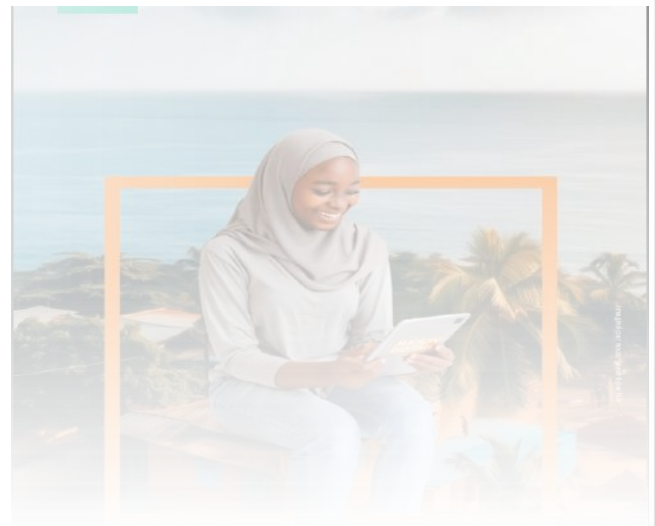


Sonatel Group

Financial Results #H1 2024



Avec vous, pour vous

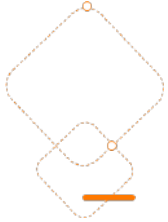
sonatel

GCR RATINGS AAA (WU)(SF)



Lexicon

- IFRS 16: Recognition of all leases on the balance sheet results in the recognition of a title to the right to use the leased assets, with a corresponding liability for the obligations. The operating cost of leases is replaced by a depreciation charge and an interest expense.
- **Ebitdaal:** (EBITDA after Leases) is an indicator of financial profitability that takes into account depreciation and interest charges relating to leases. It replaces the adjusted EBITDA
- **Ecapex:** eCAPEX corresponds to (i) tangible and intangible investments excluding telecommunications licenses and financed assets, (ii) less the sale prices of intangible and tangible assets sold.



CONTENTS

01 Presence

02 Highlights H1 2024

03 Operational and Financial performances

04 Outlook

05 Appendices



Section 1

PRESENCE

Avec vous, pour vous

sonatel



Countries of presence

MAINTAINING LEADERSHIP IN ALL COUNTRIES

Market share

Position

Senegal



1st / 4

55%

Mali



1st / 3

54.9%

Guinea



1st / 3

68.3%

Bissau



1st / 2

66.7%

Sierra Leone



1st / 3

51.3%

+3 pts

Senegal

- GDP Growth* : 7.1%
- Inflation* : 3.9%
- Population* : 18.1 Million
- Penetration** : 127%

Guinea Bissau

- GDP Growth* : 5%
- Inflation* : 3%
- Population* : 2 millions
- Penetration** : 109%

Sierra Leone

- GDP Growth* : 4%
- Inflation* : 39.1%
- Population* : 8.7 Million
- Penetration** : 43%

Mali

- GDP Growth* : 4%
- Inflation* : 1%
- Population* : 24.1 Million
- Penetration** : 98%

Guinea

- GDP Growth* : 4.1%
- Inflation* : 11%
- Population* : 15.4 Million
- Penetration** : 104%

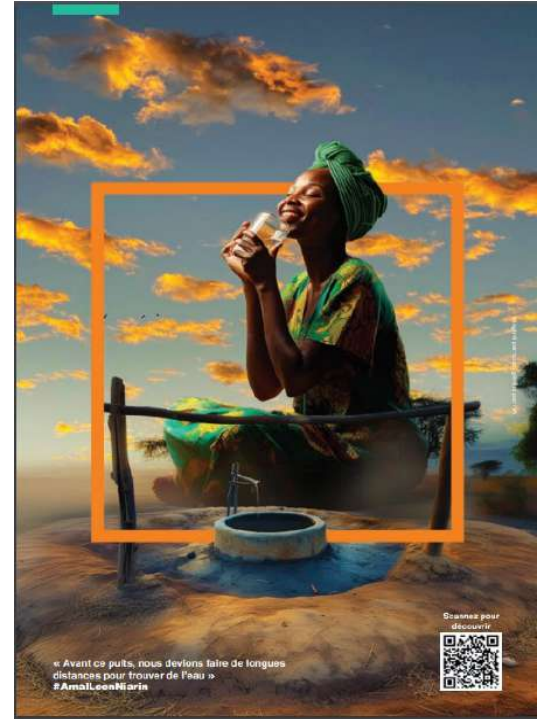
- * Economic data: source IMF Juin 2024
- ** From the regulator ARTP

