

Maroc
Telecom



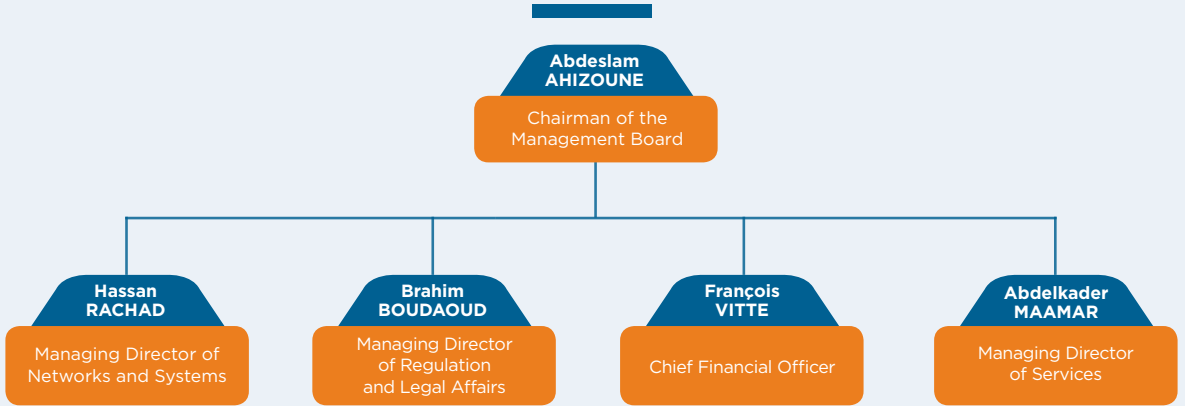
MAROC TELECOM

KEY FACTS & FIGURES

EDITION OF JUNE 2020

CORPORATE GOVERNANCE

MANAGEMENT BOARD



MAROC TELECOM ALSO INCLUDES

8 REGIONAL DIVISIONS

REPORTING TO THE CHAIRMAN OF THE MANAGEMENT BOARD.

SUPERVISORY BOARD

PRESIDENT

Mohamed BENCHAABOUN

Minister of Economy, Finance and Administration Reform

VICE-PRESIDENT

Obaid Bin Humaid AL TAYER

Chairman of Emirates Telecommunications Corporation (Etisalat)

MEMBRES

Abdelouafi LAFTIT

Minister of the Interior

Abderrahmane SEMMAR

Director of Public Companies and Privatization at the Minister of Economy, Finance and Administration Reform

Mohamed Hadi AL HUSSAINI

Chairman of Emirates Integrated Telecommunications Company

Saleh AL ABDOOLI

General Manager of Etisalat Group

Mohammed Saif AL SUWAIDI

General Manager of Abu Dhabi Fund for Development

Hatem DOWIDAR

Managing Director of Etisalat International

MAROC TELECOM GROUP

A significant force in the economic and social development in 11 African countries

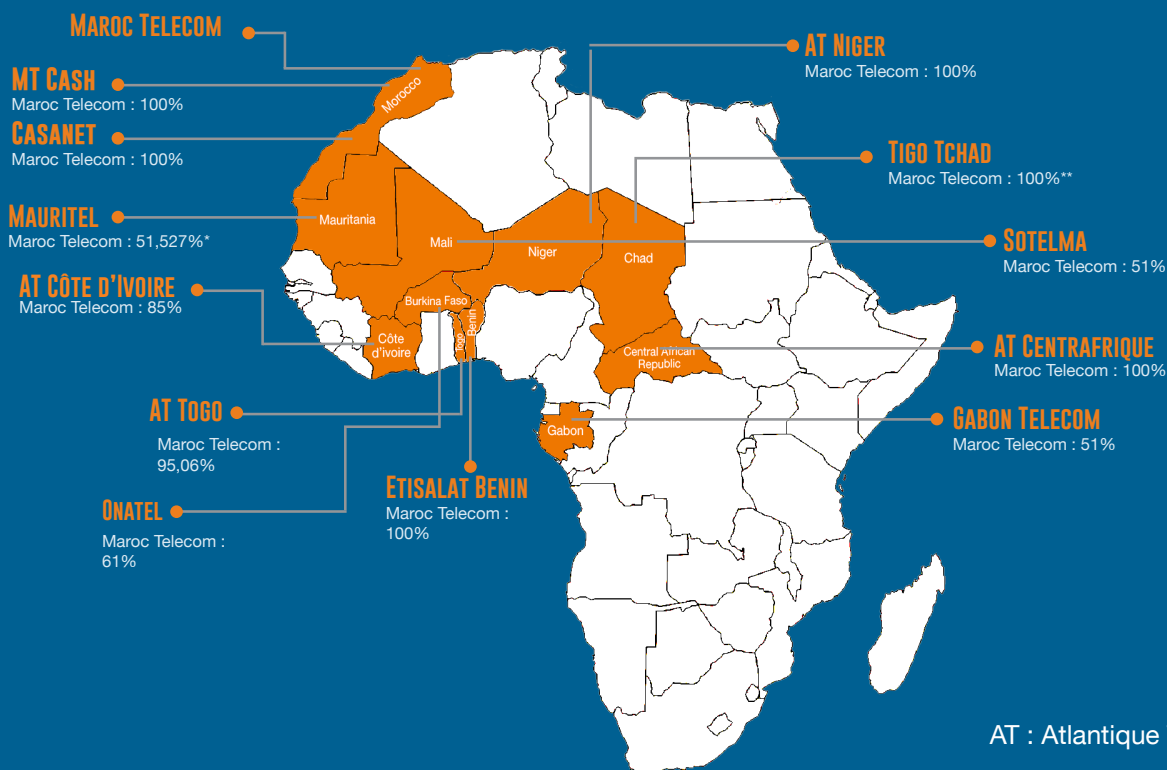
Maroc Telecom Group, a leading operator and leader in several countries, is present in 11 countries on the African continent : Morocco, Benin, Burkina Faso, Côte d'Ivoire, Gabon, Mali, Mauritania, Niger, Central African Republic, Chad and Togo. The Group supports more than 68 million Mobile, Fixed-line and Internet customers.

