

CONSOLIDATED RESULTS AS AT SEPTEMBER 30, 2024

Strong operational performances:

- » **Group customer base increases by 6.1% to 79.7 million customers;**
- » **Consolidated revenues up 0.7%***, mainly driven by Moov Africa subsidiaries (**+4.0%***);
- » **Strong growth in Mobile Data revenues for Moov Africa subsidiaries (+15.7%*) and Fiber Optic in Morocco (+34%)**, offsetting lower ADSL and Mobile revenues in Morocco;
- » **High profitability maintained** with a Group EBITDA margin of **51.8%**;
- » **Group investment** (excluding frequencies and licenses) **at a sustained level, representing 19.1% of revenues**;
- » **Increase in Group net debt** impacted by the payment relating to the Wana Corporate dispute, but which remains under control at **1.2x EBITDA**.

The Maroc Telecom Group's achievements in the third quarter 2024 were marked by the positive momentum of the Moov Africa subsidiaries' activities and by sustained efforts to optimize costs. Despite a still intense competitive environment, the Group was able to maintain revenue growth and a high level of profitability.

The Group's policy of significant investment, combined with the adaptation of its service offering, is encouraging the development of very high-speed Internet access and usage. It is also paving the way for the arrival of new generations of technology, both in the countries where the Group operates and in Morocco.

* Constant MAD/ouguiya/CFA franc exchange rate.

Group adjusted consolidated results*:

(IFRS in MAD millions)	Q3 2023	Q3 2024	Change	Change at constant exchange rates ⁽¹⁾	9M 2023	9M 2024	Change	Change at constant exchange rates ⁽¹⁾
Revenues	9,279	9,201	-0.8%	0.3%	27,679	27,461	-0.8%	0.7%
Adjusted EBITDA	4,948	4,746	-4.1%	-3.2%	14,527	14,225	-2.1%	-0.9%
<i>Margin (%)</i>	53.3%	51.6%	-1.7 pt	-1.8 pt	52.5%	51.8%	-0.7 pt	-0.8 pt
Adjusted EBITA	3,178	2,994	-5.8%	-5.1%	9,230	8,929	-3.3%	-2.2%
<i>Margin (%)</i>	34.3%	32.5%	-1.7 pt	-1.8 pt	33.3%	32.5%	-0.8 pt	-0.9 pt
Adjusted net income - Group share	1,694	1,552	-8.4%	-8.0%	4,629	4,495	-2.9%	-2.3%
<i>Margin (%)</i>	18.3%	16.9%	-1.4 pt	-1.5 pt	16.7%	16.4%	-0.4 pt	-0.5 pt
CAPEX⁽²⁾	2,777	2,028	-27.0%	-25.7%	5,722	5,260	-8.1%	-6.5%
<i>Of which frequencies and licenses</i>	0	0			0	22		
<i>CAPEX/Revenues (excluding frequencies and licenses)</i>	29.9%	22.0%	-7.9 pt	-7.8 pt	20.7%	19.1%	-1.6 pt	-1.6 pt
Adjusted CFO	2,139	2,928	36.9%	38.0%	7,176	7,768	8.2%	9.6%
Net debt	17,410	22,999	32.1%	35.4%	17,410	22,999	32.1%	35.4%
Net debt/EBITDA⁽³⁾	0.8x	1.2x			0.8x	1.2x		

* The adjustments to the financial indicators are detailed in Appendix 1.

▶ Customer base

The Group's customer base keeps growing (+6.1% year-on-year) reaching **79.7** million at the end of September 2024, driven by the increase in the customer bases of subsidiaries (+9.6%).

▶ Revenues

During the first nine months of the year 2024, the Maroc Telecom Group generated consolidated revenues⁽⁴⁾ of MAD **27,461** million, up **0.7%**⁽¹⁾ year-on-year. Business growth at Moov Africa subsidiaries (+4.0%⁽¹⁾) offset lower revenues in Morocco (-2.2%).

▶ Earnings from operations before depreciation and amortization

At September 30, 2024, the consolidated adjusted earnings from operations before depreciation and amortization (EBITDA) of the Maroc Telecom Group amounted to MAD **14,225** million, down slightly by **0.9%**⁽¹⁾.

The adjusted EBITDA margin remains high at **51.8%**.

▶ **Earnings from operations**

Consolidated adjusted earnings from operations (EBITA)⁽⁵⁾ for the first nine months of 2024 totaled MAD **8,929** million, down **2.2%**⁽¹⁾. The adjusted EBITA margin stood at **32.5%**.

▶ **Net income Group share**

Adjusted net income Group share for the nine months to September 30, 2024 amounted to MAD **4,495** million, down **2.3%**⁽¹⁾.

▶ **CAPEX**

CAPEX⁽²⁾ excluding frequencies and licenses represented **19.1%** of Group revenues, in line with the full-year target.

▶ **Cash flows from operations**

Over the first nine months of 2024, adjusted cash flows from operations (CFFO)⁽⁶⁾ amounted to MAD **7,768** million, up **9.6%**⁽¹⁾ compared to the same period in 2023.

