

MTN Uganda | Q1 2022 Results Presentation

Results for the year ended 31 March 2022.



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Today's speakers

Wim Vanhelleputte



MTN Uganda CEO

Andrew Bugembe



MTN Uganda CFO

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Operational Review 01

Financial Review 02

Looking Ahead 03





01 Operational Review

Wim Vanhelleputte | Chief Executive Officer

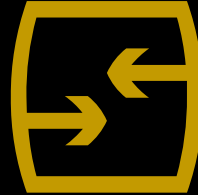


Uganda | Operating Context

Resilient business growth despite challenging macro environment.

Tail-winds

- Lifting of curfew (re-opening of the night informal economy) resulted in strong growth of fintech revenue
- Increased 4G investment in H2-21 together with more spectrum in Q4-21 and increased smartphone penetration have accelerated data revenue growth



Head-winds

- Increased household inflation - driven by increased global oil prices - has caused reduction in telecom purchasing power for the bottom of the (voice) pyramid upcountry
- Sluggish and slow recovery of the economy after re-opening in January after 2 years of lock-down



Consistent and continued community support through brand campaigns and CVM

Highlights

Strong Financial Performance YoY, accelerated Capex growth in network infrastructure

+11.0%

Service revenue

536.3bn

+45.0%

Data revenue

115.6bn

+20.7%

MoMo revenue

144.8bn

+11.8%

EBITDA

278.2bn

+0.4pp

EBITDA margin

51.6%

+20.1%

Profit After Tax

100.5bn

+280%

Capex

114.1bn

+8.6pp

Capex intensity

21.2%

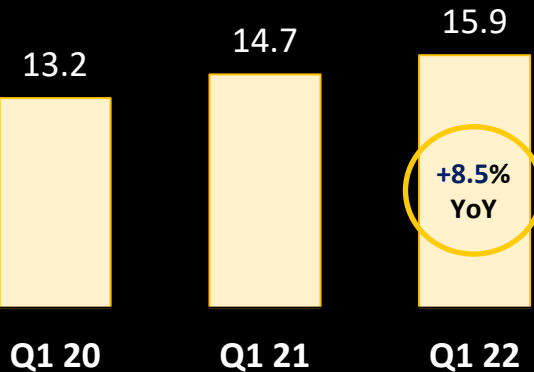


Strategy Highlights | Industry Leading Connectivity :Voice & Data



Growing subscribers

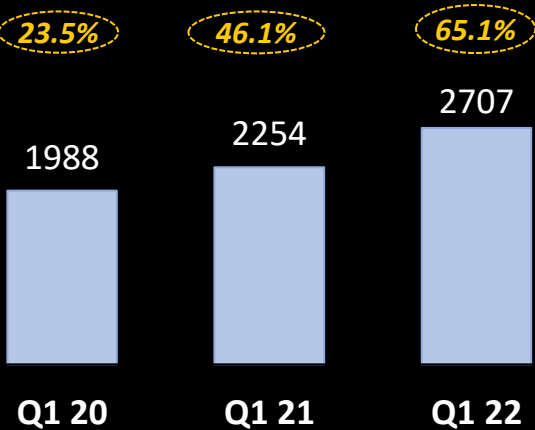
Users in millions



Network Sites

4G Population coverage

Total # of sites



Leader in Customer NPS

#1



Connected Homes

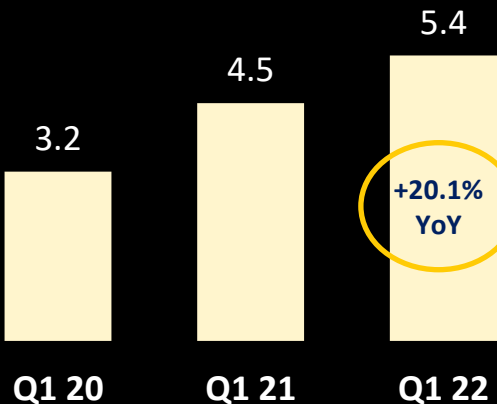
+5.9K

Homes Connected (FWA & Fibre)

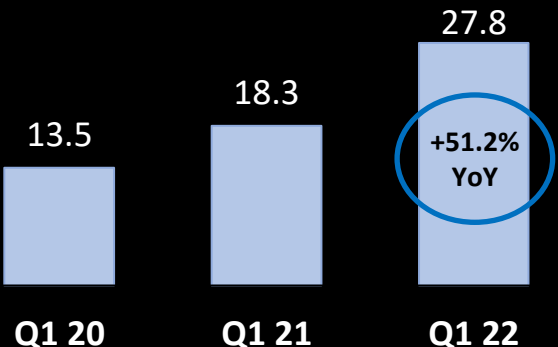


Active Data Users

Users in millions



Data Volumes (TB)

