

Airtel Africa plc



The image displays three promotional posters for Airtel Africa, each featuring the Airtel logo and the hashtag #BeSmartBeSafe.

- Top Left Poster:** Airtel THE SMARTPHONE NETWORK. Text: "DISTANCING DOESN'T MEAN DISCONNECTING. Get Double Data every time you top up and stay in touch." Illustration: A central person icon connected to four other person icons in a network.
- Top Right Poster:** airtel money. Text: "YOU CAN BANK ON US! Free bank to wallet and wallet to bank transfers on Airtel Money." Illustration: A bank building icon and a smartphone icon with money, connected by arrows.
- Bottom Left Poster:** airtel THE SMARTPHONE NETWORK. Text: "LIVING ROOMS TURN CLASSROOMS. Access educational sites data-free for 100 days." Illustration: A woman sitting on the floor with a laptop and books, with a Wi-Fi signal icon.

www.airtelafrika.com/edu #BeSmartBeSafe

Airtel Africa

May 13, 2020

The financial statements included in this quarterly report fairly presents in all material respects the financial position, results of operations and cash flow of the Group as of, and for the periods presented in this report.

Supplemental Disclosures

Basis of preparation: - The financial information contained in this report is drawn from Airtel Africa plc's annual consolidated financial statements for the year ended 31 March 2020, prepared under International Financial Reporting Standard (IFRS), interim condensed consolidated financial statements prepared under IAS 34 for the three quarters of year ended 31 March 2020 and extracted from Airtel Africa plc's Historical Financial Information prepared under International Financial Reporting Standard (IFRS) as contained in the prospectus for all the comparative periods presented. Comparative period figures have been regrouped/ reclassified to conform with current year grouping/ classification.

Use of certain Alternative performance measures (APM): - This result announcement contains certain information on the Group's results of operations and cash flows that have been derived from amounts calculated in accordance with International Financial Reporting Standard (IFRS), but are not in themselves IFRS measures. They should not be viewed in isolation as alternatives to the equivalent IFRS measures and should be read in conjunction with the equivalent IFRS measures.

Further, disclosures are also provided under "7.2 Use of Alternative performance measures (APM) Financial Information" on page 35

Safe Harbor: The annual financial statements have been audited. The interim condensed consolidated financial statements prepared under IAS 34 for the three quarters considered for the purpose of this report were unaudited.

Convenience translation: - We publish our financial statements in United States Dollars. All references herein to "US dollars", "USD", "\$" and "US\$" are to United States dollars. Translation of income statement items have been made from local currencies of Africa operating units to USD (unless otherwise indicated) using the respective monthly average rates. Translation of statement of financial position items has been made using the closing rate. All amounts translated as described above are provided solely for the convenience of the reader, and no representation is made that the local currencies or USD amounts referred to herein could have been or could be converted into USD or local currencies respectively, as the case may be, at any particular rate, the above rates or at all. Any discrepancies in any table between totals and sums of the amounts listed are due to rounding off.

Others: In this report, the terms "we", "us", "our", "Airtel - Africa", or "Africa", unless otherwise specified or the context otherwise implies, refer to the Airtel Africa plc and its subsidiaries and its associate, Bharti Airtel International (Netherlands) B.V., Africa Towers N.V., Airtel (Seychelles) Limited, Airtel Congo S.A., Airtel Gabon S.A., Airtel Madagascar S.A., Airtel Malawi plc, Airtel Mobile Commerce B.V., Airtel Mobile Commerce Holdings B.V., Airtel Mobile Commerce Kenya Limited, Airtel Mobile Commerce Limited (Malawi), Airtel Mobile Commerce Madagascar S.A., Airtel Mobile Commerce Rwanda Limited, Airtel Mobile Commerce (Seychelles) Limited, Airtel Mobile Commerce Tanzania Limited, Airtel Mobile Commerce Tchad SARL, Airtel Mobile Commerce Uganda Limited, Airtel Mobile Commerce Zambia Limited, Airtel Money RDC S.A., Airtel Money Niger S.A., Airtel Money S.A. (Gabon), Airtel Networks Kenya Limited, Airtel Networks Limited, Airtel Networks Zambia plc, Airtel Rwanda Limited, Airtel Tanzania plc (formerly known as Airtel Tanzania Limited), Airtel Tchad S.A., Airtel Uganda Limited, Bharti Airtel Africa B.V., Bharti Airtel Chad Holdings B.V., Bharti Airtel Congo Holdings B.V., Bharti Airtel Developers Forum Limited, Bharti Airtel Gabon Holdings B.V., Bharti Airtel Kenya B.V., Bharti Airtel Kenya Holdings B.V., Bharti Airtel Madagascar Holdings B.V., Bharti Airtel Malawi Holdings B.V., Bharti Airtel Mali Holdings B.V., Bharti Airtel Niger Holdings B.V., Bharti Airtel Nigeria B.V., Bharti Airtel Nigeria Holdings II B.V., Bharti Airtel RDC Holdings B.V., Bharti Airtel Services B.V., Bharti Airtel Tanzania B.V., Bharti Airtel Uganda Holdings B.V., Bharti Airtel Zambia Holdings B.V., Celtel (Mauritius) Holdings Limited, Airtel Congo RDC S.A., Celtel Niger S.A., Channel Sea Management Company (Mauritius) Limited, Congo RDC Towers S.A., Gabon Towers S.A. (under dissolution), Indian Ocean Telecom Limited, Madagascar Towers S.A., Malawi Towers

Limited, Mobile Commerce Congo S.A., Montana International, Partnership Investments S.A.R.L, Société Malgache de Telephonie Cellulaire SA, Tanzania Towers Limited, Bharti Airtel Rwanda Holdings Limited, Airtel Money Transfer Ltd, Airtel Money Tanzania Limited, Airtel Mobile Commerce Nigeria Limited (incorporate w.e.f. August 31, 2017), Airtel Mobile Commerce Nigeria B.V. (incorporated w.e.f. 5th December, 2018), Airtel Mobile Commerce (Seychelles) B.V. (incorporated w.e.f. 29th January, 2019), Airtel Mobile Commerce Congo B.V. (incorporated w.e.f. 29th January, 2019), Airtel Mobile Commerce Kenya B.V. (incorporated w.e.f. 29th January, 2019), Airtel Mobile Commerce Madagascar B.V. (incorporated w.e.f. 29th January, 2019), Airtel Mobile Commerce Malawi B.V. (incorporated w.e.f. 29th January, 2019), Airtel Mobile Commerce Rwanda B.V. (incorporated w.e.f. 29th January, 2019), Airtel Mobile Commerce Tchad B.V. (incorporated w.e.f. 29th January, 2019), Airtel Mobile Commerce Uganda B.V. (incorporated w.e.f. 29th January, 2019), Airtel Mobile Commerce Zambia B.V. (incorporated w.e.f. 29th January, 2019), Airtel International LLP (incorporated w.e.f. 27th March, 2019), Tigo Rwanda Limited (merged with Airtel Rwanda Ltd w.e.f. July 3, 2018), Airtel Money Trust and Seychelles Cable Systems Company Limited (Associate).

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References in this presentation to "Airtel Africa", "Group", "we", "us" and "our" when denoting opinion refer to Airtel Africa plc and its subsidiaries.

Forward-looking statement

This document contains certain forward-looking statements including "forward-looking" statements made within the meaning of Section 21E of the United States Securities Exchange Act of 1934, regarding our intentions, beliefs or current expectations concerning, amongst other things, our results of operations, financial condition, liquidity, prospects, growth, strategies and the economic and business circumstances occurring from time to time in the countries and markets in which the Group operates.

These statements are often, but not always, made through the use of words or phrases such as "believe," "anticipate," "could," "may," "would," "should," "intend," "plan," "potential," "predict," "will," "expect," "estimate," "project," "positioned," "strategy," "outlook," "target" and similar expressions.

It is believed that the expectations reflected in this document are reasonable, but they may be affected by a wide range of variables that could cause actual results to differ materially from those currently anticipated.

All such forward-looking statements involve estimates and assumptions that are subject to risks, uncertainties and other factors that could cause actual future financial condition, performance and results to differ materially from the plans, goals, expectations and results expressed in the forward-looking statements and other financial and/or statistical data within this communication.

Among the key factors that could cause actual results to differ materially from those projected in the forward-looking statements are uncertainties related to the following: the impact of competition from illicit trade; the impact of adverse domestic or international legislation and regulation; changes in domestic or international tax laws and rates;

adverse litigation and dispute outcomes and the effect of such outcomes on Airtel Africa's financial condition; changes or differences in domestic or international economic or political conditions; the ability to obtain price increases and the impact of price increases on consumer affordability thresholds; adverse decisions by domestic or international regulatory bodies; the impact of market size reduction and consumer down-trading; translational and transactional foreign exchange rate exposure; the impact of serious injury, illness or death in the workplace; the ability to maintain credit ratings; the ability to develop, produce or market new alternative products and to do so profitably; the ability to effectively implement strategic initiatives and actions taken to increase sales growth; the ability to enhance cash generation and pay dividends and changes in the market position, businesses, financial condition, results of operations or prospects of Airtel Africa.

Past performance is no guide to future performance and persons needing advice should consult an independent financial adviser. The forward-looking statements contained in this document reflect the knowledge and information available to Airtel Africa at the date of preparation of this document and Airtel Africa undertakes no obligation to update or revise these forward-looking statements, whether as a result of new information, future events or otherwise. Readers are cautioned not to place undue reliance on such forward-looking statements.

No statement in this communication is intended to be, nor should be construed as, a profit forecast or a profit estimate and no statement in this communication should be interpreted to mean that earnings per share of Airtel Africa plc for the current or any future financial periods would necessarily match, exceed or be lower than the historical published earnings per share of Airtel Africa plc.

Financial data included in this document are presented in US\$ rounded to the nearest Millions. Therefore, discrepancies in the tables between totals and the sums of the amounts listed may occur due to such rounding.

No profit or earnings per share forecasts

No statement in this communication is intended to be, nor should be construed as, a profit forecast or a profit estimate and no statement in this communication should be interpreted to mean that earnings per share of Airtel Africa for the current or any future financial periods would necessarily match, exceed or be lower than the historical published earnings per share of Airtel Africa.

