



Financial results

2020



WARNING

This presentation contains information that might be considered as forecast.

The Company believes that these informations are based on realistic assumptions at the date of publication of this press release. There is a possible risk of uncertainty which might create differences between the actual figures and those mentioned in the forecast.

Sonatel cannot guarantee or take responsibility in the accuracy, completeness, consistency or effectiveness of whatsoever statements or information given in this press release related to forecasted data.

Glossary

1. **Proforma:** Items restated for currency effects

2. **The impact of IFRS16 mainly concerns the following:**

Lease commitments: these liabilities were previously disclosed off-balance sheet in the annexes of the consolidated financial statements. Under IFRS 16, they are included in the balance sheet (i) as assets representing the right of use, according to the valuation approach required by IFRS 16 and (ii) as a liability.

Operating expense for lease: this expense was previously included in indirect costs. Under IFRS 16, it is replaced by depreciation and interest expense.

EBITDAal: (EBITDA after Leases) is an indicator of financial profitability that takes into account depreciation and interest charges related to lease. It replaces the adjusted EBITDA

eCAPEX: eCAPEX corresponds to (i) tangible and intangible investments excluding telecommunications licenses and financial assets, (ii) less the value of intangible and tangible assets sold.

1

Key Highlights

Orange Money
Jusqu'à
-50%
sur tes frais de paiement
de factures et de
Transfert avec Code

1 4 4

10 ans

Téléchargez l'appli Orange Money

The banner features the Orange Money logo at the top left. The main text is centered, with a large orange '-50%' and a white arrow pointing upwards and to the right. Below the discount, the text 'sur tes frais de paiement de factures et de Transfert avec Code' is written in white. At the bottom left, there is a code '# 1 4 4 #' in orange boxes. To the right of the code is a '10 ans' anniversary logo. At the bottom left, there is a small icon of a smartphone with the text 'Téléchargez l'appli Orange Money' and the Orange Money logo. At the bottom right, there is a small orange square with a white horizontal line.

Sonatel Group footprint

sonatel



GDP growth *: **0.7%**
 Inflation *: **2.5%**
 Population: **16.8 million**
 Penetration: **108%**
 Market share: **55.6%**
 Position: **Leader**
 3G coverage: **97.9%**
 4G coverage: **79.4%**

GDP growth *: **-2.0%**
 Inflation *: **1.8%**
 Population: **19.7 million**
 Penetration: **105.2%**
 Market share: **55.3%**
 Position: **Leader**
 3G coverage: **95.5%**
 4G coverage: **63.3%**

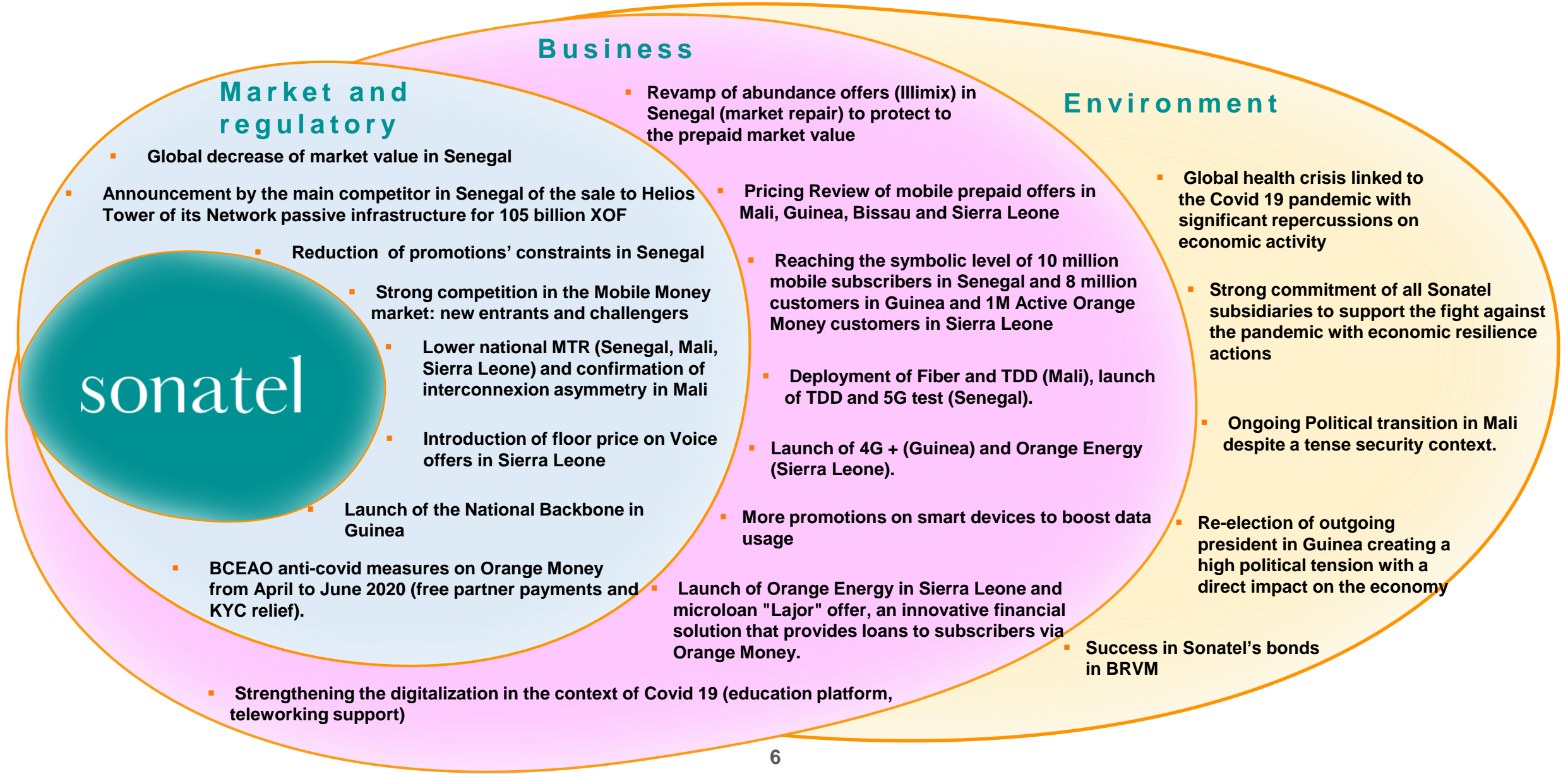
GDP growth *: **1.4%**
 Inflation *: **8.7%**
 Population: **14.0 million**
 Penetration: **108.0%**
 Market share: **58.7%**
 Position: **Leader**
 3G coverage: **63.0%**
 4G coverage: **30.0%**

GDP growth *: **-2.9%**
 Inflation *: **2.6%**
 Population: **1.8 million**
 Penetration: **87%**
 Market share: **48.0%**
 Position: **Second**
 3G coverage: **70%**
 4G coverage: **54%**

GDP growth *: **-3.1%**
 Inflation *: **17.5%**
 Population: **8 million**
 Penetration: **71.0%**
 Market share: **52.2%**
 Position: **Leader**
 3G coverage: **80.0%**
 4G coverage: **38.1%**

*Source: IMF October 2020 except Senegal (gouvernemental publication)

Environment and Business 2020



sonatel

Market and regulatory

- Global decrease of market value in Senegal
- Announcement by the main competitor in Senegal of the sale to Helios Tower of its Network passive infrastructure for 105 billion XOF
- Reduction of promotions' constraints in Senegal
- Strong competition in the Mobile Money market: new entrants and challengers
- Lower national MTR (Senegal, Mali, Sierra Leone) and confirmation of interconnexion asymmetry in Mali
- Introduction of floor price on Voice offers in Sierra Leone
- Launch of the National Backbone in Guinea
- BCEAO anti-covid measures on Orange Money from April to June 2020 (free partner payments and KYC relief).
- Strengthening the digitalization in the context of Covid 19 (education platform, teleworking support)

Business

- Revamp of abundance offers (Illimix) in Senegal (market repair) to protect to the prepaid market value
- Pricing Review of mobile prepaid offers in Mali, Guinea, Bissau and Sierra Leone
- Reaching the symbolic level of 10 million mobile subscribers in Senegal and 8 million customers in Guinea and 1M Active Orange Money customers in Sierra Leone
- Deployment of Fiber and TDD (Mali), launch of TDD and 5G test (Senegal).
- Launch of 4G + (Guinea) and Orange Energy (Sierra Leone).
- More promotions on smart devices to boost data usage
- Launch of Orange Energy in Sierra Leone and microloan "Lajor" offer, an innovative financial solution that provides loans to subscribers via Orange Money.