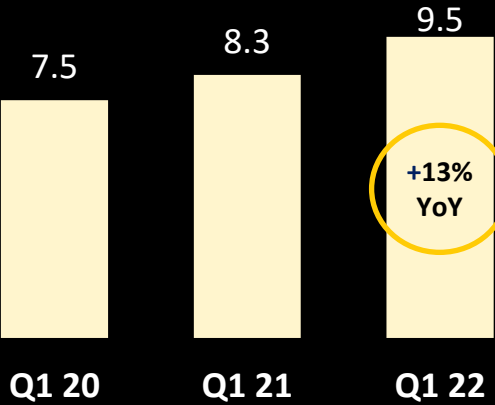


Strategy Highlights | Mobile Money

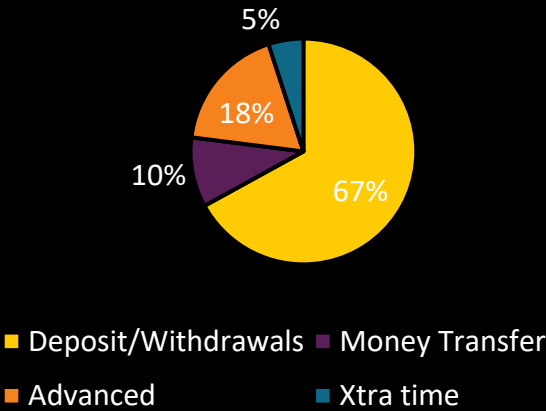


Mobile Money Users

Users in millions

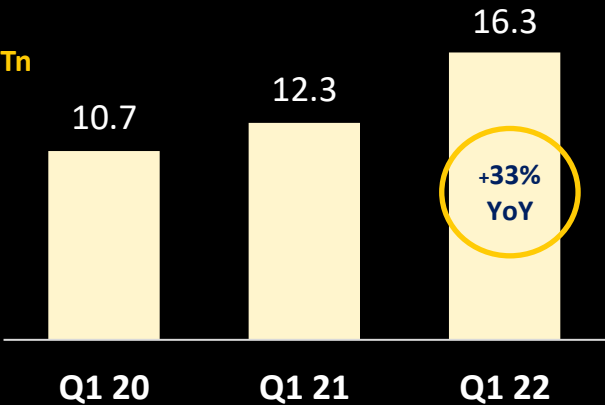


