

Five-year financial review

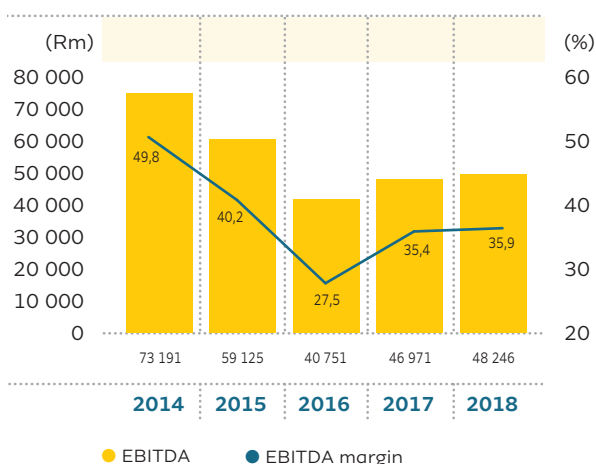
Income statement	CAGR ¹ %	2018 Rm	Restated ² 2017 Rm	2016 ³ Rm	2015 ³ Rm	2014 ³ Rm
Revenue	(2)	134 560	132 869	147 920	147 063	146 930
Other income	(20)	3 186	6 591	335	8 409	7 928
Operating expenses	2	(89 500)	(92 489)	(97 005)	(87 060)	(81 667)
Nigeria regulatory fine		–	–	(10 499)	(9 287)	–
EBITDA	(10)	48 246	46 971	40 751	59 125	73 191
Depreciation and amortisation	3	(24 358)	(23 767)	(25 736)	(23 293)	(21 513)
Impairment of goodwill	(37)	(312)	(2 631)	(873)	(504)	(2 033)
Operating profit	(17)	23 576	20 573	14 142	35 328	49 645
Net finance costs	23	(8 331)	(9 267)	(10 495)	(3 010)	(3 668)
Loss on derecognition of long-term loan receivable		–	(2 840)	–	–	–
Net monetary gain	(24)	290	264	1 723	1 348	878
Share of results of associates and joint ventures after tax		(527)	840	(127)	1 226	4 208
Profit before tax	(26)	15 008	9 570	5 243	34 892	51 063
Income tax expense	(20)	(5 430)	(5 020)	(8 346)	(11 322)	(13 361)
Profit/(loss) after tax	(29)	9 578	4 550	(3 103)	23 570	37 702
Profit/(loss) after tax attributable to:						
– Equity holders of the company	(28)	8 719	4 416	(2 614)	20 204	32 079
– Non-controlling interests	(37)	859	134	(489)	3 366	5 623
Headline earnings/(loss)	(32)	6 055	3 279	(1 409)	13 600	28 123

¹ Compound annual growth rate.

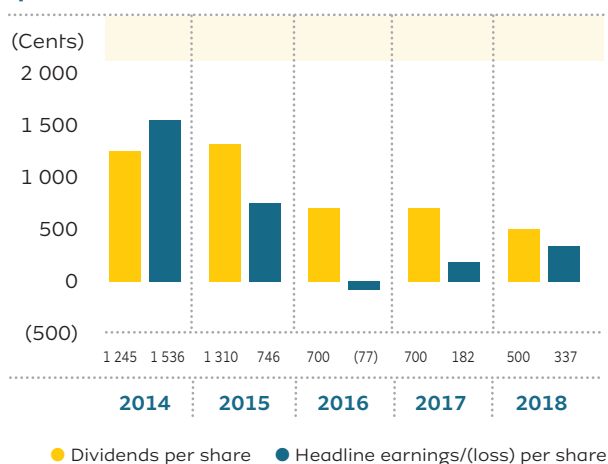
² Restated for changes in accounting policies.

³ Numbers as previously reported. These numbers have not been updated for IFRS 9 and IFRS 15 adoption.