Audience

The material in this presentation is provided for the purpose of giving information about Airtel Africa and its subsidiaries to investors only and is not intended for general consumers. Airtel Africa, its directors, employees, agents or advisers do not accept or assume responsibility to any other person to whom this material is shown or into whose hands it may come and any such responsibility or liability is expressly disclaimed.

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SECTION 1

PERFORMANCE AT A GLANCE

Particulars	Unit	Financial Year Ended			Quarter Ended				
		IFRS			IFRS				
		2020	2019	2018	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
<u>Operating Highlights</u>									
Total Customer Base	000's	110,604	98,851	89,262	110,604	107,140	103,881	99,670	98,851
Total Minutes on Network	Mn Min	250,080	207,334	159,549	68,870	65,086	60,795	55,329	52,866
Data MBs	Mn MBs	710,510	392,631	237,563	219,015	189,798	162,394	139,303	120,674
Mobile Money Transaction Value	US\$ Mn	32,385	24,723	19,322	8,623	8,576	7,978	7,208	6,474
Network Towers	Nos	22,909	21,059	19,731	22,909	22,253	21,936	21,385	21,059
Total Employees	Nos	3,363	3,075	3,273	3,363	3,286	3,184	3,100	3,075
No. of countries of operation	Nos	14	14	14	14	14	14	14	14
Population Covered	Mn	385	369	357	385	383	381	375	369
<u>Consolidated Financials (US\$ Mn)</u>									
<u>Ongoing Operations</u>									
<u>(Reported Currency)</u>									
Revenue	US\$ Mn	3,422	3,077	2,910	899	883	844	796	781
EBITDA	US\$ Mn	1,515	1,332	1,139	397	399	372	348	344
EBIT	US\$ Mn	905	796	600	244	245	219	198	199
Cash profit from operations before Derivative and Exchange Fluctuations	US\$ Mn	1,210	1,001	786	325	326	293	267	271
Profit before Tax	US\$ Mn	533	441	158	97	167	153	117	128
Net Income (after NCI)	US\$ Mn	370	412	(138)	65	90	90	125	82
Capex	US\$ Mn	642	630	411	246	150	147	99	305
Operating Free Cash Flow (EBITDA - Capex)	US\$ Mn	873	702	728	151	249	225	248	39
Net Debt	US\$ Mn	3,247	4,005	7,755	3,247	3,233	3,191	4,081	4,005
Shareholder's Equity	US\$ Mn	3,388	2,626	(1,085)	3,388	3,529	3,556	2,783	2,626
Total Capital Employed	US\$ Mn	6,635	6,631	6,670	6,635	6,762	6,747	6,864	6,631
<u>Key Ratios</u>									
EBITDA Margin	%	44.3%	43.3%	39.1%	44.1%	45.2%	44.1%	43.7%	44.0%
EBIT Margin	%	26.5%	25.9%	20.6%	27.2%	27.7%	25.9%	24.8%	25.5%
Net Profit Margin	%	10.8%	13.4%	(4.7%)	7.2%	10.1%	10.6%	15.7%	10.6%
Net Debt to EBITDA (LTM)	Times	2.1	3.0	6.8	2.1	2.2	2.3	3.0	3.0
Net Debt to EBITDA (Annualised)	Times	2.1	3.0	6.8	2.0	2.0	2.1	2.9	2.9
Interest Coverage ratio	Times	5.1	3.9	3.5	5.5	5.4	4.8	4.5	4.9
Return on Shareholder's Equity	%	10.9%	15.7%		10.9%	11.0%	11.8%	14.2%	15.7%
Return on Capital employed	%	13.6%	12.0%	8.9%	13.4%	12.8%	12.3%	12.2%	12.1%

SECTION 2

FINANCIAL HIGHLIGHTS

2.1 Summary of Consolidated Financial Statements

2.1.1 Consolidated Summarized Statement of Operations – (in Reported Currency)

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	899	781	15%	3,422	3,077	11%
EBITDA	397	344	16%	1,515	1,332	14%
<i>EBITDA / Revenue</i>	<i>44.1%</i>	<i>44.0%</i>	<i>0.2 pp</i>	<i>44.3%</i>	<i>43.3%</i>	<i>1.0 pp</i>
EBIT	244	199	22%	905	796	14%
Finance cost (net)	146	71	105%	371	354	5%
Share of results of Associate	0	1	(89%)	0	(0)	367%
Profit before tax (before exceptional items)	97	128	(24%)	533	441	21%
Income tax expense	28	33	(17%)	238	111	115%
Profit after tax (before exceptional items)	70	95	(27%)	296	331	(11%)
Non Controlling Interest (before exceptional items)	12	6	102%	35	29	20%
Net Income (before exceptional items)	57	89	(35%)	261	302	(14%)
Exceptional Items (net of tax)	(7)	7	(206%)	(112)	(119)	6%
Profit after tax (after exceptional items)	77	88	(12%)	408	450	(9%)
Non Controlling Interest	12	6	112%	38	38	(1%)
Net Income (after NCI)	65	82	(21%)	370	412	(10%)
Capex	246	305	(19%)	642	630	2%
Operating Free Cash Flow (EBITDA - Capex)	151	39	290%	873	702	24%
Total Capital Employed	6,635	6,631	0%	6,635	6,631	0%

2.1.2 Consolidated Summarized Statement of Operations – (in Constant Currency)

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	922	782	18%	3,474	3,052	14%
EBITDA	407	344	18%	1,537	1,322	16%
<i>EBITDA / Revenue</i>	<i>44.1%</i>	<i>44.0%</i>	<i>0.2 pp</i>	<i>44.3%</i>	<i>43.3%</i>	<i>0.9 pp</i>
EBIT	251	200	26%	919	791	16%
Finance cost (net)	72	71	1%	302	326	(7%)
Share of results of Associate	0	1	(89%)	0	(0)	367%
Profit before tax*	179	129	38%	617	465	33%
Income tax expense	27	34	(21%)	239	106	126%
Profit after tax (before exceptional items)	152	96	59%	378	359	5%
Non Controlling Interest (before exceptional items)	13	6	107%	35	29	21%
Net Income (before exceptional items)	140	90	56%	342	330	4%
Exceptional Items (net of tax)	(8)	7	(207%)	(112)	(120)	6%
Profit after tax (after exceptional items)	160	89	80%	490	479	2%
Non Controlling Interest	13	6	117%	38	38	0%
Net Income (after NCI)	147	83	77%	452	441	2%
Capex	246	305	(19%)	642	630	2%
Operating Free Cash Flow (EBITDA - Capex)	161	39	314%	896	693	29%
Total Capital Employed	6,635	6,631	0%	6,635	6,631	0%

*Derivative and Exchange fluctuation impact is excluded to calculate Profit before tax and Profit after tax in Constant Currency.

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex and Capital Employed.

2.2 Consolidated - Summary of Statement of Financial Positions (in Reported Currency)

Amount in US\$ Mn

Particulars	As at Mar 31, 2020	As at Mar 31, 2019
Assets		
Non-current assets	7,654	7,685
Current assets	1,671	1,421
Total assets	9,325	9,106
Liabilities		
Current liabilities	2,488	3,099
Non-current liabilities	3,556	3,577
Total liabilities	6,044	6,676
Net current liability	(817)	(1,678)
Net Assets	3,281	2,430
Equity		
Equity attributable to owners of the company	3,388	2,626
Non-controlling interests ('NCI')	(107)	(196)
Total equity	3,281	2,430
Total Equity and liabilities	9,325	9,106

SECTION 3

SEGMENT WISE – SUMMARY OF FINANCIAL STATEMENTS

Segmental reporting includes all businesses of that geography.

3.1 Summarized Statement of Operations

3.1.1 Nigeria

In Reported Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	377	301	25%	1,373	1,106	24%
EBITDA	209	161	30%	744	550	35%
<i>EBITDA / Revenue</i>	<i>55.5%</i>	<i>53.4%</i>	<i>2.1 pp</i>	<i>54.2%</i>	<i>49.7%</i>	<i>4.5 pp</i>
EBIT	163	119	37%	560	393	42%
Capex	145	67	115%	325	180	81%
Operating Free Cash Flow (EBITDA - Capex)	64	93	(31%)	419	370	13%

In Constant Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	383	301	27%	1,381	1,110	24%
EBITDA	212	161	32%	749	552	36%
<i>EBITDA / Revenue</i>	<i>55.5%</i>	<i>53.4%</i>	<i>2.1 pp</i>	<i>54.2%</i>	<i>49.7%</i>	<i>4.5 pp</i>
EBIT	165	119	39%	564	395	43%
Capex	145	67	115%	325	180	81%
Operating Free Cash Flow (EBITDA - Capex)	67	94	(28%)	424	372	14%

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

3.1.2 East Africa (Uganda, Zambia, Tanzania, Kenya, Malawi and Rwanda)

In Reported Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	310	273	14%	1,201	1,102	9%
EBITDA	125	114	10%	485	442	10%
<i>EBITDA / Revenue</i>	<i>40.3%</i>	<i>41.7%</i>	<i>-1.3 pp</i>	<i>40.4%</i>	<i>40.1%</i>	<i>0.3 pp</i>
EBIT	70	58	21%	255	216	18%
Capex	61	119	(49%)	181	257	(30%)
Operating Free Cash Flow (EBITDA - Capex)	64	(5)	1,365%	304	185	65%

In Constant Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	323	272	18%	1,231	1,084	14%
EBITDA	131	113	15%	499	435	15%
<i>EBITDA / Revenue</i>	<i>40.5%</i>	<i>41.6%</i>	<i>-1.1 pp</i>	<i>40.5%</i>	<i>40.1%</i>	<i>0.4 pp</i>
EBIT	73	57	28%	264	213	24%
Capex	61	119	(49%)	181	257	(30%)
Operating Free Cash Flow (EBITDA - Capex)	70	(5)	1,394%	317	178	79%

