

H1 2024 CONSOLIDATED RESULTS

Resilient operational results:

- » **Group customer base up 5.1% to 78.4 million customers;**
- » **Growth of 0.9%* in consolidated revenues**, mainly driven by the activities of the Moov Africa subsidiaries (+3.7%*);
- » **Strong growth in Mobile Data revenues of Moov Africa subsidiaries (+18.2%*) and Fiber Optics in Morocco (+34.1%)**, offsetting the decrease in ADSL and Mobile revenues in Morocco;
- » **High profitability maintained with the Group's adjusted EBITDA margin at 51.9%;**
- » **Sustained Group investment** (excluding frequencies and licenses), **representing 17.6% of revenues.**

2024 outlook, at constant scope and exchange rates:

- » **Stable revenues;**
- » **Stable EBITDA;**
- » **CAPEX excluding frequencies and licenses of approximately 20% of revenues;**
- » **Net income and year-end debt significantly impacted by the Wana Corporate litigation provision recorded at June 30.**

Maroc Telecom Group maintains its momentum in sub-Saharan Africa and posted solid operating results in the first half of 2024, in line with its targets, proving the robustness of its fundamentals.

It fuels the growth of its activities through significant investments and implements cost optimization programs to ensure high profitability.

The Group is attentive to mutations in its markets and the needs of its customers, and proactively adapts its product and service offer.

* Constant MAD/ouguiya/CFA franc exchange rate.

Group adjusted consolidated results*:

(IFRS in MAD millions)	Q2 2023	Q2 2024	Change	Change at constant exchange rates ⁽¹⁾	H1 2023	H1 2024	Change	Change at constant exchange rates ⁽¹⁾
Revenues	9,306	9,194	-1.2%	0.5%	18,399	18,260	-0.8%	0.9%
Adjusted EBITDA	4,943	4,823	-2.4%	-1.0%	9,580	9,478	-1.1%	0.3%
<i>Margin (%)</i>	53.1%	52.5%	-0.7 pt	-0.8 pt	52.1%	51.9%	-0.2 pt	-0.3 pt
Adjusted EBITA	3,161	3,052	-3.5%	-2.1%	6,052	5,935	-1.9%	-0.7%
<i>Margin (%)</i>	34.0%	33.2%	-0.8 pt	-0.9 pt	32.9%	32.5%	-0.4 pt	-0.5 pt
Adjusted net income - Group share	1,408	1,415	0.5%	1.4%	2,935	2,943	0.3%	0.9%
<i>Margin (%)</i>	15.1%	15.4%	0.3 pt	0.1 pt	16.0%	16.1%	0.2 pt	0.0 pt
CAPEX⁽²⁾	2,091	1,953	-6.6%	-5.1%	2,945	3,232	9.8%	11.6%
<i>Of which frequencies and licenses</i>	0	22			0	22		
<i>CAPEX/Revenues (excluding frequencies and licenses)</i>	22.5%	21.0%	-1.5 pt	-1.5 pt	16.0%	17.6%	1.6 pt	1.6 pt
Adjusted CFFO	1,637	2,001	22.2%	24.5%	5,037	4,839	-3.9%	-2.5%
Net debt	15,733	14,383	-8.6%	-7.7%	15,733	14,383	-8.6%	-7.7%
Net debt/EBITDA⁽³⁾	0.7x	0.7x			0.8x	0.7x		

* Adjustments to financial indicators are set out in Appendix 1.

▶ Customer base

As of June 30, 2024, the Group customer base stood at **78.4** million customers, up **5.1%** year-on-year, driven by the increase in subsidiaries' customer base (**+8.9%**).

▶ Revenues

As at end of June 30, 2024, Maroc Telecom Group recorded consolidated revenues⁽⁴⁾ of MAD **18,260** million, up **0.9%**⁽¹⁾, boosted by the expansion of its Moov Africa subsidiaries business (**+3.7%**⁽¹⁾).

