



MTN Group Limited

Results presentation for the year ended 31 December 2016

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Note: *Certain financial information presented in these interim financial results constitutes pro forma financial information. The pro forma financial information is the responsibility of the Group's board of directors and is presented for illustrative purposes only. Because of its nature, the pro forma financial information may not fairly present MTN's financial position, changes in equity, results of operations or cash flows.*

1. *Certain financial information presented in these interim financial results has been prepared excluding the impact of hyperinflation and the relating goodwill impairment, tower profits and the Nigerian regulatory fine and constitutes pro forma financial information to the extent that it is not extracted from the segment disclosure included in the reviewed condensed consolidated interim financial results for the six months ended 30 June 2016. This pro forma financial information has been presented to eliminate the impact of hyperinflation and the relating goodwill impairment, tower profits and the Nigerian regulatory fine from the financial results in order to achieve a comparable analysis year on year. Hyperinflation adjustments and the relating goodwill impairment, tower profits and the Nigerian regulatory fine have been calculated in terms of the Group accounting policies disclosed in the previous consolidated financial statements for the year ended 31 December 2015. The pro forma financial information including the constant currency information (refer below) incorporated in these condensed consolidated interim financial results has not been audited or reviewed by our external auditors.*
2. *Constant currency ("organic") information has been presented to illustrate the impact of changes in currency rates on the Group's results. In determining the change in constant currency terms, the current financial reporting period's results have been adjusted to the prior period's average exchange rates determined as the average of the monthly exchange rates which can be found on www.mtn.com/investors. The measurement has been performed for each of the Group's currencies, materially being that of the US dollar and Nigerian naira. The organic growth percentage has been calculated based on the current period constant currency results compared to the prior period results. In addition, in respect of Irancell, MTN Sudan and MTN Syria, the constant currency information has been prepared excluding the impact of hyperinflation. In 2015, the Iranian economy was assessed to no longer be a hyperinflationary environment. MTN therefore discontinued hyperinflation accounting in that operation effective 1 July 2015.*

* *Constant currency ("organic") information.*
** *Reported – includes hyperinflation and the relating goodwill impairment, tower profits and the Nigerian regulatory fine.*

The Group's results are presented on a regional basis in line with the Group's new operational structure. This is comprised of South and East Africa (SEA), West and Central Africa (WECA) and Middle East and North Africa (MENA).
The SEA region includes: South Africa, Uganda, Zambia, Rwanda, South Sudan, Botswana (joint venture – equity accounted) and Swaziland (joint venture – equity accounted). The WECA region includes: Nigeria, Ghana, Cameroon, Ivory Coast, Benin, Congo Brazzaville, Liberia, Guinea Conakry and Guinea Bissau. The MENA region includes: Iran (joint venture– equity accounted), Syria, Sudan, Yemen, Afghanistan and Cyprus.

Although Iran, Botswana and Swaziland form part of their respective regions geographically and operationally, they are excluded from their respective regional results due to being equity accounted for by the Group.


01



MTN Group Limited

Results presentation for the year ended 31 December 2016

Notes



Agenda

1 Strategic and operational update

2 Financial review

3 2017 Prospects and Guidance

RESULTS PRESENTATION

Notes



Strategic and Operational Update

Notes

Overview – despite the most challenging period, we maintain a positive outlook

Oct 15 – June 16

Most challenging period

Negative impact on FY 16 Results

- Nigerian regulatory fine imposed in Oct 15
- Withdrawal of regulatory services in Nigeria
- Macro-economic challenges
  - Impacted by 2015 decline in oil price
  - Volatile currencies
  - Policy changes
- Difficult regulatory environment
  - Compliance with subscriber registration across markets
- More complex and competitive telecom sector
- Underperformance in South Africa, Nigeria and some Tier 2 operations

June 16 – Dec 16

Building a sustainable business

Improved growth trends in H2 16

- Settled Nigerian regulatory fine in June
- Deep and fundamental strategic review
  - IGNITE and new revenue streams
- Infusion of senior management
- Re-instated VP organisational structure
- Included more diverse skill set onto Board
- Managing the balance sheet, including
  - Repatriation of cash from MTN Irancell
  - Bond issuance (USD 1bn)
- Operational improvement in H2 in South Africa, Nigeria and Tier 2 operations

2017 and beyond

MTN's outlook

Prospects

- Despite recent disruptions, EMEA still expected to be the key growth regions
- MTN uniquely positioned to participate
- High calibre management team in place to take the Group forward
- Management focus on
  - IGNITE
  - New revenue streams

RESULTS PRESENTATION

Notes

Economic landscape of our key markets



South Africa

- Slow down in GDP growth
- Risk of ratings downgrade
- Regulatory uncertainty in sector



Uganda

- Presidential and parliamentary elections in Q1 16 resulted in policy continuity
- Relatively stable political and security environment



Iran

- P5+1 nuclear deal
- Increase in GDP growth
- Benefited from increase of > 50% in the oil price



Nigeria

- Contracting economy
- High inflation
- Significant currency depreciation



Ghana

- Successful political transition
- Relatively stable regulatory environment



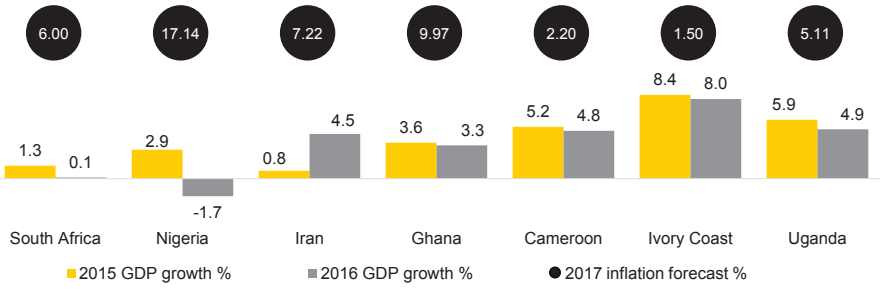
Cameroon

- Slower economic growth as a result of lower oil production



Ivory Coast

- Resilient GDP growth



Notes

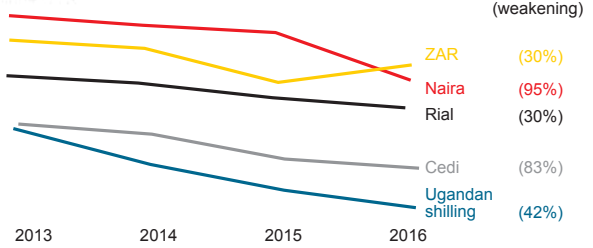
Volatile currencies and difficult regulatory environment

Macro challenges, difficult regulatory environment and competitive sector

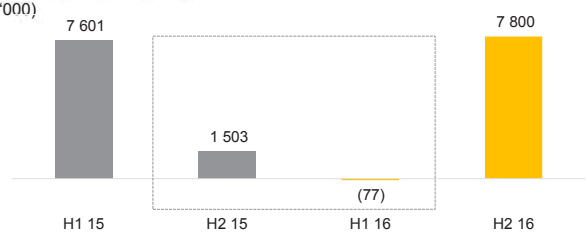
Impact

- Weaker currencies against the USD negatively impacted results
  - Negative translation impact on top-line growth
  - Lower EBITDA growth impacted by higher USD-denominated costs
  - Forex losses more than a 100% higher than previous year
- Difficult regulatory environment
  - Subscriber disconnections, approximately 23 million
  - Withdrawal of regulatory services in Nigeria
  - Dominant operator ruling in Nigeria continued to impact commercial success
  - New regulations on data offerings impacting data revenue growth in Nigeria
- Pressure on traditional connectivity intensified as economies slowed
- Tariffs % LC (2013 - 2016)
  - Nigeria - Data 84% decline; Voice 25% decline
  - South Africa - Data 50% decline; Voice 42% decline

USD: Local currencies
(closing rate)



Net additions – subscribers
('000)



RESULTS PRESENTATION

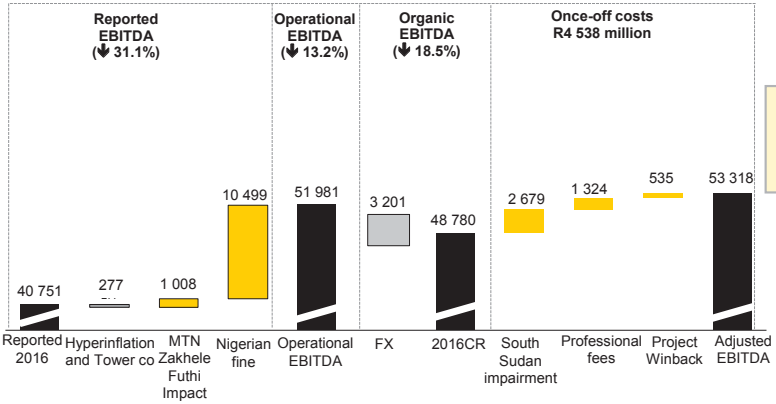
Notes

Most challenging period – negative impact on EBITDA

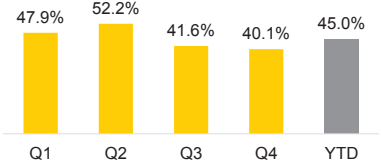
↓ 13,2% to

R51 981 million

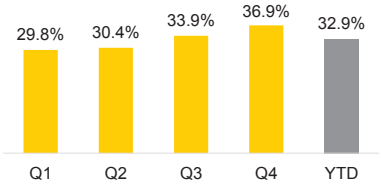
EBITDA



Nigeria EBITDA margin*
(%)



South Africa EBITDA margin^
(%)



* Constant currency ('organic') information
^ Excludes MTN Zakhele Futhi impact

Notes

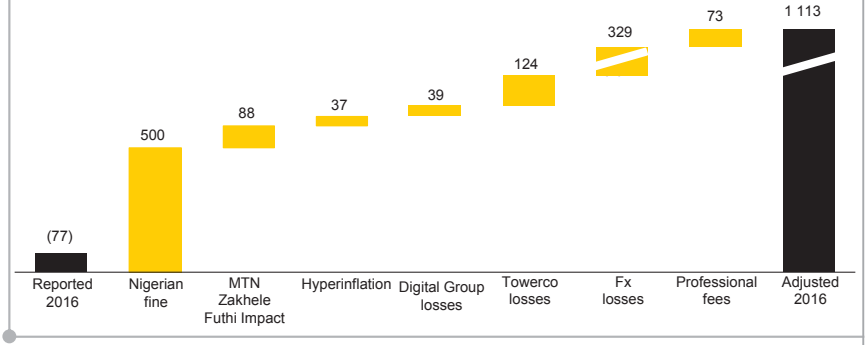
Group financial results – HEPS and dividend

Despite challenges MTN declared a final dividend of 450 cents per share for the period

77 cents**

Headline loss per share
(110%** decline)

- Significantly impacted by the Nigerian regulatory fine of 500 cents



**Reported - includes hyperinflation and the relating goodwill impairment, tower profits, the Nigerian regulatory fine and the MTN Zakhele Futhi impact

RESULTS PRESENTATION

Notes

Building a sustainable business - managing the balance sheet

Net debt / EBITDA 1.01

(excluding the Nigerian regulatory fine)

- Dividend payment
- Increase in cash capital expenditure and licences
- Investments made mainly in Amadeus, TravelStart and AIH capital calls

R6 308 million (€ 425 million)

- Repatriated from Iran 2016^^
- Paid by MTN Irancell - €468 million in 2017^^^
- Total - €893million

Monies repatriated from Irancell:
^^Loan – advanced from licence fee in 2005
^^^Operational dividends of the last five years

Funding successfully secured

- Successfully refinanced maturing facilities
- Secured additional longer-term financing facilities
  - US $1 billion international debt capital market issuance
- Diversified sources of funding and improved debt maturity profile

Notes

Building a sustainable business - improved revenue growth trends in H2 16

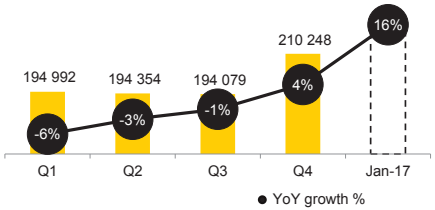
↑ 0,4% to

to R146 894 million

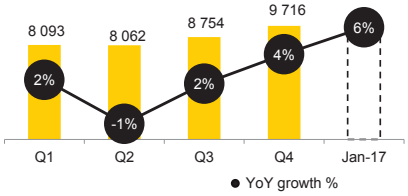
Revenue
(Organic growth of 2.9%)

- YoY quarterly revenue growth improvement
  - Regained lost revenue market share in Nigeria
  - Significant improvement in network quality and capacity in South Africa
- Corrective measures to ensure delivery of the company strategy
- Accelerated network investment of R34 920 million across our markets, driving the increase in data revenue in 2016, 19.7%* higher
- NPS
  - Group – improved from 24% to 35% in December 2016
  - Nigeria - more than doubled in Q4 2016
  - South Africa – significantly increased by 8pp to 81% in Q4 16

Nigeria's QoQ revenue improvement
Naira (million)



South Africa positive QoQ service revenue growth trend
ZAR (million)



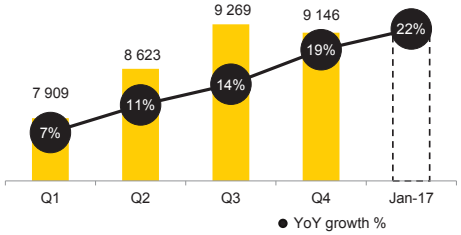
*Constant currency ('organic') information
Note: Results are presented based on operational performance (excluding hyperinflation, Nigeria regulatory fine, Zakhele Futhi impact and tower profits)

RESULTS PRESENTATION

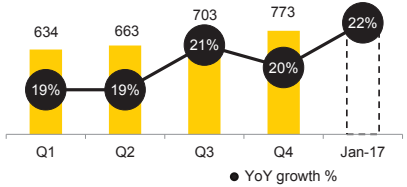
Notes

Building a sustainable business – positive revenue trends

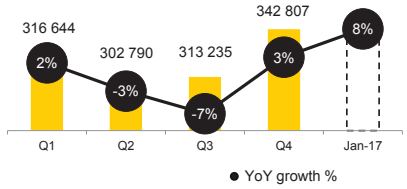
Iran (49% Joint Venture) revenue QoQ growth
Rial (billion)



