

Q1 2024 UNAUDITED RESULTS

28 MAY 2024



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PRESENTING TODAY



HASSANEIN HIRIDJEE

Chairman and Founder



NICOLAS SYLVESTRE-BONCHEVAL

Chief Financial Officer

INDUSTRY AND HIGHLIGHTS

MACROECONOMIC ENVIRONMENT

Madagascar:

- 2024 expected GDP growth is 4.5%⁽¹⁾
- 2024 expected inflation of 7.8%⁽¹⁾ (vs. 9.9% in 2023)
- \$/MGA at 4,368⁽²⁾ in Q1'24, -0.9% YoY
- Q1'24 Foreign Reserve stood at \$2.6bn⁽³⁾ (+\$0.4bn YoY)

Tanzania:

- 2024 expected GDP growth is 5.5%⁽¹⁾
- 2024 expected inflation is 4.0%⁽¹⁾ (vs. 4.0% 2023)
- \$/TZS at 2,578⁽²⁾ in Q1'24, -9.3% YoY
- Q1'24 Foreign Reserve stood at \$5.3bn⁽⁴⁾ (+\$0.3bn YoY)

Togo:

- 2024 expected GDP growth is 5.3%⁽¹⁾
- 2024 expected inflation of 2.7%⁽¹⁾ (vs. 5.1% in 2023)
- \$/XOF at 607⁽²⁾ in Q1'24, -0.9% YoY

Senegal:

- 2024 expected GDP growth is 8.3%⁽¹⁾
- 2024 expected inflation of 3.9%⁽¹⁾ (vs. 5.9% in 2023)
- \$/XOF at 607⁽²⁾ in Q1'24, -0.9% YoY

TELECOM INDUSTRY

Madagascar⁽⁵⁾:

- Total subscribers as of Q1'24 were 20.1m, which is a +17.3% increase YoY
- Mobile and data penetration of 65.8% and 37.2% respectively as of Q1'24, which is +7.8pp and +4.4pp YoY

Tanzania⁽⁶⁾:

- Total subscribers as of Q1'24 were at 72.5m, which is a +17.2% increase YoY
- Mobile and data penetration of 117.3% and 59.6% respectively as of Q1'24, which is +17.2pp and +6.0pp YoY

Togo^{(7),(8)}:

- Total subscribers as of Q1'24 were at 7.3m, which is a +9.2% increase YoY
- Mobile and data penetration of 86.9% and 66.8% respectively as of Q1'24, which is +5.0pp and +6.8pp YoY

Senegal⁽⁹⁾:

- Total subscribers as of Q1'24 were 22.9m, which is a +5.8% increase YoY
- Mobile and data penetration of 127.0% and 111.8% respectively as of Q1'24, which is +4.9pp and +9.9pp YoY

HIGHLIGHTS Q1'24

KEY KPIs (Consolidated Results)

Revenue Generating Subscribers	26% YoY 39.4m
Active Data Users	56% YoY 11.4m
Active MFS Users	22% YoY 12.9m

KEY FINANCIALS (Consolidated Results)

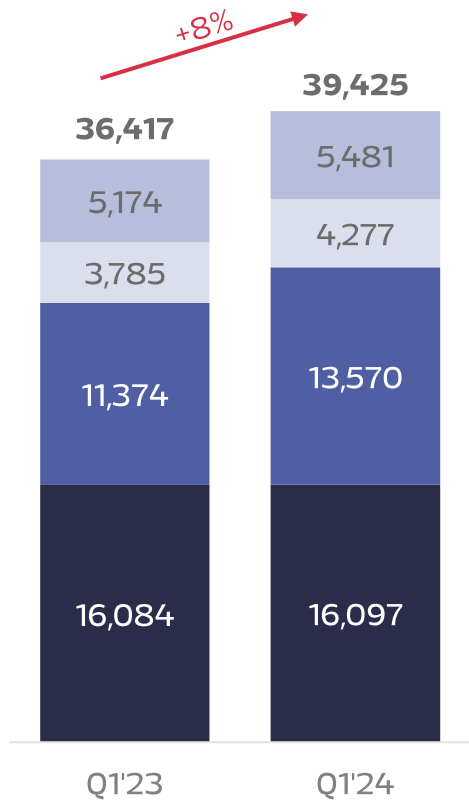
Revenue	34% YoY \$322.3m	Adjusted EBITDA	37% YoY \$147.9m
Excluding FX impact	39% YoY \$335.2m	Excluding FX impact	43% YoY \$154.5m

KEY FINANCIALS (Pro Forma Results⁽¹⁾)

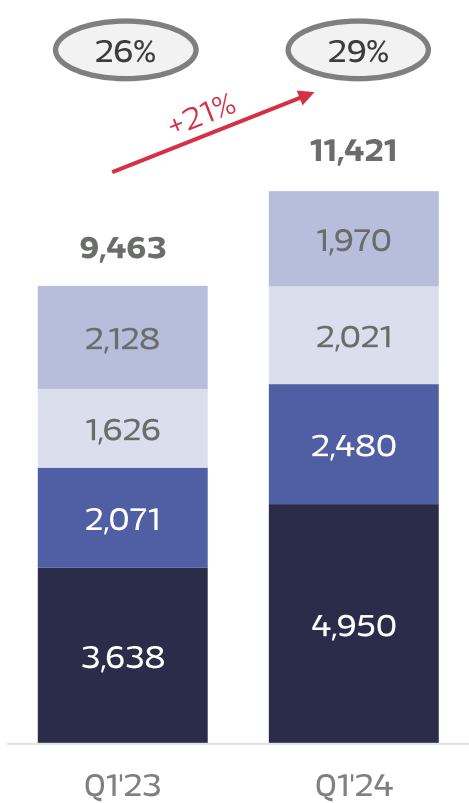
Revenue	14% YoY	Adjusted EBITDA	18% YoY
Excluding FX impact	18% YoY	Excluding FX impact	23% YoY