Section 2

HIGHLIGHTS

Avec vous, pour vous

sonatel



Highlights (1/3)

Political, economic and regulatory environment

Senegal

- Return to stability following the presidential election
- Price cuts on certain staple foods

Mali

- Persistent energy crisis
- Harmonization of operator specifications

Guinea

- Energy crisis, with recurrent power cuts and fuel shortages following the explosion of the main depot in Conakry.
- Resurgence of electrical fires

Sierra Leone

- Mobile Money business placed under the supervision of the telecom's regulator (compulsory license, 2% tax on commissions).
- Tougher identification of subscribers (single use of NIN, biometric recognition at high cost)
- Introduction of a national payment system for banks and fintechs

Bissau

- Recurrent power cuts
- Tariff asymmetry on interco in favor of the main competitor (1F vs 3F)
- Project to overhaul telecoms sector legislation

Highlights (2/3)

Senegal

- Launch of 5G
- Reduction in 4G Internet rates
- Confirmation of AAA rating

Mali

- Launch of fiber optics in Sikasso and Ségou.
- Deployment of 153 RAN sites and 57 FO sites completed.
- Launch of the Diatigui interactive voice server.

Guinea

- Launch of Orange Microfinance Guinea activities
- Deployment of 194 network sites and solarization of 25 sites in Conakry.
- Increase in international bandwidth capacity (2x100 GB).

Orange, market and competition

Bissau

- Transfer of mobile money business to e-money institution Finances Mobile Bissau
- 1st “Tabanka Esperança” Foundation Village

Sierra Leone

- Network modernization underway
- Strong influx of fintechs on the mobile money market.



Highlights (3/3)

Senegal

- Inauguration of 7th Village project in Kédougou
- Closing of the 5th ODC promotion (147 learners)
- Inauguration of the ODC Club at the University of Ziguinchor
- Rehabilitation of Lycée Djignabo in Ziguinchor

Guinea

- Completion of the hemodialysis center in Conakry, inauguration scheduled for September
- Agreement signed with the Ministry for the Promotion of Women and Vulnerable Persons:
 - Grants for vulnerable women
 - Inauguration of a new Fablab at the Ecole National Post and Telecommunications
- Reconstruction underway of health centers and schools in the disaster zone following the explosion of the fuel depot.

RSE and Philanthropy

Mali

- Awareness campaign on the responsible use of the Internet in schools (5 major cities covered, 43 schools, 23,000 pupils and high school students sensitized, 3 months of campaign)
- International Environment Day
- Inauguration of the Orange Village

Bissau

- 1st “Tabanka Esperança” Foundation Village
- Orange Digital Center opens

Sierra Leone

- ODC construction in progress
- Construction of a school in Tihum Village
- Participation in environmental day alongside the government
- Participation in the fight against maternal and infant mortality

Digital, Social and Environmental Footprint

Support for education and health

- Rehabilitation and equipment of sanitary sites (5/year)

Renovation of the emblematic Lycée Djignabo in the Ziguinchor region of Senegal (3,376 students)

- Scholarships for top high school students and teachers

20 new doctors benefited from 2-year specialization grants in priority areas

+ More than 324 young people trained free of charge in public construction.

Digital Inclusion & Support for local entrepreneurship

Promote digital training and support the employability of young people, preparing them for the jobs of the future through Orange Digital Center (ODC).

- 4 ODCs in Senegal, Mali, Guinea and Sierra Leone : 7,952 beneficiaries supported in H1/2024

• Integration rate: up to 94% 3 to 6 months after certification, with a 52% female participation rate

- 28 new startups supported through our dedicated programs

• 5 ODC clubs deployed in the regions: 2,000 beneficiaries / year



In Mali, + 23,000 students in 43 schools and in 5 major cities became digitally aware over a 3-month campaign.