▶ Earnings from operations before depreciation and amortization

In the first half of 2024, consolidated adjusted earnings from operations before depreciation and amortization (EBITDA) for Maroc Telecom Group reached MAD **9,478** million, slightly up **0.3%**⁽¹⁾. This performance was driven by ongoing efforts to control operating costs, with an adjusted EBITDA almost stable in Morocco and growth among the Moov Africa subsidiaries (**+1.0%**⁽¹⁾).

The adjusted EBITDA margin remained high at **51.9%**, virtually unchanged year on year.

▶ Earnings from operations

Consolidated adjusted earnings from operations (EBITA)⁽⁵⁾ for the first six months of 2024 totaled MAD **5,935** million, down **0.7%**⁽¹⁾. The adjusted EBITA margin was **32.5%**, down by **0.5 pt**⁽¹⁾.

▶ **Net income Group share**

Adjusted net income Group share for first half 2024 amounted to MAD **2,943** million, up **0.9%**⁽¹⁾.

▶ **CAPEX**

CAPEX⁽²⁾ excluding frequencies and licenses represented **17.6%** of Group revenues at the end of June 2024, in line with the full-year outlook.

▶ **Cash flow**

Adjusted net cash flows from operations (CFFO)⁽⁶⁾ amounted to MAD **4,839** million for first half 2024, down by **2.5%**⁽¹⁾.

As of June 30, 2024, Group consolidated net debt⁽⁷⁾ was MAD **14,383** million, representing **0.7** time annualized EBITDA⁽³⁾.

▶ **Highlights**

The Casablanca Commercial Court of Appeal confirmed the judgment rendered by the Rabat Commercial Court, ordering IAM to pay Wana Corporate MAD 6.368 billion, fully accrued for in the accounts at the end of June 2024. The Company will appeal to the Court of Cassation against the decision of the Court of Appeal.

Group business review:

The adjustments to the "Morocco" and "International" financial indicators are explained in Appendix 1.

Morocco

(IFRS in MAD millions)	Q2 2023	Q2 2024	Change	H1 2023	H1 2024	Change
Revenues	4,897	4,798	-2.0%	9,680	9,521	-1.6%
Mobile	2,905	2,761	-5.0%	5,738	5,473	-4.6%
Services	2,679	2,635	-1.6%	5,370	5,221	-2.8%
Equipments and other revenues	226	126	-44.4%	368	252	-31.5%
Fixed	2,439	2,463	1.0%	4,825	4,924	2.1%
Of which Fixed Data*	1,080	1,150	6.5%	2,136	2,287	7.1%
Elimination and other income	-447	-426		-883	-876	
Adjusted EBITDA	2,791	2,740	-1.8%	5,417	5,402	-0.3%
Margin (%)	57.0%	57.1%	0.1 pt	56.0%	56.7%	0.8 pt
Adjusted EBITA	1,931	1,920	-0.6%	3,684	3,744	1.6%
Margin (%)	39.4%	40.0%	0.6 pt	38.1%	39.3%	1.3 pt
CAPEX⁽²⁾	1,012	1,027	1.5%	1,428	1,555	9.0%
Of which frequencies and licenses	0	0		0	0	
CAPEX/Revenues (excluding frequencies and licenses)	20.7%	21.4%	0.7 pt	14.7%	16.3%	1.6 pt
Adjusted CFFO	749	1,035	38.2%	2,810	2,913	3.7%
Net debt	8,730	6,614	-24.2%	8,730	6,614	-24.2%
Net debt/EBITDA⁽³⁾	0.7x	0.5x		0.8x	0.6x	

* Fixed Data includes the Internet, TV on ADSL and Data services to companies.

In the first half of 2024, revenues in Morocco decreased by **1.6%** versus the same period in 2023, to MAD **9,521** million. Fixed Data revenues continue to drive Fixed-line revenues, partly offsetting the decline in Mobile revenues.

Adjusted earnings from operations before depreciation and amortization (EBITDA) amounted to MAD **5,402** million, almost stable versus H1 2023. The adjusted EBITDA margin stood at a high level of **56.7%**, up **0.8 pt**.