Through its commitment to bridging the digital divide, the Group contributes significantly to economic and social development, access to NICTs and the well-being of populations both in Morocco and in all the countries of its subsidiaries.

The Group's presence in Africa fits perfectly into the South-South cooperation policy, initiated by His Majesty King Mohammed VI. The Group built solid partnerships there while promoting profitable, sustained and durable growth.

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 (22%).

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



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

(**) Controlled at 100% via MIC Africa 2 B.V., a company incorporated under Dutch law

FINANCIAL RESULTS

Thanks to enormous investments, in all the countries where Maroc Telecom Group operates, it is continuing to strengthen its infrastructure and the deployment of Broadband and Very High Speed of Mobile and Fixed-line.

The Group is distinguished by the extent and quality of its networks, it continues to provide ever higher speeds to support the growing interest in digital uses and content.

At the end of June 2020, the Group's consolidated turnover stood at more than 18 billion dirhams to which the subsidiaries contributed by 45.4%.



**CONSOLIDATED
TURNOVER**

18,3

billion MAD

45,4 % of the Group
turnover was generated
internationally



**GROUP
EBITDA
MARGIN**

52,4%

of the Group turnover



**NET INCOME
ADJUSTED***
Group share

3

billion MAD

* Adjusted for exceptional items.

PERFORMANCE

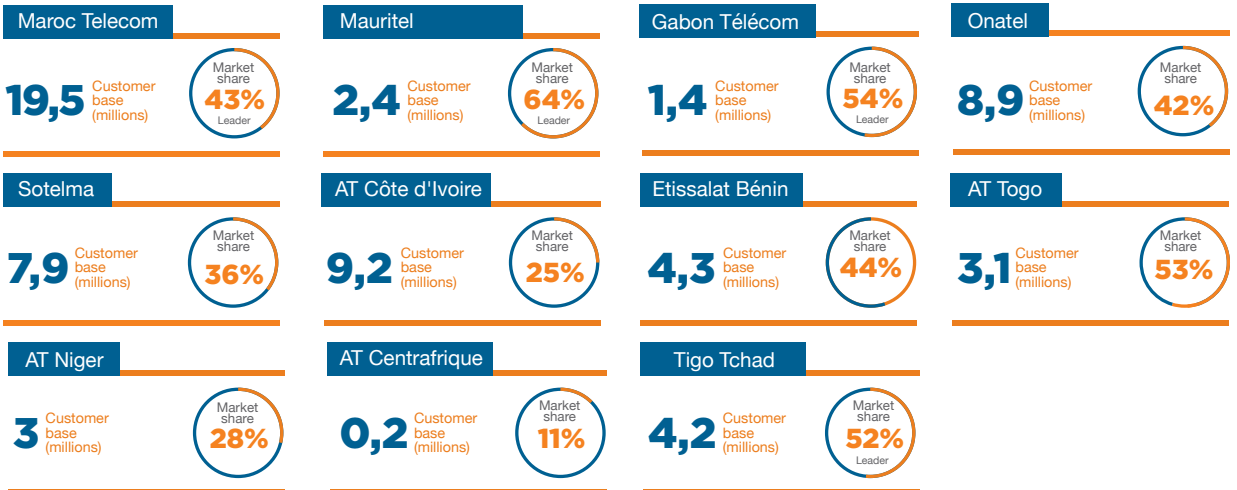
Fully aware of its role in supporting digital development, Maroc Telecom Group is undertaking several initiatives to encourage sharing, exchange and stimulate innovation. Its objective is to facilitate access to information, culture and entertainment.

Maroc Telecom is the leader in all Mobile, Fixed-line and Internet segments thanks to its capacity for innovation and the quality of its networks, with more than 23.2 million customers in Morocco.