- 7 new digital homes deployed in Sonatel Group countries

Sustainable development

CO2 emissions
Target of 50% renewable energy use by 2025

Green energy rate:
39% Senegal?
32% : Mali
64% : Guinea Conakry
52% : Guinea Bissau
75.6% : Sierra-Leone (i.e. 26,000 tonnes of CO2 avoided)

Over 56 tonnes of waste recycled

Reforestation 71,000 trees planted each year, i.e. 2100 tonnes of CO2 avoided. Including 35,000 trees in Conakry

23 tonnes of hazardous waste treated

In Senegal: 21137 customers with access to energy thanks to Orange Energy kits in 2023

7,800 customer products reconditioned, a rate of 70%.

H1-2024

Social Inclusion

- Foundations + More than 300,000 people now have access to a water point, an equipped health center and a green school, thanks to the 2 new "Village" projects. »

- Inclusion of people living with disabilities, some of whom become providers
- In Mali: Inauguration of the orange village including 3 classrooms, a block of 6 latrines, an equipped health center and a multifunctional mill.

- +82,429 new customers have access to Energy thanks to the 19,626 Orange Energy households in the 1st semester

Over 15,000 customer products reconditioned, a rate of 84%.

Section 3

OPERATIONAL AND FINANCIAL PERFORMANCES

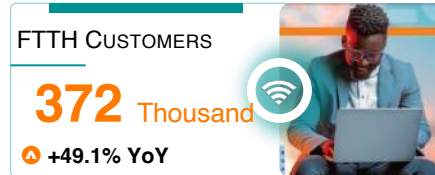
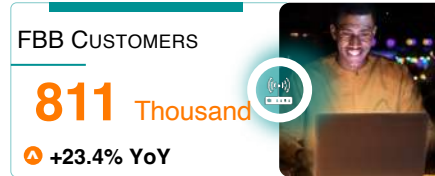
Avec vous, pour vous

sonatel



Key operational figures

42.5 million fixed, mobile and Internet customers
up by 5.9% YoY



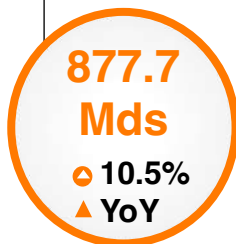
Continued YoY growth in operating indicators, driven by 4G and fixed broadband thanks to good sales performance, and fiber rollout with a 44% connection rate (+1pt MoM).

Key Financial Figures

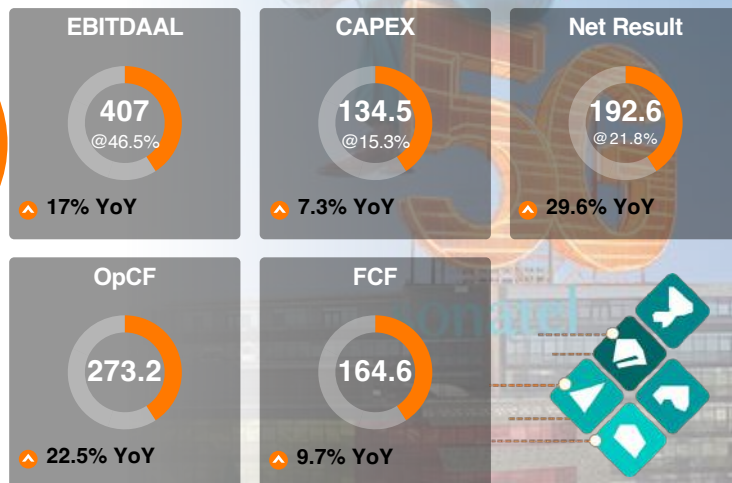


Continued double-digit growth thanks to resilience in all countries, generating higher operating margins against a backdrop of persistent energy and political crisis.

- Double-digit revenue growth driven by data, voice, Orange money and fixed broadband.
- Significant growth in Ebitdaal outstripping that of sales, thanks to revenue performance and tight control of expenses.
- Significant level of investment to support this growth, with the opening of new mobile sites, FTTX network extension and operations to improve quality of service.



