

CONSOLIDATED RESULTS AT DECEMBER 31, 2023

Strong operational performances exceeding Group targets:

- » **Group revenue growth (+3.0%)** driven by subsidiaries' performance **(+6.6%)**;
- » **Group's customer base up 0.7%** at nearly **76** million customers;
- » **Flat revenues in Morocco** despite decline in Mobile Data and ADSL;
- » **Growth in Fixed Data revenues in Morocco (+7.2%)**, driven by the expansion of the FTTH;
- » **Growth in Group adjusted EBITDA (+4.7%) and improved Group profitability at 52.7%**;
- » **Adjusted net income Group share up 6.4%**;
- » **Group CAPEX** (excluding frequencies and licenses) at **21.3%** of 2023 revenues, in line with targets.

Proposed distribution of 3.7 billion dirhams in dividends, i.e. MAD 4.20 per share, representing a return of 4.7%*.

Maroc Telecom Group's outlook for 2024, at constant scope and exchange rates:

- ▶ **Stable revenues;**
- ▶ **Stable EBITDA;**
- ▶ **CAPEX of approximately 20% of revenues, excluding frequencies and licenses.**

2023 marked a return to revenue and net income growth for Maroc Telecom Group. The Group surpassed its operational and financial targets for the year, bolstered by the business of the sub-Saharan Africa subsidiaries, which continue to drive Group performance.

The Group's strong capacity for controlling costs and the high level of investment have enabled margin improvement and a sustained level of development.

Building on this momentum, the Group will continue in 2024 the same proactive approach that enables a fast adaptation to changes in its market and to seize opportunities.

* Based on the share price on February 15, 2024 (MAD 90.10)

GROUP ADJUSTED* CONSOLIDATED RESULTS

(IFRS in MAD millions)	Q4 2022	Q4 2023	Change	Change at constant exchange rates ⁽¹⁾	2022	2023	Change	Change at constant exchange rates ⁽¹⁾
Revenues	8,923	9,107	2.1%	2.2%	35,731	36,786	3.0%	1.4%
Adjusted EBITDA	4,420	4,841	9.5%	9.7%	18,492	19,369	4.7%	3.5%
Margin (%)	49.5%	53.2%	3.6 pt	3.6 pt	51.8%	52.7%	0.9 pt	1.0 pt
Adjusted EBITA	2,596	2,996	15.4%	15.7%	11,468	12,226	6.6%	5.5%
Margin (%)	29.1%	32.9%	3.8 pt	3.8 pt	32.1%	33.2%	1.1 pt	1.3 pt
Adjusted net income - Group share	1,300	1,566	20.5%	20.4%	5,820	6,195	6.4%	5.7%
Margin (%)	14.6%	17.2%	2.6 pt	2.6 pt	16.3%	16.8%	0.6 pt	0.7 pt
CAPEX⁽²⁾	2,075	2,116	2.0%	2.0%	7,572	7,838	3.5%	1.8%
Of which frequencies and licenses	0	0			0	0		
CAPEX/Revenues (excluding frequencies and licenses)	23.3%	23.2%	0.0 pt	0.0 pt	21.2%	21.3%	0.1 pt	0.1 pt
Adjusted CFO	3,134	3,037	-3.1%	-3.2%	11,294	10,213	-9.6%	-10.6%
Net debt	16,355	16,367	0.1%	-1.5%	16,355	16,367	0.1%	-1.5%
Net debt/EBITDA⁽³⁾	0.9x	0.8x			0.8x	0.8x		

* Adjustments to financial indicators are set out in Appendix 1.

► Customer base

The Group customer base swelled to nearly **76** million customers in 2023, up **0.7%** year-on-year, driven by the expansion of the customer base in Morocco (**+1.0%**) and among the subsidiaries (**+0.6%**).

► Revenues

The Maroc Telecom Group generated revenues⁽⁴⁾ of MAD **36.8** billion in 2023, up **3.0%** (**+1.4%** at constant exchange rates⁽¹⁾). Growth in the Moov Africa subsidiaries' revenues and in the Fixed Internet business in Morocco continued to drive Group revenues, offsetting the decline in the Mobile business in Morocco.

