

FY 2023 UNAUDITED RESULTS

23 APRIL 2024



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PRESENTING TODAY



HASSANEIN HIRIDJEE

Chairman and Founder



NICOLAS SYLVESTRE-BONCHEVAL

Chief Financial Officer

INDUSTRY AND HIGHLIGHTS

MACROECONOMIC ENVIRONMENT

Madagascar:

- 2023 real GDP growth of 3.8%⁽¹⁾
- 2023 inflation of 9.9%⁽¹⁾ (vs. 8.2% in 2022)
- \$/MGA at 4,551⁽²⁾ in Q4'23, -2.5% YoY

Tanzania:

- 2023 real GDP growth of 5.0%⁽¹⁾
- 2023 inflation of 4.0%⁽¹⁾ (vs. 4.4% 2022)
- \$/TZS at 2,516⁽²⁾ in Q4'23, -7.6% YoY
- Q4'23 foreign reserve stood at \$5.5bn⁽³⁾ (+\$0.3bn YoY)

Togo:

- 2023 real GDP growth of 5.4%⁽¹⁾
- 2023 inflation of 5.1%⁽¹⁾ (vs. 7.6% in 2022)
- \$/XOF at 592⁽²⁾ in Q4'23, +3.5% YoY

Senegal:

- 2023 real GDP growth of 4.1%⁽¹⁾
- 2023 inflation of 5.9%⁽¹⁾ (vs. 9.7% in 2022)

TELECOM INDUSTRY

Madagascar⁽⁴⁾:

- Total subscribers as of Q4'23 were 19.9m which is a +20.4% increase YoY
- Mobile and data penetration of 65.1% and 36.8% respectively as of Q4'23, which is +9.2pp and +5.1pp YoY

Tanzania⁽⁵⁾:

- Total subscribers as of Q4'23 were at 70.3m, which is a +16.6% increase YoY
- Mobile and data penetration of 113.7% and 58.1% respectively as of Q4'23, which is +16.2pp and +7.6pp YoY

Togo^{(6),(7)}:

- Total subscribers as of Q4'23 were at 7.1m, which is a +7.4% increase YoY
- Mobile and data penetration of 85.1% and 63.8% respectively as of Q4'23, which is +4.1pp and +3.6pp YoY

Senegal⁽⁸⁾:

- Total subscribers as of Q4'23 were 22.8m, which is a +7.8% increase YoY
- Mobile and data penetration of 124.2% and 110.1% respectively as of Q4'23, which is +6.7pp and +13.0pp YoY

AXIAN TELECOM HIGHLIGHTS

- In FY'23, on a Pro Forma basis, including MIC Tanzania and Free in Senegal, we delivered:
 - revenue growth of 13% YoY despite currency deterioration in Madagascar and Tanzania
 - Adjusted EBITDA growth of 15% YoY, despite pressure on operating costs and currency devaluation
- Excluding impact of FX, revenue and Adjusted EBITDA growth are 16% and 19% YoY respectively

HIGHLIGHTS FY'23

KEY KPIs (Consolidated results)

**Revenue
Generating
Subscribers** **27% YoY**
38.5m

**Active
Data
Users** **66% YoY**
11.3m

**Active
MFS
Users** **23% YoY**
12.6m

KEY FINANCIALS (Consolidated results)

Revenue **32% YoY**
\$1,089.4m

Excluding FX impact **36% YoY**
\$1,124.6m

**Adjusted
EBITDA** **32% YoY**
\$496.3m

Excluding FX impact **38% YoY**
\$516.7m

KEY FINANCIALS (Pro Forma results⁽¹⁾)

