

Welcome

MTN Ghana's FY 2023 Results Day

1 March 2024



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Looking ahead

Ghana's macroeconomic context

Antoinette Kwofie | CFO

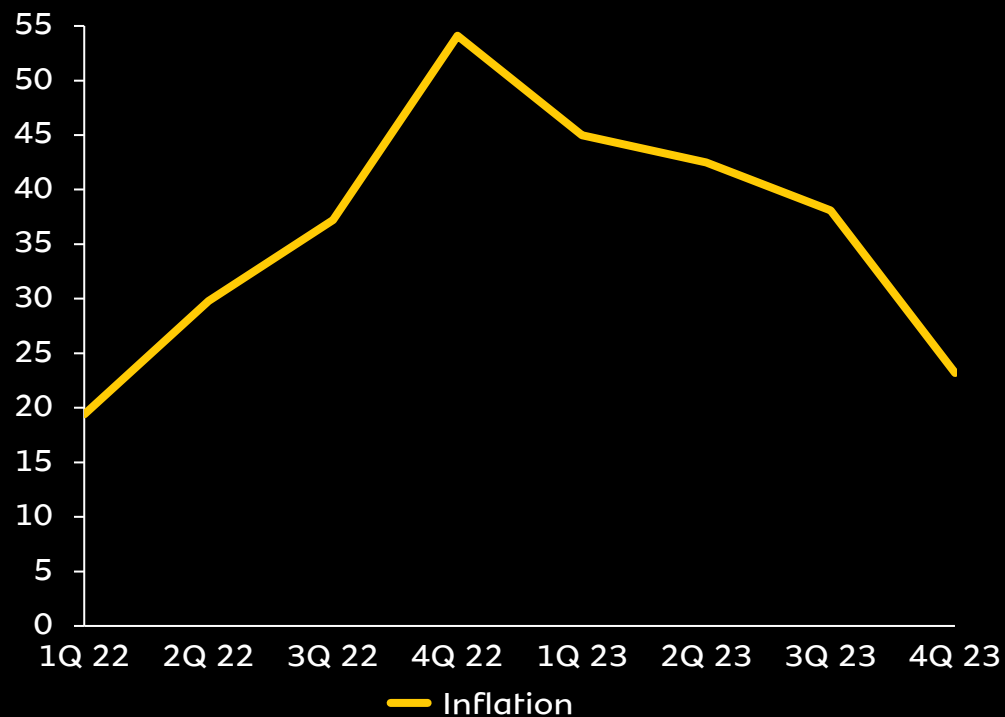


MTN

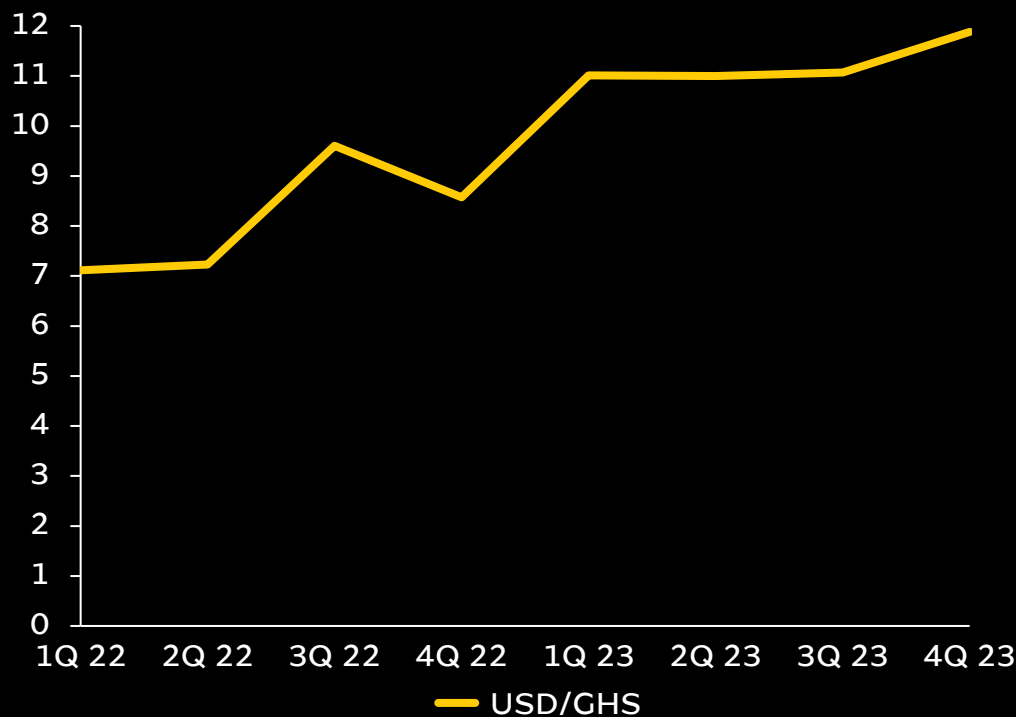
Navigating a challenging operating environment



Inflation



USD/GHS



- **High levels of inflation (December 2023: 23.2%; 2023 Average inflation 40.3%)**
- **Depreciation of Ghana Cedi against US Dollar (2023 Depreciation: 38.5%)**
- **Challenges post DDEP implementation**

Reflecting on FY 2023 performance

Selorm Adadevoh | CEO



FY 2023 highlights: Solid progress to deliver on our Ambition 2025 strategy



+34.6%
Service revenue
GHS13.3 bn

+50.9%
Data revenue
GHS5.8 bn

+48.8%
MoMo revenue
GHS2.9 bn

+9.0%
Voice revenue
GHS3.6 bn

-4.7%
Digital revenue
GHS0.1 bn

+40.2%
EBITDA
GHS7.8 bn

+2.3pp
EBITDA margin
58.4%

+66.6%
Core capex[#]
GHS3.3 bn

+29.7%
Earnings per share
GHS0.301p

PAT +39.4% to GHS4.0 billion

Proposed final dividend of 17.5 pesewas* per share for full year 2023 with dividend yield of 16.1%

[#] Core capex excluding lease cost was GHS3.3 billion with a capex intensity of 24.6%.

* Interim Dividend of 5 pesewas declared in FY 2023. Number of outstanding shares increased from 12,290,474,360 to 13,236,175,050 due to Scrip dividends..

MTN Ghana is a leading telecom company providing services to over 26.8 million customers in Ghana



26.8m
Subscribers

15.4m
Active Data
Subscribers

15.2m
Active MoMo
Users



~2k
Employees

"Investor in People Platinum"

4.6m
Active Digital
subscribers

405
Minutes of
use

9,229
MB per user per
month

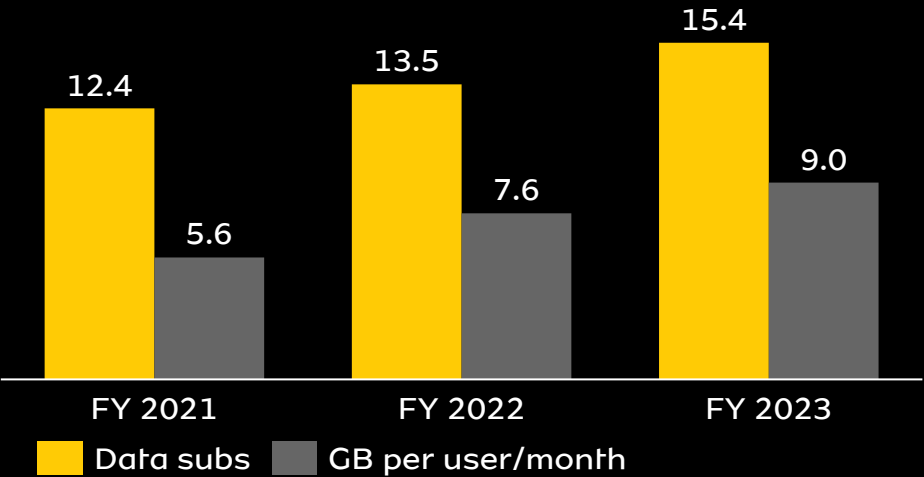
Strong demand driving Data growth



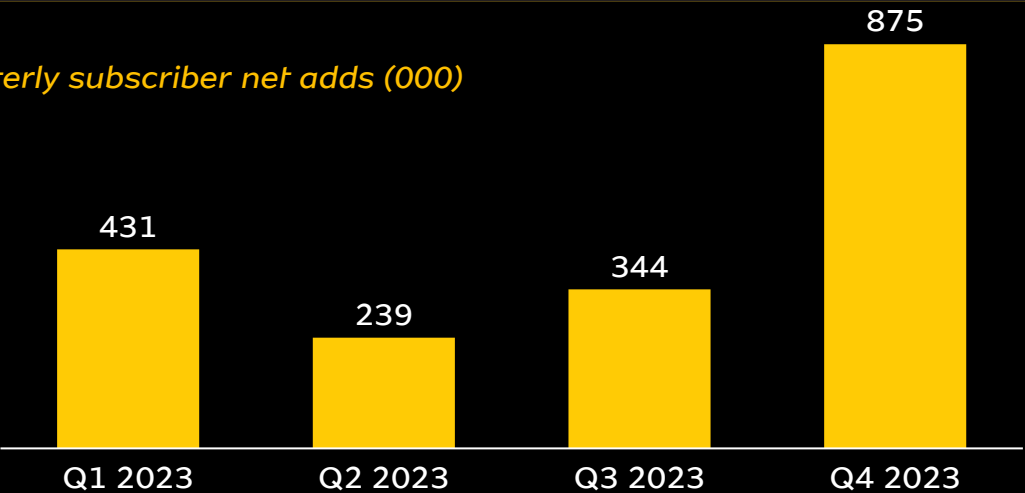
Data revenue
+50.9% to GHS5.8 billion



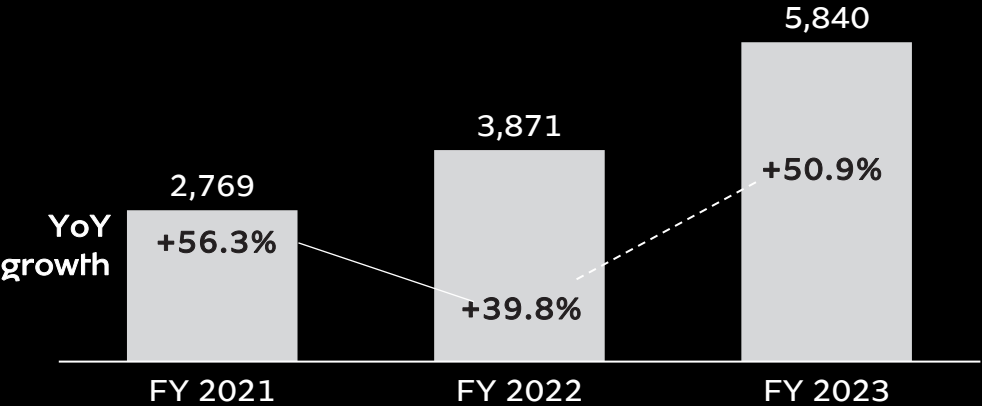
Active data subscriber (m)



