

Maroc
Telecom



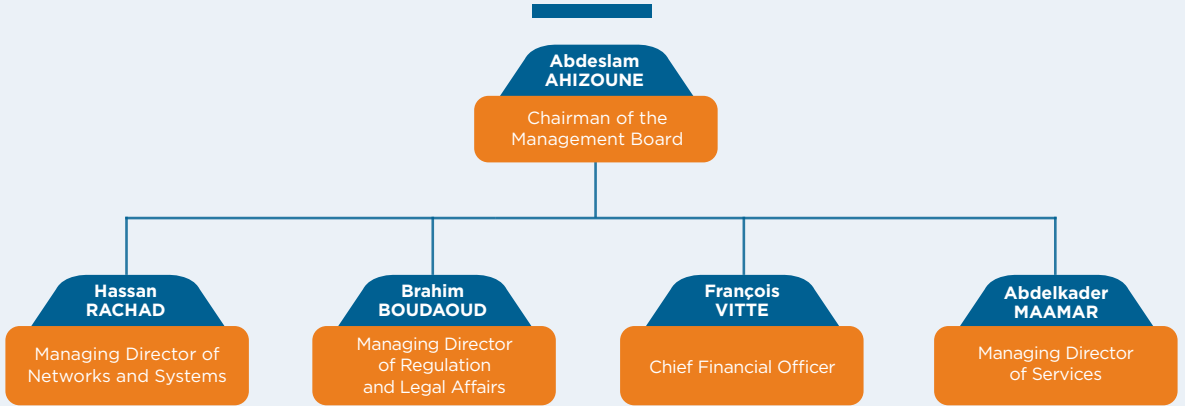
MAROC TELECOM

KEY FACTS & FIGURES

EDITION OF DECEMBER 31ST 2019

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

Board Member of Etisalat Group

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

Serkan OKANDAN

Chief Financial Officer of Etisalat Group

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 nearly 68 million Mobile, Fixed-line and Internet customers.

This year, the Group strengthened its presence on the African continent by acquiring the operator "Tigo Tchad".

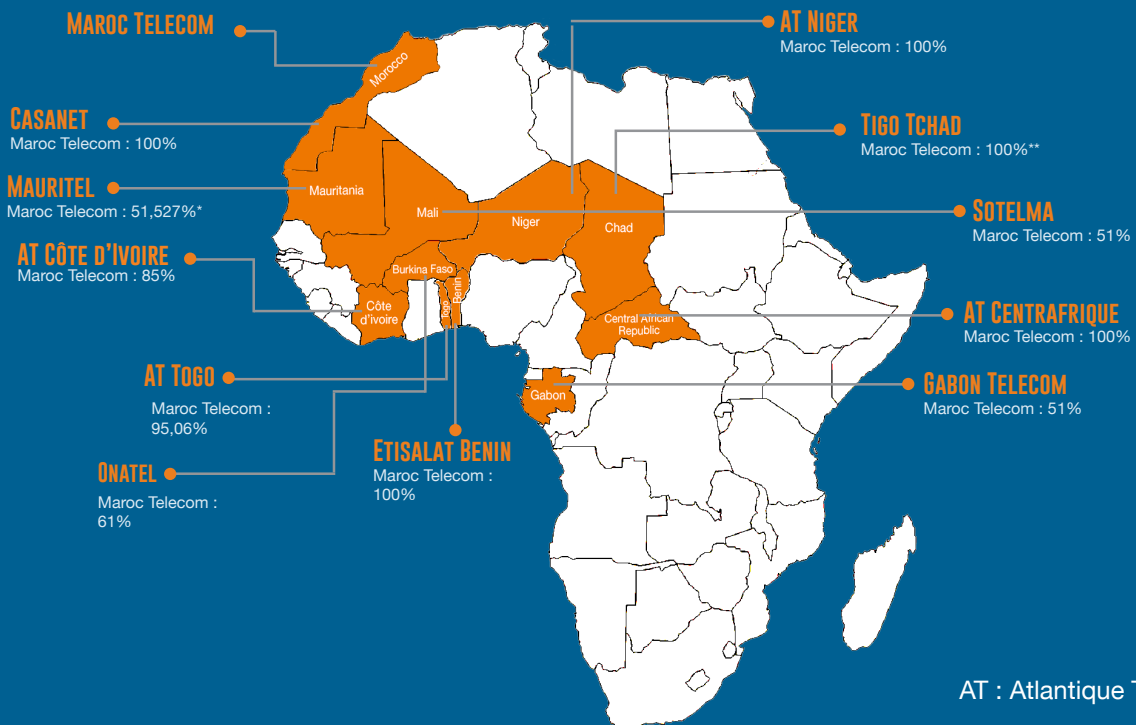
Through its commitment to bridging the digital divide, the Group contributes significantly to economic and social development, access to NICTs and the well-being of populations both in Morocco and in all the countries of its subsidiaries.