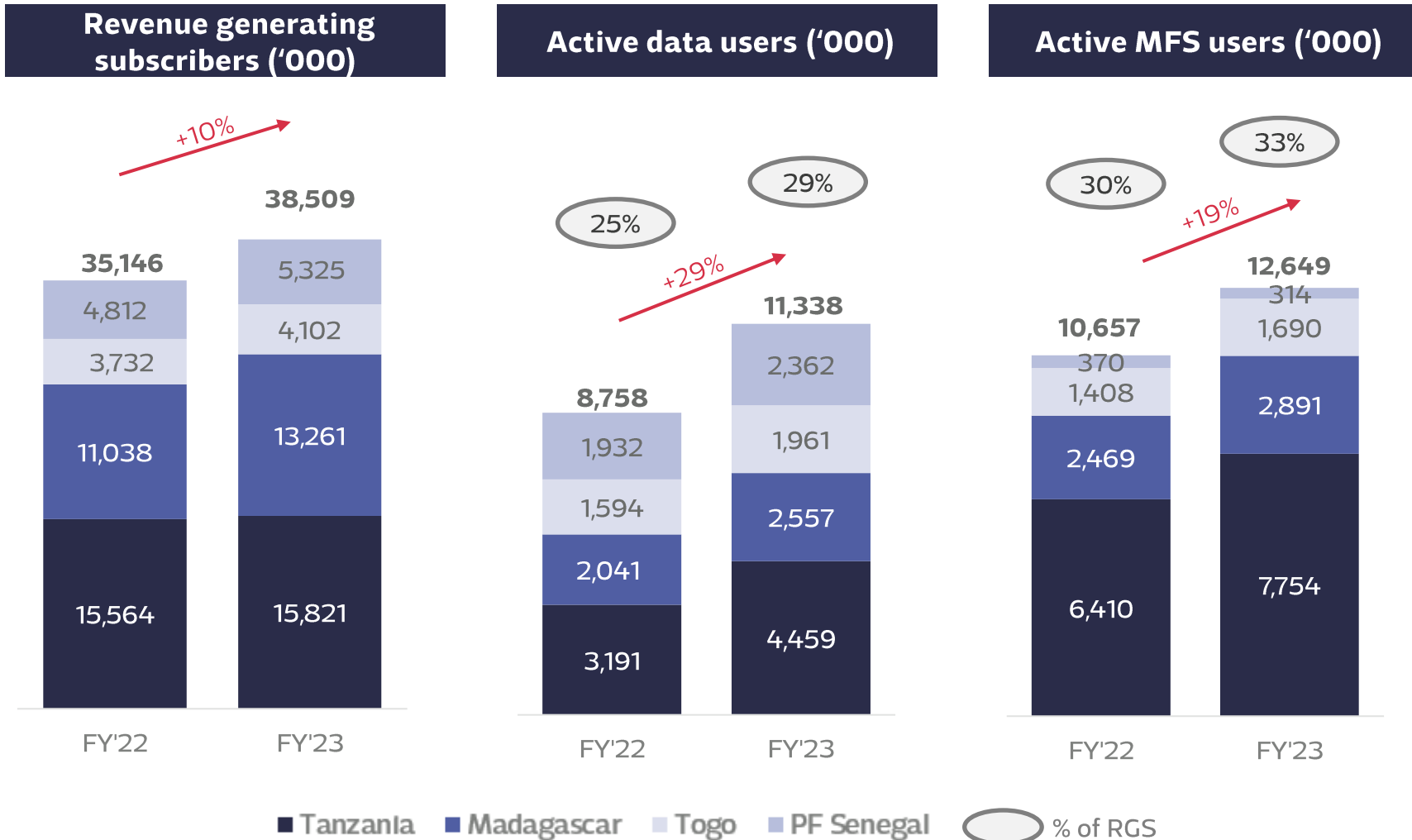
Revenue **13% YoY**

Excluding FX impact **16% YoY**

**Adjusted
EBITDA** **15% YoY**

Excluding FX impact **19% YoY**

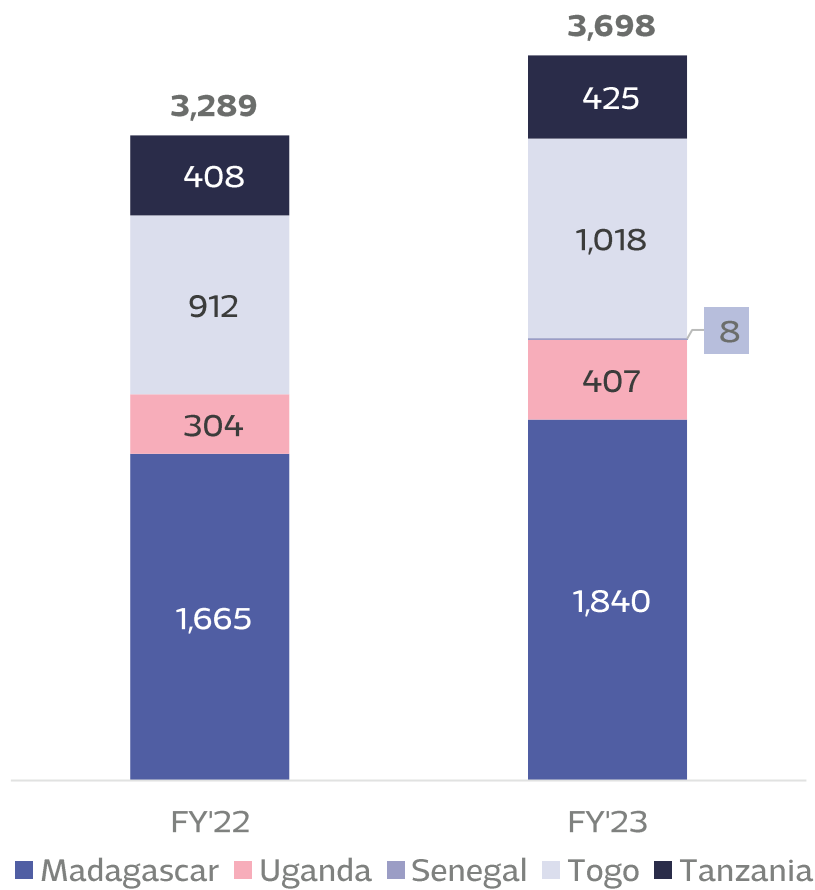
SUBSCRIBERS



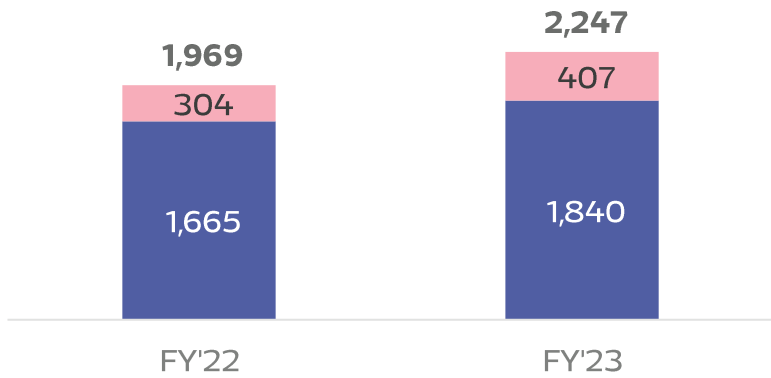
- Revenue generating subscribers +10% YoY, mainly driven by
 - +2.2m subscribers in Madagascar, a 20% increase YoY
 - +0.4m subscribers in Togo, a 10% increase YoY
 - +0.3m subscribers in Tanzania, a 2% increase YoY
 - PF Senegal subscribers +0.5m with 11% increase YoY
- Active data users +29% YoY, strong growth in all markets
 - Tanzania +40%, Madagascar +25%, Togo +23%, and PF Senegal +22%
- Active MFS users +19% YoY with strong growth
 - Tanzania +21%, Madagascar +17%, Togo +20%
 - 56k YoY decrease in PF Senegal Active MFS Users due a change in our P2P transaction pricing