SUBSCRIBERS

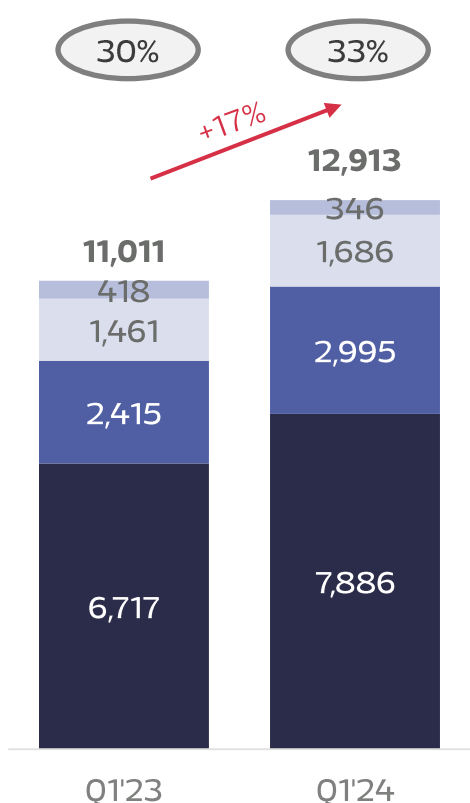
Revenue generating subscribers ('000)



Active data users ('000)



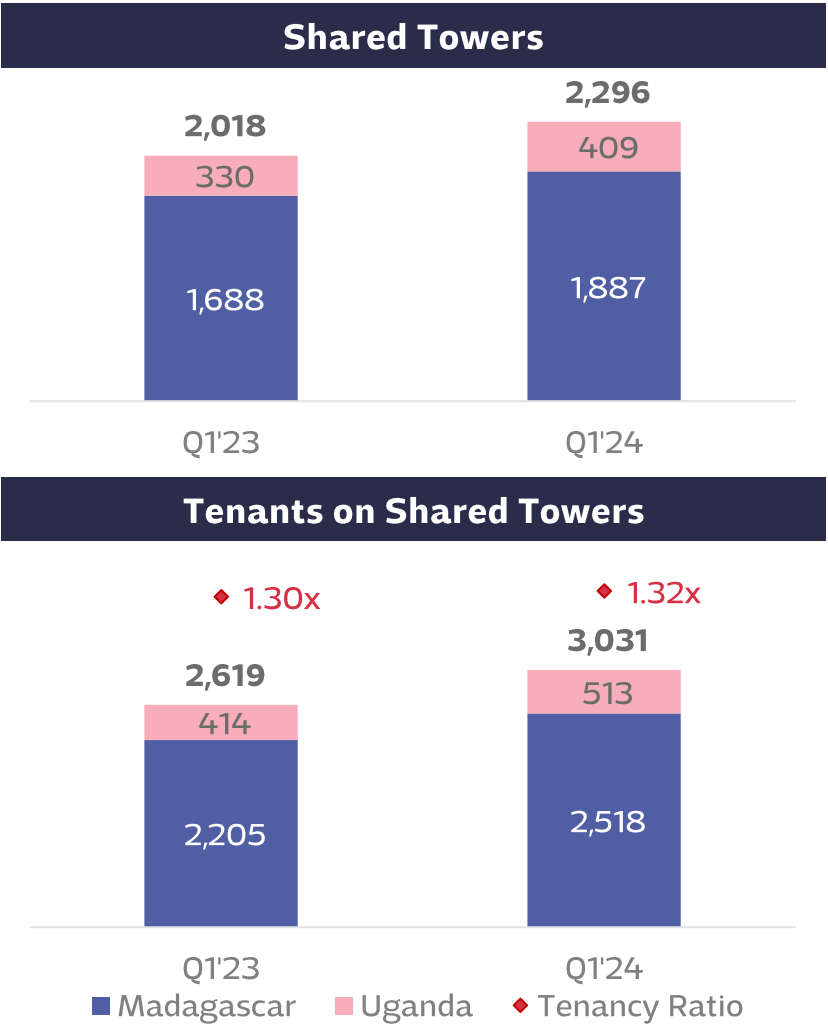
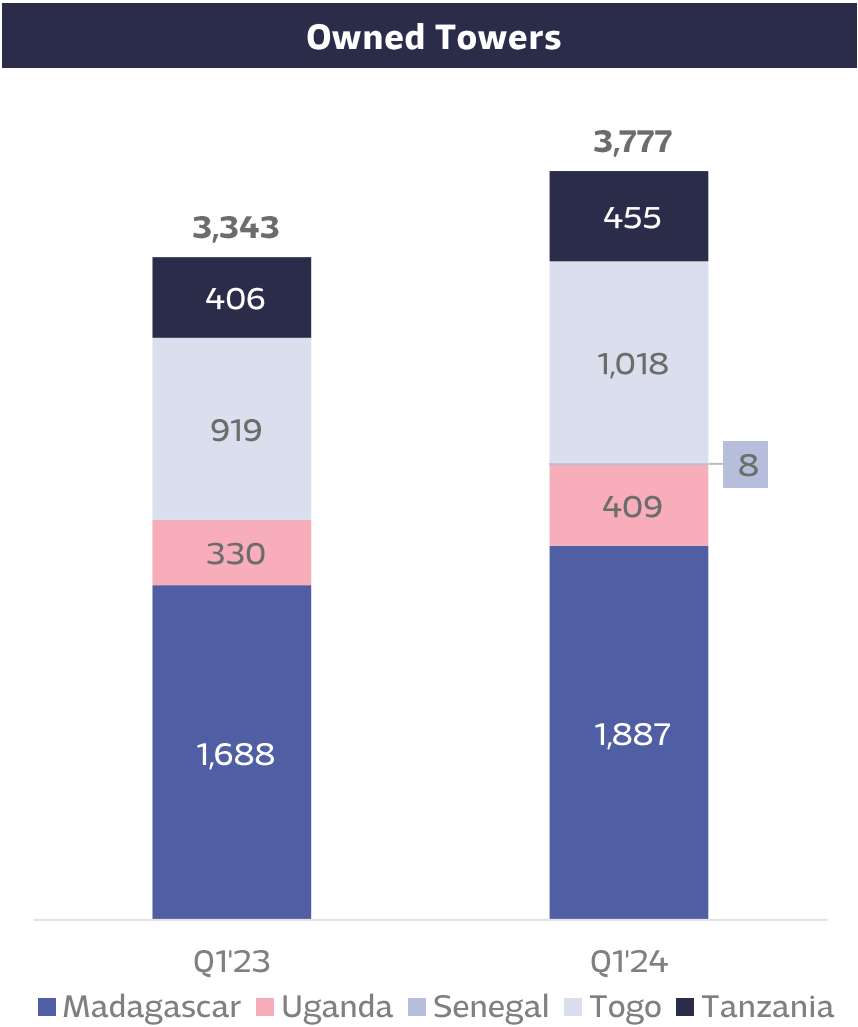
Active MFS users ('000)



