



JUNE  
**2024**

# **Maroc Telecom**

Key facts & figures





**Abdeslem  
AHIZOUNE**

**Chairman of the  
Management  
Board**

Maroc Telecom also has 8 regional divisions under the authority of the Chairman of the Management Board

## CORPORATE GOVERNANCE

### MANAGEMENT BOARD

#### MEMBERS

**Brahim BOUDAUD**

Managing Director of Regulation and Legal Affairs

**Hassan RACHAD**

Managing Director of Networks and Systems

**François VITTE**

Chief Financial Officer

**Abdelkader MAAMAR**

Managing Director of Services

## SUPERVISORY BOARD

### CHAIRWOMAN

**Nadia FETTAH ALAOUI**

Minister of Economy and Finance

### VICE-PRESIDENT

**Jassem Mohammed Bu Ataba AL ZAABI**,  
Chairman of Abu Dhabi Department of Finance,  
Chairman of Etisalat Group

### MEMBERS

**Abdelouafi LAFTIT**,  
Minister of the Interior

**Abdellatif ZAGHNOUN**,  
General Manager of the National Agency for  
Strategic Management of State Holdings and  
Monitoring of the Performance of Public  
Establishments and Enterprises

**Hatem DOWIDAR**,

Managing Director of Etisalat Group

**Luis ENRIQUEZ**,

Advisor to the Management Board of Etisalat Group

**Hesham Abdulla AL QASSIM**,

CEO of Wasl Asset Management Group,  
Member of the Management Board of  
Etisalat Group

**Mohammed Karim BENNIS**,

Chief Financial Officer of Etisalat Group


**Khaled HEGAZY**,

Director of Strategy and Regulation,  
Etisalat International

# “ MAROC TELECOM GROUP

## A MAIN ACTOR CONTRIBUTING TO ECONOMIC AND SOCIAL DEVELOPMENT IN 11 COUNTRIES IN AFRICA

A renowned operator in Africa, leader in Morocco and other countries, Maroc Telecom Group is actively participating in the development of the telecoms sector on the continent. With a presence in 11 countries (Morocco, Benin, Burkina Faso, Côte d'Ivoire, Gabon, Mali, Mauritania, Niger, Central African Republic, Chad and Togo), it serves 78,4 million mobile, fixed-line and Internet customers.

 On January 1st, 2021, the Group launched the “Moov Africa” brand. Through it, the ten African subsidiaries are now united around a common identity.

Through its commitment to reducing the digital divide, the Group makes a significant contribution to economic and social

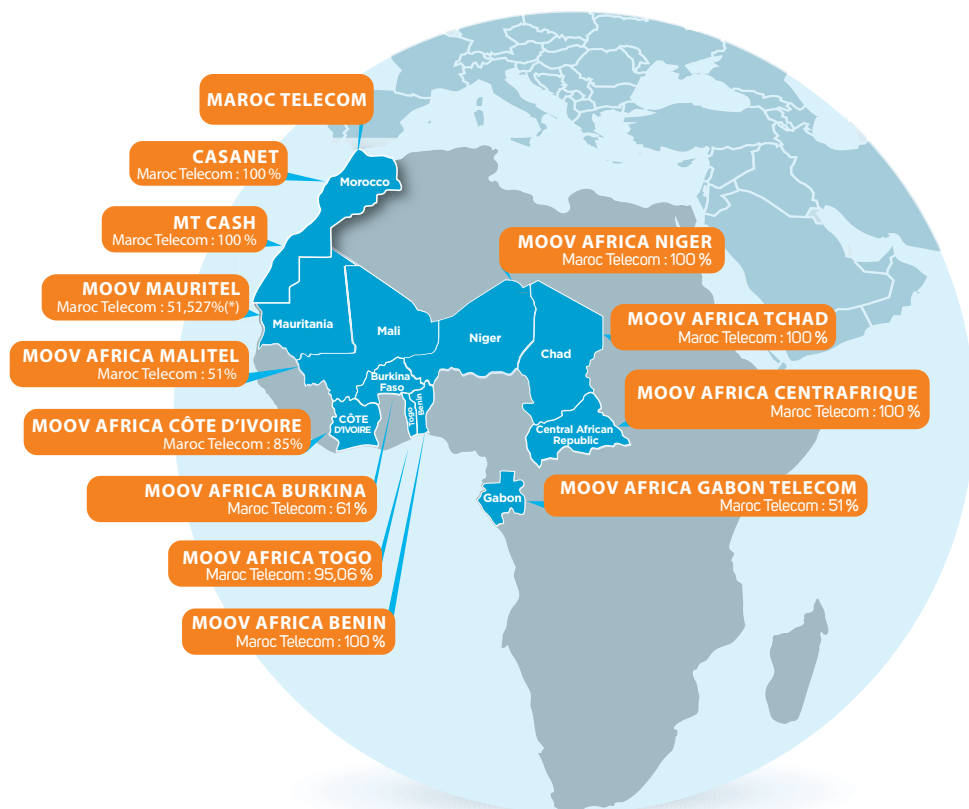
development, access to NICTs and the well-being of populations both in Morocco and in all the countries in which its subsidiaries are located.

