MTN Group

Transcript of H1 2026 results presentation

Monday 24 August 2026

Video

At dawn, a farmer sends a message. By midday, a student joins an online class. At dusk, a trader secures a deal. Every moment across Africa, people connect. Connection ignites clarity. It slices through noise, erases distances, sparks ideas into action. Connection fuels resilience. It keeps businesses running. Students learning. Families close. Communities thriving. No matter the challenge. Connection drives speed. Because opportunity doesn't wait, decisions are made in real time. Transactions happen in an instant. Progress moves at the pace of now.

From 1994, we have pursued one mission. To empower everyone everywhere with the benefits of a modern, connected life. To drive Africa forward by giving a voice to the unheard, putting the internet into everyone's hands. To empower the unbanked. Open doors to commerce and reshape industries that transform realities. From a single nation to an entire continent, we have become part of everyday life, moving into the fabric of culture. We are everywhere you go, because progress isn't just about technology. It's about people, people who dream, build; people who push forward no matter the odds because when people move, Africa moves forward. The journey is bold and it's just the beginning. Africa's story is still being written. Together we shape the next chapter, unlocking growth and delivering returns.

Roy Mutooni

Good afternoon everyone and welcome. It's my pleasure to welcome you to our interim results for the six months ended 30th June 2026. A warm welcome to everybody here in the room at MTN Innovation Centre, including all the members of our investment community and the media. I also would like to welcome members of Exco and any board members who've come. We also welcome everyone joining us remotely, as well as all the MTN colleagues across our markets.

Before we begin, let me cover a few housekeeping points. First, our standard disclaimer and safe harbour statement is displayed on our screen now. There you have it. And applies to today's presentation. For those physically in the room, just in case of emergency, understand that is one exit, and the other is on my right. For connectivity, the Wi-Fi details are now displayed on screen. I'll just pause a little to let you capture them. If you plan to share updates online, please use #MTNInterims and tag our corporate accounts, @MTNGroup on X and @MTN on LinkedIn. A QR code for the whole results booklet is also displayed on screen for easy access.

And finally, following this presentation, all guests in the room are invited to join us for cocktails and continue the conversation outside the auditorium. Our agenda for today will begin with an operational and strategic review, followed by the Group's financial performance. We will then open the floor for questions. A reminder for all those on the webcast to please submit your questions through the platform and we will read them from there and try to answer them. That brings us to the start of today's presentation. It is now my pleasure to invite the MTN Group President and CEO, Ralph Mupita, to stage.

Ralph Mupita

Roy, thanks very much, and extending my own welcome to all of you who have joined us here at our head office campus at 14th Avenue. We have some shareholders and broader stakeholders who are here. And also to extend a welcome to all the stakeholders joining us on the various virtual platforms. And to the MTNers across our 19 markets, you have delivered the results that we have the pleasure of showcasing to our stakeholders more broadly. And so over the next 45 minutes, we intend to take you through the highlights, operational and strategic review, financial overview, and then the outlook and priorities that we have for the second half of the year.

Tsholo Molefe, our group CFO, is not with us today. She's had a bereavement in the family. She lost her brother recently, and we're wishing her all the best during this difficult time to her and her family. So, I will be presenting the financial overview that she would have ordinarily presented, and the numbers that I'll take you through would be those that she and her team produced.

So, going straight into the highlights, we've got six key messages that we'd like broader stakeholders to take away from the results. We trust that you've had the opportunity to read our SENS document since we released it early this morning.

The first message is that we've had very **strong commercial momentum** that has translated into strong growth and solid profitability. The results are broad-based. Nigeria, Ghana continue to deliver very strongly, but we've seen a good performance improvement, particularly for markets such as Côte d'Ivoire, Cameroon and Uganda, which have remained very resilient, and I'll take you through the picture of where the performance is coming from.

The second is that the **financial results have been pretty strong**. The top line when you look at a constant currency basis has grown 17.5%, inside our medium-term guidance range. And we've seen EBITDA expanding more significantly than service revenue growth. And the EBITDA margin that is reported at the end of the half is the strongest that we've seen certainly since around 2012, adjusting for accounting changes, IAS 17 and IFRS 16. Broadly, this is the highest that we've achieved in over a decade.

The third is really the story around **Fintech**, reported service revenue below our guidance. And there's three non-operating factors that have impacted the results that we've seen, just on 13.3%. And I'll take you through that detail of those three non-operating impacts. And if you strip those out, the growth will be much closer to 19.3%. What is pleasing on the Fintech side is that we're seeing the ecosystem continue to be very strong. So, transaction values are up over a third, close on to US$331 billion of transaction value going through our network over the period. And advanced services, which we see as the future-proof services to our customers, continue to accelerate over 30%: 32% to be exact.

The fourth message is really about **earnings, returns, and the equity-free cash flow growth**. I'll take you through a bridge view on the drivers between basic EPS to adjusted headline earnings per share. The adjusted HEPS, which were up 21.3%, show the underlying earnings momentum in the business. We saw also very strong expansion on return on capital employed. We ended off the year, last year, just on 27.1% and we're closing the period for the first six months of the year at 31.5%. The equity-free cash flow, which underpins our shareholder remuneration framework, grew a pleasing 32.7%. And when we look at the cash flow bridge, we'll show you the quality of cash flow as well as cash conversion.

The fifth message is we're seeing good **progress on the IHS transaction**, quite a complex transaction to get over the line. We've had to see disposal of the Latam assets. There are tower companies in both Brazil and Colombia which have been disposed of and those cash proceeds have been rolled up to the group. And there's also been the sale of the fibre business to TIM in Brazil. And again, those cash proceeds are part of the funding structure for the transaction.

