

The background is a collage of images: a modern glass skyscraper at night, a hand holding a smartphone, and abstract geometric shapes like a grid of orange dots and blue lines.

DECEMBER
2023

Maroc Telecom
Key facts & figures

“ 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 76 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

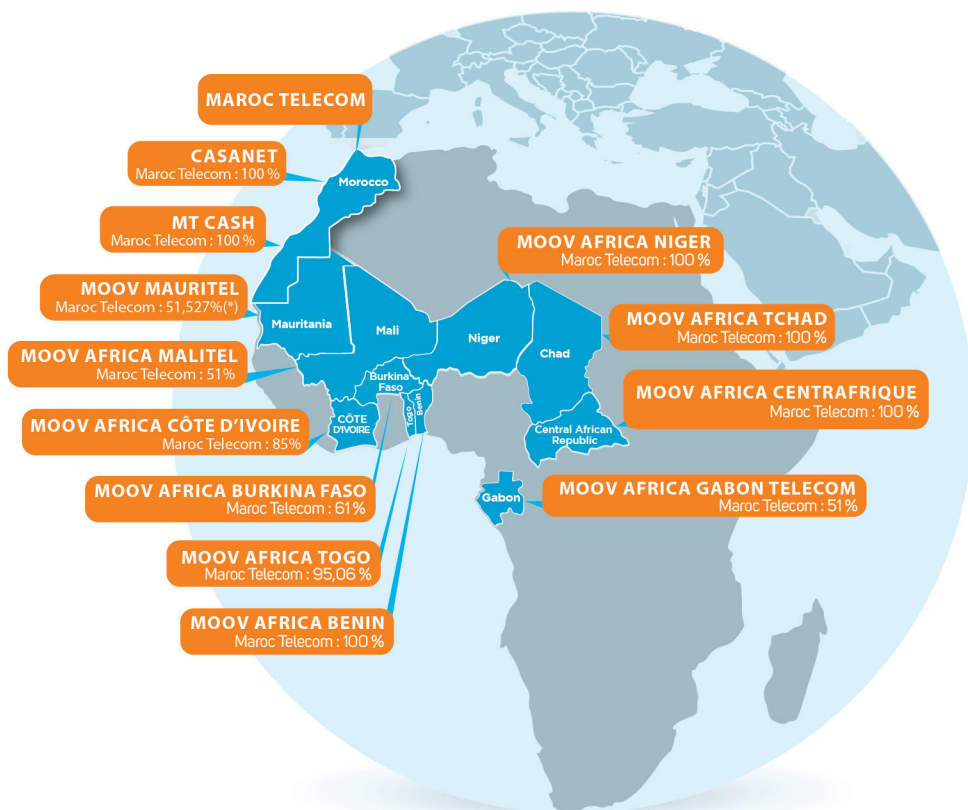
development, access to NICTs and the well-being of populations both in Morocco and in all the countries in which its subsidiaries are located.

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' 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.



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

RESULTS

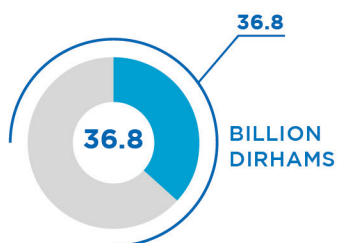
FINANCIAL RESULTS

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 an optimal quality of service.

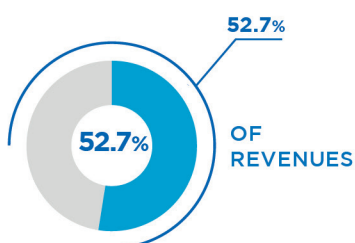
At the end of December 2023, the Group's consolidated turnover amounted to MAD 36.8 billion, to which the subsidiaries contributed 50%.