Mobile Money Revenue Split



MoMo Transaction Value*

Ugx 'Tn



Mobile Money Agents

177K

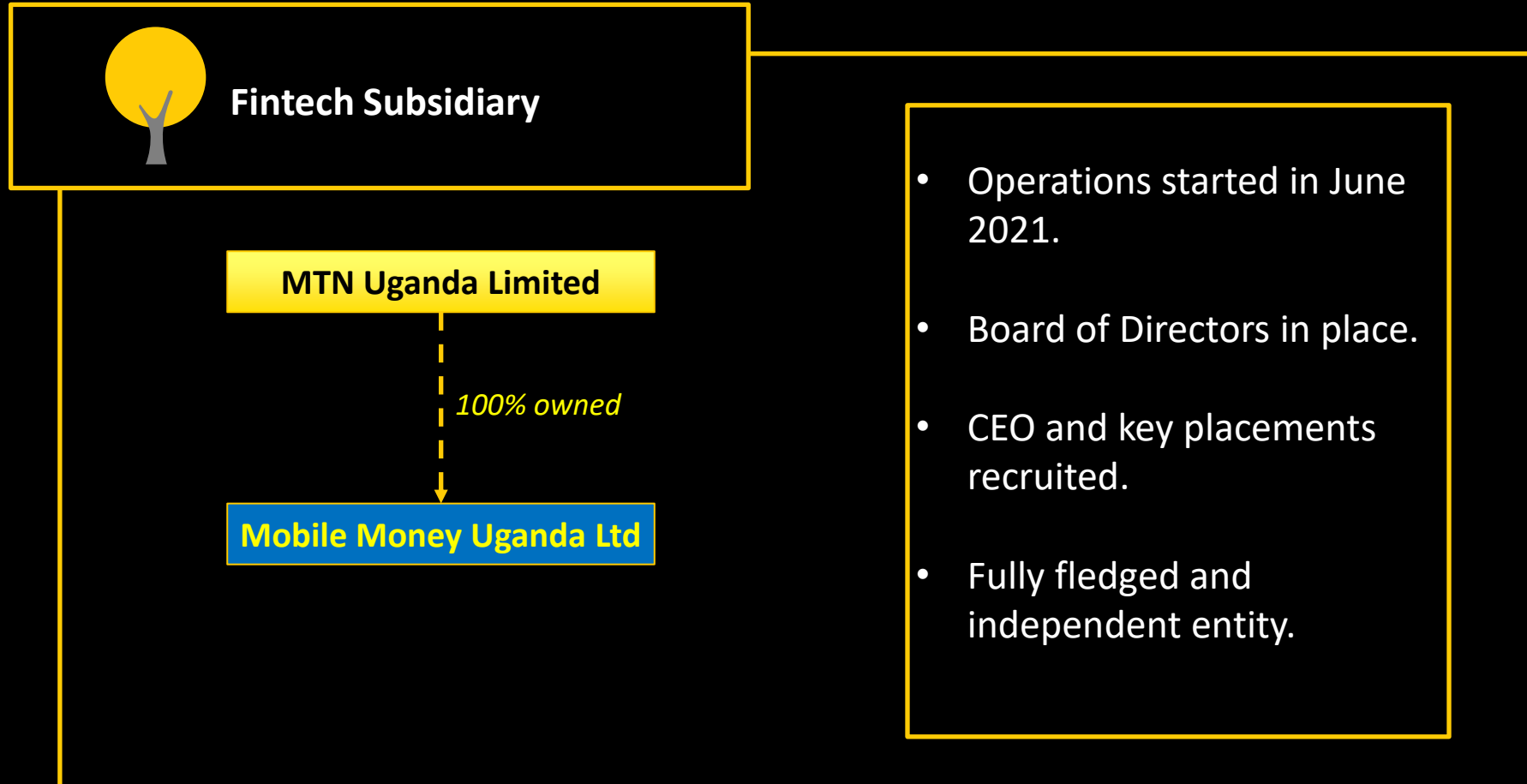
57% YoY growth



Mobile Money Merchants