We saw also the EGM successfully held on the 4th of August and we're now going through the various regulatory approvals. One of the key regulatory approvals we called out with our results was the competition authorities in Nigeria, FCCPC, where we've concluded our engagements with them and we have secured conditional approval. One of the key terms of the conditional approval is that we are going to do a further sell-down of up to 30% to local Nigerian investors on a commercial arm's length basis subject to market conditions. And any of the proceeds from that will be used to pay down the debt stack that's in IHS. I will give you a bit more detail on that.

The sixth message is really around the **share buyback programme**. We announced the share buyback as part of the shareholder remuneration framework, a composite of cash and share buybacks. And the share buyback programme over a three-year period has a target of R6 billion-equivalent where we will repurchase the shares and cancel them on acquisition. So, that has commenced with going into the open period. And we're also reaffirming the **medium-term guidance**, and we'll give you some colour on how we're thinking about Nigeria, giving us the confidence, particularly when we saw the market reaction towards the Nigeria results. And I'll cover that a little bit later.

So, just a little bit on the **macro conditions** that we operated in. They were fairly supportive in the period. We saw inflation coming down. In the half year last year, inflation was around 14%. In H1 2026, it was just slightly over 9% on a blended basis across our markets. Our two major currencies, the naira and the rand, were fairly stable in the period. What did create an effect on our reported results was the fact that the currencies of the rest of our African Opcos were weaker against the South African rand in the period. We also make a callout that the growth prospects as referenced by real GDP outlook continue to be fairly robust. So, this is giving us the confidence that the underlying demand that we see across the markets will translate into strong financial results.

When we look at the **commercial momentum** that we see in the business, what are some of the key indicators? We saw the subscriber base grow to just shy of 318 million subscribers served across our markets. That's growth of just under 7%. Active data subscribers grew much faster, as we saw more and more of our customers using data service on a more regular basis. And that you can see in the very strong data traffic across our markets: 14,338 petabytes of data traffic coming through our network.

On the Fintech side, we've got slightly under 71 million monthly active users. The Fintech ecosystem continues to be strong: 13 billion transactions by volume across the period, by value US$330.5 billion equivalent, having grown by almost a third in the period. So, where is this growth coming from? This is another way of looking at the drivers of growth, subscribers, active data users, and Fintech monthly active users. So, what you see in this picture is that there's a broad-based contribution towards the growth.

Subscribers in the period is part of the growth that we saw: Nigeria, 7.5 million up. But you also see that Ghana is growing. South Africa is flat. And then you see SEA and the Francophone markets also contributing to growth. So, this is a portfolio that is delivering the growth. Some of the markets are much more mature, like South Africa, some more nascent, and give us a confidence that we'll still see strong runway for growth.

So, how does this translate into **the financials**? Looking at the financial contribution from growth, earnings, balance sheet and returns. As I mentioned, service revenue is 17.5%. What's really driving that is data. When you look at data now, it's close to 50% of service revenue across our markets. It grew by 29.2%. I'll show you later that voice is actually still fairly resilient in some of our markets, particularly if you look at markets ex-SA. But the big driver of growth is increasing data usage across our markets.

Earnings, very strong growth and contribution. These are KPIs I've mentioned. The balance sheet remains strong and resilient. We've got very low Group leverage at 0.3x. The debt mix has improved considerably. We have an outstanding Eurobond of US$500 million, which is due in October of this year, and we well arranged to deal with that maturity as well as financing the IHS acquisition. So, that debt mix is very pleasing, giving us shock absorbance capacity. And the liquidity headroom has remained well above what we see as the minimum that we would want to see in the business. On the return side, the cash flow metrics all growing very strongly and as I said, reporting a nice jump in returns on capital employed over the period.

So, let us have a look at the **operational review** looking at our key markets starting with South Africa. **South Africa** is a tale of two stories. We've seen very good growth on postpaid, enterprise and wholesale. All these businesses growing well above inflation. The big drag on overall growth has been prepaid. Now within prepaid, one has to decompose it. You look at prepaid data, that has grown above inflation. And you can see that in the chart on the left-hand side, we're starting to see a re-acceleration on prepaid data. The major drag is really around voice.

We have, as we communicated with our full year results of last year, that we are on a deliberate reset to improve the quality of prepaid growth. We want growth that is less dependent on airtime advance. So, we've pulled back quite sharply the extension of airtime advance into the prepaid base in South Africa. That used to be about 42%. It's now in the low 30%s. We've stabilised the amount of that into the market. We've seen improving repayment rates within the month. October last year would have been saying it's 50%. It's now up to 70%. And with that deliberateness of pulling back the airtime advance, it does have an outsize effect on voice. Voice is more strongly correlated in the prepaid base to airtime advances. And we think that this is the right set of actions to improve the quality of that base.

There are other actions that we've taken around product simplification and those are ongoing, and on the channel mix side starting to do more direct integration with the banks. They are also working capital positive effects of that, and that is ongoing. So, the reset is continuing. And as we move into the second half of the year, particularly focused on a recovery in prepaid voice, we should start to see getting us back into growth for the full prepaid segment.

Moving on to **Nigeria**, just a couple of key messages. Karl and the team reported results a few weeks ago. So, very strong growth on the net addition side. Data usage is pretty strong all around. The market conditions in Nigeria were characterised by a pretty stable naira, improved liquidity. The liquidity at the exchange rates that are prevailing does not present us with many difficulties. We've seen inflation moderating during the period.

But of course the big callout in the period was that there were higher global oil prices, which translates into higher diesel price. Our network in Nigeria is like 95% on diesel generators, 5% on the grid, so diesel prices have flowed through into our cost structures. Just over 30% of opex within Nigeria is energy prices and that's substantially diesel. And the way our contracts work, the cost in the quarter is the prior quarter's average diesel prices. So, what we experienced in Q2 of this year will come into Q3, and then Q3 will come into Q4. And we'll talk a little bit about that.

