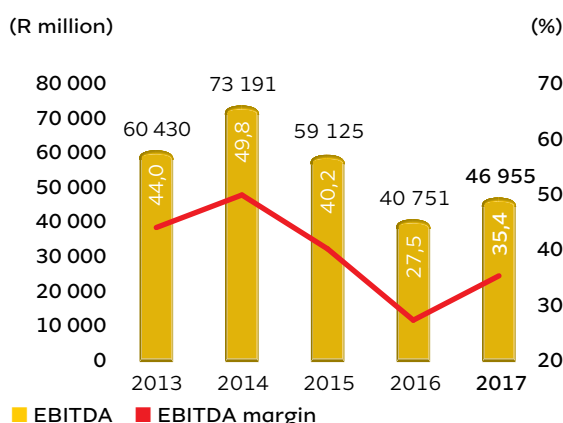


# Five-year financial review

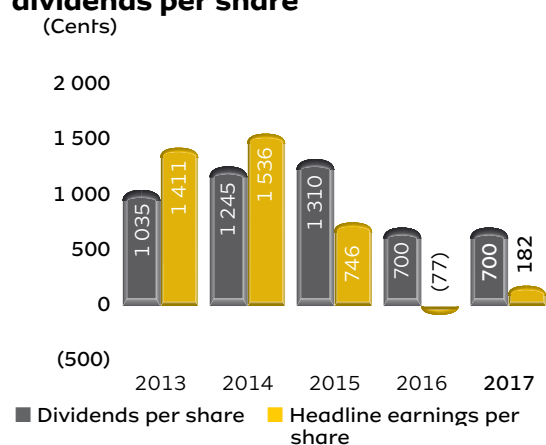
	CAGR <sup>1</sup> %	2017 Rm	2016 Rm	2015 Rm	2014 Rm	2013 Rm
<b>Income statement</b>						
<b>Revenue</b>	<b>(1)</b>	<b>132 815</b>	147 920	147 063	146 930	137 270
Other income	<b>49</b>	<b>6 591</b>	335	8 409	7 928	1 327
Operating expenses	<b>4</b>	<b>(92 451)</b>	(97 005)	(87 060)	(81 667)	(78 167)
Nigeria regulatory fine		–	(10 499)	(9 287)	–	–
<b>EBITDA</b>	<b>(6)</b>	<b>46 955</b>	40 751	59 125	73 191	60 430
Depreciation and amortisation	<b>5</b>	<b>(23 767)</b>	(25 736)	(23 293)	(21 513)	(19 278)
Impairment of goodwill	<b>9</b>	<b>(2 631)</b>	(873)	(504)	(2 033)	–
<b>Operating profit</b>	<b>(16)</b>	<b>20 557</b>	14 142	35 328	49 645	41 152
Net finance costs	<b>66</b>	<b>(9 267)</b>	(10 495)	(3 010)	(3 668)	(1 234)
Loss on derecognition of long-term loan receivable		<b>(2 840)</b>	–	–	–	–
Net monetary gain	<b>(33)</b>	<b>264</b>	1 723	1 348	878	–
Share of profit or (loss) of associates and joint ventures after tax	<b>(30)</b>	<b>841</b>	(127)	1 226	4 208	3 431
<b>Profit before tax</b>	<b>(31)</b>	<b>9 555</b>	5 243	34 892	51 063	43 349
Income tax expense	<b>(20)</b>	<b>(5 014)</b>	(8 346)	(11 322)	(13 361)	(12 487)
<b>Profit/(loss) after tax</b>		<b>4 541</b>	(3 103)	23 570	37 702	30 862
Profit/(loss) after tax attributable to						
– Equity holders of the company	<b>(36)</b>	<b>4 414</b>	(2 614)	20 204	32 079	26 751
– Non-controlling interests	<b>(58)</b>	<b>127</b>	(489)	3 366	5 623	4 111
<b>Headline earnings/(loss)</b>	<b>(40)</b>	<b>3 277</b>	(1 409)	13 600	28 183	25 860

<sup>1</sup> Compound annual growth rate.

