

Sonatel Group

Financial Results

Q1 #2024

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Scannez pour
découvrir



« Avant, quand je venais à mon village, j'étais coupé du monde
à cause du manque de réseau. »



Lexicon

- IFRS 16: The recognition of all lease contracts results in the recognition of a title to the right to use the leased assets in return for a liability for the obligations. The operating expense of lease contracts is replaced by a depreciation expense and an interest expense.
- Ebitdaal: (EBITDA after Leases) is an indicator of financial profitability which takes into account depreciation and interest charges relating to lease contracts. It replaces adjusted EBITDA
- ECapex: eCAPEX corresponds to (i) tangible and intangible investments excluding telecommunications licenses and excluding financed assets, (ii) less the sale prices of the intangible and tangible assets sold.

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Section 1

Highlights

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Key messages

Environment



- Persistent energy crisis in the sub-region
- Restrictions on mobile Internet access in Guinea (3 months) and Senegal (3 days)

Market



- Restrictive regulation (interconnection asymmetry, FTTX unbundling,...)
- Continued battle to regain Orange Money leadership in Senegal
- Launch of 5G in Senegal

Business



- Double-digit growth in revenues and Ebitda
- Ebitda growth higher than sales growth
- Continued growth momentum on mobile, FBB and mobile money

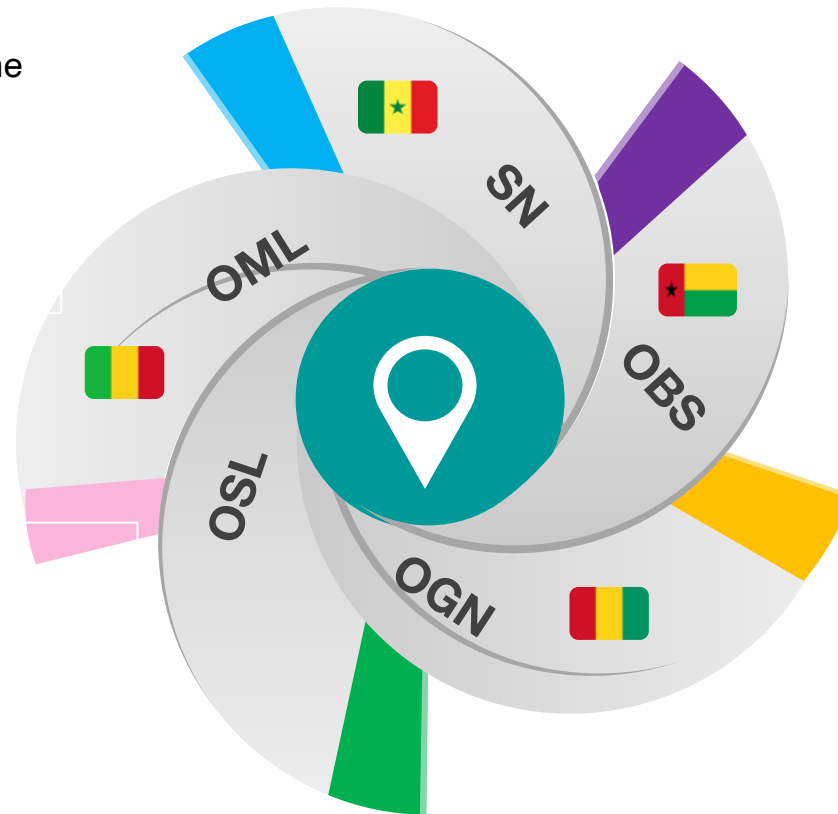
Country situation

Senegal

- Democratic transition following the election of the new President
- Internet outage for 3 days in February
- Orange launches 5G offers for residential and business customers

Mali

- Announcement of ECOWAS exit
- The energy crisis intensifies
- Submarine cable cut in March



Sierra Leone

- Data tax reduced from 5% to 3%

Bissau

- Intensified power cuts
- Price war following asymmetric interconnection rates since November
- Audit of operators by regulator
- Government to award 5G license