Environment

- Global health crisis linked to the Covid 19 pandemic with significant repercussions on economic activity
- Strong commitment of all Sonatel subsidiaries to support the fight against the pandemic with economic resilience actions
- Ongoing Political transition in Mali despite a tense security context.
- Re-election of outgoing president in Guinea creating a high political tension with a direct impact on the economy
- Success in Sonatel's bonds in BRVM

Key operational figures

+9.9%

36 million
Customers (Fixed,
Mobile & Data)



+9.7%

35.4 million
Mobile Customers



+11.7%

12.7 million
Mobile Data
Customers



+29.1%

8.8 million
Orange Money
Customers



+35.5%

309.7 thousand
Customers VHBB
(ADSL – Fiber
Flybox - Wimax)



- 9.9% Sustained growth of the customer base despite all impacts of the Covid-19 pandemic (limited or restricted field activities).
- Good performance of the mobile Data base in all countries, mainly driven by Senegal thanks to a good strategy focused on abundance.
- An increase of the Orange Money customer base within the Group, driven by strong recruitment initiatives and the relief on KYC requirements during the pandemic.
- Continuous growth on VHBB with Fiber, LTE / FDD and TDD offers.

Data
Penetration
35.2%

Orange
Money
Penetration
24.4%



Key financial figures

+2.3%

1,206.1 billion
Revenues



Revenues

YoY growth against 2019 (+27 billion XOF, +52 billion XOF in proforma) thanks to mobile activities specially on data usage, orange money and fixed internet. Growth driven by Guinea, Mali and Sierra Leone offsetting the decline in Senegal and Bissau

Ebitdaal

43%

+2.1pts

+7.6%

519.2 billion
EBITDAaL



EBITDAaL

Operating margin growth of +37 billion XOF, +48 billion XOF in proforma with reduction of operating expenses following savings made on general expenses, A&P and operating taxes..

Net Margin

16.7%

+15.7%

314.8 billion
Free Cash Flow



Net Income

+3% thanks to the improvement in EBITDAAL which covers the increase in depreciation and financial expenses.

+3.0%

201.3 billion
Net Income



Free Cash Flow

+12.8%, linked to the good generation of margins combined with the reduction in capex.

Ecapex
ratio

16.9%

+0.4%

204.4 billion
eCAPEX



Ecapex

The entire net result is invested in capex in order to prepare our networks and service platforms to carry even more traffic with excellent quality of service, but also to deploy new offers and innovations to accelerate our transformation in a full-service operator

COVID 19 : More than 3 billion XOF in contribution



- Refurbishment of the former terminal dedicated to pilgrims at LSS airport into an emergency medical site at a cost of 188 000 000 XOF : hangar 1 received on March 31, 2020 and hangar 2 schedule for the next days
- Delivery of the 1st batch of equipment to the Diamniadio center, consisting of transport and ventilating machines, ECG devices, etc. Other medical equipment will be delivered to the Diamniadio hospital and to the SAMU.
- End to end installation 20 computers effective since March 21st 2020 to strengthen the capacity of the Call Center managing the toll free number 800 00 50 50;
- Establishment of a free communications system (closed user group) for The Ministry of Health and the Fire Force department during the crisis;
- Purchase of broadcasting slots to ensure the awareness of campaigns on main TV and Community Radio Stations;
- Engagement of Orange Mobile customers via SMS and Voice messages.
- Sonatel employees contributed up to 40,472,313 XOF to the Force Covid19 fund.

COVID 19 : More than 3 billion XOF in contribution



Mali

- 300 million FCFA for the purchase of medical equipment, drugs and hand washing kits
- 100 million FCFA of topup for the management of the crisis, establishment the call center of the national toll-free number,
- sending of an awareness message to the population
- Double residential internet packages, 4 G box at the promotional price of 10,000F
- Education Pass of 100mo per day offered from 01/04
- Provision of digital educational content for students
- Orange Money:
 - ✓ Free national transfer fees up to 5000F
 - ✓ Free of charge on bill payments
 - ✓ Removal of commissions for merchants on merchant payments



Bissau

- Orange Bissau in a burst of solidarity supported the Ministry of Health with a donation of 55 million.
- Setup of an emergency number and sending awareness push SMS
- Voice, SMS and Financial inclusion services to populations
- Setting up a free USSD awareness-raising platform to facilitate access to all WHO recommendations and a permanent voice awareness push before the call ring back.
- Following the recommendation of the BCEAO, Orange Bissau proceeded to open Orange Money accounts for all telco customers to promote cash less behavior
- Support from the Orange Foundation for the health crisis



Guinée

- Management of Orange Guinea set up initiatives worth more than GNF 3.7 billion, aimed at supporting health authorities. The 75% drop in the cost of access to the e-Education platform;
- Activation of an awareness message on the ring back tone (Funtones);
- Free national Orange Money transfers below 100,000 GNF;
- Free fees for the payment of water bills via Orange Money;
- Free fees for the “Access to my bank” service for transferring from the bank account to the customer's account with all partner banks;
- Establishment of a route allowing each subscriber who wishes to open their account, on their own without having to travel.
- More than 70 million text messages sent on behalf of the Ministry of Health



Sierra Leone

- Donation of 1 billion Leones to NACOVERC (National Center for Response to COVID)
- Donation of terminals for the National Police to verify traffic e-passes during regional containment
- Provision of an Internet portal for E-learning (online education) for students and pupils, completely free
- Free access to the websites of the Ministries of Primary, Secondary and Tertiary Education, and of certain universities in the country
- Provision of ring tones and dedicated pandemic awareness messages for all callers of an Orange number

Contribution to the regional economy

Revenue generated for the local Economy

+250 Billion XOF

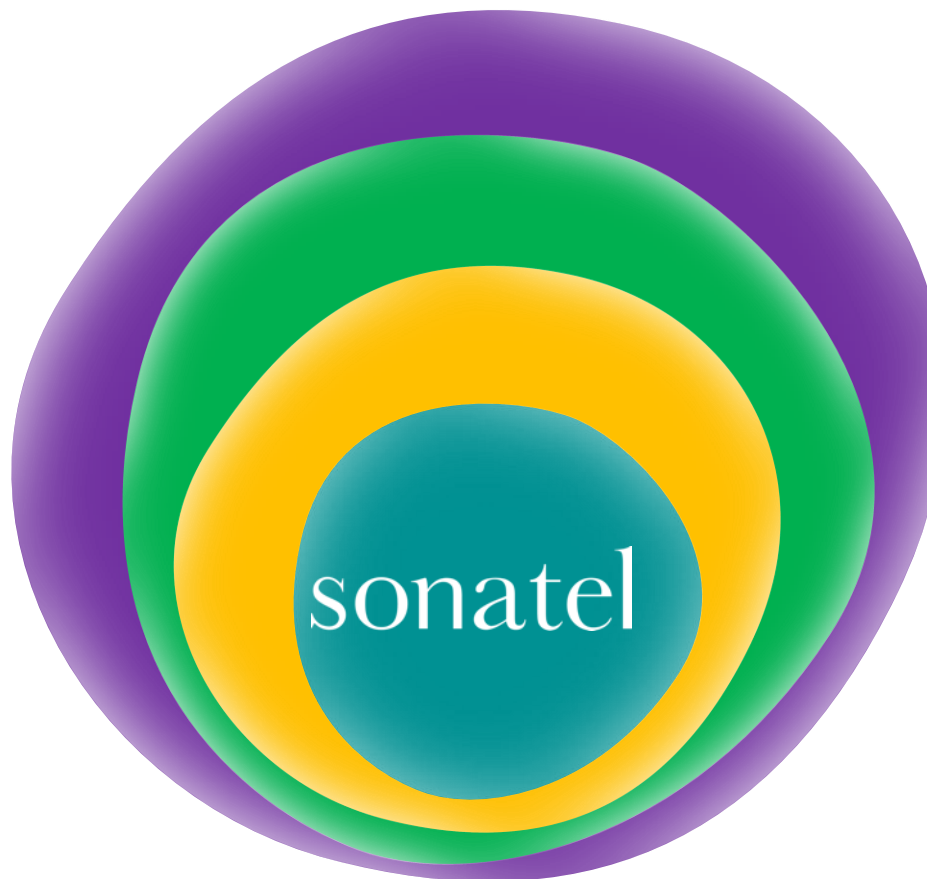
Revenue generated for the benefit of local businesses in the countries

Employment

+160 000 indirect

+4500 direct

Thanks to an extensive commercial distribution and dynamic partners



Public Contribution

+610 billion XOF

Paid as taxes, fees, royalties, social contributions, customs duties and dividends in the countries

Exports

+115 billion XOF

Generated as a contribution to the balance of payments by foreign telecommunications operators

Corporate social responsibility



The Sonatel Foundation refurbished the Mame Cheikh Mbaye high school and many other school infrastructures in the regions



- Campaign on “girls' education”: commitment and proximity Digital engagement
- Campaign Handicap: #DaanSaLaago: a differentiating factor, Sonatel as the pioneer
- Environmental campaign: # AarLilaWër: a strong commitment to participate in the reduction of our carbon footprint



Fifth edition “Linguere Digital Challenge”

10^e édition
Prix Orange de l'Entrepreneur Social au Sénégal
#POESAM

Inscrivez-vous avant le **5 juin** sur
startup.orange.com/fr/poesam/

Le gagnant de la 10^e édition du POESAM, c'est vous !
 Les 3 meilleurs projets représenteront le Sénégal au concours international.