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

3.1.3 Francophone Africa (DRC, Gabon, Congo B, Madagascar, Niger, T Chad and Seychelles)

In Reported Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	215	211	2%	859	888	(3%)
EBITDA	70	79	(11%)	292	339	(14%)
<i>EBITDA / Revenue</i>	<i>32.7%</i>	<i>37.4%</i>	<i>-4.7 pp</i>	<i>34.0%</i>	<i>38.2%</i>	<i>-4.2 pp</i>
EBIT	24	33	(28%)	103	159	(35%)
Capex	40	118	(66%)	133	190	(30%)
Operating Free Cash Flow (EBITDA - Capex)	31	(39)	178%	160	149	7%

In Constant Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	220	211	4%	873	877	(0%)
EBITDA	72	79	(9%)	296	336	(12%)
<i>EBITDA / Revenue</i>	<i>32.6%</i>	<i>37.4%</i>	<i>-4.7 pp</i>	<i>33.9%</i>	<i>38.3%</i>	<i>-4.4 pp</i>
EBIT	24	33	(28%)	104	158	(34%)
Capex	40	118	(66%)	133	190	(30%)
Operating Free Cash Flow (EBITDA - Capex)	32	(39)	181%	164	146	12%

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

3.2 Segment Wise Contribution (in Constant Currency)

Quarter Ended:

Amount in US\$ Mn, except ratios

Region	Quarter Ended Mar 2020					
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total
Nigeria	383	42%	212	52%	145	59%
East Africa	323	35%	131	32%	61	25%
Francophone Africa	220	24%	72	18%	40	16%
Total before Elimination/Others	926	100%	415	102%	246	100%
Eliminations / Others	(4)	0%	(8)	-2%	0	0%
Total	922	100%	407	100%	246	100%

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

Year Ended:

Amount in US\$ Mn, except ratios

Region	Year Ended Mar 2020					
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total
Nigeria	1,381	40%	749	49%	325	51%
East Africa	1,231	35%	499	32%	181	28%
Francophone Africa	873	25%	296	19%	133	21%
Total before Elimination/Others	3,485	100%	1,544	100%	639	100%
Eliminations / Others	(11)	0%	(6)	0%	3	0%
Total	3,474	100%	1,537	100%	642	100%

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

SECTION 4

PRODUCT WISE – SUMMARY OF FINANCIAL STATEMENTS

4.1 Mobile Services- Summarized Statement of Operations

4.1.1 Consolidated Summarized Statement of Operations

In Reported Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	844	739	14%	3,210	2,918	10%
EBITDA	366	321	14%	1,372	1,234	11%
<i>EBITDA / Revenue</i>	<i>43.3%</i>	<i>43.4%</i>	<i>-0.1 pp</i>	<i>42.7%</i>	<i>42.3%</i>	<i>0.4 pp</i>
EBIT	220	179	23%	776	678	14%
Capex	240	297	(19%)	626	614	2%
Operating Free Cash Flow (EBITDA - Capex)	125	24	417%	745	620	20%

In Constant Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	864	740	17%	3,256	2,895	12%
EBITDA	374	321	17%	1,391	1,226	13%
<i>EBITDA / Revenue</i>	<i>43.3%</i>	<i>43.4%</i>	<i>-0.1 pp</i>	<i>42.7%</i>	<i>42.3%</i>	<i>0.4 pp</i>
EBIT	225	179	25%	786	675	16%
Capex	240	297	(19%)	626	614	2%
Operating Free Cash Flow (EBITDA - Capex)	134	24	447%	764	612	25%

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

4.1.2 Nigeria

In Reported Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	377	299	26%	1,369	1,100	24%
EBITDA	209	159	31%	740	545	36%
<i>EBITDA / Revenue</i>	<i>55.5%</i>	<i>53.3%</i>	<i>2.2 pp</i>	<i>54.1%</i>	<i>49.5%</i>	<i>4.6 pp</i>
EBIT	163	118	38%	557	388	43%
Capex	145	67	115%	325	180	81%
Operating Free Cash Flow (EBITDA - Capex)	64	92	(30%)	416	365	14%

In Constant Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	383	300	28%	1,377	1,105	25%
EBITDA	212	160	33%	745	547	36%
<i>EBITDA / Revenue</i>	<i>55.5%</i>	<i>53.3%</i>	<i>2.2 pp</i>	<i>54.1%</i>	<i>49.5%</i>	<i>4.6 pp</i>
EBIT	165	118	40%	560	390	44%
Capex	145	67	115%	325	180	81%
Operating Free Cash Flow (EBITDA - Capex)	67	92	(27%)	420	367	14%

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

4.1.3 East Africa (Uganda, Zambia, Tanzania, Kenya, Malawi and Rwanda)

In Reported Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	268	243	10%	1,046	990	6%
EBITDA	100	92	8%	390	382	2%
<i>EBITDA / Revenue</i>	<i>37.2%</i>	<i>37.8%</i>	<i>-0.6 pp</i>	<i>37.3%</i>	<i>38.6%</i>	<i>-1.3 pp</i>
EBIT	46	37	25%	166	160	4%
Capex	56	112	(50%)	170	245	(31%)
Operating Free Cash Flow (EBITDA - Capex)	44	(20)	321%	220	136	61%

In Constant Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	278	243	15%	1,072	973	10%
EBITDA	104	92	14%	402	375	7%
<i>EBITDA / Revenue</i>	<i>37.4%</i>	<i>37.8%</i>	<i>-0.4 pp</i>	<i>37.5%</i>	<i>38.5%</i>	<i>-1.0 pp</i>
EBIT	49	37	32%	173	158	10%
Capex	56	112	(50%)	170	245	(31%)
Operating Free Cash Flow (EBITDA - Capex)	48	(20)	341%	231	129	79%

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

4.1.4 Francophone Africa (DRC, Gabon, Congo B, Madagascar, Niger, T Chad and Seychelles)

In Reported Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	200	199	1%	800	838	(4%)
EBITDA	58	69	(17%)	242	308	(21%)
<i>EBITDA / Revenue</i>	<i>28.7%</i>	<i>35.0%</i>	<i>-6.2 pp</i>	<i>30.2%</i>	<i>36.7%</i>	<i>-6.5 pp</i>
EBIT	11	24	(53%)	53	129	(59%)
Capex	39	117	(66%)	131	189	(30%)
Operating Free Cash Flow (EBITDA - Capex)	18	(48)	138%	111	119	(7%)

In Constant Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	205	199	3%	813	828	(2%)
EBITDA	59	70	(16%)	245	304	(19%)
<i>EBITDA / Revenue</i>	<i>28.7%</i>	<i>34.9%</i>	<i>-6.3 pp</i>	<i>30.1%</i>	<i>36.7%</i>	<i>-6.6 pp</i>
EBIT	11	24	(53%)	54	128	(58%)
Capex	39	117	(66%)	131	189	(30%)
Operating Free Cash Flow (EBITDA - Capex)	19	(48)	140%	114	116	(1%)

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

4.2 Mobile Services - Segment Wise Contribution (in Constant Currency)

Quarter Ended:

Amount in US\$ Mn, except ratios

Region	Quarter Ended Mar 2020					
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total
Nigeria	383	44%	212	57%	145	60%
East Africa	278	32%	104	28%	56	23%
Francophone Africa	205	24%	59	16%	39	16%
Total before Elimination/Others	866	100%	375	100%	240	100%
Eliminations / Others	(1)	0%	(1)	0%	0	0%
Total	864	100%	374	100%	240	100%

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

Year Ended:

Amount in US\$ Mn, except ratios

Region	Year Ended Mar 2020					
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total
Nigeria	1,377	42%	745	54%	325	52%
East Africa	1,072	33%	402	29%	170	27%
Francophone Africa	813	25%	245	18%	131	21%
Total before Elimination/Others	3,262	100%	1,392	100%	626	100%
Eliminations / Others	(6)	0%	(1)	0%	0	0%
Total	3,256	100%	1,391	100%	626	100%

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

4.3 Mobile Money - Summarized Statement of Operations

4.3.1 Consolidated Summarized Statement of Operations

In Reported Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	83	67	24%	311	234	33%
EBITDA	39	32	22%	150	98	53%
<i>EBITDA / Revenue</i>	<i>47.3%</i>	<i>48.4%</i>	<i>-1.1 pp</i>	<i>48.2%</i>	<i>41.7%</i>	<i>6.4 pp</i>
EBIT	36	31	18%	143	91	57%
Capex	5	8	(31%)	12	14	(10%)
Operating Free Cash Flow (EBITDA - Capex)	34	24	39%	137	84	64%

In Constant Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Revenue	86	66	30%	318	232	37%
EBITDA	41	32	26%	153	97	57%
<i>EBITDA / Revenue</i>	<i>47.2%</i>	<i>48.5%</i>	<i>-1.2 pp</i>	<i>48.1%</i>	<i>42.0%</i>	<i>6.1 pp</i>
EBIT	38	31	23%	146	91	61%
Capex	5	8	(31%)	12	14	(10%)
Operating Free Cash Flow (EBITDA - Capex)	35	24	45%	140	83	68%

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

4.4 Product Wise Contribution (in Constant Currency)

Quarter Ended:

Amount in US\$ Mn, except ratios

Products	Quarter Ended Mar 2020					
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total
Mobile Services	864	94%	374	92%	240	98%
Mobile Money	86	9%	41	10%	5	2%
Total before Elimination/Others	950	103%	415	102%	246	100%
Eliminations / Others	(28)	(3%)	(8)	-2%	0	0%
Total	922	100%	407	100%	246	100%

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

Year Ended:

Amount in US\$ Mn, except ratios

Products	Year Ended Mar 2020					
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total
Mobile Services	3,256	94%	1,391	90%	626	98%
Mobile Money	318	9%	153	10%	12	2%
Total before Elimination/Others	3,574	103%	1,544	100%	639	100%
Eliminations / Others	(101)	(3%)	(6)	0%	3	0%
Total	3,474	100%	1,537	100%	642	100%

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

SECTION 5

OPERATING HIGHLIGHTS

The financial figures used for computing ARPU & Revenue per Site are based on IFRS.