EBITDA



Headline earnings/(loss) and dividends per share





Five-year financial review continued

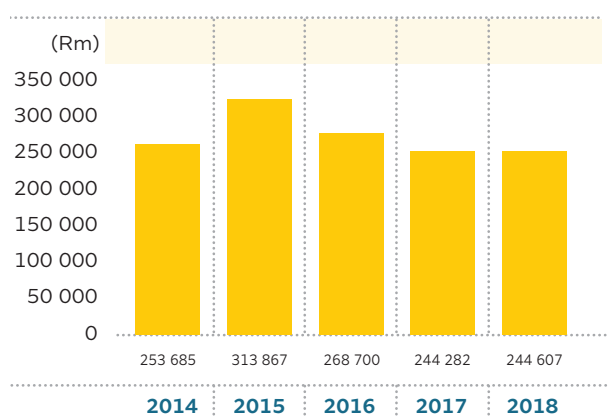
Statement of financial position	CAGR ¹ %	2018 Rm	Restated ²			
			2017 Rm	2016 ³ Rm	2015 ³ Rm	2014 ³ Rm
Property, plant and equipment	4	100 581	91 786	95 633	106 702	87 546
Intangible assets and goodwill	2	40 331	38 330	46 473	55 887	36 618
Investments and other non-current assets	1	39 196	51 796	45 876	55 304	37 945
Deferred tax assets	35	3 702	1 590	1 107	542	1 109
Bank balances, deposits and cash	(19)	21 455	22 575	35 052	43 536	48 736
Other current assets	(3)	36 583	38 205	44 559	51 886	37 883
Non-current assets held for sale		2 759	–	–	10	3 848
Total assets	(1)	244 607	244 282	268 700	313 867	253 685
Equity attributable to equity holders of the company	(10)	84 799	94 188	102 380	146 369	128 517
Non-controlling interests	(9)	3 427	1 532	2 851	5 469	4 925
Total equity	(10)	88 226	95 720	105 231	151 838	133 442
Interest-bearing liabilities	12	85 001	79 720	86 954	75 171	53 279
Non-interest-bearing liabilities	3	61 883	60 839	67 456	73 817	55 952
Deferred tax liabilities	(4)	9 497	8 003	9 059	13 041	11 012
Total liabilities	7	156 381	148 562	163 469	162 029	120 243
Total equity and liabilities	(1)	244 607	244 282	268 700	313 867	253 685

¹ Compound annual growth rate.

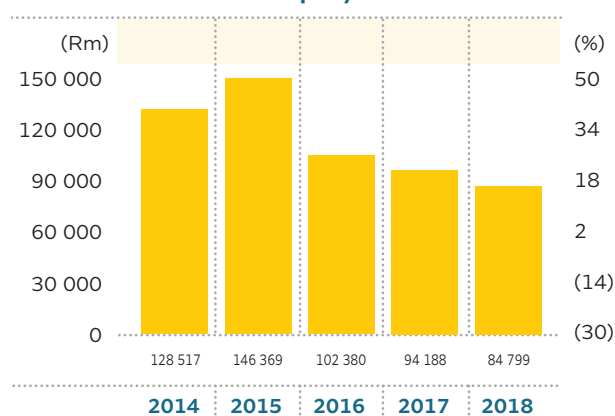
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Total assets



Equity



● Equity attributable to equity holders of the company

Five-year financial review continued

Statement of cash flows	CAGR¹ %	2018 Rm	Restated ² 2017 Rm	2016 ³ Rm	2015 ³ Rm	2014 ³ Rm
Net cash inflows from operating activities	5	32 389	33 387	20 716	13 122	27 132
Net cash used in investing activities	(3)	(23 219)	(27 585)	(40 408)	(34 290)	(25 991)
Net cash (used in)/from financing activities		(11 123)	(14 612)	20 951	8 101	2 639
Net (decrease)/increase in cash and cash equivalents		(1 953)	(8 810)	1 259	(13 067)	3 780
Cash and cash equivalents at beginning of the year	(20)	15 937	27 375	34 139	43 072	39 577
Exchange gains/(losses) on cash and cash equivalents		1 598	(2 628)	(8 023)	4 134	(285)
Cash classified as held for sale		(615)	–	–	–	–
Cash and cash equivalents at end of the year	(23)	14 967	15 937	27 375	34 139	43 072
Statement of cash flows – extracts						
Cash generated from operations	(11)	40 345	38 484	55 681	57 598	64 628
Dividends paid to equity holders of the company	(14)	(11 236)	(12 565)	(19 792)	(23 506)	(20 527)
Acquisition of property, plant and equipment	5	(24 224)	(23 861)	(29 899)	(21 612)	(19 562)

¹ Compound annual growth rate.

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Five-year financial review continued