Guinea

- Social networking restrictions lifted
- Persistent energy crisis

Section 2

Financial and Operational performances

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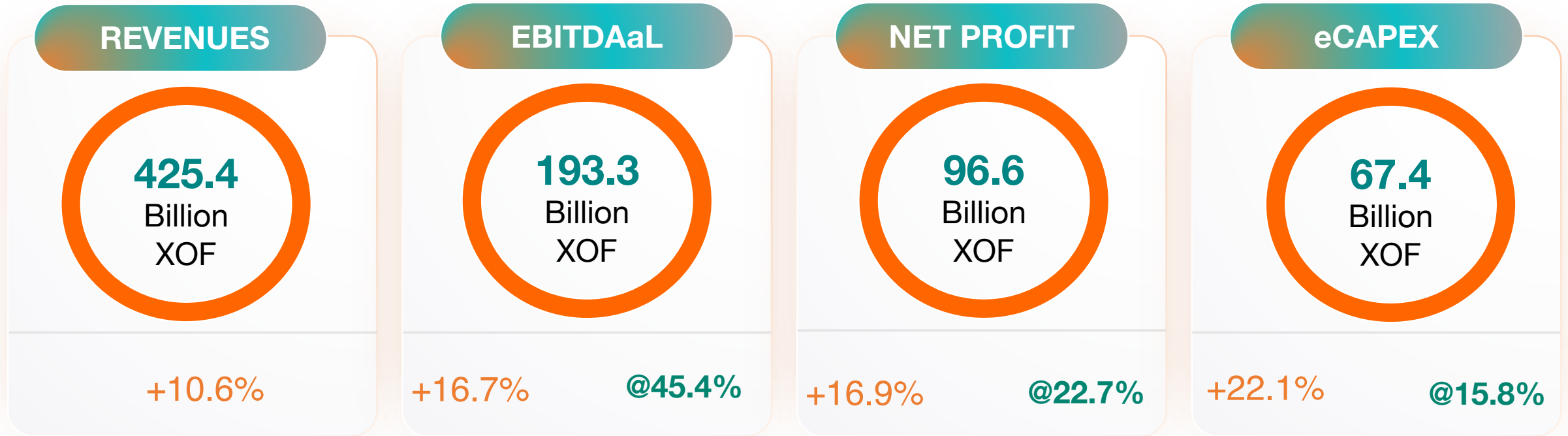
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Key Financial Figures

Quarter marked by growth in revenues and Ebitda driven by voice, data and Orange money, sustained investments combined with an effective cost control policy.

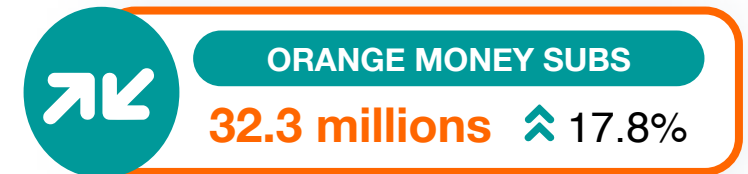
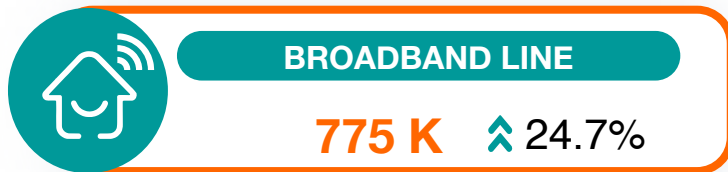
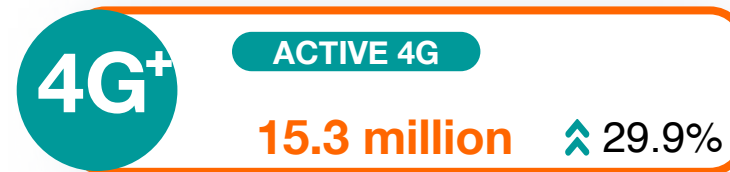
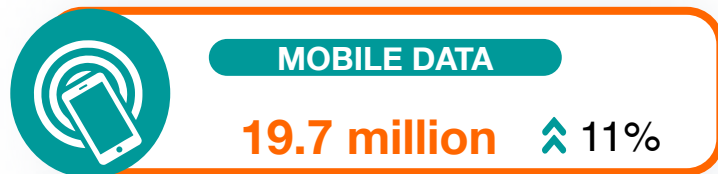
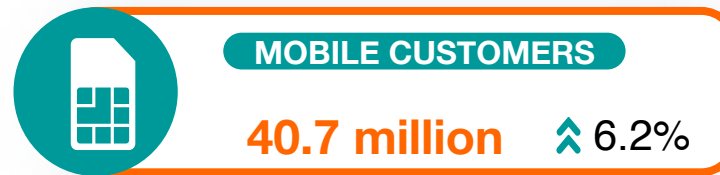


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Key Operational Figures

YoY growth in all indicators, notably 4G fleets and fixed broadband, thanks to continued good commercial momentum and the good pace of fiber deployment



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* Fixe Mobile Internet

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Jërëjëf
Merci
Obrigado
شكرا لك

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