5.1 Operational Performance (Quarter Ended)

5.1.1 Consolidated Operational Performance

Parameters	Unit	Mar-20	Dec-19	Q-on-Q Change	Mar-19	Y-on-Y Change
Customer Base	000's	110,604	107,140	3.2%	98,851	11.9%
Net Additions	000's	3,464	3,258	6.3%	929	272.9%
Monthly Churn	%	5.3%	5.2%	0.1 pp	5.4%	-0.1 pp
Average Revenue Per User (ARPU)	US\$	2.8	2.8	(0.6%)	2.6	6.4%
Voice						
Voice Revenue	US\$ Mn	523	513	2.0%	482	8.4%
Minutes on the network	Mn	68,870	65,086	5.8%	52,866	30.3%
Voice Average Revenue Per User (ARPU)	US\$	1.6	1.6	(1.5%)	1.6	(2.2%)
Voice Usage per customer	min	211	206	2.2%	179	17.5%
Data						
Data Revenue	US\$ Mn	260	247	5.3%	187	38.9%
Data Customer Base	000's	35,443	32,887	7.8%	30,024	18.0%
As % of Customer Base	%	32.0%	30.7%	1.3 pp	30.4%	1.7 pp
Total MBs on the network	Mn MBs	219,015	189,798	15.4%	120,674	81.5%
Data Average Revenue Per User (ARPU)	US\$	2.5	2.6	(0.4%)	2.1	19.4%
Data Usage per customer	MBs	2,145	1,967	9.1%	1,375	56.1%
Mobile Money						
Transaction Value	US\$ Mn	8,623	8,576	0.6%	6,474	33.2%
Transaction Value per Sub	US\$	167	177	(6.0%)	157	6.3%
Mobile Money Revenue	US\$ Mn	86	84	2.6%	66	29.5%
Active Customers	000's	18,294	16,634	10.0%	14,216	28.7%
Mobile Money ARPU	US\$	1.7	1.7	(4.1%)	1.6	3.4%
Network and Coverage						
Network towers	Nos	22,909	22,253	656	21,059	1,850
Owned Towers	Nos	4,548	4,454	94	4,422	126
Leased Towers	Nos	18,361	17,799	562	16,637	1,724
Of which Mobile Broadband towers	Nos	20,378	19,133	1,245	16,426	3,952
Total Mobile Broadband Base stations	Nos	47,082	43,174	3,908	32,501	14,581
Data Capacity	TB/day	7,572	6,780	11.7%	4,609	64.3%
Revenue Per Site Per Month	US\$	13,577	13,485	0.7%	12,487	8.7%

Revenue & KPIs in Constant Currency rates. Closing currency rates as on March 1, 2019 considered for Constant currency.

5.2 Nigeria Operational Performance

Parameters	Unit	Mar-20	Dec-19	Q-on-Q Change	Mar-19	Y-on-Y Change
Customer Base	000's	41,757	39,855	4.8%	37,121	12.5%
Net Additions	000's	1,902	343	455.0%	513	270.4%
Monthly Churn	%	5.8%	6.8%	-1.0 pp	5.7%	0.1 pp
Average Revenue Per User (ARPU)	US\$	3.1	3.0	4.2%	2.7	14.7%
Voice						
Voice Revenue	US\$ Mn	237	219	8.1%	201	18.3%
Minutes on the network	Mn	20,447	18,812	8.7%	15,878	28.8%
Voice Average Revenue Per User (ARPU)	US\$	1.9	1.8	5.0%	1.8	6.8%
Voice Usage per customer	min	166	158	5.5%	143	16.2%
Data						
Data Revenue	US\$ Mn	122	116	5.1%	80	52.5%
Data Customer Base	000's	16,715	15,234	9.7%	14,667	14.0%
<i>As % of Customer Base</i>	%	40.0%	38.2%	1.8 pp	39.5%	0.5 pp
Total MBs on the network	Mn MBs	108,561	96,313	12.7%	62,968	72.4%
Data Average Revenue Per User (ARPU)	US\$	2.5	2.5	(0.2%)	1.9	34.7%
Data Usage per customer	MBs	2,252	2,105	7.0%	1,479	52.3%
Network and Coverage						
Network towers	Nos	9,352	8,924	428	8,368	984
<i>Owned Towers</i>	Nos	200	177	23	260	(60)
<i>Leased Towers</i>	Nos	9,152	8,747	405	8,108	1,044
<i>Of which Mobile Broadband towers</i>	Nos	8,796	8,093	703	6,810	1,986
Total Mobile Broadband Base stations	Nos	15,788	13,865	1,923	11,729	4,059
Data Capacity	TB/day	2,980	2,486	19.9%	2,090	42.6%
Revenue Per Site Per Month	US\$	13,948	13,340	4.6%	12,260	13.8%

Revenue & KPIs in Constant Currency rates. Closing currency rates as on March 1, 2019 considered for Constant currency.

5.3 East Africa Operational Performance (Uganda, Zambia, Tanzania, Kenya, Malawi and Rwanda)

Parameters	Unit	Mar-20	Dec-19	Q-on-Q Change	Mar-19	Y-on-Y Change
Customer Base	000's	48,634	47,366	2.7%	42,858	13.5%
Net Additions	000's	1,268	2,359	(46.2%)	323	293.0%
Monthly Churn	%	4.7%	3.8%	0.9 pp	5.1%	-0.4 pp
Average Revenue Per User (ARPU)	US\$	2.2	2.3	(3.7%)	2.1	5.3%
Voice						
Voice Revenue	US\$ Mn	159	161	(1.0%)	143	11.3%
Minutes on the network	Mn	41,049	39,177	4.8%	30,202	35.9%
Voice Average Revenue Per User (ARPU)	US\$	1.1	1.2	(5.2%)	1.1	(1.0%)
Voice Usage per customer	min	285	284	0.3%	236	20.9%
Data						
Data Revenue	US\$ Mn	86	83	3.5%	67	28.7%
Data Customer Base	000's	13,322	12,903	3.2%	10,920	22.0%
<i>As % of Customer Base</i>	%	27.4%	27.2%	0.2 pp	25.5%	1.9 pp
Total MBs on the network	Mn MBs	85,983	74,285	15.7%	47,291	81.8%
Data Average Revenue Per User (ARPU)	US\$	2.2	2.2	0.0%	2.1	8.1%
Data Usage per customer	MBs	2,227	1,991	11.9%	1,459	52.7%
Network and Coverage						
Network towers	Nos	8,987	8,838	149	8,449	538
<i>Owned Towers</i>	Nos	2,499	2,475	24	2,401	98
<i>Leased Towers</i>	Nos	6,488	6,363	125	6,048	440
<i>Of which Mobile Broadband towers</i>	Nos	7,809	7,542	267	6,644	1,165
Total Mobile Broadband Base stations	Nos	21,162	20,340	822	15,551	5,611
Data Capacity	TB/day	3,147	3,009	4.6%	1,881	67.3%
Revenue Per Site Per Month	US\$	12,027	12,162	(1.1%)	10,784	11.5%

Revenue & KPIs in Constant Currency rates. Closing currency rates as on March 1, 2019 considered for Constant currency.

5.4 Francophone Africa Operational Performance (DRC, Gabon, Congo B, Madagascar, Niger, T Chad and Seychelles)

Parameters	Unit	Mar-20	Dec-19	Q-on-Q Change	Mar-19	Y-on-Y Change
Customer Base	000's	20,213	19,919	1.5%	18,872	7.1%
Net Additions	000's	294	557	(47.2%)	93	217.1%
Monthly Churn	%	6.0%	5.4%	0.6 pp	5.6%	0.4 pp
Average Revenue Per User (ARPU)	US\$	3.6	3.8	(3.2%)	3.8	(3.1%)
Voice						
Voice Revenue	US\$ Mn	130	136	(3.9%)	142	(8.6%)
Minutes on the network	Mn	7,373	7,097	3.9%	6,786	8.7%
Voice Average Revenue Per User (ARPU)	US\$	2.2	2.3	(6.3%)	2.5	(14.9%)
Voice Usage per customer	min	122	121	1.3%	121	1.1%
Data						
Data Revenue	US\$ Mn	52	48	9.0%	40	28.6%
Data Customer Base	000's	5,405	4,749	13.8%	4,437	21.8%
As % of Customer Base	%	26.7%	23.8%	2.9 pp	23.5%	3.2 pp
Total MBs on the network	Mn MBs	24,471	19,200	27.5%	10,415	135.0%
Data Average Revenue Per User (ARPU)	US\$	3.4	3.5	(4.2%)	3.2	7.6%
Data Usage per customer	MBs	1,601	1,429	12.0%	815	96.5%
Network and Coverage						
Network towers	Nos	4,570	4,491	79	4,242	328
Owned Towers	Nos	1,849	1,802	47	1,761	88
Leased Towers	Nos	2,721	2,689	32	2,481	240
Of which Mobile Broadband towers	Nos	3,773	3,498	275	2,972	801
Total Mobile Broadband Base stations	Nos	10,132	8,969	1,163	5,221	4,911
Data Capacity	TB/day	1,445	1,285	12.4%	638	126.6%
Revenue Per Site Per Month	US\$	16,139	16,604	(2.8%)	16,569	(2.6%)

Revenue & KPIs in Constant Currency rates. Closing currency rates as on March 1, 2019 considered for Constant currency.

SECTION 6

MANAGEMENT DISCUSSION AND ANALYSIS

6.1 Reporting Methodology

- The information contained in this report is based on Airtel Africa plc's annual consolidated financial statements for the year ended 31 March 2020, prepared under International Financial Reporting Standard (IFRS).
- The information, apart from the extract of the Financial Statements in Section 7, is on underlying basis and exceptional items are shown separately. This enables an organic comparison of results with past periods.

6.2 Key company developments

COVID-19

In the countries where we operate, the spread of the COVID-19 has lagged the rest of the world. The situation is rapidly evolving, and in the last few weeks several governments in Africa have taken decisive actions to reduce the risk of contagion, including banning all commercial flights, closing educational facilities and in some case all non-essential establishments, limiting social gatherings and encouraging social distancing and working from home.

During these unprecedented times, governments have recognised the telecoms industry as a critical and essential service. We are working closely with them to keep people connected and the wheels of the economy turning. Our performance during the month of April has been resilient despite customers behaviour being impacted by lower disposable income and restrictions on movements. The business continued to deliver constant currency revenue growth, although at a lower rate. Increase in data and mobile money revenue growth more than offset revenue decline in voice.

