

Sonatel Group Consolidated results as of september 30, 2023

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Disclaimer

This presentation contains information that may be deemed to forecast. Regarding the outlook, although the Company believes that these declarations and information are based on reasonable assumptions at the date of publication of this press release, they are by nature subject to risks and uncertainties, which may give rise to a difference between actual figures and those indicated or implied in these declarations and information. SONATEL cannot guarantee or be responsible for the accuracy, completeness, consistency or effectiveness of any of the statements or information given in this press release relating to forecast data.

1. Pro forma: Items adjusted to exchange rate fluctuation
2. The impact of IFRS16 mainly concerns the following:

Lease commitments: these liabilities were previously disclosed off-balance sheet in the appendices to the consolidated financial statements. Under IFRS 16, the recognition of all leases results, on the balance sheet, in the recognition of an asset for the right to use the leased assets in return for a liability for the obligations.

Operating expense related to leases: this expense was previously included in indirect costs. Under IFRS 16, it is replaced by depreciation expense and 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.

Scope 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%	Exclusive control	Global integration
Mali	Orange Mali	Direct	69.40%	Exclusive control	Global integration
	Orange Finances Mobiles Mali	Indirect	69.40%	Exclusive control	Global integration
Guinea Conakry	Orange Guinée	Direct	88.82%	Exclusive control	Global integration
	Orange Finances Mobiles Guinea	Indirect	88.82%	Exclusive control	Global integration
Guinea 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
Côte d'Ivoire	Groupement Orange Services	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%.

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1. Key messages

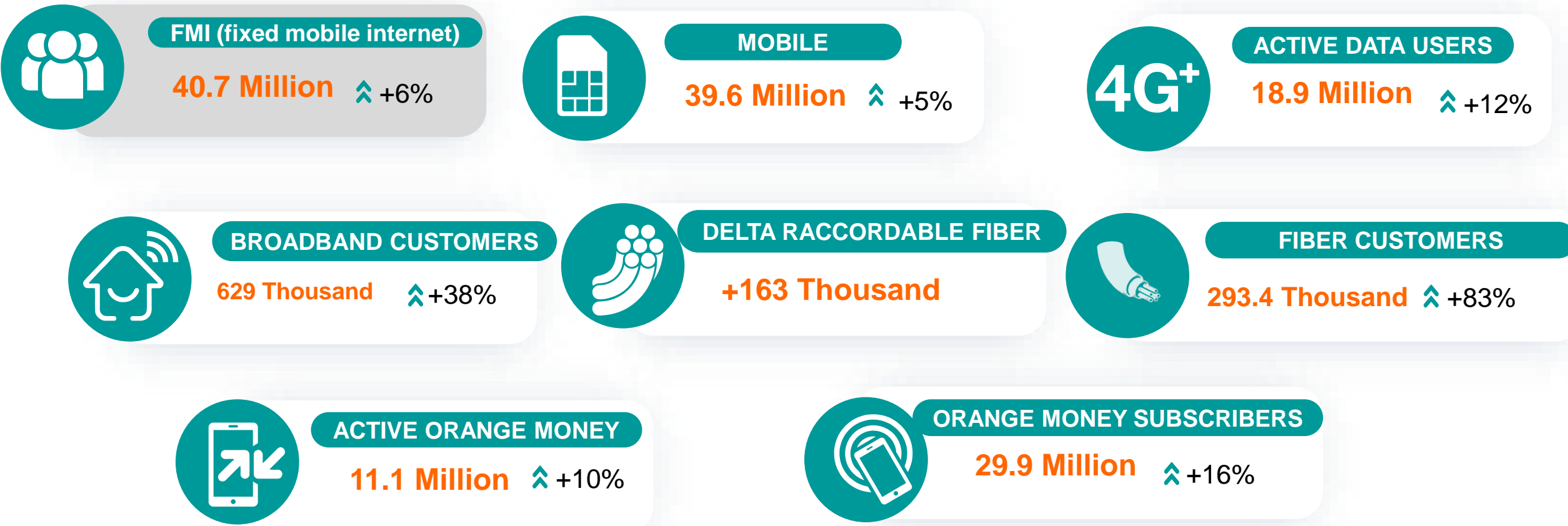


Highlights

- **Financial rating:** GCR ratings (“GCR”) upgrades SONATEL’s long-term issuer rating from ‘AA(WU)’ to ‘AAA(WU)’, the maximum rating on its regional scale
- Granting of the **5G license** in Senegal
- Launch of a **5G pilot** in Sierra Leone
- Stability or even decrease in the **average price** of a Gigabyte despite persistent inflation
- Continuation of the network deployment momentum and expansion of 3G & 4G coverage and FTTX
- Growth dynamism in the **Orange Money** activity.
- Approval from the WAMU banking commission for the start of **Orange bank** activities in Senegal.