Ghana revenue QoQ growth
Cedi (million)



Uganda revenue QoQ growth
Ugandan shilling (million)



Notes

Building a sustainable business – strategic review of the business and processes

Implementing measures to deliver on strategy

- Wide-ranging strategic review of operations and processes
- Transformation of MTN's operating model
  - IGNITE
- Accelerating growth of new revenue streams
  - Group Digital Services
  - Enterprise Business Unit
  - Tower Investments
- Infusion of senior management
- Board refresh



IGNITE



Group digital services



Enterprise business unit



Tower Investments



Infusion of senior management and board refresh

RESULTS PRESENTATION

Notes

Building a sustainable business – IGNITE

Transformation initiative



IGNITE

- Launched IGNITE, our transformation initiative, in Q4 16 in South Africa and Nigeria
- Progressive rollouts to all our operations to ensure a well co-ordinated approach
- Shaping our future to be more agile, sustainable, efficient, innovative and profitable
- Group transformation office to oversee transformation in South Africa, Nigeria and globally
- Aggressive targets set

Through IGNITE we aim to:

- Accelerate our revenue growth
- Translate a greater percentage of our revenue into EBITDA and profit
- Improve the quality and effectiveness of our processes
- Deploy our capital more effectively
- Use data analytics to better inform our decision making, particularly around customers and network deployment
- Accelerate the diversification of revenue streams
- Focus on customer experience

Notes

Building a sustainable business – accelerating new revenue streams

Group digital services

- Leverage a strong brand, distribution, access to customer wallets and scale
- Largest distributor of digital music in Africa
- Good progress made by e-commerce ventures: IIG, AIH and MEIH, despite macro challenges
- Iran Internet Group (IIG)
  - Largest E-commerce company in Iran
  - Strong growth across its portfolio
  - Taxi-hailing app – 85% market share
- MoKash:
  - Launched in Uganda and Zambia
  - 1.5 million registered customers
- Mobile Money registered customers increased 18.4% to 41 million, supported by Ghana and Benin
- Mobile Money revenue up 50.7%* to R2 829 million

Enterprise business unit

- New Executive Head of Group EBU
- Continued focus on MTN Business Cloud
- Expansion of MTN Global, multi protocol label switching - 27 POPs
- Launched dedicated internet services in 27 countries
- Extended Pan African IoT platform to 11 markets

Tower Investments

- Exercised exchange rights: 51% interest in INT for an additional shareholding in IHS
  - Simplifies our ownership structure and diversifies our tower investments across IHS Group
  - Increase in our economic interest in IHS to approximately 29% from approximately 15%
- IHS is the largest independent tower operator in EMEA
- Over 23 000 towers
- IHS is well positioned for future growth move to LTE

*Constant currency ('organic') information

RESULTS PRESENTATION

Notes

Building a sustainable business – infusion of senior management

Senior management changes



New Group President and CEO

- Rob Shuter to commence on 13 March 2017
- Extensive experience in telecoms sector in both Africa and Europe and in financial services



New Group CFO

- Ralph Mupita assumes position on 3 April 2017
- 16 years experience in financial services as well as expertise in engineering



New Group COO

- Jens Schulte-Bockum joined on 1 January 2017



Infusion of senior management

- Oliver Fortuin
  Executive: EBU
- Bernice Samuels
  Executive: Marketing
- Babak Fouladi
  CTIO
- Felleng Sekha
  Executive: Regulatory affairs and public policy
- Riaan Wessels
  Executive: BRM
- Saim Yaksan
  Executive: Group Transformation
- Gunter Engling
  Deputy CFO
- Godfrey Motsa
  VP for SEA



Re-instated regional VP structure

- Extra layer of regional operational and governance oversight

Notes

Building a sustainable business – more diverse skill set on the Board



Board refresh

The following individuals have been appointed to the Group board as independent non-executive directors effective 1 August 2016:

- Stan Miller
  - global experience in expanding business into new markets, exposure to convergence as well as strong business and operational acumen
- Paul Hanratty
  - experience in financial services in the UK, US, Africa, Asia and Latin America
  - extensive M&A experience and has devised and implemented growth strategies for business in many countries
- Nkululeko "Nkunku" Sowazi
  - chairman of Kagiso Tiso Holdings, a leading South African investment holding company with significant interests in media, financial and industrial sectors
  - extensive experience in M&A and management transformation
- Johnson Njeke and Jan Strydom
  - served on the Board for an aggregate period in excess of nine years each
  - resigned at the Group Annual General Meeting in May 2016

RESULTS PRESENTATION

Notes



Financial review

Notes

Group highlights

	Revenue	EBITDA	EBITDA margin	HEPS
Reported	1% ↑ to R147 920m	31% ↓ to R40 751m	12.7 pp ↓ to 27.5%	110% ↓ to (77) cents
Hyperinflation	R1 026m	R246m	0.1pp	37 cents
Tower profit impact		R31m	0.0pp	
MTN Zakhele Futhi impact		R1 008m	0.7pp	88 cents
Nigeria regulatory fine		R10 499m	7.3pp	500 cents
Operational	0% ↑ to R146 894m	13% ↓ to R51 981m	5.5 pp ↓ to 35.4%	54% ↓ to 548 cents

■ Positive impact on reported results ■ Negative impact on reported results

Note: Results from slide 19 to 25 are presented based on operational performance (excluding hyperinflation, tower profits, impact of MTN Zakhele Futhi which relates to the share-based payment expense and tax relating to MTN's BBBEE share scheme transaction and Nigeria regulatory fine)

RESULTS PRESENTATION

Notes

Financial highlights

EBITDA negatively impacted by increased costs

Flat Group revenues

- Digital drives double digit data revenue growth
- Declining billable minutes and lower tariffs
- South Africa revenue up 5%
- Nigeria organic revenue down 2%

Organic opex impacted by

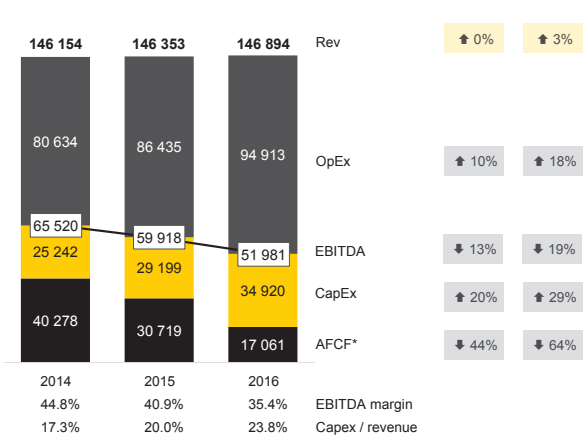
- Higher handset costs in SA
- Marked increase in rent and utilities
- Maintenance driven by the 3G/LTE site roll out, network optimisation and managed services projects
- Increased revenue share relating to digital services
- Professional fees relating to the Nigeria fine
- Impairment of South Sudan assets

EBITDA decreased 13%, positive exchange rate impact of 6%

Capex up 20%

- Network expansion/rollout of 4G/LTE sites and increased cost of imported capex

Group summary
ZAR (million)



*EBITDA less capex (approximates free cash flow)

Notes

Revenue

Impacted by a decline in outgoing revenue but supported by strong data growth

Slower subscriber growth

- Group subscribers grew 3% to 240m
- Disconnections in Nigeria (11m), Cameroon (4m) and Uganda (4m)
- SIM registration incentives and regulatory challenges

Outgoing revenue down 6% (organic down 4%)

- Billable minutes down 2% to 240bn
- Loss of high value subscribers in Nigeria
- Effective tariff down 15.1% (organic 14.3%)

Devices revenue up 16% (organic up 21%)

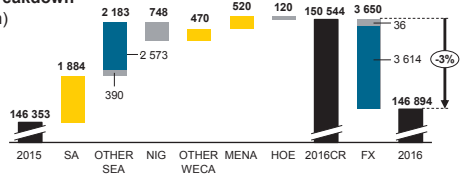
- RSA contributes 87%, up 19%
- Number of prepaid devices sold 7.7m (down 16%), post-paid 1.2m (up 3%)

Incoming voice revenue down 6% (organic down 2%)

- Group incoming minutes down 2%
- Decline in MTR

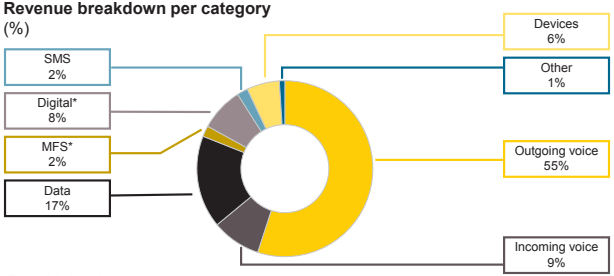
Data revenue up 17% (organic up 20%)

Revenue breakdown
ZAR (million)



South Sudan revenue mainly relates to forex impacts
CR is at constant prior year FX rate
HOE – Head office companies and eliminations

Revenue breakdown per category
(%)



*Total digital services

RESULTS PRESENTATION

Notes

Data revenue

Increased data revenue contribution at 27% (2015: 23%)

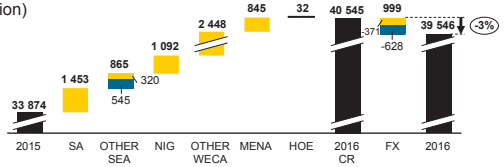
Data revenue up 17% (organic up 20%)

- Data subscribers up 3% to 112m
- Total usage up 143% to 572 petabyte (2015: 234 petabyte)
- 55.9% (organic 56.1%) decline in data tariff
- SA and Nigeria contribute 61% to total data revenue
- Nigeria impacted by regulatory restrictions on “out of bundle” tariffs and decline in data subscribers by 20%

MFS and Digital

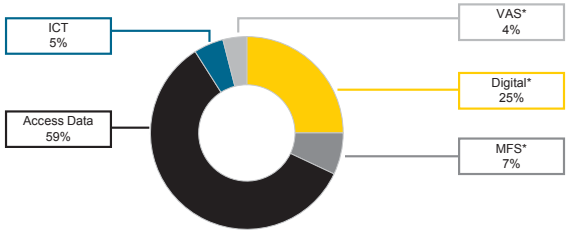
- Strong digital growth in MFS and Lifestyle
- Expansion in digital from new services and new markets
- Leading distributor of digital music in Africa
- Mobile money customer growth to 41m
- E-commerce businesses experienced slower growth in 2016 impacted by macro-economic impact of Nigeria, nominal growth achieved by diversifying to other markets

Revenue breakdown
ZAR (million)



South Sudan revenue mainly relates to forex impacts
CR is at constant prior year FX rate
HOE – Head office companies and eliminations

Data breakdown per category
(%)



*Total digital services

Notes

Opex

Opex driven by rent and utilities and professional fees

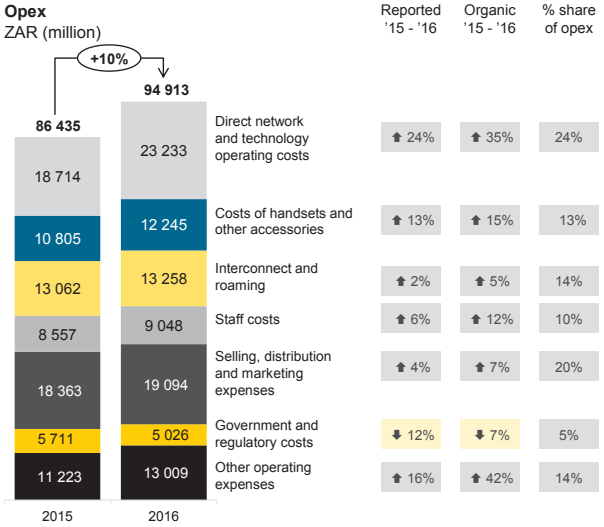
Direct network operating cost up 35% (organic)
- Nigeria tower transaction (Tranche 2) effective 1 July 2015
- 2G sites +5%, 3G sites +27% and LTE sites +118%
- Currency weakness impacting USD linked expenses
- Managed services projects

Cost of handset and other accessories up 15% (organic)
- Mainly driven by SA
- SA up 18% - aggressive smartphone penetration drive

Staff costs up 12% (organic)
- General salary increases
- Retrenchment due to outsourcing in SA

Selling, distribution and marketing expenses up 7% (organic)
- Strong growth in VAS/Digital revenue

Other operating expenses up 42% (organic)
- Impairment of PPE in South Sudan
- Professional fees of R1 324m



RESULTS PRESENTATION

Notes

EBITDA margin

Impacted by declining margins in Nigeria

Organic EBITDA excluding South Sudan impairment of PPE, professional fees relating to Nigeria fine down 11.9%

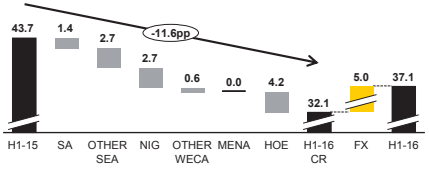
EBITDA margin down 5.5pp to 35.4%

- Network expenses across Group
- Head office cost
- South Africa margin down 0.5pp to 32.9% - margin diluted by higher handset sales, rent and utilities and staff costs
- Nigeria margin down 6.6pp to 46.4% - suspension of regulatory services during Q1, tower transaction and build-to-suit sites impacted by currency weakness

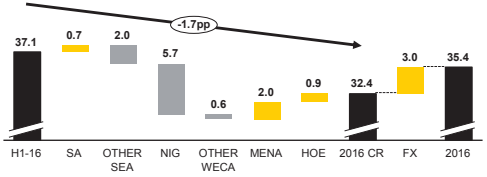
EBITDA was supported by

- Efficient cost control in Ghana and Sudan
- Reduction in revenue share in Syria from 50% to 30%

EBITDA margin reconciliation (%)
June 2016



EBITDA margin reconciliation (%)
December 2016



CR is at constant prior year FX rate
HOE – Head office companies and eliminations