► Earnings from operations before depreciation and amortization

For the 2023 financial year, the Maroc Telecom Group posted adjusted earnings from operations before depreciation and amortization (EBITDA) of MAD **19,369** million, up by **4.7%** (**+3.5%** at constant exchange rates⁽¹⁾). The adjusted EBITDA margin improved by **0.9 pt** (**+1.0 pt** at constant exchange rates⁽¹⁾), thanks to revenue growth and tight cost control.

► Earnings from operations

Adjusted earnings from operations (EBITA)⁽⁵⁾ for 2023 amounted to MAD **12,226** million, up **6.6%** (**+5.5%** at constant exchange rates⁽¹⁾) driven mainly by EBITDA growth. The adjusted EBITA margin came to **33.2%**, up **1.1 pt** (**+1.3 pt** at constant exchange rates⁽¹⁾).

► Net income Group share

Adjusted net income Group share was up **6.4%** (**+5.7%** at constant exchange rates⁽¹⁾) and totaled MAD **6,195** million for the year ended December 31, 2023.

► Investments

CAPEX⁽²⁾ excluding frequencies and licenses represented **21.3%** of 2023 revenues, in line with Group targets.

► Cash flow

Adjusted net cash flows from operations (CFFO)⁽⁶⁾ fell by **10.6%** at constant exchange rates⁽¹⁾ to MAD **10,213** million.

At December 31, 2023, consolidated net debt⁽⁷⁾ represented **0.8** times⁽³⁾ Group full-year EBITDA.

► Dividend

At the next General Meeting of Shareholders, the Maroc Telecom Supervisory Board will propose payment of a dividend of MAD **4.20** per share, representing a total payout of MAD **3.7** billion.

► Post-closing event

On January 29, 2024, the Rabat Commercial Court handed down a judgment ordering Maroc Telecom to compensate Wana Corporate in the amount of MAD 6,368 million in damages for anti-competitive practices.

Maroc Telecom will appeal this judgment.

► Outlook for 2024

Based on recent market developments and provided no new major exceptional event disrupts the Group's activity, Maroc Telecom forecasts the following outlook for 2024 at constant scope and exchange rates:

- **Stable revenues;**
- **Stable EBITDA;**
- **CAPEX of approximately 20% of revenues, excluding frequencies and licenses.**

GROUP BUSINESS REVIEW

The adjustments to the “Morocco” and “International” financial indicators are explained in Appendix 1.

• Morocco

(IFRS in MAD millions)	Q4 2022	Q4 2023	Change	2022	2023	Change
Revenues	4,738	4,794	1.2%	19,546	19,543	0.0%
Mobile	2,859	2,760	-3.5%	11,789	11,630	-1.3%
Services	2,777	2,647	-4.7%	11,296	11,006	-2.6%
Equipment and other revenues	82	113	38.1%	493	624	26.4%
Fixed-line	2,326	2,480	6.7%	9,564	9,688	1.3%
Of which Fixed Data*	1,007	1,129	12.1%	4,007	4,296	7.2%
Elimination and other income	-447	-446		-1,807	-1,775	
Adjusted EBITDA	2,579	2,832	9.8%	10,974	11,266	2.7%
Margin (%)	54.4%	59.1%	4.6 pt	56.1%	57.7%	1.5 pt
Adjusted EBITA	1,682	1,969	17.1%	7,446	7,819	5.0%
Margin (%)	35.5%	41.1%	5.6 pt	38.1%	40.0%	1.9 pt
CAPEX⁽²⁾	802	916	14.2%	3,183	3,301	3.7%
Of which frequencies and licenses	0	0		0	0	
CAPEX/Revenues (excluding frequencies and licenses)	16.9%	19.1%	2.2 pt	16.3%	16.9%	0.6 pt
Adjusted CFFO	2,343	1,878	-19.9%	7,798	6,404	-17.9%
Net debt	9,405	7,954	-15.4%	9,405	7,954	-15.4%
Net debt/EBITDA⁽³⁾	0.9x	0.6x		0.8x	0.6x	

* Fixed Data includes Internet, ADSL TV and Data services to companies.

