

Rabat, April 26, 2012

CONSOLIDATED RESULTS FOR Q1 2012

Results show very positive momentum with the recovery of growth in revenue and margins and the 12.6% expansion of the Group's customer base, to 29.5 million:

- **In Morocco:**
 - outgoing mobile revenues up by 2.2%, with a 40% rise in usage;
 - expansion in customer bases for postpaid mobile (+3.2%), 3G internet (+70%), and ADSL (+19%),
 - improvement of Mobile churn, down 3.9 pts to 18.9%.
- **International business:**
 - strong revenue growth of 21%, with customer base growing by 36%;
 - operating margin up 4.4 points, a striking improvement.
- **Consolidated results:**
 - revenues increased slightly, by 0.1%, to MAD 7.5 billion;
 - earnings from operations rose by 2.2%, to MAD 3.0 billion, representing an operating margin of 40.4%;

Outlook for 2012 steady:

- operating margin (EBITA) of approximately 38%;
- cash flow from operations (CFFO) stable, at MAD 11.5 billion.

On the occasion of the publication of this press release, Abdeslam Ahizoune, Chairman of the Management Board, stated: "The excellent results achieved by Maroc Telecom Group in the first quarter of 2012 were the result of a strategic focus on innovation and investment in the quality of its services and networks. Profiting from international expansion into growing markets, Maroc Telecom has grown its customer base and increased their consumption through the quality and richness of its offers.

Maroc Telecom Group intends to continue this strategy, while controlling costs in order to maintain high profitability."

GROUP CONSOLIDATED RESULTS

<i>IFRS in MAD millions</i>	Q1 2011	Q1 2012	Change	Change at constant exchange rate ²
Revenue	7,528	7,534	0.1%	0.2%
EBITDA	4,038	4,223	4.6%	4.7%
<i>Margin (%)</i>	53.7%	56.1%	+2.4 pts	+2.4 pts
EBITA	2,974	3,040	2.2%	2.3%
<i>Margin (%)</i>	39.5%	40.4%	+0.8 pts	+0.8 pts
CFFO	2,033	2,675	31.6%	

- **Revenues**

At March 31, 2012, Maroc Telecom Group's consolidated revenues¹ amounted to MAD 7,534 million, an increase of 0.1% year on year and 0.2% at constant exchange rate². This increase was the result notably of solid growth in international business (+21%).

The Group's customer base showed solid momentum, with growth of 12.6%, to 29.5 million customers. This growth was due mainly to international business, whose customer base grew by 36% year on year.

- **Earnings from operations before depreciation and amortization**

During the first three months of 2012, Maroc Telecom Group's EBITDA amounted to MAD 4,223 million, an increase of 4.6% from a year earlier (+4.7% at constant exchange rate). This performance was the result of stabilized EBITDA in Morocco and of the strong increase (32%) in international EBITDA. The EBITDA margin remains high, at 56.1%, an increase of 2.4 points.

- **Earnings from operations**

During the first quarter of 2012, Maroc Telecom Group's consolidated earnings from operations³ (EBITA) amounted to MAD 3,040 million, 2.2% more than in 2011 (+2.3% at constant exchange rate). This increase was due to EBITDA that improved despite higher amortization expenses related to a significant investment program in Morocco and abroad.

- **Cash flow**

At March 31, 2012, cash flow from operations (CFFO⁴) stood at MAD 2,675 million, 32% higher than in the first quarter of 2011. This performance was due mainly to growth in EBITDA and to carefully controlled capital expenditures and working capital requirements (WCR).

OVERVIEW OF GROUP ACTIVITIES

• Morocco

<i>IFRS in MAD millions</i>	Q1 2011	Q1 2012	Change
Revenue	6,151	5,902	-4.0%
Mobile	4,598	4,387	-4.6%
<i>Services</i>	4,325	4,208	-2.7%
<i>Equipment</i>	273	179	-34.5%
Fixed line	1,905	1,724	-9.6%
<i>Wireline data*</i>	424	447	5.4%
Elimination	-352	-209	
EBITDA	3,457	3,456	0%
<i>Margin (%)</i>	56.2%	58.5%	2.3 pts
EBITA	2,695	2,627	-2.5%
<i>Margin (%)</i>	43.8%	44.5%	0.7 pts
CFFO	1,924	2,484	29.1%

* Wireline data includes internet, TV over ADSL, and business data services

In the first quarter of 2012, revenues had declined year on year by 4.0%, to MAD 5,902 million.

Over the same period, earnings from operations before depreciation and amortization (EBITDA) reached MAD 3,456 million, unchanged from 2011. Despite growth of 42% in voice-call traffic on the Maroc Telecom mobile network, overall cost of sales and operating costs were down 9.1% thanks to the control of acquisition costs and to lower tariffs for call termination to mobile phones.