The Group's presence in Africa is perfectly in line with the South-South cooperation policy initiated by His Majesty King Mohammed VI. The Group's successful development strategy is based on partnerships of building trust, sharing know-how and respect for local cultures and skills.

Having been privatised in 2001, Maroc Telecom has been jointly listed on the Casablanca and Paris stock exchanges since December 2004. The main shareholders are the Etisalat Group\* (53%) and the Kingdom of Morocco (22%).

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



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

# RESULTS

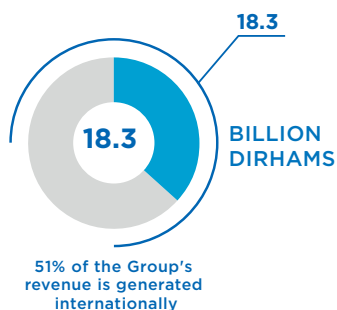
## FINANCIAL RESULTS

Through its proactive investment policy, Maroc Telecom Group continues to strengthen its infrastructures and to deploy broadband and very high speed mobile and fixed-line services.

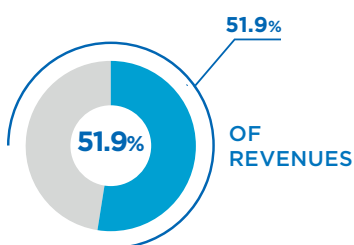
It is backed up by the latest technologies to greatly increase the flow rates offered and guarantee a quality of service with the best international standards.

To end June 2024, The Group's consolidated sales amounted to over MAD 18.3 billion, to which subsidiaries contributed 51%.

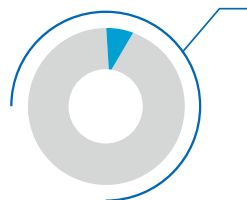
### CONSOLIDATED TURNOVER



### EBITDA GROUP MARGIN



### ADJUSTED NET PROFIT GROUP SHARE



# PERFORMANCE

Armed with its expertise and good knowledge of its customers' expectations, Maroc Telecom Group develops innovative services adapted to the uses of the population. It continues to accompany its customers towards new, simple, practical and useful digital uses that make their daily lives easier.

Maroc Telecom is the leader in the Mobile, Fixed-line and Internet business segments, thanks to its capacity for innovation and the quality of its networks, with more than 22.3 million customers in Morocco.

At the end of June 2024, the Group's customer base was up 5.1%. Subsidiaries account for 72% of the Group's total installed base.

## MOBILE



MAROC TELECOM



MOOV MAURITEL



MOOV AFRICA GABON TELECOM



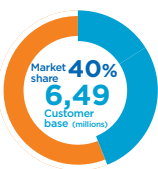
MOOV AFRICA BURKINA



MOOV AFRICA MALITEL



MOOV AFRICA CÔTE D'IVOIRE



MOOV AFRICA BÉNIN



MOOV AFRICA TOGO



MOOV AFRICA NIGER



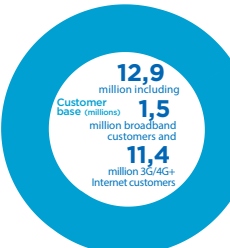
MOOV AFRICA CENTRAFRIQUE



MOOV AFRICA TCHAD



MAROC TELECOM



SUBSIDIARIES

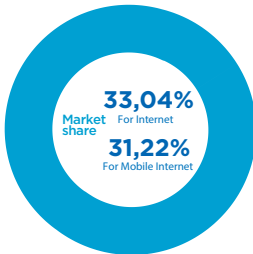


## FIXED-LINE



SUBSIDIARIES

## INTERNET



MAROC TELECOM

Maroc Telecom Market share // source : ANRT Q1 2024  
Subsidiaries Market share // source : Dataxis Q1 2024

# GROUP'S HIGHLIGHTS

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

- Permanent updating of the catalogue of offers and services with new solutions

In line with its policy of social responsibility, the Group supports numerous civil society initiatives in the humanitarian, cultural, sports and environmental protection fields.

The first half of 2024 was characterised by :

- Expansion of the FTTH network and reinforcement of the 4G Mobile Data network to support the growing growth in very-high-speed data usage

## Maroc Telecom

- Launch of new digital offerings and services and enhancement of existing services
- Continued rollout of FTTH network and enhanced Mobile Data capacity through 4G extensions
- ISO 26 000 certification with an “advanced” maturity level, the highest on the classification scale

## Moov Mauritel

- Continued rollout of FTTH and 4G services
- Acceleration towards “all-IP” on the network
- Biometric customer authentication in line with new regulations
- Approval obtained for “Mobile Money” activity

## Moov Africa Gabon Telecom

- Expansion of mobile offerings
- Expansion of mobile payment services
- Launch of new added-value services

## Moov Africa Burkina

- Continued Voice and Data promotions
- FTTH service launched in all regions
- Launch of new added-value services

## Moov Africa Malitel

- Finalization of ADSL customer migration to fiber optics
- Continued Voice and Data promotions
- Launch of new added-value services