## EBITDA



## Headline earnings/(loss) and dividends per share



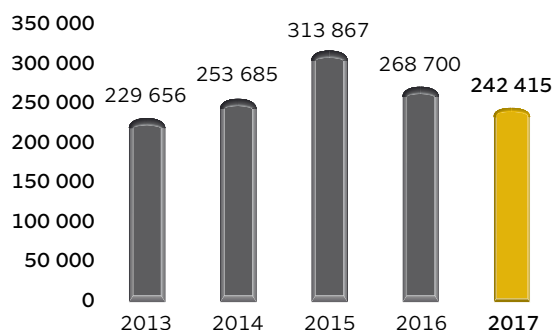
# Five-year financial review continued

<b>Statement of financial position</b>	<b>CAGR<sup>1</sup> %</b>	<b>2017 Rm</b>	2016 Rm	2015 Rm	2014 Rm	2013 Rm
Property, plant and equipment	–	<b>91 786</b>	95 633	106 702	87 546	92 903
Goodwill and intangible assets	–	<b>38 330</b>	46 473	55 887	36 618	37 751
Investments and loans	<b>26</b>	<b>50 806</b>	45 876	55 304	37 945	20 385
Deferred tax assets	<b>(6)</b>	<b>1 593</b>	1 107	542	1 109	2 044
Bank balances, deposits and cash	<b>(16)</b>	<b>22 575</b>	35 052	43 536	48 736	45 673
Other current assets	<b>5</b>	<b>37 325</b>	44 559	51 896	41 731	30 900
<b>Total assets</b>	<b>1</b>	<b>242 415</b>	268 700	313 867	253 685	229 656
Equity attributable to equity holders of the company	<b>(6)</b>	<b>92 773</b>	102 380	146 369	128 517	116 479
Non-controlling interests	<b>(27)</b>	<b>1 494</b>	2 851	5 469	4 925	5 333
<b>Total equity</b>	<b>(6)</b>	<b>94 267</b>	105 231	151 838	133 442	121 812
Interest-bearing liabilities	<b>15</b>	<b>79 720</b>	86 954	75 171	53 279	46 025
Non-interest-bearing liabilities	<b>6</b>	<b>60 875</b>	67 456	73 817	55 952	48 349
Deferred tax liabilities	<b>(13)</b>	<b>7 553</b>	9 059	13 041	11 012	13 470
<b>Total liabilities</b>	<b>8</b>	<b>148 148</b>	163 469	162 029	120 243	107 844
<b>Total equity and liabilities</b>	<b>1</b>	<b>242 415</b>	268 700	313 867	253 685	229 656

<sup>1</sup> Compound annual growth rate.

## Total assets

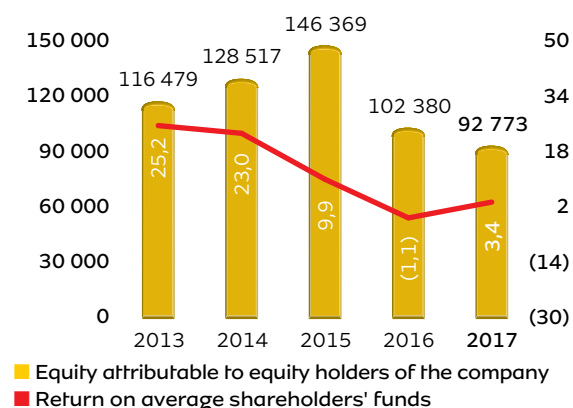
(R million)



## Equity and return

(R million)

(%)



## Five-year financial review continued

<b>Statement of cash flows</b>	<b>CAGR<sup>1</sup> %</b>	<b>2017 Rm</b>	2016 Rm	2015 Rm	2014 Rm	2013 Rm
Net cash inflows from operating activities	<b>(3)</b>	<b>23 694</b>	20 716	13 122	27 132	27 025
Net cash used in investing activities	<b>9</b>	<b>(27 585)</b>	(40 408)	(34 290)	(25 991)	(19 835)
Net cash (used in)/from financing activities		<b>(4 919)</b>	20 951	8 101	2 639	6 264
<b>Net (decrease)/increase in cash and cash equivalents</b>		<b>(8 810)</b>	1 259	(13 067)	3 780	13 454
Cash and cash equivalents at beginning of the year	<b>5</b>	<b>27 375</b>	34 139	43 072	39 577	22 539
Exchange (losses)/gains on cash and cash equivalents		<b>(2 628)</b>	(8 023)	4 134	(285)	3 584
<b>Cash and cash equivalents at end of the year</b>	<b>(20)</b>	<b>15 937</b>	27 375	34 139	43 072	39 577
<b>Statement of cash flows – extracts</b>						
Cash generated from operations	<b>(10)</b>	<b>38 484</b>	55 681	57 598	64 628	59 708
Dividends paid to equity holders of the company	<b>(6)</b>	<b>(12 565)</b>	(19 792)	(23 506)	(20 527)	(16 187)
Acquisition of property, plant and equipment	<b>(1)</b>	<b>(23 861)</b>	(29 899)	(21 612)	(19 562)	(24 568)

<sup>1</sup> Compound annual growth rate.