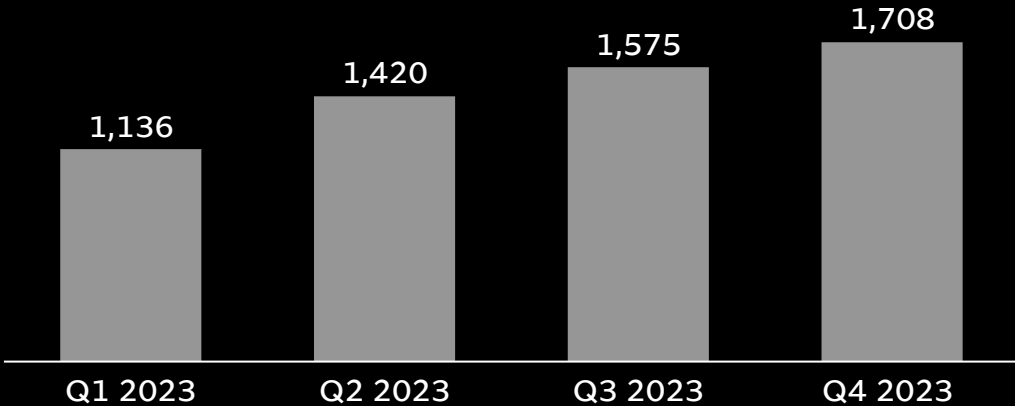
Quarterly subscriber net adds (000)



Data revenue growth (GHSm)



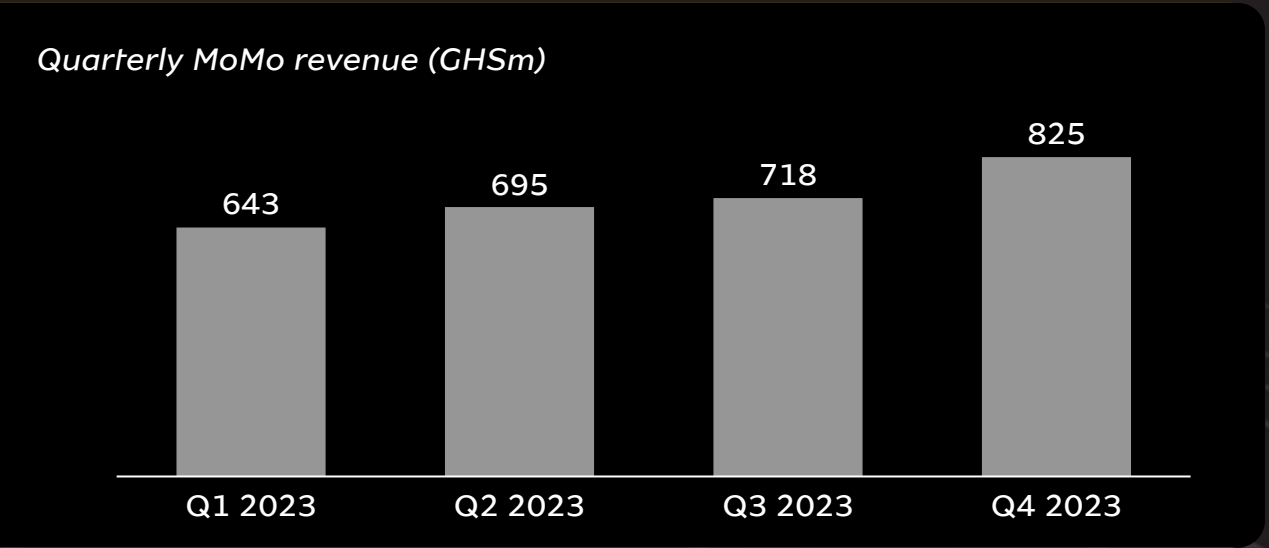
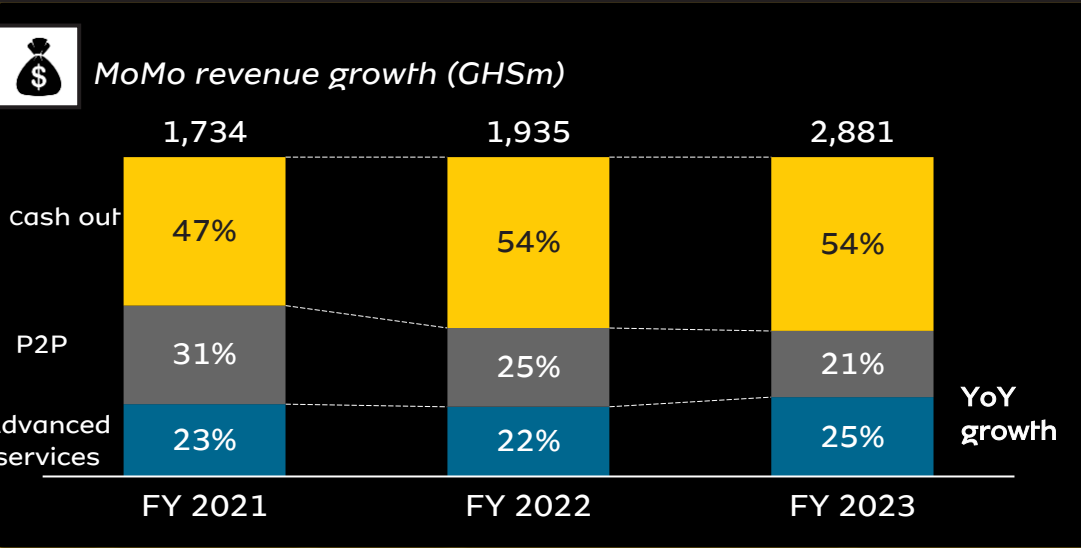
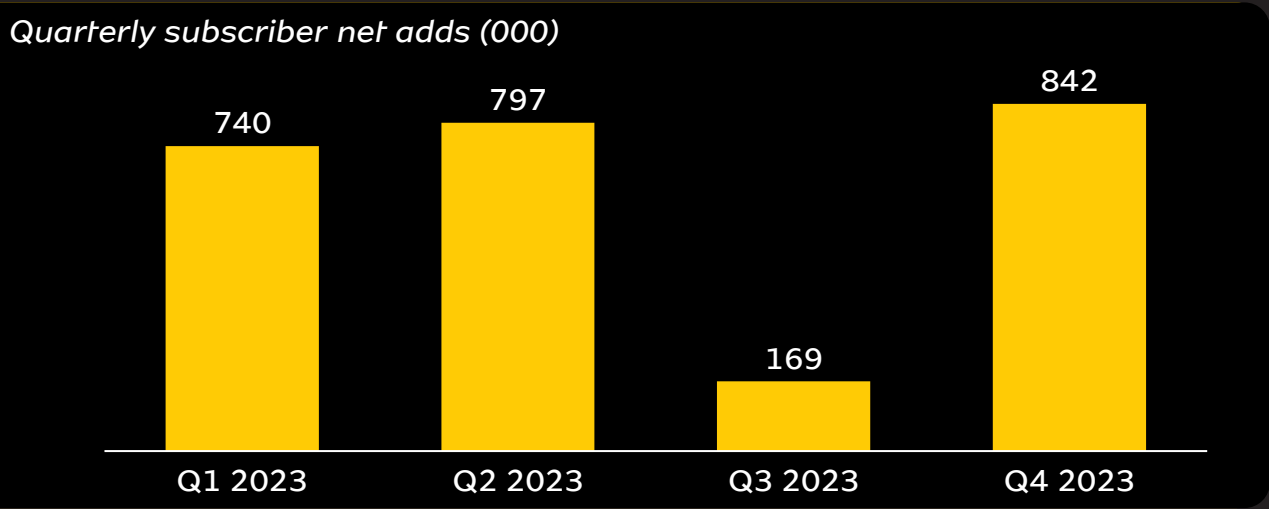
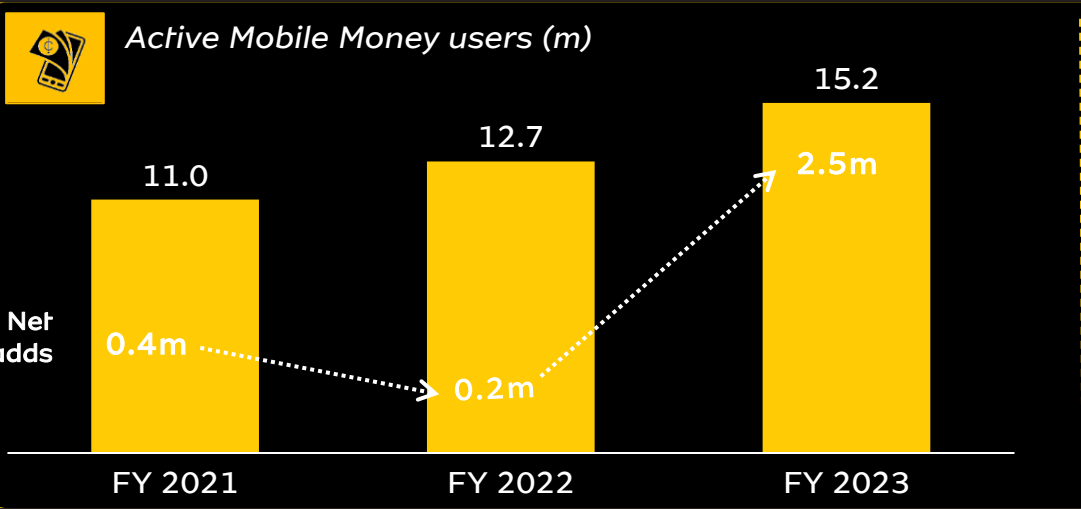
Quarterly data revenue (GHSm)