CONSOLIDATED TURNOVER

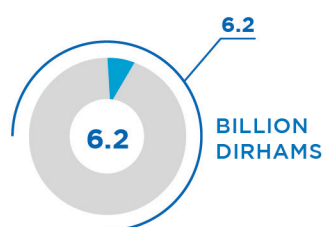


50% of the Group's
revenue is generated
internationally

EBITDA GROUP MARGIN



ADJUSTED NET PROFIT GROUP SHARE



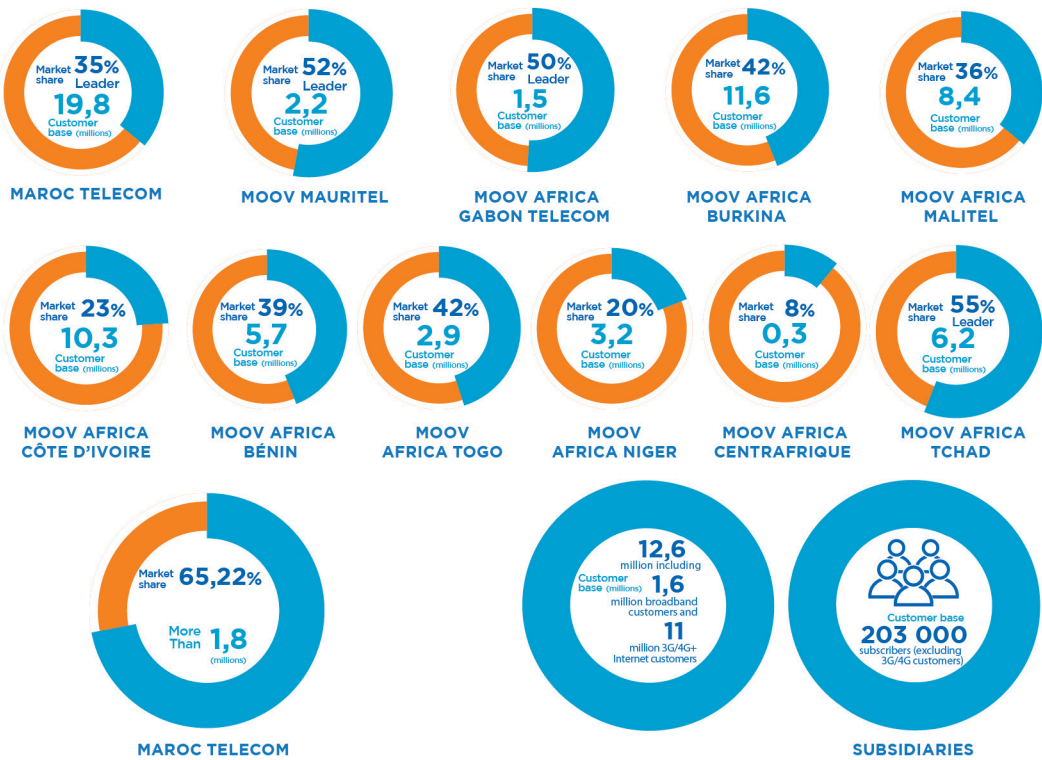
PERFORMANCE

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 mobile, fixed-line and Internet business segments, thanks to its capacity for innovation and the quality of its networks, with 23.1 million customers in Morocco.

At the end of December 2023, the Group's customer base was up by 0.7%. Subsidiaries accounted for 70% of the Group's total customer base.

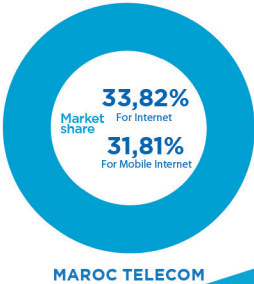
MOBILE



FIXED-LINE



INTERNET



Maroc Telecom Market share // source : ANRT Q3 2023
Subsidiaries Market share // source : Dataxis Q3 2023

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.

2023 was characterised by :

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

- **Permanent updating of the catalogue of offers and services** with new solutions
- The Group's commitment to the rebuilding effort after the earthquake in Morocco

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

Maroc Telecom

- Launch of new digital offerings and services and enhancement of existing services
- Acceleration of the roll-out of the fixed-line Internet access network (FTTH) and reinforcement of coverage and Mobile Data capacity through 4G extensions
- Maintaining ISO 26 000 certification with an "advanced" level of maturity, the highest on the classification scale
- Participation in the special fund for managing the disastrous consequences of the earthquake, to the tune of 700 million dirhams

Moov Mauritel

- Accelerating the rollout of FTTH and 4G services
- Acceleration of 4G mobile site SWAPs
- Continued Voice and Data promotions

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
- Launch of promotional offers on mobile and Internet services
- Launch of new added-value services

Moov Africa Malitel

- Accelerating the migration of ADSL customers to optical fibre
- Enhancement of Mobile and Internet offerings
- Launch of new added-value services

Moov Africa Côte d'Ivoire

- Extension of FTTH service and repositioning of offerings
- Enhancement of B2B offerings
- Launch of new added-value services

Moov Africa Bénin

- Increased 3G and 4G network coverage
- Expansion of mobile payment services

- Launch of new added-value services

Moov Africa Togo

- Continuation of Voice and Data promotions
- Overhaul of Mobile and Internet packages