Adjusted earnings from operations (EBITA)⁽⁵⁾ amounted to MAD **3,744** million, up **1.6%** year-on-year. The adjusted EBITA margin improved by **1.3 pt** to **39.3%**.

During the first half of 2024, the adjusted net cash flows from operations (CFFO)⁽⁶⁾ increased by **3.7%** to MAD **2,913** million.

Mobile

	Unit	06/30/2023	06/30/2024	Change
Customer base⁽⁸⁾	(000)	19,581	19,068	-2.6%
Prepaid	(000)	17,121	16,503	-3.6%
Postpaid	(000)	2,460	2,566	4.3%
Of which Internet 3G/4G+⁽⁹⁾	(000)	11,084	11,433	3.1%
ARPU⁽¹⁰⁾	(MAD/month)	45.6	43.3	-3.8%

At June 30, 2024, the Mobile customer base⁽⁸⁾ reached **19.1** million, with continued growth in the postpaid customer base (**+4.3%**).

Mobile revenues decreased by **4.6%** versus the same period in 2023 to MAD **5,473** million.

Blended ARPU⁽¹⁰⁾ amounted to MAD **43.3** for the first six months of 2024, down **3.8%** year-on-year.

Fixed-line and Internet

	Unit	06/30/2023	06/30/2024	Change
Fixed-line	(000)	1,853	1,702	-8.1%
Broadband access⁽¹¹⁾	(000)	1,632	1,495	-8.4%

The Fixed-line customer base reached over **1.7** million lines as of June 30, 2024. The Broadband⁽¹¹⁾ customer base represented nearly **1.5** million subscribers, with a substantial **36%** increase in the FTTH customer base.

Fixed-line & Internet revenues increased by **2.1%** in the first half of 2024, mainly boosted by the good performance of Data activities (**+7.1%**), which offset the decline in Voice activities.

Moov Africa subsidiaries

Financial indicators

(IFRS in MAD millions)	Q2 2023	Q2 2024	Change	Change at constant exchange rates ⁽¹⁾	H1 2023	H1 2024	Change	Change at constant exchange rates ⁽¹⁾
Revenues	4,686	4,694	0.2%	3.6%	9,280	9,326	0.5%	3.7%
<i>Of which Mobile services</i>	4,336	4,297	-0.9%	2.4%	8,574	8,545	-0.3%	2.8%
Adjusted EBITDA	2,151	2,083	-3.2%	0.1%	4,163	4,076	-2.1%	1.0%
<i>Margin (%)</i>	45.9%	44.4%	-1.5 pt	-1.5 pt	44.9%	43.7%	-1.2 pt	-1.2 pt
Adjusted EBITA	1,230	1,132	-8.0%	-4.6%	2,368	2,191	-7.5%	-4.3%
<i>Margin (%)</i>	26.3%	24.1%	-2.1 pt	-2.1 pt	25.5%	23.5%	-2.0 pt	-2.0 pt
CAPEX⁽²⁾	1,079	926	-14.2%	-11.4%	1,517	1,677	10.5%	14.0%
<i>Of which frequencies and licenses</i>	0	22			0	22		
<i>CAPEX/Revenues (excluding frequencies and licenses)</i>	23.0%	19.2%	-3.8 pt	-3.8 pt	16.3%	17.7%	1.4 pt	1.4 pt
Adjusted CFFO	888	966	8.7%	12.9%	2,227	1,926	-13.5%	-10.3%
Net debt	7,251	7,834	8.0%	10.0%	7,251	7,834	8.0%	10.0%
Net debt/EBITDA⁽³⁾	0.8x	0.9x			0.8x	0.9x		

Moov Africa subsidiaries revenues improved by **3.7%**⁽¹⁾ over the first six months of the year to MAD **9,326** million, driven by strong performance in Mobile Data (**+18.2%**⁽¹⁾), Fixed-line Data (**+21,6%**⁽¹⁾) and Mobile Money (**+4.6%**⁽¹⁾). Excluding the reduction in call termination rates, subsidiaries' revenues soared by **4.3%**⁽¹⁾.