63K

140% YoY growth





02 Financial Review

Andrew Bugembe | Chief Financial Officer



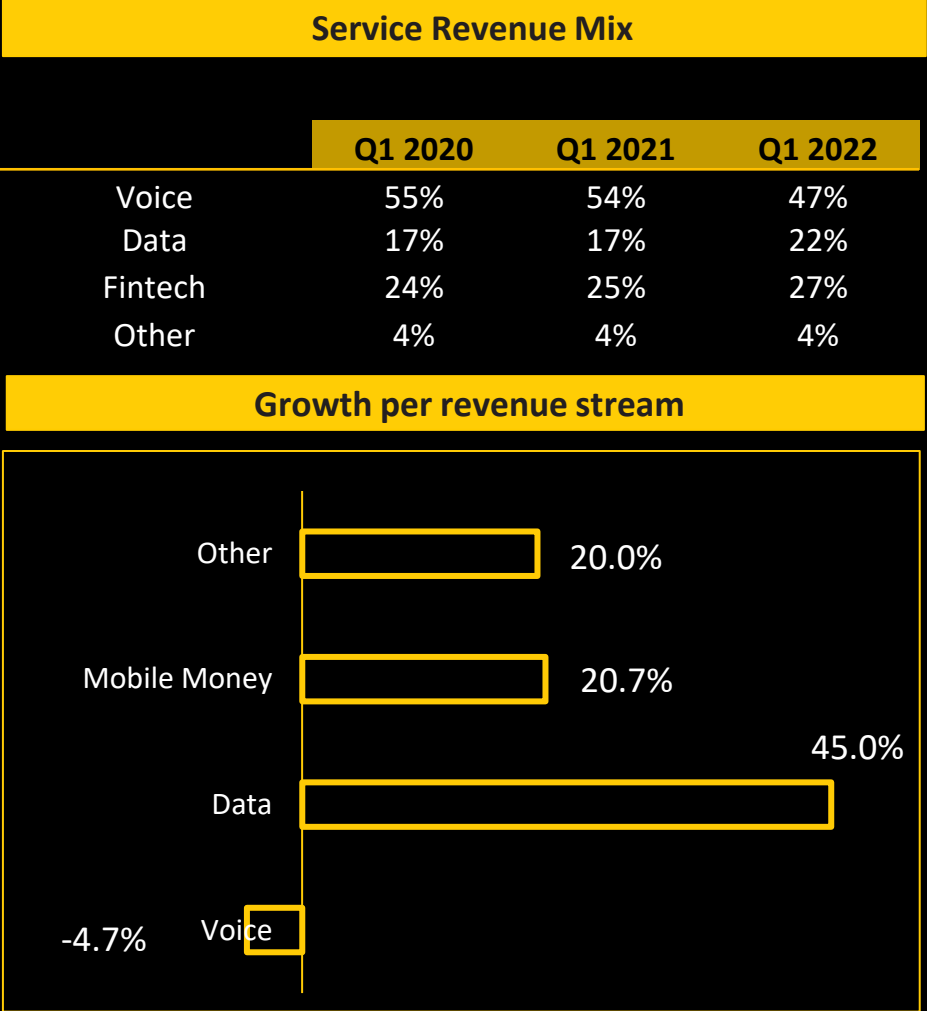
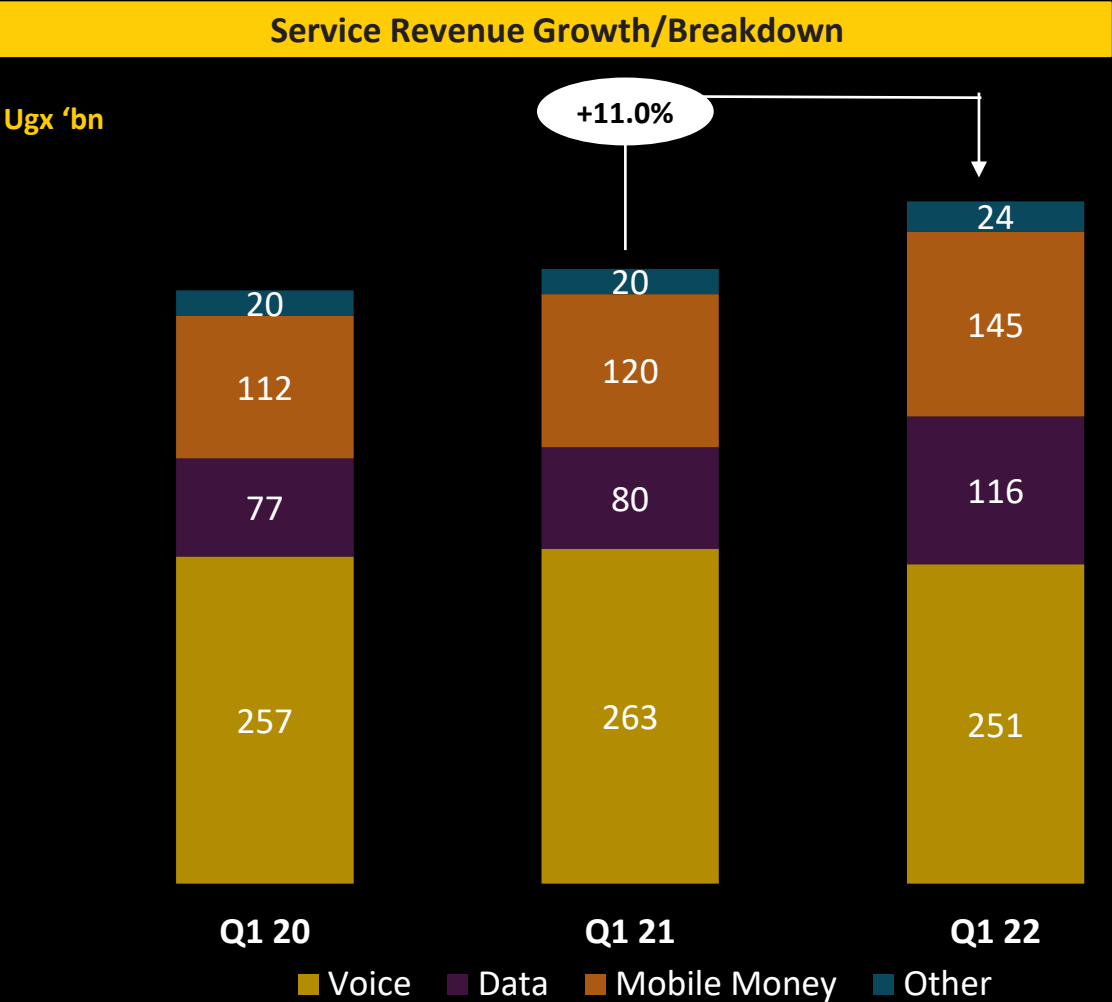
Income Statement

