



EDITION
DECEMBER 31ST

2022

MAROC TELECOM

KEY FACTS & FIGURES

CORPORATE GOVERNANCE

MANAGEMENT BOARD

MAROC TELECOM
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DECEMBER 2022



Abdeslam **AHIZOUNE**
Chairman of the Management Board

Hassan RACHAD
Managing Director of Networks and Systems

Brahim BOUDAOUJ
Managing Director of Regulation and Legal Affairs

François VITTE
Chief Financial Officer

Abdelkader MAAMAR
Managing Director of Services

Maroc Telecom also has **8** regional divisions under the authority of the Chairman of the Management Board

SUPERVISORY BOARD

CHAIRWOMAN
NADIA FETTAH ALAOUI

Minister of Economy and Finance

HATEM DOWIDAR
Managing Director of Etisalat Group

VICE-PRESIDENT
JASSEM MOHAMED BU ATABA ALZAABI

Chairman of Abu Dhabi Department of Finance,
Chairman of Etisalat Group

LUIS ENRIQUEZ
Advisor to the Management Board of Etisalat Group

KAMAL S. SHEHADI
Strategy Director of Etisalat International

MEMBERS
ABDELOUAFI LAFTIT
Minister of the Interior

HESHAM ABDULLA AL QASSIM
CEO of Wast Asset Management Group,
Member of the Management Board of Etisalat Group

ABDELLATIF ZAGHNOUN
General Manager of the National Agency for Strategic
Management of State Holdings and Monitoring of the
Performance of Public Establishments and Enterprises

MOHAMMED KARIM BENNIS
Chief Financial Officer of Etisalat Group

A MAIN ACTOR CONTRIBUTING TO ECONOMIC AND SOCIAL DEVELOPMENT IN 11 COUNTRIES IN AFRICA

A renowned operator in Africa, leader in Morocco and other countries, Maroc Telecom Group is actively participating in the development of the telecoms sector on the continent. With a presence in 11 countries (Morocco, Benin, Burkina Faso, Côte d'Ivoire, Gabon, Mali, Mauritania, Niger, Central African Republic, Chad and Togo), it serves 75.4 million mobile, fixed-line and Internet customers.



Group makes a significant contribution to economic and social development, access to NICTs and the well-being of populations both in Morocco and in all the countries in which its subsidiaries are located.

Through its commitment to reducing the digital divide, the

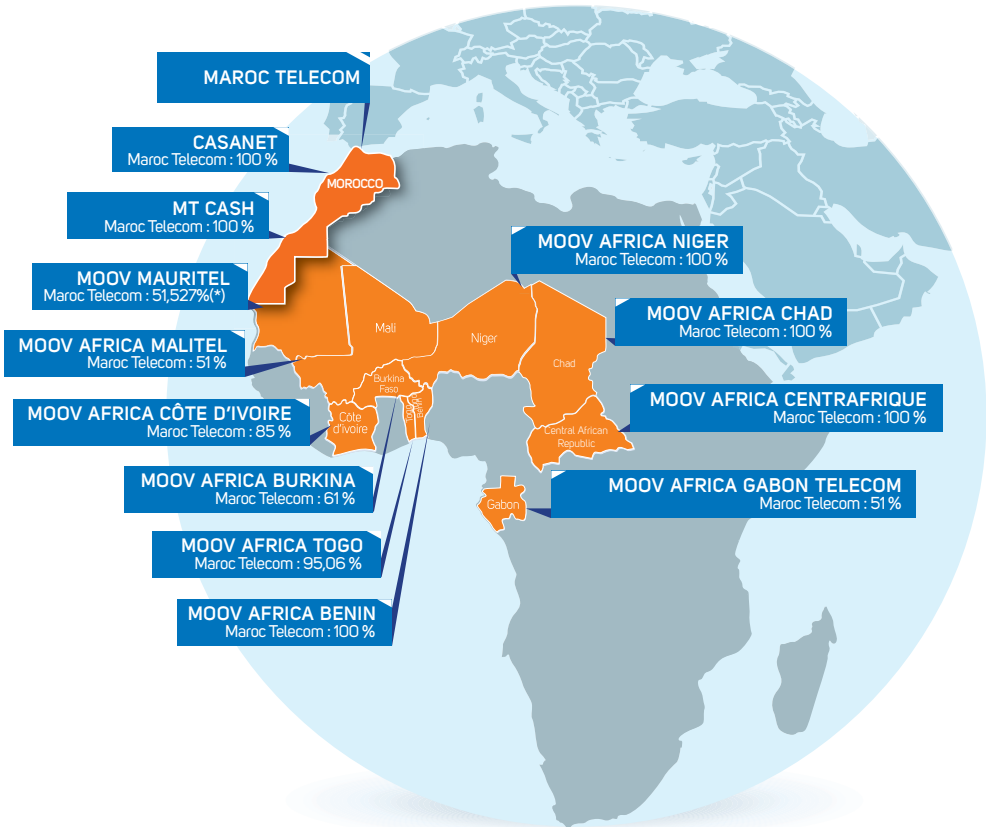
based on partnerships of building trust, sharing know-how and respect for local cultures and skills.