The 10th edition of the Orange Prize for Social Entrepreneurs in Africa and the Middle East (POESAM) selected the 3 best projects providing solutions aimed to improve the lives of populations



Sonatel, committed to Social, Economic and Digital inclusion



Graduation ceremony of the second promotion of Sonatel Academy in the presence of the minister

Energy consumption

Renewable
Energy
Contribution
6.6%

Energy
Expense /
Revenue
2.3%



Notre ambition, être
Net Zero Carbone
en 2040, grâce :



à de nouveaux réseaux
qui concilient
puissance et
économies d'énergie



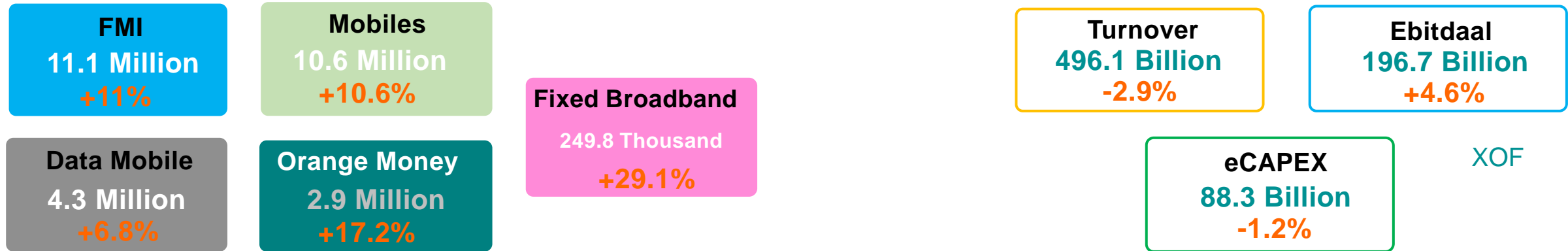
au recours croissant
aux énergies
renouvelables



à la contribution aux
puits de carbone



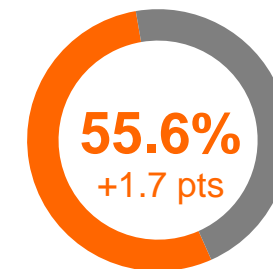
Good resilience with growth in EBITDAal and Free Cash Flow despite a strong decrease in revenues du to the increase in competition with a strong destruction of value carried out by Free. At the operational level, the merger of the Sonatel Mobile, Sonatel Multimedia and Sonatel Business Solutions entities with SA. Strengthening of our commercial positions in volume and value thanks to good recruitment dynamics. Launch of a bond loan to finance our ambitious investment program around maintaining the competitive advantage on very high speed broadband



XOF

- Success Sonatel's bonds;
- Strong Contribution of Sonatel CSR in the fight against the Covid19 crisis;
- Merger of Sonatel Mobiles, Sonatel Multimedia and Sonatel Business Solutions entities with Sonatel SA;
- Orange confirmed as the best mobile network in Senegal providing a unique customer experience (Fastest Mobile Network Awards)
- Sonatel carried out its first 5G trials in 2020 in accordance with its strategy of being a first mover on new technologies,
- Launch of Promobile, the first MVNO in Senegal and West Africa hosted by Orange with more than 100,000 customers
- Announcement by FreeMobile Senegal of the sale of nearly 1,200 sites to the Helios Group for 160 million euros;
- Formal notice by the Regulatory Authority to Expresso for failure to invest;
- Offensive on the Mobile Money market by new entrants and challengers taking advantage of the Covid context (Wave, Wizall, Yup)
- Continuation of the Free Mobile campaign (portability, 4G + deployment) and launch of targeted offers on fiber;
- Announcement of a partnership between Expresso and Huawei for 4G

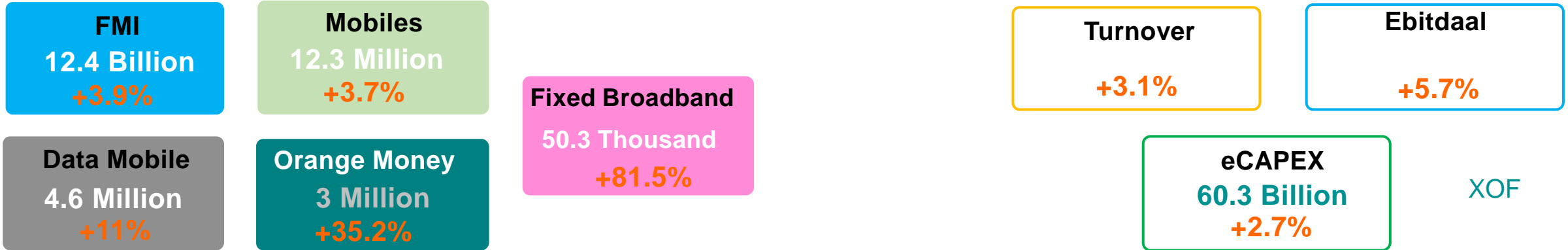
Market share volume



2G / 3G / 4G / 4G+



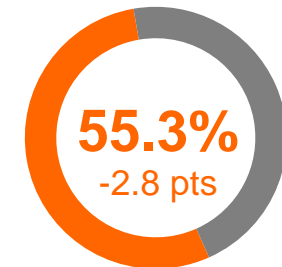
Despite an unfavorable context marked by a political, security and health crisis, Orange Mali was able to achieve solid commercial and financial performance. Profitability targets were exceeded despite weaker than expected revenue growth. Regulatory pressure is intensifying, in particular on the supervision of promotions, the reduction in termination rates, and the regulation of internet connections. Sustained investments in fixed and mobile broadband, as well as financial services have enabled revenue growth of 3.1% in YOY, 4% Excluding the direct impacts of COVID (free of charge, price cuts)..



XOF

- Military coup on August 18 following numerous demonstrations by M5-RFP since June 5, 2020;
- Appointment of the President of the transition with a member of the junta as vice-president;
- Appointment of a civilian prime minister and a 25-member transitional government for 18 months;
- ECOWAS embargo (closure of land borders, suspension of financial transactions by the BCEAO) from August 18 to October 06, 2020
- Material, technical and human support to the Ministry of Health in the fight against Covid-19 through the Orange Mali Foundation;
 - ✓ 5.4 M customers recruited in 2020 with a strong acceleration since June
 - ✓ + 6,000 FTTx customers recruited since June
- Entry into force of new asymmetric interconnection charges:
 - ✓ Traffic to Orange: from 5.7 XOF to 2.5 XOF / min;
 - ✓ Traffic to Malitel: from 7 XOF to 3 XOF / min
- Renewal of the sponsorship contract with the Malian Football Federation;
- Orange Mali named fastest landline Internet access provider in Mali by Ookla Speedtest

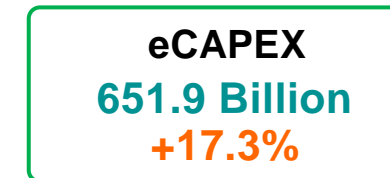
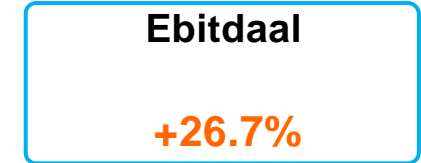
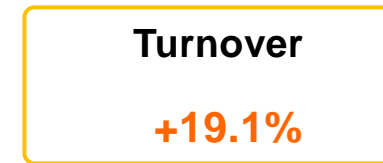
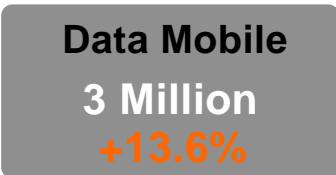
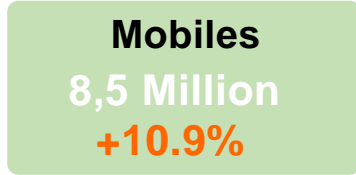
Market share volume



2G / 3G / 4G / 4G+



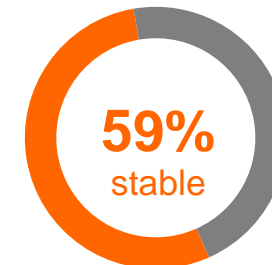
Solid operational and financial performance despite an unstable socio-political environment and a pandemic context. Performance favored by the maintenance of the investment effort and the good commercial dynamics and animation the development of the park and uses. Crossing the bar of 8.5 million Mobile customers and more than 600 active customers on 4G. Improved operating margin. Extension of the network coverage of the country, particularly rural, with more than 200 new localities covered.