TOWERS AND TENANTS

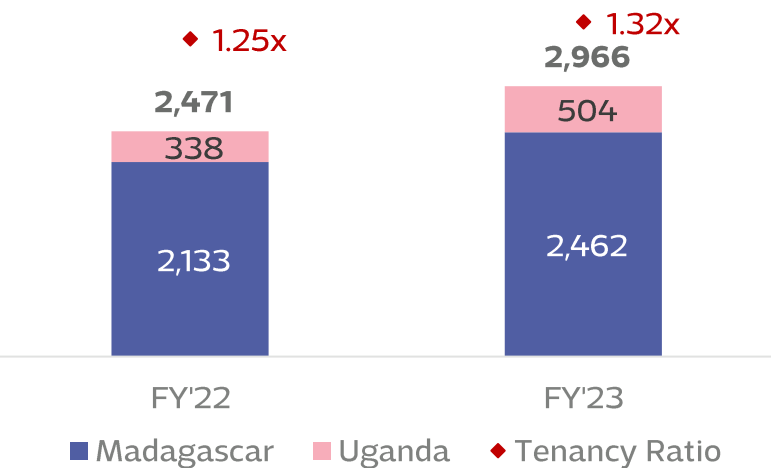
Owned Towers



Shared Towers

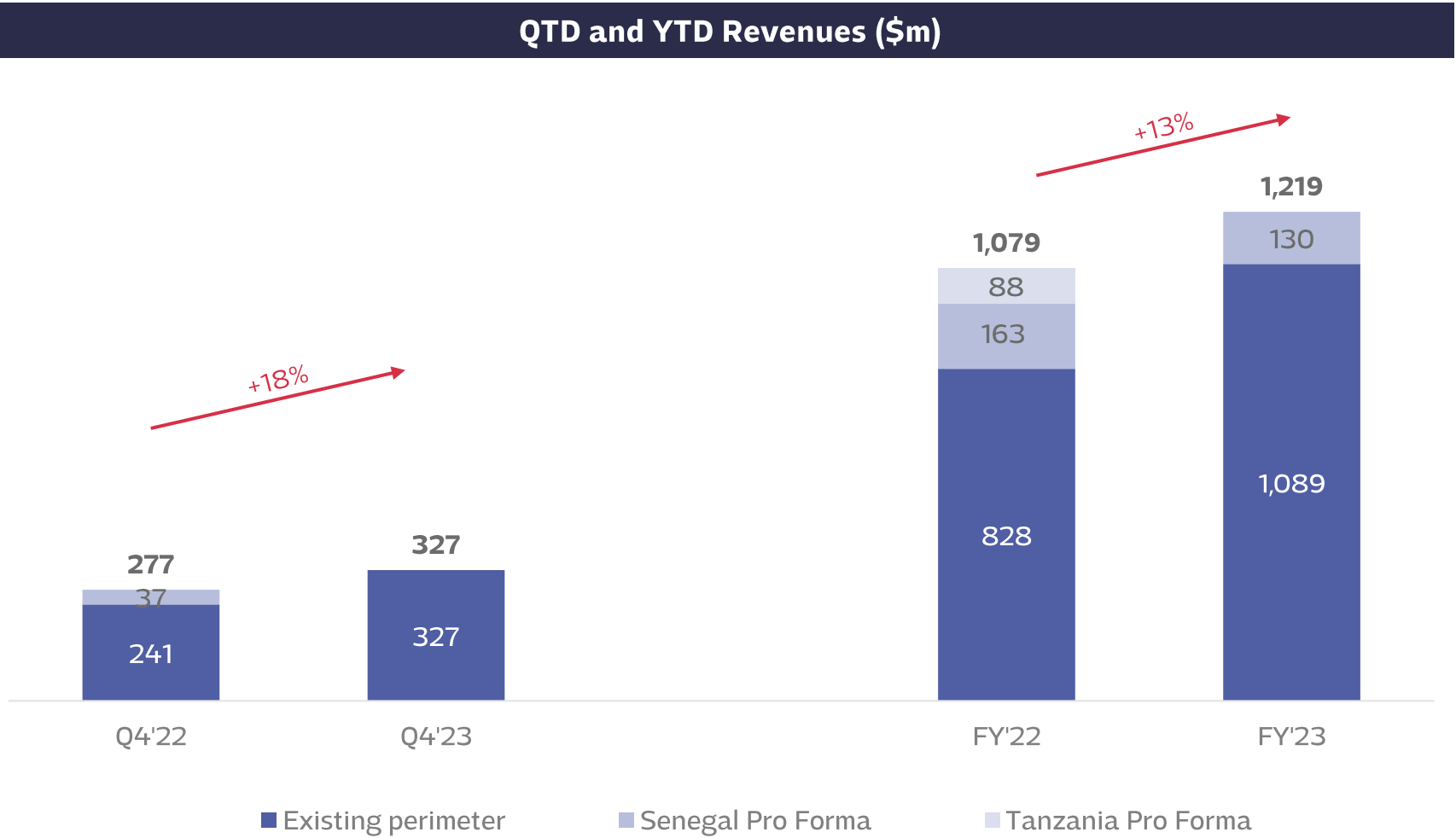


Tenants on Shared Towers



- Number of Owned Towers increased by 409 YoY in FY'23, while Shared Towers increased by 278 YoY; increase in Owned Towers comprised of:
 - +175 in Madagascar
 - +103 in Uganda
 - +106 in Togo
 - +17 in Tanzania
- Tenants on Shared Towers increased by 495 YoY in FY'23, while Tenancy Ratio grew from 1.25x to 1.32x:
 - +329 in Madagascar
 - +166 in Uganda