Morocco posted flat revenues of MAD **19,543** million for the 2023 financial year. Fixed Data performance (+**7.2%**) offset the decline in Mobile revenues (-**1.3%**).

Adjusted earnings from operations before depreciation and amortization (EBITDA) in 2023 amounted to MAD **11,266** million, up **2.7%** versus 2022. The adjusted EBITDA margin rose **1.5 pt** to a high **57.7%**.

Adjusted earnings from operations (EBITA)⁽⁵⁾ amounted to MAD **7,819** million, up **5.0%**, thanks mainly to higher EBITDA. It represents an adjusted EBITA margin of **40.0%**, up **1.9 pt**.

Adjusted net cash flows from operations (CFFO)⁽⁶⁾ fell **17.9%** to MAD **6,404** million.

Mobile

	Unit	12/31/2022	12/31/2023	Change
Customer base⁽⁸⁾	(000)	19,252	19,767	2.7%
Prepaid	(000)	16,836	17,269	2.6%
Postpaid	(000)	2,416	2,499	3.4%
Of which Internet 3G/4G+⁽⁹⁾	(000)	11,043	11,025	-0.2%
ARPU⁽¹⁰⁾	(MAD/month)	46.8	46.0	-1.6%

At the end of 2023, the Mobile customer base⁽⁸⁾ totaled **19.8** million customers, up **2.7%** year-on-year, boosted by the combined increase in postpaid (**+3.4%**) and prepaid (**+2.6%**) customers.

Mobile revenues decreased by **1.3%** versus 2022 to MAD **11,630** million.

2023 blended ARPU⁽¹⁰⁾ was MAD **46.0**, down **1.6%** year-on-year.

Fixed-line and Internet

	Unit	12/31/2022	12/31/2023	Change
Fixed-line	(000)	1,931	1,781	-7.8%
Broadband access⁽¹¹⁾	(000)	1,706	1,563	-8.4%

The Fixed-line customer base stood at nearly **1.8** million lines at the end of 2023, down **7.8%**.

The Broadband⁽¹¹⁾ customer base represents nearly **1.6** million subscribers, with a substantial increase in the FTTH customer base (**+41%**).

The growth in the Fixed-line & Internet businesses continued, generating revenues of MAD **9,688** million, up **1.3%** versus 2022, mainly driven by growth in Fixed Data revenues (**+7.2%**).

- **International**

Financial indicators

<i>(IFRS in MAD millions)</i>	Q4 2022	Q4 2023	Change	Change at constant exchange rates ⁽¹⁾	2022	2023	Change	Change at constant exchange rates ⁽¹⁾
Revenues	4,442	4,617	3.9%	4.3%	17,242	18,381	6.6%	3.4%
<i>Of which Mobile services</i>	4,094	4,269	4.3%	4.6%	15,938	16,971	6.5%	3.3%
Adjusted EBITDA	1,840	2,009	9.2%	9.7%	7,518	8,102	7.8%	4.6%
<i>Margin (%)</i>	41.4%	43.5%	2.1 pt	2.1 pt	43.6%	44.1%	0.5 pt	0.5 pt
Adjusted EBITA	914	1,027	12.3%	13.3%	4,022	4,408	9.6%	6.4%
<i>Margin (%)</i>	20.6%	22.2%	1.7 pt	1.8 pt	23.3%	24.0%	0.7 pt	0.7 pt
CAPEX⁽²⁾	1,272	1,200	-5.7%	-5.6%	4,388	4,537	3.4%	0.3%
<i>Of which frequencies and licenses</i>	0	0			0	0		
<i>CAPEX/Revenues (excluding frequencies and licenses)</i>	28.6%	26.0%	-2.6 pt	-2.7 pt	25.4%	24.7%	-0.8 pt	-0.8 pt
Adjusted CFFO	791	1,159	46.4%	46.2%	3,495	3,808	9.0%	5.8%
Net debt	7,206	8,479	17.7%	14.0%	7,206	8,479	17.7%	14.0%
Net debt/EBITDA⁽³⁾	0.9x	1.0x			0.9x	1.0x		

The Group's international activities generated revenues of MAD **18,381** million for 2023, up **6.6%** (**+3.4%** at constant exchange rates⁽¹⁾), driven by the combined effect of growth in Mobile Data (**+22.6%** at constant exchange rates⁽¹⁾), Fixed-line Internet (**+11.3%** at constant exchange rates⁽¹⁾) and Mobile Money (**+5.0%** at constant exchange rates⁽¹⁾). Excluding the reduction in call termination rates, subsidiaries' revenues rose by **3.8%** at constant exchange rates⁽¹⁾.