Having been privatised in 2001, Maroc Telecom has been jointly listed on the Casablanca and Paris stock exchanges since December 2004. The main shareholders are the Etisalat Group* (53%) and the Kingdom of Morocco (22%).

On January 1st, 2021, the Group launched the «Moov Africa» brand. Through it, the ten African subsidiaries are now united around a common identity.

The Group's presence in Africa is perfectly in line with the South-South cooperation policy initiated by His Majesty King Mohammed VI. The Group's successful development strategy is

*Via SPT, a company incorporated under Moroccan law, controlled by Etisalat.



(*) Controlled at 51.527% via CMC, a company incorporated under Mauritanian law

2023

2022

2021

2019

FINANCIAL RESULTS

Through its proactive investment policy, Maroc Telecom Group continues to strengthen its infrastructures and to deploy broadband and very high speed mobile and fixed-line services.

It is backed up by the latest technologies to greatly increase the flow rates offered and guarantee an optimal quality of service.

At the end of December 2022, the Group's consolidated turnover amounted more than MAD 35.7 billion to which the subsidiaries have contributed to the tune of 48%.

CONSOLIDATED TURNOVER



**BILLION
DIRHAMS**

48% of the Group's revenue
is generated internationally

EBITDA GROUP MARGIN



**OF
REVENUES**

ADJUSTED NET PROFIT - GROUP SHARE



**BILLION
DIRHAMS**

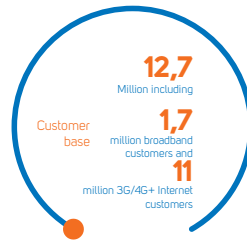
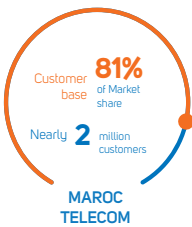
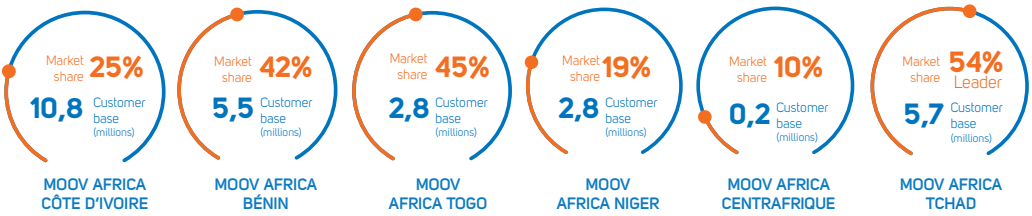
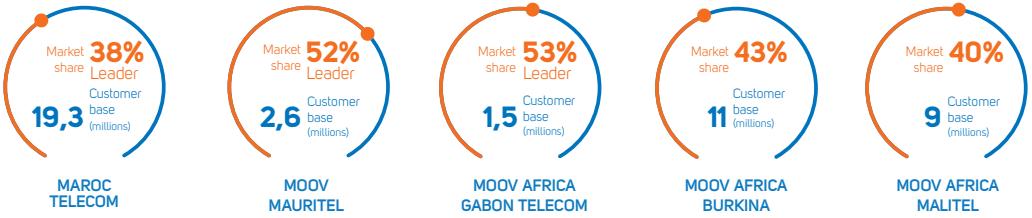
PERFORMANCE