■ Tanzania ■ Madagascar ■ Togo ■ PF Senegal (x%) % of RGS

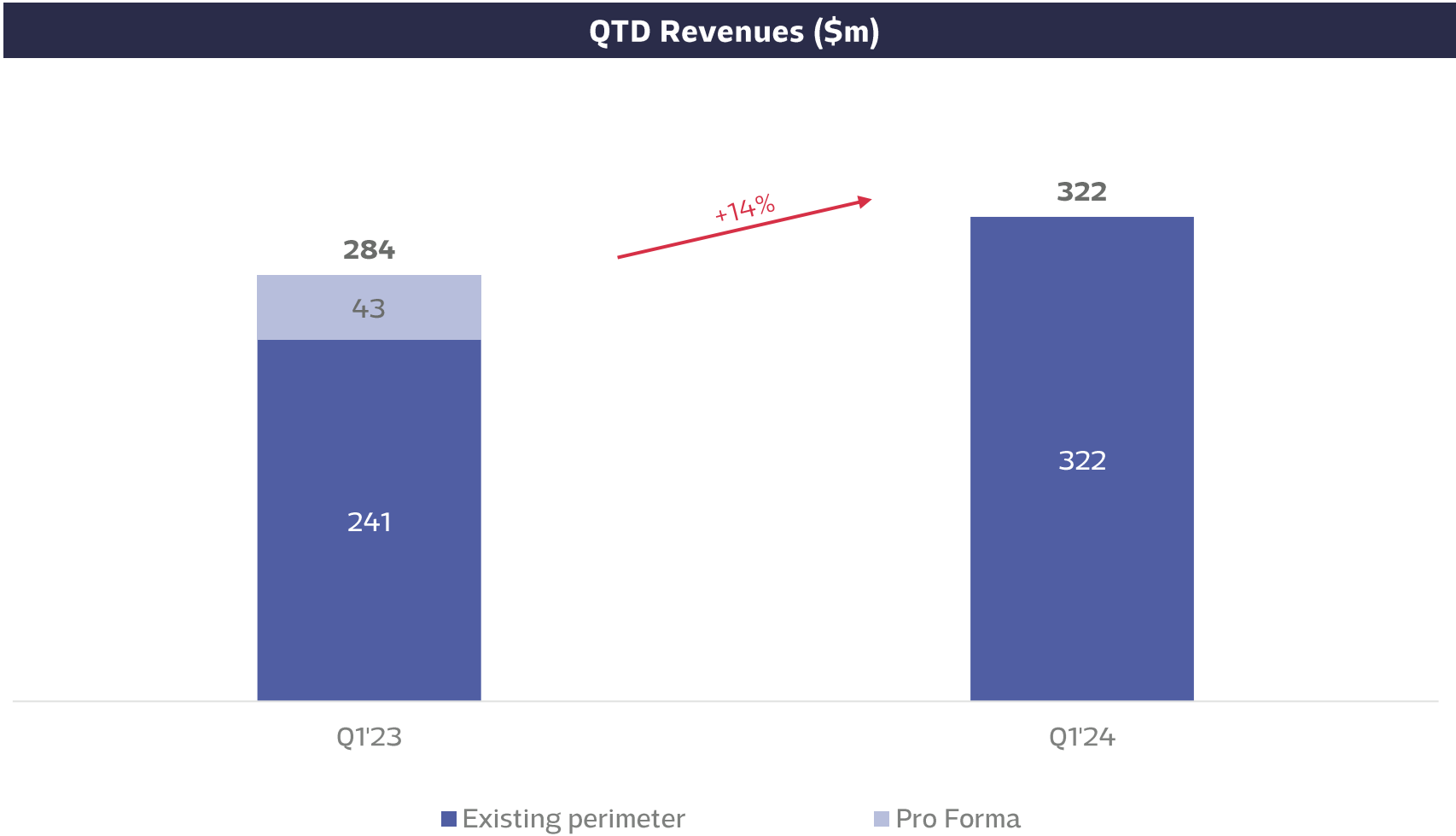
- Revenue generating subscribers +8% YoY, mainly driven by
 - +2.2m subscribers in Madagascar, a 19% increase YoY
 - +0.5m subscribers in Togo, a 13% increase YoY
 - Stable subscribers in Tanzania
 - PF Senegal subscribers +0.3m with 6% increase YoY
- Active data users +21% YoY
 - Strong growth from Tanzania +36%, Togo +24%, and Madagascar +20%
 - PF Senegal -7% due to revised data bundles and pricing strategy
- Active MFS users +17% YoY
 - Strong growth from Madagascar +24%, Tanzania +17%, and Togo +15%
 - 17% in PF Senegal Active MFS Users due to change in our P2P Transaction pricing