First half adjusted earnings from operations before depreciation and amortization (EBITDA) reached MAD **4,076** million, up **1.0%**⁽¹⁾ thanks especially to increased revenues. The adjusted EBITDA margin stood at **43.7%**.

For the same period, adjusted earnings from operations (EBITA)⁽⁵⁾ amounted to MAD **2,191** million, down **4.3%**⁽¹⁾ due to higher depreciation and amortization following major investments programs. The adjusted EBITA margin stood at **23.5%**.

Adjusted net cash flows from operations (CFFO)⁽⁶⁾ decreased by **10.3%**⁽¹⁾, to MAD **1,926** million mainly due to a sharp rise in investments.

Operational indicators

	Unit	06/30/2023	06/30/2024	Change
Mobile Customer base⁽⁸⁾	(000)	50,966	55,485	
Mauritania		2,692	2,381	-11.6%
Burkina Faso		11,148	11,826	6.1%
Gabon		1,450	1,624	12.0%
Mali		8,730	8,545	-2.1%
Côte d'Ivoire		9,511	11,191	17.7%
Benin		5,475	6,487	18.5%
Togo		2,855	2,952	3.4%
Niger		2,968	3,605	21.5%
Central African Republic		198	273	37.5%
Chad		5,939	6,601	11.1%
Fixed-line customer base	(000)	372	395	
Mauritania		44	18	-58.8%
Burkina Faso		75	70	-7.1%
Gabon		50	60	20.1%
Mali		204	248	21.6%
Fixed Broadband customer base⁽¹¹⁾	(000)	177	233	
Mauritania		22	27	20.8%
Burkina Faso		18	36	100.3%
Gabon		47	57	22.6%
Mali		90	112	24.9%

Notes:

- (1) Constant MAD/ouguiya/CFA franc exchange rate.
- (2) Capital expenditure corresponds to acquisitions of property, plant and equipment and intangible assets recognized during the period.
- (3) The net debt/EBITDA ratio excludes the impact of IFRS 16, and takes into account the annualization of EBITDA.
- (4) Maroc Telecom consolidates in its financial statements Casanet and the Moov Africa subsidiaries in Mauritania, Burkina Faso, Gabon, Mali, Côte d'Ivoire, Benin, Togo, Niger, Central African Republic and Chad.
- (5) EBITA corresponds to operating profit before amortization of intangible assets related to business combinations, impairment of goodwill and other intangible assets related to business combinations and other income and expenses related to financial investment transactions and transactions with shareholders (except when they are recognized directly in equity).
- (6) CFFO comprises the net cash flows from operating activities before taxes as presented in the cash flow statement, as well as dividends received from associates and non-consolidated equity interests. It also includes net capital expenditure, which corresponds to net cash outflows on acquisitions and disposals of property, plant and equipment and intangible assets.
- (7) Borrowings and other current and non-current liabilities less cash (and cash equivalents) including cash blocked for bank loans.
- (8) The active customer base consists of prepaid customers who have made or received a voice call (excluding calls from the public telecommunication network operator concerned or its Customer Relations Centers) or sent an SMS/MMS or who have used the Data services (excluding exchanges of technical data with the public telecommunication network operator concerned) in the past three months, and non-terminated postpaid customers.
- (9) The active customer base of the 3G and 4G+ Mobile Internet includes holders of a postpaid subscription contract (whether or not coupled with a voice offer) and holders of a prepaid subscription to the Internet service who have carried out at least one recharge during the past three months or whose credit is valid and who have used the service during this period.
- (10) ARPU (average revenues per user) is defined as revenues generated by incoming and outgoing calls and data services net of promotions, excluding roaming and equipment sales, divided by the average number of users in the period. This is the blended ARPU of the prepaid and postpaid segments.
- (11) The broadband customer base includes ADSL, FTTH and leased connections and also includes CDMA in Mali.