Notwithstanding that, we really pushed hard on our capitalisation. The capex intensity in Nigeria was over 20% as we pursued growth in our mobile network and pushed hard on the significant home opportunity that we see in Nigeria. Pushing both a combination of fixed wireless access as well as fibre, where we see the use case and the investment case for fibre to be pretty strong.

The other big callout that I mentioned was we had a directive from the FCCPC, which is the competition authorities there, to suspend airtime advance in April. Our posture, as always, is we take zero tolerance to regulatory sanctions and positions. So, we brought our airtime base down to a quarter of what the run rate would have been in Q1. So, that has had massive impacts on the revenue we would have generated between April, May and June.

Subsequent to the period ending, we received communications from the FCCPC and we're back on a recovery path with the airtime advance, and we're moving from a one-vendor environment to four vendors that are now in the system. So, in Q3 and Q4, we should start to see that build-up back in terms of the whitelisted base where we can extend airtime advance in Nigeria.

So, that had a big drag on the service revenue in Q2. You see at 13% print, including the airtime advance impact, but if you were to strip that out, that's high 20s service revenue growing in Nigeria. And there was also the base effect of last year's tariff increase, which came fully into Q2, which creates a bit of a base effect, and I'll come back to that in a subsequent slide. But what we are pleased with is that demand in Nigeria continues to be robust, and whether you look at net additions and when you look at data usage growth, the demand is structurally strong and remains so in Nigeria.

As I mentioned, one of the issues we saw was just the importance of communicating the two effects we saw in Nigeria. The first is the base effect. So, on the left-hand side of the chart, the graph is showing year-on-year increase of service revenue growth in yellow, and then the grey bars are showing you compounded two-year average, which is smoothing out some of those base effects. So, what you can see between Q1 2025 and Q2 2025, a very elevated increase in the service revenue growth. That is when the 50% tariff increase, came into full effect. So, it drove very strong growth in Q2, very strong growth into Q3.

But when you start to look at a much more normalised two-year CAGR, you see that actually the growth is more normalised. The right-hand side of the chart is telling another story around demand. So, we've indexed Q1 2025 to 100 up to Q2 2026. So, we are now generating over 65% service revenue, absolute service revenue, versus the first quarter of last year when the tariff increases came through. Those two effects, including the XtraTime suspension, are the major drags which reverse out as we move into the second half of the year, and we are confident that the medium-term guidance framework we gave around Nigeria will be maintained on service revenue.

On the EBITDA margin, we'll still be in range, but because of the higher energy prices, we see ourselves at the lower end of the range. The lower end of the range is around 53% EBITDA margin. So, that is Nigeria.

Moving to **Ghana**. Ghana had a stellar performance, sustaining service revenue growth of 32%. Inflation has come down quite a lot. Inflation is just under 4% and Ghana is out of hyperinflation. Many of you will remember that last year we were talking about Ghana having gone into hyperinflation. It's out of hyperinflation and that has some accounting effects that I'll explain a little bit later. We saw a slight weakness in the cedi versus the closing of last year and averaging out at ₵11.33 to the US Dollar.

The macro environment we see as relatively stable and we pushed quite hard in rolling out new sites. And very strong capex additions in the period, rolling out new sites. And again, it's a market that we believe has got strong home connectivity potential. We saw a very strong growth in EBITDA and then EBITDA margin. Our highest EBITDA margin we're generating across the business is in Ghana at 61.8%, and very strong PAT growth. And you can see that data contribution to service revenue is pretty close to 60% now in Ghana, where we're seeing very strong growth and demand.

You saw in Nigeria customers are using an average of about 14.8 gigs. In Ghana it's like 19 gigs. And the demand continues to grow in that particular market.

On **Fintech**, the reported print and growth, 13.3%, and the non-operational items were really around the Uganda election shutdown of the mobile money system. Of course, Uganda is a big part of our Fintech platform, second only to Ghana. There was a change in the floats. We were earning 4% on float, that was brought down to 1%, and that had an impact.

And the final bridge point is this XtraTime in Nigeria effect. But as I mentioned earlier on, the ecosystem continues to be strong. We see high transaction volumes, transaction values being very strong. And advanced services, which are the future, continue to grow very strongly. Pleasing growth that we saw particularly around banktech, that's up 78%. The majority of our banktech has been through partner banks.

As we mentioned before, we'll start to incrementally do our own balance sheet lending as we look to acquire the appropriate licences across several markets, and we're seeing good growth on payments and e-commerce as well as remittances. Active agents have also grown and so have active merchants, which gives us a sense of the capillarity our network. And usage across grew by 18% to 2.3 million active merchants who accept mobile money across our markets.

In terms of our **medium-term guidance**, we're pretty pleased with most of the indicators. The key areas of work still to be done are South Africa, where the key issue is prepaid voice. The balance is actually growing pretty healthily. But that's a function also of deliberate steps that Ferdi and team have taken to improve the base quality and reduce the amount of airtime lending. And then Fintech at 13.3%. We would call out that for the full year, we don't believe that we will be in the guidance range, particularly driven by the XtraTime impact that we've seen in Nigeria. Leverage is very healthy, and returns on capital employed remains at the top end of our own three-year outlook.

Moving on to the **financial review**. Let me just start by addressing the material non-cash adjustments to earnings, which gives you a bridge view from basic earnings to adjusted headline earnings. There are three big items to call out here. The first is the impairment on re-measurement of our 49% shareholding in Irancell. Given the macroeconomic conditions, both the hyperinflation as well as the currency devaluation, and on re-measuring that asset, we took a R3.9 billion impairment. That's 213 cents per share off our basic EPS. The investment now is about 3% of adjusted headline earnings and about 7% of group net assets. We have a carrying value there of about R10.5 billion. And obviously at the full year there is an opportunity to look at remeasuring that investment.