In 2023, adjusted earnings before depreciation and amortization (EBITDA) totaled MAD **8,102** million, up **7.8%** (**+4.6%** at constant exchange rates⁽¹⁾). EBITDA growth was driven by revenue growth, the improvement in the gross margin (**+1.1 pt**) and contained operating costs despite inflationary pressures. The adjusted EBITDA margin was **44.1%**, up **0.5 pt**.

Adjusted earnings from operations (EBITA) amounted to MAD **4,408** million, up **9.6%** (**+6.4%** at constant exchange rates⁽¹⁾), driven by the increase in EBITDA.

Adjusted net cash flows from operations (CFFO)⁽⁶⁾ increased by **9.0%** (**+5.8%** at constant exchange rates⁽¹⁾) to MAD **3,808** million.

Operating indicators

	Unit	12/31/2022	12/31/2023	Change
Mobile				
Customer base⁽⁸⁾	(000)	52,017	52,233	
Mauritania		2,638	2,242	-15.0%
Burkina Faso		11,048	11,563	4.7%
Gabon		1,512	1,516	0.3%
Mali		8,988	8,351	-7.1%
Côte d'Ivoire		10,844	10,260	-5.4%
Benin		5,480	5,747	4.9%
Togo		2,763	2,862	3.6%
Niger		2,848	3,238	13.7%
Central African Republic		218	253	16.2%
Chad		5,680	6,201	9.2%
Fixed-line				
Customer base	(000)	357	391	
Mauritania		46	29	-37.5%
Burkina Faso		76	75	-1.3%
Gabon		43	55	25.7%
Mali		192	233	21.3%
Fixed Broadband				
Customer base⁽¹¹⁾	(000)	157	203	
Mauritania		18	22	24.3%
Burkina Faso		16	25	57.7%
Gabon		40	51	28.9%
Mali		84	105	24.7%

Notes:

- (1) Constant MAD/ouguiya/CFA franc exchange rate.
- (2) Capital expenditure corresponds to acquisitions of property, plant and equipment and intangible assets recognized during the period.
- (3) The net debt/EBITDA ratio excludes the impact of IFRS 16, and takes into account the annualization of EBITDA.
- (4) Maroc Telecom consolidates in its financial statements Casanet and the Moov Africa subsidiaries in Mauritania, Burkina Faso, Gabon, Mali, Côte d'Ivoire, Benin, Togo, Niger, Central African Republic and Chad.
- (5) EBITA corresponds to operating profit before amortization of intangible assets related to business combinations, impairment of goodwill and other intangible assets related to business combinations and other income and expenses related to financial investment transactions and transactions with shareholders (except when they are recognized directly in equity).
- (6) CFFO comprises the net cash flows from operating activities before taxes as presented in the cash flow statement, as well as dividends received from associates and non-consolidated equity interests. It also includes net capital expenditure, which corresponds to net cash outflows on acquisitions and disposals of property, plant and equipment and intangible assets.
- (7) Borrowings and other current and non-current liabilities less cash (and cash equivalents) including cash blocked for bank loans.
- (8) The active customer base consists of prepaid customers who have made or received a voice call (excluding calls from the public telecommunication network operator concerned or its Customer Relations Centers) or sent an SMS/MMS or who have used the Data services (excluding exchanges of technical data with the public telecommunication network operator concerned) in the past three months, and non-terminated postpaid customers.
- (9) The active customer base of the 3G and 4G+ Mobile Internet includes holders of a postpaid subscription contract (whether or not coupled with a voice offer) and holders of a prepaid subscription to the Internet service who have carried out at least one recharge during the past three months or whose credit is valid and who have used the service during this period.
- (10) ARPU (average revenues per user) is defined as revenues generated by incoming and outgoing calls and data services net of promotions, excluding roaming and equipment sales, divided by the average number of users in the period. In this instance, blended ARPU covers both the prepaid and postpaid segments.
- (11) The broadband customer base includes ADSL, FTTH and leased connections and also includes CDMA in Mali.

