



JUNE 30<sup>TH</sup>

**2022**

**KEY FACTS  
& FIGURES**



# CORPORATE GOVERNANCE

## MANAGEMENT BOARD

### CHAIRMAN

#### ABDESLAM AHIZOUNE

Chairman of the Management Board

### MEMBERS

#### HASSAN RACHAD

Managing Director of Networks  
and Systems

#### FRANÇOIS VITTE

Chief  
Financial Officer

#### BRAHIM BOUDAUD

Managing Director of Regulation  
and Legal Affairs

#### ABDELKADER MAAMAR

Managing Director  
of Services

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

## SUPERVISORY BOARD

### CHAIRWOMAN

#### NADIA FETTAH ALAOUI

Minister of Economy and Finance

### VICE-PRESIDENT

#### JASSEM MOHAMED

#### BU ATABA ALZAABI

Chairman of Etisalat Group

### MEMBERS

#### ABDELOUAFI LAFTIT

Minister of the Interior

#### ABDERRAHMANE SEMMAR

Director of Public Companies and Privatization  
at the Minister of Economy and Finance

#### HATEM DOWIDAR

Managing Director of Etisalat Group

#### LUIS ENRIQUEZ

Advisor to the Management Board of Etisalat Group

#### KAMAL SHEHADI

Director of Legal Affairs and Regulation  
of Etisalat International

#### HESHAM ABDULLA AL QASSIM

Member of the Management Board of Etisalat Group

#### MOHAMMED KARIM BENNIS

Chief Financial Officer of Etisalat Group

# 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 nearly 75 million mobile, fixed-line and Internet customers.

On January 1<sup>st</sup>, 2021, the Group launched the «Moov Africa» brand. Through it, the ten African subsidiaries are now united around a common identity.



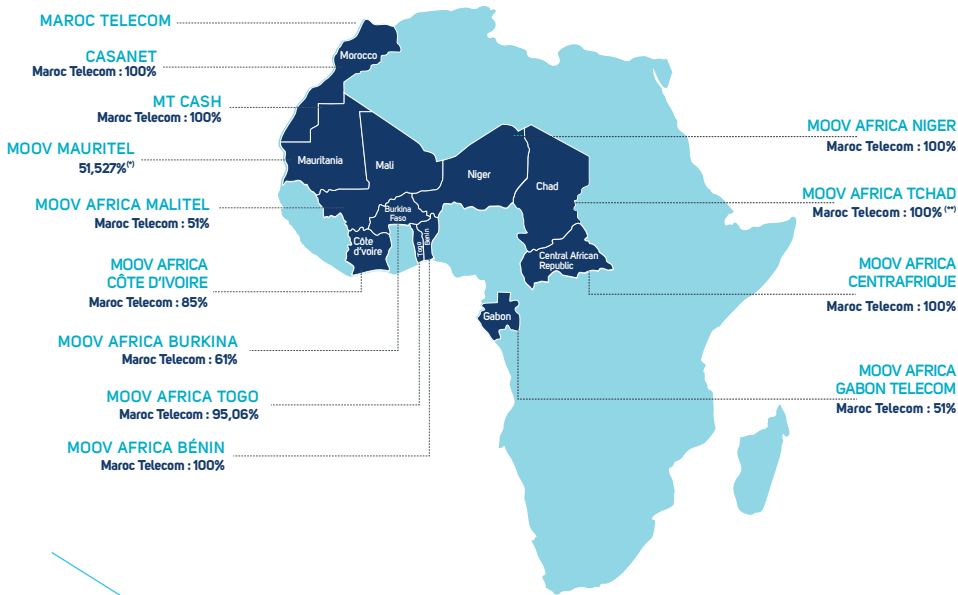
Through its commitment to reducing the digital divide, the Group makes a significant contribution to economic and social development, access to NICTs and the well-being of populations both in Morocco and in all the countries in which its subsidiaries are located.

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%).

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

### MAROC 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

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 an optimal quality of service.

At the end of June 2022, the Group's consolidated turnover amounted to over MAD 17.6 billion to which the subsidiaries have contributed to the tune of 49%.