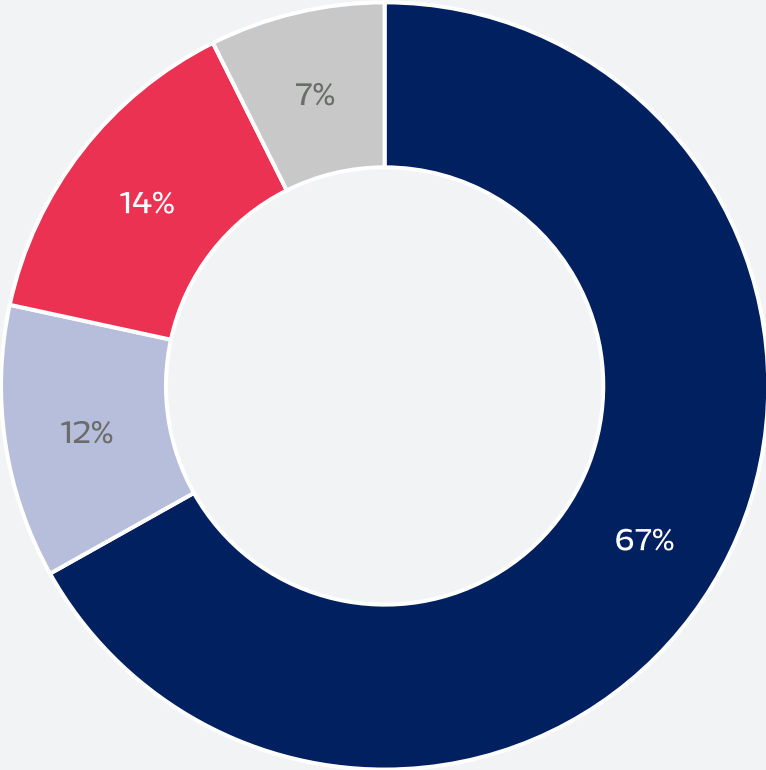
REVENUE



- +32% YoY revenue growth in FY'23 in our existing perimeter and 13% YoY growth on a PF basis
 - Growth in infrastructure revenue with +19m YoY
 - Mobile and Fixed Services grew \$178m YoY, of which \$94m and \$43m attributable to inclusion of Tanzania and Senegal respectively
 - Digital and Mobile Financial services grew \$65m YoY, of which \$54m attributable to inclusion of Tanzania
- FY'23 Pro Forma Tanzania revenue +16% YoY with growth in Mobile Services, and Mobile Money Services
- FY'23 Pro Forma Senegal revenue +7% YoY
- +36% YoY revenue growth in Q4'23 in our existing perimeter and 18% YoY growth on a PF basis
- Without FX impact, our FY'23 Pro Forma revenue would have been 2% higher (Q4'23: 3% higher), and would have reflected YoY growth of 16% (Q4'23: 21%)

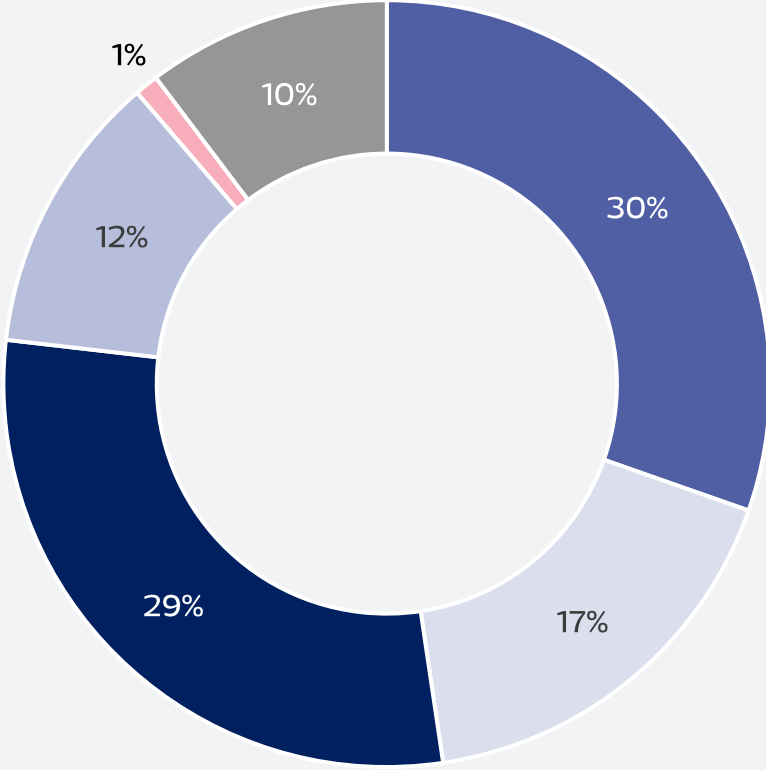
REVENUE SPLITS

FY23 Revenue by segment (%)