We are constantly monitoring how the situation is evolving to identify key risks and take immediate action to put in place adequate mitigation plans to minimise any potential disruptions from the pandemic to our business.

GOVERNANCE: We have a dedicated executive COVID-19 committee mandated to regularly identify risks, agree on action plans and monitor their execution. As an outcome of the committee's role, the CEO and CFO have regularly updated the Board on the risks and actions identified. This ensures a direct channel between local management and executive and non-executive directors to ensure actions are agreed and executed quickly.

SAFETY: Our priority is the health and wellbeing of our employees, outsourced partners and customers, and we are making every effort to ensure that our OpCos have taken all

necessary steps to ensure their safety. All offices have an agreed policy in place for remote working, working in shifts and social distancing practices, depending on the critical needs of individual functions. All full-time employees have medical insurance, with additional provisions being made in case there is a need to help with medical costs over and above insurance cover.

The outsourced staff in our call centres have all been given the option and equipment to either work from home or, if necessary, from the office following strict social distancing practices. Safety protective equipment and hand sanitisers have also been made available to all our outsourced partner staff in shops.

The safety of our customers is paramount to us. We have executed various social educational digital campaigns explaining best practices during the COVID-19 outbreak, and the importance of being safe. We have also made a number of sites across our businesses accessible free of charge to give students continuous access to quality education.

In addition, we have implemented a number of initiatives to support our customers, including zero transaction fees on money transfers, free text messages, extra bonuses on data bundles through Airtel Money subscriptions, and increased availability of home broadband products to support working from home.

NETWORK: In these challenging times, our network remains the main source for many people for social interactions, work and entertainment. We have already seen an increase in data traffic, and our priority is to keep our 110 million customers connected to the network. We implemented key business continuity plans to ensure that both active and passive maintenance services can be safely carried out even when the movement of people is restricted. We have also identified key spare part components and made them available at different strategic locations across our markets. All of our Network Operations Centres can be operated remotely if needed.

DISTRIBUTION: Continuous and increasing lockdown measures may have some impact on our ability to both expand our distribution system and keep adequate levels of stock. So, we have increased stock levels of SIM cards and recharge vouchers by 30% to 50% to ensure availability in our shops over the next few months. We are also encouraging customers to use more digital methods of recharge, including through SMS, bank portals, our app, Airtel Money and E-Recharge to minimise the impact of any possible disruption to our distribution network. For example, Airtel customers in Nigeria can now recharge their phones using SMS through their credit cards or bank account details.

CAPITAL EXPENDITURE: The current pandemic may affect the timely deliveries of capital goods. Our capex deliveries are

planned ahead of time, and as a policy we carry a deployable stock of network active equipment in our warehouses. Currently we have around \$280 Mn of capital work in progress and \$250 Mn of capital commitments which are expected to be fulfilled, so we have enough deployable materials in our warehouse to ensure timely rollouts across our markets.

Our strategy of diversifying our sourcing across four major providers is also protecting us from a company- or country-specific supply chain risk.

MOBILE MONEY: As a result of the actions taken by governments to reduce the risk of contagion, the mobile money business has been affected by social distancing measures and non-essential service closures, reducing the ability of customers to deposit and withdraw cash. Several governments have also asked mobile money operators to waive fees on certain transactions, including person-to-person and merchant payments. We have engaged with governments and regulators to allow certain mobile money outlets to be classified as essential services so that customers can fully access mobile money services. Mobile money represents 9% of the Group's gross revenues.

LIQUIDITY: We enter this period of high volatility with a strong financial position. Free cash flow more than doubled in the last 12 months to \$453 Mn, and with a 44.3% EBITDA margin we benefit from strong profitability. Our net debt to EBITDA ratio continued to improve to 2.1x at the end of this financial year. Our cash balances in conjunction with up to \$814 Mn of committed undrawn facilities ensure we can meet our financial obligations. We have \$2.3 bn in long-term debt with the first repayment of €750 Mn due in May 2021. The next major debt repayment of \$505 Mn is due in March 2023.

We have agreed to extend the maturity of \$254 Mn of short term loans due to mature in December 2020 and January 2021 by an average of 18 months to two years, further improving our liquidity.

We have identified other ways to conserve cash, reduce costs and mitigate risks from COVID-19. We have conducted a review of our operating expenses, and discretionary spend has to a large extent stopped. There is a travel ban across the business which has resulted in significant savings. We have also deferred the salary review for management and employees until there is more clarity on the COVID-19 impact. This will be now reviewed by the Remuneration Committee in June and, if required, again in September.

We intend to continue to invest in our network and spend our planned \$650 Mn to \$700 Mn of capex in the next financial year, in line with our guidance. A detailed analysis of this planned capex indicates that, in a worst-case scenario, we would be able to reduce it significantly without compromising network quality by prioritising expenditure.

After considering the uncertainty caused by the COVID-19 pandemic the Board has recommended a final dividend of \$3 cents per share. This means the total dividend will be \$6 cents per share or \$226 Mn, amounting to 50% of free cash flow.

FOREIGN EXCHANGE: The global economic slowdown combined with lower oil and commodity prices has resulted in currencies devaluing across our markets, including the Nigerian naira, Kenyan shilling, Ugandan shilling and Zambian kwacha. By far our largest exposure is in Nigeria, which represents 40% of our revenue and 49% of EBITDA. We estimate that 1% of Nigerian naira devaluation will have a negative \$13 Mn impact on revenues, \$8 Mn on EBITDA and \$6 Mn on finance costs.

Other significant updates

Dividend

The Board has recommended a final dividend of 3 cents per ordinary share. The proposed final dividend will be paid on 24 July 2020 to shareholders who are on the register of members at the close of business on 3 July (the record date). We will announce more details in due course. We paid an interim dividend of 3 cents per ordinary share in November 2019.

Airtel Africa plc IPO

On 28 June 2019, Airtel Africa plc announced the successful pricing of its IPO on the London Stock Exchange at 80 pence (NGN 363) per share. The offer comprised 676,406,927 new shares (637,178,959 shares available to institutional investors outside of Nigeria and 39,227,968 shares available to qualified institutional investors and high net worth investors in Nigeria). Unconditional trading of the shares on the London Stock Exchange began on 3 July 2019 and on the Nigerian Stock Exchange on 9 July 2019.

FTSE 250 inclusion

On 9 September 2019 it was announced that Airtel Africa plc would be added to the FTSE 250 index as from 23 September 2019.

Airtel Malawi plc

On 24 February 2020, Airtel Malawi made its debut on the Malawi Stock Exchange as the largest IPO in Malawi's history. The listing, which debuted at a price of MK12.69 (\$2 cents) per ordinary share consisted of secondary offer of 2.2 billion shares, representing 20% of issued share capital. Gross proceeds amounted to MK27.92bn (\$37.5 Mn) and the price implies a market capitalisation on admission of MK139.59bn (\$187.4 Mn).

Nigeria spectrum acquisition of 900 MHz

In March 2020, Airtel Networks Limited (Airtel Nigeria) acquired from Intercellular Nigeria Limited 10 MHz spectrum in the 900 band for \$70 Mn, excluding the Nigerian Communications Commission (\$94 Mn including NCC fees, in line with the NCC Spectrum trading guidelines).

In June 2019, Airtel Networks Limited (Airtel Nigeria) acquired a spectrum of 20 MHz in 2600 band.

Tanzania additional spectrum

Airtel Tanzania has been allocated an additional spectrum of 10 MHz in the 1800 band for an annual fee of \$0.6 Mn. This brings Airtel Tanzania to 22.5 MHz of spectrum in the 1800 band. Airtel Tanzania has been authorized by the TCRA (Tanzania Communications Regulatory Authority) to use 10 MHz in the 700 band for eight months from 21 October 2019. The licence of 700 band will be issued post completion of a total of \$12 Mn payment to the regulatory authorities in June 2020.

Other spectrum allocations

Additional spectrum has been acquired in Chad (5 MHz in 1800 band) and Malawi (10 MHz in 2100 and 5 MHz in 1800 band) during the period.

Airtel TV

In February 2019, we launched Airtel TV in Uganda. Now we have more than half a million installations across Nigeria, Uganda and Zambia. We also launched Hollywood and premium international content on our platform, with movies and TV shows from MGM, Lionsgate, BBC and NBC Universal as well as local content, primarily Nollywood. Hollywood content has brought high-quality marketing promotions and trailers, increasing registrations and product loyalty.

Western Union

In January 2020, the Group signed a strategic partnership with Western Union. This will allow Airtel Money customers to reliably send and receive international money transfers directly from their phones using our mobile money wallet. This paves the way for Airtel Africa to further cater to the needs of local and global community members to move money and enable international cross-border payments. This partnership helps Airtel Africa to take an active part in the international money transfer business that happens to and from its operating countries.

Mastercard

On 9 October 2019, the Group announced a partnership with Mastercard which allows Airtel Money customers to make online payments globally using a virtual Airtel Money Mastercard. Airtel Money customers, even those using a feature phone, are also able to make in-person payments at outlets using QR codes. To date, there are over 1 million shops across Africa that accept Mastercard QR payments. Approximately 700,000 are in Nigeria, our largest market and where we have applied for a payment service bank licence.

Ecobank

On 21 October 2019, the Group announced a partnership with Ecobank which will allow millions of Airtel Money and Ecobank customers across Africa improved access to mobile financial services and a variety of mobile transactions.

6.3 Results of Operations

The financial results presented in this section are compiled based on the consolidated financial statements prepared in accordance with International Financial Reporting Standards (IFRS) and the underlying information.

