



# Transforming lives

## Airtel Africa plc

### Factsheet

#### About Airtel Africa

Airtel Africa is a leading operator of affordable and innovative mobile services in 14 African countries: Nigeria; Kenya, Malawi, Rwanda, Tanzania, Uganda, and Zambia (together 'East Africa'); and Chad, Democratic Republic of the Congo (DRC), Gabon, Madagascar, Niger, Republic of the Congo (Congo B) and The Seychelles (together 'Francophone Africa'). We are the number 1 or 2 mobile provider in 12 of these markets and the second largest telecom operator in Africa.

We are committed to making the lives of millions of customers easier by creating a digitally connected world. We support the growth in connectivity within and between our markets with a clear focus on investing in network and reliability.

#### Notes:

Airtel Africa's ordinary shares have a premium listing on the London Stock Exchange's main market for listed securities (listed under the symbol AAF) and a secondary listing on the Nigerian Stock Exchange. All numbers provided are reported currency numbers and growth rates are in constant currency, unless otherwise stated. All data relates to latest published figures for 31 March 2021, unless otherwise stated. This factsheet provides an overview of Airtel Africa plc's business, opportunities and recent performance. To learn more about the company, its opportunities, risks and governance visit our corporate website at <https://airtel.africa/investors>.

#### At a glance

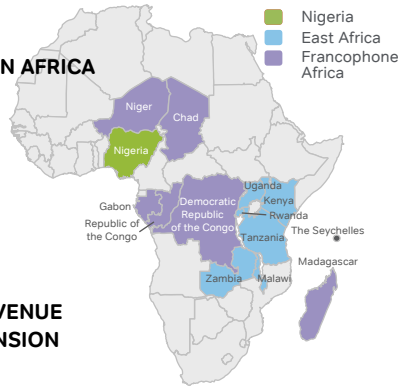
#2 LARGEST TELECOM OPERATOR IN AFRICA

118.2m MOBILE SUBSCRIBERS

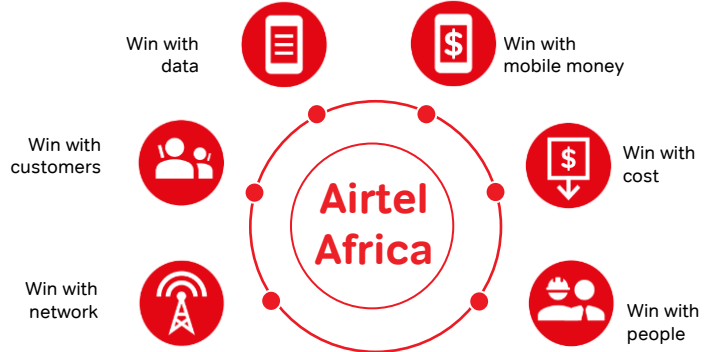
40.6m DATA SUBSCRIBERS

21.7m AIRTEL MONEY USERS

13 QUARTERS OF DOUBLE DIGIT REVENUE GROWTH AND EBITDA MARGIN EXPANSION



#### Strategy



#### Sustainability ambition

- 4-pillar framework: Our **Business**, Our **People**, Our **Community**, and Our **Environment**
- We have identified 6 UN SDGs where we believe we can have the greatest impact
- We aim to publish our full Sustainability Strategy in Q3'22
- We aim to publish our first Sustainability Report in 2022



#### Dynamic business model delivering value to stakeholders, while transforming lives in our communities

##### An efficient network and business structure...

- A modernised network: 2G, 3G and 4G in all markets on efficient single RAN technology 25,368 sites (76.5% on 4G), 54,500 km of fibre, significant spectrum, outsourced management and operation of network
- A unique network of c.2,800 partners, including IT and telecom infrastructure providers
- Strong management structure for 3,500+ dedicated employees, leveraging local operational capability with group expertise
- Strong balance sheet and conservative capital structure to deliver full execution of our strategy

