

IMPORTANT DATES



MAROC TELECOM KEY FACTS & FIGURES



EDITION OF JUNE 30TH, 2017

CORPORATE GOVERNANCE



Maroc Telecom's Management Board Members

MANAGEMENT BOARD

PRESIDENT
ABDESLAM AHIZOUNE
Chairman of Management Board

MEMBERS
LARBI GUEDIRA
Managing Director of Services

OUSSAMA EL RIFAI
Chief Financial Officer

HASSAN RACHAD
Managing Director of Networks and Systems

BRAHIM BOUDAUD
Managing Director of Regulation and Legal Affairs

Maroc Telecom also includes eight regional divisions attached to the Chairman of the Management Board.

SUPERVISORY BOARD

PRESIDENT
MOHAMED BOUSSAÏD
Minister of Economy and Finance

VICE-PRÉSIDENT
EISSA MOHAMED AL SUWAIDI
Chairman of Emirates Telecommunications Corporation (Etisalat)

MEMBERS
MOHAMED HASSAD
Minister of National Education, Vocational Training, Higher Education and Scientific Research

ABDERRAHMANE SEMMAR
Director of Public Companies and Privatization at the Ministry of Economy and Finance

MOHAMED HADI AL HUSSAINI
Board Member of Etisalat

SALEH AL ABDOOLI
General Manager of Etisalat Group

MOHAMED SAIF AL SUWAIDI
General Manager of Abu Dhabi Fund for Development

HATEM DOWIDAR
Managing Director of Etisalat International

SERKAN OKANDAN
Chief Financial Officer of Etisalat Group

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MAROC TELECOM GROUP

A SIGNIFICANT FORCE IN THE ECONOMIC AND SOCIAL DEVELOPMENT IN 10 AFRICAN COUNTRIES

Maroc Telecom Group, a leading operator in Africa, is actively involved in the dynamism of telecommunications in 10 African countries where it operates: Morocco, Benin, Burkina Faso, Côte d'Ivoire, Gabon, Mali, Mauritania, Niger, Central African Republic and Togo.

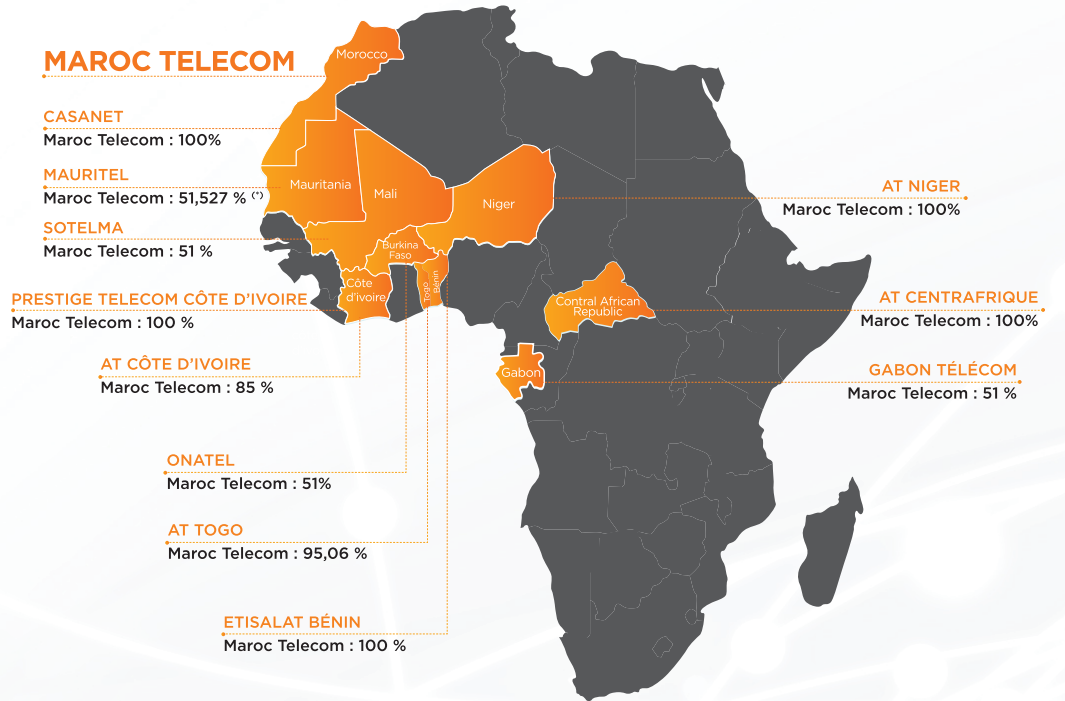
Leader in Morocco and in other countries, Maroc Telecom Group now accompanies more than 55 million customers. It undertakes to facilitate access to ICTs in Morocco and in all the countries where its subsidiaries are located, and to tackle the digital divide, a mainstay of its sustainable development policy.

The Group develops innovative services adapted to the needs of the population. It contributes significantly to the development of the countries where it is present and acts for the well-being of the populations by supporting several national or civil society initiatives.