TOWERS AND TENANTS



- Number of Owned Towers increased by 434 YoY in Q1'24, while Shared Towers increased by 278 YoY; increase in Owned Towers comprised of:
 - +199 in Madagascar
 - +79 in Uganda
 - +99 in Togo
 - +49 in Tanzania
- Tenants on Shared Towers increased by 412 YoY in Q1'24, while Tenancy Ratio grew from 1.30x to 1.32x:
 - +313 in Madagascar
 - +99 in Uganda

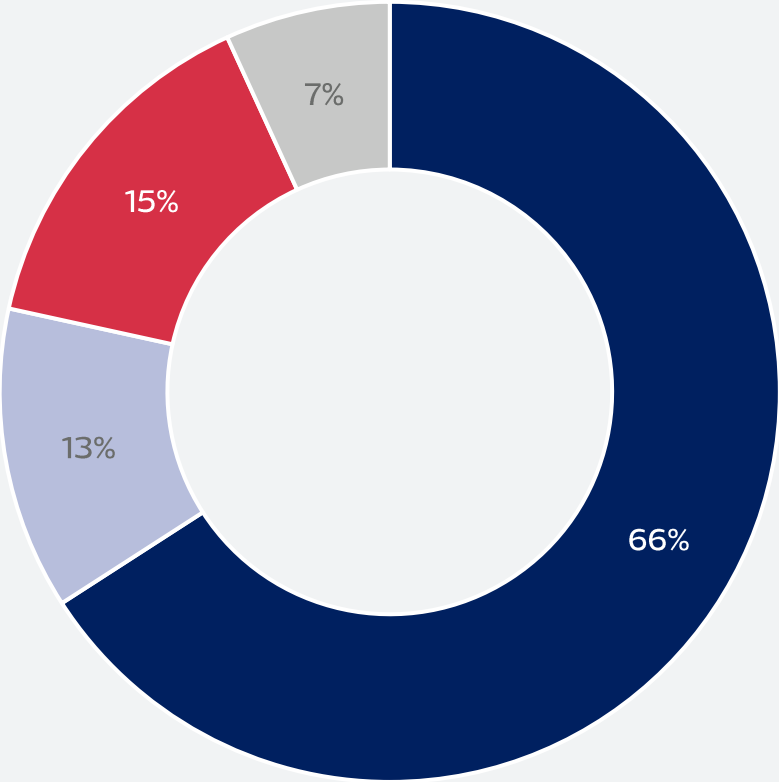
REVENUE



- +34% YoY revenue growth in Q1'24 in our existing perimeter and 14% YoY growth on a PF basis
 - Strong growth in infrastructure revenue with +5.8m YoY (+61%)
 - Mobile & Fixed revenue grew \$65m YoY (+35%), of which \$43m attributable to inclusion of Senegal
 - Digital & Mobile Financial Services revenue grew \$11m YoY (+25%)
- Q1'24 Pro forma Senegal revenue is stable YoY
- Without FX impact, our Q1'24 Pro forma revenue would have been 4% higher, and would have reflected YoY growth of 18%

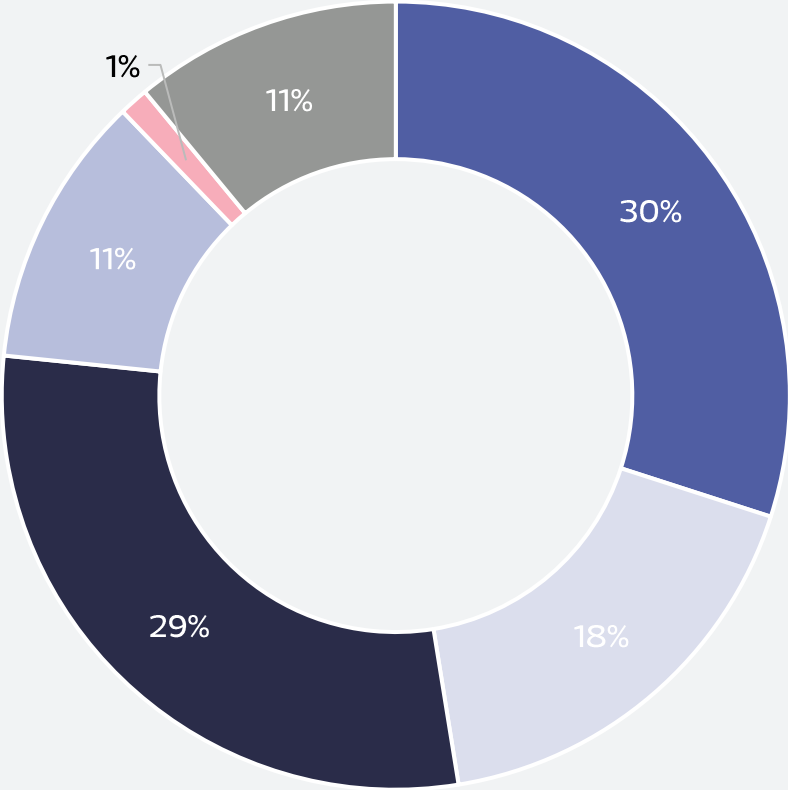
REVENUE SPLITS

Q1'24 Revenue by segment (%)