Notes

Finance cost

Impacted by higher net interest and forex losses

Net interest paid increased to ZAR 3 689m

- Level of net debt increased by 64%

Forex loss ZAR 5 990m

- Nigeria losses mainly due to USD denominated third party borrowings and payables
- Mauritius forex losses mainly from losses on Iran receivable
- Sudan forex losses on settlement of foreign denominated third party trade payables, losses on Dirham bank account and losses on vendor loan
- South Sudan forex losses mainly on USD denominated third party trade payables

Net finance cost
ZAR (million)

	2016	2015	2014
Net interest paid	**3 689**	1 596	2 515
Net forex losses	**5 990**	1 409	1 091
Total	**9 679**	3 005	3 606

Net forex losses/(gains)
ZAR (million)

	2016	2015	2014
Mauritius	**2 102**	(348)	(337)
Nigeria	**1 786**	712	713
Sudan	**819**	138	4
South Sudan	**626**	434	27
SA	**72**	(130)	98
Other	**585**	603	586
Total	**5 990**	**1 409**	**1 091**

RESULTS PRESENTATION

Notes

Taxation

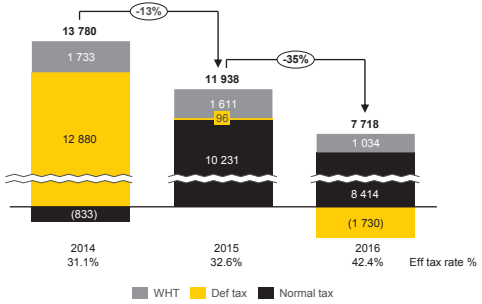
Normalised Group effective tax rate of 42.4% (2015: 32.6%)
- Reported Group effective tax rate of 159.2% (2015: 32.4%) impacted by hyperinflation, tower profits, MTN Zakhele Futhi and Nigeria regulatory fine
- Normalised Group effective tax rate impacted by lower PBT and mainly withholding taxes, assessed losses in MTN South Sudan & Conakry and additional taxes

Normalised withholding tax
- 5.7% (prior year 4.4%) – WHT is lower than prior year in absolute terms due to lower dividends up-streamed but higher WHT effective rate due to lower PBT in 2016 vs. 2015

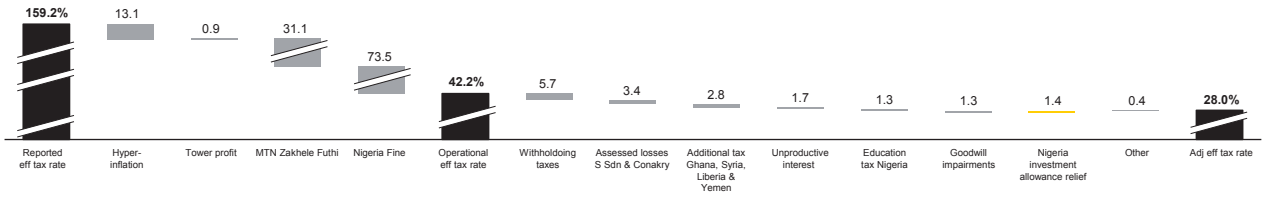
Current tax
- Lower current tax charge due to lower PBT

Deferred tax – income statement
- Assessed loss and foreign tax credit in MTN Mauritius
- Large prior year adjustment in 2015 contributing to a positive movement to deferred tax, SA revision of handset revenue treatment

Tax
ZAR (million)



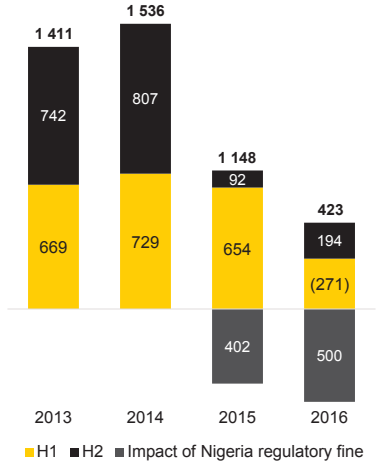
Group effective tax reconciliation %



Notes

Headline (loss)/earnings per share

Headline earnings per share
ZAR (cents)



Reported
ZAR (cents)

	2016	2015	Change %
Reported attributable (loss)/earnings per share	**(144)**	**1 109**	**(113)**
Profit on disposal of non-current assets	**(3)**	(390)	(99)
Profit on disposal of subsidiary	**(7)**	-	100
Net loss on dilution of investment in joint venture	**19**	-	100
Impairment of goodwill, PPE and non-current assets	**60**	29	107
Realisation of deferred gain on disposal of non-current asset held for sale	**(2)**	(2)	-
Reported basic headline (loss)/earnings per share	**(77)**	**746**	**(110)**
Nigeria regulatory fine impact	**500**	402	24
Basic headline earnings per share excluding Nigeria regulatory fine	**423**	**1 148**	**(63)**
Hyperinflation	**37**	55	(33)
Contingent consideration included in tower sale profits	**-**	1	(100)
MTN Zakhele Futhi impact	**88**	-	100
Operational basic headline earnings per share (excluding hyperinflation, tower profits, MTN Zakhele Futhi impact and Nigeria regulatory fine impact)	**548**	**1 204**	**(54)**

RESULTS PRESENTATION

Notes

Shareholder returns

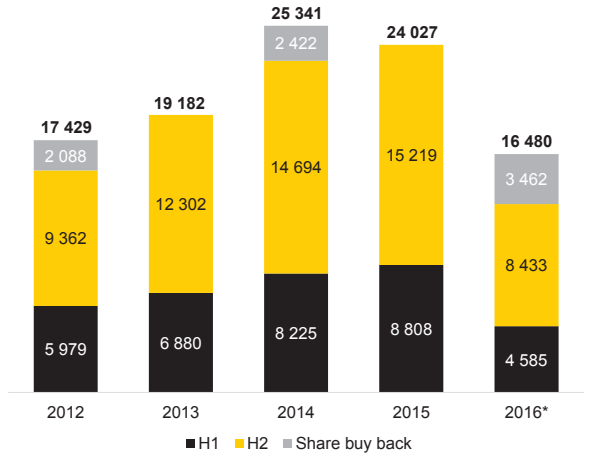
Dividends

- Interim dividend 250cps
- Final dividend 450cps
- Total dividend 700cps, in line with guidance

Share buy-backs

- H2 2011 repurchased 6.8m shares (ZAR 930m)
- H1 2012 repurchased 15.6m shares (ZAR 2.1bn)
- H2 2014 repurchased 10.7m shares (ZAR 2.4bn)
- H2 2016 repurchased 36.6m shares (ZAR 3.4bn)
- Total repurchase of 3.9% of issued shares since 2011

Dividends and share buy-backs
ZAR (million)



*Includes dividends paid to MTN Zakhele Futhi (considered treasury shares)

Notes

Income statement (IFRS)

Impacted by losses from JV's and fx

ZAR (million)	**2016**	2015	Change %
Revenue	**147 920**	147 063	1
Other income	**335**	8 409	(96)
COS and operating expenses	**97 005**	87 060	11
EBITDA before Nigeria regulatory fine*	**51 250**	**68 412**	**(25)**
Nigeria regulatory fine	**10 499**	9 287	13
EBITDA	**40 751**	**59 125**	**(31)**
Depreciation, amortisation and impairment of goodwill	**26 609**	23 797	12
Profit from operations	**14 142**	**35 328**	**(60)**
Net finance cost	**10 495**	3 010	249
Net monetary gain	**1 723**	1 348	28
Share of results of joint ventures and associates after tax	**(127)**	1 226	(110)
Profit before tax	**5 243**	**34 892**	**(85)**
Income tax expense	**8 346**	11 322	(26)
(Loss)/profit after tax	**(3 103)**	**23 570**	**(113)**
Non-controlling interests	**(489)**	3 366	(115)
Attributable (loss)/profit	**(2 614)**	**20 204**	**(113)**

*Includes R1 008m relating to MTN Zakhele Futhi share-based payment expense

RESULTS PRESENTATION

Notes

Statement of financial position (IFRS)

ZAR (million)	**2016**	2015
Property, plant and equipment	**95 633**	106 702
Goodwill and other intangible assets	**46 473**	55 887
Other non-current assets	**46 983**	55 846
Cash	**27 375**	34 177
Current assets*	**52 236**	61 245
Non-current assets held for sale	-	10
Total assets	**268 700**	**313 867**
Total equity	**105 231**	**151 838**
Interest-bearing liabilities	**86 954**	75 171
Other liabilities	**76 515**	86 858
Total liabilities	**163 469**	**162 029**
Total equity and liabilities	**268 700**	**313 867**
Net debt	51 902	31 635

ZAR strengthened against most other African currencies (Naira 77%, Cedi 24%, Uganda Shilling 20% and Syrian pound 73%) since December 2015
*Includes monetary current investments: foreign currency deposits of ZAR 357m (2015: ZAR 428m) and treasury bills and commercial papers of ZAR 6 300 (2015: ZAR 7 196m)

Notes

Statement of cash flows (IFRS)

ZAR (million)	2016	2015	Change %
Cash generated from operations^	**55 681**	57 598	(3)
Dividends paid to equity holders of the Company	**(19 792)**	(23 506)	16
Dividends paid to non-controlling interests	**(1 178)**	(5 777)	80
Dividends received from associates and joint ventures	**692**	577	(20)
Net interest paid	**(2 983)**	(2 264)	(32)
Tax paid	**(11 704)**	(13 506)	13
Cash generated by operating activities	**20 716**	**13 122**	**(58)**
Acquisition of property, plant and equipment and intangible assets	**(35 247)**	(32 024)	(10)
Movement in investments and other investing activities	**(5 161)**	(2 266)	(128)
Cash used in investing activities	**(40 408)**	**(34 290)**	**(18)**
Cash generated by financing activities	**20 951**	**8 101**	**159**
Cash and cash equivalents at the beginning of the year	**34 139**	43 072	(21)
Effect of exchange rates on cash and cash equivalents	**(8 192)**	3 860	NM
Net monetary gain on cash and cash equivalents	**169**	274	(38)
Cash and cash equivalents at the end of the year*	**27 375**	**34 139**	**(20)**

^ Cash generated from operations decreased by R1.9bn mainly as a result of Nigeria payments on regulatory fine of R5.9bn offset by working capital
* Includes bank overdraft of R0m (Dec15: R38m)

RESULTS PRESENTATION

Notes



2017 Prospects and Guidance

Notes

Prospects – To Lead the Delivery of a Bold, New Digital World to our customers

Strategic

- FY 2017 dividend expected to be 700cents per share
  - Taking into consideration market conditions
    - Regulatory uncertainty and dollar liquidity
    - Remains as the discretion of the Board
- Improved top-line and margins through the transformation of MTN's operating model and accelerating growth of revenue streams
- MTN remains committed to MTN Nigeria listing of its shares on the Nigerian Stock Exchange
- MTN Ghana is working with relevant regulators on its localisation transaction in 2017
- Expect continued improvement in Tier 2 markets
- We continue to review infrastructure investment opportunities, including Iran



Nigeria

- Expect improved competitive position despite weak economy
- Network quality remains a priority
- Upper single digit revenue growth in 2017
- Focus on alleviating currency shortages
- EBITDA to be impacted by forex
- IGNITE will partly offset forex drag on EBITDA by 15-20% by 2018



Iran

- Repatriation of monies from MTN Irancell is expected to be normalised
- Significant opportunities to expand our services, particularly in the digital space
- Expect to benefit from MTN's strong position and the youthful population of the country



South Africa

- Anticipate positive growth trend
- Mid single digit revenue growth in 2017
- Margin expansion of between 50 bp and 100 bp (YoY)
- Strong focus on customer service and retention
- IGNITE: 15-20% EBITDA improvement by 2018

RESULTS PRESENTATION

Notes

Net additions guidance

Guidance 2017

Net additions ('000)	Dec 16 Actual	Full year Dec 2017 Guidance
SEA	**1 885**	**2 240**
South Africa	**175**	**630**
Uganda	1 620	1 110
Other	90	500
WECA	**5 325**	**4 750**
Nigeria	**717**	**1 000**
Ghana	3 041	750
Cameroon	692	1 250
Ivory Coast	1 138	500
Other	(263)	1 250
MENA	**667**	**1 300**
Iran	**1 483**	**850**
Syria	95	(250)
Sudan	(972)	500
Other	61	200
Total	**7 877**	**8 290**

Notes

Capex guidance

Guidance 2017

Capex ZAR (million)	Authorised 2017	Capitalised December 2016	Capitalised December 2015
SEA	**13 368**	**12 896**	**13 452**
South Africa	11 526	11 085	10 948
Uganda	992	758	951
Other	850	1 053	1 553
WECA	**16 314**	**17 325**	**11 593**
Nigeria	9 543	8 701	4 993
Ghana	2 164	2 435	1 831
Cameroon	834	2 166	1 911
Ivory Coast	1 690	1 721	833
Other	2 083	2 302	2 025
MENA	**2 134**	**3 310**	**2 583**
Syria#	840	1 049	974
Sudan#	376	1 549	819
Other	918	712	790
Head office companies and eliminations	**2 937**	**1 389**	**1 571**
Total	**34 753**	**34 920**	**29 199**
Hyperinflation	**-**	**348**	**412**
Total reported	**34 753**	**35 268**	**29 611**
Iran (49%)#	5 396	5 138	4 180