The Group's activity in Africa fits perfectly into the South-South cooperation policy initiated by His Majesty King Mohammed VI. Its presence in the continent is sustainable, leaned on partnerships based on trust, the sharing of know-how and the respect for local cultures and skills.

Privatized in 2001, Maroc Telecom has been listed simultaneously on Casablanca and Paris Stock Exchanges since December 2004. Its major shareholders are Etisalat Group* (53%) and Kingdom of Morocco (30%).

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



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

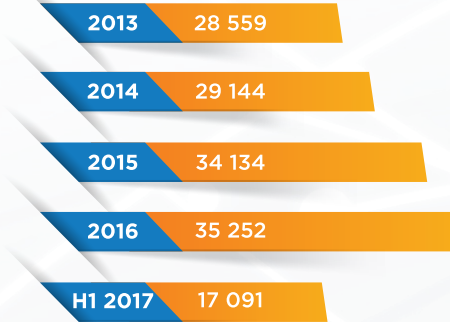
FINANCIAL RESULTS

Maroc Telecom Group is continuing to strengthen its infrastructures and the deployment of Ultra High Speed Mobile and Landline, thanks to its proactive policy on the subject

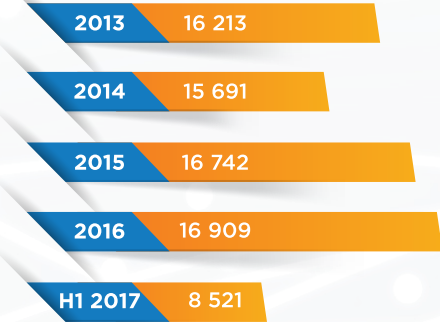
Drawing on its extensive networks, it offers its customers the broadest coverage, the best speeds and the highest level of services on voice and data

At the end of June 2017, the consolidated turnover of the Group amounted to more than 17 billion dirhams, to which subsidiaries contributed up to 44%.

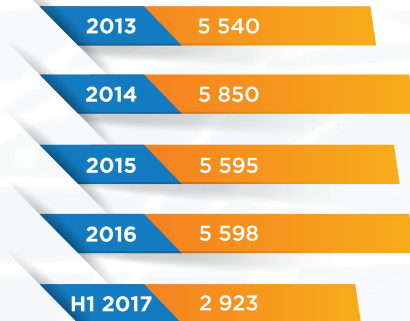
CONSOLIDATED TURNOVER (MAD MILLION)



CONSOLIDATED OPERATING INCOME (EBITDA) (MAD MILLION)



CONSOLIDATED NET INCOME (GROUP SHARE) (MAD MILLION)



PERFORMANCE

Thanks to its expertise and a good knowledge of its customers' needs, Maroc Telecom Group is always one step ahead, providing customers the best new technologies, and adapts to their new behaviors.

By providing new offers and contents and by ensuring the quality of its network

infrastructures, Maroc Telecom remains the leader in all fixed-line and Internet segments with more than 55 million customers.

At the end of June 2017, the Group's customer base grew by 3.8%.The subsidiaries 'share in the Group's total customer base is approximately 61%.

MOBILE	Maroc Telecom	Mauritel	Gabon Télécom	Onatel	Sotelma
Customer base <i>millions</i>	18,4	2,05	1,72	7,05	6,90
Market share	44% <i>(leader)</i>	58% <i>(leader)</i>	57% <i>(leader)</i>	43% <i>(leader)</i>	38%

MOBILE	AT Côte d'Ivoire	Etisalat Bénin	AT Togo	AT Niger	AT Centrafrique
Customer base <i>millions</i>	7,1	3,88	2,63	1,78	0,14
Market share	23%	40%	47%	20%	14%

FIXED-LINE	Maroc Telecom	Subsidiaries
Customer base	1,68 million	296 000 lines
Market share	92,9% (*)	-

INTERNET	Maroc Telecom	Subsidiaries
Customer base	9.68 million of which 1.31 million broadband customers and 8.37 million 3G / 4G+ customers	102 000 subscribers (excluding 3G subscribers)
Market share	47,51 % for Mobile Internet 99,98 % for Internet ADSL	

(*) Data excluding restricted mobility, adjusted by Maroc Telecom

Maroc Telecom market share // source : ANRT Q1 2017
AT Gabon & Gabon Telecom market share // source : ARCEP Q1 2017
Other subsidiaries market share // source : Dataxis Q1 2017

GROUP'S HIGHLIGHTS

Maroc Telecom Group is committed to provide the most innovative customer experience due to the expertise and know-how of its teams. Based on the latest technological developments, it offers innovative services adapted to the needs of the population, thus accompanying its customers towards new simple, practical and useful digital uses.

In line with its socially responsible policies, the center of all its activities, the Group carries out numerous civil society initiatives in the areas of humanitarian, cultural, sports and environmental protection.