Strong recovery in Mobile Money revenue



Mobile Money revenue
+48.8% to GHS2.9 billion

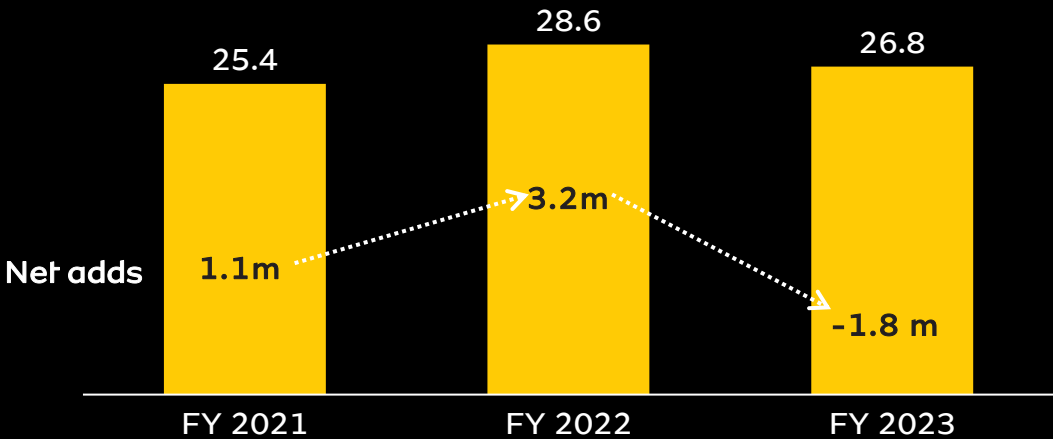


Resilient growth in Voice revenue

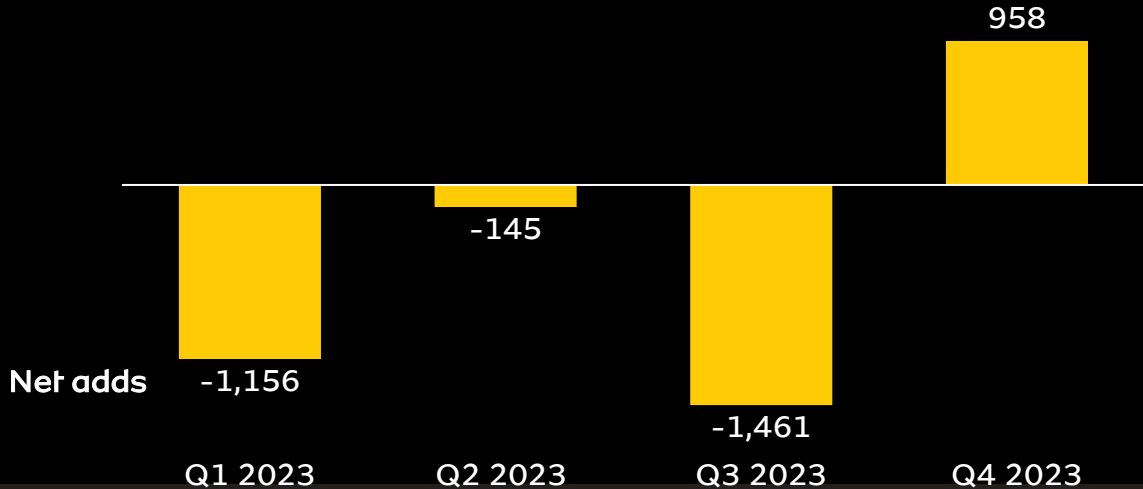


Voice revenue
+9.0% to GHS3.6 billion

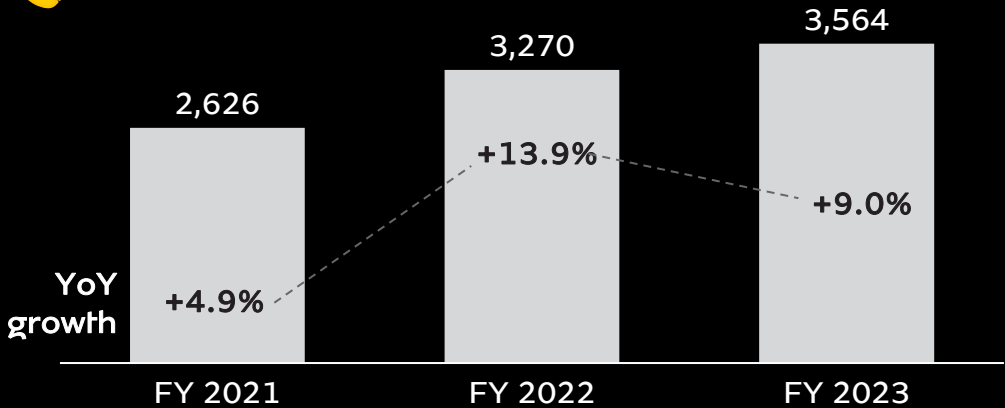
Subscribers (m)



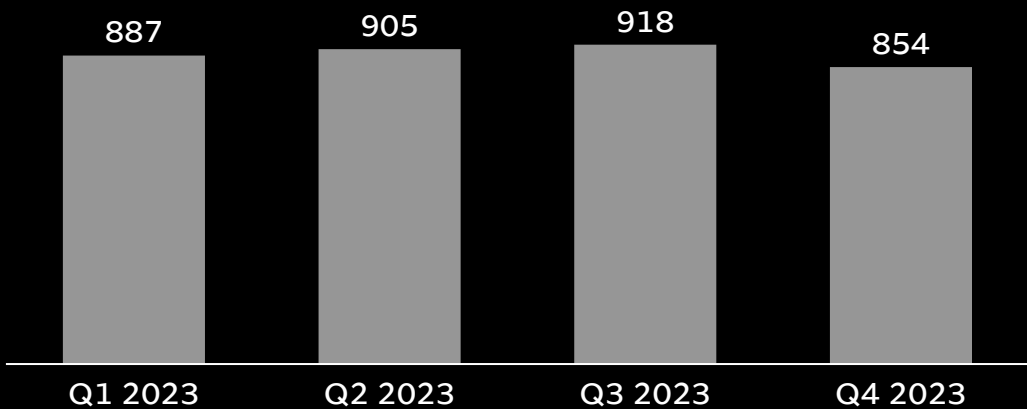
Quarterly subscriber net adds (000)



Voice revenue growth (GHSm)



Quarterly voice revenue (GHSm)



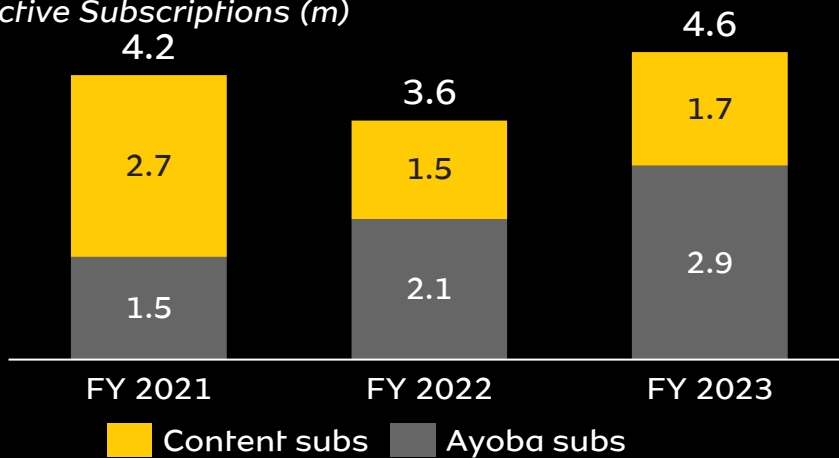
Growth prospect in Digital for content and advertisement



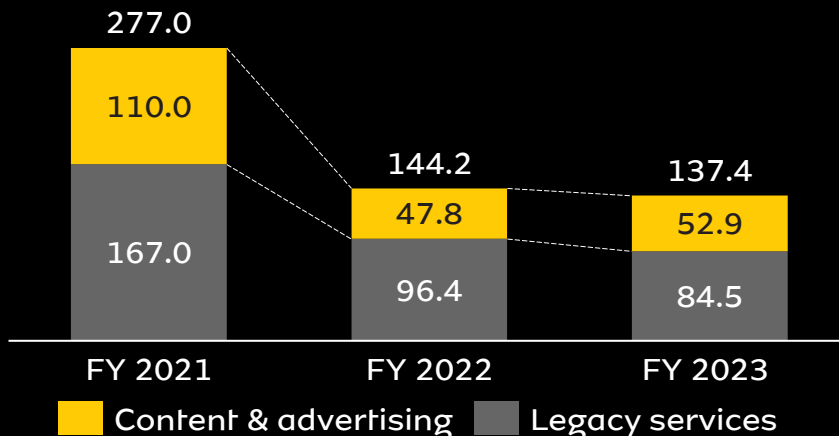
Digital revenue
-4.7% to GHS0.1 billion



Active Subscriptions (m)