Key Financial Figures H1 2024 (in Billion XOF)



Main activities

Mobile Data



21 059 379 +13.8% yoy ▲

Of wich
16 700 000 customers 4G
+28.3% yoy ▲



Customers

ARPU
2 495 XOF +4.3% yoy ▲

AUPU
6 464 Mo +4.4% yoy ▲



ARPU / AUPU

301.4 Billion +16.9% yoy ▲

Weight
34.3%



Data Revenue

High Speed Internet



811 305 +23.4% yoy ▲

Of wich
372 103 Fiber
+49.1% yoy ▲



Customers

ARPU
10 689 XOF -0.8% yoy ▼



ARPU / AUPU

54.5 Billion +20.4% yoy ▲

Weight
6.2%



Revenue

Orange Money



12 084 923 +7.8% yoy ▲

Of wich
9 082 113 full users
+7.9% yoy ▲



Customers

ARPU
1 330 XOF +7.7% yoy ▲



ARPU / AUPU

93.1 Billion +15% yoy ▲

Weight
10.6%



Revenue

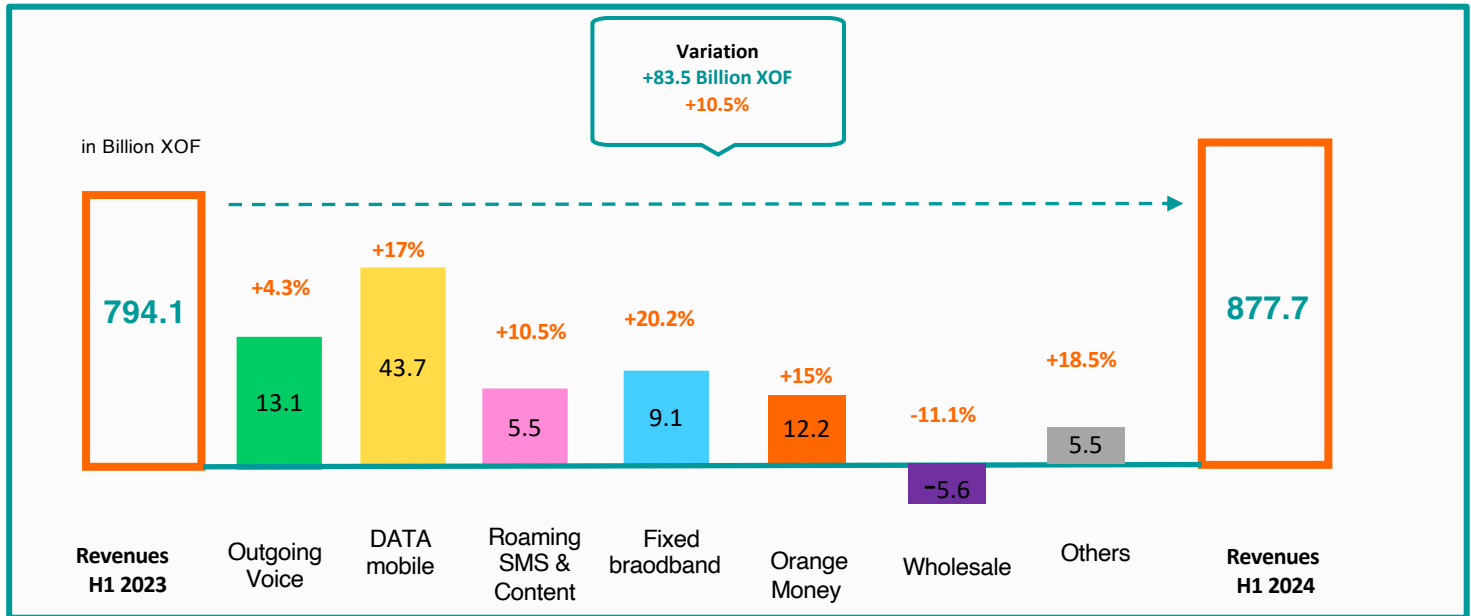
Financials KPI

Significant growth in Ebitdaal outstripping sales thanks to strong revenue performance and tight control of costs.

In Billion XOF	H1 2022	H1 2023	H1 2024	H1 23/22	H1 24/23
Revenues	713.4	794.1	877.7	11.3%	10.5%
Ebitdaal	304.1	348.4	407.7	14.6%	17%
% revenues	42.6%	43.9%	46.5%	+1.3pts	+2.6pts
Investments	110.2	125.4	134.5	13.7%	7.3%
% revenues	15.4%	15.8%	15.3%	+0.4pts	-0.5pts
Net Results	130.3	148.6	192.6	14%	29.6%
% revenues	18.2%	18.7%	21.8%	+0.5pts	+3.1%