Important Warning:

Forward-looking statements. *This press release contains forward-looking statements and items of a forward-looking nature relating to the financial position, results of operations, strategy and outlook of Maroc Telecom and the impacts of certain operations. Although Maroc Telecom believes that these forward-looking statements are based on reasonable assumptions, they do not constitute guarantees as to the future performance of the company. Actual results may be very different from forward-looking statements due to a number of known or unknown risks and uncertainties, most of which are beyond our control, including the risks described in public documents filed by Maroc Telecom with the Moroccan Capital Market Authority (www.ammc.ma) and the French Financial Markets Authority (www.amf-france.org), also available in French on our website (www.iam.ma). This press release contains forward-looking information that can only be assessed on the day it is distributed. Maroc Telecom makes no commitment to supplement, update or modify these forward-looking statements due to new information, a future event or any other reason, subject to applicable regulations, in particular Articles 2.19 et seq. of the circular of the Moroccan Capital Market Authority and 223-1 et seq. of the General Regulation of the French Financial Markets Authority.*

Maroc Telecom is a global telecommunications operator in Morocco, a leader in all its business segments, Fixed-line, Mobile and Internet. It has grown internationally and is now present in eleven countries in Africa. Maroc Telecom is listed simultaneously in Casablanca and Paris and its reference shareholders are the Société de Participation dans les Télécommunications (SPT)* (53%) and the Kingdom of Morocco (22%).

*** SPT is a Moroccan company controlled by Etisalat.**

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Appendix 1: Relationship between adjusted financial indicators and published financial indicators

Adjusted EBITDA, adjusted EBITA, Group share of adjusted net income and adjusted CFFO are not strictly accounting measures and should be considered as additional information. They are a better indicator of the Group's performance as they exclude non-recurring items.

<i>(MAD millions)</i>	H1 2023			H1 2024		
	Morocco	Subsidiaries	Morocco	Morocco	Subsidiaries	Group
Adjusted EBITDA	5,417	4,163	9,580	5,402	4,076	9,478
Published EBITDA	5,417	4,163	9,580	5,402	4,076	9,478
Adjusted EBITA	3,684	2,368	6,052	3,744	2,191	5,935
Wana Corporate dispute				-6,007		-6,007
Published EBITA	3,684	2,368	6,052	-2,263	2,191	-72
Adjusted net income - Group share			2,935			2,943
Wana Corporate dispute						-4,055
Increase in corporate tax rate			-50			-35
Published net income - Group share			2,885			-1,147
Adjusted CFFO	2,810	2,227	5,037	2,913	1,926	4,839
Payment of license					-22	-22
Published CFFO	2,810	2,227	5,037	2,913	1,904	4,817

Appendix 2: Impact of IFRS 16

At the end of June 2024, the impacts of IFRS 16 on the main indicators of the Maroc Telecom Group were as follows:

<i>(MAD millions)</i>	H1 2023			H1 2024		
	Morocco	Subsidiaries	Group	Morocco	Subsidiaries	Group
Adjusted EBITDA	134	157	291	136	153	289
Adjusted EBITA	10	25	35	7	23	30
Adjusted net income - Group share			-4			-10
Adjusted CFO	134	157	291	136	153	289
Net debt	781	818	1,599	819	836	1,656

Consolidated statement of financial position

ASSETS (in MAD million)	12/31/2023	06/30/2024
Goodwill	9,230	9,068
Other intangible assets	7,300	7,079
Property, plant, and equipment	30,492	30,217
Right to use the asset	1,535	1,557
Non-current financial assets	2,587	2,699
Deferred tax assets	527	1,386
Non-current assets	51,672	52,006
Inventories	445	388
Trade accounts receivable and other	12,296	13,952
Short-term financial assets	117	103
Cash and cash equivalents	1,013	1,020
Assets available for sale	-	-
Current assets	13,871	15,462
TOTAL ASSETS	65,543	67,468
LIABILITIES AND EQUITY (in MAD million)	12/31/2023	06/30/2024
Share capital	5,275	5,275
Retained earnings	6,568	7,960
Net earnings	5,283	-1,147
Shareholders' equity, attributable to equity holders of the parent	17,126	12,088
Non-controlling interests	3,878	3,554
Shareholders' equity	21,004	15,642
Non-current provisions	612	624
Borrowings and other long-term financial liabilities	4,180	4,115
Deferred tax liabilities	77	81
Other non-current liabilities	-	-
Non-current liabilities	4,868	4,821
Trade accounts payable	24,210	27,599
Current tax liabilities	781	705
Current provisions	1,452	7,388
Borrowings and other short-term financial liabilities	13,228	11,314
Current liabilities	39,671	47,005
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	65,543	67,468