The second are hyperinflationary effects. We have a couple of markets in hyperinflation. Sudan, South Sudan and Iran. The hyperinflation effect you see in Ghana is Ghana coming out of hyperinflation and the translation effects of that to the P&L. That's another 22 cents that you see there. Then on foreign exchange, there was some slight benefit from Nigeria, but the big callouts were really around South Sudan, where the currency of reference is the parallel market rate. The official market rate is not accessible. There's very limited foreign currency there. So, for all practical purposes, the parallel rate, and there was a massive devaluation of the South Sudan pound, and that's the 65 cents that you see there.

The upstreaming is Ghana upstreaming from Ghana to Dubai, and the exchange rate depreciation there is the large contributor of that. So, that's a repatriation set of issues. So, when you reconcile all of that, you get back to the 793 cents per share, which was up 21%, showing the underlying growth. Obviously these items are all non-cash and as you'll see later that the cash conversion from earnings to cash remains very strong across the Group.

I won't spend too much time on the **P&L**. Many lines to analyse here and some of them we've touched on, particularly service revenue and EBITDA. As you move down the P&L, some of the highlight points I've covered. FX losses you'll see increased by 31.9%, largely explained as I said by South Sudan, and the repatriation of dividends out of Ghana to Dubai, to the Group. The Irancell impairment, so from a swing of profit from JVs and associates to a loss of R3.3 billion equivalent.

We also saw through the improved profit before tax that actually the tax charge is much higher and you know we've seen the withholding taxes. So, as you repatriate we had a pretty strong cash upstreaming half-year at R13.9 billion, so that attracts quite a bit of withholding taxes in the period. And the strong earnings of Nigeria and Ghana with the minorities, you'll see that there's a strong share of minorities, about R4 billion, that went through to non-controlling interest.

Just walking through some of the elements of the P&L, a couple of key messages on the **service revenue contribution**. Data is now 50% of service revenue and the biggest contributor growing at 29%. All the bearers are in growth. Even voice at 2.4%, the growth is much higher when you strip out South Africa where growth in the half was a negative 10.4%. But a very healthy growth that you see. Digital services increasing their own contribution. Wholesale being also a big part of, in particular, the South African business.

If we look at **Fintech**, decomposing the revenue bearers, the basic services grew relatively sluggishly from our own performance. And there were a couple of challenges there, and I mentioned Uganda because of the election shutdown. Advanced services growing at 32%, and airtime advance actually contracted in the period. That's largely a function of suspension of airtime advance in Nigeria.

When you look at the Fintech margin, the margin has come down slightly, 42.4%, but that's largely driven by the lower contribution of airtime advance. If you normalise for that, actually the margin is about 38.8%, which is still relatively healthy. And then you can see the mix effect, revenue contribution on the right-hand side of the chart, that slowly increasing the proportion of advanced services, pretty much a third of total services from a revenue contribution side.

How does the 13.3% translate to 19.3%? The three drivers. First, the Uganda election shut down for the whole system. We were out for over a week. Now, a week doesn't seem like a long time, but it's difficult to fill that week up over time. So, that's 0.6 percentage points. Second, the Ghana float rate change, 4% to 1% as the inflation and rates came down. That compressed some of the earnings we'd have ordinarily enjoyed. And then, third, the big impact is really our suspension of the XtraTime or airtime advance in Nigeria. And you can see that bridge view to try and create a much more normalisation effect. So, obviously these are non-operational items, but the team is working hard to try and reverse those. The big one being Nigeria. As I mentioned, we now have a four vendor platform that we're working hard to bring back to full capacity.

Group expenses, a couple of points I'd raise here. Firstly, they grew at 13.3% on a blended basis. That's lower than the 17.5% service revenue growth. So, operating leverage coming through and you can see the total cost to revenue contribution coming down from just under 56% to slightly above 52%. When you look at where the big changes are, the big ones are really cost of sales. Some of that would have been on the XtraTime side, to be clear. But I think more importantly is the network leases and utilities. We have revised quite a lot of the tower contracts over the last couple of years. They've given us some benefit and resilience when we look at the expense breakdown. So, this is driving the operating leverage that's improving the EBITDA margins. We do make a callout because it's important to reference energy prices in a global environment where energy prices are relatively higher than we would have all thought. We thought it's important to reiterate that energy costs for the Group are 15% to 20%, and in Nigeria they're more between 30% to 35% in terms of opex contribution. And because diesel is the biggest component of total energy, you can see that the movement of diesel prices has an impact on margins.

We have given the sensitivity before that says if you start off the year with diesel prices like ₦1,100 per litre, and you move to ₦2,000, the sensitivity that would shave off 1.8 to 2 percentage points of EBITDA margin if you annualise it for the full second half of the year. So, expenses nicely managed and creating operating leverage. We've also benefited in the half with our continuing expense efficiency programme, which generated about R1.2 billion of expense savings in the period.

Moving on to **EBITDA**, we've got a bit of jaws helping us here between service revenue and expenses. We see EBITDA growing just under seven percentage points above service revenue. And we are seeing this margin expansion. H1 was a bit of a low for the Group. It had a bit of the Nigeria shocks that we experienced with the sudden currency devaluation and we burned through our distributable reserves. We've built these back up in Nigeria and you can see a nice uptick on margin.

If you think about MTN as a business with several clusters, let's call them five clusters, we saw Nigeria expanding margins. There's expansion of margins in Ghana. There's expansion of margins in Francophone. SEA, there's a slight contraction. That is largely to do with Uganda. And then in South Africa, if you strip out the share-based payments, we would have had a slight margin improvement. The share-based payments created the contraction. So, there's broad-based contribution towards this margin improvement that you've seen.