#Excluding hyperinflation

RESULTS PRESENTATION

Notes



Questions

Notes

thank ***you***



everywhere you go

RESULTS PRESENTATION

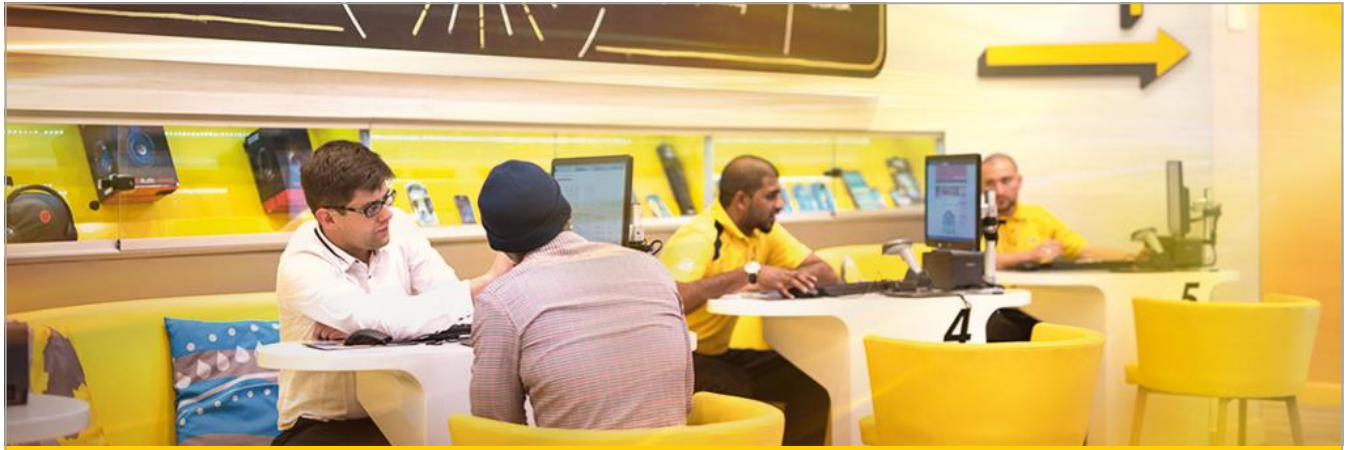
Notes

Notes



02





Appendix

Notes

Income statement

Hyperinflation, tower sales, MTN Zakhele Futhi impact and Nigeria regulatory fine impact

ZAR (million)	**Actual 2016**	Hyper-inflation	Tower profit*	MTN Zakhele Futhi impact	Nigeria regulatory fine	**Actual 2016 adjusted**	Actual 2015	Hyper-inflation	Tower profit*	Nigeria regulatory fine	Actual 2015 adjusted	Adjusted change %
Revenue	**147 920**	1 026	-	-	-	**146 894**	147 063	710	-	-	146 353	-
Other income	**335**	-	31	-	-	**304**	8 409	1	8 263	-	145	110
EBITDA	**40 751**	**246**	**31**	**(1 008)**	**(10 499)**	**51 981**	**59 125**	**231**	**8 263**	**(9 287)**	**59 918**	**(13)**
Depreciation, amortisation and impairment of goodwill#	**26 609**	791	-	-	-	**25 818**	23 797	473	-	-	23 324	11
Profit from operations	**14 142**	**(545)**	**31**	**(1 008)**	**(10 499)**	**26 163**	**35 328**	**(242)**	**8 263**	**(9 287)**	**36 593**	**(29)**
Net finance cost	**10 495**	(228)	-	-	1 044	**9 679**	3 010	5	-	-	3 005	222
Monetary gain	**1 723**	1 723	-	-	-	**-**	1 348	1 348	-	-	-	NM
Share of results of joint ventures and associates after tax	**(127)**	(1 851)	-	-	-	**1 724**	1 226	(1 768)	-	-	2 994	(42)
Profit/(loss) before tax	**5 243**	**(445)**	**31**	**(1 008)**	**(11 543)**	**18 208**	**34 892**	**(667)**	**8 263**	**(9287)**	**36 583**	**(50)**
Income tax expense	**8 346**	35	-	593	-	**7 718**	11 322	91	(707)	-	11 938	(35)
(Loss)/profit after tax	**(3 103)**	**(480)**	**31**	**(1 601)**	**(11 543)**	**10 490**	**23 570**	**(758)**	**8 970**	**(9 287)**	**24 645**	**(57)**
Non-controlling interests	**(489)**	195	-	-	(2 444)	**1 760**	3 366	231	1 854	(1 966)	3 247	(46)
Attributable (loss)/profit	**(2 614)**	**(675)**	**31**	**(1 601)**	**(9 099)**	**8 730**	**20 024**	**(989)**	**7 116**	**(7 321)**	**21 398**	**(59)**
EBITDA margin	**27.5%**					**35.4%**	40.2%				40.9%	(5.5) pp
Effective tax rate	**159.2%**					**42.4%**	32.4%				32.6%	9.8pp

*Tower sale profits for the period relates to Ghana release of deferred profit of R31m (2015: Nigeria tower profit of R8 233m and Ghana release of deferred gain of R30m)
#Additional depreciation from hyperinflation adjustments relate to the unwind of Sudan assets historically written up. R223m of goodwill impairment on Syria relates to hyperinflation write-up

APPENDICES

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Net debt

ZAR (million)	Cash and cash equivalents*	Net interest-bearing liabilities	**Net debt/ (cash) 2016**	Net debt/ (cash) 2015
South and East Africa	**3 245**	**2 679**	**(476)**	**(1 652)**
South Africa	2 023	-	**(2 023)**	(1 507)
Uganda	152	1 537	**1 385**	(86)
Other	1 070	1 232	**162**	(59)
West and Central Africa	**17 216**	**20 314**	**3 098**	**3 956**
Nigeria	13 816	12 709	**(1 107)**	1 695
Ghana	492	516	**24**	15
Cameroon	977	2 234	**1 257**	118
Ivory Coast	455	2 525	**2 070**	2 399
Other	1 476	2 330	**854**	(271)
Middle East and North Africa	**3 169**	**2 421**	**(748)**	**(585)**
Head office and eliminations	**11 422**	**61 450**	**50 028**	**29 916**
Total	**35 052**	**86 954**	**51 902**	**31 635**
Iran (49%)	6 993	957	(6 036)	(5 342)

* Includes restricted cash and current investments

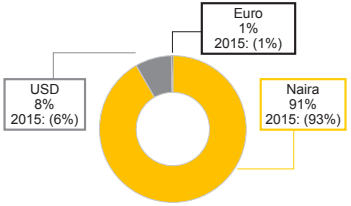
Notes

Net debt composition

Nigeria borrowings
(%)



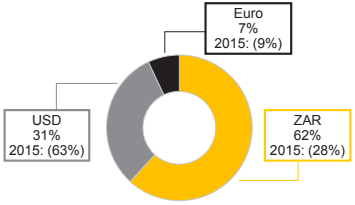
Nigeria cash
(%)



Head office borrowings
(%)



Head Office cash
(%)



Net debt composition ZAR (million)	Total	Naira denominated	USD denominated	ZAR denominated	Euro denominated
Nigeria borrowings	**12 709**	8 255	4 454	-	-
Nigeria cash	**13 816**	12 622	1 101	-	93
Head office borrowings	**61 450**	-	35 813	25 637	-
Head office cash	**11 422**	-	3 588	7 028	806

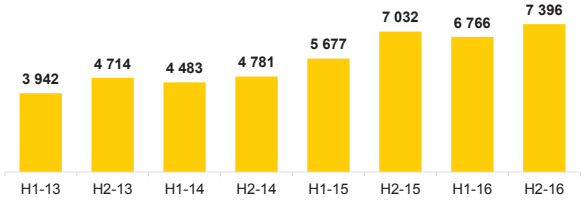
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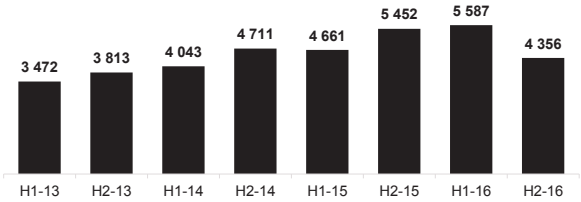
Data revenue

South Africa and Nigeria

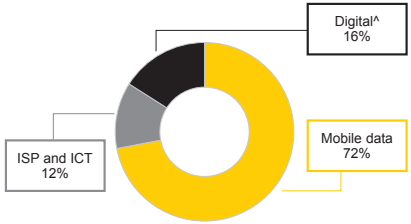
South Africa - Total data*
ZAR (million)



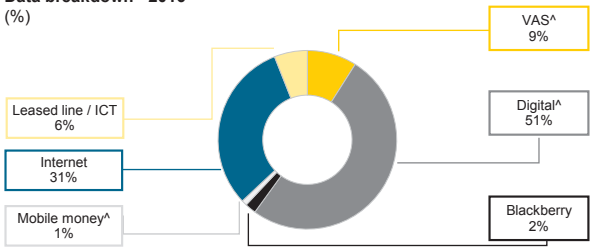
Nigeria - Total data*
Naira (million)



Data breakdown - 2016
(%)



Data breakdown - 2016
(%)



* Data breakdown for the comparative years are not provided due to the amendments in data definitions over the years
^ Digital revenue includes all related digital services

Notes

Share of results of joint ventures and associates after tax (IFRS)

ZAR (million)	2016	2015	Change %
Telco joint ventures	**4 429**	**4 111**	**8**
- Iran	**3 926**	3 671	7
- Swaziland	**105**	95	11
- Botswana	**398**	345	15
Tower companies	**(2 265)**	**(710)**	**219**
- Ghana	**(29)**	136	(121)
- Uganda	**(9)**	(301)	(97)
- Nigeria*	**(2 227)**	(545)	NM
BICS	**273**	216	26
Share of results of telco joint ventures and associates after tax excluding hyperinflation	**2 437**	**3 617**	**(33)**
Iran – Hyperinflation (2016: Depreciation of assets written up)	**(1 853)**	(1 768)	(5)
Share of results of telco joint ventures and associates after tax including hyperinflation	**584**	**1 849**	**(68)**
Digital Group	**(706)**	**(623)**	**(13)**
- AIH	**(478)**	(418)	(14)
- MEIH	**(121)**	(129)	6
- IME	**(110)**	(78)	(41)
- CCA	**3**	2	50
- Travelstart	**(6)**	-	(100)
- Other	**1**	-	100
Share of results of joint ventures and associates after tax	**(127)**	**1 226**	**(110)**

* Includes forex losses of R2 254m from the devaluation of the Naira offset by deferred tax credit of R674m

APPENDICES

Notes

FX trends

Closing rate

USD: Local currency	**2016**	2015	2014	YTD 16 – YTD 15 LC:USD strengthening/(weakening)	YTD 15 – YTD 14 LC:USD strengthening/(weakening)
ZAR	**13.72**	15.47	11.50	13	(26)
Naira	**312.94**	199.20	184.00	(36)	(8)
Rial	**32 321**	30 118	27 043	(7)	(10)
Cedi	**4.23**	3.79	3.19	(10)	(16)
Cameroon XAF	**622.11**	603.51	542.07	(3)	(10)
Ivory Coast CFA	**625.13**	615.87	542.07	(1)	(12)
Uganda shilling	**3 591.50**	3 367.00	2 760.00	(6)	(18)
Syrian pound	**517.43**	336.65	197.98	(35)	(41)
Sudanese pound	**6.59**	6.09	5.97	(8)	(2)

ZAR: Local currency	**2016**	2015	2014	YTD 16 – YTD 15 ZAR:LC strengthening/(weakening)	YTD 15 – YTD 14 ZAR:LC strengthening/(weakening)
Naira	**22.81**	12.88	15.93	(77)	19
Rial	**2 355**	1 947	2 342	(21)	17
Cedi	**0.31**	0.25	0.28	(24)	11
Cameroon XAF	**45.34**	39.02	46.94	(16)	17
Ivory Coast CFA	**45.46**	39.81	46.94	(14)	15
Uganda shilling	**261.73**	217.67	239.02	(20)	9
Syrian pound	**37.71**	21.76	17.15	(73)	(27)
Sudanese pound	**0.48**	0.39	0.52	(22)	25

Notes

FX trends

Average rate

USD: Local currency	H1-16	H2-16	**YTD-16**	H1-15	H2-15	YTD-15	YTD 16 – YTD 15 LC:USD strengthening/(weakening)
ZAR	15.26	14.00	**14.62**	11.85	12.77	12.27	(16)
Naira	205.83	311.22	**243.63**	196.49	199.34	197.77	(19)
Rial	30 271	31 456	**30 905**	28 024	29 831	28 943	(6)
Cedi	3.83	4.04	**3.94**	3.76	3.80	3.78	(4)
Cameroon XAF	590.97	593.98	**592.27**	587.24	596.62	591.67	(0)
Ivory Coast CFA	597.32	595.38	**596.46**	587.07	598.87	592.41	(1)
Uganda shilling	3 371.57	3 440.82	**3 406.97**	2 956.18	3 508.93	3 207.20	(6)
Syrian pound	418.97	509.30	**471.27**	237.91	312.76	275.13	(42)
Sudanese pound	6.09	6.36	**6.21**	5.97	6.08	6.03	(3)

ZAR: Local currency	H1-16	H2-16	**YTD-16**	H1-15	H2-15	YTD-15	YTD 16 – YTD 15 ZAR:LC strengthening/(weakening)
Naira	13.52	22.23	**18.28**	16.59	14.62	15.63	17
Rial	1 985	2 248	**2 120**	2 364	2 184	2 266	(6)
Cedi	0.25	0.29	**0.27**	0.32	0.28	0.30	(10)
Cameroon XAF	38.79	42.29	**40.23**	49.58	43.83	46.67	(14)
Ivory Coast CFA	39.18	42.43	**40.55**	49.58	44.08	46.91	(14)
Uganda shilling	220.40	245.57	**232.55**	249.48	257.64	253.47	(8)
Syrian pound	27.41	36.37	**32.41**	20.07	23.02	21.64	50
Sudanese pound	0.40	0.46	**0.43**	0.50	0.45	0.47	(9)

APPENDICES

Notes

South Africa – improved network quality and aggressive sales of smartphones

Launched June 1994	Market share 34.8%	Population 55.9m	Market size 2016 96m	Market penetration 153%	Shareholding 100%

Revenue growth of 4.7% supported by strong device sales

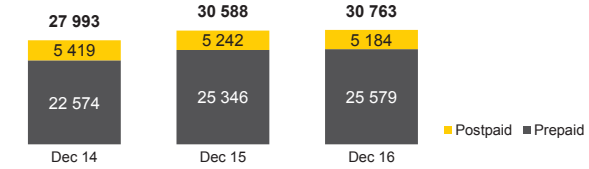
Subscribers up 0.6% to 30.8 million

- Driven by the pre-paid segment, up 0.9% supported by attractive offerings
- Post-paid segment declined 1.1%, impacted by network quality challenges in H1 16