Moov Africa Niger

- Enhanced Voice and Data packages and continued promotions
- Launch of new added-value services

Moov Africa Centrafrique

- Enrichment of Data offers and continuation of promotions
- Increase in Internet bandwidth

Moov Africa Tchad

- Launch of new Internet, FTTH and B2B offers
- Continued roaming openings
- Expansion of mobile payment services



**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-PRÉSIDENT

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

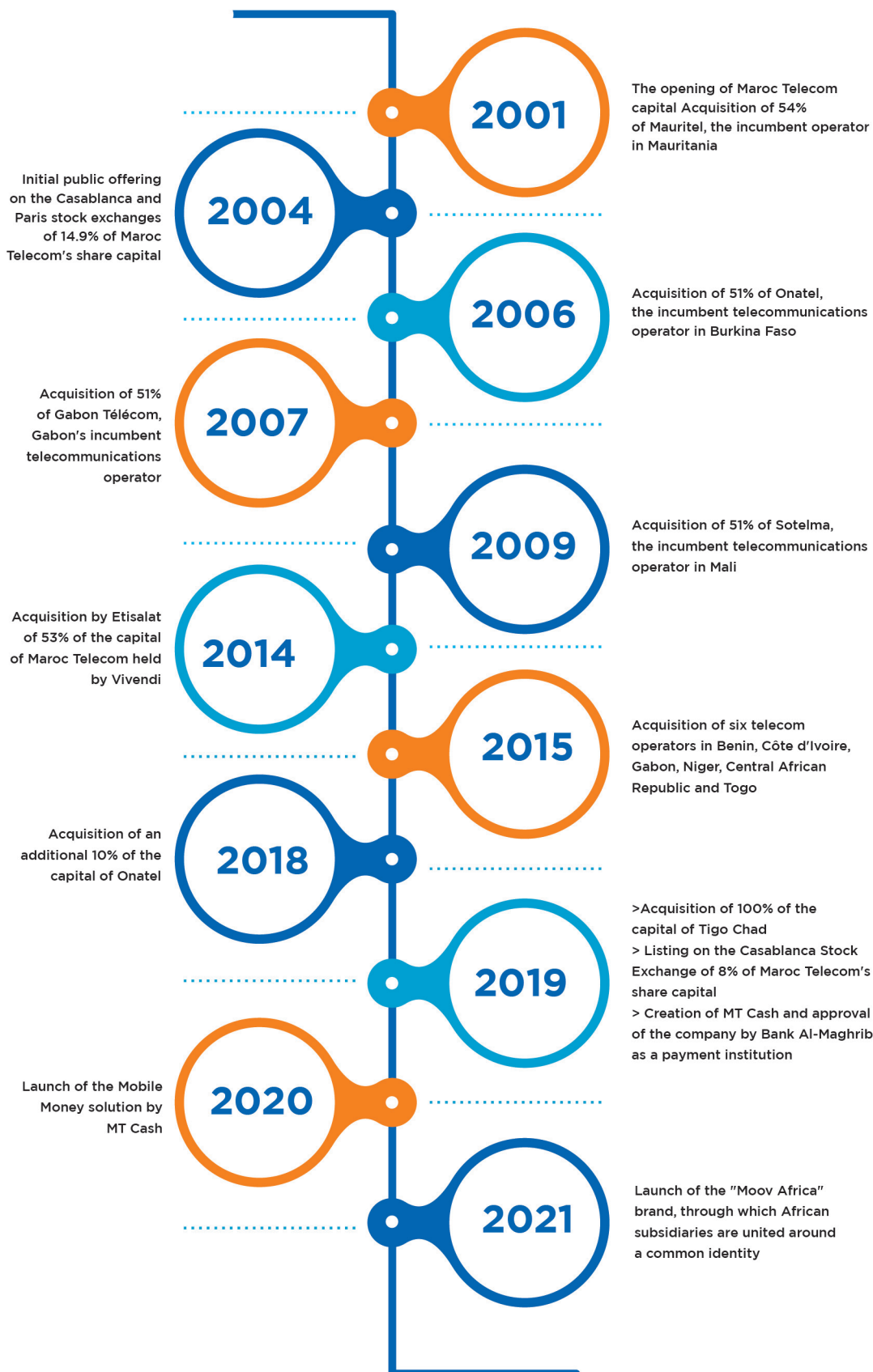
Luis ENRIQUEZ,
Advisor to the Management Board of Etisalat Group

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

KEY DATES AND EVENTS





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