Digital revenue (GHSm)



Content

- Video revenue up +56% YoY
- Launch of Gameloft partnership in October 2023



Ayoba

- 56 services available on ayoba, of which 23 services launched in 2023
- Launched new music service powered by Boomplay



Zigi Chatbot

- Zigi available across web, Whatsapp and myMTN
- 658k sessions (+160% YoY growth)



myMTN

- Launch enhanced myMTN 2.0 app
- myMTN available as app, web app and ayoba micro-app



Chenosis

- Launched API marketplace, current catalogue made of 5 APIs
- 5 corporate clients live on the platform

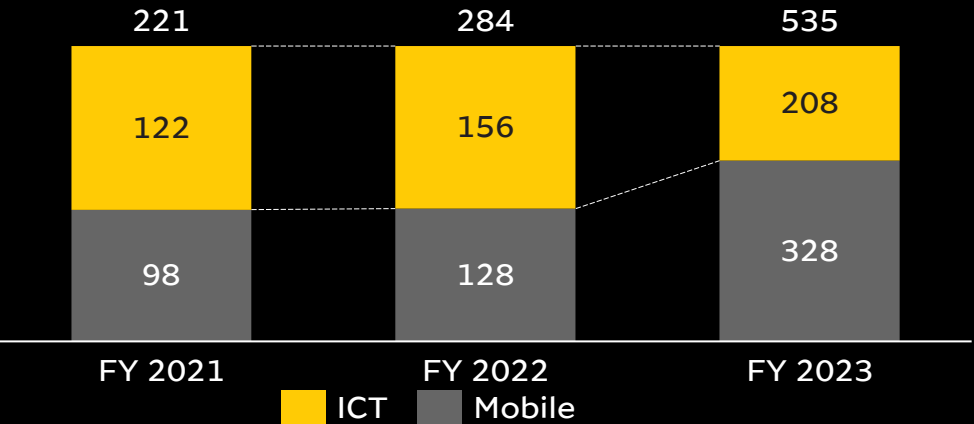
Driving the business and SME ecosystem with tailor-made ICT services



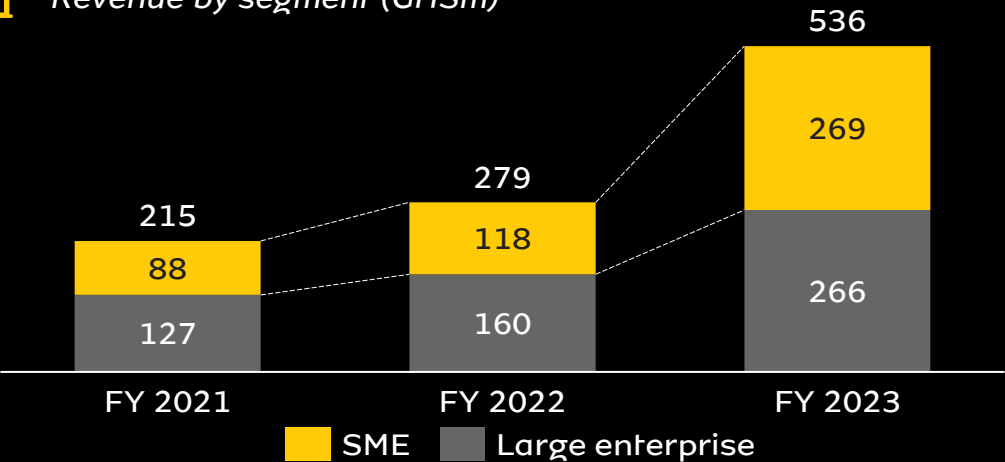
Enterprise revenue
+89.0% to GHS0.5 billion



Revenue by products (GHSm)



Revenue by segment (GHSm)



SME Plus

- +256% YoY growth in subs to 316K
- +496% YoY growth in revenue to GHS24.6 million.



Business Broadband

- +38% YoY growth in subs to 5.9K
- +43% YoY growth in revenue to GHS12.7 million.



Business Hub

- One stop shop for MTN business solutions: SME Plus, Webwiz, Business Messenger and Business Manager.



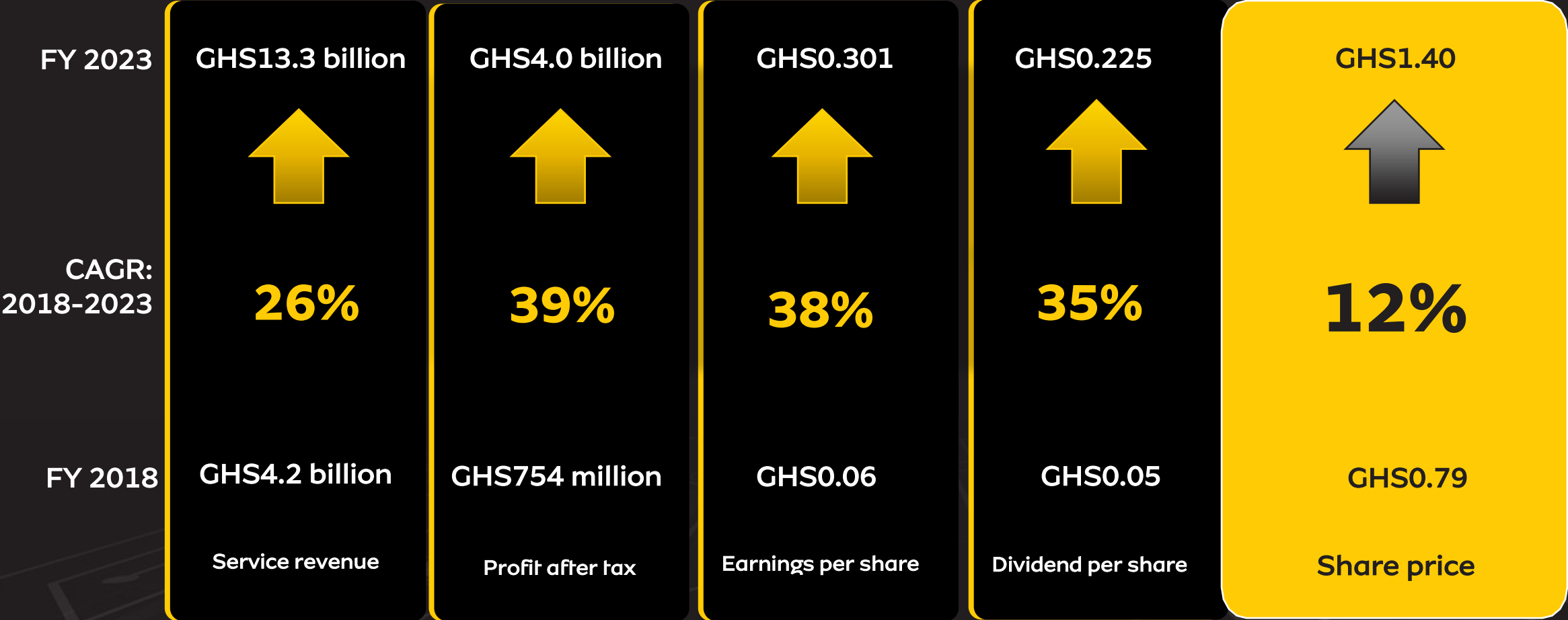
Webwiz

- Professionally designed multi page website service starting as low as 200GHS, with optional email and logo provision services included

MTN Ghana's 5-year journey post listing on the Ghana Stock Exchange



Growth in key metrics underpinned by strategy execution



CAGR: compound annual growth rate

Financial review

Antoinette Kwofie | CFO



MTN

Snapshot of income statement: strong revenue and EBITDA growth underpinned by commercial and operational excellence



(GHSm)	FY 2023	FY 2022	% change reported
Revenue	13,349	9,916	34.6
EBITDA	7,800	5,564	40.2
Depreciation, amortization and goodwill impairment	(1,725)	(1,199)	43.9
Net finance Cost / income	(486)	(268)	81.1
Profit before tax	5,589	4,097	36.5
Growth and sustainability levy	(279)	(207)	35.3
Income tax	(1,328)	(1,034)	28.4
Profit after tax	3,982	2,856	39.4
Earnings per share (EPS)	0.301	0.232	29.7

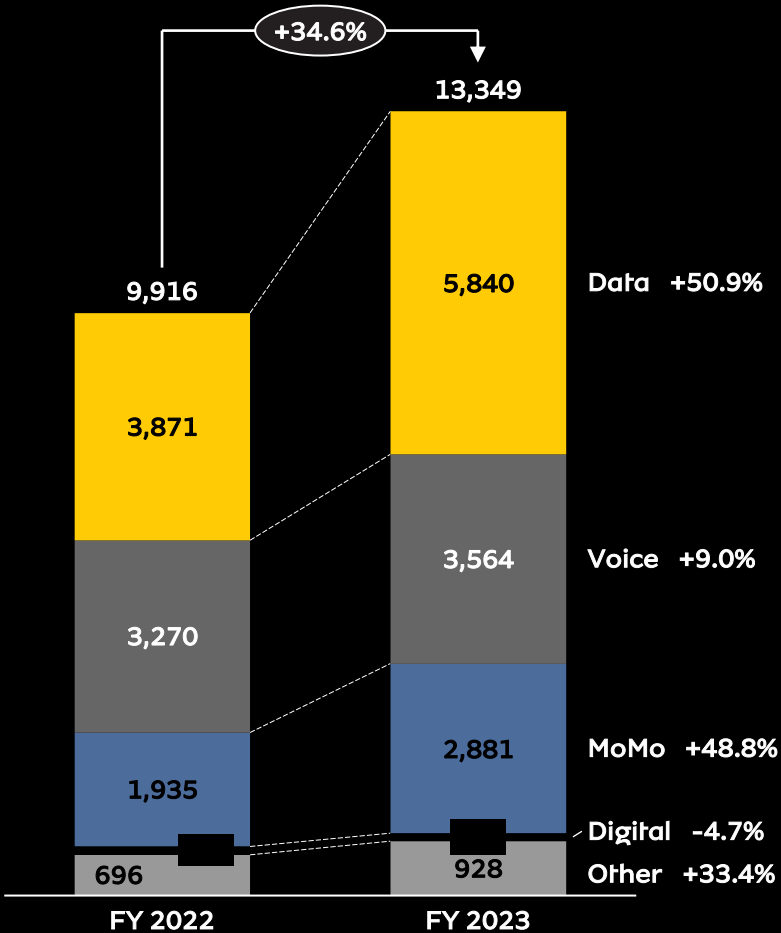
* Net finance costs comprise net interest expense, forex losses