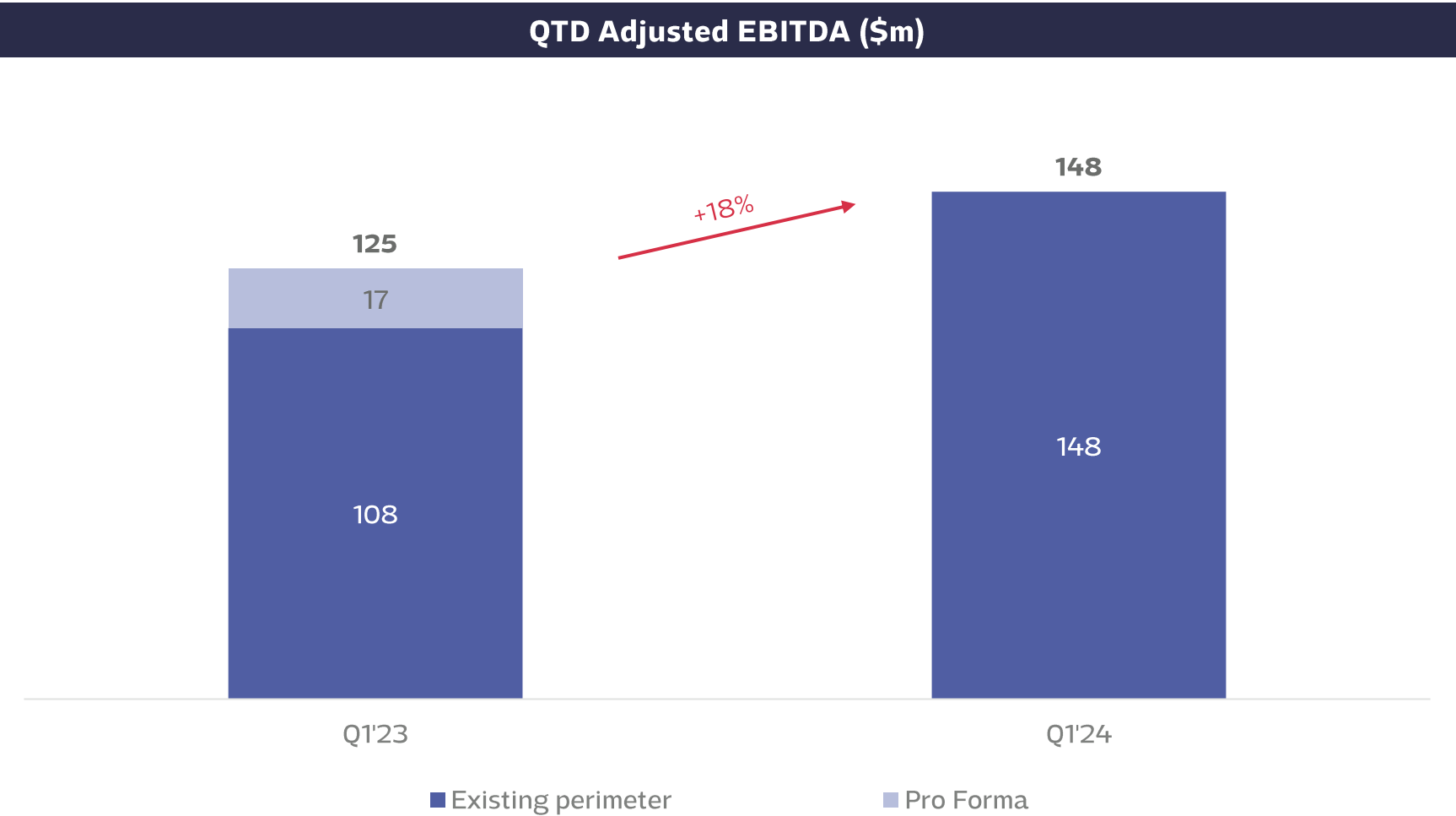
■ Mobile & Fixed ■ Infrastructure ■ Digital & MFS ■ Others

Q1'24 Revenue by country (%)