Solid revenue growth & rigorous cost efficiencies supported bottom line performance

Ugx 'mn	31 March 2022	31 March 2021	% Change
Total Revenue	538,903	486,475	10.8%
Service Revenue	536,345	483,208	11.0%
Expenses	260,694	237,565	9.7%
EBITDA	278,210	248,910	11.8%
EBITDA Margin	51.6%	51.2%	+0.4p
Depreciation & Amortisation	96,327	93,839	2.7%
Net Finance Costs	38,164	35,464	7.6%
Profit before tax	143,718	119,607	20.2%
Income tax expense	43,214	35,951	20.2%
Profit after tax	100,505	83,656	20.1%
Earnings per share	4.49	3.74	20.1%
Capital Expenditure (IAS 17)	114,071	29,983	280.4%
Capex intensity (IAS 17)	21.2%	12.6%	+8.6pp
Free Cash Flows	164,139	218,027	-24.7%

Service Revenue Mix

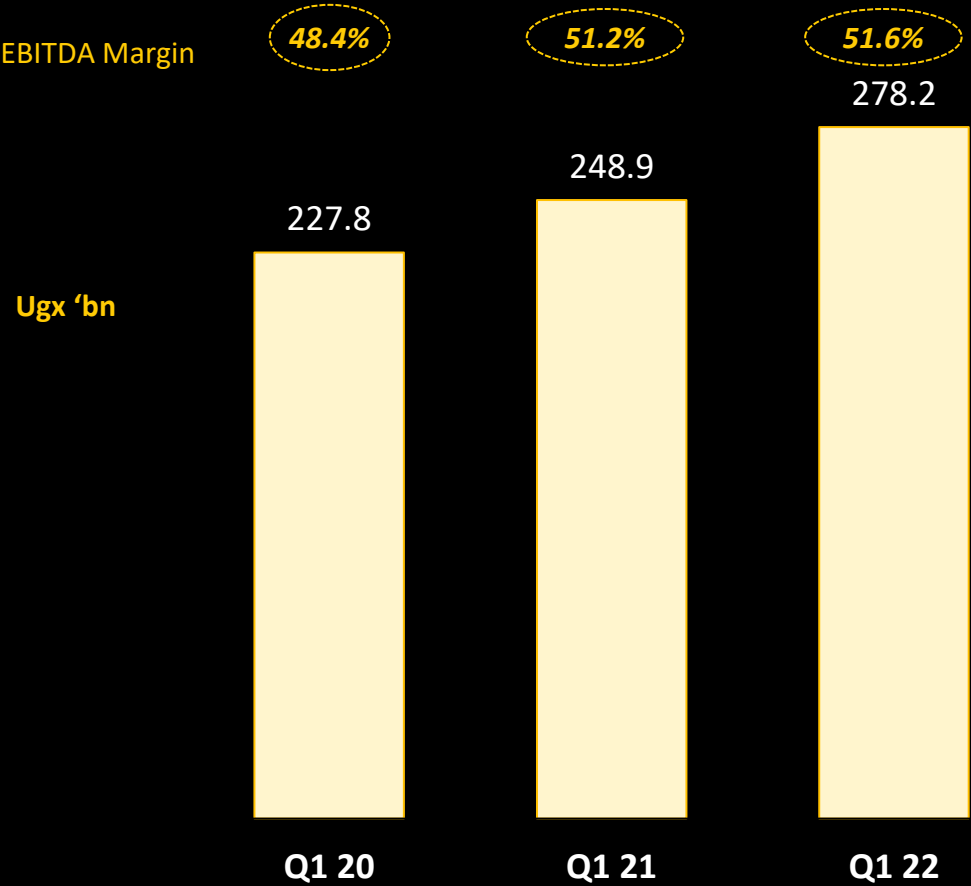
Double digit growth in all revenue streams, data revenues at 45% YoY