*100 pesewas = 1 Ghana Cedi

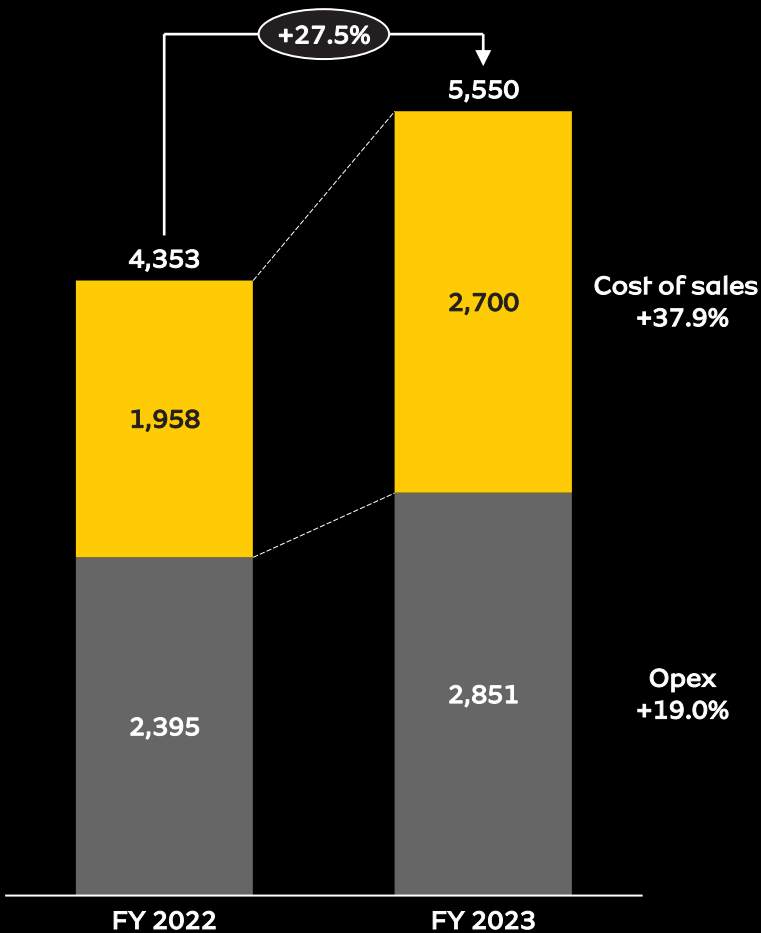
Summary performance indicators: strong focus on growing revenue and managing costs



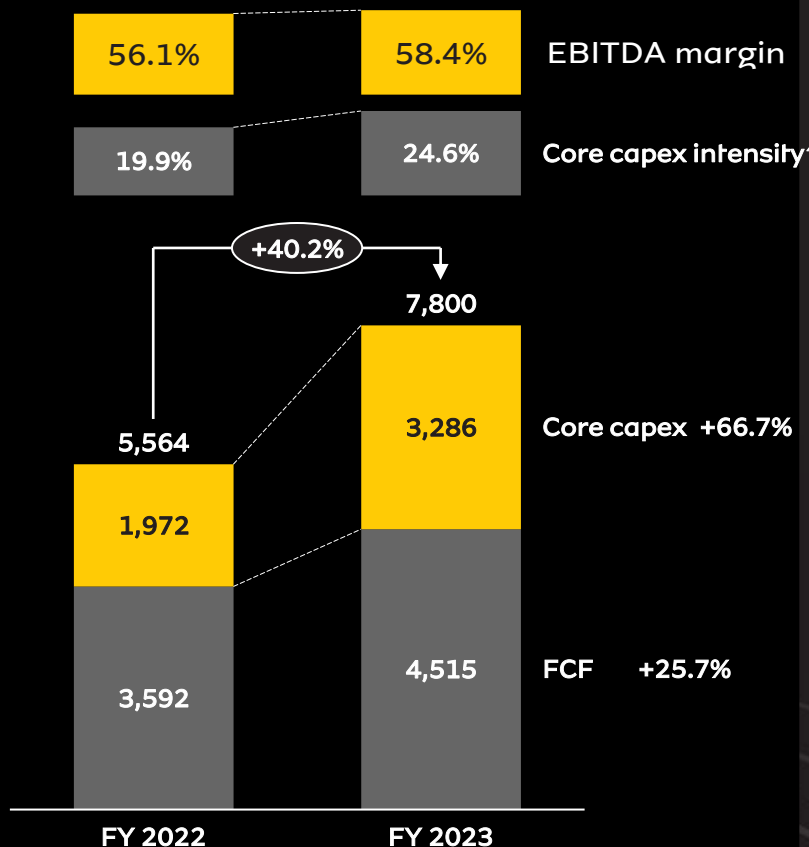
Service revenue (GHSm)



Expenses (GHSm)



EBITDA & Core capex (GHSm)



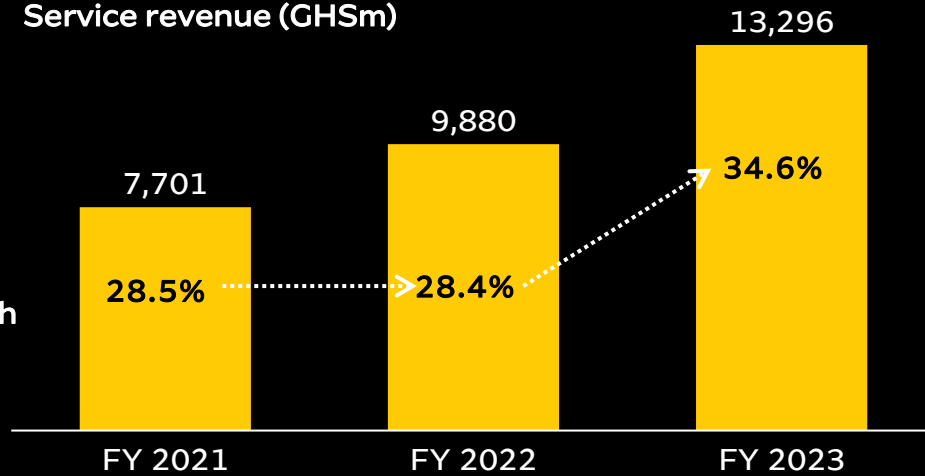
^Core capex: excludes capex attributable to right-of-use (RoU) assets. Core capex excluding spectrum license cost was GHS3.3 billion with a capex intensity of 22.0%.
Capex intensity = Capex/ Total revenue | ACF = EBITDA - capex

2023 evolution of Service revenue and EBITDA



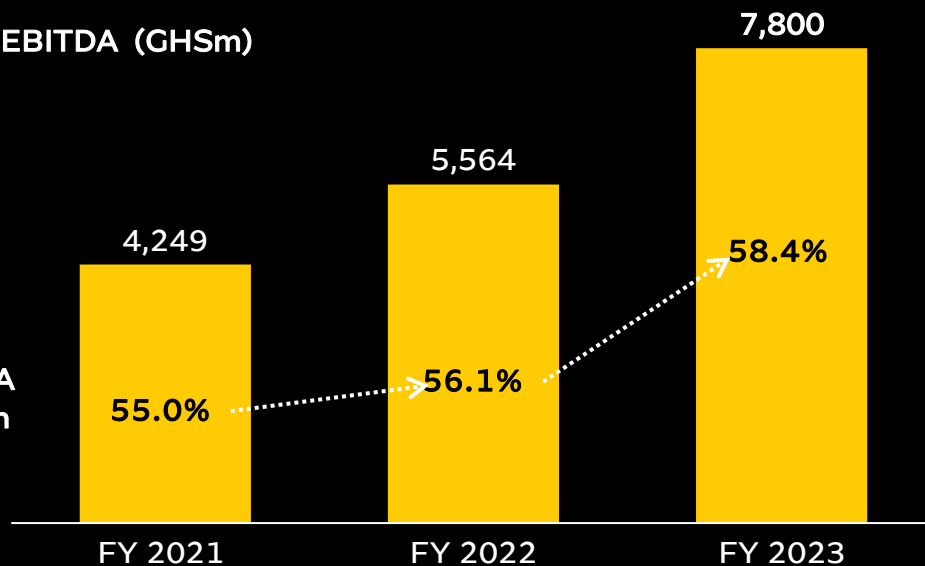
Service revenue (GHSm)

SR
Growth



EBITDA (GHSm)

