

# Sonatel Group

## Financial Results 3<sup>rd</sup> Quarter 2024

GCR AAA<sub>(WU)(SF)</sub>



**Libérez votre potentiel**  
avec la **5G** d'Orange

sonatel



# Lexicon

- IFRS 16 : The recognition of all leases is reflected on the balance sheet, by the recognition of a right-of-use right to use the leased assets in exchange for a liability for the obligations. The operating expense of leases is replaced by depreciation and amortization expense and interest expense.
- Ebitdaal : (EBITDA after Leases) is an indicator of financial profitability that takes into account depreciation and interest expenses relating to lease contracts. It replaces 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.

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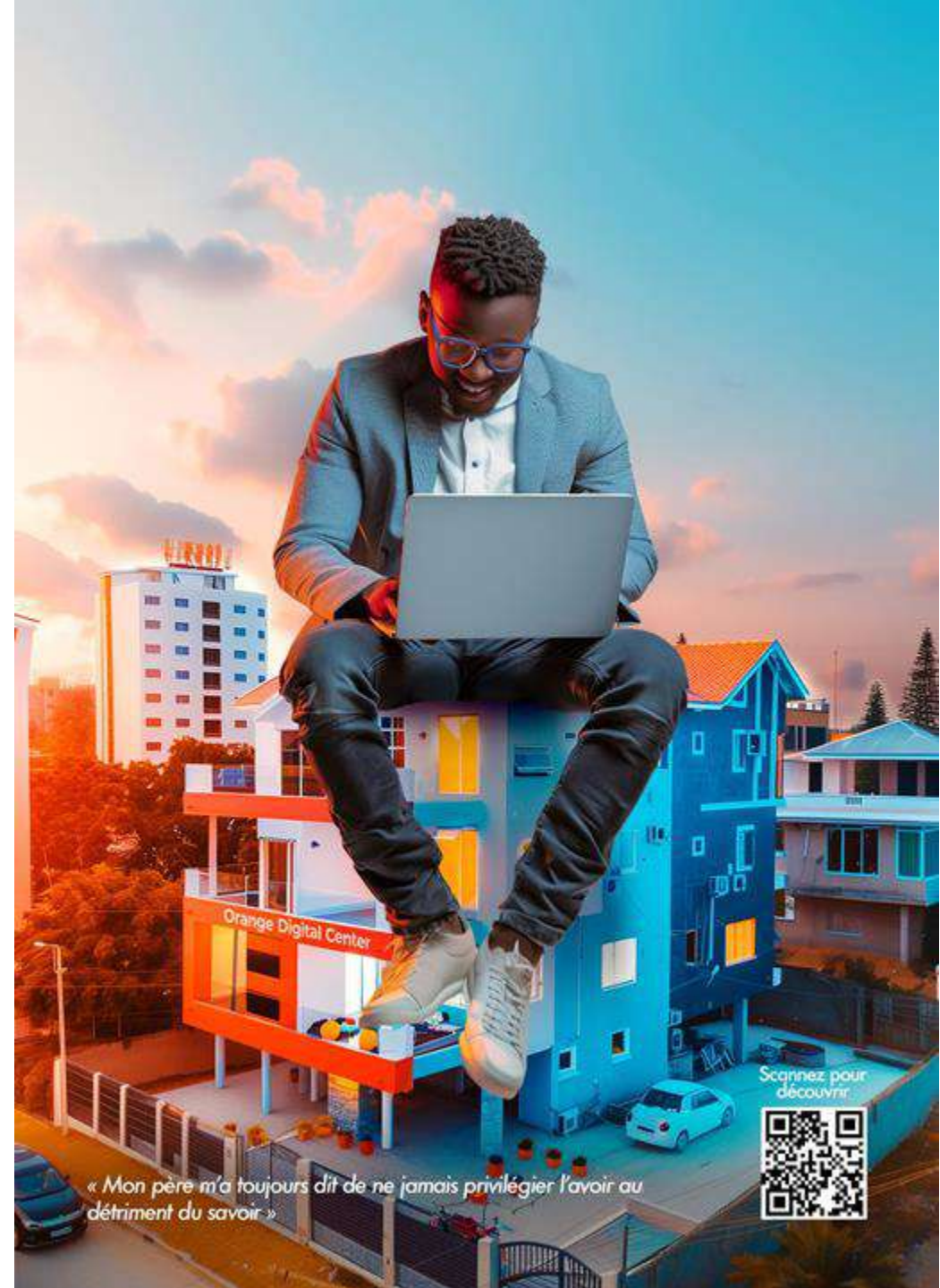
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# Section 1