On **capex**, we capitalise about 16.6% in terms of capex intensity. That's just shy of R20 billion. Some of the markets where we're seeing faster growth opportunities like Nigeria and elsewhere, the capex intensity is much closer to 20%, so this is the average of the portfolio. And we anticipate that in this full year, we will remain in that 15% to 18% range that we try and manage the allocation of capex into building the network, the IT investments that are needed to grow our business. So, you can see on the right-hand side of the chart that the majority of the capex in the half went into the network connectivity business as we pursue growth in the mobile network as well as in our home connectivity.

Just on **cash conversion**, how are we translating earnings to equity-free cash flow? You can see there the bridge view and some key callouts. Obviously, cash capex is a large item in the half. That was just under R23 billion. Operating free cash flow before spectrum and licences - we didn't have many licences and spectrum in the period - that grew a healthy 23%. Then after net interest paid and taxes, the free cash flow itself grew at 66%. We had over R4 billion equivalent that was paid to non-controlling interest minorities, driving the equity-free cash flow growth to just shy of a third, 33%, growth. And that is the base framework for our shareholder remuneration framework.

On **leverage and liquidity**, again, very strong balance sheets, group leverage 0.3x. As you see, cash upstreaming last year was about R8.2 billion, this year R13.9 billion, very strong cash upstreaming from markets such as Ghana and Nigeria in particular. But we have cash upstreaming more broadly across the portfolio. And we tend to have a much stronger second half of cash upstreaming than the first half, so this is pleasing to see the amount of cash upstreaming that's come through in the half, just under R14 billion. And then when you look at our **debt stack** at the Holdco level, quite pleasing, a good maturity profile. This year, we have the final of the Eurobonds that we've had probably for the last decade that comes up for maturity in October. And as I said, we have the resources to deal with that and other investments that may be ongoing. So, very limited US dollar. For sure, when we bring IHS, that ramps back up, and on a pro forma basis, we see that moving from 0.3x to about 0.8x in the way that we've thought about the funding for the transaction.

Just finally, just looking at the results and standing back, the key callout is **high-quality growth and returns delivered in the first half**. From a capex intensity, you see 16.6%. EBITDA margin is very healthy. Strong returns and free cash flow conversion. When we look at free cash flow over reported profit after tax, very strong at 92.5%. At the end of the day, you want to convert as much of your earnings to free cash flow. So, in the period, it was very pleasing.

Just moving on to the **outlook and priorities**, which is the final section before we take questions. The macro outlook remains uncertain, driven by global geopolitical developments that are out there. All of you read the same material that we do in trying to understand the forecast. These are not our numbers. These are numbers that we get from other agencies. But just showing that growth across our markets, Sub-Saharan markets, is expected to remain fairly resilient. Inflation is expected to remain quite muted. There might be a slight tick up in Ghana according to the data sets that we see. But the main issue to watch out for into the second half is the direction of travel for inflation across the markets. Where do the currencies move? And energy prices because it affects the power input as well as the direct expenses into overall MTN and Nigeria in particular.

So, what are we monitoring? We monitor many things but we call out these four. Global oil prices and how they translate into diesel costs. Regulatory developments. Where are the spectrum acquisition opportunities? I think it is well known that the 5G is coming up in Ghana imminently. There are a few others that are there. South Africa, there is the end user regulations that are topical and in discussions with the authorities. And obviously, the geopolitical developments have second-order effects that we need to keep an eye on. Technology is always an area that needs focus. If you get the technology shifts wrong, the business will lose its footing. We're looking at how these AI frontier models are developing both in the West and in the East, how these open rate models are developing and their capabilities, at what cost points, what token consumption, token economics go with those. These are things that Charles and the team are focused on as we deploy AI ourselves internally. LEO satellite partnerships and how we embrace them within our overall connectivity space. We do believe that there's a place for partnerships and we do believe that one has to take a market-by-market approach on how we deal with that. Chipset pricing is really impacting handset affordability. Obviously, the chip manufacturers can either direct demand to handsets or the big build-out of data centres that's happening globally. So, we've seen that create, for the moment, a barrier towards smartphone affordability. And we have to work around that by finding financing solutions. So, these are some of the things that we're monitoring as we go into the second half.

And so what are our **key focus areas**? They're pretty much the same as we spoke about with our full year results of FY 2025. Deliver the **SA prepaid recovery**. It's a deliberate reset. And we're seeing pleasing momentum. It'll take a bit of time. We want to sustain the **commercial momentum** we're seeing across the business. We're seeing broad-based growth. One market which has been under pressure and used to be quite a significant contributor, particularly to Group upstreaming, is Benin. And Benin, within the Francophone markets, the regulatory asymmetry has been removed, which is very helpful for us, particularly around price floor, because we have a big business there. We have strong market leadership, so Uche and Karl are working around that, so we want to see that momentum coming through. We want to see momentum in Côte d'Ivoire. We want to see the strong growth in Cameroon come back and the recovery particularly around Uganda, so that we have resilience within the portfolio being able to drive the growth.

And we have our **Fintech commercial and strategic priorities**. We are launching a new platform. We've spoken in the past that we need to build a new future-fit Fintech platform. So, we're starting that in Nigeria, as we speak right now. We did announce our partnership with Ant Financial. Serigne and the team have done a lot of work around that platform in Nigeria, so I think we'll be able to launch in the next couple of weeks what we call MVP1, so that we address all the latency and issues around the platform that have hobbled up the progress that we would have wanted. So, very pleased that that is now in traction and looking at a variety of licences across some of the markets. And obviously, the rebuild of airtime advance into Q3 and Q4.