GNF

- Re-election of the outgoing President Alpha CONDE.
- Continuing socio-political tensions in the country throughout the year,
- Orange leader in the services offered to customers: voice, data and SMS following the network audit by ARPT,
- Continued depreciation of the Guinean franc and lack of currency availability,
- Maintaining leadership in all services (source ARTP - Q3 2020):
 - ✓ Mobile PDM Volume stable at 59% and PDM Value: 72.4%
 - ✓ Internet PDM: Orange: 49%
 - ✓ PDM Mobile money Orange: 72%
 - ✓ Launch of residential offers: HomeBox Rural, HomeBox Unlimited and PMP;
- Crossing the 8.5 million mobile subscriber mark and 600,000 4G Data customers.
- Launch of a new number ranges: +224 610xxxxxx;
- Launch of 4G + and Inauguration of 5 franchises in Conakry and in the region
- Inauguration and commercial launch of the National Backbone; Audit & work in progress for the re-launch of the historical operator Guinea Télécom
- Maintenance of QSE (Quality; Safety & Environment) and Top Employer certification for the 5th consecutive year

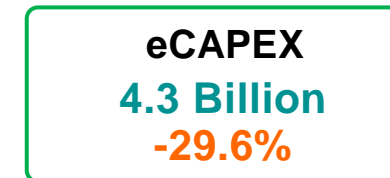
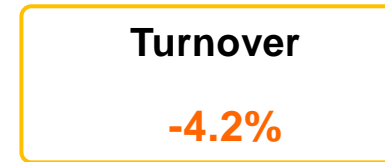
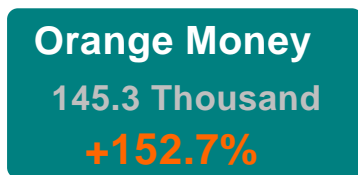
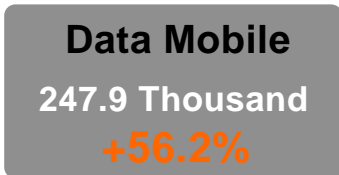
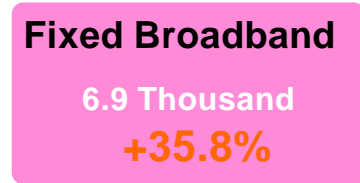
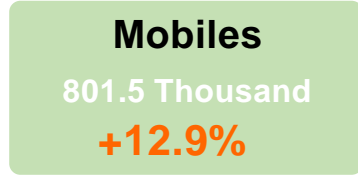
Market share volume



2G / 3G / 4G / 4G+



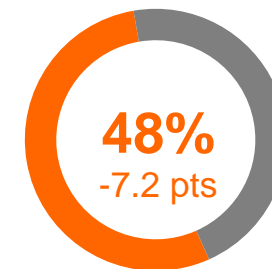
Financial results strongly impacted by the health, economic (bad cashew season) and political crisis
 End of the political crisis with the election of a new President
 Improved volume market share after loss of leadership
 Launch of a vast network modernization and extension program



XOF

- Return to normal after several years of political instability following the election of President EMBALLO in February 2020 and withdrawal of ECOWAS forces installed in Guinea-Bissau since 2012,
- Economic severely degraded by the Covid-19 crisis with restrictive measures (border closures, state of emergency, partial confinement, ..)
- Decline in economic growth by 1.5 points in 2020 following the drop in world prices of cashew nuts and exports affected by the Covid-19 crisis
- New telecom tax approved for 2021
- Launch of a vast program to modernize and extend the Orange Bissau network Commissioning of the ACE cable initially scheduled for June 2020 postponed to July 2021.
- Modification of the fine in the event of non-compliance with the specifications (from 15 million to 5% of turnover)
- Implementation of the traffic control system
- Relaunch of the file for the sale of the historical operator GuinéeTel

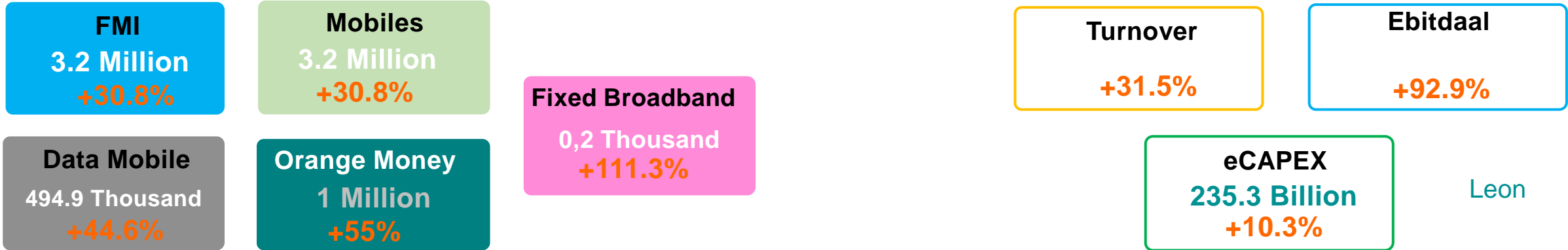
Market share volume



2G / 3G / 4G / 4G+

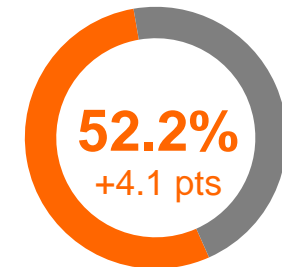


Confirmation of leadership in volume despite the COVID context. Strong financial performance thanks to good commercial performance and sustained revenue growth. Tax and regulatory pressure still heavy despite the adoption of measures favorable to activity. Reinforcement of investments to support the growth of activities and development (especially rural coverage).



- Launch of an internet offer dedicated to students ("Spak")
- Introduction of the loyalty program ("Orange Lek You")
- Launch of Orange Energie
- Good recruitment dynamics, continued offers and promotions
- Crossed the 1 million customer base for Orange Money. Two new offers: Pico Credit and International Transfer
- Introduction of a floor price on voice and supervision of promotions
- Acceleration of the devaluation of the SLL against foreign currencies, especially the Euro
- Focus on expanding network coverage with addressing rural areas (55 new sites) as well as increasing capacity in urban areas
- Improvement of the relationship with the ecosystem (based on public relations and CSR) and launch of the Orange Foundation
- Launch of a free educational portal in partnership with the Ministry of Education
- Validation of 5 regulations as well as a new law on Telecommunications
- Unbundling of the monopoly of the access point to the ACE cable and the terrestrial backbone
- Project to set up an Interconnection Clearing House (clearing house) suspended following the minister's statement in early November

Market share volume



2G / 3G / 4G / 4G+

2

Operational results

Saisir la bonne affaire Sanza touch

19 900 FCFA

+ 3Go offerts
(répartis sur 3 mois)






4G








Intègre les applis Google

McCANN Dans la limite des stocks disponibles.

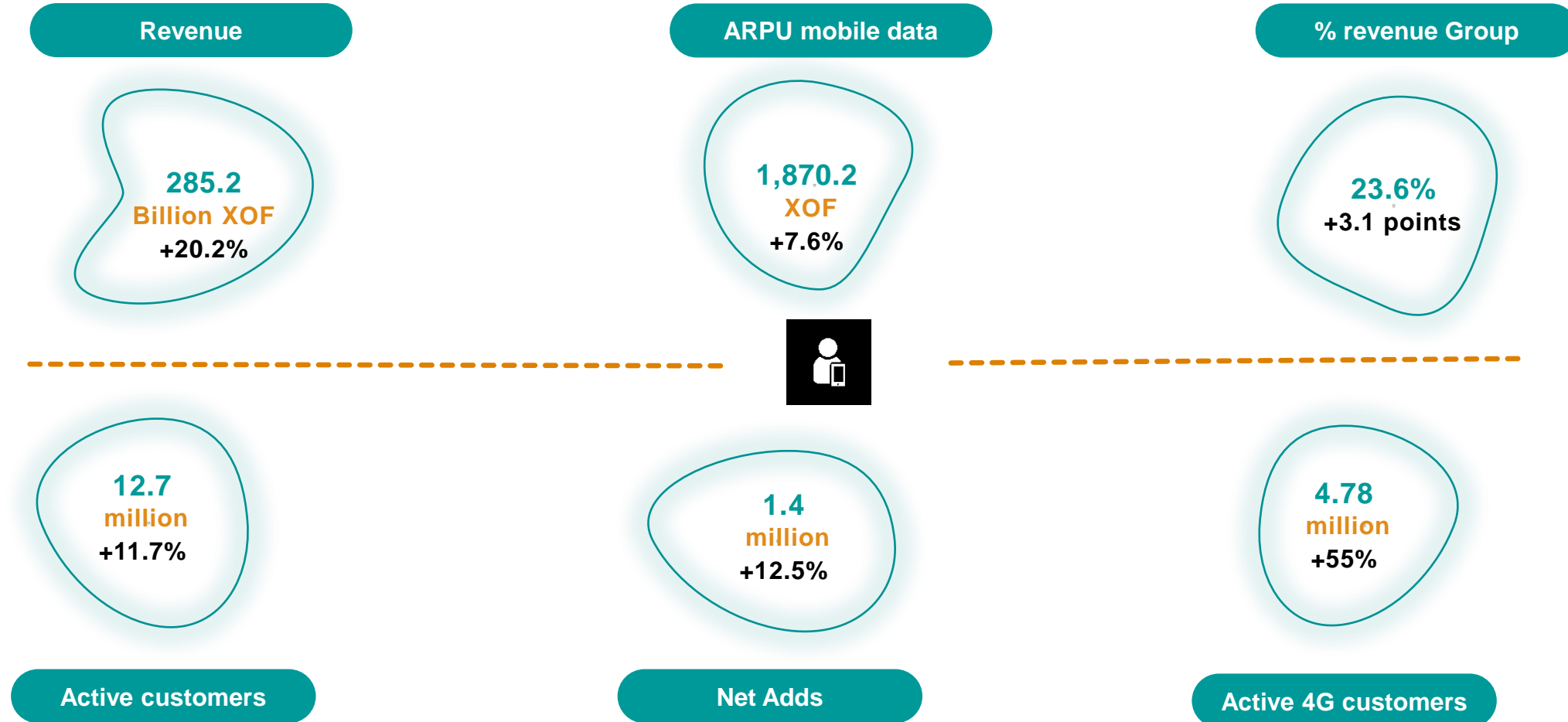
Customer base: Fixed, mobile and internet