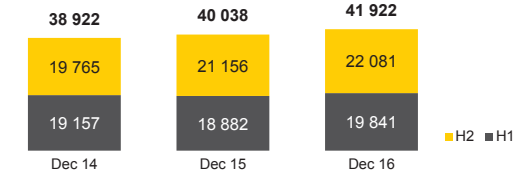
Service revenue up 1,9% driven by good growth in data revenue

- Strong data revenue growth up 11.4%, contributing 34% to total revenue - attributable to:
  - Number of smartphones on the network up 15.3% to 10.5 million
  - Megabytes per user increased 46.7%
  - Improved 3G and LTE network quality and capacity
  - Higher data speeds
- Digital revenue contributed 16% to data revenue
  - Additional services being offered in digital, including local and international content

Total subscribers '000



Revenue ZAR (million)



Notes

South Africa – EBITDA margin improvement in H2 16

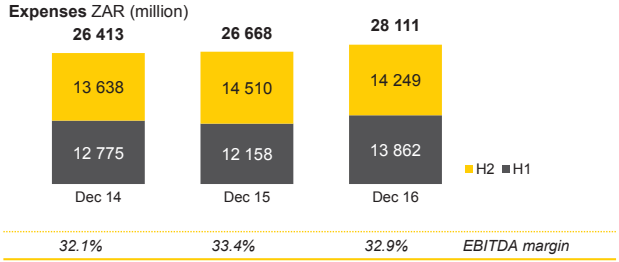
Strong focus on network experience

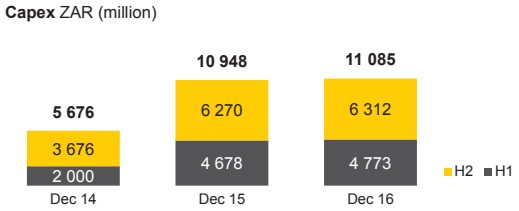
EBITDA margin down 0.5pp

- Mainly due to
  - Forex losses on cost of devices
  - Change in device mix from 2G to 3G and LTE
  - Impact of network-related costs as a result of the expansion of 3G and LTE network
  - Increase in staff and marketing costs
  - H2 16 margin improved 5.4pp versus H1 16

Strong focus on network investment

- Capex increased 1.3% to R11 085 million
- Aggressive rollout of 1 134 co-located 3G sites and 1 538 LTE sites
- NPS gained significantly in Q4 16 and increased 8.0pp compared to H1 16, mainly driven by value and service
- Approximatley 13 000 homes passed with “fibre to the home” connections
- SmartVillage acquisition completed in December 2016





APPENDICES

Notes

Nigeria – meaningful improvement in H2 16, despite challenging environment

Launched Aug 2001	Market share 48.0%	Population 176.3 m	Market size 2016 133m	Market penetration 73%	Shareholding 78.8%

Challenging operating environment

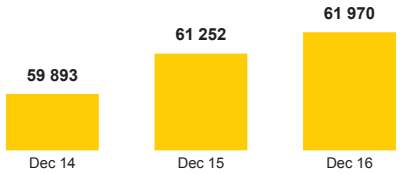
Subscriber base increased of 1.2%

- Lower average subscribers due to regulatory challenges
- Improvement in H2 16, up 5.1% vs H1 16
- Market share grew to 48.0% from 44.8%
- Reconnection of previously disconnected subscribers
- Attractive value propositions

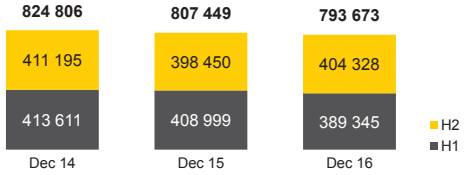
Revenue declined 1.4%*

- Lower average subscribers and impact of delays in competitive offerings
- Positive revenue trends, mainly in H2 16
- Data revenue increased 10.8%*, contributing 21% to total revenue, supported by:
  - Impacted by regulatory "double opt in" on digital services
  - Competitive customised data offerings
  - Quality of LTE network and introduction of new data bundle plans
  - 36.1% increase in number of smartphones to 20.4 million
- Digital revenue contributed 61% to total data revenue mainly as a result of MTN Music+, supported by youth segment
- Mobile Money active subscribers increased >100% to 1.6 million
- Most Valued Brand in Nigeria for 2016

Total subscribers '000



Revenue NGN (million)



* Constant currency ('organic') information

Notes

Nigeria – EBITDA margin impacted by depreciation of the naira

Network quality and rollout of LTE remains a priority

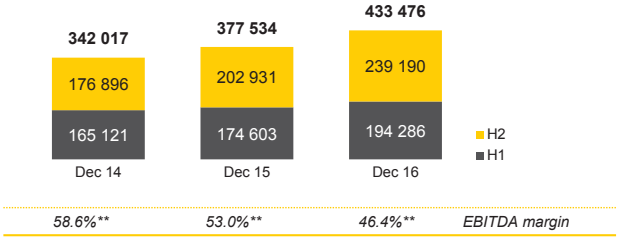
EBITDA margin reduced 6.6pp mainly impacted by

- Foreign currency challenges relating to USD denominated expenses - towers and site leasing
- Marketing costs relating to subscriber registration process
- Wide range of professional services in relation to the settlement of the regulatory fine

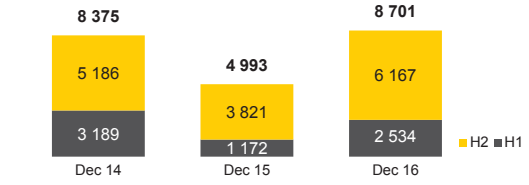
Improving network quality and customer experience

- Capex increased > 100%* to R8 701 million
- Delays in network re-planning and equipment purchases as a result of foreign currency availability limitations
- Rolled out 1 799 co-located 3G sites and 1 833 LTE sites
- Purchase of LTE spectrum
- NPS more than doubled

Expenses NGN (million)



Capex ZAR (million)



* Constant currency ('organic') information
** In ZAR terms

APPENDICES

Notes

Iran – solid performance supported by superior data network

Launched Oct 2006	Market share 46.0%	Population 81.15m	Market size 2016 101m	Market penetration 127%	Shareholding 49%

Revenue growth of 12.8%* supported by increased data revenue growth

Subscriber growth of 3.2% to 47.6 million

- Competitive segmented voice and data offerings, supported by
  - Superior quality 3G and LTE network
  - Improved customer experience, which resulted in a higher NPS of 22%

Strong data revenue

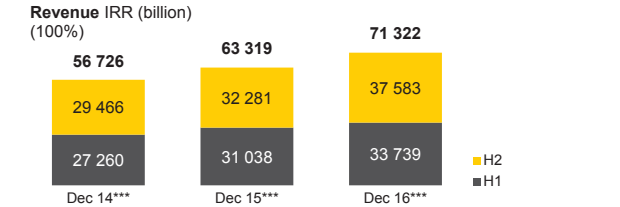
- Outgoing voice revenue declined marginally by 0.7%*, contributing 37% to total revenue, cannibalised by data services
- Data revenue increased 58.8%*, contributing 42% to total revenue despite regulatory pressure on data tariffs
- Modernisation of 2G and 3G sites as well as expansion of the LTE network underpinned the growth in data revenue
- Smartphone penetration remains the highest across the group with 26,1 million subscribers
- Digital revenue contributed 30% to data revenue due to an increase in local content-based usage

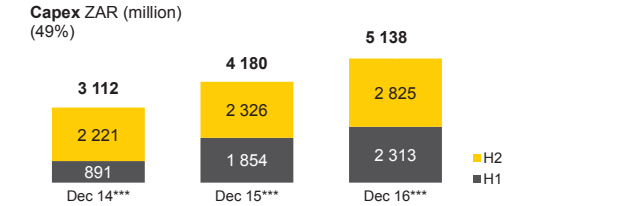
EBITDA down 2,5pp

- Increased transmission costs attributable to additional capacity requirements

3G and LTE network expansion

- Increase in capex of 15.0%* to R5 138 million
- Added 2 717 co-located 3G sites and 2 210 LTE sites





*Constant currency ('organic') information
**In ZAR terms
***Excluding hyperinflation

Notes

Ghana – strong performance supported by attractive offers

Launched Nov 1996	Market share 56.4%	Population 28.2m	Market size 2016 31.8m	Market penetration 121%	Shareholding 97.7%

Voice and data delivered a strong performance

Subscriber growth of 18.7% to 19.3 million

- Driven by attractive value propositions
- Market share expanded to 56.4% from 52.2%

Revenue up 19.8%* supported by data, outgoing voice and digital

- Data revenue up 65.7%*, contributing 42% to total revenue, driven by expansion of network coverage, increased availability of low-cost smartphones and LTE network
- Uptake in data usage supported by lifestyle bundles and new data bundles introduced with launch of 4G
- Smartphones increased by 64.4% to 5.3 million
- Digital revenue contributed 48% to data revenue, supported by mobile financial services
- Mobile Money active subscribers increased by 79.4% to 5.7 million, supported by strong regional innovation and marketing

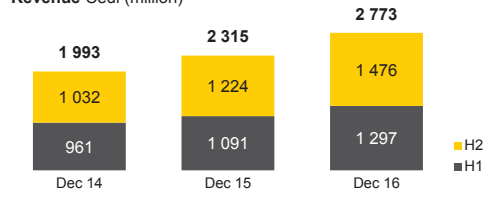
EBITDA margin up by 0.2pp, despite increased tower leasing costs

- Depreciation of the cedi and high inflation, partially offset through implementation of cost control initiatives

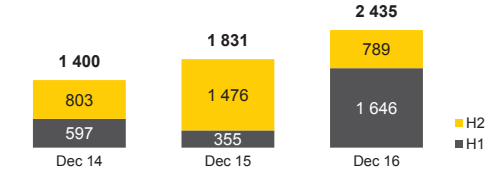
Network quality remains a priority

- Capex increased by 15.9%* to R2 435 million prioritising improved quality
- Added 226 co-located 3G sites and 475 LTE sites

Revenue Cedi (million)



Capex ZAR (million)



*Constant currency ('organic') information
**In ZAR terms

APPENDICES

Notes

Cameroon – impacted by subscriber registration requirements

Launched Feb 2000	Market share 57.1%	Population 23.92m	Market size 2016 18.5m	Market penetration 72%	Shareholding 70%

Aggressive subscriber registration campaigns

Subscribers up 7.5% to 9.9 million

- Aggressive subscriber registration campaigns as well as a reduction in churn due to retention campaigns

Revenue declined 6.7%*

- Decline in outgoing voice revenue impacted by a decrease in effective tariff as well as free minutes used in relation to subscriber registration process
- Data revenue increased 25.9%* and contributed 19% to total revenue, supported by an increase in data usage due to higher data bundles and expansion of 3G and LTE networks
- Smartphones increased to 1.3 million
- Digital revenue contributed 21% to data revenue supported by the lifestyle segment
- Mobile Money active subscribers increased >100% to 367 000

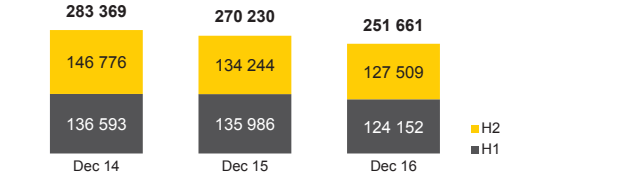
EBITDA margin down 2.8pp

- Impacted by subscriber registration campaigns
- Several cost reduction initiatives were also implemented

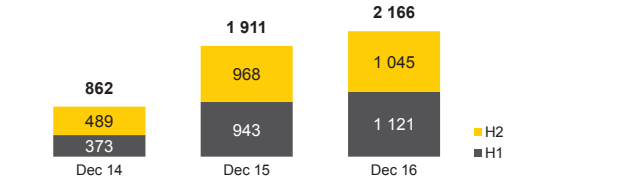
Focus on 3G and LTE network coverage and quality

- 1.2%* increase in capex to R2 166 million
- Enhanced data through put speeds improved customer experience
- 463 co-located 3G sites and 267 LTE sites rolled out

Revenue XAF (million)



Capex ZAR (million)



*Constant currency ('organic') information
**In ZAR terms

Notes

Ivory Coast – initial recovery in H2 16

Launched Apr 1996	Market share 32.6%	Population 24.23m	Market size 2016 20.6m	Market penetration 117%	Shareholding 58.8%

Data growth supported by strong focus on 3G and LTE network rollout

Subscribers up 13.6% to 9.5 million

- Strong churn management

Revenue down 2.0%* mainly due to lower outgoing voice revenue

- Data revenue up 18.4%* and now contributes 19% to total revenue
- Increased data usage supported by WiMax swaps to LTE, residential offerings as well as LTE TDD devices
- Number of smartphones on network increased by > 100% to 2.1 million

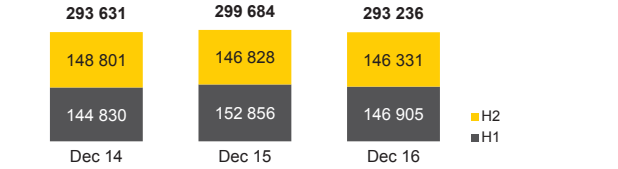
EBITDA margin decreased by 1.7pp

- Impacted by provision for doubtful debts

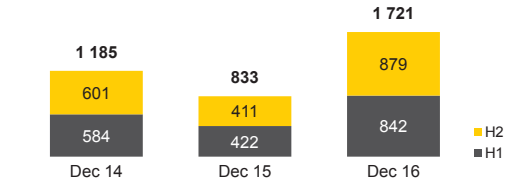
Capex increased > 100%* to R1 721 million

- Added 512 co-located 3G sites and 343 LTE sites
- Strong focus on network coverage and densification

Revenue CFA (million)



Capex ZAR (million)