Important Warning:

Forward-looking statements. *This press release contains forward-looking statements and items of a forward-looking nature relating to the financial position, results of operations, strategy and outlook of Maroc Telecom and the impacts of certain operations. Although Maroc Telecom believes that these forward-looking statements are based on reasonable assumptions, they do not constitute guarantees as to the future performance of the company. Actual results may be very different from forward-looking statements due to a number of known or unknown risks and uncertainties, most of which are beyond our control, including the risks described in public documents filed by Maroc Telecom with the Moroccan Capital Market Authority (www.ammc.ma) and the French Financial Markets Authority (www.amf-france.org), also available in French on our website (www.iam.ma). This press release contains forward-looking information that can only be assessed on the day it is distributed. Maroc Telecom makes no commitment to supplement, update or modify these forward-looking statements due to new information, a future event or any other reason, subject to applicable regulations, in particular Article 2.19 et seq. of the circular of the Moroccan Capital Market Authority and Article 223-1 et seq. of the General Regulation of the French Financial Markets Authority.*

Maroc Telecom is a global telecommunications operator in Morocco, a leader in all its business segments, fixed, mobile and Internet. It has expanded internationally and is now present in eleven African countries. Maroc Telecom is listed on both the Casablanca and Paris exchanges, and its majority shareholders are the Société de Participation dans les Télécommunications (SPT*) (53%) and the Kingdom of Morocco (22%).

* SPT is a Moroccan company controlled by Etisalat.

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Appendix 1: Relationship between adjusted financial indicators and published financial indicators

Adjusted EBITDA, adjusted EBITA, adjusted net income – Group share and adjusted CFO are not strictly accounting indicators, and should be considered as additional information. They better illustrate the Group's performance by excluding exceptional items.

(in MAD millions)	2022			2023		
	Morocco	International	Group	Morocco	International	Group
Adjusted EBITDA	10,974	7,518	18,492	11,266	8,102	19,369
Tax audit	-28		-28			
Published EBITDA	10,946	7,518	18,464	11,266	8,102	19,369
Adjusted EBITA	7,446	4,022	11,468	7,819	4,408	12,226
Restructuring costs		-2	-2			
Tax audit	-28		-28			
ANRT decision	-2,451		-2,451			
Provision for dispute				-500		-500
Published EBITA	4,967	4,020	8,987	7,319	4,408	11,726
Adjusted net income - Group share			5,820			6,195
Restructuring costs			-1			
Tax audit			-618			
ANRT decision			-2,451			
Corporate tax rate increase						-87
Earthquake fund donation						-481
Provision for dispute						-345
Published net income - Group share			2,750			5,283
Adjusted CFO	7,798	3,495	11,294	6,404	3,808	10,213
Payment of license		-54	-54			
Restructuring costs		-2	-2			
Tax audit	-28		-28			
ANRT decision	-2,451		-2,451			
Published CFO	5,320	3,439	8,758	6,404	3,808	10,213

Appendix 2: Impact of the adoption of IFRS 16

As of December 31, 2023, the impact of the application of IFRS 16 on the main Maroc Telecom Group indicators was as follows:

<i>(in MAD millions)</i>	2022			2023		
	Morocco	International	Group	Morocco	International	Group
Adjusted EBITDA	259	279	537	273	314	587
Adjusted EBITA	14	45	59	19	49	69
Adjusted net income - Group share			-8			-13
Adjusted CFO	259	279	537	273	314	587
Net debt	765	697	1,462	808	818	1,626