Armed with its expertise and good knowledge of its customers' expectations, Maroc Telecom Group develops innovative services adapted to the uses of the population. It continues to accompany its customers towards new, simple, practical and useful digital uses that make their daily lives easier.

Maroc Telecom is the leader in all mobile, fixed-line and Internet business segments, thanks to its capacity for innovation and the quality of its networks, with 22.9 million customers in Morocco.

At the end of December 2022, the Group's customer base had increased by 1.6%. Subsidiaries account 70% of the Group's total customer base.

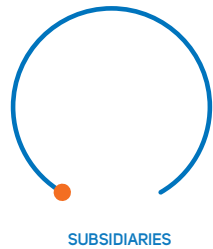
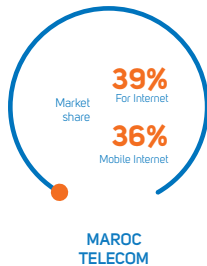
MOBILE



FIXED-LINE



INTERNET



GROUPS' HIGHLIGHTS

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Maroc Telecom Group is perpetually innovating and developing services that promote not only access to telephony and the Internet but also to a multitude of digital content. It relies on the most recent technological advances and the know-how, expertise and commitment of its teams.

The year 2022 was characterised by:

- **Strengthening network infrastructures for the development of FTTH technology and 4G** to support the increasing growth in ultra-high-speed data uses;
- **Permanent updating of the catalogue of offers and services** with new solutions.

In line with its policy of social responsibility, the Group supports numerous civil society initiatives in the humanitarian, cultural, sports and environmental protection fields.

MAROC TELECOM

- Launch of new digital offers and services and enhancement of existing services
- Acceleration of the deployment of the fixed-line Internet access network (FTTH) and reinforcement of the coverage and mobile data capacity through 4G extensions
- Obtained the 4th ISO 26000 certificate with an «advanced» level of maturity, the highest on the agency's classification scale

MOOV MAURITEL

- Acceleration of the deployment of the FTTH service
- Acceleration of SWAPs of mobile sites in 4G
- Continued Voice and Data promotions

MOOV AFRICA GABON TELECOM

- Opening of the FTTH service in the interior of the country and increase in speed
- Enrichment of the Mobile offers
- Launch of new value-added services

MOOV AFRICA BURKINA

- Extension of Internet bandwidth
- Launch of promotional offers on FTTH, mobile and Internet services
- Launch of new value-added services

MOOV AFRICA MALITEL

- Acceleration of the migration of customers to Fiber Optics
- Enrichment of Mobile and Internet offers
- Expansion of mobile payment services

MOOV AFRICA CÔTE D'IVOIRE

- Extension of the FTTH service and repositioning of offers
- Enrichment of Mobile and Internet offers
- Launch of new value-added services

MOOV AFRICA BENIN

- Widespread 3G and 4G network coverage
- Redesign of Internet packages
- Launch of new value-added services

MOOV AFRICA TOGO

- Continued Voice and Data promotions
- Redesign of Mobile and Internet plans
- Launch of new value-added services

MOOV AFRICA NIGER

- Enrichment of Voice and Data packages and continuation of promotions
- Pricing overhaul of the main Moov Money services
- Launch of new value-added services