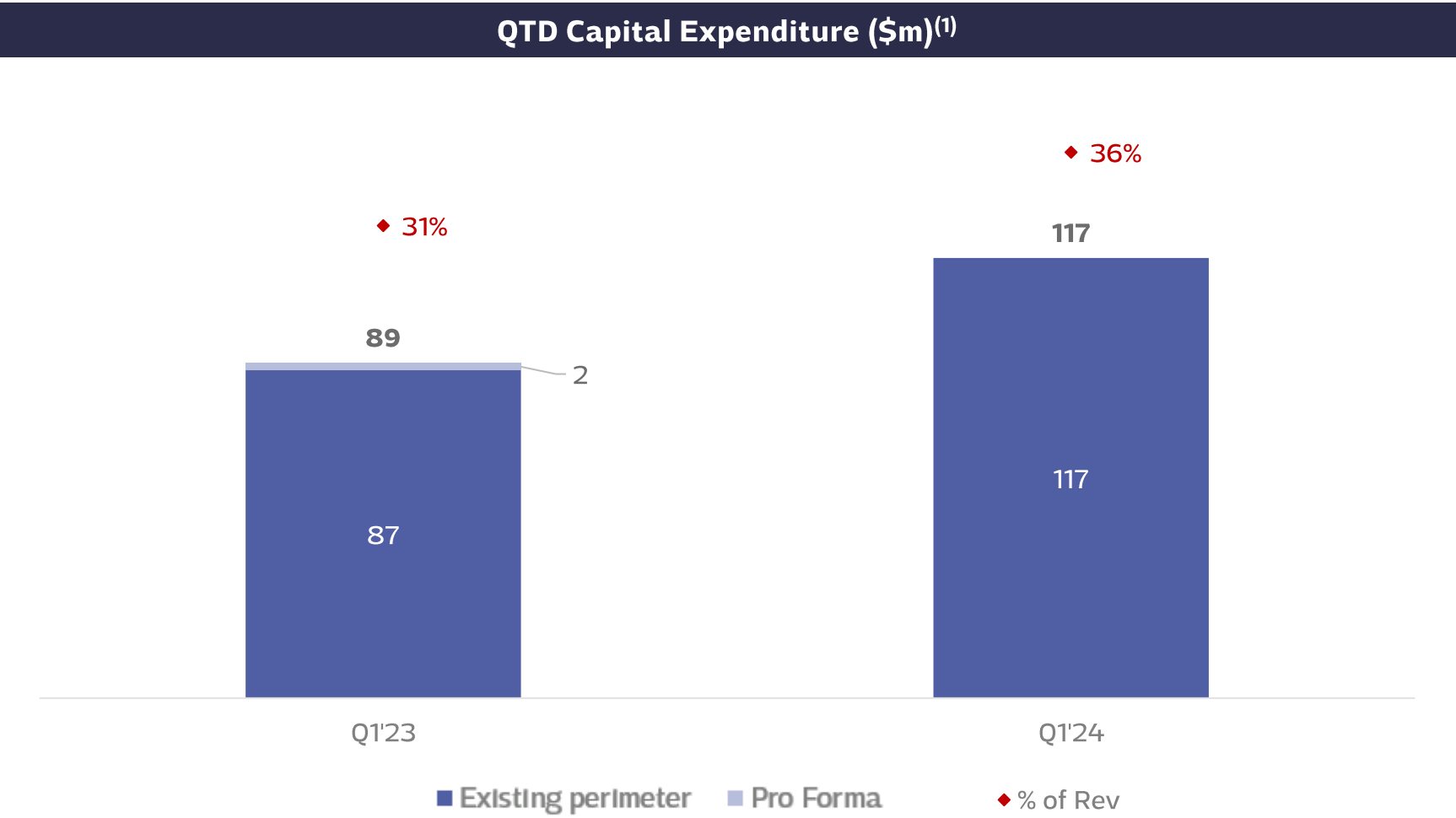
■ Madagascar ■ Togo ■ Tanzania ■ Senegal ■ Uganda ■ Holdings

ADJUSTED EBITDA



- +37% YoY Adjusted EBITDA growth in Q1'24 in our existing perimeter
 - YoY growth in Digital & Mobile Financial Services by \$8m (+43%) and Mobile & Fixed services by \$34m (+35%)
 - Q1'24 includes +\$17m in Adjusted EBITDA from Senegal
- Q1'24 Pro Forma Adjusted EBITDA grew 18% YoY. Without FX impact, Pro Forma Adjusted EBITDA would have been 4% higher, and would have reflected YoY growth of 23%

