



EDITION  
JUNE 30<sup>th</sup>

**2023**

**MAROC TELECOM**  
KEY FACTS & FIGURES

# GROUPS' HIGHLIGHTS

MAROC TELECOM  
KEY FACTS & FIGURES  
JUNE 2023

Maroc Telecom Group is perpetually innovating and developing services that promote not only access to telephony and the Internet but also to a multitude of digital content. It relies on the most recent technological advances and the know-how, expertise and commitment of its teams.

The first half of year 2023 was characterised by :

- **Strengthening network infrastructures for the development of FTTH technology and 4G** to support the increasing growth in ultra-high-speed data uses;

- **Permanent updating of the catalogue of offers and services** with new solutions.
- In line with its policy of social responsibility, the Group supports numerous civil society initiatives in the humanitarian, cultural, sports and environmental protection fields.

## MAROC TELECOM

- Launch of new digital offers and services and enhancement of existing services
- Acceleration of the deployment of the fixed-line Internet access network (FTTH) and reinforcement of the coverage and mobile data capacity through 4G extensions
- Maintaining the ISO 26000 certificate with an «advanced» level of maturity, the highest on the agency's classification scale

## MOOV MAURITEL

- Acceleration of the deployment of the FTTH service
- Acceleration of SWAPs of mobile sites in 4G
- Continued Voice and Data promotions

## MOOV AFRICA GABON TELECOM

- Enrichment of Mobile offers
- Expansion of mobile payment services
- Launch of new value-added services

## MOOV AFRICA BURKINA

- Expansion of mobile payment services
- Launch of promotional offers on mobile and Internet services
- Launch of new value-added services

## MOOV AFRICA MALITEL

- Acceleration of recruitment of new Fiber Optic customers
- Enrichment of Mobile and Internet offers
- Launch of new value-added services

## MOOV AFRICA CÔTE D'IVOIRE

- Extension of the FTTH service and launch of digital prospecting
- Enrichment of Internet offers
- Expansion of mobile payment services
- Launch of new value-added services

## MOOV AFRICA BENIN

- Strengthening 3G and 4G network coverage
- Expansion of mobile payment services
- Launch of new value-added services

## MOOV AFRICA TOGO

- Continued Voice and Data promotions
- Redesign of Mobile and Internet plans
- Continued promotions on value-added services

## MOOV AFRICA NIGER

- Enrichment of Voice and Data packages and continuation of promotions
- Launch of new value-added services

## MOOV AFRICA CENTRAFRIQUE

- Increased Internet bandwidth
- Continue with Data promotions

## MOOV AFRICA TCHAD

- Launch of new Internet, FTTH and B2B offers
- Expansion of mobile payment services



# PERFORMANCE

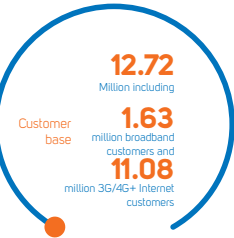
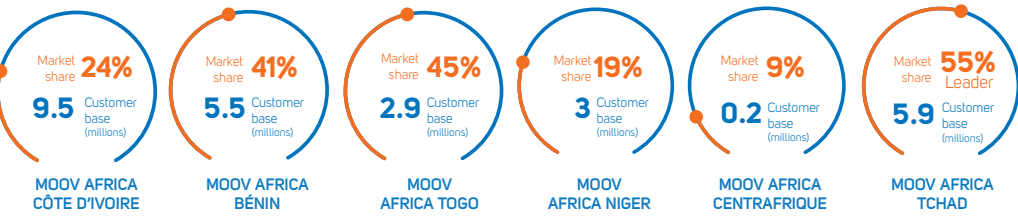
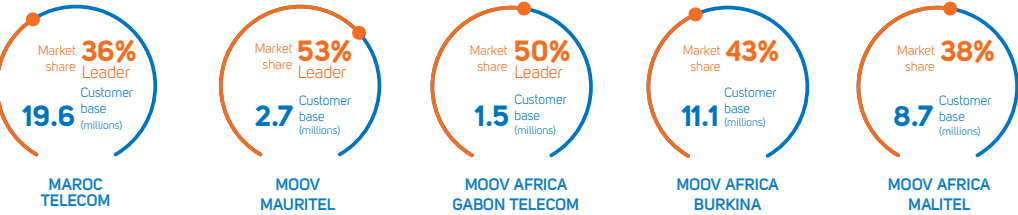
MAROC TELECOM  
KEY FACTS & FIGURES  
JUNE 2023