▶ **Highlight**

The Casablanca Commercial Court of Appeal confirmed the judgment handed down by the Rabat Commercial Court ordering IAM to pay Wana Corporate MAD 6.368 billion, fully recognized in the accounts and settled at the end of September 2024.

The Company lodged an appeal before the Court Of Cassation against the Court of Appeal's ruling.

Group business review :

The adjustments to the "Morocco" and "Moov Africa Subsidiaries" financial indicators are explained in Appendix 1.

Morocco

(IFRS in MAD millions)	Q3 2023	Q3 2024	Change	9M 2023	9M 2024	Change
Revenues	5,069	4,906	-3.2%	14,749	14,427	-2.2%
Mobile	3,132	2,855	-8.9%	8,870	8,328	-6.1%
Services	2,990	2,733	-8.6%	8,359	7,955	-4.8%
Equipment and other revenues	142	122	-14.2%	511	374	-26.8%
Fixed-Line	2,382	2,495	4.8%	7,207	7,419	2.9%
Of which Fixed Data*	1,031	1,212	17.6%	3,167	3,499	10.5%
Elimination and other income	-446	-445		-1,329	-1,321	
Adjusted EBITDA	3,018	2,829	-6.3%	8,435	8,231	-2.4%
Margin (%)	59.5%	57.7%	-1.9 pt	57.2%	57.1%	-0.1 pt
Adjusted EBITA	2,165	2,008	-7.3%	5,849	5,752	-1.7%
Margin (%)	42.7%	40.9%	-1.8 pt	39.7%	39.9%	0.2 pt
CAPEX⁽²⁾	958	783	-18.2%	2,385	2,339	-2.0%
Of which frequencies and licenses	0	0		0	0	
CAPEX/Revenues (excluding frequencies and licenses)	18.9%	16.0%	-2.9 pt	16.2%	16.2%	0.0 pt
Adjusted CFFO	1,717	2,185	27.3%	4,527	5,098	12.6%
Net debt	8,609	14,040	63.1%	8,609	14,040	63.1%
Net debt/EBITDA⁽³⁾	0.7x	1.2x		0.7x	1.2x	

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

Business operations in Morocco generated revenues of MAD **14,427** million in the first nine months of 2024, down **2.2%**, due to the decline in Mobile revenues (**-6.1%**), partially offset by the rise in Fixed Data activities (**+10.5%**).

Over the same period, adjusted earnings from operations before depreciation and amortization (EBITDA) amounted to MAD **8,231** million, down **2.4%** year-on-year, in line with the decline in revenues. The adjusted EBITDA margin remained high at **57.1%**.

Adjusted earnings from operations (EBITA)⁽⁵⁾ amounted to MAD **5,752** million, down **1.7%**. The adjusted EBITA margin rose by **0.2 pt** to **39.9%**.

Adjusted cash flows from operations (CFFO)⁽⁶⁾ for the first nine months of 2024 in Morocco rose by **12.6%** to MAD **5,098** million.

Mobile

	Unit	9/30/2023	9/30/2024	Change
Customer base⁽⁸⁾	(000)	19,978	19,857	-0.6%
Prepaid	(000)	17,492	17,281	-1.2%
Postpaid	(000)	2,486	2,576	3.6%
Of which Internet 3G/4G+⁽⁹⁾	(000)	11,807	11,863	0.5%
ARPU⁽¹⁰⁾	(MAD/month)	46.1*	43.9	-4.8%

* Data as at september 30 have been restated following a change in calculation methodology.

At September 30, 2024, the Mobile customer base⁽⁸⁾ totaled almost **19.9** million customers, continuing to benefit from the strong momentum of the postpaid segment, which expanded by **3.6%**.

Mobile revenues fell **6.1%** versus the same period in 2023 to MAD **8,328** million.

ARPU⁽¹⁰⁾ for the first nine months of 2024 amounted to MAD **43.9**, down **4.8%** year-on-year.

Fixed-Line and Internet

	Unit	9/30/2023	9/30/2024	Change
Fixed-Line	(000)	1,819	1,673	-8.0%
Broadband access⁽¹¹⁾	(000)	1,598	1,471	-7.9%

The Fixed-line customer base stood at almost **1.7** million lines at end-September 2024. Growth in the FTTH customer base (**+34%**) partially offset the decline in the ADSL customer base.

The Fixed and Internet businesses generated revenues of MAD **7.4** billion, up **2.9%** year-on-year. Fixed Data growth (**+10.5%**) more than offset the decline in Voice.