MAROC TELECOM

- Launch of a new Mobile Plan at 59 MAD offering 3H of calls and 3 GB;
- Expanding the range of Mobile plans by introducing data volumes of up to 10 GB of additional 4G + Internet at the same price;
- Launch of the new Mobile Plan 10 H + 3 GB + Intra fleet at 120 MAD for Corporate;
- Co-branding operation with Coca Cola offering the Voice or Data bonus when purchasing a liter bottle of a Coca-Cola glass ;
- Enrichment of the Mobile Intra Only Plan for companies giving access to 4H + 2Go + Intra fleet at 72 MAD incl Tax;
- Cut on tariff for major international destinations of up to 80% in residential postpaid Mobile, residential and business Plan;
- Fiber Optic offer doubled for homes with a throughput of up to 200 Mega and enhanced offerings (free unlimited access to Fixed IAM and 10H of communication to National Mobile and international destinations of the A Zone);
- Launch of the «Fast Recharge» service to simplify the customer experience by scanning the recharge code with the smartphone camera;
- Launch of the «Digster» music streaming service in partnership with Universal Music
- Launch of VSAT Internet and Data VSAT satellite offerings up to 20 Mbps in addition to VPN satellite service for corporate clients
- Exclusive Launch of the SaaS Cloud & Web Security Service for corporate clients;
- Launch of the Datacenter Hosting offer;
- Launch of the Business Office 365 offer for SMEs and Professionals;
- Improved Mobile Broadband coverage, providing coverage of more than 80% of the population in 4G;
- Introduction of the frequency 900 Mhz on 3G to improve Indoor and Outdoor coverage;
- Expansion of more than 30% of the international Internet capacity in the first half of 2017 and doubling the processing capacity of the core data network Mobile Data;
- Obtaining ISO 26000 certification with the highest level of performance, delivered by Vigeo-EIRIS
- Double distinction through the extra-financial rating of Vigeo-EIRIS; Presence in the «Emerging Market 70» and «Top Performer CSR» charts of the Casablanca Stock Exchange, respectively for the 3rd and 4th consecutive years.

MAURITEL

- Launch of the full swap project for the GSM infrastructures in Nouakchott and Nouadhibou in preparation for the launch of 4G;
- Launch of the Nouakchott and Noudhibi full fiber optic coverage project;
- Launch of the process of transition to the 2015 version of the ISO 9001 standard;

GABON TÉLÉCOM

- Launch of the VOD service, «Play VOD», with Weekly and Monthly Pass;
- Launch of 4G Comfort Passes, new 4G Plans offering higher and cheaper volumes;
- A discount in the price of FTTH offers and free access fees;
- Double ADSL debit and promotion of free ADSL and fixed access charges.

ONATEL

- Commissioning of the new mobile money platform Mobicash;
- Reinforcement of free offers (subscription to 1H to 2H Plans, up to 300% bonus on Mobicash refills, 3G unlimited internet offers ...)
- Extension of Internet bandwidth to 13.7 Gbps;
- Launch of several fiber optic cable projects;
- Organization of the «Baramouso Trophy» awarded to the most dynamic non-profit women's associations in Burkina Faso.

SOTELMA

- Launch and enrichment of innovative exclusive offers (Mobile, Fixed and Internet);
- Launch and enrichment of CSR offers (including m-payment, offers for farmers and commercials: access to markets, agricultural information, microinsurance ...);
- ADSL Broadband;
- Launch of the «DEME» service (credit advance) for customers whose credit is exhausted.

AT CÔTE D'IVOIRE

- Launch of «Maxi Bonus» open to all networks and a systematic 300% bonus for any new subscription to a plan;
- Launched the money transfer service from bank account to mobile account, in partnership with Banque Atlantique;
- Training of over 5,200 young people in digital tools and web professions.

ETISALAT BENIN

- Deployment of 4G technology in Cotonou and Abomey-Calavi;
- Launch of the new Moov Entreprise offering: Fleet offers and more attractive individual packages with plans (voice data and sms);
- Launch of voice packages to all national networks for prepaid customers.

AT TOGO

- Launch of a new plan mix for young people «Epiq Buzz, allowing to benefit from 50 min to Epiq + 50SMS + 50Mo»;
- Promotional offers to benefit from reload bonuses via Emoov;
- Launch of the «Pack à 0F» promotion allowing subscribers who have reached their consumption targets to win 3G compatible phones.

AT NIGER

- Launch of the new 3G ++ network with attractive offers ;
- Continuing the development of international money transfer «Flooz» to Togo, Benin, Burkina Faso, Côte d'Ivoire;
- Launch of exclusive 300% On Net and 100% All Network bonus offers.

AT CENTRE-AFRIQUE

- Launch of «Moov Kit» allowing the population in financial difficulty to access ICT at an exceptional price;
- Availability of broadband Internet throughout the country with the MIHD offer and satellite internet technology;
- Launch of the «Bundle International» offer giving prepaid subscribers access to packages to call certain international destinations at competitive prices.