## Highlights

Q3\_2024





# Environment

A quarter marked by the economic slowdown, the mitigation of the energy crisis in a highly competitive environment

## Environment

- Downward revision of economic growth in several countries
- Launch of Gaindé Sat, the first satellite from Senegal
- Continued energy crisis with improved availability

## Regulation

- Launch of the pilot phase on Mobile Money interoperability by central bank (BCEAO)
- Structuring regulatory measures: asymmetry on interconnection tariffs, sharing of infrastructure, national roaming

## Competition

- Strong competition around data
- Arrival of satellite operators

# Section 2

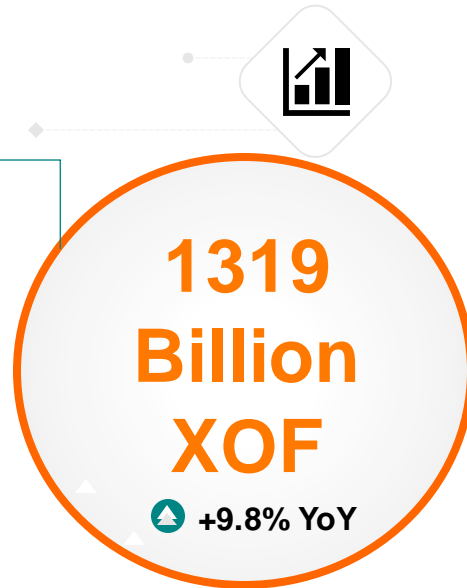
## Financial and Operational performances



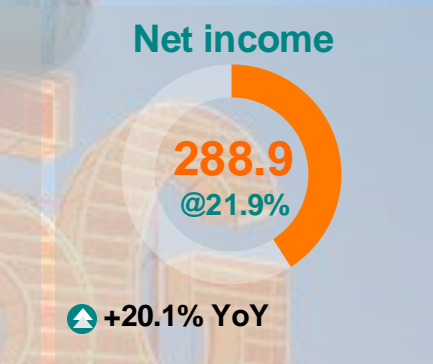
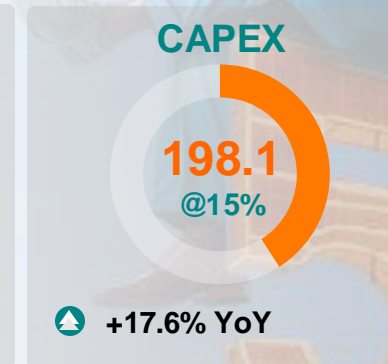
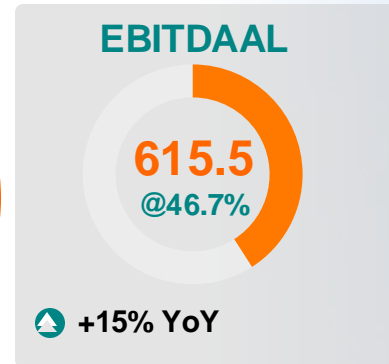
# Financial Performances

Consolidated growth at the end of September despite a slowdown in the third quarter in Senegal, Mali and Sierra Leone against a background of economic slowdown and increased security.

- Revenues up +9.8%, well ahead of Q3 2023, driven by data, Orange money, Fixed broadband and voice.
- Ebitdaal's growth is maintained above that of turnover thanks to the performance on revenues and control of costs.
- Sustained investments to meet the high demand for very high speed and capture potential revenues with the opening of new mobile sites, the extension of the FTTX network and operations to improve the quality of service.



Financial key figures (in billion XOF)



**Operating Cash Flow**





# Operational Performances

Continued growth in Yoy's operational indicators, particularly mobile data and fixed , thanks to commercial performance and the good pace of deployment. The rate of connections to Fiber was 48%, +5.8 pts year-on-year.