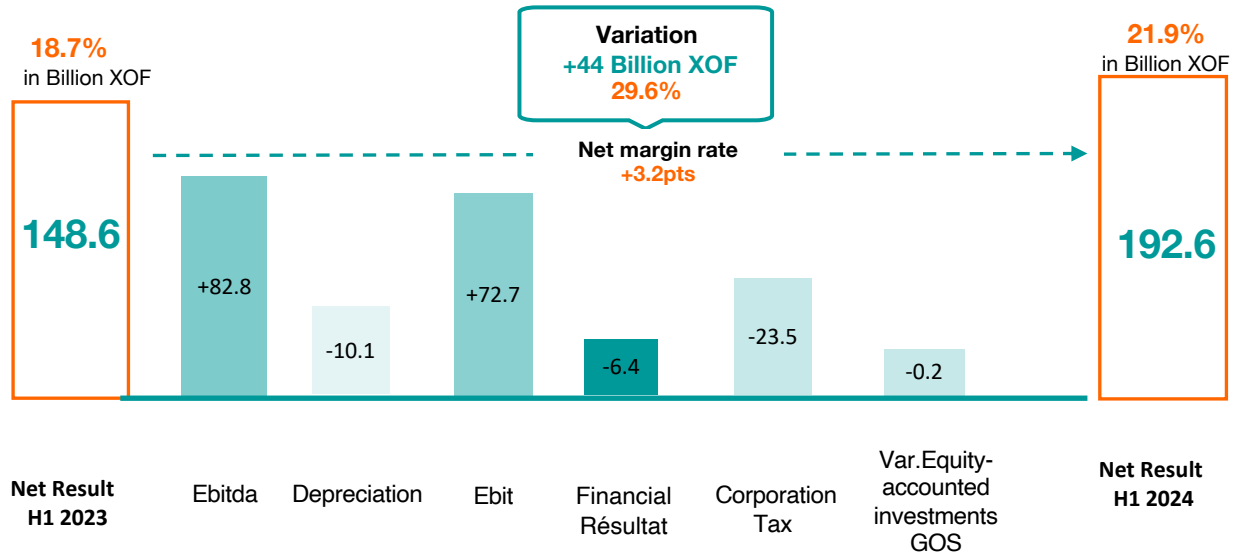
Revenues per activities

Revenue growth driven by: strong momentum in data, which accounted for half of growth, OM and growth in fiber sales



Net Result

Net income growth of 29.6% to 44 GXOF in YoY (+3.2 net margin points), driven by all countries

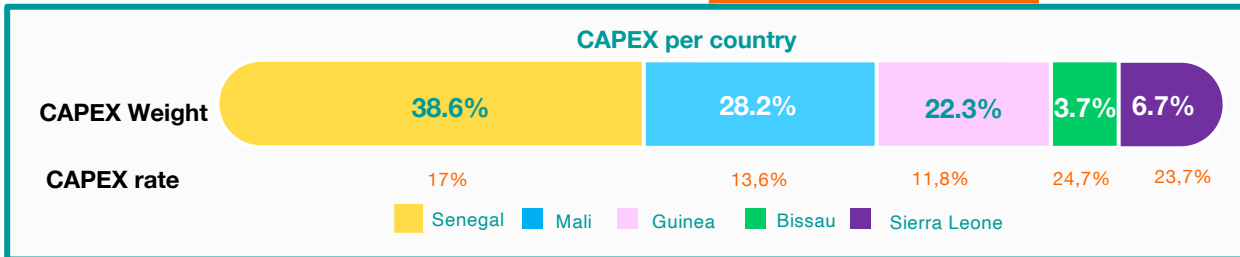


Investments

A good pace of deployment of 2024 projects, accompanying the growth in revenues in the 1st half, particularly in Guinea, Senegal and Mali, where deployment was completed at the end of Q1, offering good availability of network capacity.

CAPEX PER ACTIVITIES

	H1 2023	H1 2024	H1 2023/2024
Network	114.2	116.5	+2%
Off Network	11.2	18	+60.7%
TOTAL	125.4	134.5	7.3%
CAPEX rate	15.8%	15.3%	-0.5pts



Section 4

OUTLOOK



Avec vous, pour vous

sonatel



Outlook

The Sonatel Group remains committed to offering quality telecommunications services while continuing its efforts in its CSR policy. Momentum will be maintained in the second half of the year through:

- The completion of the deployment of networks,
- The pursuit of performance on the main operational and financial indicators through sustained commercial and marketing animation,
- Continuing efforts to optimize the costs,
- And accelerating digitalization to improve the experience of customers and employees.