		2018	2019	2020	2019 / 2018	2020 / 2019
Senegal		8 734 542	9 575 174	10 594 894	9.6%	10.6%
Mali		10 468 834	11 881 918	12 318 240	13.4%	3.7%
Guinea		7 268 259	7 670 324	8 503 852	5.5%	10.9%
Bissau		682 701	709 819	801 536	4%	12.9%
Sierra Leone		1 992 314	2 473 881	3 234 775	24.2%	30.8%
Mobile		29 146 650	34 311 116	35 453 297	10.8%	9.7%
Fixed		302 243	206 173	227 645	-31.7%	10.4%
Internet		219 144	228 640	309 749	4.8%	35.5%
TOTAL Customer base		29 668 037	32 745 929	35 990 691	23.8%	9.9%

	SENEGAL 	MALI 	GUINEA 	BISSAU 	SIERRA LEONE 
Monthly XOF					
Mobile (charged base)	2,809.3	2,358.1	2,371.3	2,271.9	1,201.3
<i>Yearly %</i>	-11.2%	2.2%	15.2%	-6.9%	21.4%
Mobile Data	2,319.1	2,120.3	1,241.6	2,230.3	1,424.8
<i>Yearly %</i>	-3.9%	22.5%	24.5%	-15.5%	-6.1%
Orange Money	1,702.2	1,750.5	2,019.1	819.3	503.8
<i>Yearly %</i>	-0.1%	-0.4%	11.8%	55.8%	-3.8%
Internet Broadband	8,941	33,436.4	15,093.4	21,564.7	129,139
<i>Yearly %</i>	-6.1%	-32.9%	115.6%	-1.6%	n/a

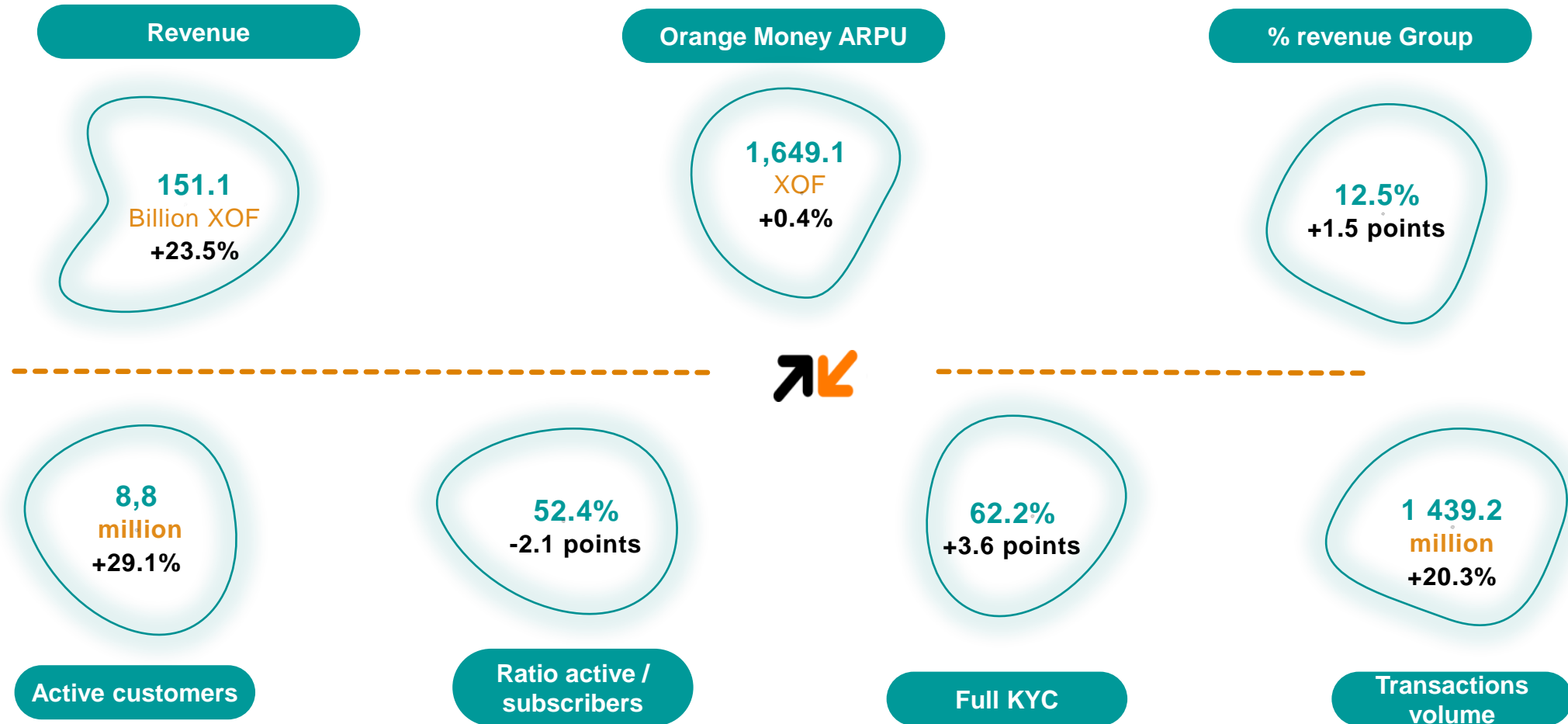
Mobile data

Good commercial and financial performance driven by the revenue growth (+ 20.2%) and supported by a strong increase of customer base and usage with abundance offers, and by the development of VHBB (4G / 4G +). Continuous deployment of 4G with nearly 4.8 million active customers (+ 55% over one year). Almost 25% of revenue coming from Mobile Data services, +3.1 points of improvement in one year.



Orange Money

Very good performance with a revenue growth of 23.5% despite the pandemic, driven by the growth of the customer base (+1.9 million active customers over one year with more than half of registered customers, active in our services) and usage (+ 20.3% increase in volume of transactions over one year). Compliance has improved with 62.2% of our customers fully identified. In 2020, almost 12.5% of our revenues were generated by our Mobile Money activities



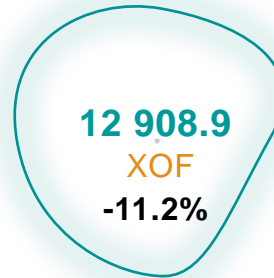
Internet Broadband

Increase of investments in FTTX and LTE / FDD-TDD in 2020, combined with a good commercial strategy have enabled us to significantly increase the revenue (+ 18.6%) and usage (+ 81k customers). We crossed the 300,000 customer base mark, including 22% from fiber connection (customer base of 69k), and 40% on Flybox (customer base of 123.7k). The contribution to the Group revenue is still low with around 3.5%. Acceleration of the fiber rollout, connecting nearly a quarter of the total potential customer base. This performance is stronger in Senegal, with a rate of 30%.

Revenue



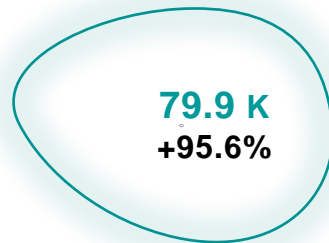
Mobile data ARPU



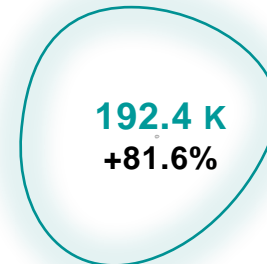
% revenues cluster



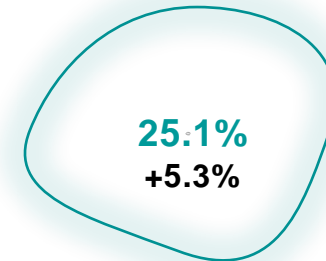
Active customers



Delta Customer base



Fiber and flybox customers



FTTX / FTTX eligible housing stock

3

Financial results

Bonus Mania
Jusqu'au 26 janvier à 23H59

400%
à partir de 1500 FCFA

200%
entre 500 FCFA et 1499 FCFA

seddo & #144#

The advertisement features a black background with orange and pink circular callouts. It includes icons for a phone, a speech bubble, a smiley face, and Instagram. The Seddo and #144# logos are at the bottom right.