Earnings from operations before amortization (EBITA) amounted to MAD 2,627 million, a decline of 2.5% year on year. This change was due to lower EBITDA and to higher (+3.8%) depreciation costs for significant capital expenditures carried out in recent years. The operating margin rose by 0.7 points to the high level of 44.5%.

CFFO in Morocco increased by 29% because of conservative CAPEX and careful management of working capital requirements (WCR).

Mobile

	Unit	Q1 2011	Q1 2012	Change
Mobile				
Customers⁵	(000)	16,655	17,194	3.2%
<i>Prepaid</i>	(000)	15,778	16,113	2.1%
<i>Postpaid</i>	(000)	877	1,081	23.3%
<i>3G internet</i>	(000)	732	1,247	70.3%
ARPU	(MAD/month)	84	80	-5.0%
<i>Data in % of ARPU</i>	(%)	9.3%	8.3%	-1.0 pt
MOU	(Min/month)	70	97	37.3%
Churn	(%)	22.9%	18.9%	-3.9 pts

At March 31, 2012, revenues for the mobile segment had declined year on year by 4.6%, to MAD 4,387 million, because of a proactive approach to reducing acquisition costs that resulted in a decrease of 34.5% in equipment sales.

Service revenues were down only slightly (-2.7%), compared with 2011, the result of a sharp reduction in incoming voice-traffic revenues because of a 50% cut in the mobile termination rate to the Maroc Telecom network, partly offset by a 2.2% increase of outgoing voice-traffic revenues.

At March 31, 2011, the Mobile customer base⁵ stood at 17.2 million customers, 3.2% higher than at March 31, 2010. Momentum continued in the high-value postpaid segment, which recorded growth of 23%, to 1.08 million subscribers. This performance was the result of sales and marketing efforts made throughout the year, and of a business strategy for the migration of prepaid

customers to subscription offers. The blended churn rate continues to improve, falling by 3.9 points from a year earlier, to 18.9%.

The 3G mobile internet⁶ customer base rose by 70 % over 12 months, to 1.2 million customers, thereby confirming Maroc Telecom's leadership in that segment.

ARPU⁷ amounted to MAD 80, a decline of 5.0%, with a nearly stable outgoing ARPU (-0.6%). The impact of severe price reductions in the mobile segment (-28%) and lower call-termination charges (-50%) were partially compensated for by a rise of 40% in outgoing voice consumption.

Fixed line and internet

	Unit	Q1 2011	Q1 2012	Change
Fixed				
Fixed lines	(000)	1,239	1,246	0.5%
Broadband access	(000)	516	612	18.5%

In the first quarter of 2012, fixed-line and internet operations in Morocco achieved revenues of MAD 1,724 million, down 9.6% mainly because of lower fixed-line traffic resulting from mobile competition. Revenues in fixed-line data rose by 5.4%, to MAD 447 million, supported by strong momentum in ADSL, whose customer base had risen to 612,000 subscribers (+18.5% year on year). Enhanced offerings and lower prices underpinned this trend.

At March 31, 2011, the fixed-line customer base stood at 1.246 million lines, up 0.5% from 2011, confirming its resilience to competition from mobile.

- International

<i>IFRS in MAD millions</i>	Q1 2011	Q1 2012	Change	Change at constant exchange rate ²
Revenue	1,428	1,726	20.9%	21.4%
Mauritania	299	324	8.5%	9.0%
<i>Mobile services</i>	250	295	18.2%	18.8%
Burkina Faso	429	501	16.9%	17.4%
<i>Mobile services</i>	332	419	26.5%	27.0%
Gabon	242	301	24.7%	25.2%
<i>Mobile services</i> ⁸	129	163	25.9%	26.4%
Mali	463	612	32.1%	32.7%
<i>Mobile services</i>	378	523	38.4%	39.1%
Elimination	-5	-12		
EBITDA	581	768	32.0%	32.6%
<i>Margin (%)</i>	40.7%	44.5%	3.8pts	3.8pts
EBITA	279	414	48.4%	49.1%
<i>Margin (%)</i>	19.5%	24.0%	4.4 pts	4.4 pts
CFFO	109	192	75.8%	75.8%

In the first quarter of 2012, Maroc Telecom group's international activities generated revenues of MAD 1,726 million, an increase of 21% (+21% at constant exchange rate). This performance was the result of very strong growth in mobile customer bases (+36%) and higher customer usage, all in stabilizing competitive operating environment.

Earnings from operations before depreciation and amortization (EBITDA) reached MAD 768 million, a rise of 32% compared with the previous year, because of control of costs of sales. The EBITDA margin rose by 3.8 points, to 44.5% of revenues.

EBITA came to MAD 414 million, an increase of 48% year on year (+49% at constant exchange rate), despite a rise in amortization.