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.

** Moroccan Government sold 8% of Itissalat Al-Maghrib's share capital and voting rights through a sale of blocks of shares carried out on June 17th, 2019 (6% of the capital) and an offer for sale to the public closed on July 16th, 2019 (2% of the capital). Following the completion of this transaction, the Kingdom of Morocco holds 22% of the capital and voting rights of Maroc Telecom



AT : Atlantique Telecom

(*) 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 December 2019, the Group's consolidated turnover stood at more than 36.5 billion dirhams to which the subsidiaries contributed by 44 %.



CONSOLIDATED TURNOVER

36,5

billion MAD

44 % of the Group
turnover was generated
internationally



GROUP EBITDA MARGIN

51,8%

of the Group turnover



NET INCOME ADJUSTED* Group share

6

billion MAD

PERFORMANCE

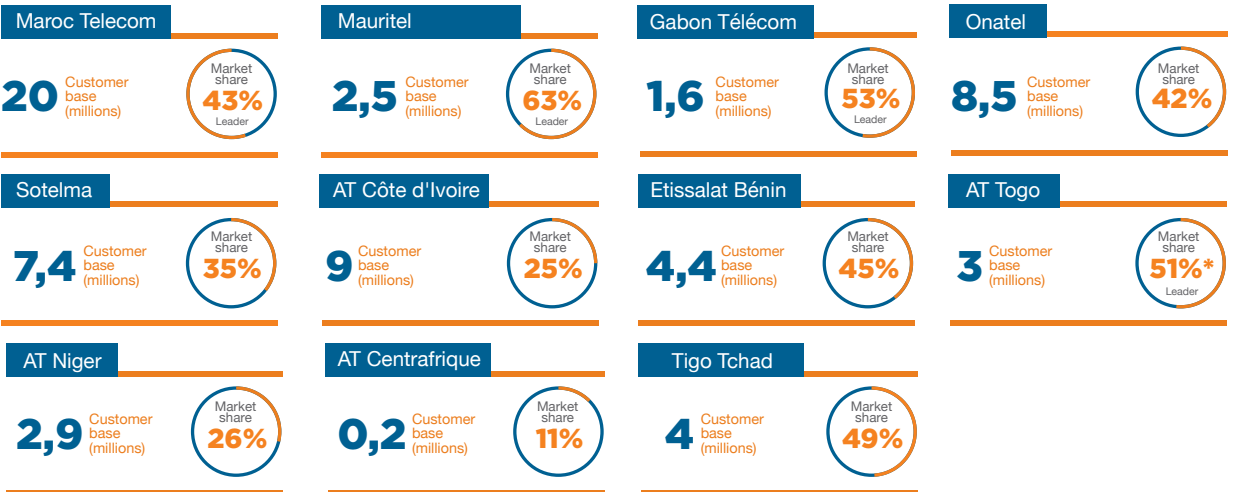
Fully aware of its role in supporting digital development, Maroc Telecom Group is undertaking several initiatives to encourage sharing, exchange and stimulate innovation. Its objective is to facilitate access to information, culture and entertainment.