Section 5

APPENDICES FINANCIAL STATEMENT

Avec vous, pour vous

sonatel



Scoop of consolidation

Countries	Entity	Mode of ownership	Pourcentage of control	Type of control	Consolidation method
Senegal	Sonatel SA		Parent company	Consolidating entity	
	Orange Finances Mobiles Senegal	Direct	100%	Contrôle exclusif	Global integration
Mali	Orange Mali	Direct	69.40%	Exclusive control	Global integration
	Orange Finances Mobiles Mali	Indirect	69.40%	Exclusive control	Global integration
Guinee Conakry	Orange Guinea	Direct	88.82%	Exclusive control	Global integration
	Orange Finances Mobiles Guinea	Indirect	88.82%	Exclusive control	Global integration
Guinee Bissau	Orange Bissau	Direct	89.85%	Exclusive control	Global integration
Sierra Leone *	Orange Sierra Leone	Direct	50%	Exclusive control	Global integration
	Orange Money Sierra Leone	Indirect	50%	Exclusive control	Global integration
Cote d'ivoire	Orange Services Group	Indirect	47%	Significant influence	Equity method

* Orange Sierra Leone, 50% owned, is fully consolidated in accordance with the terms of the shareholders' agreement which confers control on the Sonatel Group. Orange Group holds the remaining 50%.

Income statement

(in thousands XOF)	06.2024	06.2023
Turnover	877 697	794 126
External purchases	(298 540)	(279 012)
Other operational products	14 085	10 989
Other operating expenses	(29 239)	(57 864)
Staff costs	(77 492)	(73 711)
Taxes and operating charges	(72 832)	(65 675)
Depreciation and amortization	(111 093)	(100 158)
Interest charges on rental debts	(1 235)	(1 273)
Income from the sale of securities and activities	(74)	13
Restructuring and integration costs	78	78
Results of equity-accounted entities	570	231
Operating profit	301 923	227 745
Cost of gross financial debt	(8 930)	(10 661)
Income and expenses on assets constituting net debt	2 694	4 425
Foreign exchange gain (loss)	(495)	1 367
Other financial income and expenses	(180)	4 602
Financial Result	(6 911)	(267)
Corporation tax	(102 376)	(78 883)
Consolidated net income	192 637	148 594
Net income - QP Groupe	160 042	125 848
Net result - Minority QP	(32 594)	(22 746)

Balance Sheet – Assets

(In million XOF)	30-JUNE 2024	31-déc 2023	31-déc 2022
Assets			
GAP acquisition	18 223	17 506	22 169
Other intangible assets	245 897	253 278	230 160
Tangible assets	1 056 053	1 000 314	921 033
Equity-accounted securities	5 149	4 579	3 964
Rights of use of leased assets	22 813	23 398	21 285
Non-current financial assets	152 601	154 588	143 075
Other non-current assets	8 777	7 346	8 235
Deferred tax assets	45 744	40 518	20 955
Total non-current assets	1 555 257	1 501 527	1 370 876
Stocks	27 664	26 136	26 652
Receivables	215 924	184 735	166 102
Other customer contract assets	73 253	7 276	5 371
Other current assets	462 606	375 016	312 402
Taxes and operating charges	51 782	55 312	71 725
Corporation tax	21 190	15 813	14 544
Prepaid expenses	50 574	8 019	7 728
Cash and cash equivalents	347 014	400 024	276 791
Total current assets	1 250 007	1 072 331	881 316
Total assets	2 805 265	2 573 858	2 252 192

Balance Sheet – Liabilities

(In million XOF)	30-juin 2024	31-déc 2023	31-déc 2022
Liabilities			
Share capital	50 000	50 000	50 000
Share premium and legal reserve	892 924	912 454	766 438
Conversion differences	(62 811)	(81 404)	(71 729)
Own shares	(2 600)	(1 539)	(761)
Equity attributable to owners of the parent company	877 513	879 511	743 948
Equity attributable to non-controlling interests	190 085	186 213	154 576
Total owner's equity	1 067 598	1 065 724	898 523
Non-current financial liabilities	251 493	167 129	199 560
Non-current rental debts	20 876	19 417	15 579
Non-routine employee benefits	35 985	34 718	28 813
Other non-current liabilities	17 333	16 702	12 386
Deferred tax liabilities	-	-	309
Total non-current liabilities	325 687	237 966	256 647
Current financial liabilities	141 764	214 819	221 007
Supplier debts for current fixed assets	132 805	143 559	140 633
Supplier debts on other goods and services	388 039	296 874	224 910
Customer contract liabilities	3 052	2 333	1 477
Current rental debts	2 268	4 417	6 848
Common employee benefits	29 172	22 668	19 312
Other current liabilities	572 332	406 103	294 938
Taxes and operating charges	72 190	80 884	74 803
Corporation tax	47 482	74 928	90 309
Deferred revenue	22 873	23 584	22 784
Total current liabilities	1 411 980	1 270 168	1 097 022
Total liabilities and equity	2 805 265	2 573 858	2 252 192