# Five-year financial review continued

<b>Performance per ordinary share</b>	<b>CAGR %</b>	<b>2017</b>	2016	2015	2014	2013
Basic earnings/(loss) (cents)		<b>246</b>	(144)	1 109	1 752	1 460
Diluted earnings/(loss) (cents)		<b>241</b>	(144)	1 106	1 742	1 452
Headline earnings/(loss) (cents)		<b>182</b>	(77)	746	1 536	1 411
Dividends (cents)	<b>(9)</b>	<b>700</b>	700	1 310	1 245	1 035
Net asset value – book value (rands) <sup>1</sup>	<b>(6)</b>	<b>49,2</b>	54,3	79,3	69,5	62,2
<b>Returns and profitability ratios</b>						
Return on assets (%) <sup>2</sup>		<b>8,0</b>	4,9	12,4	20,5	20,3
Return on average shareholders' funds (%) <sup>3</sup>		<b>3,4</b>	(1,1)	9,9	23,0	25,2
EBITDA margin (%)		<b>35,4</b>	27,5	40,2	49,8	44,0
Adjusted free cash flow <sup>4</sup>		<b>15 494</b>	5 483	29 514	47 785	30 266
EBITDA multiple (times) <sup>5</sup>		<b>4,2</b>	4,6	3,6	5,5	6,7
Effective tax rate (%)		<b>52,5</b>	159,2	32,4	26,2	28,8
<b>Solvency and liquidity ratios</b>						
Gearing (%) <sup>6</sup>		<b>60,6</b>	49,3	20,8	3,4	0,3
Interest cover (times) <sup>7</sup>		<b>5,3</b>	3,9	23	19,3	17,9
Dividend cover (times) <sup>8</sup>		<b>0,3</b>	(0,1)	0,6	1,2	1,4
Net debt to EBITDA <sup>9</sup>		<b>1,2</b>	1,3	0,5	0,1	–
Cash generated from operations/ revenue (%)		<b>29,0</b>	37,6	39,2	44,0	43,5
<b>Share statistics</b>						
Closing price (cents per share)	<b>(11)</b>	<b>13 446</b>	12 617	13 289	22 141	21 702
Market capitalisation (Rm)	<b>(11)</b>	<b>253 359</b>	237 738	245 248	409 213	406 539

<sup>1</sup> Equity attributable to equity holders of the company divided by the number of ordinary shares in issue at year-end.

<sup>2</sup> Operating profit as a percentage of the average of the opening and closing balances of total assets.

<sup>3</sup> Headline earnings as a percentage of the average of the opening and closing balances of equity attributable to equity holders of the company.

<sup>4</sup> EBITDA less Capex

<sup>5</sup> Market capitalisation less net (cash)/debt (interest-bearing liabilities less bank balances, deposits and cash) at year-end divided by EBITDA for the year.

<sup>6</sup> Net (cash)/debt as a percentage of total equity at year-end.

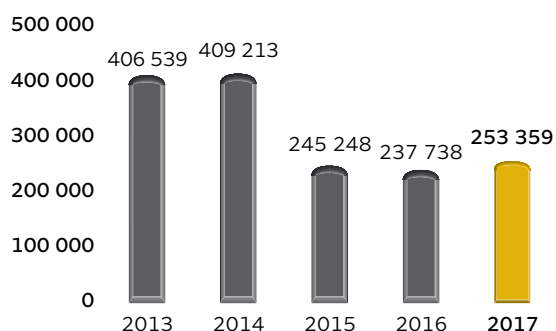
<sup>7</sup> Operating profit divided by net interest expense (excluding the discount unwind on the MTN Nigeria regulatory fine liability) for the year. The method of calculating this ratio has changed from the 2016 five-year financial review. The ratios for 2013 to 2016 have been restated accordingly.

<sup>8</sup> Headline earnings for the year divided by total dividend declared in respect of the applicable financial year.

<sup>9</sup> Interest-bearing liabilities less cash at year-end, divided by EBITDA for the year.