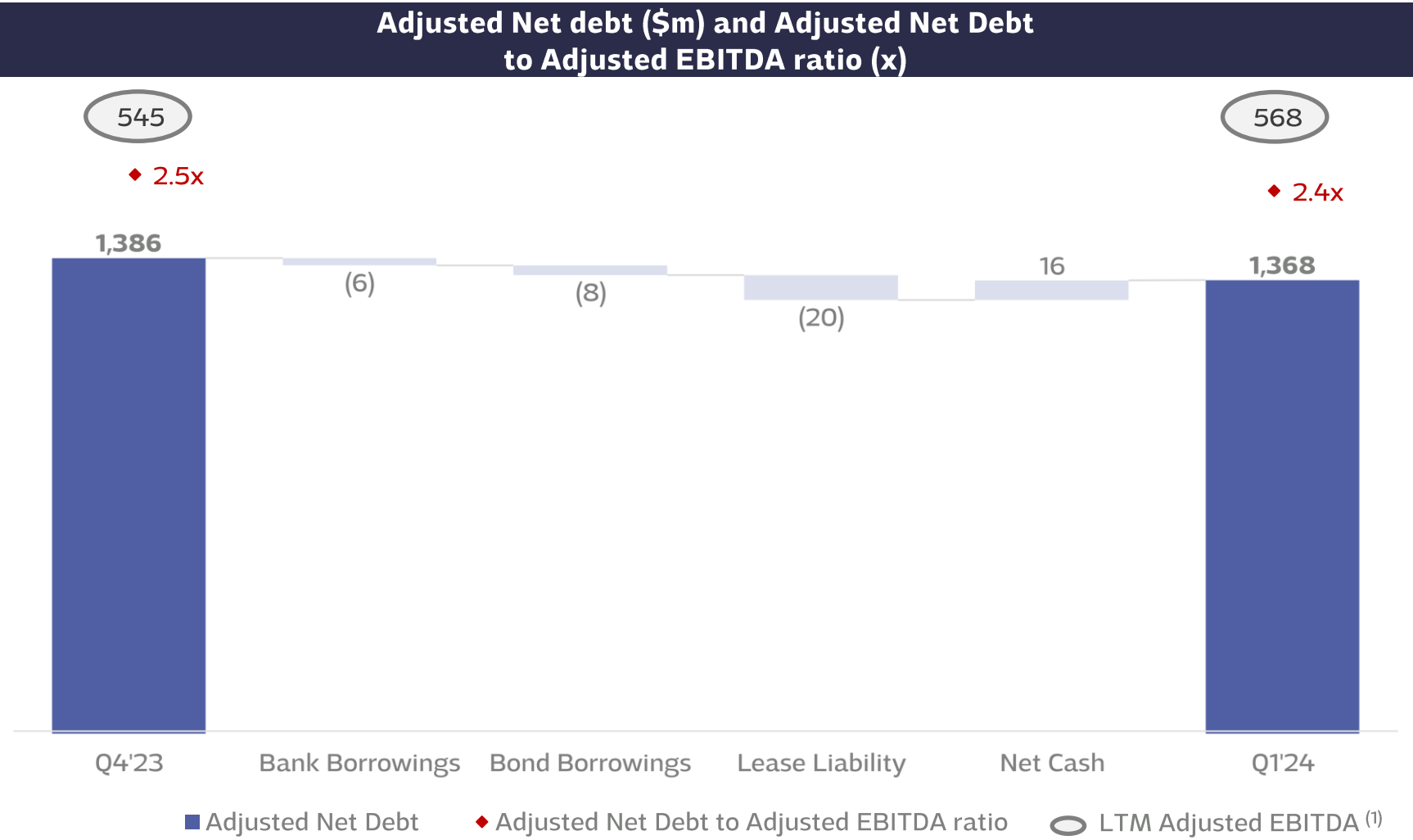
CAPITAL EXPENDITURE



- Q1'24 Capital Expenditure ("Capex") for the existing perimeter at \$117m. Pro forma Capex increased to 36% of revenue vs. 31% last year
 - Our Mobile & Fixed segment contributed 86% to the current period's Capex, due to increase of payment to suppliers in Madagascar and Tanzania. Free Senegal contribution is \$7m
 - Our Infrastructure segment contributed 13% to the current period's Capex

⁽¹⁾ Capex % of revenue are based on Proforma figures presented on a 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. Refer to slide 18 for the definition of Capital Expenditure ("Capex")