Cash flow from international operations rose by 76%, thanks to a higher EBITDA and reduced capital expenditures.

Mauritania

	Unit	Q1 2011	Q1 2012	Change at constant exchange rate ²
Mobile				
Customers ⁵	(000)	1,696	1,848	9.0%
ARPU	(MAD/month)	49.0	53.5	9.8%
Fixed lines	(000)	40	41	2.6%
Broadband access	(000)	7	7	3.7%

At March 31, 2012, Maroc Telecom's Mauritanian businesses had generated revenue of MAD 324 million, an increase of 8.5% (+9.0% at constant exchange rate), as a consequence of steady growth in the mobile customer base (+9.0%) and an increased share in international tariffs. The fixed-line and internet customer bases grew slightly.

Burkina Faso

	Unit	Q1 2011	Q1 2012	Change at constant exchange rate ²
Mobile				
Customers ⁵	(000)	2 692	3 303	22.7%
ARPU	(MAD/month)	39,7	43,9	11.3%
Fixed lines	(000)	143	142	-1.0%
Broadband access	(000)	29	32	9.1%

At March 31, 2012 operations in Burkina Faso had generated revenues of MAD 501 million, up 17% (+17% at constant exchange rate). This performance was due mainly to increases in mobile customer bases (+23%) and ARPU (+11.3%) in a context of price stabilization and higher customer consumption. The fixed-line customer base declined by 1.0%, to 142,000 customers, while the internet customer base grew by 9.1%, to 32,000 subscribers.

Gabon

	Unit	Q1 2011	Q1 2012	Change at constant exchange rate ²
Mobile				
Customers ⁵	(000)	398	644	61.7%
ARPU	(MAD/month)	99,8	93,1	-6.4%
Fixed lines	(000)	24	17	-27.2%
Broadband access	(000)	23	7	-72.2%

The first quarter of 2012 was marked by the recovery of business in Gabon, after strong price declines since 2010. Revenues amounted to MAD 301 million, an increase of 25% (+25% at constant exchange rate) as a result of continued growth in the mobile customer base and the organization of the African Nation Cup in Gabon in January and February.

The mobile customer base increased sharply by 62% over the past year, thanks to an expanded offer, improved quality of service, and lower churn. The fixed-line and internet customer bases decreased by 27% and 72%, respectively, because of cleanup of the wireline and CDMA customer bases in January 2012.

Mali

	Unit	Q1 2011	Q1 2012	Change at constant exchange rate ²
Mobile				
Customers ⁵	(000)	2,614	4,255	62.8%
ARPU	(MAD/month)	53.5	40.3	-24.3%
Fixed lines	(000)	80	95	19.0%
Broadband access	(000)	24	40	66.4%

At March 31, 2012, Maroc Telecom's revenues from business activities in Mali amounted to MAD 612 million, a rise of 32% (+33% at constant exchange rate), thanks to strong growth in the mobile customer base (+63%) and despite the unstable political context in March. The fixed-line and broadband-internet segments also reported positive trends, with customer bases rising by 19% and 66%, respectively.

It should be noted that business is disrupted in April because of several power cuts that affects telecoms networks.

Notes:

(1) At March 31, 2012, Maroc Telecom consolidated Mauritel, Onatel, Gabon Telecom, Sotelma, and Casanet in its financial statements.

(2) Constant exchange rates (MAD / Mauritanian ouguiya / CFA franc).

(3) Earnings from operations before amortization of intangible assets.

(4) The CFFO includes net cash provided by pretax operating activities, as well as dividends received from unconsolidated companies. CFFO also includes net capital expenditures corresponding to cash used for capital expenditures, net of proceeds from sales of property, plant, equipment, and intangible assets.

(5) Active customer base, comprising prepaid customers having made or received a voice call (paid or free) or having sent an SMS or MMS in the past three months, and uncanceled postpaid customers.

(6) The 3G mobile internet customer base includes customers with a postpaid subscription contract (with or without a voice plan) and customers with a prepaid internet subscription who have made at least one top-up in the past three months or whose top-up is still valid.

(7) ARPU (average revenue per user) is defined as revenue from incoming and outgoing calls and data services, net of promotions and excluding roaming costs and handset sales, divided by the average customer base for the period. ARPU here includes both prepaid and postpaid customers.

(8) Revenues generated by Gabon Telecom from international incoming and outgoing Mobile traffic are recognized directly under mobile segment revenues in 2012, while previously they were accounted for as transit revenues of Gabon Telecom's fixed-line operations. Financial data for 2010 and 2011 have been restated in order to facilitate comparison.

Maroc Telecom is a full-service telecommunications operator in Morocco and leader in the fixed-line, mobile, and internet sectors. Maroc Telecom has been listed in both Casablanca and Paris since December 2004. The Group's major shareholders are Vivendi (53%) and the Kingdom of Morocco (30%).

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