Performance per ordinary share	CAGR ¹⁰ %	2018	Restated ¹ 2017	2016 ²	2015 ²	2014 ²
Basic earnings/(loss) (cents)		485	246	(144)	1 109	1 752
Diluted earnings/(loss) (cents)		478	241	(144)	1 106	1 742
Headline earnings/(loss) (cents)		337	182	(77)	746	1 536
Dividends (cents)	(20)	500	700	700	1 310	1 245
Net asset value – book value (rands) ³	(10)	45,0	50,0	54,3	79,3	69,5
Returns and profitability ratios						
Return on assets (%) ⁴		9,6	8,0	4,9	12,4	20,5
EBITDA margin (%)		35,9	35,4	27,5	40,2	49,8
Adjusted free cash flow		22 228	15 510	5 483	29 514	47 785
EBITDA multiple (times) ⁵		4,8	6,6	7,1	4,7	5,7
Effective taxation rate (%)		36,2	52,5	159,2	32,4	26,2
Solvency and liquidity ratios						
Gearing (%) ⁶		72,7	59,7	49,3	20,8	3,4
Interest cover (times) ⁷		2,3	1,6	3,9	23,0	19,3
Dividends cover (times) ⁸		0,6	0,2	(0,1)	0,6	1,2
Net debt to EBITDA ⁹		1,3	1,2	1,3	0,5	0,1
Operating cash flow/revenue (%)		30,0	29,0	37,6	39,2	44,0
Share statistics						
Closing price (cents per share)	(20)	8 900	13 446	12 617	13 289	22 141
Market capitalisation (Rm)	(20)	167 676	253 359	237 738	245 248	409 213

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³ Equity attributable to equity holders of the company divided by the number of ordinary shares in issue at year-end.

⁴ Operating profit as a percentage of the average of the opening and closing balances of total assets.

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

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

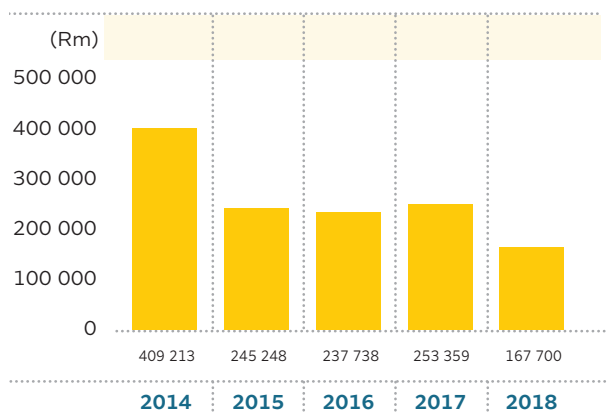
⁷ Operating profit divided by interest expense.

⁸ Headline earnings/(loss) for the year divided by total dividend in respect of the applicable financial year.

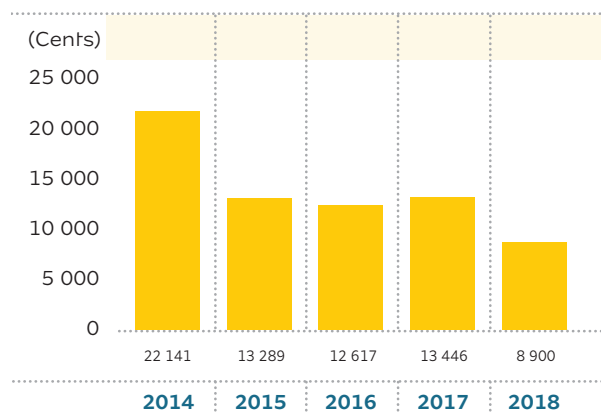
⁹ Interest-bearing liabilities less cash at year-end, divided by EBITDA, for the year.

¹⁰ Compound annual growth rate.

Market capitalisation



Closing share price



Five-year financial review continued

Non-financial information	CAGR⁵ %	2018	2017	2016	2015	2014
Countries in which MTN has GSM licences		21	22	22	21	21
Subscriber numbers (million)	1	232,5	217,2	240,4	232,5	223,3
Group entities (excluding joint ventures)	1	185,0	171,2	163,9	183,6	176,8
Joint ventures	1	47,5	46,0	76,5	48,9	46,5
Countries in which MTN has largest market share		14	14	15	15	15
Total number of employees	(4)	18 835	18 931	19 466	21 084	22 204
Group entities (excluding joint ventures)	(4)	16 203	16 404	17 054	18 735	19 475
Joint ventures	(1)	2 632	2 527	2 412	2 349	2 729
CO ₂ emissions from energy use (tonnes)	9	2 131 042	2 006 248	1 606 174	1 589 888	1 531 527
Operational information		2018	Restated ¹ 2017	2016 ²	2015 ²	2014 ²
South Africa						
Mobile penetration (%)	3	172	167	153	170	154
Market share (%)	(4)	28	31	35	34	34
Subscribers (million)	3	31	30	31	31	28
ARPU (ZAR) ³	3	101	97	93	92	92
EBITDA margin (%)	2	35	34	33	33	32
Capex/revenue (%)	10	21	27	26	27	15
Nigeria						
Mobile penetration (%)		60	72	73	79	73
Market share (%)		50	42	48	45	49
Subscribers (million)	(1)	58	52	62	61	60
ARPU (US\$) ³	(10)	4	4	4	5	6
EBITDA margin (%)		42	39	46	53	59
Capex/revenue (%)		18	25	18	10	16
Nigerian naira average foreign exchange rate	16	27,41	24,61	18,28	15,63	15,27
Nigerian naira closing foreign exchange rate	12	25,33	29,05	22,81	12,88	15,93
Ghana						
Mobile penetration (%)		117	112	121	114	102
Market share (%)		51	55	56	52	51
Subscribers (million)	6	18	16	19	16	14
ARPU (US\$) ³	5	5	4	3	3	4
EBITDA margin (%) ⁴		38	40	41	40	37
Capex/revenue (%)		17	21	24	23	20
Ghanaian cedi average foreign exchange rate	7	0,36	0,33	0,27	0,30	0,27
Ghanaian cedi closing foreign exchange rate	5	0,34	0,36	0,31	0,25	0,28