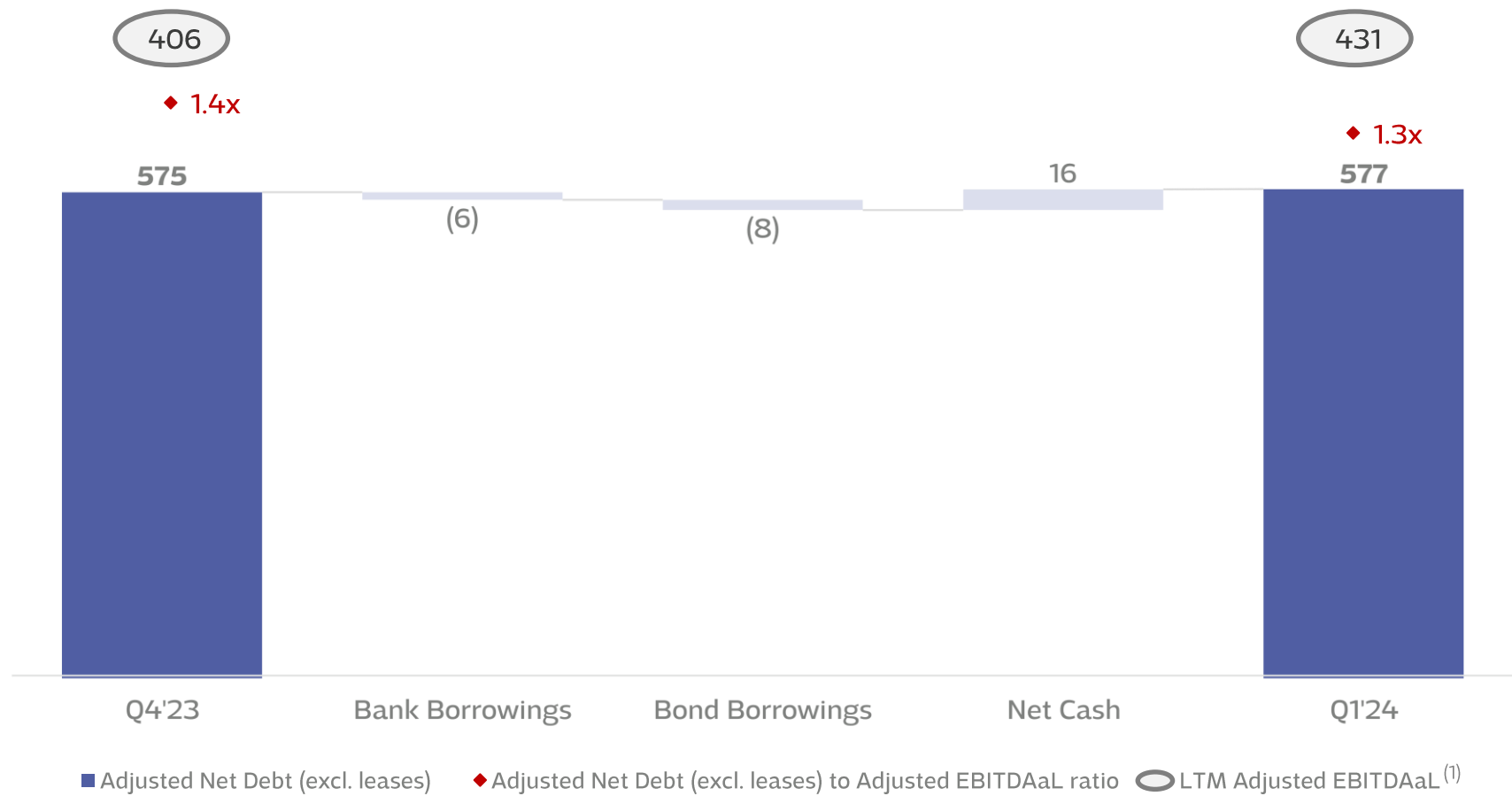
LEVERAGE



- Adjusted Net Debt to Adjusted EBITDA ratio of 2.4x as at Q1'24
- Decrease in leverage is due to:
 - Decrease in Adjusted Borrowings of \$14m on account of principal and interest repayments, offset by \$16m decrease in cash
 - Decrease in lease liabilities due to repayments in the quarter
 - Increase in LTM combined Adjusted EBITDA, \$22.5m from organic growth
- Net leverage covenant now at 3.75x as from 31 March 2024

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 1.3x as at Q1'24
 - Decrease in Adjusted Borrowings of \$14m on account of principal and interest repayments, offset by \$16m decrease in cash
 - Increase in Adjusted EBITDAaL, \$25.4m due to YoY increase of \$22.5m in LTM combined Adjusted EBITDA, and +\$2.9m from a YoY decrease in lease payments

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)

Q1'24

Q1'23

Var.

39,425

31,243

26%

11,421

7,335

56%

12,913

10,593

22%

322

241

34%

148

108

37%

46%

45%

1 pp

117

87

34%

36%

36%

0 pp

1,368

2.4x

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

39,425

36,417

8%

11,421

9,463

21%

12,913

11,011

17%

322

284

14%

148

125

18%

46%

44%

2 pp

117

89

31%

36%

31%

5 pp

Existing Perimeter Excluding 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

33,944

31,243

9%

9,451

7,335

29%

12,567

10,593

19%

279

241

16%

131

108

21%

47%

45%

2 pp

110

87

26%

39%

36%

3 pp

ADJUSTED EBITDA RECONCILIATION

In \$m, unless otherwise stated

	Q1'24	Q1'23	Q1'24	Q1'23
	Existing perimeter		Proforma ⁽¹⁾	
Profit for the period	29	22	29	22
Income tax expense/(credit)	12	11	12	11
Finance income	(22)	(13)	(22)	(13)
Finance costs	60	38	60	45
Depreciation of property, plant and equipment	44	31	44	35
Amortization of right of use assets	17	13	17	16
Amortization of intangible assets	13	7	13	11
EBITDA	153	110	153	127
Share of net profit in joint ventures	(5)	(2)	(5)	(2)
Loss on disposal of subsidiary	-	-	-	-
Impairment of property, plant and equipment and	-	-	-	-
Gain/(loss) on disposal of property, plant and	(0)	(0)	(0)	(0)
Other non-operating expense/(income)	-	-	-	-
Adjusted EBITDA	148	108	148	125

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 and Free in Senegal as if they were a part of the same group from January 1, 2023

CALCULATION OF ADJUSTED NET DEBT TO ADJUSTED EBITDA RATIO

Q1'24 - Adjusted Net Debt Calculations ⁽¹⁾

<i>In \$m, unless otherwise stated</i>	Q1'24	Q4'23
Borrowings (non-current)	327	317
Borrowings Bonds (non-current)	415	414
Borrowings (current)	104	118
Borrowings Bonds (current)	4	12
Other Borrowings	0	
Total Borrowings	850	861
Loans payable to related parties (non-current)	166	164
IFRS adjustment to the Issuance canceled	(5)	(6)
Less: Adjusted Debt Amount	161	159
Adjusted Borrowings	689	703
IFRS 16 non-current	754	775
IFRS 16 current	37	36
Lease Liability	791	811
Adjusted Total Debt	1,480	1,514
Cash and cash equivalents	172	182
Bank overdraft	(60)	(54)
Excluding: Net Cash	112	128
Adjusted Net Debt	1,368	1,386
Last Twelve Month Adjusted EBITDA ⁽²⁾	568	545
Adjusted Net Debt to Adjusted EBITDA Ratio	2.4x	2.5x

Q1'24 - Adjusted Net Debt (excl. leases) Calculations ⁽¹⁾

<i>In \$m, unless otherwise stated</i>	Q1'24	Q4'23
Borrowings (non-current)	327	317
Borrowings Bonds (non-current)	415	414
Borrowings (current)	104	118
Borrowings Bonds (current)	4	12
Other Borrowings	0	
Total Borrowings	850	861
Loans payable to related parties (non-current)	166	164
IFRS adjustment to the Issuance canceled	(5)	(6)
Less: Adjusted Debt Amount	161	159
Adjusted Borrowings	689	703
IFRS 16 non-current	-	-
IFRS 16 current	-	-
Lease Liability	-	-
Adjusted Total Debt	689	703
Cash and cash equivalents	172	182
Bank overdraft	(60)	(54)
Excluding: Net Cash	112	128
Adjusted Net Debt (excluding leases)	577	575
Last Twelve Month Adjusted EBITDAaL ⁽²⁾	431	406
Adjusted Net Debt (excl. leases) to Adjusted EBITDAaL Ratio	1.3x	1.4x

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;