Armed with its expertise and good knowledge of its customers' expectations, Maroc Telecom Group develops innovative services adapted to the uses of the population. It continues to accompany its customers towards new, simple, practical and useful digital uses that make their daily lives easier.

Maroc Telecom is the leader mobile, fixed-line and Internet business segments, thanks to its capacity for innovation and the quality of its networks, with 23.1 million customers in Morocco.

At the end of June 2023, the Group's customer base is almost stable over one year. Subsidiaries account 69% of the Group's total customer base.

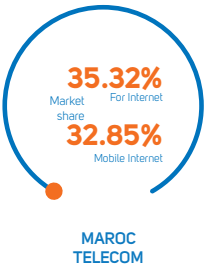
## MOBILE



## FIXED-LINE



## INTERNET



2023

2022

2021

2019

## FINANCIAL RESULTS

Through its proactive investment policy, Maroc Telecom Group continues to strengthen its infrastructures and to deploy broadband and very high speed mobile and fixed-line services.

It is backed up by the latest technologies to greatly increase the flow rates offered and guarantee an optimal quality of service.

At the end of June 2023, the Group's consolidated turnover amounted nearly MAD 18.4 billion to which the subsidiaries have contributed to the tune of 50%.

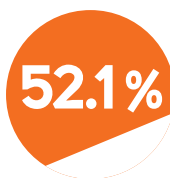
### CONSOLIDATED TURNOVER



**BILLION  
DIRHAMS**

50% of the Group's revenue  
is generated internationally

### EBITDA GROUP MARGIN



**OF  
REVENUES**

### ADJUSTED NET PROFIT - GROUP SHARE



**BILLION  
DIRHAMS**

## A MAIN ACTOR CONTRIBUTING TO ECONOMIC AND SOCIAL DEVELOPMENT IN 11 COUNTRIES IN AFRICA

A renowned operator in Africa, leader in Morocco and other countries, Maroc Telecom Group is actively participating in the development of the telecoms sector on the continent. With a presence in 11 countries (Morocco, Benin, Burkina Faso, Côte d'Ivoire, Gabon, Mali, Mauritania, Niger, Central African Republic, Chad and Togo), it serves nearly 75 million mobile, fixed-line and Internet customers.



Group makes a significant contribution to economic and social development, access to NICTs and the well-being of populations both in Morocco and in all the countries in which its subsidiaries are located.