■ Mobile & Fixed ■ Infrastructure ■ Digital & MFS ■ Others

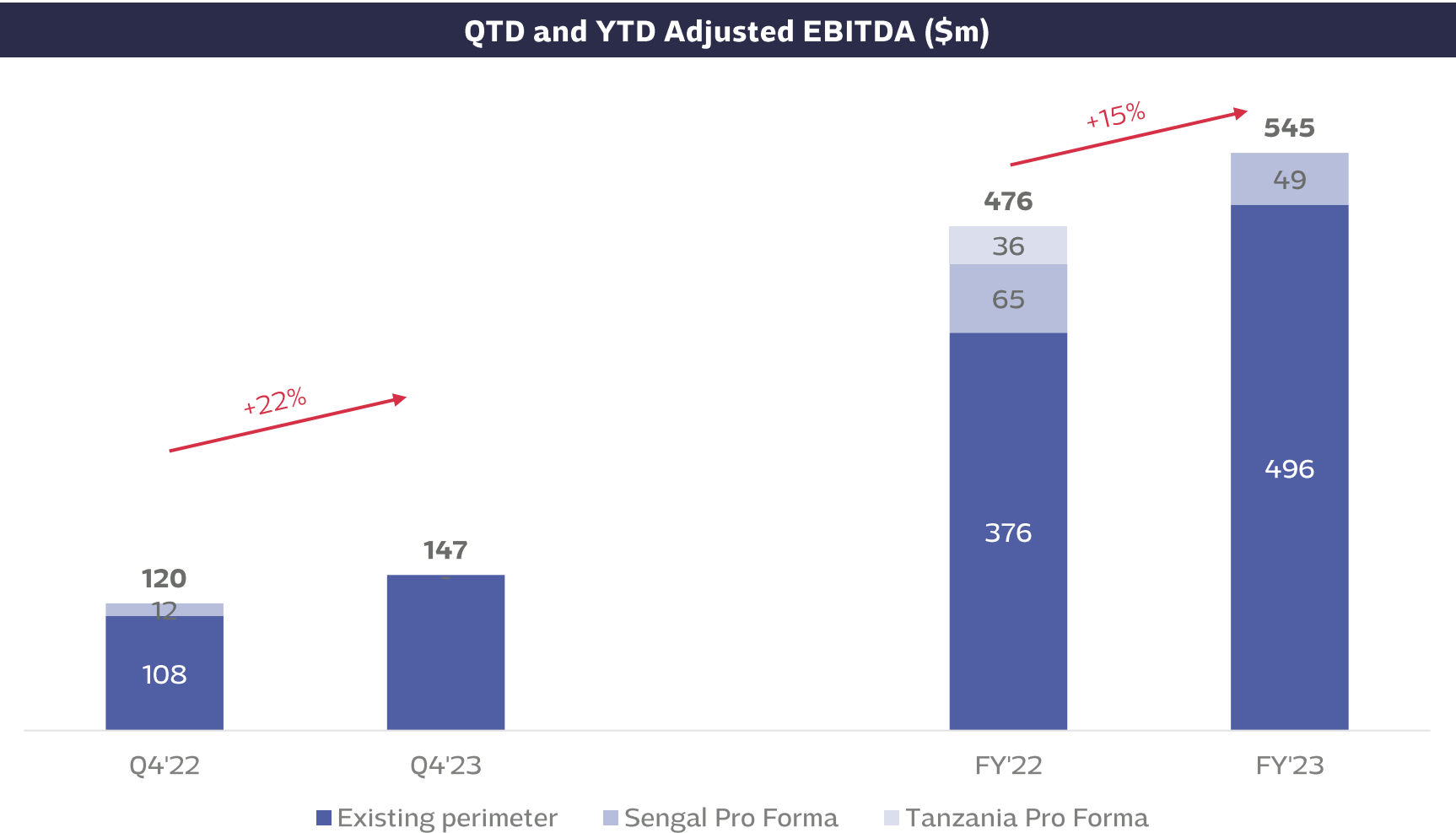
FY'23 Revenue by country (%)



■ Madagascar ■ Togo ■ Tanzania ■ Senegal ■ Uganda ■ Holdings

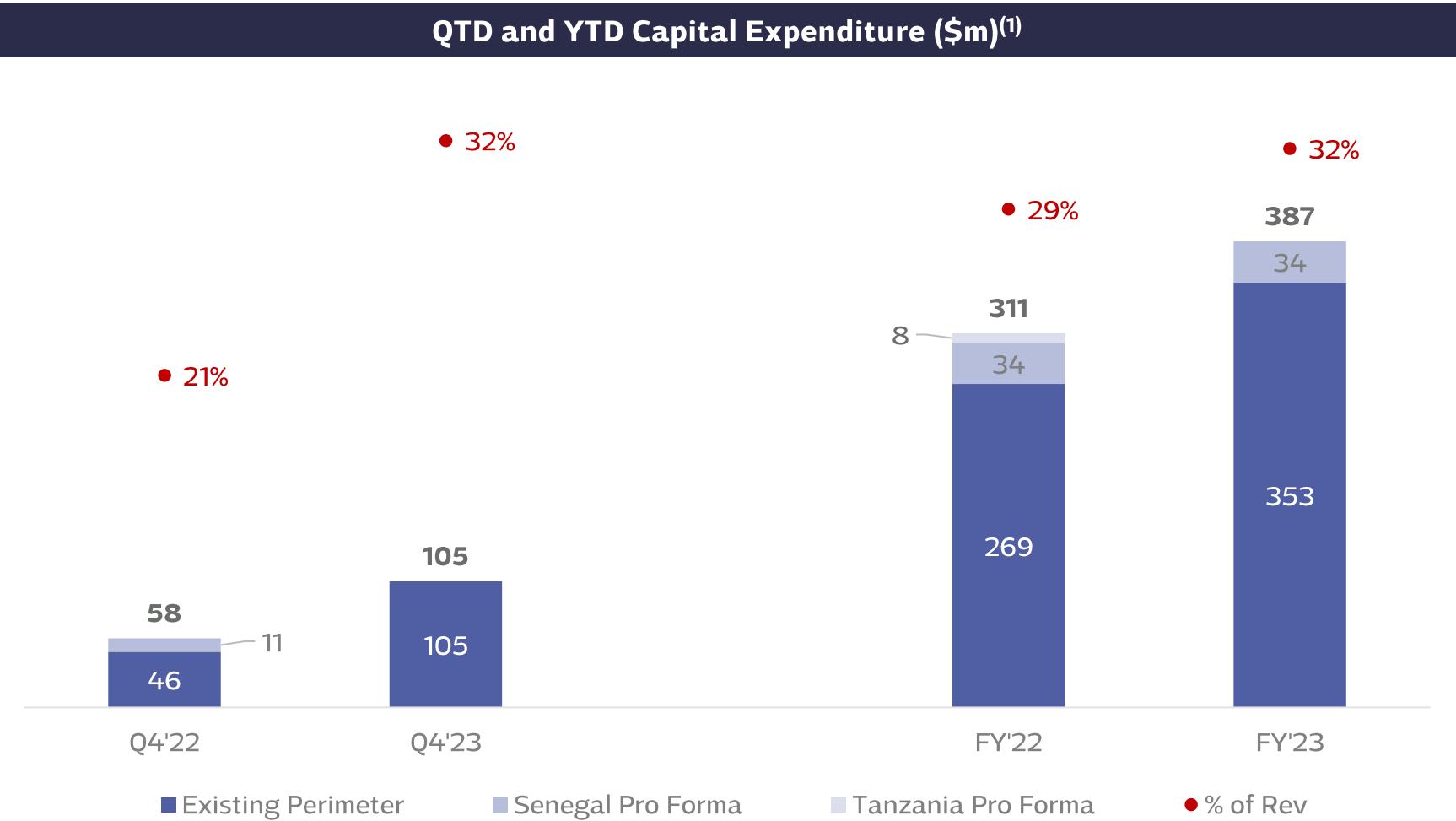
Revenue split is shown before the impact of intragroup eliminations. Thus, not aligned with segmental reporting reported under International Financial Reporting Standards ("IFRS")
On combined basis; combining the results for Axian Telecom, and Free in Senegal as if they were a part of the same group from January 1, 2023

