

Five-year financial review

Income statement	CAGR ¹ %	2019 ⁴ Rm	Restated ² 2018 Rm	Restated ² 2017 Rm	2016 ³ Rm	2015 ³ Rm
Revenue	1	151 460	134 560	132 869	147 920	147 063
Other income	(36)	1 373	3 186	6 591	335	8 409
Operating expenses	48	(88 741)	(89 500)	(92 489)	(97 005)	(87 060)
Nigeria regulatory fine	–	–	–	–	(10 499)	(9 287)
EBITDA	2	64 092	48 246	46 971	40 751	59 125
Depreciation and amortisation	9	(32 458)	(24 358)	(23 767)	(25 736)	(23 293)
Impairment of goodwill	(9)	(342)	(312)	(2 631)	(873)	(504)
Operating profit	(3)	31 292	23 576	20 573	14 142	35 328
Net finance costs	50	(15 184)	(8 331)	(9 267)	(10 495)	(3 010)
Loss on derecognition of long-term loan receivable	–	–	–	(2 840)	–	–
Net monetary gain	(13)	787	290	264	1 723	1 348
Share of results of associates and joint ventures after tax	(13)	705	(527)	840	(127)	1 226
Profit before tax	(16)	17 600	15 008	9 570	5 243	34 892
Income tax expense	(12)	(6 908)	(5 430)	(5 020)	(8 346)	(11 322)
Profit/(loss) after tax	(18)	10 692	9 578	4 550	(3 103)	23 570
Profit/(loss) after tax attributable to:						
– Equity holders of the company	(18)	8 963	8 719	4 416	(2 614)	20 204
– Non-controlling interests	(15)	1 729	859	134	(489)	3 366
Headline earnings/(loss)	(11)	8 411	6 055	3 279	(1 409)	13 600

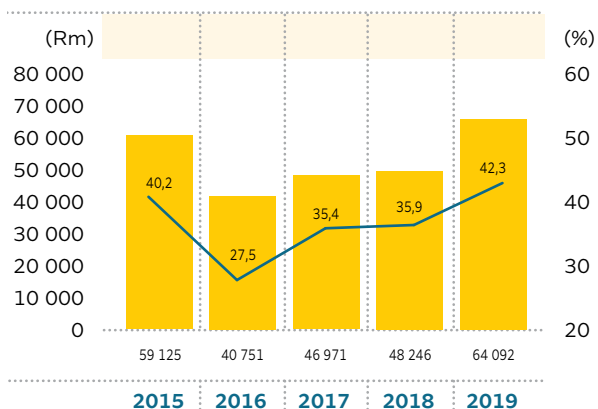
¹ Compound annual growth rate.

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.

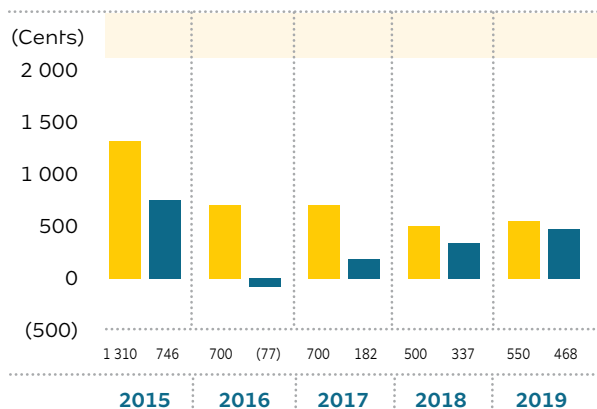
⁴ IFRS 16 reported numbers.