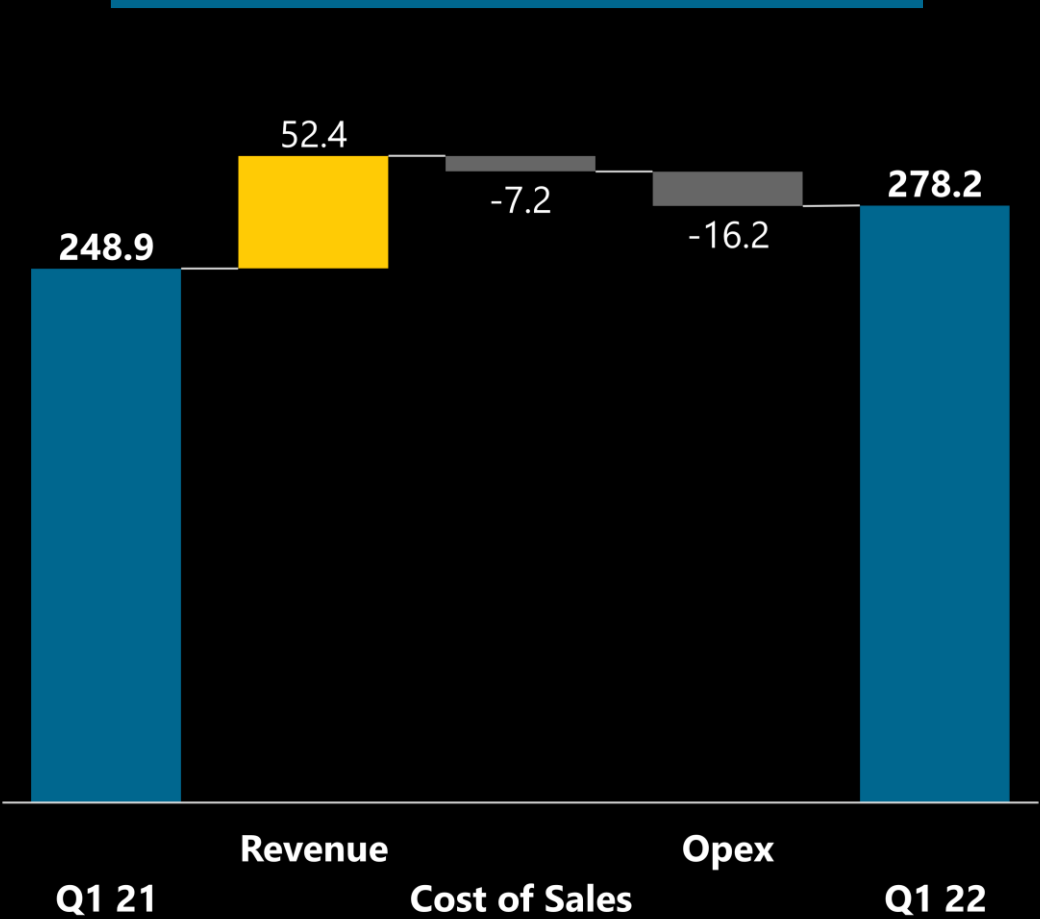
EBITDA Evolution

Increasing oil prices had significant impact on opex, cost of sales relatively stable