Key Highlights – For the year ended March 31, 2020

- Customer base up by 11.9% to 110.6 million
- Revenue increased by 11.2% to \$3,422 Mn, with Q4 revenue growth up 15.1%
- Revenue in constant currency grew by 13.8% in the full year and 17.9% in Q4. Growth recorded across all business segments, with voice revenue up by 5.2%, data by 39% and mobile money by 37.2%
- EBITDA up 13.8% to \$1,515 Mn, with EBITDA growth in constant currency at 16.3%
- Reported EBITDA margin improved to 44.3% by 1.0 pp (up 0.9 pp in constant currency)
- Operating profit grew by 22.8% to \$901 Mn and increased by 25.4% in constant currency
- Free cash flow was \$453 Mn, more than double compared to the same period last year
- Earnings per share (EPS) before exceptional items was \$7.3 cents and basic EPS was \$10.3 cents, a decrease of \$9.2 cents
- Net debt to EBITDA was 2.1x, compared to 3.0x in March 2019
- The Board recommended a final dividend of \$3 cents per share, to a total dividend of \$6 cents per share

Key Highlights – For the Quarter ended March 31, 2020

- Revenue for the quarter at \$ 899 Mn grew by 15.1% with constant currency growth of 17.9%.
- Revenue growth recorded across all services with voice revenue up by 8.4%, data revenue up by 38.9% and mobile money revenue up by 29.5% in constant currency.
- EBITDA was up 15.5% to \$ 396.9 million, while EBITDA growth in constant currency was up 18.4%.
- EBITDA margin (reported currency) was 44.1%, increase of 0.2 pp, with an increase of 0.2 pp in constant currency terms.

Results for the year ended March 31, 2020

6.4.1 Airtel Africa Consolidated

Reported revenue grew by 11.2% as 13.8% constant currency growth was partially offset by currency devaluation. The strong performance was largely driven by the growth of our customer base, up by 11.9% to 110.6 million, as well as a 3.3% growth in ARPU. Across the regions, Nigeria and East Africa continued to deliver strong performance, and performance in Francophone Africa continued to improve with revenue up 4.1% in Q4 2020. Revenue growth was broadly based across all key segments: voice up 5.2%, data up 39.0% and mobile money up 37.2% in constant currency terms.

Reported operating profit was \$901 Mn, up 22.8% and 25.4% in constant currency. This was the result of strong revenue growth with broadly stable operating expenditures as a percentage of revenue.

Net finance costs increased by \$18 Mn driven by higher other finance costs which more than offset reduced interest costs of \$64 Mn as a result of lower debt. The increase in other finance costs was primarily driven by higher impact of devaluation on foreign exchange denominated liabilities largely driven by \$75 Mn increase in Q4 2020 as a result of the devaluation of Nigerian naira, Kenyan and Ugandan shilling, and Zambian kwacha.

The total tax charge amounted to \$190 Mn, versus a tax gain of \$78 Mn in the previous financial year. This was due to the higher operating profit and withholding tax on dividend declared. FY 2019 also benefited from one-off items amounting to \$170 Mn for

deferred tax recognition in Nigeria and a \$55 Mn reversal of a tax provision.

Profit after tax was \$408 Mn, down by 4.4% due to a one-off deferred tax recognition in Nigeria in the year ended 30 March 2019 and a lower exceptional item gain in the current period. Post one-off tax benefit, profit after tax for the year increased by \$43 Mn or 17%.

Basic EPS was down 47% to \$10.3 cents, due to an increase in shares issued. If all the shares as of 31 March 2020 had been issued on 1 April 2018, the restated basic EPS for the year would have been \$9.8 cents and \$10.3 cents for the year ended 31 March 2019. Restated EPS reduced as a result of higher tax and finance costs. This was primarily the result of a \$75 Mn, or \$2.0 cents per share, higher impact of foreign exchange on debt due to the devaluation of the Nigerian naira, Kenyan and Ugandan shilling and Zambian kwacha in Q4 2020.

EBITDA grew by 13.8% to \$1,515 Mn. This was largely driven by 16.3% constant currency growth, partially offset by currency devaluation. The reported EBITDA margin of 44.3% improved by 1.0 pp, and by 0.9 pp in constant currency.

Foreign exchange had an adverse impact of \$76.5 Mn on revenue and \$31.7 Mn on EBITDA, largely driven by the devaluation of the Zambian kwacha, Central African franc, Nigerian naira and other East African currencies.

The effective tax rate was 48.6% compared to 41.9% in the previous year largely as a result of the profit mix between countries and higher withholding tax on dividend declared. The effective tax rate at 48.6% is higher than the weighted average statutory tax rate of approximately 32%, largely due to the profit mix between various countries.

The adjusted effective tax rate was 38.7% compared to (1.0%), largely as a result of recognition in the prior year of deferred tax assets in Nigeria amounting to \$170 Mn.

Exceptional items of \$112 Mn include \$72 Mn gain related to the expired indemnity to certain pre-IPO investors and \$ 51 Mn gain related to recognition of deferred tax asset in DRC. The previous year's \$119 Mn exceptional items include \$170 Mn in deferred tax recognition in Nigeria partially offset by \$41 Mn of accelerated depreciation resulting from a network modernisation.

Free cash flow grew by 201% to \$453 Mn, largely due to the EBITDA increase and reduced interest payments related to lower debt.

EPS before exceptional items was down 48.2% to \$7.3 cents, primarily due to the increase in the number of shares issued. If these shares had been issued on 1 April 2018, the restated EPS before exceptional items would have been \$6.9 cents for the year ended 31 March 2020 and \$7.4 cents for the year ended 31 March 2019. Restated EPS reduced by \$0.5 cents as a result of higher tax and finance costs primarily as a result of a \$75 Mn, or \$2.0 cents per share, and higher impact of foreign exchange on debt due to the devaluation of the Nigerian naira, Kenyan shilling, Ugandan shilling and Zambian kwacha in Q4 2020.

6.4.2 Net debt and leverage

Net debt was \$3,247 Mn compared to \$4,005 Mn in March 2019. The \$758m reduction in net debt is due to an increase in cash of \$680m from the IPO proceeds and a \$122 Mn proceeds from cancellation of derivatives. As a result, leverage improved to 2.1x at the end of March 2020 from 3.0x at the end of March 2019.

6.4.3.3. Working capital and Going concern

The group has USD 2.35bn of Bonds which are guaranteed by the group's intermediate parent, the Bharti Airtel group ("the bonds") of which USD 828 Mn is due for repayment in May 2021. The next repayment is USD 505 Mn due in March 2023. In May 2019 and ahead of IPO, the group executed a bank facility agreement (the 'New Airtel Africa Facility') in a principal amount of up to USD 2bn which was available to draw down for a period of six months. In addition, certain of the group's subsidiaries arranged additional committed facilities of USD 425 Mn. The group expressed an intention at IPO to refinance the bonds through various suitable means including the draw down on the facilities by December 2019 to the extent that the bonds had not been refinanced or unless alternate committed liquidity have been put in place.

Following successful completion of the IPO and receipt of USD 680 Mn of IPO proceeds, in October 2019 the group further reassessed the requirement for the New Airtel Africa Facility

amounting to USD 1.2bn (USD 0.8 bn already having been cancelled post IPO) and having considered business performance, free cash flows, liquidity expectation for the next 12 months together with its other existing drawn and undrawn facilities, the group cancelled the remaining USD 1.2 bn New Airtel Africa Facility. As part of this evaluation, the group has further considered committed facilities of USD 814 Mn as of date of authorisation of financial statements, which should take care of the group's cash flow requirement under both base and reasonable worst-case scenarios.

On 24 October 2019, The Honourable Supreme Court of India delivered an adverse court judgment in India on the group's intermediate parent in relation to a long outstanding industry wide case ("the Court Judgement") pertaining to Adjusted Gross Revenue ('AGR'). In light of aforesaid Court Judgment, the group has also considered whether any events are likely to arise that would result in early repayment of the balance of the bonds and has assessed any material restrictions that may be imposed on it consequent to the actions / inactions of its intermediate parent company.

In January and February 2020, the group's intermediate parent company successfully raised USD 3.25 bn through a combination of qualified institutional placement and convertible and other bond offerings. The execution of these activities have significantly reduced the level of uncertainty about the group's parent company to comply with the judgment. Pursuant to this infusion of long term financing, available liquidity/facilities with the Bharti Airtel group and other developments including payment made towards AGR dues, the management of Bharti Airtel has concluded that the previously reported material uncertainty during the period ended 30 September 2019 on the its ability to continue as a going concern no longer exists.

Based on these developments and assessment received as of 31 March 2020, the group had concluded that the likelihood of early repayment of the balance of the bonds as a consequence of the actions/inactions of its intermediate parent company is considered remote and the previously reported material uncertainty during the period ended 30 September 2019 on the group's ability to continue as going concern has also been removed.

In order to assess its ability to be a going concern, the Directors have taken into account all factors likely to affect its future performance and financial position, including the group's cash flows under both base and reasonable worst case scenarios, solvency and liquidity positions and the availability of committed and uncommitted facilities. Further the Directors have considered all the risks and uncertainties relating to its business activities and actions implemented by its intermediate parent company to comply with the Court Judgement as well as the potential impact arising from COVID-19 spread in the countries where we operate.

At the time of the approval of the group Financial Statements, the group has not experienced any material impact arising from the impact of COVID-19 on its business. Given the rapidly changing dynamics in the external environment, it is extremely difficult to predict with any accuracy what the impact of COVID 19 will be on the group's profitability, solvency and liquidity positions. However,

the group have applied various levels of stress tests by way of revenue decline, increase in costs and possibility of currency devaluation to the cash flows as part of the sensitivities applied to both base and reasonable worst case scenarios. Stress tests have been performed on the overall plan for the above sensitivities, including the foreseeable impacts of COVID-19, and through this analysis the Directors have a reasonable expectation that no singular or plausible combination of events would be sufficient enough to impact the group's going concern assessment and even under the severe stress tests situations, the group would be able to continue in operation and meet its liabilities over the period covered under going concern assessment, as and when they fall due. Our cash balances in conjunction with USD 814 Mn of committed undrawn facilities (as of date of authorisation of financial statements) ensure we can meet our financial obligations. In severe stress tests performed, the Directors have also considered actions which can be undertaken to mitigate these events, including limiting or delaying discretionary capital expenditure without compromising on network quality, optimisation of opex and also reducing or ceasing dividend payments. The Directors have also assessed the group's ability to access adequate sources of funding, which include financing facilities and access to the debt capital markets to further improve liquidity headroom availability under the severe stress test scenarios.

Based on this assessment the Directors have concluded that the group continues to adopt going concern basis of accounting in preparing the financial statements.