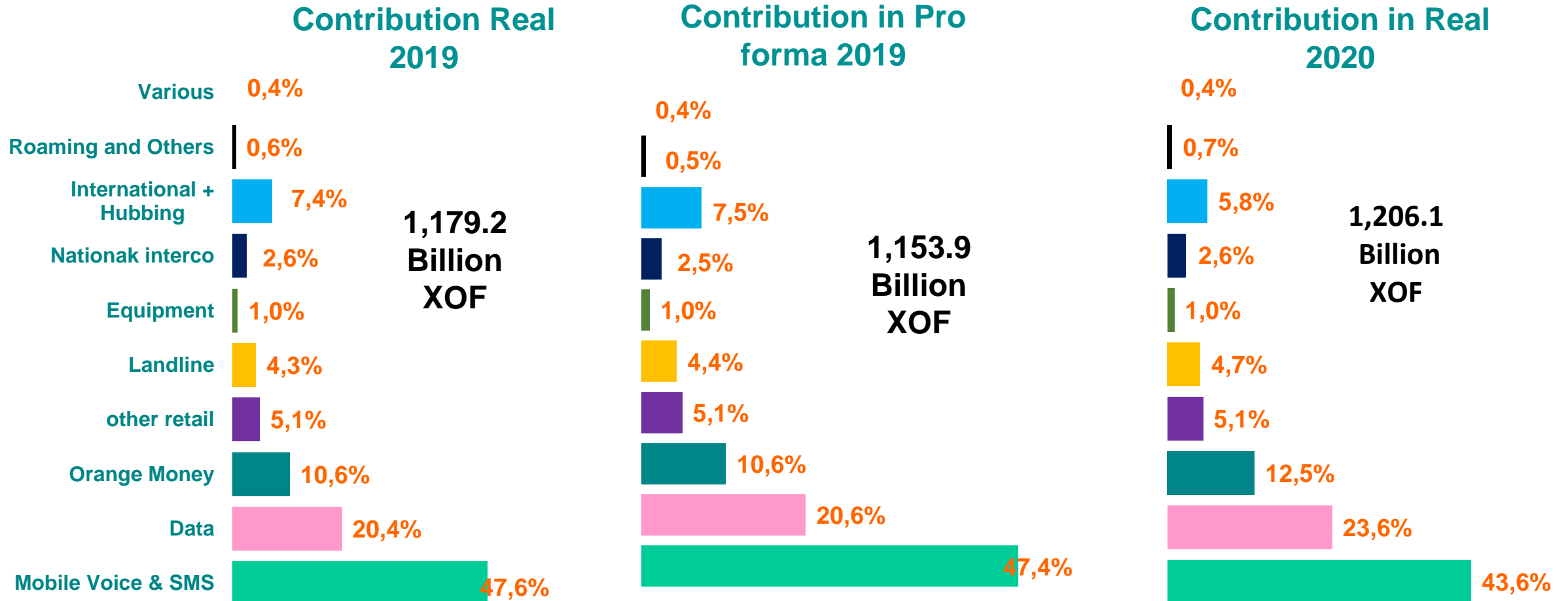
Financial results

Strong financial performance despite the impact the health crisis and the competitive and regulatory environment. Growth in free cash flow.

	2019	2019 PF	2020	2020/2019	2020/2019 PF
Revenue	1,179.2	1,153.9	1,206.1	2.3%	4.5%
Ebitdaal	482.7	471	519.2	7.6%	10.2%
<i>EBITDA margin</i>	40.9%	40.8%	43%	2.1 pts	2.2 pts
Operating result	320.7	312.6	339.7	5.9%	8.7%
<i>Operating margin</i>	27.2%	27.1%	28.2%	1 pt	1.1 pt
Net income	195.3	192.6	201.3	3%	4.8%
<i>Net margin</i>	16.5%	16.7%	16.7%	0.2 pt	0 pt
Ecapex	203.5	198.9	204.4	0.4%	2.8%
<i>CAPEX ratio</i>	17,2%	17.3%	16.9%	-0.3 pt	-0.3 pt
Free Cash Flow	279.1	272.1	314.8	12.8%	15.7%

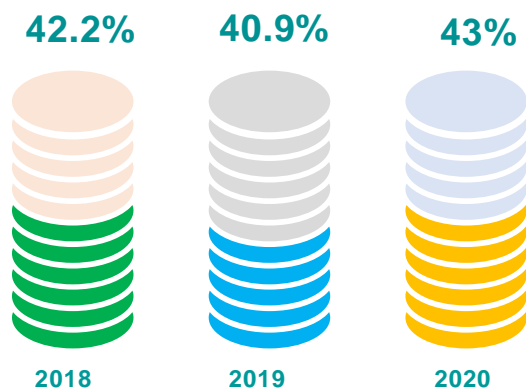
Revenue

Revenue/mix evolution: strengthening of the contribution of Data and Orange Money, decline in international wholesale. Voice and SMS core business activities are experiencing a slight decrease but still represent a significant part of the global revenue.

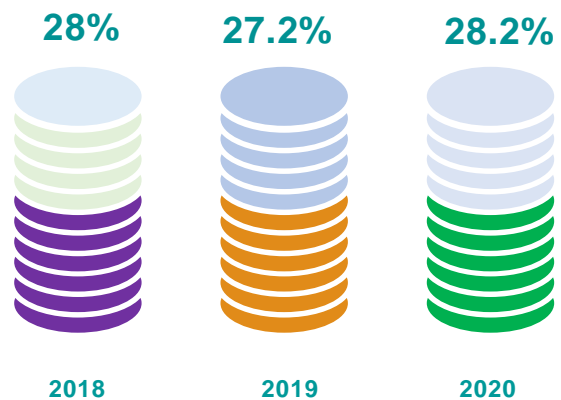


Margin

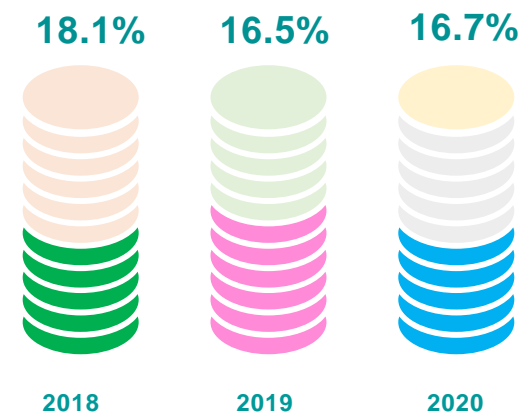
Growth of the direct margin driven by the control of direct costs. Increase in EBITDAAL and operating margin rates and in absolute value.



Margin Ebitdaal



Operational margin

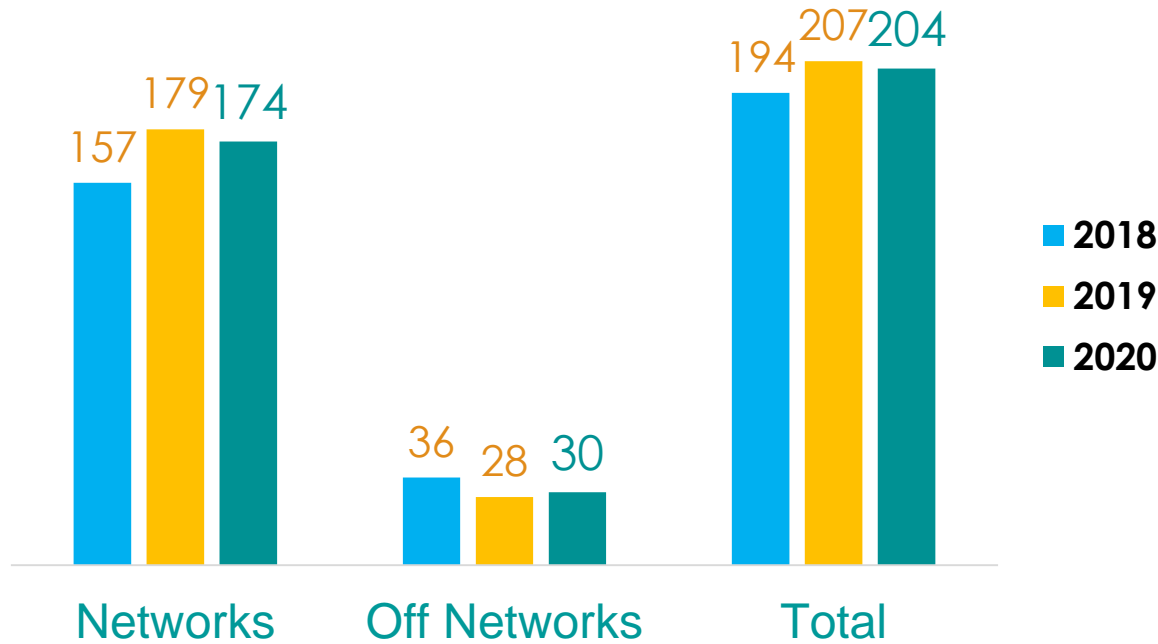


Net Margin

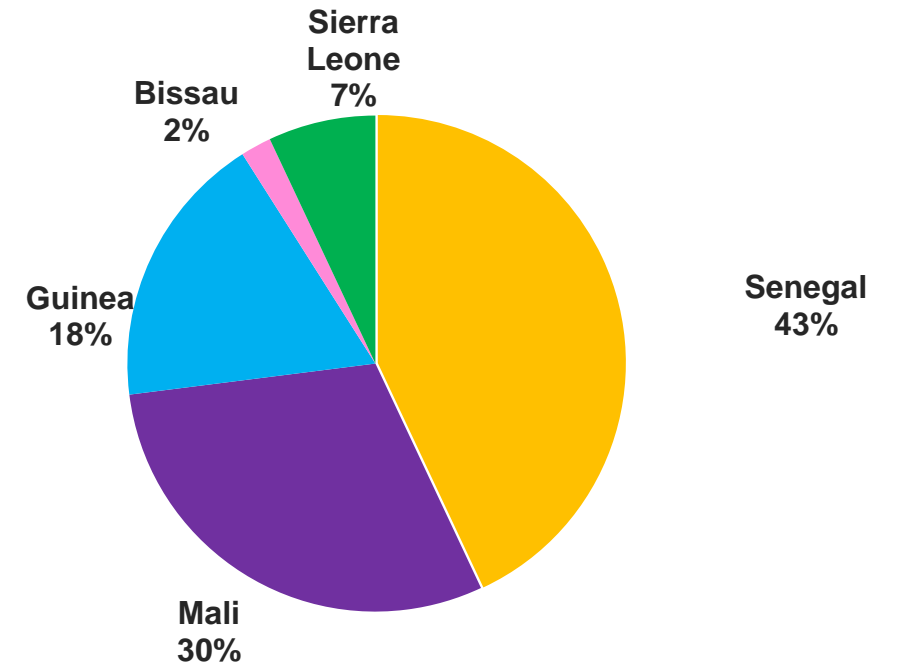
Capex

Continuous investment (16.9% of revenues) in all countries, mainly for the construction of the MainOne submarine cable, but also to meet the needs of rural extension, mobile broadband and FTTH rollout to support data and fixed internet growth.