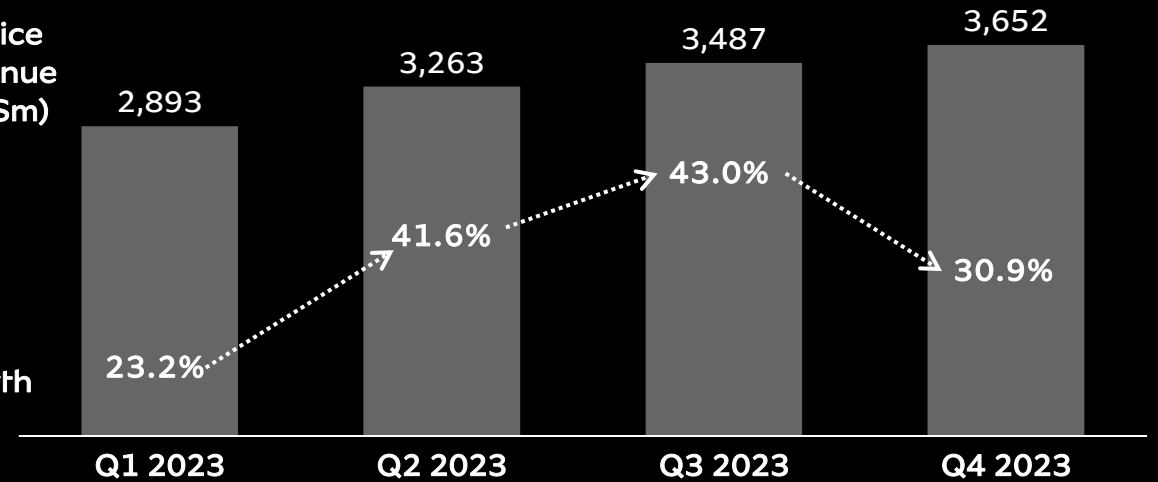
EBITDA
Margin



Full year evolution of Service revenue

Service
revenue
(GHSm)

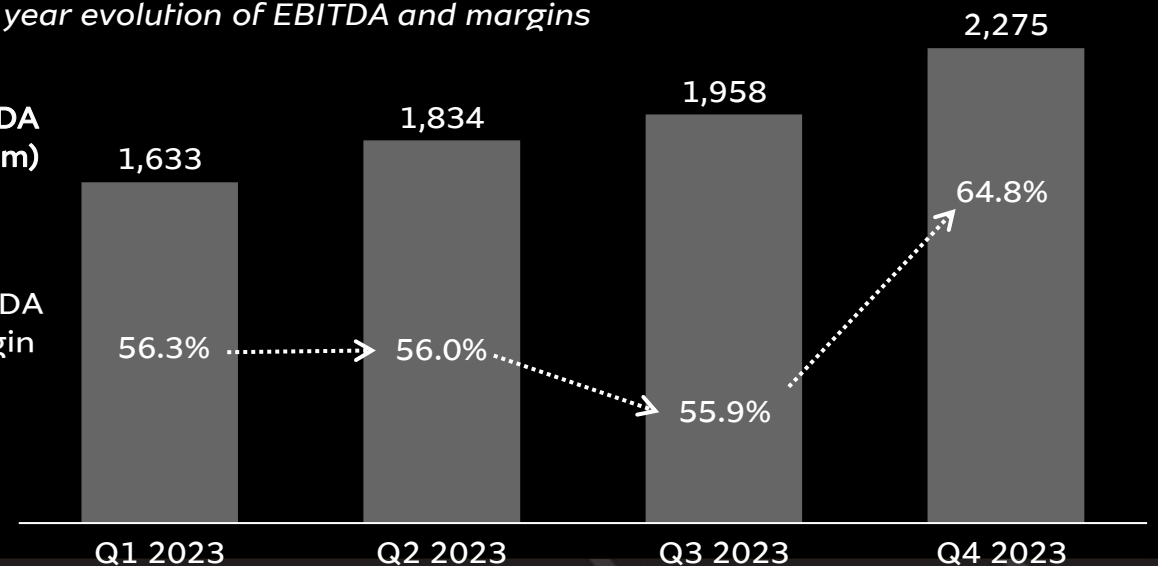
SR
Growth



Full year evolution of EBITDA and margins

EBITDA
(GHSm)

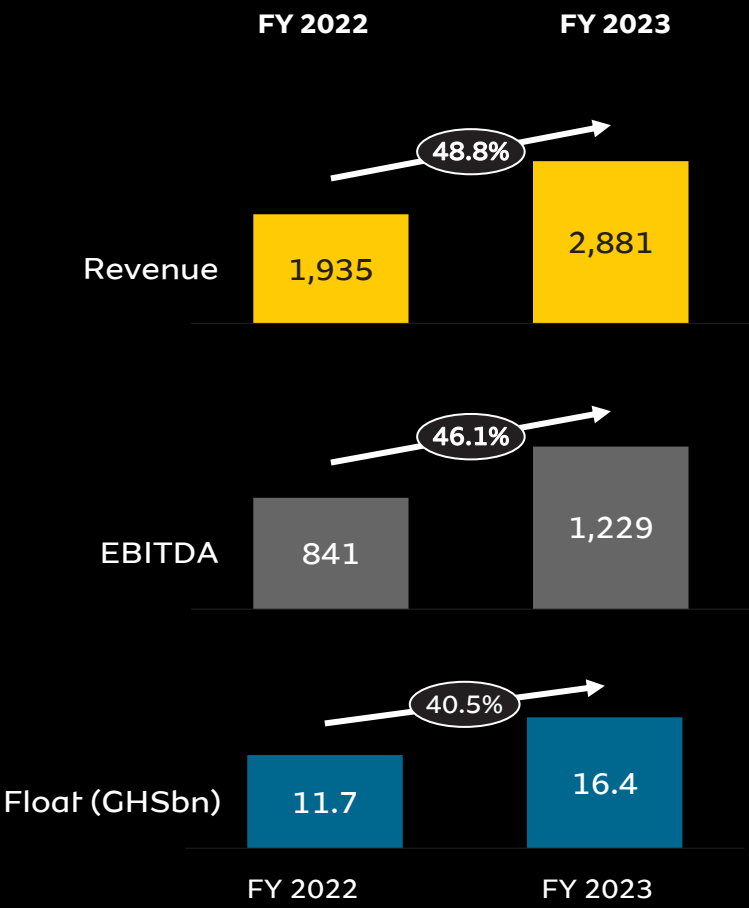
EBITDA
margin



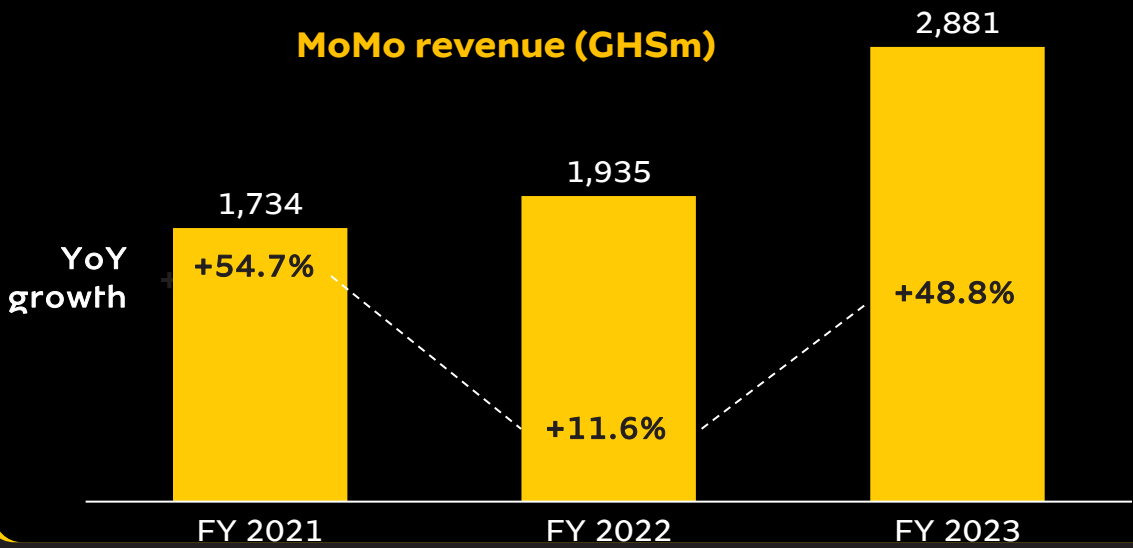
Mobile Money Recovery: continued growth following impact of e-levy



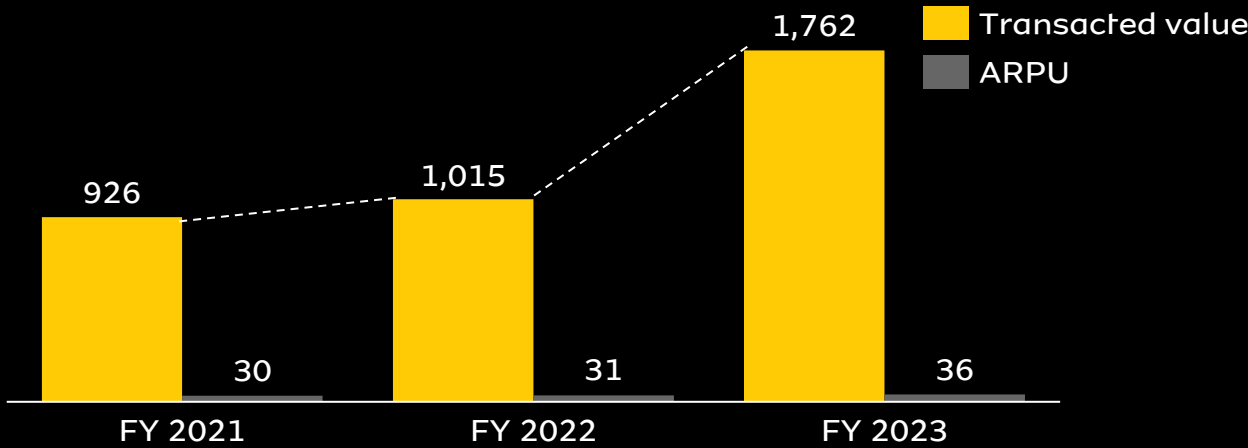
MoMo highlights (GHSm)



MoMo revenue (GHSm)