Statement of comprehensive income

(in MAD millions)	06/30/2023	06/30/2024
Revenues	18,399	18,260
Cost of purchases	-2,576	-2,443
Payroll costs	-1,607	-1,569
Taxes and duties	-1,783	-1,747
Other operating income (expenses)	-2,956	-2,916
Net depreciation, amortization and provisions*	-3,595	-9,658
Earnings from operations	5,883	-72
Other income and charges from ordinary activities	0	0
Earnings from ordinary activities	5,883	-72
Income from cash and cash equivalents	21	29
Gross borrowings costs	-408	-434
Net borrowing costs	-387	-406
Other financial income and expenses	-3	-56
Net financial income (expense)	-391	-461
Income tax expense	-2,148	-156
Net income	3,345	-690
Exchange gain or loss from foreign activities	-330	-255
Other income and expenses	0	1
Total comprehensive income for the period	3,015	-944
Net income	3,345	-690
Attributable to equity holders of the parent	2,885	-1,147
Non-controlling interests	460	457

Earnings per share	06/30/2023	06/30/2024
Net income - Group share (in MAD millions)	2,885	-1,147
Number of shares at June 30	879,095,340	879,095,340
Earnings per share (in MAD)	3.28	-1.30
Diluted earnings per share (in MAD)	3.28	-1.30

* Net depreciation, amortization and provisions include the impact of the additional provision of MAD 5.9 billion at June 30, 2024 for the dispute between Maroc Telecom and the operator Wana Corporate

Consolidated statement of cash flows

(in MAD millions)	06/30/2023	06/30/2024
Earnings from operations*	5,883	-72
Depreciation, amortization and other non-cash movements*	3,593	9,656
Gross cash from operating activities	9,477	9,585
Other changes in net working capital	-1,400	-1,032
Net cash flows from operating activities before taxes	8,077	8,553
Income tax paid	-2,517	-2,017
Net cash flows from operating activities (a)	5,560	6,535
Acquisitions of property, plant and equipment and intangible assets	-3,204	-3,719
Increase in financial assets	-395	-222
Disposals of property, plant and equipment and intangible assets	2	1
Decrease in financial assets	68	7
Dividends received from non-consolidated investments	0	1
Net cash used in investing activities (b)	-3,529	-3,933
Capital increase	0	0
Dividends paid by Maroc Telecom	0	0
Dividends paid by subsidiaries to their non-controlling interests	-138	-104
Equity transactions (c)	-138	-104
New borrowings and increase in other long-term financial liabilities	343	430
Repayment of borrowings and decrease in other long-term financial liabilities	0	0
Changes in net current accounts	-1,707	-2,431
Net interests paid (Cash only)	-406	-457
Other cash expenses (income) used in financing activities	42	-19
Transactions on borrowings and other financial liabilities (d)	-1,728	-2,478
Net cash flows from/(used in) financing activities (e) = (c) + (d)	-1,866	-2,581
Currency effect (f)	-751	-15
Total cash flows (a) + (b) + (e) + (f)	-586	7
Cash and cash equivalents at beginning of period	1,872	1,013
Cash and cash equivalents at end of period	1,286	1,020

* Earnings from operations and net depreciation, amortization and impairment of fixed assets include the impact of the additional provision of the dispute between Maroc Telecom and the operator Wana Corporate for an amount of MAD 5.9 billion at June 30, 2024