MOOV AFRICA CENTRAFRIQUE

- Increased Internet bandwidth
- Continue with Data promotions

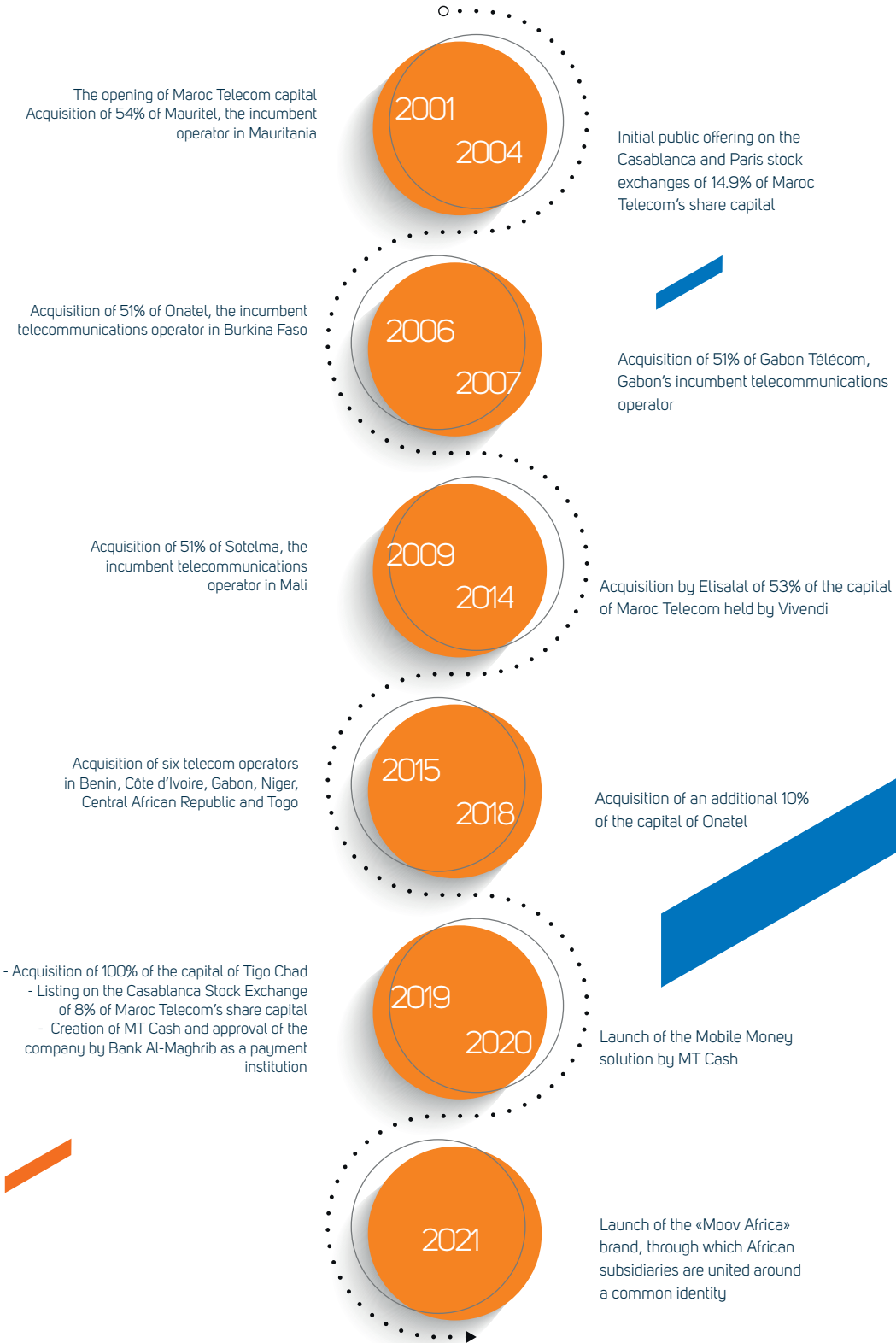
MOOV AFRICA TCHAD

- Launch of new Internet and FTTH offers
- Expansion of mobile payment services



KEY DATES AND EVENTS

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E-mail :

relations.investisseurs@iam.ma
relations.presse@iam.ma

Website :

www.iam.ma