The fourth is continue to **maintain capital and cost discipline** and maintaining this healthy financial profile for the Group, and then obviously **completing the IHS transaction**. So, on the IHS transaction, a few points before I wrap up. As we've said before, from a pro forma perspective, the transaction is accretive to revenue and to earnings. And we continue to believe that will carry on and translate. And we're going to have to fund the acquisition by raising some debt to fund a portion of the transaction. You well remember that we will fund it both through the cash that the business has accumulated from operating cash resources as well as the sale proceeds from Latam. Both of those would be used as buying out the 75% shareholders. And then there will be about US$1.1 billion that we need to raise to complete. And that's all been arranged. And we will be ready to act as soon as we've met all the conditions precedent.

On the FCCPC, I think I need to be a little bit precise on this one, just so that you get the framing correct. We've agreed with the competition authorities to have 30% localisation to Nigerian investors on an arm's length market basis, subject to market conditions. And obviously, we'd like to do it as quickly as possible, but they're all those provisos. Any proceeds from that sell-down for that part of the business will be used to reduce the IHS, which obviously will reduce the total debt stack that we will have on day one. So, we'll see how that progresses. And we do anticipate that the transaction should close in H2 of 2026. We had positive feedback from COMESA on Friday. We have the FCCPC, and the three major outstanding ones would still be the NCC Nigeria, which we are engaging them with, the competition authorities here in South Africa. With the size of the transaction, from a Comp Com, it will have to go through the tribunal, as is customary given the size of the transaction. And we also have CEMAC and ECOWAS still to go. So, these are areas that Kholekile and his team, our M&A, regulatory, legal teams are working to try and get us. So, some of the steps we've completed, and the other ones seem on track if you have close of second half of the year as the time period.

Ladies and gentlemen, thanks very much for listening to me the last almost 45 minutes. And I've had to do the financial review. I haven't done it in several years, so hopefully it came out clearly.

The **medium-term guidance**, we are reaffirming it. As we said, for this year, Fintech will be out of guidance. But over a three-to-five-year period, which is what our guidance is, we are maintaining that guidance at this period. Shareholder remuneration framework is in place. 40% to 60% of equity-free cash flow in this period. That grew 32%. And we have initiated the buyback and appointed the broker, so that has commenced effective today. We have confirmed previously to you that at the end of each quarter we'll report on how that buyback programme has gone. So, at the end of Q3 we'll give you some feedback.

The **investment case** remains the core of how we think about the opportunity for digital and financial inclusion across the markets. We remain excited about it and committed to delivering the value that we're promising shareholders. With that, Roy, I'll pause and open up for any questions. Thank you.

Roy Mutooni
Thanks for that, Ralph. Before I go to questions in the room, some of the questions that have come online I think will cover a lot of the things that you're interested in, particularly the ones around South Africa. So, I want to bunch them together and then I'll put them out there. The first question is around XtraTime rationalisation and its impact on data and voice in South Africa. The question is, how much further do you need to go? What is an ideal level of XtraTime penetration? When do you think all of this bottoms out and you start seeing an improvement from a top-line perspective?

Ralph Mupita
Yeah, I have Ferdi in the room. Can you get a mic to Ferdi, who can talk about the initiatives around SA?

Ferdi Moolman
Good afternoon, everybody. We've done a lot of work on XtraTime. We feel at this particular point in time that we've reached a level where we are comfortable to start pushing XtraTime into the market again. We've started doing this. Of course, the concern is we must do it in a very responsible

manner. We can't just go out there and push XtraTime. We could end up in a similar situation where we feel we were earlier, where we were perhaps penetrating too deep and also penetrating in the wrong part of the market. But it's obviously substantial and it has a direct impact on revenue. Whether it's voice or data, it just has an immediate direct impact on it.

Roy Mutooni

While we still have you there, Ferdi, one other question that keeps coming up is, is Cell C up to date with their payments, and when will negotiations around an updated pricing framework for the roaming agreement be finalised?

Ferdi Moolman

So, the relationship with Cell C is healthy and ongoing. Of course, contracts of that nature are huge and complex, and they also allow for parties to get together when it's required. So, we are busy talking to Cell C. I've said before, and it's important to reiterate, I wouldn't like to provide more detail. We do have an NDA, and it is very complex. So, I wouldn't like to give more information on Cell C at this stage.

Roy Mutooni

Thanks, Ferdi. Any questions in the room? Louise?

Louise Pillay

Thanks for the opportunity. Ferdi, if we can stick with you on South Africa capex. It seems you are spending at the current run rates half of that of your number one peer. Can you give us colour? Do you think that will accelerate into the second half?

Ferdi Moolman

Capex always accelerates in the second part of the year. We're right now busy with a substantial upgrade on our radio systems. We started, I think, about six or seven weeks ago, so you'll see an increase in capex. The rollout has also been quite promising. We've seen a good improvement in quality and we've also seen data growth on the back of the capex rollout. But I think it's fairly normal that it comes in towards the latter part of the year. SA's capex is a bit slower than Nigeria. Nigeria always goes a lot earlier. And I think the other issue on the upgrade of the RAN, we had to go through quite an extensive procurement process as well, so it did take a little bit longer than what we anticipated.

Louise Pillay

Thanks, Ferdi. And my second question is on the uncertain tax exposures contained in your contingent liabilities that has doubled year on year. Is this related to new tax assessments or is it penalties and just interest?

Ralph Mupita

There are new tax assessments across the portfolio. From time to time, you do have disputes with the tax authorities. And if we believe it's relatively certain, we'll put it through or put it into provisions. So, on the contingent basis, it will be communicating that there are new matters generally that we're dealing with.