EBITDA Growth

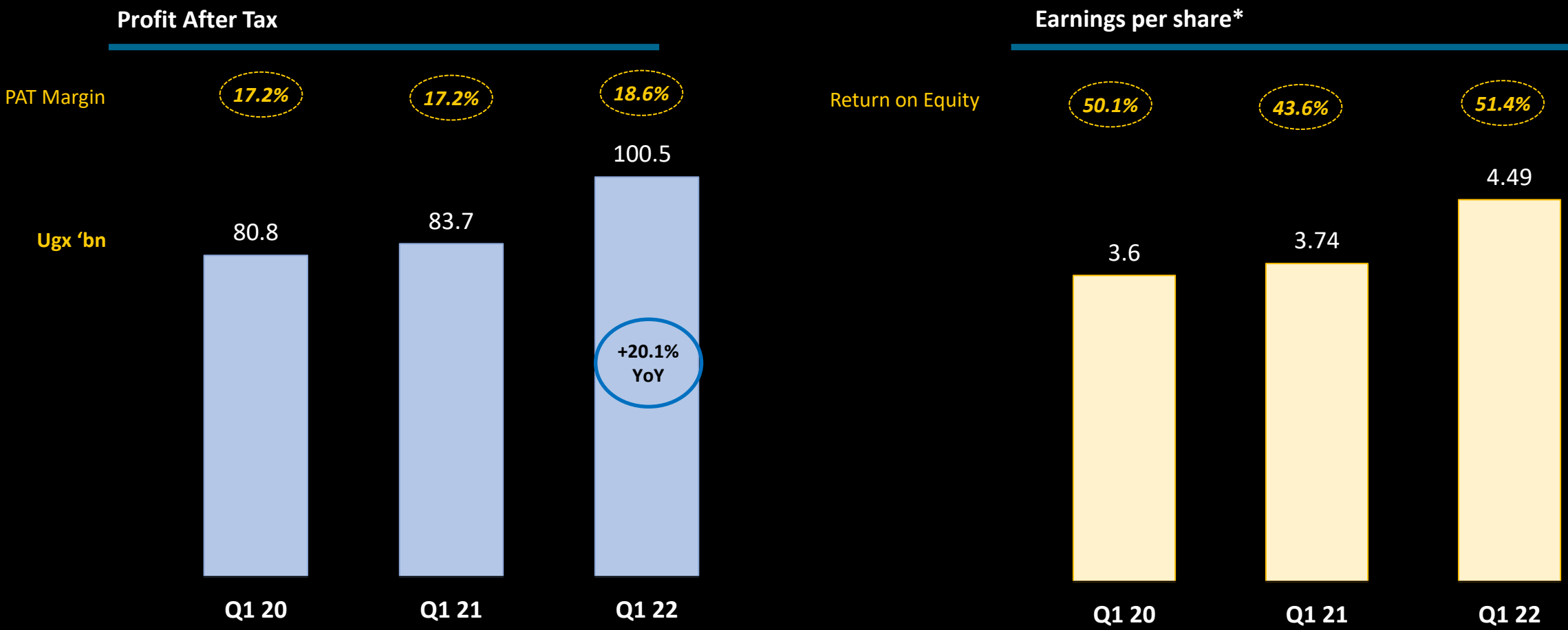


EBITDA contribution



Earnings : Profit After Tax & Return on Equity

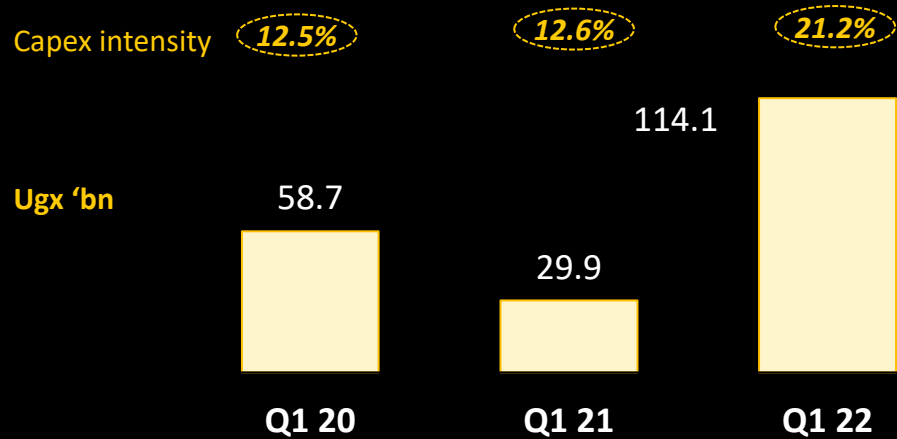
Improving earnings position and return on Equity



Capital Expenditure

Capex investments sharp increase due to front loading of capex requirements

Capex & Capex intensity

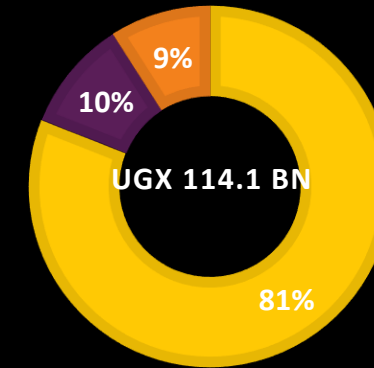


Network Sites

Technology	Q1 21	Q1 22	New Sites Commissioned per Technology
# 2G Sites	2,254	2,707	453
# 3G Sites	2,217	2,704	487
# 4G Sites	1,261	2,125	864
Pop Coverage(%)			Net increase in Pop Coverage(%)
2G pop Coverage	95.6%	97.9%	2.30%
3G pop Coverage	88.1%	90.7%	2.6%
4G pop Coverage	46.1%	65.1%	19.0%

Capex Breakdown

■ Network ■ IT ■ Others



Key Investments

- 4G network expansion
- New coverage areas and rural telephony
- Fiber infrastructure expansion
- Business Support Systems (BSS)