CONSOLIDATED  
TURNOVER

**17.6**  
**BILLION**  
**DIRHAMS**

48.7% of the Group's  
revenue is generated  
internationally

EBITDA  
GROUP  
MARGIN

**52.2%**  
**OF REVENUES**

ADJUSTED  
NET PROFIT -  
GROUP SHARE

**2.9**  
**BILLION**  
**DIRHAMS**

# PERFORMANCE

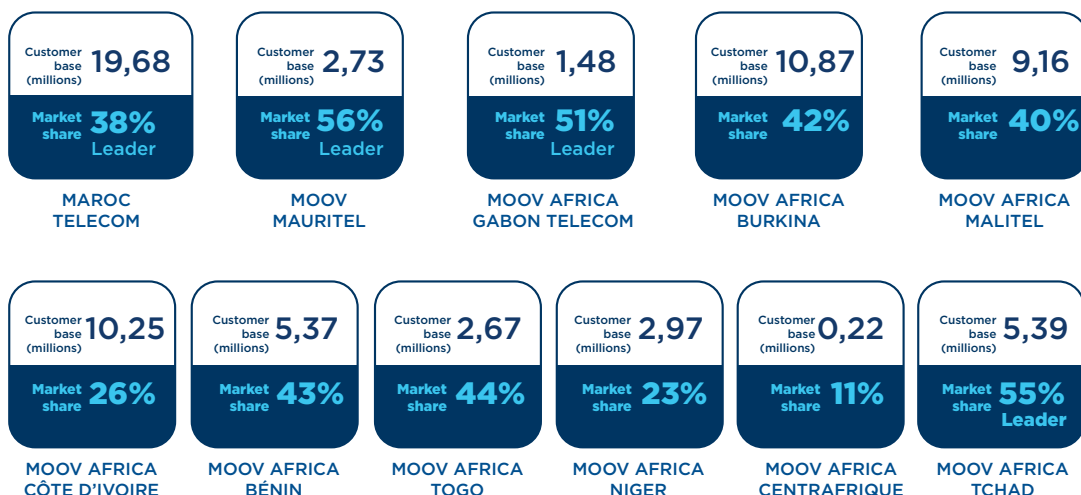
Armed with its expertise and good knowledge of its customers' expectations, Maroc Telecom Group develops innovative services adapted to the uses of the population. It continues to accompany its customers towards new, simple, practical and useful digital uses that make their daily lives easier.

Maroc Telecom is the leader in all mobile, fixed-line and Internet business segments, thanks to its capacity

for innovation and the quality of its networks, with more than 23 million customers in Morocco.

At the end of June 2022, the Group's customer base had increased by 1.9%. Subsidiaries account for more than 69% of the Group's total customer base.

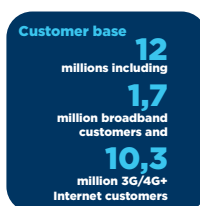
## MOBILE



## FIXED-LINE



## INTERNET





# GROUPS' 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.

The first half of 2022 was characterised by:

- **Strengthening network infrastructures for the development of 4G and FTTH technology** to support the increasing growth in ultra-high-speed data uses;

## MAROC TELECOM

- Launch of new digital offers and services and enhancement of existing services
- Acceleration of the deployment of the fixed-line Internet access network (FTTH) and reinforcement of the coverage and mobile data capacity through 4G extensions
- Obtained the 4<sup>th</sup> ISO 26000 certificate with an «advanced» level of maturity, the highest on the agency's classification scale

## MOOV MAURITEL

- FTTH service rollout in Nouakchott
- Launch of 4G in all the regional capitals

## MOOV AFRICA GABON TELECOM

- Opening of the FTTH service in the interior of the country and increase in speed
- Enrichment of the Mobile offers
- Launch of new value-added services

## MOOV AFRICA BURKINA

- Reinforcement of the 3G and 4G network coverage
- Enrichment of mobile and Internet offers
- Expansion of mobile payment services

- **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.

## MOOV AFRICA MALITEL

- Increasing 4G network coverage
- Mobile, Internet and Mobile payment offers enrichment
- Launch of new value-added services

## MOOV AFRICA CÔTE D'IVOIRE

- Reinforcement of the 3G and 4G network coverage
- Enrichment of Mobile and Internet offers
- Launch of new value-added services

## MOOV AFRICA BÉNIN

- Widespread 3G and 4G network coverage
- Redesign of Internet packages
- Launch of new value-added services

## MOOV AFRICA TOGO

- Continued Voice and Data promotions
- Expansion of «Flooz» mobile payment services
- Launch of new value-added services

## MOOV AFRICA NIGER

- Extension of 3G network coverage
- Continued Voice and Data promotions
- Launch of new value-added services

## MOOV AFRICA CENTRAFRIQUE

- Increased Internet bandwidth
- Continue with Data promotions

## MOOV AFRICA TCHAD

- Launch of new Internet and FTTH offers
- Expansion of mobile payment services

# KEY DATES AND EVENTS

KEY FACTS  
& FIGURES  
JUNE 30<sup>TH</sup>  
2022

2001

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

Initial public offering on the Casablanca and Paris stock exchanges of 14.9% of Maroc Telecom's share capital

2004

Acquisition of 51% of Onatel, the incumbent telecommunications operator in Burkina Faso

2006

Acquisition of 51% of Gabon Télécom, Gabon's incumbent telecommunications operator

2007

Acquisition of 51% of Sotelma, the incumbent telecommunications operator in Mali

2009

Acquisition by Etisalat of 53% of the capital of Maroc Telecom held by Vivendi

2014

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

2015

Acquisition of an additional 10% of the capital of Onatel

2018

- Acquisition of 100% of the capital of Tigo Chad
- Listing on the Casablanca Stock Exchange of 8% of Maroc Telecom's share capital
- Creation of MT Cash and approval of the company by Bank Al-Maghrib as a payment institution

2019

Launch of the Mobile Money solution by MT Cash

2020

2021

Launch of the «Moov Africa» brand, through which African subsidiaries are united around a common identity



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