

SONATEL GROUP FINANCIAL RESULTS Q1 2026

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sonatel



orange™



01 HIGHLIGHTS

02 OPERATIONAL RESULTS

03 FINANCIAL RESULTS



HIGHLIGHTS

An environment marked by increased competition and persistent regulatory constraints.

ENVIRONMENT & REGULATION

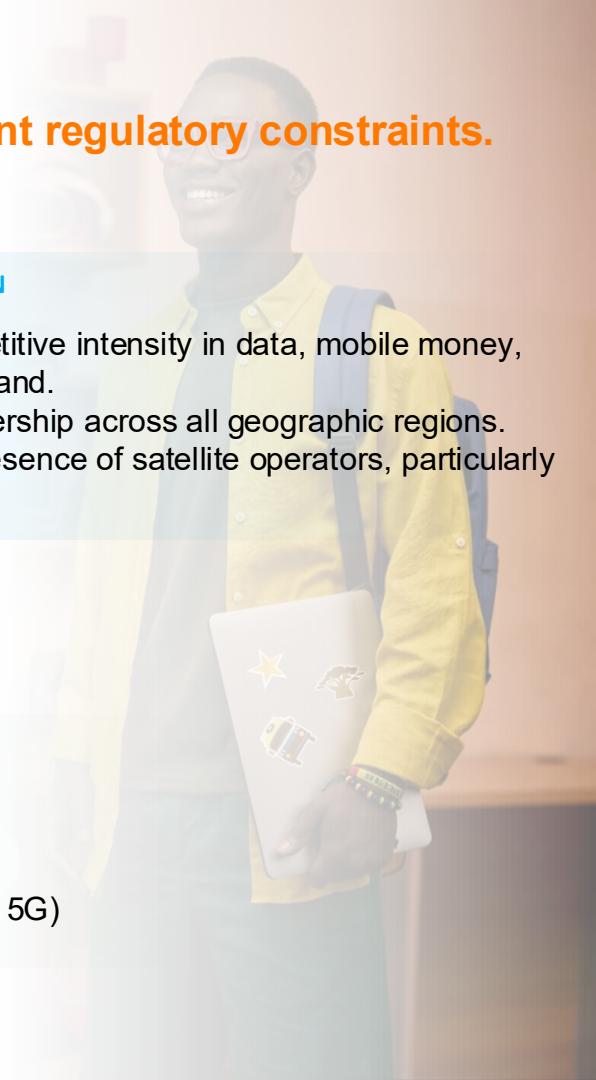
- Accelerated digitalization driven by the general public, the business market, and government projects.
- Strengthening regulatory requirements in several markets.
- Impact of conflicts in the Middle East on energy costs and availability.

MARKET & COMPETITION

- Increased competitive intensity in data, mobile money, and fixed broadband.
- Maintaining leadership across all geographic regions.
- Strengthened presence of satellite operators, particularly in Senegal.

BUSINESS

- Launch of Guinea's first national data center
- Pursuing cost-optimisation programmes
- Fast and sustained deployment of investment
- Great operational momentum in ultra-fast broadband (fiber, 4G, 5G)
- Launch of the satellite offer in Senegal



KEY OPERATIONAL FIGURES

Positive commercial momentum with double-digit growth in fiber, data and 4G customers.

Key Operational Figures Q1 2026

MOBILE CUSTOMERS

40.7 million

▲ -2.9% YoY



FIXED BROADBAND CUSTOMERS

1.1 million

▲ +21.8% YoY



DATA MOBILE

22.6 million

▲ +8.3% YoY



FIBER CUSTOMERS

618 K

▲ +26.5% YoY



ACTIVE 4G

22.9 million

▲ +16.9% YoY



ACTIVE ORANGE MONEY

13.6 million

▲ +5.5% YoY



Growth across all bases except for **mobile**, which was impacted by stricter identification measures.

The **4G Base** is almost at 23 million customers, while fixed broadband continues its growth, exceeding 1.1M customers, driven by **fiber**

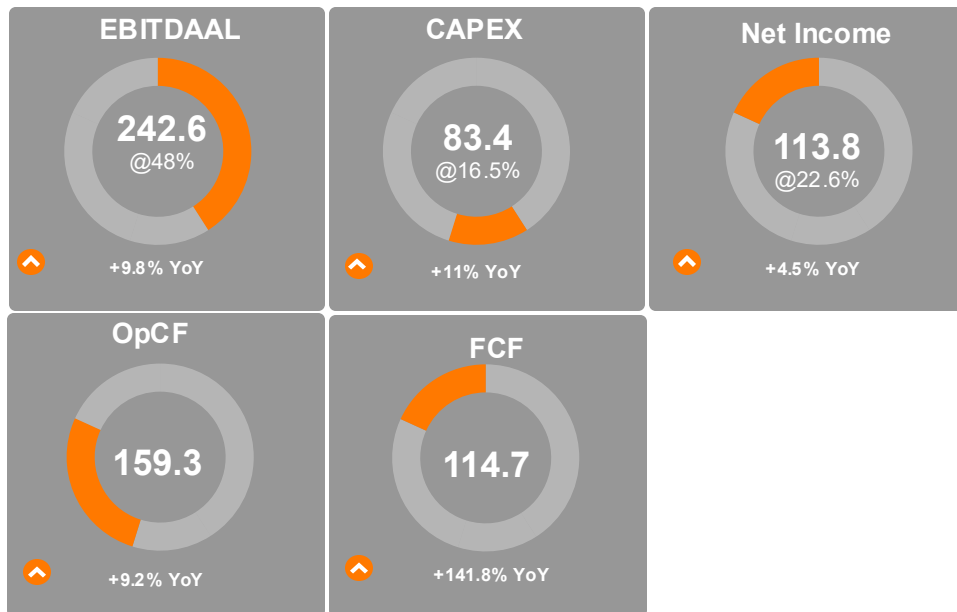
The **Orange Money** customer base grew by 5.5%. reaching **13.6 million customers**.

KEY FINANCIAL FIGURES

Sustained financial performance driven by EBITDAAL growth of +9.8% exceeding that of revenue (+6.9%), with good cost control.

Consolidated Revenues Q1 2026

Key *Financial* Figures Q1 2026 (in Billion XOF)



The group continues its strong growth despite a context of increased competition and persistent regulatory constraints.

Revenue grew by **6.9%**, primarily driven by **Data, Orange Money and Fixed Broadband**.

THANKS