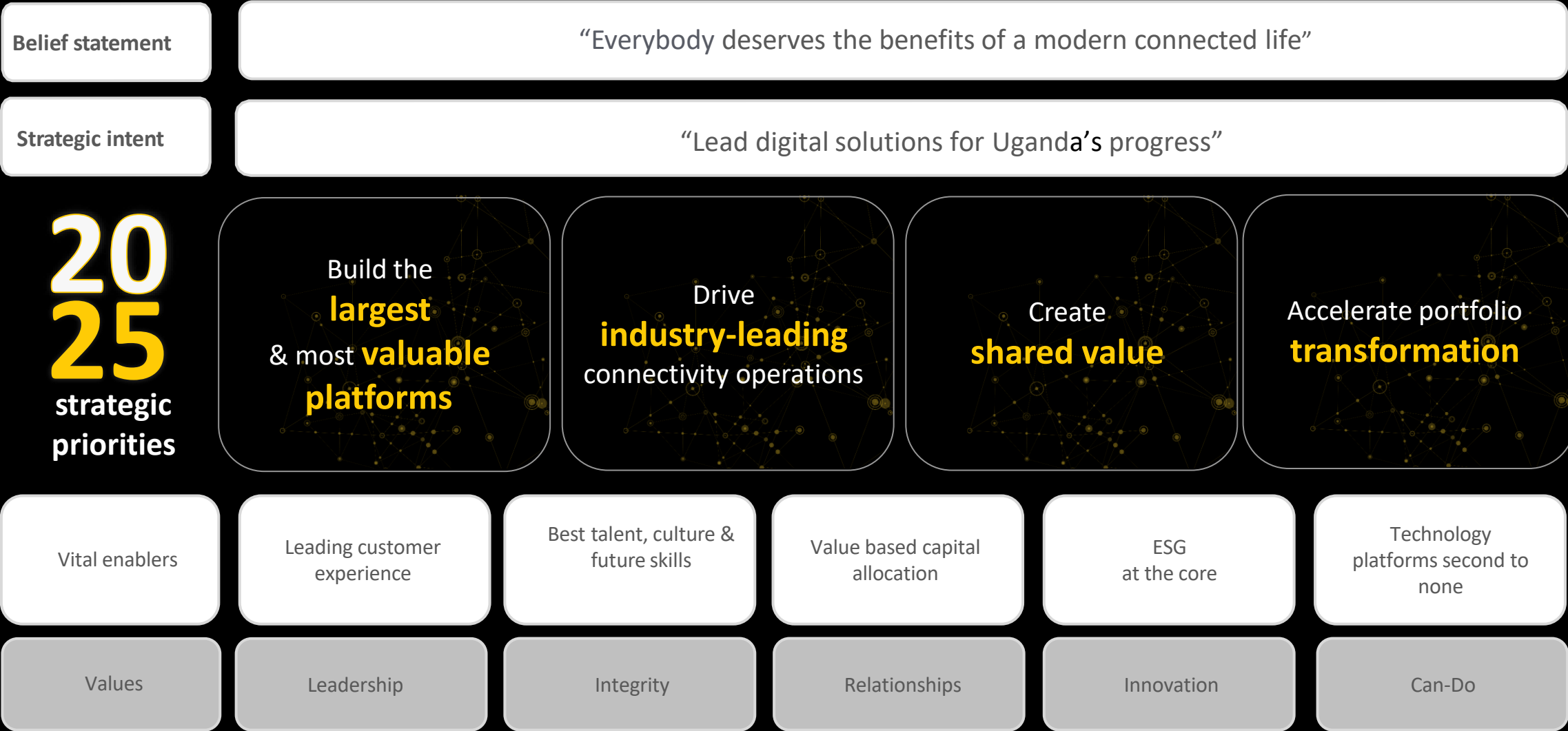


03 Looking Ahead

Wim Vanhelleputte | Chief Executive Officer



Ambition 2025



Medium Term Guidance



KPI



Target



Service Revenue

Low-teens growth



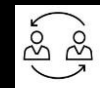
Fintech Revenue

High-teens growth



EBITDA Margin

Continuous marginal improvements




Dividend pay out

Up to 75-80% of Distributable Income

Key Take-Aways

MTN Uganda remains a compelling growth story

- 
- 01** *Growing young population to support onboarding of new subscribers*

 - 02** *Massive investment undertaking to improve network and consolidate market position & maintain #1 NPS*

 - 03** *Double digit top-line growth driven mostly driven by data and mobile money acceleration*

 - 04** *An emphasis on expense efficiencies yielded a positive EBITDA margin of 51.6%*

 - 05** *Increasing shareholder returns, double digit PAT performance*

Thank you
Q&A

***Doing for
tomorrow,
today.***



everywhere you go