Through its commitment to reducing the digital divide, the

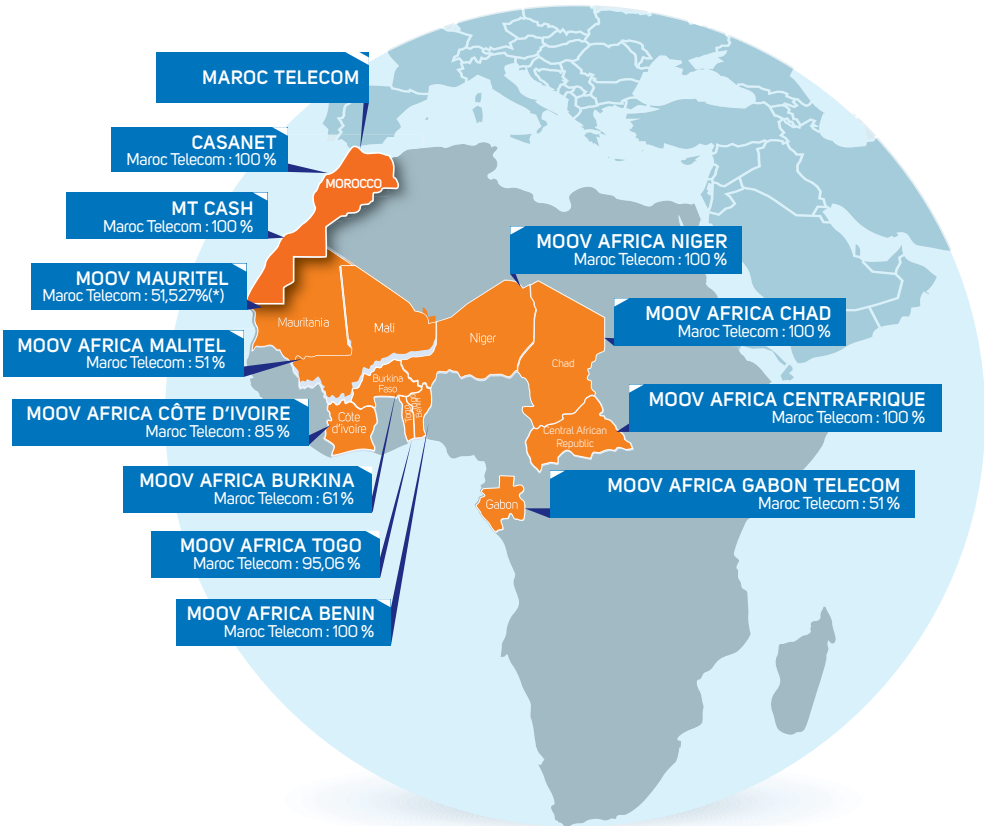
based on partnerships of building trust, sharing know-how and respect for local cultures and skills.

Having been privatised in 2001, Maroc Telecom has been jointly listed on the Casablanca and Paris stock exchanges since December 2004. The main shareholders are the Etisalat Group\* (53%) and the Kingdom of Morocco (22%).

On January 1<sup>st</sup>, 2021, the Group launched the «Moov Africa» brand. Through it, the ten African subsidiaries are now united around a common identity.

The Group's presence in Africa is perfectly in line with the South-South cooperation policy initiated by His Majesty King Mohammed VI. The Group's successful development strategy is

\*Via SPT, a company incorporated under Moroccan law, controlled by Etisalat.



(\*) Controlled at 51.527% via CMC, a company incorporated under Mauritanian law

# CORPORATE GOVERNANCE

## MANAGEMENT BOARD

MAROC TELECOM  
KEY FACTS & FIGURES  
JUNE 2023



Abdeslam **AHIZOUNE**  
Chairman of the Management Board

**Hassan RACHAD**  
Managing Director of Networks and Systems

**Brahim BOUDAUD**  
Managing Director of Regulation and Legal Affairs

**François VITTE**  
Chief Financial Officer

**Abdelkader MAAMAR**  
Managing Director of Services

Maroc Telecom also has **8** regional divisions under the authority of the Chairman of the Management Board

## SUPERVISORY BOARD

**CHAIRWOMAN**  
**NADIA FETTAH ALAOU**  
Minister of Economy and Finance

**VICE-PRESIDENT**  
**JASSEM MOHAMED BU ATABA ALZAABI**  
Chairman of Abu Dhabi Department of Finance,  
Chairman of Etisalat Group

**MEMBERS**  
**ABDELOUAFI LAFTIT**  
Minister of the Interior

**ABDELLATIF ZAGHNOUN**  
General Manager of the National Agency for Strategic  
Management of State Holdings and Monitoring of the  
Performance of Public Establishments and Enterprises