MOBILE CUSTOMERS

**41.2** million

+4.1% YoY



FIXED BROADBAND CUSTOMERS

**855.3** K

+19.2% YoY



MOBILE DATA

**23.4** million

+24.4% YoY



FIBER CUSTOMERS

**415** K

+41.6% YoY



4G CUSTOMERS

**17.1** million

+26.6% YoY



ORANGE MONEY CUSTOMERS

**12.1** million

+8.5% YoY

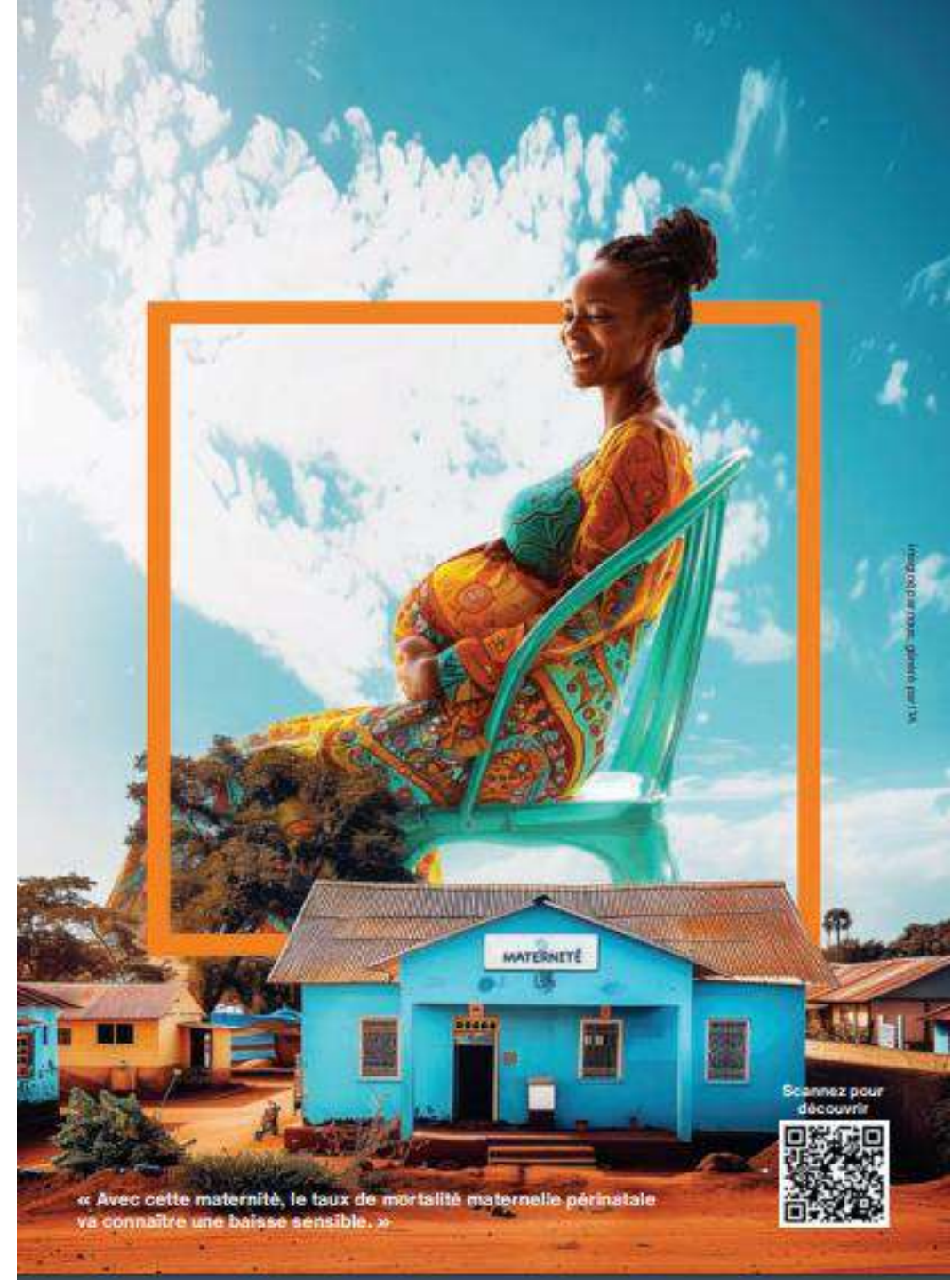




# Section 3

## Outlook

Q3\_2024



# Outlook

The Sonatel Group remains committed to offering quality telecommunications services while pursuing its CSR policy. The momentum will be maintained in the second half of the year thanks to:

- The completion of network deployment
- Continued performance on the main operational and financial indicators through sustained sales and marketing,
- Continued efforts to optimize costs,
- And the acceleration of digitalization to improve the experience of customers and employees.

« Quand je venais à mon village, j'étais coupé du monde  
par manque de réseau. »

Scannez pour  
découvrir



Jërëjëf  
Merci  
Obrigado  
شكرا لك

sonatel 