ADJUSTED EBITDA



- +32% YoY Adjusted EBITDA growth in FY'23 in our existing perimeter
 - YoY Growth in Digital Services in Madagascar by \$7m and Mobile Services by \$17m
 - YoY Growth is also impacted by expenses in FY'22 related to MIC Acquisition and related party loan write-off
 - FY'23 includes additional +\$83m in Adjusted EBITDA from MIC Tanzania and +\$15m from Senegal
- FY'23 Pro Forma Tanzania Adjusted EBITDA +33% YoY driven by revenue growth and efficiencies on operating expenses
- FY'23 Pro Forma Adjusted EBITDA grew 15% YoY (Q4'23: grew by 22%). Without FX impact, Pro Forma Adjusted EBITDA would have been 3% higher (Q4'23: 4% higher), and would have reflected YoY growth of 19% (Q4'23: 27%)

CAPITAL EXPENDITURE



- FY'23 Capital Expenditure ("Capex") for the existing perimeter at \$353m. Pro Forma Capex increased to 32% of revenue vs. 29% last year
 - Our Mobile & Fixed segment contributed 71% to the current period's Capex driven by network development in Tanzania, which contributed \$162m to the Mobile & Fixed perimeter Capex. Free in Senegal contribution on Pro Forma basis is \$42m
 - Our Infrastructure segment contributed 20% to the current period's Capex
- Q4'23 Capex for the existing perimeter is \$105m. Pro Forma Capex increased to 32% of revenue vs. 21% last year. Q4'22 is impacted by timing of supplier payments in Madagascar

⁽¹⁾ Capex % of revenue are based on Pro Forma figures presented on a combined basis; combining the results for Axian Telecom and MIC Tanzania, and Free in Senegal as if they were a part of the same group from January 1, 2022. Refer to slide 18 for the definition of Capital Expenditure

LEVERAGE

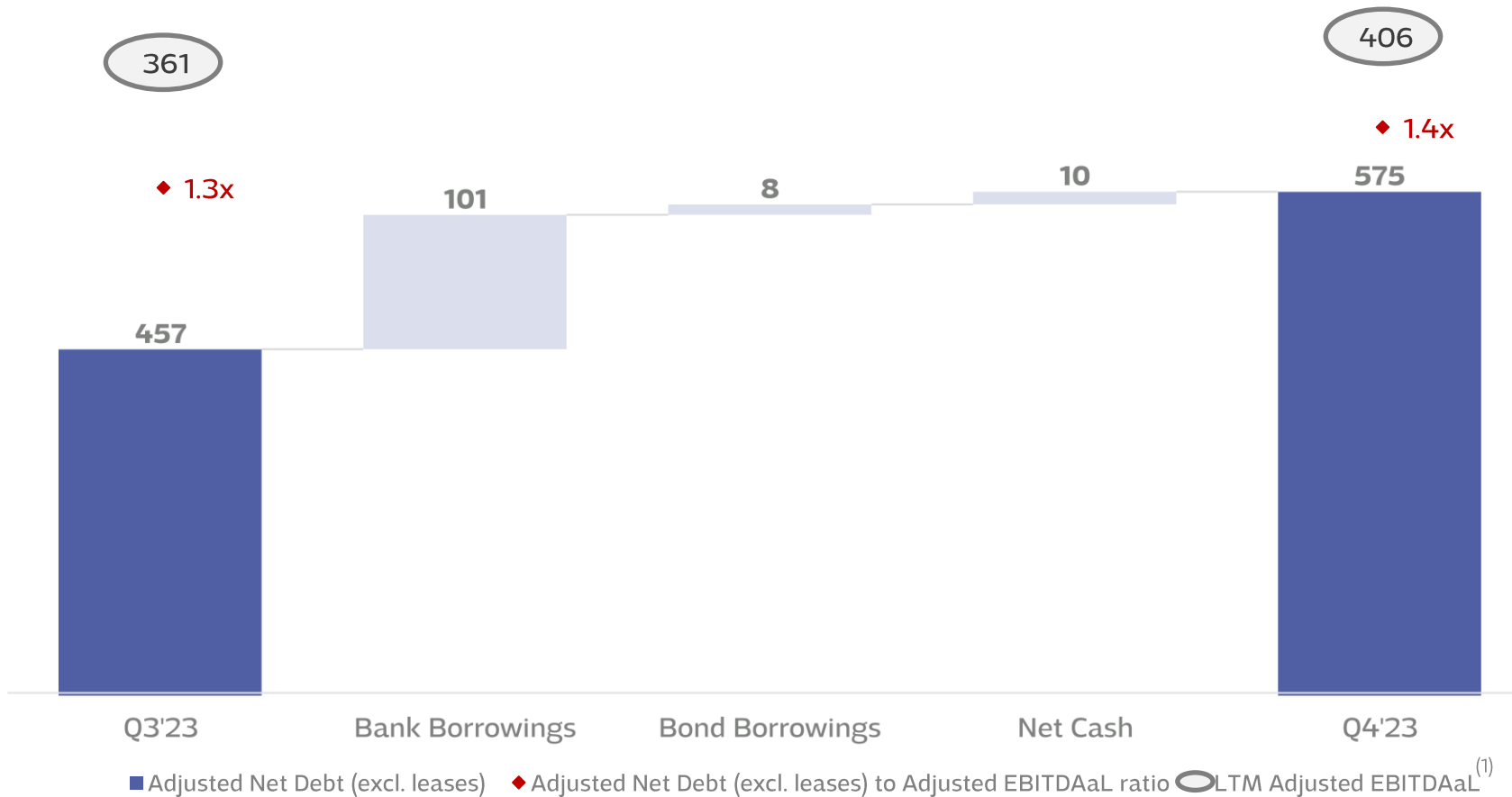
Adjusted Net debt (\$m) and Adjusted Net Debt to Adjusted EBITDA ratio (x)