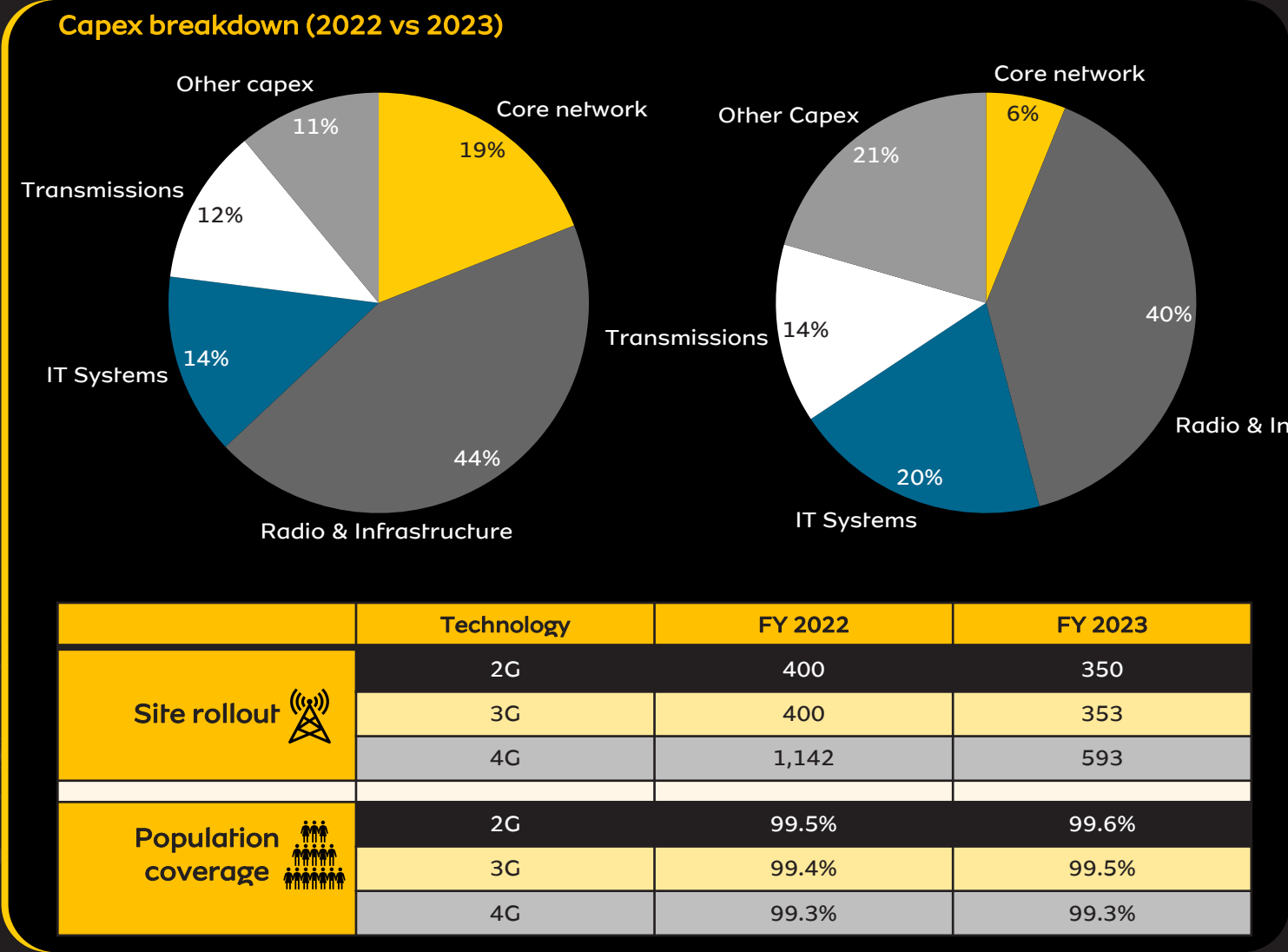
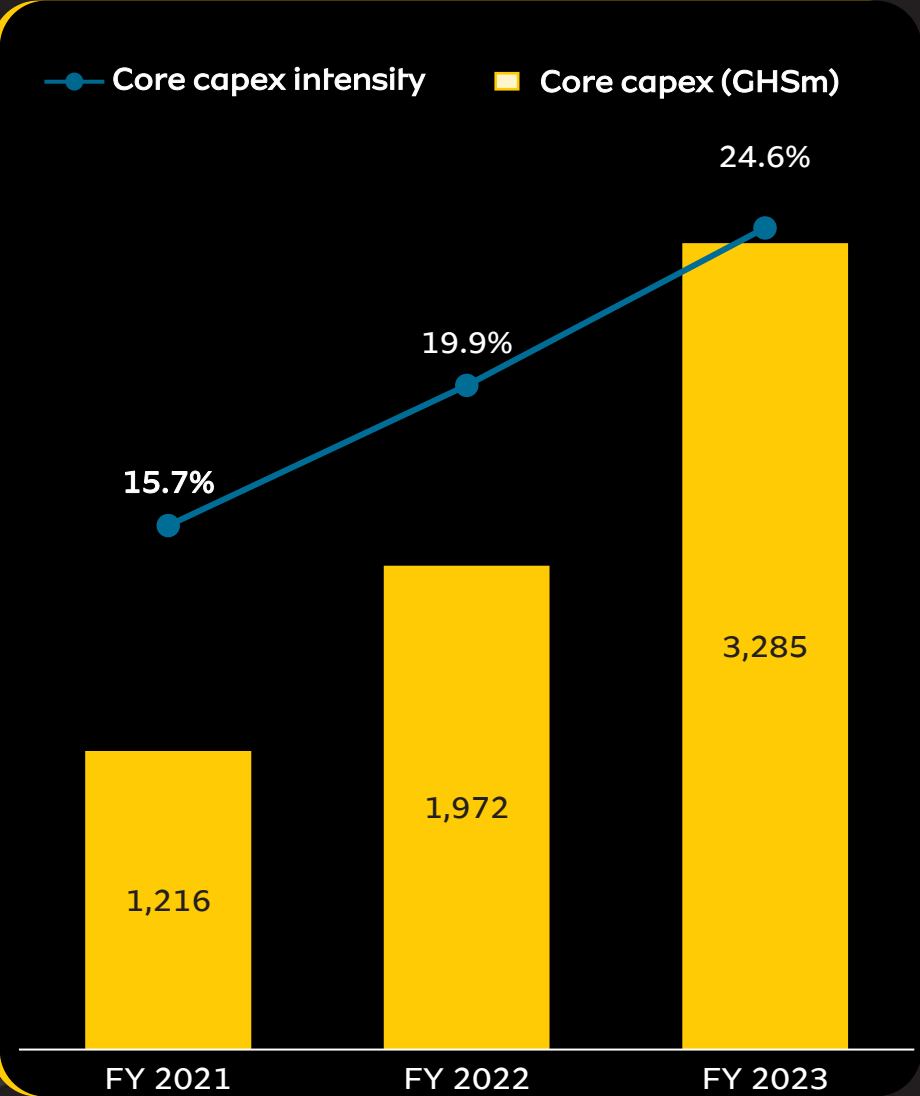


Transaction value (GHSbn) and ARPU



MoMo full transfer pricing and allocation to the business standalone P&L would be completed this year so these numbers do not represent the fully separate MoMo entity EBITDA and margin

Capex: strategic investment in network and IT systems underpin growth



Regulatory update and competitive landscape

Selorm Adadevoh | CEO



Regulatory environment: continuous stakeholder engagement



Regulators



SIM RE-REGISTRATION

Sim re-registration

- NCA directive to disconnect 5.4 million SIMs as 31 May 2023
- 0.6 million SIMs re-registered as December 2023
- Outstanding disconnections at 4.7 million SIMs as at end of December 2023
- Impact of 4.7% YoY decline in subscribers as at December 2023.

LOCALISATION

Localisation of Scancom PLC

- March 2023, the company achieved 25.0% localisation
- June 2023, there was a decrease of 1.8pp to 23.2% due the issue of scrip dividend.
- As at December 2023, the localisation of Scancom PLC had increased by 1.9pp to 25.1%

Localisation of MobileMoney Ltd.

- Localisation of MobileMoney Limited remains a priority.
- Bank of Ghana has granted an extension to meet the localisation target by 31 December 2024.

Competitive Landscape



Telecom Industry Operators



Telecel (Vodafone)

- Vodafone starts rebranding as Telecel
- Selective price review implemented
- Technology neutrality approval granted



AT (AirtelTigo)

- AirtelTigo rebranded as AT
- Selective price review implemented
- Establishes joint venture with Hanam investments to improve its operations
- Technology neutrality approval granted



GLO

- No activities since the transfer of its customers to Airtel Tigo in April 2022

Creating shared value

Antoinette Kwofie | CFO



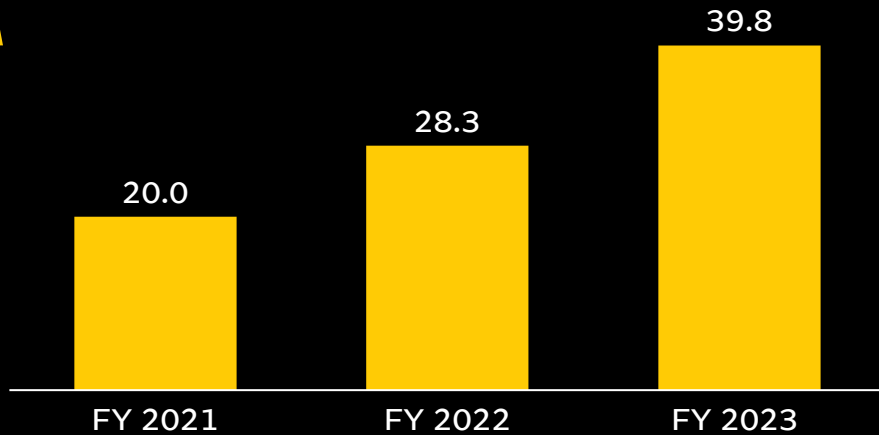
Creating a better future for Ghanaians through the MTN Foundation: GHS39.8 million allocated for Foundation projects.