Lihleli Xoli

Thanks team and thanks for taking our questions. , Nedbank. Just on Ghana, the business seems like it's growing quite nicely. Can we just get a sense of what the growth profile and sort of runway is for that business? And if it is indexed to home connectivity, how should we be thinking about potential cannibalisation of other revenue streams and the capital intensity?

Ralph Mupita

Yeah, as you say Ghana has had a good runway. And at the Capital Markets Day the big question was how long can this last. And obviously we're saying to the team, keep pushing. I think the big growth vector for Ghana going forward is we'll move from mobility to home. And when I say in the future, I'm not talking about the next quarter or two. But more structurally the next three years is when we see a significant home opportunity in Ghana that's addressable from our point of view.

And it will come in two forms, obviously fibre and fixed wireless access. We've been pushing fibre quite a bit now because we haven't had 5G spectrum. So, the potential for getting decent quantums of low-band spectrum as well as the mid-band spectrum is very attractive to us, just given the significance of the home opportunity and balancing between fixed wireless access and fibre. So, that's a growth vector that we are encouraged by.

If you look at the bearers, Ghana's actually got a decent contribution from the other bearers, such as digital, as an example. But the big one would be that. The balance sheet in Ghana can accommodate a level of debt to finance such spectrum acquisition without putting to peril the kind of earnings and cash upstreaming that we would ordinarily enjoy. So, the margin is quite strong at 61.8%, but the big thing for us would be seeing the home opportunity turn into cedis and returns.

Roy Mutooni

Ralph, sticking with Ghana, a question, an interesting one here. The Ghana EBITDA margin must be high enough that the regulator takes notice. It's pretty rare that you get asked about how you get margins down, but what flexibility do you have, and how do you think about the size of the Ghana business in the context of the Ghanaian economy?

Ralph Mupita

Yeah, when M-PESA was having margins of 60s, no one was asking that question, I'm sure. Look, the reality is that we've invested very strongly into the market and through the cycle. So, the market position we have and the returns we're generating are a function of sustained investment. So, we're always saying to authorities when we travel to markets that part of the growth and size and the scale is actually a derivative of the investment. If you don't put investment, you won't get that growth. But if you put the investment, the growth will come because of the nascent demand.

This is not all top-line driven. So, you saw voice in Ghana is actually pretty muted. It's really driven by data. And remember, we have SMP regulations still intact. We have like six or seven measures around our market behaviour because of our scale. We are SMP in Ghana. So, we already have restrictions around what we can and can't do in Ghana. The operating leverage has enabled these margins to get to where they are. Do we think that they will sustain at this level forever? I'm not sure we can stand here and say that. For us in Ghana, the important thing is continuing to meet the demand that we see and make sure that we make a social contribution beyond just the taxes that we pay. And Stephen and team are very focused on that.

Roy Mutooni

Thanks, Ralph. Murray Winckler would like to know, the Group plans this R6 billion buyback over three years. Subject to the share price being attractively valued, is it possible for you to do it much faster, like in a year?

Ralph Mupita

Yeah, we can't give that kind of information just yet. I mean, our programme has been R6 billion to be executed up to a maximum of 2028. And when we allocate the resources to a broker that they go on and we give them a framework and a mandate. Let's see where they get to and see where we are at the end of each quarter and we'll be able to update. I don't think I can say much more than that. As far as I say more, I think you'll have a sense of our own internal view of what is fair value.

Lihleli Xoli

Just on the SA business, there're been some nice cost efficiencies that have been extracted over time. I guess how much runway is there to keep going with that, to remain competitive, and how much longer before you start cutting into the muscle?

Ferdi Moolman

What is important to the cost initiative is that it requires some structural change. This is not just simply getting vendors in and just asking for discounts. This requires us to do business and do work in a different way. So, just an example of this, to extensively use AI where we can. Just one example of a project is we did some POC in the Western Cape, used AI to help us get more efficiency out of power consumption, which was very successful. So, we will now take that product and roll it out through the rest of the country. So, this cost initiative is much more structural in nature than just simply cutting. And I think there's still quite a lot of runway to go. It's going to take two or three years to actually unlock it because it is structural in nature.

Roy Mutooni

Ferdi, while you still have the mic: In South Africa, what proportion of your voice and data traffic is carried on spectrum that you access via spectrum-sharing agreements? Is there a path to becoming self-sufficient and move away from the spectrum sharing in the short to medium term?

Ferdi Moolman

The first thing is, spectrum is the lifeblood of our industry. And I was sitting with the network guys the other day and we were talking about the spectrum itself. And one of them came up with an analogy that is very valuable. He said, when you look at spectrum, it's like a highway you drive on. The more lanes you have, the quicker it flows. And even if we are carrying the substantial portion of the voice spectrum on our own frequency, you can always do with another lane or two. It just unlocks efficiency so quickly.

So, my view is we would always like to have as much spectrum as possible. I think to a large extent when you see what's happening in Nigeria and Nigeria's ability to grow at this level is largely due to the fact that they had a clear spectrum acquisition strategy that they could follow. So, we will always want more spectrum. At the moment, with the spectrum we have, the majority of our traffic is carried on our own spectrum.

Roy Mutooni

On Fintech revenue growth, outside of the three factors impacting growth, growth remains below guidance. What interventions are you implementing that will accelerate growth in the near to medium term?

Ralph Mupita

Yeah, maybe I can start and Serigne can top and tail. The real drivers for growth will be, one, bringing back airtime advance to Q1 levels. That's not a small number. You saw it took out five percentage points of growth just in the half. So, that's a big driver. The second is advanced services, looking at accelerating. The big driver would really be around lending over the medium term. That whole lending stack and being able to have the right licences and structures around per market. And to make a difference, that's got to be in Ghana and Uganda on our current portfolio. And then over time, of course, Nigeria, where we've got the Ant platform. Serigne, please add and subtract to my comments.