- Adjusted Net Debt to Adjusted EBITDA ratio of 2.5x as at Q4'23
 - Decrease in Net Cash primarily impacted by Free in Senegal acquisition and increased cash Capex; partially offset by increased proceeds from borrowings
 - Increase in borrowings made to finance incurred CAPEX and inclusion of borrowings from Free in Senegal (\$35m at acquisition)
 - Increase in Lease Liabilities due to renewal of lease contracts in Tanzania and inclusion of Free in Senegal
 - Impact of quarterly growth in Adjusted Net Debt is partly offset by quarterly growth in LTM Adjusted EBITDA
- Waiver obtained during Q4'23 from all lenders at holding level on net leverage covenant at 3.75x

LEVERAGE EXCLUDING LEASES

Adjusted Net debt (excl. leases) (\$m) and Adjusted Net Debt (excl. leases) to Adjusted EBITDAaL ratio (x)



- Adjusted Net Debt (excl. leases) to Adjusted EBITDAaL ratio of 1.4x as at Q4'23
 - Decrease in Net Cash primarily impacted by Free in Senegal Acquisition and increased cash Capex; partially offset by increased proceeds from borrowings
 - Increase in borrowings made to finance incurred CAPEX and inclusion of borrowings from Free in Senegal (\$35m at acquisition)
 - Impact of quarterly growth in Adjusted Net Debt (excl. leases) is mostly offset by quarterly growth in LTM Adjusted EBITDAaL
- Free In Senegal ratio was 1.4x at the time of the acquisition

Appendix

RESULTS SNAPSHOT

In \$m, unless otherwise stated

Existing perimeter

Revenue generating subscribers ('000)

Active data users ('000)

Active MFS users ('000)

Revenue

Adjusted EBITDA

Adjusted EBITDA Margin

Capital Expenditure

As a % of revenue

Adjusted Net Debt

Adjusted Net Debt to Adjusted EBITDA ratio (x)

Q4'23	Q4'22	Var.	FY'23	FY'22	Var.
38,509	30,334	27%	38,509	30,334	27%
11,338	6,826	66%	11,338	6,826	66%
12,649	10,287	23%	12,649	10,287	23%
327	241	36%	1,089	828	32%
147	108	36%	496	376	32%
45%	45%	(0) pp	46%	45%	0 pp
105	46	127%	353	269	31%
32%	19%	13 pp	32%	32%	(0) pp
1,386			1,386		
2.5x			2.5x		

Pro Forma⁽¹⁾

Revenue generating subscribers ('000)

Active data users ('000)

Active MFS users ('000)

Revenue

Adjusted EBITDA

Adjusted EBITDA Margin

Capital Expenditure

As a % of revenue

38,509	35,146	10%	38,509	35,146	10%
11,338	8,758	29%	11,338	8,758	29%
12,649	10,657	19%	12,649	10,657	19%
327	277	18%	1,219	1,079	13%
147	120	22%	545	476	15%
45%	43%	2 pp	45%	44%	1 pp
105	58	82%	387	311	24%
32%	21%	11 pp	32%	29%	3 pp

Existing Perimeter Excluding Tanzania and Senegal

Revenue generating subscribers ('000)

Active data users ('000)

Active MFS users ('000)

Revenue

Adjusted EBITDA

Adjusted EBITDA Margin

Capital Expenditure

As a % of revenue

17,363	14,770	18%	17,363	14,770	18%
4,518	3,635	24%	4,518	3,635	24%
4,581	3,877	18%	4,581	3,877	18%
166	141	17%	612	541	13%
69	68	2%	286	265	8%
42%	48%	(6) pp	47%	49%	(2) pp
56	22	158%	183	216	(15%)
34%	15%	18 pp	30%	40%	(10) pp

ADJUSTED EBITDA RECONCILIATION

In \$m, unless otherwise stated

	Q4'23	Q4'22	FY'23	FY'22	Q4'23	Q4'22	FY'23	FY'22
	Existing perimeter				Proforma ⁽¹⁾			
Profit for the period	27	35	55	81	27	32	49	113
Income tax expense/(credit)	2	(6)	32	29	2	(5)	32	(10)
Finance income	(16)	(18)	(52)	(48)	(16)	(19)	(52)	(48)
Finance costs	51	42	208	145	51	48	231	190
Depreciation of property, plant and equipment	50	24	148	117	50	26	159	143
Amortization of right of use assets	24	16	66	38	24	19	76	58
Amortization of intangible assets	13	14	37	23	13	18	48	39
EBITDA	151	107	494	386	151	118	543	486
Share of net profit in joint ventures	(7)	(4)	(20)	(14)	(7)	(4)	(20)	(14)
Loss on disposal of subsidiary	0	-	0	-	0	-	0	-
Impairment of property, plant and equipment and	3	5	6	4	3	5	6	4
(Loss)/gain on disposal of property, plant and	0	(0)	-	(0)	0	(0)	(0)	(0)
Other non-operating expense/(income)	-	-	16	-	-	-	16	(0)
Adjusted EBITDA	147	108	496	376	147	120	545	476

Refer to slide 18 for the definitions of EBTDA and Adjusted EBITDA

⁽¹⁾ Pro Forma information is presented on a combined basis; combining the results for Axian Telecom, MIC Tanzania, and Free in Senegal as if they were a part of the same group from January 1, 2022