Balance sheet - Cash flow statement 1/2

(In million XOF)	30-juin 2024	31-déc 2023
Cash flow from operating activities		
Net income	192 637	331 748
Operating taxes	72 832	132 866
Dépréciation and amortization	111 093	213 210
Gains on disposal of assets and other gains & losses	74	5 586
Charges to (reversals of) other provisions	1 384	(137)
Corporate income tax	102 376	164 716
Share of profit/(loss) of associates	(570)	(614)
Net Financial income	8 146	19 245
Net currency translation adjustment (EXP)	(1 934)	3 488
Share-based compensation	1 113	2 561
Decrease (increase) in inventories	(1 471)	97
Decrease (increase) in trade receivables	(31 911)	(18 299)
Increase (decrease) in trade payables	87 867	74 224
Change in liabilities on customer contracts	719	855
Decrease (increase) in other receivables	(127 411)	(64 497)
Increase (decrease) in other liabilities	82 852	87 725
Operating taxes disbursed	(78 500)	(110 409)
Dividends received	(4)	778
Interest income	957	2 560
Interest paid and net interest rate impact of derivatives	(10 804)	(22 712)
Corporate income tax paid	(136 716)	(179 913)
Cash generated from operating activities (a)	272 729	643 077
Cash flow from investing activities		
<i>Other investment flows</i>		
Acquisitions of property, plant and equipment and intangible assets	(134 659)	(288 126)
Increase (decrease) in fixed asset suppliers	(10 383)	247
Proceeds from sale of real estate and other tangible and intangible assets	131	189
Acquisitions of equity investments net of cash acquired	(5)	(2 711)
Proceeds from sale of investments net of cash transferred	-	215
Decrease (increase) in investments and other financial assets	(50 630)	(4 999)
Cash flow from investing activities (b)	(195 545)	(295 185)

Balance sheet - Cash flow statement 2/2

(In million XOF)	30-juin 2024	31-déc 2023
Cash flow from financing activities		
Issuance of long-term debt	67 570	11 007
Bond redemptions	(10 000)	(20 000)
Repayment of long-term borrowings	(39 128)	(23 819)
Repayment of rental debts	(4 803)	(9 303)
Increase (decrease) in bank overdrafts and other short-term borrowings	(6 505)	(7 304)
Decrease (increase) in deposits and other debt-related financial assets	(12 849)	-
Share buyback	(1 061)	(778)
Capital increase	-	59
Contribution from minority shareholders	-	26
Dividends paid to minority shareholders	(131 670)	(175 856)
Cash flow from financing activities (c)	(138 445)	(225 968)
Net change in cash and cash equivalents (a) + (b) + (c)	(61 262)	121 924
Impact of exchange rate fluctuations on cash and cash equivalents	8 252	1 308
Other cash impact	-	-
Net change in cash and cash equivalents	(53 010)	123 232
Net change in cash and cash equivalents		
Opening cash and cash equivalents	400 024	276 791
Of which cash and cash equivalents from continuing operations	400 024	276 791
Change in cash and cash equivalents	(53 010)	123 233
Cash and cash equivalents at end of year	347 014	400 024



DELOITTE SENEGAL
MEMBRE DE DELOITTE TOUCHE TOHMATSU LIMITED
Place de l'Indépendance
Immeuble Ex-hôtel Indépendance 15^{ème} étage
Dakar/Sénégal



GARECGO
MEMBRE DU RESEAU JPA INTERNATIONAL
3, Place de l'Indépendance
Immeuble SDIH 2^{ème} étage
Dakar/Sénégal

Société Nationale des Télécommunications du Sénégal (SONATEL)