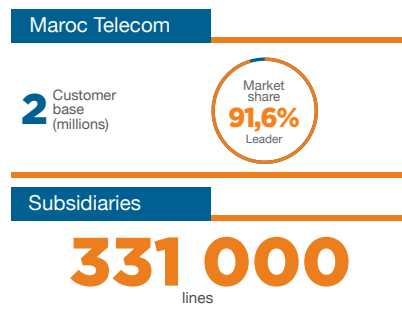
At the end of June 2020, the Group's customer base had grown by 9.1%. The share of subsidiaries in the Group's total customer base is nearly 66%.



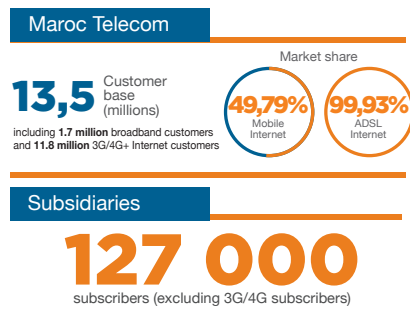
MOBILE



FIXED-LINE



@ INTERNET



GROUP'S HIGHLIGHTS

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

The first half of 2020 was marked by :

- The continuous of **widespread access to FTTH technology and 4G in order to strengthen** the Group's position in the High and Very High Speed market ;
- The **continuous strengthening of the catalogue of offers and services** by new solutions ;
- The **mobilization of the Group and its subsidiaries** to contend against the spread of the Covid-19 pandemic.

Conscious of its responsibility as a leading economic and social player, the Group actively participates in supporting many civil society initiatives.

MAROC TELECOM

- Enrichment of various offers and digital services;
- Enrichment and redesign of the offers intended for Companies (Mobile plans, Fiber optic, 4G + Internet Box);
- Contribution to contend against the spread of the Covid-19 :
 - Participation in the Support Fund dedicated to the management and contend against Covid-19 up to 1.5 billion MAD ;
 - Free access to distance education and training platforms of the Ministry of National Education ;
 - Launch of the solidarity donation operation via SMS 1919;
- Coverage of 99% of the population by 3G and 4G technologies;
- Supporting the high demand for Fixed Internet access and the growth of Data traffic while improving the quality of service;
- Maintaining of the 3rd certificate ISO 26 000 issued by Vigeo-Eiris.

AT CÔTE D'IVOIRE

- Strengthening of 3G and 4G network coverage ;
- Enrichment of Mobile, Internet and Mobile payment offers;
- Launch of new value-added services.

ETISALAT BENIN

- Strengthening of 3G and 4G network coverage ;
- Enrichment of Mobile and Internet offers ;
- Expansion of the services offered by Moov Money ;
- Launch of new value-added services.

AT TOGO

- The continuous of Voice and Data promotions ;
- Expansion of "Flooz" mobile payment services ;
- Launch of new value-added services.

AT NIGER

- Strengthening of 3G network coverage ;
- The continuous of Voice and Data promotions ;
- Expansion of "Flooz" mobile payment services ;
- Launch of new value-added services.

AT CENTRAFRIQUE

- Increase the Internet bandwidth ;
- The continuous of Voice and Data promotions.

TIGO TCHAD

- Increased capacity of Internet bandwidth ;
- Continued voice and data tariff reductions ;
- Launch of new Internet offers ;
- Expansion of mobile payment services ;
- Realization of several Roaming openings.

MAURITEL

- Enrichment of Mobile and Internet offers ;
- Doubling of ADSL speeds ;
- Production of an electronic charging platform.

GABON TELECOM

- Enrichment of Mobile, Internet and Mobicash offers ;
- Launch of new value-added services.

ONATEL

- Strengthening of 3G and 4G network coverage ;
- Enrichment of Mobile and Internet offers ;
- Doubling of ADSL speeds ;
- Launch of new value-added services.

SOTELMA

- Enrichment of Fixed, Mobile and Mobicash offers ;
- Continued support in the cultural, sport, education and environmental protection fields.



Important dates

2001
 The opening of Maroc Telecom capital
 Acquisition of 54% of Mauritel, the incumbent operator in Mauritania

2004
 Initial public offering of 14.9% on Casablanca and Paris stock exchanges

2006
 Acquisition of a 51 % share in Onatel, Burkina Faso's incumbent operator

2007
 Acquisition of a 51 % share in Gabon Télécom, Gabon's incumbent operator

2009
 Acquisition of a 51 % share in Sotelma, Mali's incumbent operator

2014
 Acquisition by Etisalat of Vivendi's 53 % share in Maroc Telecom's Capital

2015
 Acquisition of six operators in Benin, Côte d'Ivoire, Gabon, Niger, Central African Republic and Togo

2018
 Acquisition of an additional of 10% in Onatel

2019
 Acquisition of 100% of Tigo Tchad shares
 Listing on the Casablanca Stock Exchange of 8% of the company's capital

2020
 Launch of the Mobile Money solution by MT Cash

Creation of MT Cash and obtaining by the company the agreement of Bank Al-Maghrib as a payment institution



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