## Moov Africa Côte d'Ivoire

- Enhancement of Mobile and Fiber optic offerings
- Launch of new added-value services

## Moov Africa Bénin

- Enhanced 4G network coverage
- Expansion of mobile payment services
- Launch of new added-value services

## Moov Africa Togo

- Launch of new Voice and Data offers and ongoing promotions
- Expansion of mobile payment services
- Launch of new added-value services

## Moov Africa Niger

- Enhanced voice and data packages and ongoing promotions
- Expansion of mobile payment services
- Launch of new added-value services

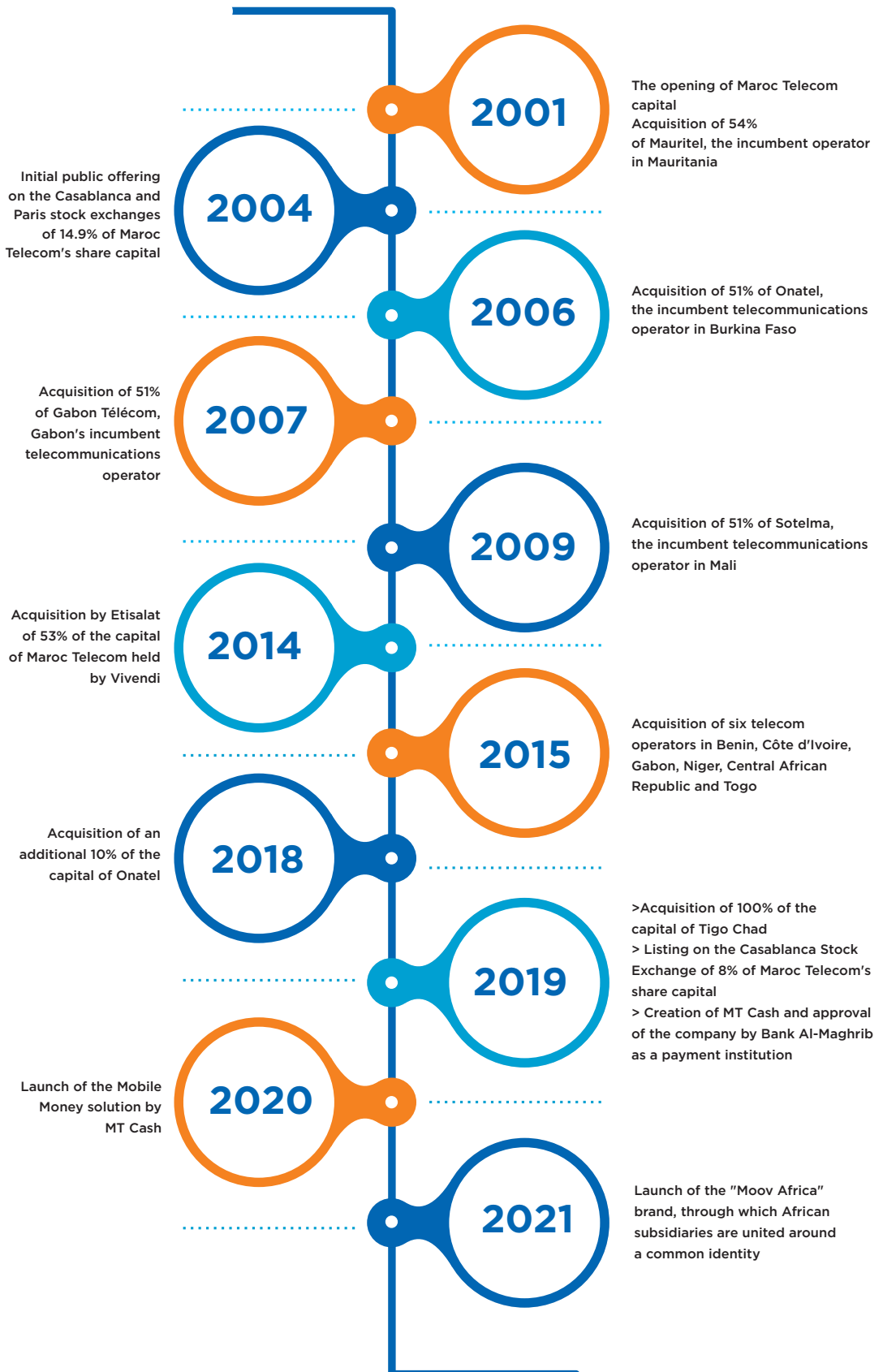
## Moov Africa Centrafrique

- Enhanced Data offerings and ongoing promotions
- Access to Internet bandwidth via optical fiber

## Moov Africa Tchad

- Deployment of IP-RAN technology and fiber optic connection of sites in the capital and other major cities
- Launch of new FTTH and B2B offers and mobile promotions
- Expansion of mobile payment services

# KEY DATES AND EVENTS



The logo for Maroc Telecom, featuring the company name in blue text next to a stylized orange and blue graphic element that resembles a signal or a stylized 'X'.

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