CALCULATION OF ADJUSTED NET DEBT TO ADJUSTED EBITDA RATIO

Q4'23 - Adjusted Net Debt Calculations ⁽¹⁾

<i>In \$m, unless otherwise stated</i>	Q4'23	Q3'23
Borrowings (non-current)	317	248
Borrowings Bonds (non-current)	414	414
Borrowings (current)	118	69
Borrowings Bonds (current)	12	4
Total Borrowings	861	735
Loans payable to related parties (non-current)	164	147
Loans payable to related parties (current)	-	-
IFRS adjustment to the Issuance canceled	(6)	(6)
Less: Adjusted Debt Amount	159	140
Adjusted Borrowings	703	595
IFRS 16 non-current	775	455
IFRS 16 current	36	71
Lease Liability	811	525
Total Adjusted Debt	1,514	1,120
Cash and cash equivalents	182	172
Bank overdraft	(54)	(34)
Excluding: Net Cash	128	137
Adjusted Net Debt	1,386	982
Last Twelve Month Adjusted EBITDA ⁽²⁾	545	458
Adjusted Net Debt to Adjusted EBITDA Ratio	2.5x	2.1x

Q4'23 - Adjusted Net Debt (excl. leases) Calculations ⁽¹⁾

<i>In \$m, unless otherwise stated</i>	Q4'23	Q3'23
Borrowings (non-current)	317	248
Borrowings Bonds (non-current)	414	414
Borrowings (current)	118	69
Borrowings Bonds (current)	12	4
Total Borrowings	861	735
Loans payable to related parties (non-current)	164	147
Loans payable to related parties (current)	-	-
IFRS adjustment to the Issuance canceled	(6)	(6)
Less: Adjusted Debt Amount	159	140
Adjusted Borrowings	703	595
IFRS 16 non-current	-	-
IFRS 16 current	-	-
Lease Liability	-	-
Total Adjusted Debt	703	595
Cash and cash equivalents	182	172
Bank overdraft	(54)	(34)
Excluding: Net Cash	128	137
Adjusted Net Debt (excluding leases)	575	457
Last Twelve Month Adjusted EBITDAaL ⁽²⁾	406	361
Adjusted Net Debt (excl. leases) to Adjusted EBITDAaL Ratio	1.4x	1.3x

Refer to slide 18 for the definitions of Adjusted Net Debt, Adjusted EBITDA, Adjusted Net Debt to Adjusted EBITDA Ratio, Adjusted Net Debt (excl. leases), Adjusted EBITDAaL and Adjusted Net Debt (excl. leases) to Adjusted EBITDAaL Ratio

⁽¹⁾ On a combined basis with Free in Senegal

⁽²⁾ On Pro Forma basis; combining the results for Axian Telecom and Free in Senegal as if they were a part of the same group for the last twelve months

GLOSSARY

In this presentation, we present certain financial measures of the Group that are not defined in, and thus, not calculated in accordance with International Financial Reporting Standard (“IFRS”), United States Generally Accepted Accounting Practice (“U.S. GAAP”) or generally accepted accounting principles in any other relevant jurisdiction.

These include EBITDA, Adjusted EBITDA, Adjusted EBITDA Margin (each as defined below). Because these measures are not standardized, they may not be comparable to other similarly titled measures used by other companies and have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of our operating results as reported under IFRS.

We do not regard these non-IFRS measures as a substitute for, or superior to, the equivalent measures calculated and presented in accordance with IFRS or those calculated using financial measures that are calculated in accordance with IFRS.

Adjusted EBITDA: EBITDA adjusted for: (i) share of net profit of joint ventures; (ii) loss on disposal of subsidiary; (iii) gain on disposal of property, plant and equipment, and (iv) other non-operating expenses/(income) – net;

Adjusted EBITDAaL: Adjusted EBITDA after deducting lease payments made in the period;

Adjusted EBITDA Margin: ratio of Adjusted EBITDA to our revenue, expressed as a percentage;

Adjusted Net Debt: Adjusted Total Debt less cash and cash equivalents (excluding deposits held at banks and bank overdraft) as at the date of the consolidated statement of financial position;

Adjusted Net Debt (excl. leases): Adjusted Net Debt excluding lease liabilities;

Adjusted Net Debt to Adjusted EBITDA Ratio: Adjusted Net Debt divided by Adjusted EBITDA for a stated period, expressed as a multiple;

Adjusted Net Debt (excl. leases) to Adjusted EBITDAaL Ratio: Adjusted Net Debt (excl. leases) divided by Adjusted EBITDAaL for a stated period, expressed as a multiple;

Adjusted Total Debt: current and non-current borrowings plus capitalized debt issuance costs (excluding the Subordinated Shareholder Loans and loans payable to entities under common control) and lease liability as at the date of the consolidated statement of financial position;

Active data users: the total number of customers using more than 5 MB of mobile data over a 30-day period;

Active MFS users: total number of mobile financial users that made, received or participated in a Mobile Money Active Event within 30 days. A Mobile Money Active Event is a transaction initiated by a mobile money user, whether or not it is revenue-generating;

Capital Expenditure: purchases of property, plant and equipment and purchases of intangible assets as stated in the Financial Statements;

EBITDA: profit or loss for the year/period, excluding the impact of: (i) income tax expense; (ii) finance income; (iii) finance costs; (iv) depreciation of property, plant and equipment; (v) amortization of intangible assets; and (vi) amortization of right-of-use assets;

Owned Towers: Refers to ground-based towers, rooftop towers, and cell-on-wheels. Our Towers support wireless telecommunication equipment, and we measure the number of Owned Towers by considering the number of towers which are owned by all consolidated subsidiaries of the Group;

Revenue generating subscribers (“RGS”): revenue generating subscribers over fixed periods, usually a 90-day period at the Group level (a block of which we refer to as an “RGS90”), and one-, seven-, 30- and 60-day periods at the operational level;

Shared Towers: Refers to a subset of Owned Towers, specifically those towers which are owned by companies in our Group which provide passive telecommunications infrastructure services. We measure the number of Shared Towers by considering only those Towers with at least one Tenant at the date of measurement;

Tenancy Ratio: Represents the average number of Tenants per Shared Tower across our portfolio. Tenancy Rate is calculated by dividing the number of Tenants on Shared Towers by the number of Shared Towers at the date of measurement;

Tenants: Refers to the number of distinct customer points of presence across our Shared Tower portfolio;

YoY: Year-over-Year;