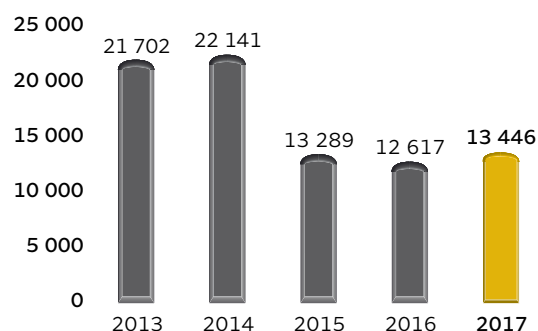
## Market capitalisation

(R million)



## Closing share price

(Cents)



# Five-year financial review continued

<b>Non-financial information</b>	<b>CAGR %</b>	<b>2017</b>	2016	2015	2014	2013
Countries in which MTN has GSM licences		<b>22</b>	22	21	21	21
Subscriber numbers (million) <sup>1</sup>	<b>1</b>	<b>217,2</b>	240,4	232,5	223,3	207,8
Group entities (excluding joint ventures)	<b>1</b>	<b>171,2</b>	163,9	183,6	176,8	163,9
Joint ventures	<b>1</b>	<b>46,0</b>	76,5	48,9	46,5	43,9
Countries in which MTN has largest market share		<b>14</b>	15	15	15	15
Total number of employees	<b>(7)</b>	<b>18 931</b>	19 466	21 084	22 204	25 424
Group entities (excluding joint ventures)	<b>(8)</b>	<b>16 404</b>	17 054	18 735	19 475	22 476
Joint ventures	<b>(4)</b>	<b>2 527</b>	2 412	2 349	2 729	2 948
CO <sub>2</sub> emissions from energy use (tonnes)	<b>7</b>	<b>2 006 248</b>	1 606 174	1 589 888	1 531 527	1 520 895
<b>Operational information</b>						
<b>South Africa</b>						
Mobile penetration (%)	<b>5</b>	<b>167</b>	152	170	154	135
Market share (%)	<b>(3)</b>	<b>31</b>	36	34	34	35
Subscribers (million) <sup>1</sup>	<b>3</b>	<b>30</b>	31	31	28	26
ARPU (ZAR) <sup>1</sup>	<b>(3)</b>	<b>97</b>	93	92	92	108
EBITDA margin (%)	<b>-</b>	<b>35</b>	33	33	32	35
Capex/revenue (%)	<b>17</b>	<b>27</b>	26	27	15	14
<b>Nigeria</b>						
Mobile penetration (%)		<b>72</b>	73	79	73	69
Market share (%)		<b>42</b>	48	45	49	49
Subscribers (million) <sup>1</sup>	<b>(2)</b>	<b>52</b>	62	61	60	57
ARPU (US\$) <sup>1</sup>	<b>(12)</b>	<b>4</b>	4	6	6	7
EBITDA margin (%)		<b>39</b>	46	53	59	61
Capex/revenue (%)		<b>25</b>	18	10	16	30
Nigerian naira average foreign exchange rate	<b>11</b>	<b>24,61</b>	18,28	15,63	15,27	16,46
Nigerian naira closing foreign exchange rate	<b>18</b>	<b>29,05</b>	22,81	12,88	15,93	15,23
<b>Ghana</b>						
Mobile penetration (%)		<b>112</b>	121	114	102	99
Market share (%)		<b>55</b>	56	52	51	50
Subscribers (million) <sup>1</sup>	<b>5</b>	<b>16</b>	19	16	14	13
ARPU (US\$) <sup>1</sup>	<b>(9)</b>	<b>4</b>	3	3	4	6
EBITDA margin (%) <sup>2</sup>		<b>40</b>	41	40	37	38
Capex/revenue (%)		<b>21</b>	24	23	20	20
Ghanaian cedi average foreign exchange rate	<b>13</b>	<b>0,33</b>	0,27	0,30	0,27	0,21
Ghanaian cedi closing foreign exchange rate	<b>12</b>	<b>0,36</b>	0,31	0,25	0,28	0,22

<sup>1</sup> The 2017 subscriber numbers and ARPU are based on the modernised subscriber definition.

<sup>2</sup> Excluding profit on tower sales.