**HATEM DOWIDAR**  
Managing Director of Etisalat Group

**LUIS ENRIQUEZ**  
Advisor to the Management Board of Etisalat Group

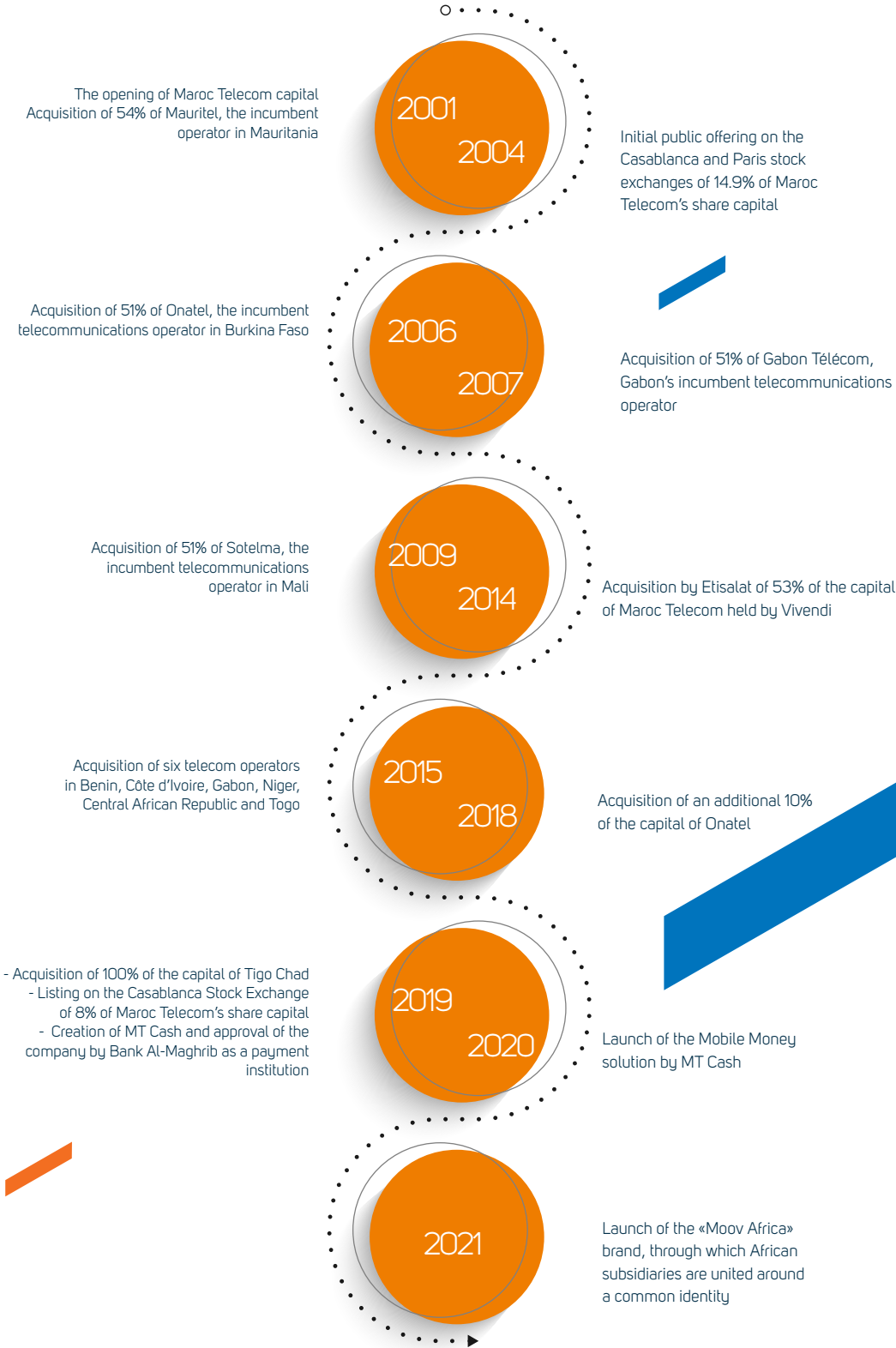
**KAMAL S. SHEHADI**  
Strategy Director of Etisalat International

**HESHAM ABDULLA AL QASSIM**  
CEO of Wast Asset Management Group,  
Member of the Management Board of Etisalat Group

**MOHAMMED KARIM BENNIS**  
Chief Financial Officer of Etisalat Group

# KEY DATES AND EVENTS

MAROC TELECOM  
KEY FACTS & FIGURES  
JUNE 2023





**E-mail :**

[relations.investisseurs@iam.ma](mailto:relations.investisseurs@iam.ma)  
[relations.presse@iam.ma](mailto:relations.presse@iam.ma)

**Website :**

[www.iam.ma](http://www.iam.ma)