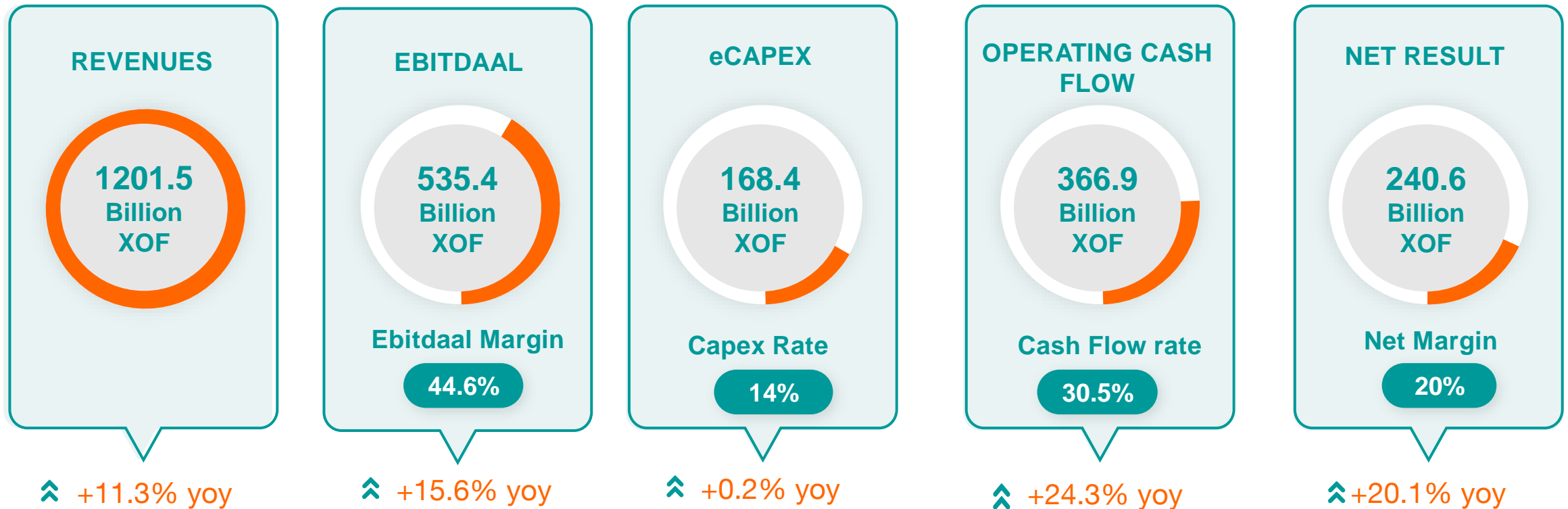
2. Operational results

40 million fixed, mobile, and internet customers, progression in Orange Money and very high-speed fixed and mobile broadband. More than 163 thousand new fiber sockets deployed.



3. Financial results

Results in line with expectations thanks to the sustained investment effort in mobile networks, FTTX, and operations to improve quality of service to support customer demands and enhance their experience



- Continuation of **investments** to expand and improve network quality.
- Continuation of the battle in the **Mobile Money** market with increased competition.
- Continuation of **cost control** actions in an inflationary context.

At the heart of Sonatel : Corporate Social Responsibility centered on 5 axes

Social Inclusion



Education Health Environment Job Digital inclusion

Digital Inclusion

Good governance

A corporate foundation in each country of presence

to participate in improving the quality of life of local populations on a social, medical, educational, cultural and economic level, for their well-being and well-being through

3 axes of sponsorship :



SANTÉ



EDUCATION



CULTURE

24 “Village” Projects in 8 years (including 9 in Senegal for a budget of more than one billion XOF)



Medical Specialization Scholarships

(more than 40 trained specialist doctors)



Support for festivals, rehabilitation of museums, preservation of memory, etc.

More than 250 digital schools deployed

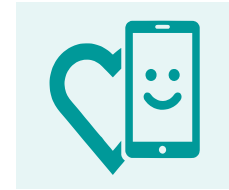


5. Digital, social and environmental footprint

1- Digital Inclusion & Support to local entrepreneurship

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

- 4 ODCs in Senegal, Mali, Guinea and Sierra Leone: **13,750 beneficiaries** supported at the end of September 2023
- Integration rate: 90% after 3 to 6 months after certification; 42% feminization rate
- Orange Startup Studio (OSS): 63 new startups supported through our programs
- ODC club to be deployed in the regions with the support of GIZ (2 already functional and 4 currently being finalized): 2000 people / year



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3- Support for education and health

- Rehabilitation and equipment of 2 health posts (around 5 per year)
- **20 new specialization scholarships** in medicine offered in H1/2023 in priority areas (i.e. 60 scholarships in total since the start of the program)
- Scholarships for the best high school students and teachers



2- Social inclusion

- Sonatel / Orange Foundation: 3 new Village Projects deployed at the end of Q3 2023 (i.e. 27 in total in 9 years): Water point, school construction, health centers, green schools
- Inclusion of people living with disabilities, some of whom become suppliers
- More than 9,500 new homes have had access to Energy thanks to Orange Energie in our 5 countries of presence (i.e. more than 61,000 in total)
- Gender distribution: 38% women in the overall workforce and 50% at the management committee level

4- Sustainable development

- CO2 emissions: Objective of reaching a rate of 50% use of renewable energies in 2025;
- Green energy rate 8% and up to 73% in specific areas
- Reforestation: 30,000 trees planted each year and more than 200,000 trees in Senegal by the end of Q3 2023
- 9,498 Refurbished equipment: Reconditioning rate: 67%
- Recycling of 23 tonnes of hazardous waste, 47 tonnes of non-hazardous waste



Orange
Digital
Center

A hub, proof of our commitment to the development of the digital ecosystem and the employability of young people

Sonatel /
Orange
Academy

Orange Fab
Orange
Startups

Formation

Acceleration

FabLab
Solidarity
Innovation Lab

Innovation

- Orange Venture Africa
- Téranga Capital
- Investment and Financing Vehicle

Financing

Preservation of the environment



Actions for sustainable development

- ■ Energy saving
- ■ Development of renewable energies (solar)
- ■ Compensation of the carbon impacts generated (terminal recycling, fight against plastic waste, reforestation)

Thank you

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