# Five-year financial review continued

<b>Operational information</b>	<b>CAGR %</b>	<b>2017</b>	2016	2015	2014	2013
<b>Iran</b>						
Mobile penetration (%)		<b>130</b>	127	123	120	114
Market share (%)		<b>46</b>	46	47	46	47
Subscribers (million) <sup>1</sup>	<b>1</b>	<b>43</b>	48	46	44	41
ARPU (US\$) <sup>1</sup>	<b>5</b>	<b>5</b>	4	4	4	4
EBITDA margin (%)		<b>36</b>	39	41	43	43
Capex/revenue (%)		<b>56</b>	31	31	27	19
Iranian rial average foreign exchange rate	<b>(1)</b>	<b>2 493</b>	2 120	2 266	2 390	2 554
Iranian rial closing foreign exchange rate	<b>5</b>	<b>2 893</b>	2 355	1 947	2 342	2 356
<b>Syria</b>						
Mobile penetration (%)		<b>81</b>	80	84	82	81
Market share (%)		<b>41</b>	45	42	44	44
Subscribers (million) <sup>1</sup>	<b>(2)</b>	<b>6</b>	6	6	6	6
ARPU (US\$) <sup>1</sup>	<b>(18)</b>	<b>2</b>	3	4	4	5
EBITDA margin (%)		<b>30</b>	32	18	19	17
Capex/revenue (%)		<b>47</b>	49	37	10	28
Syrian pound average foreign exchange rate	<b>29</b>	<b>37,76</b>	32,41	21,64	15,43	13,57
Syrian pound closing foreign exchange rate	<b>27</b>	<b>35,18</b>	37,71	21,76	17,15	13,67
<b>Cameroon</b>						
Mobile penetration (%)		<b>68</b>	72	69	73	69
Market share (%)		<b>54</b>	57	56	59	59
Subscribers (million) <sup>1</sup>	<b>-</b>	<b>7</b>	10	9	10	7
ARPU (US\$) <sup>1</sup>	<b>(6)</b>	<b>4</b>	3	4	4	6
EBITDA margin (%) <sup>2</sup>		<b>24</b>	33	36	43	46
Capex/revenue (%)		<b>18</b>	35	33	14	19
Cameroon Communaute Financière Africaine franc average foreign exchange rate	<b>(4)</b>	<b>44,06</b>	40,23	46,67	45,77	51,96
Cameroon Communaute Financière Africaine franc closing foreign exchange rate	<b>-</b>	<b>44,44</b>	45,34	39,02	46,94	45,23
<b>Ivory Coast</b>						
Mobile penetration (%)		<b>136</b>	117	109	84	79
Market share (%)		<b>34</b>	33	32	39	38
Subscribers (million) <sup>1</sup>	<b>12</b>	<b>11</b>	9	8	8	7
ARPU (US\$) <sup>1</sup>	<b>(12)</b>	<b>4</b>	4	5	6	7
EBITDA margin (%) <sup>2</sup>		<b>32</b>	33	34	39	41
Capex/revenue (%)		<b>16</b>	24	13	19	15
Côte d'Ivoire Communaute Financière Africaine franc average foreign exchange rate	<b>(4)</b>	<b>43,42</b>	40,55	47,00	45,81	51,50
Côte d'Ivoire Communaute Financière Africaine franc closing foreign exchange rate	<b>-</b>	<b>45,50</b>	45,56	39,81	46,94	45,23

<sup>1</sup> Subscriber numbers and ARPU are based on the modernised subscriber definition.

<sup>2</sup> Excluding profit on tower sales.

## Five-year financial review continued

<b>Non-financial information</b>	<b>CAGR %</b>	<b>2017</b>	2016	2015	2014	2013
<b>Uganda</b>						
Mobile penetration (%)		<b>55</b>	48	44	47	44
Market share (%)		<b>56</b>	53	51	57	54
Subscribers (million) <sup>1</sup>	<b>4</b>	<b>11</b>	11	9	10	9
ARPU (US\$) <sup>1</sup>	<b>(11)</b>	<b>2</b>	2	2	3	4
EBITDA margin (%)		<b>35</b>	30	34	39	36
Capex/revenue (%)		<b>18</b>	14	18	13	12
Uganda shilling average foreign exchange rate	<b>1</b>	<b>270,09</b>	232,52	253,16	240,06	264,66
Uganda shilling closing foreign exchange rate	<b>5</b>	<b>293,68</b>	261,73	217,67	239,02	239,81
<b>Sudan</b>						
Mobile penetration (%)		<b>56</b>	56	67	69	73
Market share (%)		<b>35</b>	35	34	36	34
Subscribers (million) <sup>1</sup>	<b>(4)</b>	<b>8</b>	7	8	9	9
ARPU (US\$) <sup>1</sup>	<b>8</b>	<b>3</b>	3	3	2	2
EBITDA margin (%)		<b>35</b>	32	35	34	32
Capex/revenue (%)		<b>12</b>	34	24	52	43
Sudanese pound average foreign exchange rate	<b>2</b>	<b>0,55</b>	0,43	0,47	0,53	0,50
Sudanese pound closing foreign exchange rate	<b>31</b>	<b>1,61</b>	0,48	0,39	0,52	0,54

<sup>1</sup> Subscriber numbers and ARPU are based on the modernised subscriber definition.