Investments
In Billion XOF



Ecapex per country



Stock Price

A drop by 20,5% in the share price against an 8.7% drop in the composite BRVM index in 2020 partially explained by the precaution of foreign institutional investors in emerging markets due to the Covid crisis 19



Free float: 23%

- 30% General public
- 10% Institutional WAEMU
- 60% Institutional outside UEMOA

30.8%
of the composite
index
48.6%
Of the BRVM 10
index

4

Outlook



Toutes les infos sur orangebusiness.sn

Outlook

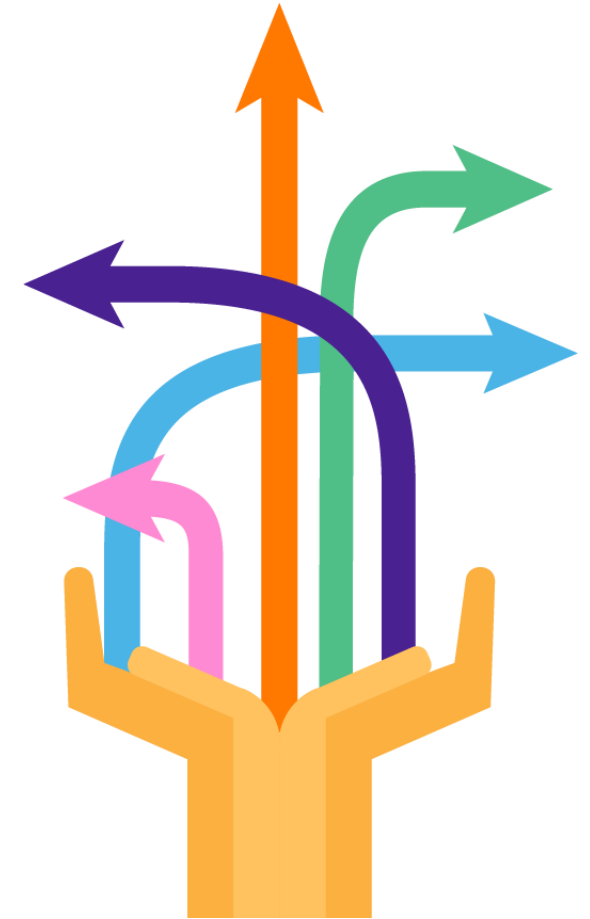
In 2020 the Covid-19 pandemic paralyzed the economy worldwide and caused an unprecedented shock in our various countries of presence.

The Sonatel Group, during this time, continued to ensure a strong quality of the network and its services. The Group's commitment remains to be unreservedly customer-centric. Our ambition is to provide our customers with an unmatched experience, through technical and commercial Quality of Service (NPS leadership) and to develop new digital usage.

Despite a competitive environment, particularly in Senegal and Bissau, the Group has managed to maintain its solid financial and operational performance thanks to the strong control of operating expenses.

In 2021, the Group will continue ensuring the dynamic growth of its operating margins, by pursuing the cost control programs started in 2020, and will continue its investments for a modern, agile and very high speed network.

The Group will accelerate its technological transformation by focusing on passive and infrastructure sharing, network virtualization and transition from IT infrastructure to Cloud.



5

Appendix









Consolidated financial statements 2020

1. Note to readers
2. Scope of consolidation
3. Consolidated financial statements
4. Statement of sincerity from the statutory auditors

Note to readers

- The consolidated financial statements include the accounts of Sonatel and all of its directly or indirectly controlled subsidiaries. These subsidiaries are consolidated using the full consolidation method. Orange Sierra Leone, 50% owned, is fully consolidated in accordance with the terms of the shareholders' agreement.
- The Orange Service Group was incorporated into the consolidation scope in 2018 using the equity method.
- Reciprocal transactions, balances and results between integrated companies are eliminated.
- The consolidated financial statements are presented in XOF. The assets, liabilities and income statement items of subsidiaries outside the XOF zone are converted at the exchange rates in effect at the end of the period.
- The consolidated accounts are drawn up in accordance with IFRS standards
- The notes to the financial statements will be published in the 2020 annual report which will be presented to the next General Meeting of shareholders scheduled for April 28, 2021.

Scope of consolidation

Pays	Sociétés	Détention	Pourcentage de détention	
 Sénégal	Sonatel SA	Directe	Société mère	
	Orange finances Mobiles Sénégal.	Directe	100%	
 Mali	Orange Mali	Directe	70%	
	Orange Finances Mobiles Mali	Indirecte	70%	
 Guinée	Orange Guinée	Directe	89%	
	Orange Finances Mobiles Guinée	Indirecte	89%	
 Bissau	Orange Bissau	Directe	90%	
 Sierra Leone	Orange Sierra Leone	Directe	50%	
	Orange Money SL Limited	Indirecte	50%	
 GOS	Groupement Orange Services	Indirecte	47%	Entrée en 2018

Consolidated financial statements 2020 IFRS: Income statement (in million XOF)

(in million XOF)	Note	December 31, 2020	December 31, 2019	December 31, 2018
Turnover	4.1	1 206 086	1 179 224	1 098 698
External purchases	4.2	(439 972)	(432 896)	(419 327)
Other operating products	4.8	21 892	19 401	20 825
Other operating expenses	4.4	(40 948)	(40 693)	(54 724)
Staff costs	4.5	(121 111)	(116 438)	(107 380)
Taxes and operating taxes	4.3	(100 392)	(116 852)	(81 302)
Depreciation and amortization	4.6	(185 993)	(173 284)	(153 008)
Income from sale of securities and activities			2 318	3 883
Costs of restructuring and integration		155		
Effects of takeovers			109	
Income from associates		(636)	(269)	(53)
Operating result		339 082	320 624	307 611
Cost of debt		(29 985)	(27 634)	(16 965)
Interest charges on rental debts		(2 079)	(2 739)	
Income and expenses on net debt		3 369	2 145	2 737
Foreign exchange gains (losses)	4.7	(3 596)	(219)	(164)
Other financial income and expenses		2 831	2 470	1 064
Financial income	4.7	(29 460)	(25 976)	(13 329)
Corporation Tax	4.9	(108 350)	(99 302)	(107 191)
Net income of the consolidated group		201 272	195 343	187 091
Net income attributable to owners of the parent company		168 588	153 340	159 833
Net income attributable to non-controlling interests		32 684	42 003	27 257
Net income per share attributable to owners of the parent company	4.10			
- Common		1 686	1 533	1 598
- diluted		1 686	1 533	1 598

Consolidated financial statements 2020 IFRS: Income statement (in million XOF)

Consolidated income statement

The consolidated global income is strongly impacted by the exchange rate differences on Guinea and Sierra Leone realized in the financial year 2020

(in million XOF)	2020	2 019
Net income of the consolidated group	201 272	195 343
Items not recyclable to profit or loss	-	
Post-employment benefit, actuarial difference	4 255	(1 071)
Items that can be recycled into profit or loss	-	
Assets available for sale	(1 185)	-
Exchange rate difference	(28 741)	(12 030)
other income before tax	(25 671)	(13 100)
Tax on other income (non-recyclable)	272	(671)
Other income	272	(13 771)
Overall result of the consolidated group	175 873	181 572
Net income attributable to group shareholders	147 528	142 635
Net income attributable to non-controlling interests	28 345	38 937

Consolidated financial statements 2020 IFRS: Assets (in million XOF)

(in million XOF)	Note	Dec. 31 2020	Dec. 31 2020	Dec. 31 2020
Assets				
Gap acquisition	5.1	38 662	43 912	49 640
Other intangible assets	5.2	244 710	273 016	233 202
Tangible fixed assets	5.2	778 797	749 539	697 947
Investments in associates	5.2	3 052	3 671	3 996
Rights to use leased fixed assets	8	27 169	26 718	-
Non-current financial assets	5.7	159 275	145 720	139 110
Other non-current assets	5.5	8 345	8 340	8 447
Deferred tax assets	5.6	17 504	18 647	17 260
Total non-current assets		1 277 513	1 269 562	1 149 602
Actions	5.3	12 302	14 247	13 043
Receivables	5.4	130 467	116 959	107 810
Current financial assets	5.7	5 833	6 683	12 395
Other current assets	5.5	199 461	143 409	121 265
Taxes and operating taxes		62 133	57 711	47 440
Corporation tax		4 651	7 366	3 468
Prepaid expenses		4 822	2 972	2 567
Cash and cash equivalents	5.8	199 692	204 103	218 591
Total current assets		619 360	553 450	526 578
Total assets		1 896 874	1 823 012	1 676 180