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 23.5 million customers in Morocco.

At the end of December 2019, the Group's customer base had grown by 11.1%. The share of subsidiaries in the Group's total customer base is more than 65%.

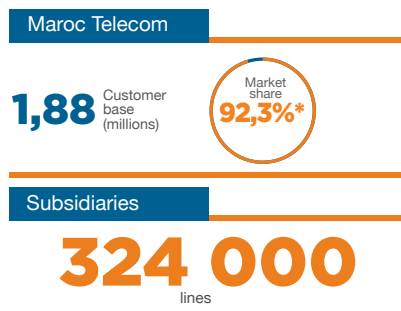


MOBILE

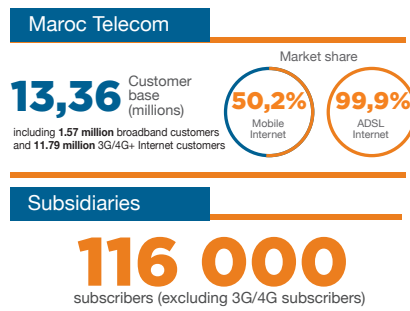


(*) A clean-up operation was carried out at Moov in November, bringing the customer base's market share to 51%.

FIXED-LINE



@ INTERNET



(*) Data excluding restricted mobility, adjusted by IAM
 Maroc Telecom market share // source : ANRT Q3 2019
 Subsidiaries market share // source : Dataxis Q3 2019

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 year 2019 was marked by :

- The **widespread access to FTTH technology and 4G in order to strengthen** the Group's position in the High and Very High Speed market;
- **Continued investments** in all the countries where the Group's subsidiaries are located;
- The **launch of new generations of networks** at subsidiary;
- The **continuous strengthening of the catalogue of offers and services** by new solutions.

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;
- Coverage of 99% of the population by 3G and 4G technologies ;
- Maintained presence in the "Best EM Performers" ranking of the best corporate social responsibility companies in emerging countries ;
- Obtaining the 3rd ISO 26 000 certificate, issued by Vigeo Eiris, maintaining the "Advanced" level with a higher score ;
- Obtaining the Vigeo Eiris "Top Performer RSE" Trophy, for the 6th consecutive time.

MAURITEL

- Strengthening 3G mobile network and deployment of the SRAN ready LTE solution ;
- Consolidation of the Fibre network for the B2B segment.

GABON TÉLÉCOM

- Enrichment of Mobile and Internet offers.

ONATEL

- Launch of the 4G+ ;
- Enrichment of Mobile, Internet and Mobicash offers.

SOTELMA

- Enrichment of Fixed, Mobile and Mobicash offers ;
- Launch of Fiber Optic for Residential Customers.

AT CÔTE D'IVOIRE

- Strengthening 4G coverage ;
- Enrichment of Mobile and Internet offers.

ETISALAT BÉNIN

- Enrichment of Mobile and Internet offers ;
- Expansion of the services offered by Moov Money.

AT TOGO

- Strengthening 4G coverage ;
- Launch of new Mobile Internet offers ;
- Expansion of "Flooz" mobile payment services.

AT NIGER

- Enrichment of Mobile and Internet offers ;
- Expansion of "Flooz" mobile payment services.

AT CENTRAFRIQUE

- Introduction of 3G++ in all locations covered by Moov ;
- Coverage of the entire country by MIHD (Broadband Internet via Satellite) ;
- Enrichment of Mobile and Internet offers.

TIGO TCHAD

- Launch of new Voice and Data offers for individuals and businesses;
- Expanding Roaming.



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 Chad shares
 Listing on the Casablanca Stock Exchange of 8% of the company's capital



Contact

E-mail

relations.investisseurs@iam.ma
relations.presse@iam.ma

Website

www.iam.ma