Société Anonyme
64, VDN Cité Keur Gorgui
BP 69 - Dakar/Sénégal

**Attestation des commissaires aux comptes sur la sincérité des informations données
établie en application de l'article 849 de l'Acte Uniforme révisé relatif au Droit des
sociétés commerciales et du GIE**

**Tableau d'activité et de résultat et Rapport d'activité semestriel
Période du 1^{er} janvier au 30 juin 2024**



DELOITTE SENEGAL
MEMBRE DE DELOITTE TOUCHE TOHMATSU LIMITED
Place de l'Indépendance
Immeuble Ex-hôtel Indépendance 15^{ème} étage
Dakar/Sénégal



GARECGO
MEMBRE DU RESEAU JPA INTERNATIONAL
3, Place de l'Indépendance
Immeuble SDIH 2^{ème} étage
Dakar/Sénégal

**Société Nationale des Télécommunications du Sénégal
(SONATEL)**

Société Anonyme
64, VDN Cité Keur Gorgui
BP 69 - Dakar/Sénégal

**Attestation des commissaires aux comptes sur la sincérité des informations données
établie en application de l'article 849 de l'Acte Uniforme révisé relatif au Droit des
sociétés commerciales et du GIE**

**Tableau d'activités et de résultat et Rapport d'activité semestriel
Période du 1^{er} janvier au 30 juin 2024**

En notre qualité de Commissaire Aux Comptes du groupe SONATEL, nous devons émettre une attestation sur la sincérité des informations données conformément à l'article 849 de l'Acte uniforme révisé relatif au Droit des sociétés commerciales et du groupement d'intérêt économique qui dispose que : « *les sociétés dont les titres sont inscrits à la bourse des valeurs d'un ou plusieurs Etats parties doivent, dans les quatre mois qui suivent la fin du premier semestre de l'exercice, publier dans un journal habilité à recevoir les annonces légales de ces Etats parties, un tableau d'activités et de résultat ainsi qu'un rapport d'activité semestriel accompagné d'une attestation du commissaire aux comptes sur la sincérité des informations données* ».

A cet effet, nous avons procédé à un examen limité du tableau consolidé d'activités et de résultat et du rapport d'activité semestriel du groupe SONATEL relatifs à la période du 1^{er} janvier au 30 juin 2024 tels que joints à la présente attestation.

Les informations figurant dans le compte de résultats consolidés font ressortir au 30 juin 2024, les chiffres clés suivants (en millions de FCFA) :

	<u>30-juin-2024</u>	<u>30-juin-2023</u>
Chiffre d'affaires consolidé	877 697	794 126
Résultat d'exploitation	301 923	227 745
Résultat net consolidé	192 637	148 594

Ce tableau et ce rapport ont été établis sous la responsabilité de la Direction du Groupe sur la base des éléments et informations disponibles à la date de la présente attestation.

Il nous appartient, sur la base de notre examen limité, de nous prononcer sur la sincérité des informations données dans le tableau d'activités et de résultat et dans le rapport d'activité semestriel.

Nous avons mis en œuvre les diligences que nous avons estimées nécessaires au regard des prescriptions du Règlement N°01/2017/CM/OHADA portant harmonisation des pratiques des professionnels de la comptabilité et de l'audit. Ces normes requièrent la mise en œuvre de diligences limitées conduisant à une assurance moins élevée que celle résultant d'un audit, que le tableau et le rapport ne comportent pas d'anomalies significatives. Un examen de cette nature ne comprend pas tous les contrôles propres à un audit, mais se limite à mettre en œuvre des procédures analytiques et à obtenir des dirigeants et de toutes autres personnes compétentes les informations que nous avons estimées nécessaires.

Sur la base de notre examen limité, nous n'avons pas relevé d'anomalie significative de nature à remettre en cause la sincérité des informations données dans le Tableau d'activités et de résultat et dans le Rapport d'activité semestriel du groupe SONATEL.

Les Commissaires aux comptes

DELOITTE SENEGAL
MEMBRE DE DELOITTE TOUCHE TOHMATSU LIMITED



Tafsir Ibnou NDOYE
Associé

GARECGO
MEMBRE DU RESEAU JPA INTERNATIONAL



El hadji Abdoulaye GUEYE
Associé

Dakar, le 25 juillet 2024

#AmalLeenNjariñ

10/14