Consolidated statement of financial position

ASSETS (in MAD millions)	12/31/2022	12/31/2023
Goodwill	9,389	9,230
Other intangible assets	7,696	7,300
Property, plant and equipment	29,283	30,492
Right-of-use assets	1,387	1,535
Non-current financial assets	1,656	2,587
Deferred tax assets	445	527
Non-current assets	49,857	51,672
Inventories	484	445
Trade accounts receivable and other	13,160	12,296
Short-term financial assets	103	117
Cash and cash equivalents	1,872	1,013
Assets available for sale	54	0
Current assets	15,673	13,871
TOTAL ASSETS	65,530	65,543
LIABILITIES & EQUITY (in MAD millions)	12/31/2022	12/31/2023
Share capital	5,275	5,275
Retained earnings	5,870	6,568
Consolidated earnings for the year	2,750	5,283
Shareholders' equity, attributable to equity holders of the parent	13,895	17,126
Minority interests	4,107	3,878
Shareholders' equity	18,002	21,004
Non-current provisions	585	612
Borrowings and other long-term financial liabilities	4,325	4,180
Deferred tax liabilities	83	77
Other non-current liabilities	0	0
Non-current liabilities	4,992	4,868
Trade accounts payable	26,228	24,210
Current tax liabilities	1,179	781
Current provisions	1,209	1,452
Borrowings and other short-term financial liabilities	13,920	13,228
Current liabilities	42,535	39,671
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	65,530	65,543

Consolidated statement of comprehensive income

(in MAD millions)	2022	2023
Revenues	35,731	36,786
Cost of purchases	-4,940	-5,106
Payroll costs	-3,093	-3,124
Taxes and duties	-3,535	-3,620
Other operating income (expenses)	-8,031	-5,639
Net depreciation, amortization and provisions	-7,145	-7,691
Earnings from operations	8,987	11,605
Other income and charges from ordinary activities*	0	-747
Earnings from ordinary activities	8,987	10,859
Income from cash and cash equivalents	18	42
Gross borrowings costs	-706	-892
Net borrowing costs	-688	-850
Other financial income and expenses	-55	-9
Net financial income (expense)	-743	-859
Income tax expense	-4,604	-3,838
Net income	3,639	6,161
Exchange gain or loss from foreign activities	732	-331
Other income and expenses	-14	-28
Total comprehensive income for the period	4,358	5,802
Net income	3,639	6,161
Attributable to equity holders of the parent	2,750	5,283
Minority interests	889	878
Earnings per share	2022	2023
Net income - Group share (in MAD millions)	2,750	5,283
Number of shares at December 31	879,095,340	879,095,340
Earnings per share (in MAD)	3.13	6.01
Diluted earnings per share (in MAD)	3.13	6.01

* The amount shown under Other income and expenses from ordinary activities for 2023 includes the donation made as part of the contribution to the special 2023 earthquake fund.

Consolidated statement of cash flows

(in MAD millions)	2022	2023
Earnings from operations	8,987	11,605
Depreciation, amortization and other non-cash movements	7,142	6,940
Gross cash from operating activities	16,129	18,545
Other changes in net working capital	-300	-1,237
Net cash flows from operating activities before tax	15,829	17,308
Income tax paid	-3,827	-4,262
Net cash flows from operating activities (a)	12,002	13,045
Acquisitions of property, plant and equipment and intangible assets	-7,073	-7,969
Increase in financial assets	-388	-333
Disposals of property, plant and equipment and intangible assets	2	5
Decrease in financial assets	7	8
Dividends received from non-consolidated investments	1	2
Net cash used in investing activities (b)	-7,452	-8,287
Capital increase	0	0
Dividends paid by Maroc Telecom	-4,202	-1,924
Dividends paid by subsidiaries to their minority interests	-1,089	-883
Equity transactions (c)	-5,291	-2,807
New borrowings and increase in other long-term financial liabilities	1,621	1,036
Repayment of borrowings and decrease in other long-term financial liabilities	0	0
Changes in net current accounts	-173	-2,546
Net interests paid (Cash only)	-786	-719
Other cash expenses (income) used in financing activities	-76	13
Transactions on borrowings and other financial liabilities (d)	586	-2,217
Net cash flows from/(used in) financing activities (e) = (c) + (d)	-4,705	-5,024
Currency effect (f)	1	-593
Total cash flows (a) + (b) + (e) + (f)	-153	-859
Cash and cash equivalents at beginning of period	2,024	1,872
Cash and cash equivalents at end of period	1,872	1,013