Consolidated financial statements 2020 IFRS: Liabilities (in million XOF)

(in million XOF)	Note	Dec. 31 2020	Dec. 31 2019	Dec. 31 2018
Liabilities				
Share capital		50 000	50 000	50 000
Reserves and premiums		620 475	572 717	578 128
Exchange rate difference	6.7	(58 828)	(34 586)	(25 518)
Common stock		(1 390)	(2 809)	(3 042)
Equity attributable to owners of the parent company		610 258	585 323	599 567
Equity attributable to non-controlling interests		138 919	136 202	126 070
Total owner's equity		749 177	721 525	725 637
Non-current financial liabilities	6.1	296 368	175 280	142 932
Non-current debts	8	22 508	19 402	
Non-current employee benefits	6.2	22 267	24 664	23 297
Other non-current liabilities	6.3	9 760	7 311	6 157
Total non-current liabilities		350 903	226 656	172 387
Current financial liabilities	6.1	160 744	242 602	261 181
Payables for current fixed assets	6.5	99 896	95 311	79 275
Payables on other goods and services	6.5	192 333	187 221	176 775
Customer contract liabilities		4 970	4 925	8 978
Current debts		5 916	8 419	
Current employee benefits		14 324	13 933	12 104
Other current liabilities	6.3	189 916	183 012	108 601
Taxes and operating taxes		54 246	64 240	56 999
Corporation tax		57 348	59 163	57 855
Prepaid income	6.6	17 100	16 006	16 389
Total current liabilities		796 793	874 831	778 156
Total liabilities and equity		1 896 874	1 823 012	1 676 180

Table of changes in consolidated shareholders' equity at December 31, 2020

	Attributable to owners of the parent company					Attributable to non-controlling interests		Total owner's equity
	Share capital	Reserve	Exchange rate difference	Common stock	Total	Reserve	Total	
Balance at December 31, 2018	50 000	578 128	(25 518)	(3 042)	599 567	126 070	126 070	725 637
Consolidated income		153 340			153 340	42 003	42 003	195 343
Distribution of dividends		(157 149)			(157 149)	(39 229)	(39 229)	(196 398)
Others		(1 602)	(9 068)	234	(10 436)	7 358	7 358	(3 078)
Balance at December 31, 2019	50 000	572 717	(34 586)	(2 809)	585 323	136 202	136 202	721 525
Consolidated income		168 589			168 589	32 684	32 684	201 272
Distribution of dividends		(136 392)			(136 392)	(29 814)	(29 814)	(166 206)
Others		15 562	(24 242)	1 419	(7 261)	(153)	(153)	(7 414)
Balance at December 31, 2020	50 000	620 475	(58 828)	(1390)	610 258	138 919	138 919	749 177

Consolidated financial statements 2020 IFRS: Liabilities (in million XOF)

Consolidated cash flow statement

(in million XOF)		2020	2019
Cash flow from operations			
Net income		201 272	195 343
Non-monetary items and presentation reclassification			
Taxes and operating taxes	4.3	100 392	116 852
Depreciation allowance	4.6	185 759	173 284
Revaluation at fair value of previously held shares			(109)
Impairment of fixed assets			(66)
Income from asset disposals and other gains & losses		234	(2 318)
Allocations (reversals) of other provisions		2 579	1 610
Corporation tax	4.9	108 350	99 302
Share in the results of associates		636	269
Financial income	4.7	29 460	25 977
Exchange rate difference		2 027	(2 225)
Compensation in shares		7 351	1 794
Change in working capital requirement			
Decrease (increase) in stocks		1 849	(1 954)
Decrease (increase) in receivables		(18 856)	(11 485)
Increase (decrease) in payables		15 483	14 409
Change in liabilities on customer contracts		45	(3 925)
Decrease (increase) in other receivables		(64 457)	(29 977)
Increase (decrease) in other debts		55 813	36 377
Other net disbursements			
Taxes and operating taxes paid		(113 246)	(114 854)
Dividends received		370	(1 106)
Interest income received		8 168	6 652
Interest paid and interest rate effect of net derivatives		(32 519)	(24 167)
Corporate income tax disbursed		(105 218)	(103 947)
Cash generated by operating activities (a)		385 491	375 735
Cash flow from investing activities			
Acquisitions of tangible and intangible assets	1.3	(211 621)	(269 304)
Increase (decrease) in capital suppliers		5 446	21 263
Proceeds from the sale of real estate and other tangible and intangible assets		190	6 461
Acquisitions of equity securities net of cash acquired		(3 870)	(1 319)
Income from the sale of equity securities net of cash transferred			164
Decrease (increase) in investments and other financial assets		(5 688)	(2 488)
Cash generated by investing activities (b)		(215 543)	(245 223)

Consolidated cash flow statement

(in million XOF)	2020	2019
Cash flow from financing operations		
Long-term loan issuance	177 052	44563
Repayments of LT loans	(34 602)	
Debt repayments	(5 633)	(6 804)
Increase (decrease) in bank overdrafts and other short-term borrowings	(102 136)	(28 523)
Share buyback	2 015	234
Contribution of minority shareholders	1 382	3 745
Dividends paid	(204 740)	(157 186)
Cash generated by financing activities (c)	(166 662)	143 972
Monetary variation in cash and cash equivalents (a) + (b) + (c)	3 286	(13 460)
Impact of changes in exchange rates on cash	(7 698)	(1 028)
Other cash flow implications		
Net change in cash	(4 412)	(14 487)
Net change in cash and cash equivalents		
Cash and cash equivalents at the opening	204 103	218 591
Net change in cash and cash equivalents	(4 412)	(14 487)
Cash and cash equivalents at closing	199 692	204 103

ALLOCATION OF THE RESULT FOR THE FINANCIAL YEAR 2020

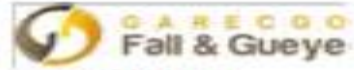
The General Assembly, approving the proposal of the Board of Directors, notes the existence of a profit of 150,446,962,632 XOF

The General Assembly decides to distribute the result as follows:

Dividends :	136,111,111,111 XOF
Other reserves :	14,335,851,521 XOF
	<hr/>
TOTAL	150,446,962,632 XOF

Consequently, the Ordinary General Meeting sets the gross dividend payable to each share at 1,361 XOF.

After deduction of the 10% withholding tax for IRVM, the net dividend of 1,225 XOF per share will be paid from May 17, 2021.



GARECGO
MEMBRE DU RESEAU IPA INTERNATIONAL
3, Place de l'Indépendance
Immeuble SDIH 2ème étage
BP 2763 – Dakar/Sénégal



RACINE
MEMBRE D'ERNST & YOUNG
22, Rue Ramez Bourgi
BP 545
Dakar/Sénégal

**Société Nationale des Télécommunications du Sénégal
(SONATEL)**

Société Anonyme
64, VDN Cité Keur Gorgui
BP 69 - Dakar/Sénégal

Attestation sur la sincérité des informations financières consolidées

Période du 1er janvier au 31 décembre 2020



**Société Nationale des Télécommunications du Sénégal
(SONATEL)**

Attestation sur la sincérité des informations financières consolidées

Période du 1er janvier au 31 décembre 2020

Conformément à la demande de la Sonatel et dans le cadre de notre mission de commissariat aux comptes, nous avons procédé au contrôle des informations financières ci-jointes destinées à être publiées, à savoir le compte de résultat consolidé, l'état du résultat global consolidé, l'état consolidé de la situation financière, le tableau de variation des capitaux propres consolidés et le tableau des flux de trésorerie consolidés du groupe SONATEL. Ces informations financières ne comprennent pas les notes annexes aux états financiers consolidés.

Les informations financières figurant dans ces tableaux font ressortir les chiffres clés suivants (en millions de FCFA) :

Capitaux propres	749.177
Total actif	1.896.874
Chiffre d'affaires	1.206.086
Résultat global de l'ensemble consolidé	175.873

Ces informations ont été arrêtées par le Conseil d'administration en sa séance du 24 février 2021.

Nous avons procédé au contrôle de concordance des informations fournies avec les livres.

Sur la base de nos travaux, nous attestons que les informations financières contenues dans le compte de résultat consolidé, l'état du résultat global consolidé, l'état consolidé de la situation financière, le tableau de variation des capitaux propres consolidés et le tableau des flux de trésorerie consolidés, joints à la présente attestation, sont présentées de manière sincère.

Les Commissaires aux comptes

GARECO
MEMBRE DU RESEAU PwC INTERNATIONAL



Mamour FALL
Associé

RACINE
MEMBRE D'UNECTA MOUSSA



Malha SY
Associé

Dakar, le 25 février 2021



sonatel



Thank you!