##### delivering outstanding services and products...

- Mobile voice, mobile data, mobile money and other services (fixed line, broadband and data centre services)

##### through a unique distribution network, and processes that keep us close to our customers...

- > 1.8 million retail touchpoints (48,000 exclusive retail touchpoints, including minishops, kiosks and Airtel Money branches)
- More than 200,000 activating outlets, including freelance sales agents
- Strategic collaborations with regional and international partners for financial and money transfer services
- Efficient Know Your Customer (KYC) processes
- Easy onboarding and self-service through our self-care MyAirtel app

##### offering simple customer journeys and competitive pricing...

- Simple, convenient and intuitive customer journeys
- Straightforward pricing plans based on the principle of 'more for more'
- A tailored pricing strategy that varies with market position

##### to reach our 118.2 million customers, including 40.6 million data customers, and 21.7 million Airtel money users...

##### ...creating value for all our stakeholders:

- **Our customers:** receive convenient, competitive services to connect, live and work
- **Our people:** with 3,500+ directly employed, receiving competitive pay and skills enhancement
- **Our communities:** with programmes to support education, health and well-being, and disaster relief
- **Our economies** benefit from accelerated sustainable development through financial inclusion and banking the unbanked, direct contributions through licences, operating agreements and tax contributions; and 1.8 million people earning through working with Airtel Africa
- **Our shareholders:** through consistent growth and improved profitability, and progressive bi-annual dividend distributions

#### Investor proposition

1 African markets afford substantial **market potential** (across voice, data and mobile money)

2 Our **leadership across Africa**, provides diversity and scale, and sustainable differentiation

3 **13 quarter track record of strong growth**, with lean and simplified operating model for continued margin and cash flow expansion with top line growth

4 Driven by our purpose of **Transforming lives** with a customer centric vision of enriching the lives of our customers through our **six-pillar growth strategy**: "Win with..." network, customers, data, mobile money, cost and people

5 **Strong balance sheet** and conservative capital structure to deliver the full execution of our strategy

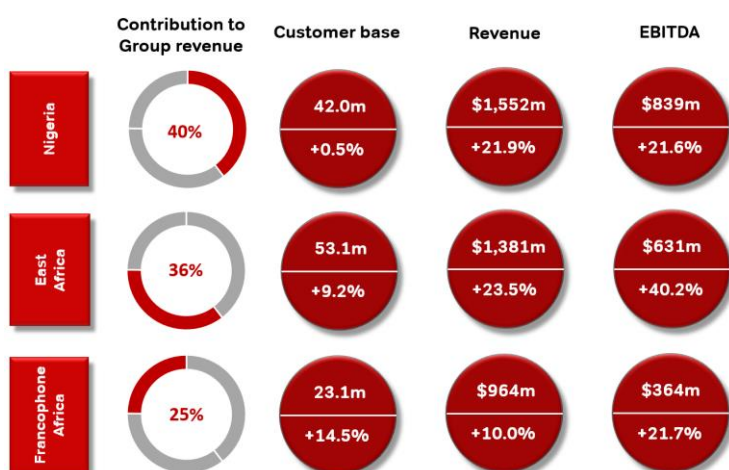
6 **Delivering value for all our stakeholders:** our customers, people, communities, partners and suppliers, regulators and governments, and our shareholders