6.4.4 Segment Wise – Africa

6.4.4.1 Nigeria

Reported revenue was up 24.1%, with almost the same growth in constant currency. This was underpinned by 15.1% revenue growth in voice and 68.1% in data.

Voice revenue at \$850 Mn, up by 15.1%, was supported by a 12.5% increase in the customer base and a 1.2% increase in average revenue per user (ARPU). We expanded our customer base as a result of efficient sales and distribution network supported by the accelerated rollout of our network infrastructure and 4G leadership.

Data revenue growth of 68.1% was supported by a 14% growth in data customers and a 42.2% increase in data ARPU. This growth was driven by an accelerated 4G rollout (with 68% of total sites now 4G), a 1.8 pp increase in smartphone penetration, and affordable products in our data bundles. 47.5% of total data usage is now through the 4G network. Data revenue accounted for 31.7% of total revenue, up 8.2%.

Other revenue decreased by 17.2%, affected by the rollout of new directives issued by the Nigerian Communication Commission on content-based revenue.

In FY 2020, EBITDA margin increased by 4.5 pp due to the revenue growth and operating efficiencies. Exceptional items include \$5 Mn one-off gain, largely as a result of the reassessment of the customers 'life cycle' which led to a deferment of customer acquisition cost.

Capital expenditure amounted to \$325 Mn, up from \$180 Mn year on year as the business continued to expand and invest in further rollout of network infrastructure.

The \$419 Mn operating free cash flow was up 13.8%, largely as a result of double-digit EBITDA growth partially offset by higher capital expenditure.

6.4.4.2 East Africa

East Africa reported revenue grew by 9.0% and increased by 13.6% in constant currency. This was broadly based across services, and partially offset by currency devaluation in Zambia and Kenya. All countries, with the exception of Rwanda, delivered double-digit revenue growth. Performance improved in Q4 2020 largely as a result of an increase in voice and data customers in Tanzania, Uganda and Kenya.

Voice revenue at \$606 Mn, up by 6.2%, largely driven by a 13.5% increase in customers and 15.8% increase in usage per customer slightly off-set by ARPU drop of 3.3%.

Data revenue grew by 20.3%, driven by 22% growth in data customers and a 4.6% increase in data ARPU. There was growth in all countries underpinned by the rollout of more than 2,400 of 4G sites, a 2.9 pp increase in smartphone penetration, and simple and affordable products through 'more for more' data bundles. Data revenue accounted for 25.6% of the total revenue in East Africa.

Mobile money revenue grew by 43.7%, largely driven by growth in Zambia, Tanzania, Uganda and Malawi. This was driven by a 28.9% increase in customers and a 21.4% growth in transaction value per customer, supported by the expansion of our distribution network through more agents, kiosks and Airtel Money branches. Expansion slowed in the second half compared to the same period in the prior year, which benefited from an extensive distribution rollout in Zambia.

The EBITDA margin was 40.4%, an improvement of 0.4 pp compared with the previous financial year. Q4 2020 EBITDA margin declined by 1.1 pp due to higher operating expenses resulting from our investment in network expansion, higher marketing spends, and increased regulatory charges in Kenya, Uganda and Rwanda.

Exceptional items include \$10 Mn one-off gain, largely as a result of the reassessment of the customers 'life cycle' which led to a deferment of customer acquisition cost.

We invested \$181 Mn in capex, slightly lower than the previous financial year. FY 2019 capex was higher due to network modernisation in East Africa. Due to this lower capex and higher EBITDA, operating free cash was up 78.6% at \$304 Mn.

6.4.4.3 Francophone Africa

Performance in Francophone Africa was impacted by macroeconomic weakness in some countries. Reported revenue was down 3.2%, but it was broadly flat in constant currency, as growth in data, mobile money and other revenue did not fully offset the decline in voice revenue. Performance was mixed across countries, with growth in Democratic Republic of the Congo (DRC), Gabon and the Seychelles offset by a decline in other

countries in the region. Revenue increased by 4.1% in Q4 2020 as a result of improved performance across services.

Voice revenue decreased by 9.5%, largely due to a drop in interconnect usage charges in Niger, Madagascar and Chad, and overall market weakness in some countries in the region. Revenue in DRC was also affected by rationalisation on bonus offers.

Data revenue grew by 22%, largely due to a 21.8% increase in customers and a 10.4% increase in data ARPU. We saw revenue growth across all countries, with the exception of Madagascar. This growth was supported by our accelerated rollout of more than 1,600 of 4G sites, with 56.7% of sites now on the 4G network. It was also driven by a 3.1 pp increase in smartphone penetration and our popular data bundle offers. In FY 2020, we launched 4G services in Niger and DRC.

Mobile money revenue was up 28.4%, with our largest markets Gabon and DRC accounting for 82% of revenue in the region. This double-digit revenue growth was supported by a 28.1% increase in customers and the continued expansion of the distribution network.

Our EBITDA margin decreased by 4.4 pp due to higher operating expenses resulting from investment in network expansion and higher marketing spends. While FY 2019 had \$13 Mn in one-off benefits, FY 2020 was affected by a one-off quality of services charge in few OpCos. Excluding these one-offs, EBITDA margin decreased by 1.9 pp.

Exceptional items of \$12 Mn mainly contributed by accelerated depreciation resulting from a network modernisation.

Capex was at \$133 Mn, a drop compared to the \$190 Mn in the previous financial year which was higher due to network modernisation in Francophone Africa. In FY 2020, we continued to invest in modernising the infrastructure and rolling out the 4G network, more than doubling the number of 4G sites in the region.

6.4.5 Product wise Africa

6.4.5.1 Mobile services:

Reported mobile services revenue was up by 10.0%, 12.5% in constant currency, with both voice and data revenue contributing to this growth.

Reported voice revenue grew by 2.9% while constant currency growth was 5.2%. This growth was largely driven by 11.9% increase in customers as a result of the expansion of distribution and network infrastructure. Total minutes on the network grew by 20.6% and voice usage per customer grew 9.5% supported by the launch of exclusive voice bundles. ARPU dropped by 4.5% in constant currency terms, largely driven by a drop in interconnect usage charges across key markets in East Africa and Francophone Africa. The Q4 2020 voice revenue growth of 8.4% in constant currency was driven by a 17.5% increase in voice usage per customer.

Data revenue was up 39% in constant currency, largely due to a growth in data customers, the accelerated 4G network rollout and

increasing data usage. The customer base grew by 18% as a result of accelerated rollout of 4G network across all markets, as well as a 2.5 pp growth in smartphone penetration. 32% of our total customers are data users, up from 30.4% in FY 2019. Overall data usage grew by 81% and data usage per customer was up 56.3% to 1.8GB per customer per month, largely linked to our 4G network expansion and popular data bundles. ARPU increased by 20% as a result of higher penetration of 3G and 4G customers.

Data revenue accounted for 27.2% of our total revenue, up from 22.2% in the previous financial year. For the quarter ended March 2020, data revenue was 28.2% of our total revenue.

6.4.5.2 Mobile Money

Reported mobile money revenue was \$311 Mn, up 32.9% and 37.2% in constant currency. This was driven by a 28.7% increase in customers and a 31.0% growth in transaction value. We continue to expand our distribution network through investing in exclusive kiosks and Airtel Money branches. The continued focus on expanding distribution network through partnering with financial service providers and enhancing product offering continues to attract more customers and reduce churn.

EBITDA increased by 53.4% to \$150 Mn, driven by revenue growth and a lean cost structure. As a result, the EBITDA margin grew to 48.2%, up from 41.7%. Total transaction value was up 31% in constant currency, amounting to \$34.5 bn (Q4 2020 annualised). This was primarily driven by the expansion of the distribution network.

Active customers grew to 18.3 Mn, up 28.7% on the previous year, with Airtel Money customers representing 16.5% of our total customers. Excluding Nigeria mobile money customers, 26.5% of our total customer base consisted of Airtel Money customers as of 31 March 2020. ARPU was up 14.2%, driven by a higher transaction values and increased contribution from person-to-person money transfer and merchant payments.

Results for the Quarter ended March 31, 2020

6.5.1 Airtel Africa Consolidated

As on 31 March 2020, the group had a customer base of 110.6 Mn as compared to 98.9 Mn in the corresponding quarter last year, an increase of 11.9%. Total minutes on network during the quarter registered a growth of 30.3% to 68.9 bn as compared to 52.9 bn in the corresponding quarter last year.

Data customers increased by 5.4 Mn to 35.4 Mn as compared to 30.0 Mn in the corresponding quarter last year. Increase in data subscribers was mainly led by increase in smartphone penetration, up 2.5 pp to 32.6%, and the expansion of 3G and 4G network (3,952 3G sites added and 5,532 4G sites added during the year, 4G sites now contribute to 64.7% of total sites). The total MBs on the network grew at 81.5% to 219.0 bn MBs as compared to 120.7 bn MBs in the corresponding quarter last year. Data usage per customer during the quarter was at 2,145 MBs as compared to 1,375 MBs in the corresponding quarter last year, an increase of 56.1%.

Mobile Money revenue in constant currency grew by 29.5% driven by mobile money customer growth of 28.7% and transaction value growth of 33.2%. Growth was largely driven by the expansion of the distribution infrastructure, as the business invested in exclusive kiosks and mobile money branches, up 46.2% and 254.4% respectively compared to last year. The continued focus on expanding distribution network through partnering with financial service providers and product offering continues to attract more customers and increase their loyalty.

Reported Gross revenue increased by 15.1% and constant currency growth of 17.9% was partially offset by currency devaluation. Constant currency revenue growth was largely driven by 11.9% increase in the customer base, and ARPU growth of 6.4% at \$ 2.8. The growth was contributed by double digit revenue growth in Nigeria and East Africa and an improvement in the performance in Francophone Africa segment. Across products, revenue growth in constant currency was widespread with mobile Voice up 8.5%, Data up 38.9%, and Mobile Money up 29.5%.

For the quarter, EBITDA in reported currency was \$ 396.9 Mn, up 15.5%, constant currency growth was 18.4%, partially offset by currency devaluation. EBITDA margin was at 44.1%, an improvement of 0.2 pp.