*Constant currency ('organic') information
**In ZAR terms

APPENDICES

Notes

Uganda – impacted by subscriber registration, positive H2 16 trends

Launched Oct 1998	Market share 53.3%	Population 41.1m	Market size 2016 20.3m	Market penetration 47.9%	Shareholding 96%

Gaining momentum post subscriber registration process

Subscribers increased 18.1% to 10.5 million

- Reconnection of previously disconnected subscribers
- Supported by new acquisitions on the all-net call per second price plan, segmented value propositions and a decline in churn
- Market share grew to 53.3% from 51.1%

Revenue decreased 1.9%*

- Voice revenue impacted by One Network Area, decline in mobile termination rates and disconnections
- Data revenue up 18.8%*, contributing 34% to total revenue – supported by attractive data bundles with increased data usage, below-the-line campaigns and a LTE SIM swap campaign
- Digital revenue contributed 71% to data revenue supported by E-commerce products (mobile advertising) and MTN Class (VAS in education)

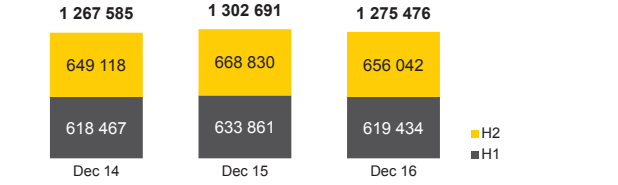
EBITDA margin down 4.9pp

- Impacted by once-off subscriber registration costs and a once-off cost relating to inventory impairment
- Maintenance and tower leasing costs

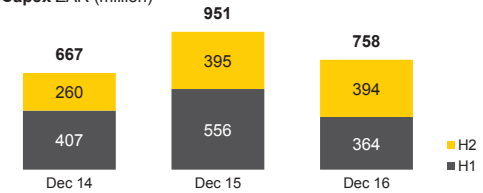
Capex down 23.7%* to R758 million

- Added 375 co-located 3G sites and 110 LTE sites
- NPS increased 3.5pp

Revenue UGX (million)



Capex ZAR (million)



*Constant currency ('organic') information
**In ZAR terms

Notes

Syria – challenging operating environment

Launched June 2002	Market share 44.5%	Population 17.0m	Market size 2016 14.8m	Market penetration 80%	Shareholding 75%

Operational growth despite a challenging environment

Subscribers increased by 1.6% to 6.1 million

- Extremely challenging operating environment

Revenue increased 20.3%* supported by outgoing voice and data

- Supported by below-the-line campaigns and regional offers
- 26.9%* increase in data revenue, contributing 29% to total revenue - supported by an increase in network availability

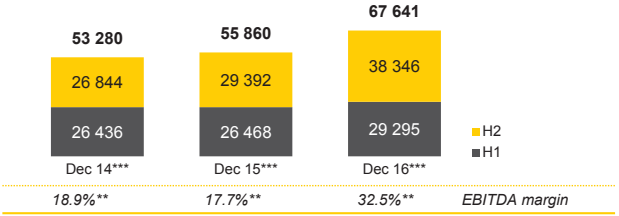
EBITDA margin increased 14.8pp

- Supported by the conversion of the BOT licence and cost optimisation

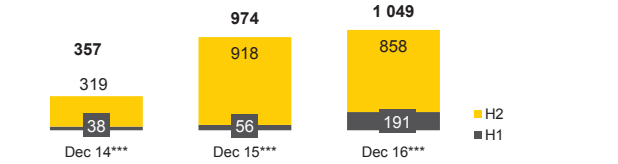
Capex increased by 67.9%* to R1 049 million

- Added 250 co-located 3G sites and 74 LTE sites

Revenue SYP (million)



Capex ZAR (million)



*Constant currency ('organic') information
**In ZAR terms
***Excluding hyperinflation

APPENDICES

Notes

Sudan – good result supported by data growth

Launched Sept 2005	Market share 35.1%	Population 38.1m	Market size 2016 30.3m	Market penetration 56%	Shareholding 85%

Progress in tough conditions

Subscribers decreased 11,5% to 7.5 million

- Disconnection of subscribers in compliance with the subscriber registration process

Revenue increased by 18.8%*

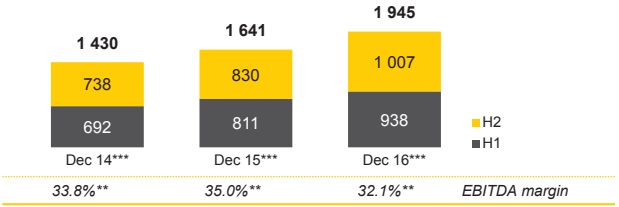
- Strong outgoing voice, supported by a tariff increase implemented in June
- Data revenue increased 56.6%* and contributed 29% to total revenue, supported by below-the-line campaigns and improved network quality
- Data users increased 4.7% to 4 million
- Digital revenue contributed 19% to data revenue
- Mobile Money remains a key opportunity area
- Launch in collaboration with the Central Bank is imminent

EBITDA margin down 2.9pp

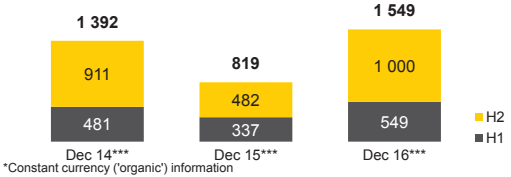
Capex up 77.0%* to R1 549 million

- Added 127 co-located 3G sites and 439 LTE sites

Revenue SDG (million)



Capex ZAR (million)



*Constant currency ('organic') information
**In ZAR terms
***Excluding hyperinflation

Notes




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MTN
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ARPU
(US dollar)

Country	1Q16*	2Q16*	3Q16*	4Q16*
SEA				
South Africa	5,32	5,51	6,35	6,72
Uganda	2,49	2,25	2,23	2,30
Rwanda	2,01	1,93	1,95	1,87
Zambia	2,45	2,63	2,82	2,60
South Sudan	2,06	1,50	1,24	1,95
Botswana (joint venture)	5,45	5,67	6,33	6,74
Swaziland (joint venture)	5,60	6,11	7,41	7,77
WECA				
Nigeria	5,40**	5,09**	3,38**	3,52**
Ghana	3,13	3,19	3,23	3,27
Cameroon	3,37	3,29	3,36	3,38
Ivory Coast	4,55	4,63	4,76	4,51
Benin	5,94	5,95	5,87	5,92
Conakry	1,70	1,83	2,06	2,02
Congo B	8,22	8,66	8,01	7,35
Liberia	3,73	3,51	3,34	3,45
Bissau	3,24	4,11	3,94	3,52
MENA				
Iran (joint venture)	3,73	3,99	4,02	3,94
Syria	2,09	1,80	2,16	2,02
Sudan	2,83	2,90	3,12	3,41
Yemen	4,10	3,71	3,69	3,24
Afghanistan	1,92	1,84	2,01	1,92
Cyprus	18,51	19,33	19,68	17,53

**WiMax now included in Cameroon, Conakry, Iran, Syria and Cyprus*
***Visafone now included*

	1Q15	2Q15	3Q15	4Q15
	7,45	7,46	7,22	6,40
	2,79	2,34	2,13	2,29
	2,27	2,25	2,21	1,95
	4,23	3,83	3,65	2,84
	8,26	8,33	7,75	4,71
	6,27	6,35	6,28	5,60
	8,06	7,81	7,97	7,08
	5,68	5,25	4,99	4,87
	3,57	3,15	3,29	3,09
	3,83	3,43	3,68	3,60
	5,07	4,70	4,59	4,69
	6,05	5,78	6,09	5,80
	2,69	2,34	2,01	2,15
	9,14	9,02	9,48	9,00
	5,07	4,70	3,96	4,31
	3,79	4,16	3,58	3,15
	4,01	4,03	3,91	3,61
	3,31	3,04	2,95	3,91
	2,47	2,59	2,62	2,61
	4,51	3,66	4,06	4,10
	2,76	2,89	2,86	2,59
	19,35	19,37	19,80	18,38

ARPU
(Local currency)

Country	1Q16*	2Q16*	3Q16*	4Q16*
SEA				
South Africa	83,10	81,95	90,47	92,54
Postpaid	154,70	152,98	178,33	164,59
Postpaid (excluding telemetry)	258,77	280,59	317,17	295,45
Prepaid	68,30	67,15	72,00	77,54
Uganda	8 462,00	7 528,18	7 526,96	8 114,82
Rwanda	1 487,72	1 486,82	1 544,73	1 507,62
Zambia	27,47	26,89	28,09	25,38
South Sudan	55,11	55,05	70,22	145,63
Botswana (joint venture)	61,00	63,00	67,00	71,31
Swaziland (joint venture)	88,00	91,00	105,54	106,95
WECA				
Nigeria	1 078,00**	1 086,00**	1 047,63**	1 100,02**
Ghana	12,17	12,28	12,73	13,66
Cameroon	2 052,45	1 952,75	1 981,00	2 046,88
Ivory Coast	2 771,75	2 705,14	2 802,82	2 738,18
Benin	3 616,00	3 506,59	3 458,95	3 595,94
Conakry	14 791,78	16 409,98	18 657,08	18 393,40
Congo B	4 926,03	5 054,11	4 714,69	4 455,24
Liberia	3,73	3,51	3,34	3,45
Bissau	1 978,20	2 403,63	2 321,77	2 136,85
MENA				
Iran (joint venture)	112 513,01	121 147,23	126 364,00	125 604,00
Syria	767,08	865,87	1 083,20	1 045,44
Sudan	17,23	17,69	19,05	22,04
Yemen	880,20	904,79	921,50	810,82
Afghanistan	131,93	126,34	135,98	128,59
Cyprus	16,93	17,15	17,41	16,20

**WiMax now included in Cameroon, Conakry, Iran, Syria and Cyprus*
***Visafone now included*

1Q15	2Q15	3Q15	4Q15
87,16	88,44	93,65	91,54
159,52	163,86	180,65	163,84
259,46	268,39	305,80	282,78
69,75	70,40	74,04	76,00
7 998,46	7 148,75	7 512,37	7 358,68
1 538,99	1 562,92	1 565,57	1 444,71
28,61	28,34	32,00	30,17
26,13	26,33	24,52	27,53
61,04	63,21	68,24	64,00
94,26	93,73	103,30	101,31
1 102,59	1 046,45	994,44	963,42
12,32	12,53	12,52	11,70
2 225,90	2 043,26	2 169,43	2 140,00
2 946,57	2 797,32	2 708,13	2 780,00
3 512,75	3 438,86	3 594,24	3 523,30
19 190,61	17 043,90	14 874,41	16 508,47
5 312,87	5 365,33	5 597,42	5 334,97
5,07	4,70	3,96	4,31
2 201,47	2 473,65	2 111,39	1 910,73
110 351,87	114 958,63	116 024,94	113 683,00
706,14	795,23	863,86	770,64
14,77	15,46	15,89	15,90
970,24	786,84	920,73	909,66
159,27	170,64	180,09	170,51
17,15	17,57	17,81	17,27

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Country	1Q16*	2Q16*	3Q16*	4Q16*
SEA	52 796	52 872	52 975	54 738
South Africa	30 077	29 805	29 668	30 764
Postpaid	5 198	5 132	5 166	5 185
Prepaid	24 879	24 673	24 502	25 579
Uganda	9 624	9 891	10 180	10 549
Rwanda	4 015	3 989	4 094	4 062
Zambia	5 197	5 417	5 392	5 802
South Sudan	1 126	1 055	892	771
Botswana (joint venture)	1 826	1 798	1 805	1 821
Swaziland (joint venture)	931	919	945	970
WECA	102 952	105 560	108 110	111 902
Nigeria	57 045**	58 978**	60 462**	61 970**
Ghana	17 004	17 579	18 050	19 296
Cameroon	9 477	9 648	9 521	9 870
Ivory Coast	8 140	8 236	8 542	9 484
Benin	3 923	3 962	3 988	4 053
Conakry	3 075	2 748	2 941	2 563
Congo B	2 175	2 270	2 333	2 404
Liberia	1 409	1 443	1 574	1 577
Bissau	704	696	699	685
MENA	73 855	74 145	73 613	73 738
Iran (joint venture)	46 852	47 316	47 837	47 625
Syria	5 802	5 837	5 899	6 067
Sudan	8 800	8 814	7 668	7 490
Yemen	5 335	5 310	5 322	5 252
Afghanistan	6 702	6 482	6 480	6 895
Cyprus	363	386	407	409
Total subscribers	229 603	232 577	234 698	240 378

**WiMax now included in Cameroon, Conakry, Iran, Syria and Cyprus*
***Visafone now included*

1Q15	2Q15	3Q15	4Q15
51 625	52 168	53 439	52 853
27 958	28 504	29 077	30 588
5 402	5 328	5 190	5 242
22 555	23 176	23 888	25 346
10 791	11 146	11 524	8 929
3 889	3 958	4 010	4 119
5 386	4 901	5 026	5 264
904	982	1 084	1 200
1 783	1 784	1 794	1 758
915	892	923	995
104 798	108 082	107 952	106 576
61 149	62 813	62 494	61 252
14 208	14 886	15 493	16 255
10 097	10 363	9 949	9 178
8 295	8 488	8 461	8 346
3 782	3 913	3 989	4 012
3 272	3 485	3 362	3 244
2 038	2 128	2 216	2 250
1 319	1 300	1 300	1 357
636	705	689	682
71 080	70 747	71 663	73 071
44 421	44 146	45 464	46 142
5 747	5 765	5 769	5 972
8 595	8 757	8 315	8 462
5 595	5 239	5 255	5 351
6 390	6 487	6 503	6 785
331	354	356	359
227 503	230 997	233 054	232 500

REVENUE
(Rm)