Moov Africa subsidiaries

Financial indicators

(IFRS in MAD millions)	Q3 2023	Q3 2024	Change	Change at constant exchange rates ⁽¹⁾	9M 2023	9M 2024	Change	Change at constant exchange rates ⁽¹⁾
Revenues	4,485	4,584	2.2%	4.5%	13,765	13,910	1.1%	4.0%
<i>Of which Mobile services</i>	4,129	4,171	1.0%	3.2%	12,703	12,716	0.1%	3.0%
Adjusted EBITDA	1,930	1,918	-0.6%	1.5%	6,093	5,994	-1.6%	1.2%
<i>Margin (%)</i>	43.0%	41.8%	-1.2 pt	-1.2 pt	44.3%	43.1%	-1.2 pt	-1.2 pt
Adjusted EBITA	1,014	986	-2.7%	-0.5%	3,381	3,177	-6.0%	-3.2%
<i>Margin (%)</i>	22.6%	21.5%	-1.1 pt	-1.1 pt	24.6%	22.8%	-1.7 pt	-1.7 pt
CAPEX⁽²⁾	1,819	1,245	-31.6%	-29.7%	3,336	2,922	-12.4%	-9.8%
<i>Of which frequencies and licenses</i>	0	0			0	22		
<i>CAPEX/Revenues (excluding frequencies and licenses)</i>	40.6%	27.2%	-13.4 pt	-13.3 pt	24.2%	20.8%	-3.4 pt	-3.4 pt
Adjusted CFFO	422	743	76.1%	81.5%	2,649	2,669	0.8%	4.3%
Net debt	8,865	9,026	1.8%	8.2%	8,865	9,026	1.8%	8.2%
Net debt/EBITDA⁽³⁾	1.1x	1.1x			1.0x	1.1x		

In the first nine months of 2024, revenues from Moov Africa subsidiaries rose by **4.0%**⁽¹⁾ to MAD **13,910** million, thanks to strong momentum in Mobile Data (+**15.7%**⁽¹⁾), Fixed Internet (+**22.9%**⁽¹⁾) and Mobile Money (+**6.5%**⁽¹⁾). Excluding the reduction in call termination rates, subsidiaries' revenues were up **4.5%**⁽¹⁾.

Adjusted earnings from operations before depreciation and amortization (EBITDA) rose by **1.2%**⁽¹⁾ to MAD **5,994** million, giving an adjusted EBITDA margin of **43.1%**.

Adjusted earnings from operations (EBITA)⁽⁵⁾ amounted to MAD **3,177** million, down **3.2%**⁽¹⁾, due to higher depreciation and amortization charges following major investments programs.

Adjusted net cash flows from operations (CFFO)⁽⁶⁾ rose **4.3%**⁽¹⁾ to MAD **2,669** million, despite a sustained level of investments (excluding frequencies and licenses) representing **20.8%** of revenues.

Operating indicators

	Unit	9/30/2023	9/30/2024	Change
Mobile				
Customer base⁽⁸⁾	(000)	51,145	56,050	
Mauritania		2,642	2,503	-5.3%
Burkina Faso		11,339	11,928	5.2%
Gabon		1,486	1,649	11.0%
Mali		8,358	8,393	0.4%
Côte d'Ivoire		9,704	11,747	21.0%
Benin		5,489	6,135	11.8%
Togo		2,882	2,952	2.4%
Niger		3,008	3,760	25.0%
Central African Republic		230	275	19.5%
Chad		6,007	6,710	11.7%
Fixed-Line				
Customer base	(000)	383	400	
Mauritania		38	15	-60.2%
Burkina Faso		75	69	-7.5%
Gabon		52	63	20.4%
Mali		218	253	16.3%
Fixed Broadband				
Base⁽¹¹⁾	(000)	189	255	
Mauritania		22	37	69.3%
Burkina Faso		21	43	103.8%
Gabon		49	60	22.8%
Mali		97	115	18.8%

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. In this instance, blended ARPU covers both 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 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 Article 2.19 et seq. of the circular of the Moroccan Capital Market Authority and Article 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 expanded internationally and is now present in eleven African countries. Maroc Telecom is listed on both the Casablanca and Paris exchanges, and its majority 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: Bridge 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 better illustrate the Group's performance by excluding exceptional items.

<i>(in MAD millions)</i>	9M 2023			9M 2024		
	Morocco	Subsidiaries	Group	Morocco	Subsidiaries	Group
Adjusted EBITDA	8,435	6,093	14,527	8,231	5,994	14,225
Published EBITDA	8,435	6,093	14,527	8,231	5,994	14,225
Adjusted EBITA	5,849	3,381	9,230	5,752	3,177	8,929
Wana Corporate Dispute				-6,039		-6,039
Published EBITA	5,849	3,381	9,230	-287	3,177	2,890
Adjusted net income - Group share			4,629			4,495
Increase in corporate tax rate			-67			-62
Earthquake fund donation			-481			
Wana Corporate Dispute						-4,115
Published net income - Group share			4,081			318
Adjusted CFFO	4,527	2,649	7,176	5,098	2,669	7,768
Payment of license					-22	-22
Published CFFO	4,527	2,649	7,176	5,098	2,647	7,746

Appendix 2: Impact of IFRS 16

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

<i>(in MAD millions)</i>	9M 2023			9M 2024		
	Morocco	Subsidiaries	Group	Morocco	Subsidiaries	Group
Adjusted EBITDA	203	235	438	209	228	437
Adjusted EBITA	10	37	47	7	33	40
Adjusted net income - Group share			-5			-18
Adjusted CFO	203	235	438	209	228	437
Net debt	781	845	1,627	883	847	1,730