EBITDA



● EBITDA ● EBITDA margin

Headline earnings/(loss) and dividends per share



● Dividends per share ● Headline earnings/(loss) per share

Five-year financial review continued

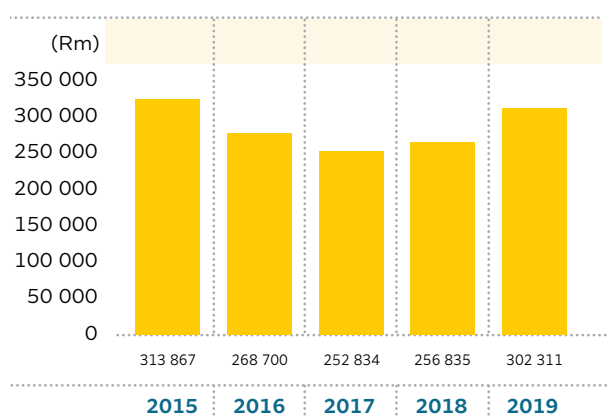
Statement of financial position	CAGR ¹ %	2019 Rm	Restated ² 2018 Rm	Restated ² 2017 Rm	2016 ³ Rm	2015 ³ Rm
Property, plant and equipment	(2)	98 312	100 581	91 786	95 633	106 702
Intangible assets and goodwill	(10)	36 866	40 331	38 330	46 473	55 887
Right of use asset		44 984	–	–	–	–
Investments and other non-current assets	(7)	40 797	39 196	51 414	45 876	55 304
Deferred tax assets	75	5 070	3 702	1 590	1 107	542
Bank balances, deposits and cash	(3)	39 096	30 210	27 398	35 052	43 536
Other current assets	(9)	36 348	40 056	42 316	44 559	51 886
Non-current assets held for sale	203	838	2 759	–	–	10
Total assets	(1)	302 311	256 835	252 834	268 700	313 867
Equity attributable to equity holders of the company	(13)	83 897	84 799	93 804	102 380	146 369
Non-controlling interests	(20)	2 203	3 427	1 532	2 851	5 469
Total equity	(13)	86 100	88 226	95 336	105 231	151 838
Interest-bearing liabilities	6	94 280	85 001	79 720	86 954	75 171
Lease liabilities		46 327	–	–	–	–
Non-interest-bearing liabilities	(3)	65 201	74 111	69 852	67 456	73 817
Deferred tax liabilities	(5)	10 403	9 497	7 926	9 059	13 041
Total liabilities	7	216 211	168 609	157 498	163 469	162 029
Total equity and liabilities	(1)	302 311	256 835	252 834	268 700	313 867

¹ Compound annual growth rate.

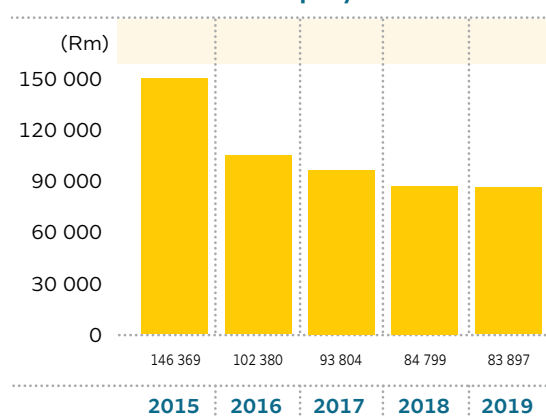
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Total assets



Equity



● Equity attributable to equity holders of the company

Five-year financial review continued

Statement of cash flows	CAGR¹ %	2019 Rm	2018 Rm	Restated ² 2017 Rm	2016 ³ Rm	2015 ³ Rm
Net cash inflows from operating activities	29	36 289	32 389	33 387	20 716	13 122
Net cash used in investing activities	(8)	(24 542)	(23 219)	(27 585)	(40 408)	(34 290)
Net cash (used in)/from financing activities		(4 340)	(11 123)	(14 612)	20 951	8 101
Net (decrease)/increase in cash and cash equivalents		7 407	(1 953)	(8 810)	1 259	(13 067)
Cash and cash equivalents at beginning of the year	(23)	14 967	15 937	27 375	34 139	43 072
Exchange gains/(losses) on cash and cash equivalents		(1 382)	1 598	(2 628)	(8 023)	4 134
Cash classified as held for sale		615	(615)	–	–	–
Cash and cash equivalents at end of the year	(11)	21 607	14 967	15 937	27 375	34 139
Statement of cash flows – extracts						
Cash generated from operations	(1)	55 197	40 345	38 484	55 681	57 598
Dividends paid to equity holders of the company	(21)	(9 352)	(11 236)	(12 565)	(19 792)	(23 506)
Acquisition of property, plant and equipment	2	(23 416)	(24 224)	(23 861)	(29 899)	(21 612)

¹ Compound annual growth rate.

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Five-year financial review continued

Performance per ordinary share	CAGR ¹⁰	2019	Restated ¹ 2018	Restated ¹ 2017	2016 ²	2015 ²
	%					
Basic earnings/(loss) (cents)		499	485	246	(144)	1 109
Diluted earnings/(loss) (cents)		491	478	241	(144)	1 106
Headline earnings/(loss) (cents)		468	337	182	(77)	746
Dividends (cents)	(20)	550	500	700	700	1 310
Net asset value – book value (rands) ³	(12)	44,5	45,0	50,0	54,3	79,3
Returns and profitability ratios						
Return on assets (%) ⁴		11,2	9,3	8,0	4,9	12,4
EBITDA margin (%)		42,3	35,9	35,4	27,5	40,2
Adjusted free cash flow		31 224	22 228	15 510	5 483	29 514
EBITDA multiple (times) ⁵		3,3	4,6	6,5	7,1	4,7
Effective taxation rate (%)		39,3	36,2	52,5	159,2	32,4
Solvency and liquidity ratios						
Gearing (%) ⁶		64,1	62,1	54,9	49,3	20,8
Interest cover (times) ⁷		2,1	2,8	2,2	3,9	23,0
Dividends cover (times) ⁸		0,8	0,6	0,2	(0,1)	0,6
Net debt to EBITDA ⁹		1,1	1,3	1,2	1,3	0,5
Operating cash flow/revenue (%)		36,4	30,0	29,0	37,6	39,2
Share statistics						
Closing price (cents per share)	(11)	8 249	8 900	13 446	12 617	13 289
Market capitalisation (Rm)	(11)	155 433	167 676	253 359	237 738	245 248

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³ Equity attributable to equity holders of the company divided by the weighted average 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.