Country	1H16	2H16	YTD16
SEA	25 156	26 986	52 142
South Africa	19 841	22 081	41 922
Uganda	2 804	2 661	5 465
Rwanda	775	689	1 464
Zambia	1 408	1 300	2 708
South Sudan	210	139	349
Business Group	118	116	234
WECA	46 347	34 308	80 655
Nigeria	28 941	18 181	47 122
Ghana	5 165	5 126	10 291
Cameroon	3 202	2 987	6 189
Ivory Coast	3 751	3 425	7 176
Bissau	246	230	476
Conakry	527	505	1 032
Congo B	1 815	1 567	3 382
Liberia	524	451	975
Benin	2 176	1 836	4 012
MENA	7 402	6 886	14 288
Syria	1 068	1 055	2 123
Sudan	2 345	2 240	4 585
Yemen	1 905	1 554	3 459
Afghanistan	1 204	1 108	2 312
Cyprus	880	929	1 809
Joint ventures			
Iran	8 324	8 212	16 536
Botswana	518	486	1 004
Swaziland	174	188	362
Equity accounting exclusion	(9 016)	(8 886)	(19 902)
Head office companies and eliminations	(27)	(164)	(191)
Total	78 878	68 016	146 894
Hyperinflation	237	789	1 026
Total including hyperinflation	79 115	68 805	147 920

1H15	2H15	YTD15	Reported (%)	Organic (%)
24 456	26 963	51 419	1,4	7,9
18 882	21 156	40 038	4,7	4,7
2 540	2 608	5 148	6,2	(1,9)
712	787	1 499	(2,3)	(6,5)
1 632	1 499	3 131	(13,5)	(6,5)
591	798	1 389	(74,9)	185,3
99	115	214	9,3	2,3
38 296	43 147	81 443	(1,0)	(0,3)
24 649	27 293	51 942	(9,3)	(1,4)
3 496	4 407	7 903	30,2	19,8
2 742	3 064	5 806	6,6	(6,7)
3 081	3 343	6 424	11,7	(2,0)
197	200	397	19,9	5,3
619	584	1 203	(14,2)	(9,0)
1 393	1 728	3 121	8,4	(5,8)
511	503	1 014	(3,8)	(16,6)
1 608	2 025	3 633	10,4	(4,0)
6 569	7 197	13 766	3,8	3,8
1 329	1 276	2 605	(18,5)	20,3
1 610	1 862	3 472	32,1	18,8
1 633	1 738	3 371	2,6	(4,2)
1 340	1 484	2 824	(18,1)	(21,4)
657	837	1 494	21,1	5,8
6 435	7 225	13 660	21,1	12,8
457	488	945	6,2	–
165	179	344	5,2	5,4
(7 057)	(7 892)	(14 949)	–	–
(111)	(164)	(275)	–	–
69 210	77 143	146 353	0,4	2,9
94	616	710		
69 304	77 759	147 063	0,6	2,0

REVENUE BREAKDOWN
(Rm)

Country	1H16	2H16	YTD16
South Africa			
Outgoing voice	7 922	9 027	16 949
Incoming voice	753	824	1 577
Data	6 766	7 396	14 162
SMS	675	637	1 312
Devices	3 354	3 692	7 046
Other	371	505	876
Revenue	19 841	22 081	41 922
Uganda			
Outgoing voice	1 526	1 450	2 976
Incoming voice	256	207	463
Data	920	944	1 864
SMS	29	26	55
Devices	71	34	105
Other	2	–	2
Revenue	2 804	2 661	5 465
Nigeria			
Outgoing voice	19 600	11 250	30 850
Incoming voice	3 321	2 259	5 580
Data	5 587	4 356	9 943
SMS	377	269	646
Devices	17	28	45
Other	39	19	58
Revenue	28 941	18 181	47 122

1H15	2H15	YTD15	Reported (%)	Organic (%)
8 434	8 458	16 892	0,3	0,3
951	896	1 847	(14,6)	(14,6)
5 677	7 032	12 709	11,4	11,4
953	969	1 922	(31,7)	(31,7)
2 513	3 414	5 927	18,9	18,9
354	387	741	18,5	18,5
18 882	21 156	40 038	4,7	4,7
1 497	1 431	2 928	1,6	(5,9)
257	309	566	(18,2)	(24,9)
663	792	1 455	28,1	18,8
30	32	62	(11,3)	(18,2)
38	102	140	(25,0)	(32,9)
55	(58)	(3)	(166,7)	(142,7)
2 540	2 608	5 148	6,2	(1,9)
16 824	18 256	35 080	(12,1)	(5,9)
2 592	3 173	5 765	(3,2)	6,8
4 661	5 452	10 113	(1,7)	10,8
427	413	840	(23,1)	(14,6)
8	6	14	(221,4)	318,6
137	(7)	130	(55,4)	(53,5)
24 649	27 293	51 942	(9,3)	(1,4)

REVENUE BREAKDOWN (continued)
(Rm)

Country	1H16	2H16	YTD16
Ghana			
Outgoing voice	2 364	2 120	4 484
Incoming voice	713	597	1 310
Data	1 991	2 346	4 337
SMS	49	37	86
Devices	7	17	24
Other	41	9	50
Revenue	5 165	5 126	10 291
Cameroon			
Outgoing voice	2 027	1 811	3 838
Incoming voice	390	402	792
Data	603	579	1 182
SMS	90	78	168
Devices	81	95	176
Other	11	22	33
Revenue	3 202	2 987	6 189
Ivory Coast			
Outgoing voice	2 447	2 192	4 639
Incoming voice	555	437	992
Data	642	699	1 341
SMS	52	40	92
Devices	31	21	52
Other	24	36	60
Revenue	3 751	3 425	7 176
Syria			
Outgoing voice	688	684	1 372
Incoming voice	20	16	36
Data	308	311	619
SMS	48	41	89
Devices	1	–	1
Other	3	3	6
Revenue	1 068	1 055	2 123
Hyperinflation	103	381	484
Revenue including hyperinflation	1 171	1 436	2 607

1H15	2H15	YTD15	Reported (%)	Organic (%)
1 830	2 226	4 056	10,6	1,8
622	658	1 280	2,3	(7,1)
952	1 466	2 418	79,4	65,7
40	38	78	10,3	(0,9)
19	6	25	(4,0)	(3,6)
33	13	46	8,7	(8,7)
3 496	4 407	7 903	30,2	19,8
1 911	1 976	3 887	(1,3)	(13,9)
396	433	829	(4,5)	(15,3)
315	508	823	43,6	25,9
87	95	182	(7,7)	(19,8)
26	58	84	109,5	83,3
7	(6)	1	3 200,0	4 457,3
2 742	3 064	5 806	6,6	(6,7)
2 029	2 186	4 215	10,1	(3,4)
507	527	1 034	(4,1)	(16,8)
447	556	1 003	33,7	(18,4)
57	50	107	(14,0)	(25,2)
15	9	24	116,7	85,7
26	15	41	46,3	34,9
3 081	3 343	6 424	11,7	(2,0)
854	820	1 674	(18,0)	21,1
36	29	65	(44,6)	(20,0)
361	360	721	(14,1)	26,9
70	60	130	(31,5)	–
–	1	1	100,0	84,1
8	6	14	(57,1)	(43,1)
1 329	1 276	2 605	(18,5)	20,3
28	363	391	–	–
1 357	1 639	2 996	(13,0)	17,6

REVENUE BREAKDOWN (continued)
(Rm)

Country	1H16	2H16	YTD16
Sudan			
Outgoing voice	1 207	1 103	2 310
Incoming voice	407	379	786
Data	649	668	1 317
SMS	41	37	78
Devices	–	3	4
Other	41	49	90
Revenue	2 345	2 240	4 585
Hyperinflation	134	(12)	122
Revenue including hyperinflation	2 479	2 228	4 707
Iran (49%)			
Outgoing voice	3 206	2 935	6 141
Incoming voice	963	884	1 847
Data	3 380	3 608	6 988
SMS	679	574	1 253
Devices	72	120	192
Other	24	91	115
Revenue	8 324	8 212	16 536
Hyperinflation	–	–	–
Revenue including hyperinflation	8 324	8 212	16 536

1H15	2H15	YTD15	Reported (%)	Organic (%)
914	927	1 841	25,5	12,5
347	378	725	8,4	(3,0)
290	472	762	72,8	56,6
32	32	64	21,9	8,5
1	–	1	300,0	503,5
26	53	79	13,9	6,0
1 610	1 862	3 472	32,1	18,8
66	253	319	–	–
1 676	2 115	3 791	24,2	3,9
2 824	2 916	5 740	7,0	(0,7)
985	954	1 939	(4,7)	(11,7)
1 719	2 406	4 125	69,4	58,8
795	727	1 522	(17,7)	(24,0)
–	–	–	100,0	100,0
112	222	334	(65,6)	(68,3)
6 435	7 225	13 660	21,1	12,8
271	16	287	–	–
6 706	7 241	13 947	18,6	10,5

EBITDA EXCLUDING TOWER PROFITS, HYPERINFLATION, REGULATORY FINE AND MTN ZAKHELE FUTHI IMPACT

(Rm)

Country	1H16	2H16	YTD16
SEA	7 213	9 155	16 368
South Africa	5 979	7 832	13 811
Uganda	842	778	1 620
Rwanda	213	204	417
Zambia	456	420	876
South Sudan	(296)	(83)	(379)
Business Group	19	5	23
WECA	20 574	12 471	33 045
Nigeria	14 421	7 433	21 854
Ghana	2 004	2 180	4 184
Cameroon	1 218	847	2 065
Ivory Coast	1 349	984	2 333
Bissau	70	68	138
Conakry	(77)	(92)	(169)
Congo B	842	603	1 445
Liberia	123	34	157
Benin	624	414	1 038
MENA	2 359	2 298	4 657
Syria	305	384	689
Sudan	829	642	1 471
Yemen	675	684	1 359
Afghanistan	270	326	596
Cyprus	280	262	542
Joint ventures			
Iran	3 139	3 315	6 454
Botswana	287	307	594
Swaziland	94	101	195
Equity accounting exclusion	(3 520)	(3 723)	(7 243)
Head office companies and eliminations	(873)	(1 216)	(2 089)
Total	29 273	22 708	51 981
Regulatory fine	(10 499)	–	(10 499)
MTN Zakhele Futhi impact	–	(1 008)	(1 008)
Hyperinflation	90	156	246
Tower profit	18	13	31
Total including tower profit, hyperinflation, regulatory fine and MTN Zakhele Futhi	18 882	21 869	40 751

1H15	2H15	YTD15	Reported (%)	Organic (%)
8 555	8 348	16 903	(3,2)	(23,9)
6 724	6 646	13 370	3,3	3,3
915	860	1 775	(8,7)	(16,3)
232	226	458	(9,0)	(12,2)
643	536	1 179	(25,7)	(19,6)
33	43	76	(598,7)	NM
8	37	45	(48,9)	(53,6)
19 303	18 813	38 116	(13,3)	(13,6)
14 132	13 372	27 504	(20,5)	(16,1)
1 387	1 810	3 197	30,9	21,8
1 036	1 065	2 101	(1,7)	(16,2)
1 126	1 069	2 195	6,3	(8,3)
72	57	129	7,0	(5,9)
138	(17)	121	(239,7)	(255,4)
611	746	1 357	6,5	(8,8)
149	83	232	(32,3)	(46,3)
652	628	1 280	(18,9)	(31,6)
2 051	2 273	4 324	7,7	7,5
215	245	460	49,8	123,2
539	677	1 216	21,0	9,6
746	578	1 324	2,6	(6,0)
379	534	913	(34,7)	(36,7)
172	239	411	31,9	13,4
2 582	3 083	5 665	13,9	6,9
251	303	554	7,2	1,4
89	93	182	7,1	6,9
(2 922)	(3 479)	(6 401)	13,2	–
365	210	575	–	–
30 274	29 644	59 918	(13,2)	(18,5)
–	(9 287)	(9 287)	–	–
–	–	–	–	–
49	182	231	–	–
352	7 911	8 263	–	–
30 675	28 450	59 125	(31,1)	(31,1)

COST
(Rm)

Country	1H16	2H16	YTD16
SEA	17 943	17 829	35 772
South Africa	13 862	14 249	28 111
Uganda	1 962	1 883	3 845
Rwanda	562	484	1 046
Zambia	952	880	1 832
South Sudan	506	221	727
Business Group	99	112	211
WECA	25 773	21 836	47 609
Nigeria	14 520	10 747	25 267
Ghana	3 161	2 946	6 107
Cameroon	1 984	2 140	4 124
Ivory Coast	2 402	2 441	4 843
Bissau	176	162	338
Conakry	604	597	1 201
Congo B	973	964	1 937
Liberia	401	417	818
Benin	1 552	1 422	2 974
MENA	5 043	4 587	9 630
Syria	763	671	1 434
Sudan	1 516	1 598	3 114
Yemen	1 230	869	2 099
Afghanistan	934	782	1 716
Cyprus	600	667	1 267
Joint ventures			
Iran	5 185	4 896	10 081
Botswana	231	180	411
Swaziland	80	88	168
Equity accounting exclusion	(5 496)	(5 164)	(10 660)
Head office companies and eliminations	846	1 056	1 902
Total	49 605	45 308	94 913
Regulatory Fine	10 499	–	10 499
MTN Zakhele Futhi	–	1 008	1 008
Hyperinflation	147	633	780
Total reported	60 251	46 949	107 200

1H15	2H15	YTD15	Reported (%)	Organic (%)
15 901	18 615	34 516	3,6	23,5
12 158	14 510	26 668	5,4	5,4
1 625	1 748	3 373	14,0	5,8
480	561	1 041	0,5	(4,0)
989	963	1 952	(6,1)	1,4
558	755	1 313	(44,6)	491,9
91	78	169	24,9	17,8
18 993	24 334	43 327	9,9	11,4
10 517	13 921	24 438	3,4	15,1
2 109	2 597	4 706	29,8	18,5
1 706	1 999	3 705	11,3	(1,3)
1 955	2 274	4 229	14,5	1,3
125	143	268	26,1	10,4
481	601	1 082	11,0	18,7
782	982	1 764	9,8	(3,5)
362	420	782	4,6	(7,7)
956	1 397	2 353	26,4	11,0
4 518	4 924	9 442	2,0	2,1
1 114	1 031	2 145	(33,1)	(1,7)
1 071	1 185	2 256	38,0	23,7
887	1 160	2 047	2,5	(3,1)
961	950	1 911	(10,2)	(14,1)
485	598	1 083	17,0	3,0
3 853	4 142	7 995	26,1	17,1
206	185	391	5,1	(2,0)
76	86	162	3,7	3,7
(4 135)	(4 413)	(8 548)	24,7	–
(476)	(374)	(850)	–	–
38 936	47 499	86 435	9,8	17,7
–	9 287	9 287	–	–
–	–	–	–	–
45	434	479	–	–
38 981	57 220	96 201	11,4	25,2