Serigne Dioum

Yeah, Ralph, I think you've answered it well. What I want to add is around basic services, which decelerated faster, because we needed to adjust our tariffs in some markets like Cameroon, which is our third-largest market. And we have Wave entering there, and we needed to adjust the prices. So, that in next year, we'll see a better growth. Now we're going to grow again. We'll see it next year. And Ralph mentioned some markets like Benin where we have some competition pressure. And we are looking at also adjusting. But as he said, the conditions have improved, and we may not do that and have a better growth trajectory in Benin. So, these are the issues that we are dealing with, but as he said, advanced services are going quite well and we are looking at accelerating lending which will help to grow faster.

Roy Mutooni

Ralph, what do you see as the impact of dealing with four parties for airtime credit in Nigeria? Does it increase the complexity? Does it allow you to get your targets a lot quicker or does it contribute more to NPLs?

Ralph Mupita

The key thing is we are working within a regulatory framework that says you have to have more than one provider. So, there are four that have been licensed or been allowed to operate in Nigeria. So, we are going to be optimising the white-listed base where we're getting the best performance. So, the team, Karl working with Serigne, will be looking at that base and allocating the white-listed base to where we're getting best performance. So, it will create a bit of competitive dynamics, but we're trying to optimise revenue maximisation within that regulatory framework.

So, for some of them that haven't had the experience of our base and the kind of machine learning that comes with it, it will take them a little bit of time. So, that's why you can't expect us in this quarter to all of a sudden by the end of the quarter look like we were in Q1 because there's some learning effects. But I think that will improve quite a bit as we go into Q4. Karl and team and Serigne have not reported to date, these are early days, that there are any concerning patterns. So, there will be a dynamic allocation across the four, great performance, more that will be off the white-listed base will be provided. And we'll give you a sense by Q3 how that is all working out.

Roy Mutooni

Any more questions in the room?

Viwe Kupiso

Viwe Kupiso from RMB Morgan Stanley. So, my question centres around the guidance that you provide. Given the reaction to the Nigeria slowdown, how has this changed how you intend in future to communicate temporary disruptions or headwinds? If there are any changes that have been made to guidance, could you perhaps give us what those changes have been?

Ralph Mupita

The environment that we operate in is very dynamic. So, the markets we operate in are not linear markets. There are fluctuations from time to time. You get an enforcement action that says disconnect, you disconnect. Our approach is to manage, to also have a risk lens on it. The guidance we give is a medium-term guidance. So, we guide three to five years because we know that there are fluctuations in between quarters. So, we'll never give you a quarterly guidance because we just know that we are going to be wrong. But through the cycle, we feel strong.

So, on Nigeria, there are two effects that reverse as we go into H2. The first is the tariff increase normalisation. I think you'll see it really slowing down as we are in Q4. You saw that graph, the year-on-year growth. It's high in Q2. It's lower in Q3, but still relatively high and normalises by Q4. Now, we're still seeing net additions, so net new customers coming onto our network, 2.7 million in Q1. They're consuming more data, 14.8 gigs per customer, a 15% rise. So, there're base effects that you need to look at and say, can Karl and the team continue to bring more users onto our network? And can those users use more and more data services?

So, looking at that and the second impact, which is really restoration of airtime advance, gives us the confidence as we do our planning and forecasting that meeting 20% is doable this year, certainly this year, although the guidance is multi-year. And for this year, because we see where energy prices are, we'll be at the lower end of the range. We won't finish the year at 55 plus. We would have seen a collapse in diesel prices sometime between now and the end of the year for that to be true. So, we're guiding much lower to the end of the range.

So, we feel confident. We see the growth. It's a dynamic market. And some of these impacts on a quarterly basis reverse out quickly. So, we're pretty confident on the growth prospects of a market like Nigeria.

Roy Mutooni
Maybe the last question online. Are there any markets where you see room for in-market consolidation, and where are you seeing the ability to price-up in the face of where inflation is going?

Ralph Mupita
We're going to sound like stuck records here. Look, many of the markets we're operating in have moved to basically a two-and-a-half player market. And if you look globally, where you're seeing consolidation, whether it's in Europe, there's consolidation in the UK, there was consolidation in Europe more generally, and parts of Asia. India is effectively a two-and-a-half player market. The markets that are attractive and able to attract sustained investment and generate attractive economics are generally two-and-a-half, max three-player markets globally.

So, when you have a plethora – not that we're saying competition is not good - actually, almost counterfactually, what you're finding is, for all of you here who are looking at the most recent merger in the UK there is a report that's come out that says a couple of things happen in consolidation. It's actually you sustain or increase investment, the customer does not suffer rising prices. They're stable or they fall, and actually the market is more attractive.

Nigeria is effectively a two-and-a-half-player market. Good economics coming out of that. You see similar in Uganda. Ghana is a little bit different in that quite a few players pulled out, we're SMP. So, the market that's got a structure which is, at a global level, not as attractive would be South Africa, because the profit pools in South Africa are too small for the number of players to sustain the level of investment. South Africa, and I've said this so many times, is a market that screams for consolidation at some point in the future because there are not enough profit pools to sustain the significant investment that you would need, which you're seeing in other markets where the competition frameworks or the markets in general are consolidating but also providing more investment, and consumers have more choice, and prices are staying the same or actually falling. So, we'll see what happens over the medium term.

Roy Mutooni
Thanks Ralph. I think you've answered all the questions that came online and from the audience. For the people in the room, please join us in the foyer for drinks. We can continue the conversation.

I want to thank you for spending this time with us, for the patience of going through all these slides and our update, and till next time. Thank you.

Ralph Mupita

Thank you very much.

Edited for accuracy

END OF TRANSCRIPT