Aligning 75% of projects to digital related priorities and 25% to other national priorities



Amount allocated (GHSm)



Digital Projects

- Mamfe Girls Robotics Lab
- Yilo Krobo 40-seater ICT project
- Wiamose ICT Facility- Equipment
- Digital Health Diagnostic Equipment

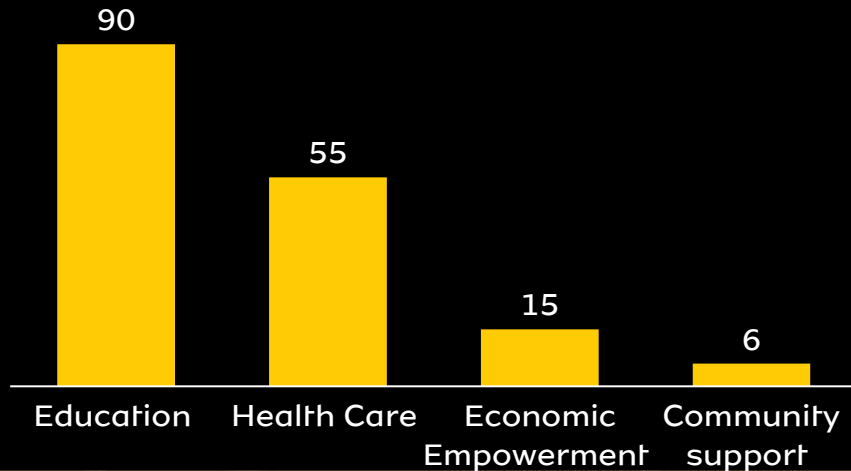


Community Support Programmes

- Digital skills training - youth, women, differently abled
- Digital Skills for Digital Jobs
- +Bright Scholarship: +500 tertiary level STEM students
- Enterprise Programme



Number of Projects since inception



National Priority Areas (25%)

- Educational & Health Infrastructure
- Vocational Skills Training (women, differently-abled, youth etc.)

A development partner to Government: GHS5.9 billion contributed to Ghana's revenue mobilization in 2023.



Corporate taxes

GHS1.4 b



VAT, levies and duties

GHS1.2 b



Withholding taxes

GHS292 m



Communications service
tax

GHS517 m



Government agencies

GHS385 m



Growth and
sustainability levy

GHS267 m



E-levy

GHS843 m



Pay as you earn

GHS97 m

GHS5.9 bn



National roaming: driving telecom industry sustainability



Partners / Stakeholders



MINISTRY OF COMMUNICATIONS
AND DIGITALISATION



National roaming plan



Infrastructure sharing



Investment in infrastructure



- Long term agreement with AT which began in January 2024

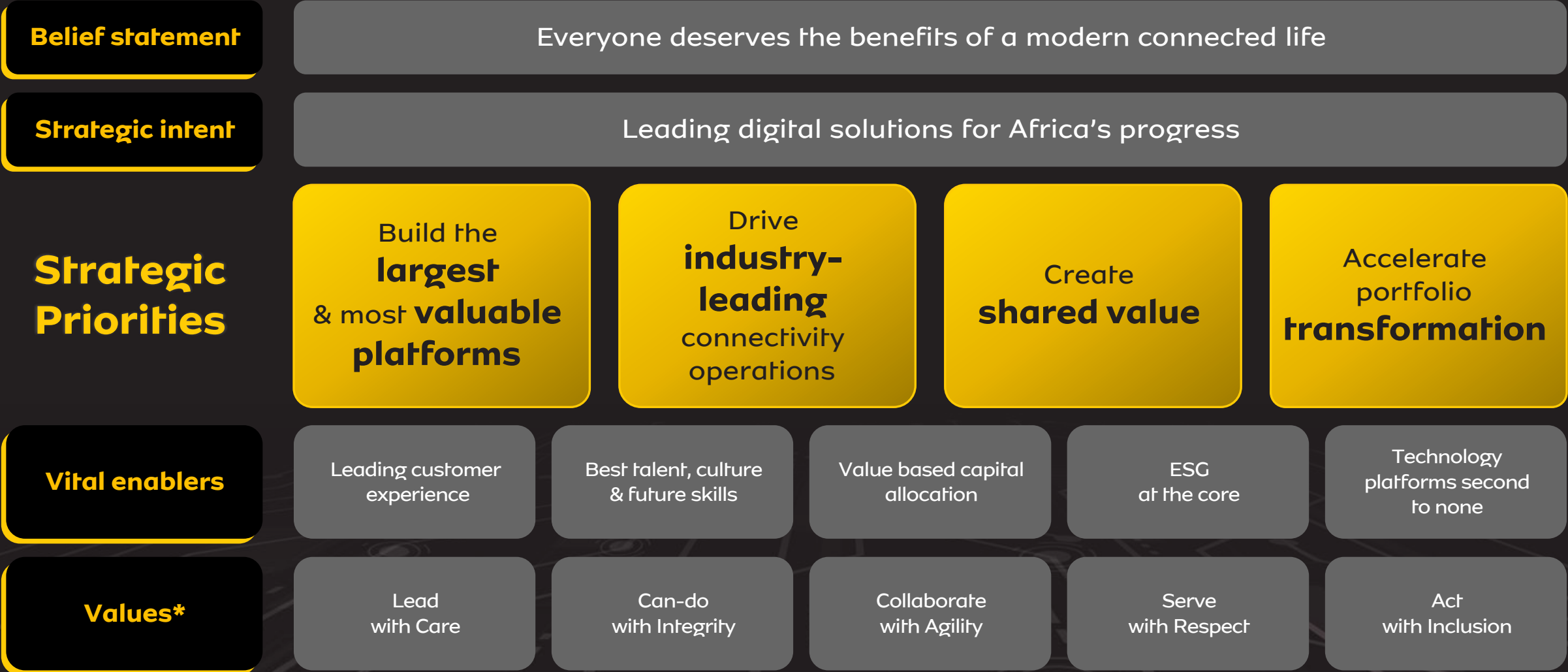
- Final stage discussions for a more long-term agreement with both AT Ghana and Telecel (Vodafone)

Looking ahead

Selorm Adadevoh | CEO



Ambition 2025 | Framing our strategic position



*Refreshed values

Investment case: Well-positioned to become a platform player

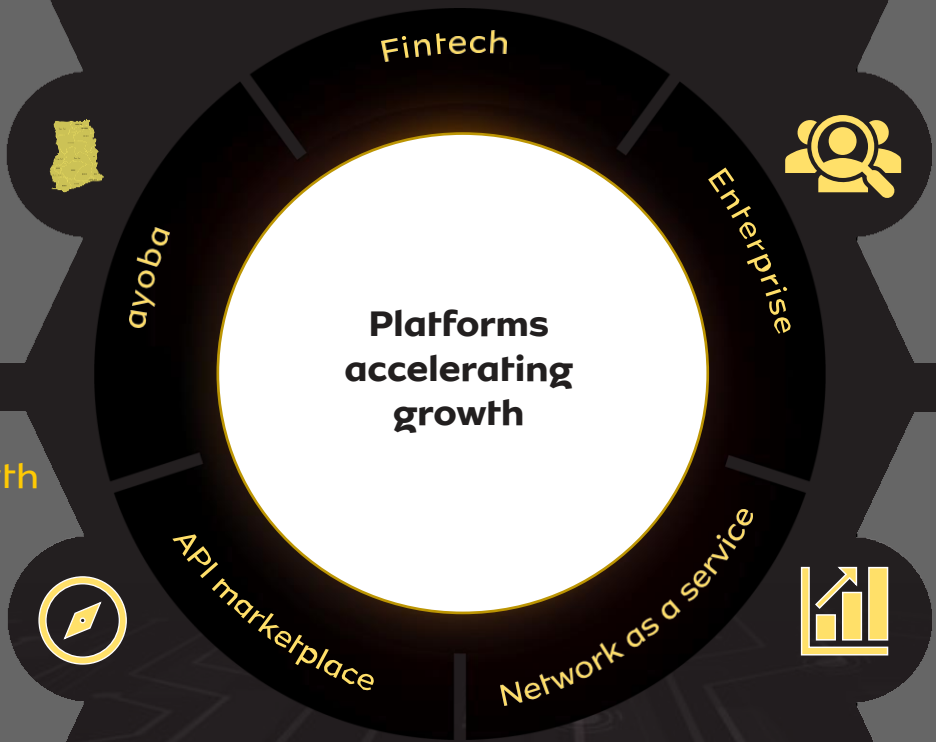


Strong position in market

- #1 subscriber market share
- Leader with a strong competitive advantage across all segments: voice, data and mobile money

Well-positioned for the long-term growth

- Increased data investment: fixed and mobile
- Best Network with excellent customer experience
- Accelerated growth in advanced services : Payments, S&L and insurance



Exciting demographic opportunity

- Fast-growing, youthful population
- Large opportunity in digital and financial services
- The youth and community are at the heart of all socio-economic initiatives

Attractive return profile

- Accelerating growth outlook
- Attractive cash flow and ROE profile
- Consistent dividend payment
- Significant contribution to sustainability

Disciplined capital allocation

Enhanced risk and regulatory framework

Committed to create shared value, with ESG at the core

A reminder of our medium-term guidance



KPI

Service revenue growth

EBITDA margins

Core Capex intensity

Dividend

Target

High-twenties (percentage terms)

Maintaining margins

Improving core capex intensity

Payout ratio of 60% to 80%

Key takeaways



- 1 We are well-positioned to capture a compelling and unique growth opportunity in Ghana
- 2 We are well arranged to navigate the near-term macro-economic challenges
- 3 We are well-positioned to take advantage of opportunities in Fintech and Data
- 4 A clear capital investment plan underpins our growth strategy
- 5 Strong, diverse and experienced management team to drive value creation



Thank you