Birr	Growth %	Amount In Birr	Growth %
1975	41,646,700	9.05	13,050,012	1.22	28,596,688	13.04
1976	42,956,131	3.14	14,739,747	12.95	28,216,384	-1.33
1977	44,087,673	2.63	15,360,883	4.21	28,726,790	1.81
1978	49,066,626	11.29	16,477,470	7.27	32,589,156	13.45
1979	51,840,478	5.65	19,350,915	17.44	32,489,563	-0.31
1980	59,141,955	14.08	22,053,146	13.96	37,088,809	14.16
1981	53,472,461	-9.59	23,961,197	8.65	15,832,289	-57.31
1982	62,484,902	16.85	30,298,465	26.45	32,186,437	103.30
1983	70,816,416	13.33	30,464,582	0.55	40,351,834	25.37
1984	71,877,385	1.50	28,673,518	-5.88	43,203,867	7.07
1985	81,450,454	13.32	34,372,916	19.88	47,077,538	8.97
1986	88,268,292	8.37	37,021,142	7.70	51,247,150	8.86
1987	129,245,739	46.42	42,957,007	16.03	86,288,732	68.38
1988	143,986,629	11.41	39,897,981	-7.12	104,088,648	20.63
1989	158,578,723	10.13	53,671,200	34.52	104,907,523	0.79
1990	184,937,491	16.62	56,832,304	5.89	128,105,187	22.11
1991	207,587,411	12.25	62,173,547	9.40	145,413,864	13.51
1992*	251,238,170	21.03	78,246,314	25.85	172,991,856	18.97
1993**	299,578,299	19.24	97,475,926	24.58	202,102,373	16.83

* :- Unaudited Actual

** :- Actual Estimate

Source :- Corporate Finance Division

Fixed Assets Gross, Depreciation and Net In Birr
1975 - 1993 E.F.Y(1982/83 -2000/01 G.C)

Year (E.F.Y)	Fixed Gross	Depreciation	Net
1975	251,314,243	118,805,803	132,508,440
1976	267,301,083	131,968,063	135,333,020
1977	277,181,938	145,686,998	131,494,940
1978	291,966,368	159,160,091	132,806,277
1979	308,551,625	172,460,289	136,091,336
1980	344,388,928	188,370,354	156,018,574
1981	382,080,926	205,566,691	176,514,235
1982	459,635,203	227,900,244	231,734,959
1983	479,070,708	252,121,559	226,949,149
1984	493,241,904	276,817,040	216,424,864
1985	536,811,581	302,155,541	234,656,040
1986	573,223,036	326,054,449	247,168,587
1987	603,494,594	348,651,599	254,842,995
1988	695,344,626	376,351,707	318,992,919
1989	731,348,528	408,255,337	323,093,191
1990	837,467,069	442,621,694	394,845,375
1991	911,458,728	483,382,783	428,075,945
1992*	1,219,553,131	544,723,786	674,829,345
1993**	1,467,202,623	630,892,327	836,310,296

* :- Unaudited Actual

** :- Actual Estimate

Source :- Corporate Finance Division