COST BREAKDOWN
(Rm)

Country	1H16	2H16	YTD16
South Africa			
Handsets and other accessories	4 796	4 905	9 701
Interconnect	1 415	1 356	2 771
Roaming	177	153	330
Commissions	815	1 114	1 929
Government and regulatory costs	110	32	142
VAS/Digital revenue share	234	305	539
Service provider discount	984	944	1 928
Network	2 018	2 092	4 110
Marketing	344	697	1 041
Staff costs	1 192	1 174	2 366
Other OPEX	1 777	1 478	3 255
Cost	13 862	14 250	28 111
Uganda			
Handsets and other accessories	114	71	185
Interconnect	197	155	352
Roaming	22	19	41
Commissions	457	522	979
Government and regulatory costs	92	(10)	82
VAS/Digital revenue share	–	76	76
Service provider discount	–	–	–
Network	565	564	1 129
Marketing	86	84	170
Staff costs	162	133	295
Other OPEX	267	269	536
Cost	1 962	1 883	3 845

1H15	2H15	YTD15	Reported (%)	Organic (%)
3 293	4 932	8 225	17,9	17,9
1 543	1 543	3 086	(10,2)	(10,2)
147	138	285	15,8	15,8
1 175	1 122	2 297	(16,0)	(16,0)
104	117	221	(35,7)	(35,7)
139	181	320	68,4	68,4
876	975	1 851	4,2	4,2
1 891	1 779	3 670	12,0	12,0
408	427	835	24,7	24,7
1 005	943	1 948	21,5	21,5
1 577	2 353	3 930	(17,2)	(17,2)
12 158	14 510	26 668	5,4	5,4
88	143	231	(19,9)	(27,7)
175	179	354	(0,6)	(9,4)
26	16	42	(2,4)	(11,9)
404	432	836	17,1	9,0
89	54	143	(42,7)	(46,9)
–	–	–	–	–
–	–	–	–	–
368	433	801	40,9	31,2
45	87	132	28,8	18,9
176	146	322	(8,4)	(16,1)
254	258	512	4,7	(0,8)
1 625	1 748	3 373	14,0	5,7

COST BREAKDOWN (continued)
(Rm)

Country	1H16	2H16	YTD16
Nigeria*			
Handsets and other accessories	272	272	544
Interconnect	2 659	1 810	4 469
Roaming	82	46	128
Commissions	1 507	1 071	2 578
Government and regulatory costs	682	495	1 177
VAS/Digital revenue share	1 119	880	1 999
Service provider disc	–	–	–
Network	5 288	4 105	9 393
Marketing	685	375	1 060
Staff costs	832	706	1 538
Other OPEX	1 394	987	2 381
Cost	14 520	10 747	25 267
Ghana			
Handsets and other accessories	140	119	259
Interconnect	535	500	1 035
Roaming	40	33	73
Commissions	346	767	1 113
Government and regulatory costs	114	103	217
VAS/Digital revenue share	448	8	456
Service provider discount	–	–	–
Network	1 000	899	1 899
Marketing	87	128	215
Staff costs	246	242	488
Other OPEX	205	147	352
Cost	3 161	2 946	6 107

** Excluding the regulatory fine.*

1H15	2H15	YTD15	Reported (%)	Organic (%)
400	361	761	(28,5)	(14,6)
1 852	2 027	3 879	15,2	26,8
23	66	89	43,8	54,6
1 570	1 625	3 195	(19,3)	(10,5)
848	831	1 679	(29,9)	(23,7)
623	979	1 602	24,8	40,6
–	–	–	–	–
2 628	4 439	7 067	32,9	50,1
487	757	1 244	(14,8)	(9,2)
792	966	1 758	(12,5)	(0,7)
1 294	1 870	3 164	(24,7)	(19,3)
10 517	13 921	24 438	3,4	15,1
60	111	171	51,5	40,4
402	471	873	18,6	8,0
42	13	55	32,7	20,0
220	240	460	142,0	123,5
85	93	178	21,9	11,2
235	302	537	(15,1)	(22,5)
–	–	–	–	–
643	819	1 462	29,9	16,9
53	137	190	13,2	5,8
158	235	393	24,2	13,7
211	176	387	(9,0)	(15,5)
2 109	2 597	4 706	29,8	18,5

COST BREAKDOWN (continued)
(Rm)

Country	1H16	2H16	YTD16
Cameroon			
Handsets and other accessories	104	257	361
Interconnect	215	244	459
Roaming	13	10	23
Commissions	229	162	391
Government and regulatory costs	167	175	342
VAS/Digital revenue share	42	58	100
Service provider discount	–	–	–
Network	597	549	1 146
Marketing	112	110	222
Staff costs	245	246	491
Other OPEX	260	329	589
Cost	1 984	2 140	4 124
Ivory Coast			
Handsets and other accessories	85	77	162
Interconnect	487	415	902
Roaming	13	16	29
Commissions	292	323	615
Government and regulatory costs	348	321	669
VAS/Digital revenue share	75	101	176
Service provider discount	–	–	–
Network	440	450	890
Marketing	95	134	229
Staff costs	249	253	502
Other OPEX	318	351	669
Cost	2 402	2 441	4 843

1H15	2H15	YTD15	Reported (%)	Organic (%)
69	92	161	124,2	108,7
211	247	458	0,2	(9,8)
39	4	43	(46,5)	(53,5)
213	212	425	(8,0)	(20,2)
168	205	373	(8,3)	(19,6)
–	78	78	28,2	16,0
–	5	5	(100,0)	–
518	502	1 020	12,4	(1,9)
44	93	137	62,0	43,1
195	265	460	6,7	(5,4)
249	296	545	8,1	(3,3)
1 706	1 999	3 705	11,3	(1,3)
51	63	114	42,1	22,8
421	419	840	7,4	(6,0)
13	15	28	3,6	(9,0)
264	334	598	2,8	(8,5)
309	257	566	18,2	4,1
5	82	87	102,3	81,8
–	–	–	–	–
332	391	723	23,1	8,4
104	80	184	24,5	13,0
216	264	480	4,6	(7,9)
240	369	609	9,9	(1,5)
1 955	2 274	4 229	14,5	1,3

COST BREAKDOWN
(Rm)

Country	1H16	2H16	YTD16
Iran (49%)			
Handsets and other accessories	99	135	234
Interconnect	718	665	1 383
Roaming	41	33	74
Commissions	20	28	48
Government and regulatory costs	2 346	2 140	4 486
VAS/Digital revenue share	213	175	388
Service provider discount	240	235	475
Network	1 063	1 033	2 096
Marketing	170	113	283
Staff costs	138	219	357
Other OPEX	137	120	257
Cost	5 185	4 876	10 081
Hyperinflation	286	8	294
Cost including hyperinflation	5 471	4 904	10 375
Syria			
Handsets and other accessories	3	4	7
Interconnect	29	22	51
Roaming	14	5	19
Commissions	20	17	37
Government and regulatory costs	326	325	651
VAS/Digital revenue share	5	10	15
Service provider discount	–	–	–
Network	175	144	319
Marketing	10	8	18
Staff costs	51	39	90
Other OPEX	130	97	227
Cost	763	671	1 434
Hyperinflation	62	258	320
Cost including hyperinflation	825	929	1 754

1H15	2H15	YTD15	Reported (%)	Organic (%)
56	76	132	77,3	69,7
717	698	1 415	(2,3)	(9,3)
14	29	43	72,1	62,8
25	15	40	20,0	15,0
1 828	1 984	3 812	17,7	8,9
136	187	323	20,1	10,8
172	196	368	29,1	20,4
614	677	1 291	62,4	51,1
88	135	223	26,9	15,2
89	140	229	55,9	48,0
114	5	119	116,0	98,3
3 853	4 142	7 995	26,1	17,1
131	371	502	–	–
3 984	4 513	8 497	22,1	13,2
5	5	10	(30,0)	4,5
50	40	90	(43,3)	(17,0)
13	1	14	35,7	96,1
25	25	50	(26,0)	9,2
639	617	1 256	(48,2)	(23,5)
2	2	4	275,0	443,8
–	–	–	–	–
176	157	333	(4,2)	40,7
4	10	14	28,6	89,2
71	62	133	(32,3)	(2,0)
129	112	241	(5,8)	(37,0)
1 114	1 031	2 145	(33,7)	(1,7)
2	283	285	–	
1 116	1 314	2 430	(27,8)	(3,5)

COST BREAKDOWN
(Rm)

Country	1H16	2H16	YTD16
Sudan			
Handsets and other accessories	93	84	177
Interconnect	253	204	457
Roaming	6	6	12
Commissions	171	155	326
Government and regulatory costs	113	83	196
VAS/Digital revenue share	36	35	71
Service provider disc	–	–	–
Network	470	471	941
Marketing	80	66	146
Staff costs	110	121	231
Other OPEX	184	373	557
Cost	1 516	1 598	3 114
Hyperinflation	85	(4)	81
Cost including hyperinflation	1 601	1 594	3 195

1H15	2H15	YTD15	Reported (%)	Organic (%)
55	57	112	58,0	42,0
191	210	401	14,0	1,2
5	7	12	–	(9,3)
125	152	277	17,7	5,7
96	30	126	55,6	36,7
–	63	63	12,7	1,4
–	–	–	–	–
335	365	700	34,4	20,3
59	91	150	(2,7)	(13,4)
76	101	177	30,5	18,4
129	109	238	134,0	112,5
1 071	1 185	2 256	38,0	23,7
43	151	194	–	–
1 114	1 336	2 450	30,4	9,0

MTN Group Limited continued

Results for the year ended 31 December 2016

	Share-holding (%)	Licence period (years)	Popula-tion (m)	Mobile pene-tration (%)	Market position/ No of operators	Market share (%)
SEA						
South Africa	100	20	55,9	153	2/4	34,85
Uganda	96	20	41,1	48	1/8	53,30
Rwanda	80	15	11,6	65	1/3	53,67
Zambia	86	15	15,8	69	1/3	53,00
South Sudan	100	20	11,0	20	2/3	34,62
Botswana (joint venture)	53	15	2,2	146	1/3	55,27
Swaziland (joint venture)	30	10	1,1	86	1/1	100,00
WECA						
Nigeria	79	15	176,27	73	1/4	48,04
Ghana	98	15	28,18	121	1/9	56,43
Cameroon	70	15	23,92	72	1/3	57,12
Ivory Coast	59	20	24,23	117	2/3	32,60
Benin	75	20	11,52	68	1/4	51,60
Conakry	75	18	10,94	98	2/4	23,91
Congo B	100	15	4,79	92	1/3	54,28
Liberia	60	15	4,15	48	1/3	51,20
Bissau	100	10	1,81	64	1/3	59,39
MENA						
Iran (joint venture)	49	15	81,15	127	2/6	46,00
Syria	75	20	17,00	80	2/2	44,55
Sudan	85	20	38,12	56	2/3	35,14
Yemen	83	15	27,40	45	1/4	42,41
Afghanistan	100	15	33,55	53	1/5	38,97
Cyprus	100	20	0,85	112	2/4	41,30

Outgoing MOU (minutes)	Tele-metry (m)	Data users (m)	Smart-phones (m)	MB/user	2G Sites	Co-located 3G Sites	LTE Sites
102	2 440	18 207	10 542	440	819	1 134	1 538
79	–	3 771	1 403	144	10	375	110
75	–	1 832	554	271	39	42	0
59	–	2 200	1 125	217	108	115	100
39	–	166	340	84	0	0	0
89	–	n/a	n/a	n/a	n/a	n/a	n/a
55	–	523	345	160	34	36	92
94	–	31 753	20 374	164	230	1 799	1 833
146	–	10 227	5 315	282	134	226	475
60	–	3 258	1 330	249	79	463	267
69	–	1 908	2 149	1 065	232	512	343
54	–	1 788	1 243	339	32	32	81
45	–	1 174	752	157	20	62	0
83	–	775	688	192	12	51	72
117	–	504	376	178	22	38	36
37	–	258	155	54	23	14	0
69	–	25 848	26 127	1 112	471	2 717	2 210
53	–	2 242	3 570	165	97	250	74
136	–	4 015	2 574	361	54	127	439
90	–	845	933	103	21	–	–
57	–	15 990	2 191	323	3	198	–
229	–	212	275	2 827	10	10	6

SUBSCRIBERS NET ADDITION GUIDANCE FOR 2017

('000)	Guidance 2017
SEA	**2 240**
South Africa	**630**
Uganda	**1 110**
Other	**500**
WECA	**4 750**
Nigeria	**1 000**
Ghana	**750**
Cameroon	**1 250**
Ivory Coast	**500**
Other	**1 250**
MENA	**1 300**
Iran	**850**
Syria	**(250)**
Sudan	**500**
Other	**200**
Total	**8 290**

Administration

Registration number: 1994/009584/06
ISIN: ZAE000042164
Share code: MTN

Board of Directors
PF Nhleko*
PB Hanratty##***
A Harper#***
KP Kalyan***
S Kheradpir††***
NP Mageza***
MLD Marole***
AT Mikati†**
SP Miller^***
KC Ramon***
NL Sowazi***
AF van Biljon***
J van Rooyen***

†† American
† Lebanese
# British
Irish
^ Belgian
* Executive
** Non-executive
*** Independent non-executive director

Group secretary
SB Mtshali
Private Bag X9955, Cresta, 2118

Registered office
216 – 14th Avenue, Fairland, 2195

American Depository Receipt (ADR) programme:
Cusip No. 62474M108 ADR to ordinary share 1:1

Depository
The Bank of New York
101 Barclay Street, New York NY. 10286, USA

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Toll free: 0800 202 360 or +27 11 870 8206 if phoning from outside South Africa

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Registration number 2004/003647/07
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Private Bag X36, Sunninghill, 2157

SizweNtsalubaGobodo Inc.
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Woodmead, 2157
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