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³ Annual ARPU.

⁴ Excluding profit on tower sales.

⁵ Compound annual growth rate.



Five-year financial review continued

Operational information	CAGR ⁵ %	2018	Restated ¹ 2017	2016 ²	2015 ²	2014 ²
Iran						
Mobile penetration (%)		125	130	127	123	120
Market share (%)		43	46	46	47	46
Subscribers (million)		45	43	48	46	44
ARPU (US\$) ³	(17)	2	5	4	4	4
EBITDA margin (%)		36	36	39	41	43
Capex/revenue (%)		32	56	31	31	27
Iranian rial average foreign exchange rate	14	4 020	2 493	2 120	2 266	2 390
Iranian rial closing foreign exchange rate	27	6 044	2 893	2 355	1 947	2 342
Syria						
Mobile penetration (%)		87	81	80	84	82
Market share (%)		36	41	45	42	44
Subscribers (million)	(1)	6	6	6	6	6
ARPU (US\$) ³	(11)	3	2	2	4	4
EBITDA margin (%)		40	30	32	18	19
Capex/revenue (%)		41	48	49	37	10
Syrian pound average foreign exchange rate	21	32,79	37,76	32,41	21,64	15,43
Syrian pound closing foreign exchange rate	15	30,45	35,18	37,71	21,76	17,15
Cameroon						
Mobile penetration (%)		65	68	72	69	73
Market share (%)		47	54	57	56	59
Subscribers (million)	(6)	8	7	10	9	10
ARPU (US\$) ³	(2)	4	4	3	4	4
EBITDA margin (%) ⁴		9	24	33	36	43
Capex/revenue (%)		14	18	35	33	14
Cameroon Communauté Financière Africaine franc average foreign exchange rate	–	45,07	44,06	40,23	46,67	45,77
Cameroon Communauté Financière Africaine franc closing foreign exchange rate	(4)	39,39	44,44	45,34	39,02	46,94
Ivory Coast						
Mobile penetration (%)		130	136	117	109	84
Market share (%)		33	34	33	32	39
Subscribers (million)	8	11	11	9	8	8
ARPU (US\$) ³	(9)	4	4	5	5	6
EBITDA margin (%) ⁴		22	32	33	34	39
Capex/revenue (%)		19	16	24	13	19
Côte d'Ivoire Communauté Financière Africaine franc average foreign exchange rate	(2)	42,73	43,42	40,55	47,00	45,81
Côte d'Ivoire Communauté Financière Africaine franc closing foreign exchange rate	(4)	39,80	45,50	45,56	39,81	46,94

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Five-year financial review continued

Non-financial information	CAGR⁴ %	2018	Restated ¹ 2017	2016 ²	2015 ²	2014 ²
Uganda						
Mobile penetration (%)		54	55	48	44	47
Market share (%)		54	56	53	51	57
Subscribers (million)	2	11	11	11	9	10
ARPU (US\$) ³	(6)	2	2	2	2	3
EBITDA margin (%)		37	35	30	34	39
Capex/revenue (%)		15	18	14	18	13
Uganda shilling average foreign exchange rate	4	280,55	270,09	232,52	253,16	240,06
Uganda shilling closing foreign exchange rate	2	257,93	293,68	261,73	217,67	239,02
Sudan						
Mobile penetration (%)		56	56	56	67	69
Market share (%)		35	35	35	34	36
Subscribers (million)	(3)	8	8	7	8	9
ARPU (US\$) ³	(17)	1	3	3	3	2
EBITDA margin (%)		35	35	32	35	34
Capex/revenue (%)		26	12	34	24	52
Sudanese pound average foreign exchange rate	46	2,40	0,55	0,43	0,47	0,53
Sudanese pound closing foreign exchange rate	59	3,31	1,61	0,48	0,39	0,52

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⁴ Compound annual growth rate.