



MTN GROUP POSITION STATEMENT

Local Content

Introduction

- MTN Group is a leading telecommunications provider in emerging markets, committed to bringing a bold, new digital world to its customers. As a responsible corporate citizen, MTN recognises the importance of local content as a strategic tool for driving inclusive economic growth, sustainable development, and meaningful participation in the digital economy. This position statement outlines the Group's approach to local content and reaffirms its commitment to playing a catalytic role in transforming the societies in which it operates.

Purpose:

- The purpose of this position statement is to communicate MTN's commitment to advancing local content as a cornerstone of its development agenda. Local content aligns with MTN's strategic focus on creating shared value and ensuring long-term sustainability by fostering local ownership, participation, and economic contribution in our operating markets.

MTN's Approach to Local Content

- MTN's approach to local content is grounded in a clear and intentional strategy implemented across all its operating companies (Opcos) and platform businesses. This strategy is built on developing local, regional, and Pan-African capabilities; promoting inclusive procurement practices; and creating opportunities for local citizen participation and ownership. Each operating company is expected to develop and execute a tailored local content strategy or implementation plan that reflects the maturity of the local market and, at a minimum, ensures adherence to relevant national laws and regulations.
- The Group's methodology includes building local human capital through internal and external skills development initiatives, prioritising the employment of local citizens, and ensuring knowledge transfer where foreign expertise is utilised. MTN also prioritises local procurement, encouraging sourcing from locally registered suppliers who are tax residents and contribute to domestic economic value creation.
- Moreover, MTN supports SME growth through initiatives that provide access to markets, financing, and non-financial capability development. Lastly, MTN is committed to fostering broad-based local ownership models, including local employee share participation and partnerships with local institutional investors—tailored to the regulatory and capital market environment of each country.

Key Principles

- **Skills Development and Employment:** MTN is committed to equipping employees with future-ready skills that go beyond routine functional training, addressing current and anticipated



local labour market needs. We aim to empower local youth with relevant digital skills, thereby contributing to the broader telecommunications ecosystem. Recruitment practices prioritise local citizens, while foreign appointments are supported by clear succession plans to ensure long-term localisation of roles in line with applicable labour laws.

- **Inclusive Procurement:** MTN promotes the use of local suppliers by adopting procurement policies that, where possible, set aside a portion of spend for businesses that are locally owned, registered, and value-contributing. Foreign suppliers are encouraged to support local economies by establishing a physical presence, forming joint ventures with local entities, and participating in SME development initiatives.
- **SME Development:** MTN provides a range of support interventions, where feasible, including access to procurement opportunities, financing through grants or development loans, and non-financial support such as mentoring, incubation, and access to digital tools. These efforts aim to cultivate a pipeline of competitive, resilient local businesses that contribute meaningfully to the telecommunications sector and beyond.
- **Local Ownership:** MTN is committed to facilitating suitable local equity participation across its operations. This includes enabling investment from local employees, pension funds, and other broad-based local investors, depending on the legal and regulatory environment. These efforts aim to promote inclusive economic participation and align business objectives with the interests of the communities we serve.

Roles and Responsibilities

- Group executive leadership is responsible for ensuring strategic alignment and embedding local content goals into the broader business strategy. At the operational level, each Opco is expected to develop and implement context-specific plans that reflect local realities and regulatory requirements.
- Procurement, human resources, and other enabling functions are responsible for integrating local content considerations into their processes and ensuring consistent execution. Suppliers and contractors working with MTN are also expected to align with these principles by prioritising local employment, partnerships, and enterprise development.

Applicability

- This Local Content Policy applies to all MTN directors, officers, employees, and representatives, whether permanent, temporary, or on contract.
- We expect our intermediaries, agents, contractors, suppliers, and business partners to uphold the same standards.
- Our Supplier Code of Conduct outlines the minimum standards—including those relating to local content—that each supplier of products or services must meet.
- MTN is committed to transparency and disclosure regarding local content.



Communication and Training

- MTN's Local Content Policy is shared with all employees of MTN's operating entities, subsidiaries, and partners. The policy is translated into local languages where required. Comprehensive training is provided to employees and partners on an annual or biannual basis to ensure understanding and effective implementation.