

SONATEL GROUP

1st Quarter Results #2025



Avril 2025

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LEXICON

- IFRS 16: The accounting for all leases results in the recognition on the balance sheet of a right-of-use security for the leased assets as a counterpart to a liability for the obligations. The operating expense of leases is replaced by a depreciation and interest expense.
- EBITDAAL: (EBITDA after Leases) is an indicator of financial profitability that takes into account depreciation and interest expenses related to leases. It replaces adjusted EBITDA.
- ECapex: eCAPEX corresponds to (i) investments in tangible and intangible assets excluding telecommunications licenses and financed assets, (ii) less the sale prices of the intangible and tangible assets sold.

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SUMMARY

1. HIGHLIGHTS

2. OPERATIONAL AND FINANCIAL PERFORMANCES

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1. HIGHLIGHTS

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KEY MESSAGES

Senegal

- Orange named Senegal's best mobile network in 2024 by OOKLA
- Continuation of the data war for abundance
- Several partnerships between Sonatel and the ecosystem (SENUM, DER/FJ, SEN CSU, etc.)
- Implementation of the ARTP decision on the suspension of unidentified numbers on March 31
- Arrival of a new Mobile Money player – Quickpay



Guinea

- Cash-out rate reduction to 1%
- Publication of the Q4 2024 market observatory confirms the strengthening of Orange Guinea's leading positions in all markets

Bissau

- Double-digit growth in revenue and EBITDA
- Start of Starlink operations
- Visit of the President of the Republic to Orange Bissau headquarters

Mali

- Mali's effective withdrawal from ECOWAS (January 29, 2025)
- The energy crisis continues, with an improvement observed in March.

Sierra Leone

- Persistent quality of service issues
- The new IPT contract will take effect in early March, with the prospect of reducing energy costs



2.

OPERATIONAL AND FINANCIAL PERFORMANCES

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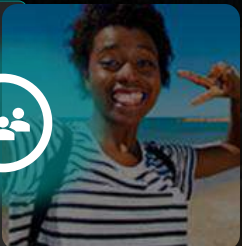
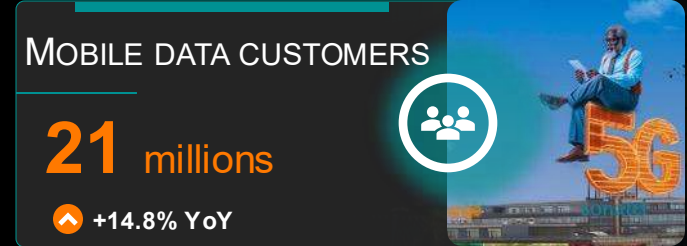
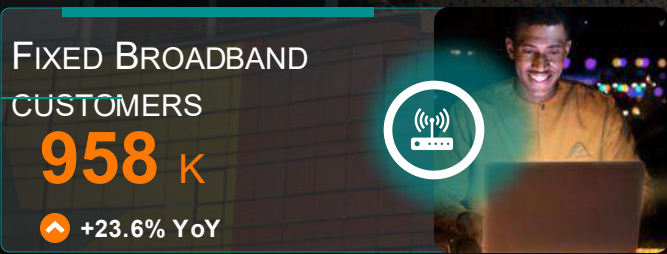
KEY FIGURES

Double-digit revenue growth (10.9%), reinforced by operating margin (+14.4%) thanks to sustained commercial momentum and confirmed resilience.

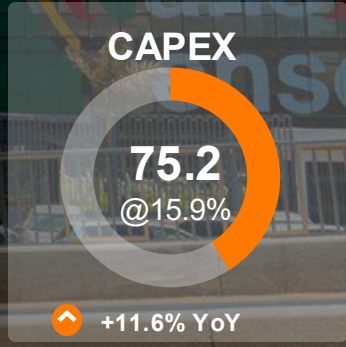
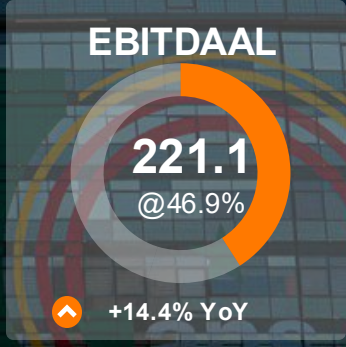


Consolidated revenues

Operational Figures



Financial Figures Q1 2025 (in Billion XOF)



Thank you



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