# Latest results for the year to 31 March 2021

Description	Unit of measure	Y/E March 2021	Y/E March 2020	Reported currency change %	Constant currency change %	
Underlying revenue <sup>1</sup>	\$m	3,888	3,422	13.6%	19.4%	(1) Underlying revenue includes intra-segment eliminations of \$100m for the year ended 31 March 2021 and \$91m for the prior period. And it excludes one-time exceptional revenue of \$20m relating to a settlement in Niger in the year ended 31 March 2021.
Underlying EBITDA <sup>2</sup>	\$m	1,792	1,515	18.3%	25.2%	(2) Underlying EBITDA includes other income of \$11m for the year ended 31 March 2021 and \$17m for the prior period.
Underlying EBITDA margin	%	46.1%	44.3%	181 bps	210 bps	(3) Operating exceptional items in the year ended 31 March 2021 includes exceptional revenue on account of a one-time settlement in Niger amounting to \$20m.
Profit before tax	\$m	697	598	16.7%		
EPS before exceptional items - restated <sup>3</sup>	cents	8.2	6.9	18.2%		
Capex	\$m	614	642	(4.3%)		
Free cash flow	\$m	647	453	42.8%		
Net debt	\$m	3,530	3,247			(4) Calculated as gross debt (including lease liabilities) less cash and cash equivalents / last 12 months underlying EBITDA.
Leverage <sup>4</sup>	times	2.0	2.1			
Dividend <sup>5</sup>	cents	4.0	6.0			(5) Newly adopted progressive dividend policy aims to grow the dividend annually by a mid to high single-digit percentage from a base of 4 cents per share for FY 2021, until reported leverage (calculated as net debt to underlying EBITDA) falls below 2.0x.
Average customer ARPU	\$	2.8	2.7	2.4%	7.7%	
Total customer base	million	118.2	110.6	6.9%		
Data customer base	million	40.6	35.4	14.5%		
Mobile money customer base	million	21.7	18.3	18.5%		

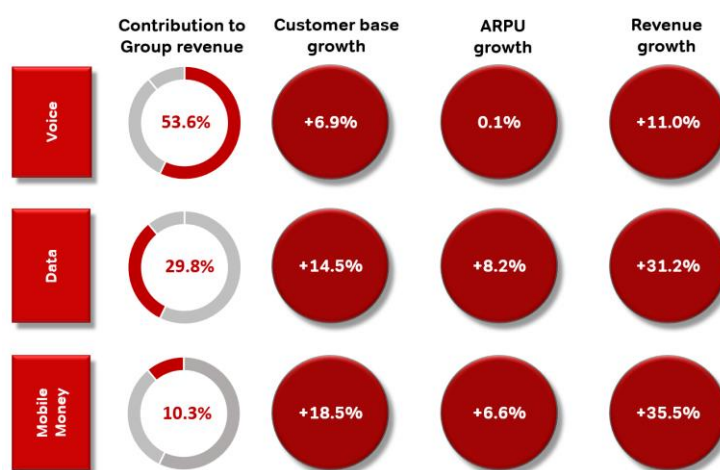
## Strong performance across regions

Constant currency growth



## Strong results across service segments

Constant currency growth



Note: Revenues in the above tables do not include inter-segment eliminations and will therefore not sum to total Group revenue.

## Achieving our aspirations

		Delivery in FY 2021	
<b>Mobile revenue</b>	Grow ahead of the market to increase revenue market share in both mobile voice and data	Mobile revenue growth of 17.6% both voice and data growing across the segments	✓
<b>Mobile money revenue</b>	Revenue growth through increases in subscribers and activity as Airtel Money becomes 'currency of choice'	Mobile money revenue growth of 35.5%	✓
<b>Underlying EBITDA</b>	Improve margin through operational gearing and scale benefits	Underlying EBITDA margin increased by 210 bps to 46.1%	✓
<b>Capex</b>	Capex target stable at \$650m to \$700m pa	Covid related logistical delays to some FY 2021 capex. Outlook stable at \$650m to \$700m pa	✓
<b>Leverage</b>	Mid-term target leverage ratio of <2x underlying EBITDA	Improved to 2.0x despite investment of \$247m renewing licences in Nigeria and Uganda, our two largest markets	✓
<b>Dividend</b>	Progressive dividend: Grow mid to high single-digit % per annum from a base of 4 cents FY 2021, until leverage <2x net debt to underlying EBITDA	The Board has recommended a final dividend of 2.5 cents, in line with progressive dividend policy	✓

## Contacts

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