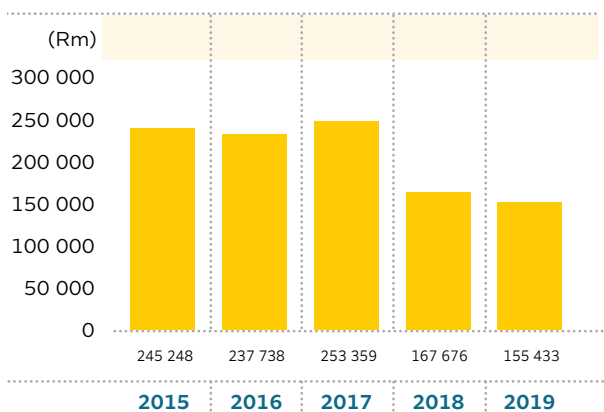
⁷ Operating profit divided by interest expense.

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

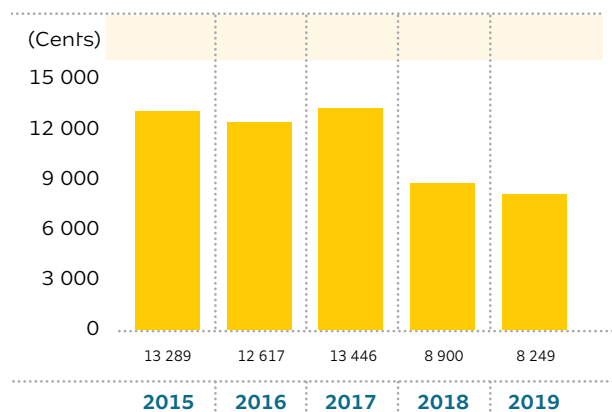
⁹ Interest-bearing liabilities less cash at year-end, divided by EBITDA, for the year.

¹⁰ Compound annual growth rate.

Market capitalisation



Closing share price



Five-year financial review continued

Non-financial information	CAGR ⁵		2018	2017	2016	2015
	%	2019				
Countries in which MTN has GSM licences		21	21	22	22	21
Subscriber numbers (million)	2	250,8	232,5	217,2	240,4	232,5
Group entities (excluding joint ventures)	2	201,3	185,0	171,2	190,0	183,6
Joint ventures		49,5	47,5	46,0	50,4	48,9
Countries in which MTN has largest market share		13	14	14	15	15
Total number of employees	(2)	19 288	18 835	18 931	19 466	21 084
Group entities (excluding joint ventures)	(3)	16 741	16 203	16 404	17 054	18 735
Joint ventures	2	2 547	2 632	2 527	2 412	2 349
CO ₂ emissions from energy use (tonnes)	9	2 281 348	2 131 042	2 006 248	1 606 174	1 589 888
Operational information				Restated ¹ 2017	2016 ²	2015 ²
South Africa			2018			
Mobile penetration (%)	3	190	172	167	153	170
Market share (%)	(5)	28	28	31	35	34
Subscribers (million)	(1)	29	31	30	31	31
ARPU (ZAR) ³	4	109	102	97	93	92
EBITDA margin (%) [#]	3	37	35	34	33	33
Capex/revenue (%) [^]	(12)	17	21	27	26	27
Nigeria						
Mobile penetration (%)	(5)	66	60	72	73	79
Market share (%)	2	49	50	42	48	45
Subscribers (million)	1	64	58	52	62	61
ARPU (US\$) ³	(3)	4	4	4	4	5
EBITDA margin (%) [#]		54	42	39	46	53
Capex/revenue (%) [^]	15	17	18	25	18	10
Nigerian naira average foreign exchange rate	13	25,05	27,41	24,61	18,28	15,63
Nigerian naira closing foreign exchange rate	19	26,09	25,33	29,05	22,81	12,88
Ghana						
Mobile penetration (%)	1	118	117	112	121	114
Market share (%)	2	56	51	55	56	52
Subscribers (million)	5	20	18	16	19	16
ARPU (US\$) ³	9	4	5	4	3	3
EBITDA margin (%) ⁴ [#]	6	51	38	40	41	40
Capex/revenue (%) [^]	(2)	20	17	21	24	23
Ghanaian cedi average foreign exchange rate	6	0,38	0,36	0,33	0,27	0,30
Ghanaian cedi closing foreign exchange rate	13	0,41	0,34	0,36	0,31	0,25

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³ Annual ARPU.

⁴ Excluding profit on tower sales.

⁵ Compound annual growth rate.

[^] IAS 17.

[#] IFRS 16.



Five-year financial review continued

Operational information	CAGR ⁵ %	2019	2018	Restated ¹ 2017	2016 ²	2015 ²	2014 ²
Iran							
Mobile penetration (%)	1	129	125	130	127	123	120
Market share (%)	(2)	43	43	46	46	47	46
Subscribers (million)		47	45	43	48	46	44
ARPU (US\$) ³	(14)	2	2	5	4	4	4
EBITDA margin (%) [#]	(2)	38	36	36	39	41	43
Capex/revenue (%) [^]	1	31	32	56	31	31	27
Iranian rial average foreign exchange rate	33	7 013	4 020	2 493	2 120	2 266	2 390
Iranian rial closing foreign exchange rate	43	8 121	6 044	2 893	2 355	1 947	2 342
Syria							
Mobile penetration (%)	(1)	82	87	81	80	84	82
Market share (%)	(3)	37	36	41	45	42	44
Subscribers (million)		6	6	6	6	6	6
ARPU (US\$) ³	(7)	3	3	2	2	4	4
EBITDA margin (%) [#]	21	39	40	30	32	18	19
Capex/revenue (%) [^]	(4)	30	41	48	49	37	10
Syrian pound average foreign exchange rate	9	30,27	32,79	37,76	32,41	21,64	15,43
Syrian pound closing foreign exchange rate	10	31,33	30,45	35,18	37,71	21,76	17,15
Cameroon							
Mobile penetration (%)	4	80	65	68	72	69	73
Market share (%)	(3)	49	47	54	57	56	59
Subscribers (million)	3	10	8	7	10	9	10
ARPU (US\$) ³	(4)	3	4	4	3	4	4
EBITDA margin (%) ^{4 #}	(4)	30	9	24	33	36	43
Capex/revenue (%) [^]	(24)	9	14	18	35	33	14
Cameroon Communauté Financière Africaine franc average foreign exchange rate	(3)	40,57	45,07	44,06	40,23	46,67	45,77
Cameroon Communauté Financière Africaine franc closing foreign exchange rate	2	41,78	39,39	44,44	45,34	39,02	46,94
Ivory Coast							
Mobile penetration (%)	6	138	130	136	117	109	84
Market share (%)	2	34	33	34	33	32	39
Subscribers (million)	10	12	11	11	9	8	8
ARPU (US\$) ³	(8)	3	4	4	5	5	6
EBITDA margin (%) ^{4 #}	(6)	26	22	32	33	34	39
Capex/revenue (%) [^]		12	19	16	24	13	19
Côte d'Ivoire Communauté Financière Africaine franc average foreign exchange rate	(4)	40,57	42,73	43,42	40,55	47,00	45,81
Côte d'Ivoire Communauté Financière Africaine franc closing foreign exchange rate	1	41,78	39,80	45,50	45,56	39,81	46,94

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³ Annual ARPU.

⁴ Excluding profit on tower sales.

⁵ Compound annual growth rate.

[^] IAS 17.

[#] IFRS 16.

Five-year financial review continued

Non-financial information	CAGR ⁴ %	2019	2018	Restated ¹ 2017	2016 ²	2015 ²
Uganda						
Mobile penetration (%)	3	50	54	55	48	44
Market share (%)	2	55	54	56	53	51
Subscribers (million)	10	13	11	11	11	9
ARPU (US\$) ³	9	3	3	2	2	2
EBITDA margin (%) [#]	8	47	37	35	30	34
Capex/revenue (%) [^]	(1)	16	15	18	14	18
Uganda shilling average foreign exchange rate		256,68	280,55	270,09	232,52	253,16
Uganda shilling closing foreign exchange rate	5	262,14	257,93	293,68	261,73	217,67
Sudan						
Mobile penetration (%)	(2)	63	56	56	56	67
Market share (%)	1	35	35	35	35	34
Subscribers (million)	2	9	8	8	7	8
ARPU (US\$) ³	(14)	1	1	3	3	3
EBITDA margin (%) [#]	1	36	35	35	32	35
Capex/revenue (%) [^]	(1)	23	26	12	34	24
Sudanese pound average foreign exchange rate	61	3,14	2,40	0,55	0,43	0,47
Sudanese pound closing foreign exchange rate	70	3,23	3,31	1,61	0,48	0,39

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