In constant currency, EBITDA for quarter was at \$ 407.0 Mn as compared to \$ 343.8 Mn in the corresponding quarter last year. EBITDA margin improved by 0.2 pp and was at 44.1% for the quarter as compared to 44.0% in the corresponding quarter last year.

On reported basis, net Finance costs increased by \$ 75.0 Mn mainly due to forex loss of \$ 75.4 Mn in current quarter as compared to forex gain of \$ 0.2 Mn in corresponding quarter last year.

The total tax charge before exceptional item for the period was \$ 27.7 Mn, as compared to a tax charge of \$ 33.3 Mn in the same period last year.

On reported basis, Profit after Tax was \$ 65.0 Mn, a decrease of \$ 18.0 Mn compared to the prior year, which is largely contributed by higher forex loss.

Capital expenditure during the quarter was \$ 246 Mn, largely on account of investment in data capacities and network modernization.

Operating free cash flow in Constant Currency during the quarter is at \$ 151 Mn, as compared to \$ 39 Mn in the corresponding quarter last year.

6.5.2 Segment Wise – Africa

6.5.2.1 Nigeria

Revenue in Nigeria was up 25.5% in reported currency and 27.1% in constant currency.

Constant currency revenue growth of 27.1%, was largely driven by the voice revenue growth of 18.3% and data growth of 52.5%.

The voice revenue growth of 18.3% was contributed by customer base growth of 12.5%, largely driven by the efficient sales and distribution network supported by the accelerated rollout of our network infrastructure.

Data revenue grew by 52.5%, mainly driven by the increase in the data customer base, 4G network rollout and data ARPU growth. The data customer base grew by 14.0% driven by accelerated rollout of our 4G network, (as of 31 March 2020, 67.8% of the total sites are 4G). Data ARPU grew by 34.7% in the quarter ended 31st Mar'20. Data usage increased by 72.4% and as of Q4'20 54.0% of the total usage is on 4G network.

EBITDA margin in constant currency increased by 2.1 pp as a result of revenue growth and operating efficiencies

Capital expenditure amounted to \$ 145 Mn, as the business continued to expand and invest in the network infrastructure, as the number of 4G sites increased by 29%.

Operating Free Cash Flow was \$ 67 Mn in constant currency, a decrease of 28%, largely due to higher capex investment.

6.5.2.2 East Africa

Revenue in East Africa grew by 13.5% during the quarter ended 31 Mar 2020 and constant currency growth of 18.4% was partially offset by the currency devaluation majorly in Zambia. Revenue growth of 18.4% in the constant currency was driven by growth across all services.

Voice revenue was up 11.3%, largely driven by customer growth of 13.5% and an increased usage per customer of 20.9%.

Data revenue grew by 28.7% in Q4'20 as compared to corresponding quarter last year. The Data revenue growth of 28.7% was driven by the increase in the data customer base, up 22.0% and an increase in data usage per customer, up 52.7%. The growth was supported by the densification of 4G network. Smartphone penetration was up 2.9 pp. During the quarter, data revenue accounted for 26.6% of total revenue in East Africa.

Mobile money revenue up by 25.7% in reported currency and 32.2% in constant currency. The increase was driven by a customer base growth 28.9% and a transaction value per customer growth of 16.9%. We continued our efforts in terms of the further expansion of the mobile money distribution network (increasing the number of Agents, Kiosks and Airtel Money Branches).

EBITDA margin in constant currency reported at 40.5% reflecting of drop of 1.1 pp mainly due to higher operating expenditure.

Capital expenditure amounted to \$ 61 Mn, slightly lower than prior period as a large part of the network modernization in East Africa was completed in the previous year. As a result of lower capex and higher EBITDA, operating free cash flow amounted to \$ 70 Mn.

6.5.2.3 Francophone Africa

Performance in the Francophone Africa continues to improve despite a continuation of the macroeconomic weakness in some countries.

Revenue increased by 4.1% in the constant currency, mainly driven by growth in data and mobile money.

Voice revenue decreased by 8.6%, largely due to the reduction in interconnect usage charges in Niger, Chad and Gabon.

Data revenue was up 28.6% largely driven by the increase in data usage per sub by 96.5% resulting from the accelerated rollout of 4G services and network upgrade. During the period, more than 1,600 additional sites were rolled out on 4G network, which accounted for more than 56% of the total sites.

Mobile money revenue was up 31.2%, supported by the growth of mobile money customer base up 28.1% and further expansion of distribution network.

EBITDA margin in constant currency reported at 32.6% reflecting drop of 4.7 pp.

Capital expenditure amounted to \$ 39.7 Mn in the quarter ended 31 Mar 2020 with operating free cash flow in constant currency amounted to \$ 32.0 Mn.

6.5.3 Product wise Africa

6.5.3.1 Mobile services:

During the quarter ended 31 March 2020, Mobile Services revenue grew by 14.1% in reported currency and 16.8% in constant currency. The growth was broad based across voice and data revenue.

Voice revenue increased by 5.9% in reported currency and by 8.4% in constant currency, largely driven by customer growth of 11.9%. Voice revenue growth improved as a result of improved performance in Nigeria and East Africa.

Voice ARPU decreased by 2.2% in constant currency terms, largely driven by decrease in interconnect usage charges across key markets in East Africa and Francophone Africa.

Data Revenue was up 38.9% in constant currency, largely driven by increase in data customer base, 4G network rollout and data usage growth. Data customer growth of 18.0% was driven by densification of 4G network, 64.7% of the sites now on 4G network, increase in smartphone penetration by 2.5 pp. 32.0% of total customer base are data users, an increase from 30.4% in the corresponding quarter last year.

Overall data usage increased 81.5% and data usage per customer was up 56.1 to 2,145 MB/subs/month, supported by expansion of 4G network and continuation of popular “more for more” data bundles, contributing data ARPU growth of 19.4%. Data revenue accounted for 28.2% of total revenue, up from 23.9% in the corresponding quarter last year in constant currency.

6.5.3.2 Mobile Money

Mobile money revenue amounted to \$ 82.8 Mn, up 24.3% in reported currency and by 29.5% in constant currency, driven by the growth of customer base up 28.7%, and transaction value growth of 33.2%. Growth of customer base was largely driven by the expansion of the distribution network, as we continued to invest in exclusive kiosks and mobile money branches, up 46.2% and 254.4% respectively compared to last year. The continued focus on expanding distribution network through partnering with financial service providers and product offering continues to attract more customers and increase their loyalty.

EBITDA in constant currency increased by 26.2%, amounting to \$ 40.6 Mn, majorly driven by the revenue growth. As a result, the EBITDA margin for the quarter ended 31 March 2020 was 47.2%.

The transaction value up 33.2% in constant currency, with an annualized value of \$ 34.5 billion (Q4'20 annualized) driven by the expansion of our distribution network.

Mobile money active customers grew to 18.3 Mn, up 28.7% versus the previous year, with mobile money customers representing 16.5% of our total customer base. As of 31 March 2020, excluding Nigeria mobile money customers represented 26.5% of the total customer base. Mobile money ARPU was up 3.4%, driven by a higher transaction value and increased contribution from various use cases.

SECTION 7

DETAILED FINANCIAL AND RELATED INFORMATION

7.1 The financial information contained in this report is drawn from Airtel Africa plc's annual consolidated financial statements for the year ended 31 March 2020, prepared under International Financial Reporting Standard (IFRS), interim condensed consolidated financial statements prepared under IAS 34 for the three quarters of year ended 31 March 2020 and extracted from Airtel Africa plc's Historical Financial Information prepared under International Financial Reporting Standard (IFRS) as contained in the prospectus for all the comparative periods presented. Comparative period figures have been regrouped/ reclassified to conform with current year grouping/ classification.

7.1.1 Consolidated Statement of Comprehensive Income

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
	<i>Amount in US\$ Mn, except ratios</i>					
Income						
Revenue	899	781	15%	3,422	3,077	11%
Other income	3	4	(31%)	17	26	(33%)
	902	785	15%	3,439	3,103	11%
Expenses						
Network operating expenses	168	142	18%	628	558	13%
Access Charges	94	88	7%	376	345	9%
License fee / spectrum usage charges	51	44	15%	189	182	4%
Employee benefits expense	62	59	4%	234	236	(1%)
Sales and marketing expenses	46	40	16%	148	152	(3%)
Impairment loss / (reversal) on financial assets	(1)	(9)	88%	(2)	5	(154%)
Other expenses	86	79	9%	333	318	5%
Depreciation and amortisation	152	150	1%	632	573	10%
	658	593	11%	2,538	2,369	7%
Operating profit	244	192	27%	901	734	23%
Finance costs	159	85	88%	440	394	12%
Finance income	(12)	(13)	1%	(67)	(32)	(107%)
Non-operating income	-	-		(70)	-	
Share of (profit) / loss of joint ventures and associate	(0)	(1)	89%	(0)	-	
Profit before tax	97	121	(20%)	598	372	61%
Tax expense / (credit)	20	33	(39%)	190	(78)	344%
Profit for the period	77	88	(13%)	408	450	(9%)
Profit before tax (as presented above)	97	121	(20%)	598	372	61%
Add: Exceptional items (net)	-	7	(100%)	(65)	69	(194%)
Underlying profit before tax	97	128	(24%)	533	441	21%
Profit after tax (as presented above)	77	88	(13%)	408	450	(9%)
Add: Exceptional items (net)	(7)	7	(206%)	(112)	(119)	6%
Underlying profit after tax	70	95	(27%)	296	331	(11%)

7.1.2 Consolidated Statement of Comprehensive Income

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended			Year Ended		
	Mar-20	Mar-19	Y-on-Y Change	Mar-20	Mar-19	Y-on-Y Change
Other comprehensive income ('OCI')						
Items to be reclassified subsequently to profit or loss:						
Net losses due to foreign currency translation differences	(186)	5	(3,552%)	(219)	(170)	(28%)
Share of OCI of associate	-	(0)	100%	-	(0)	100%
Net gain on net investments hedge	2	8	(71%)	5	45	(88%)
Net loss on cash flow hedge	(2)	1	(481%)	(2)	(12)	84%
	(186)	14	(1,451%)	(216)	(137)	(57%)
Items not to be reclassified subsequently to profit or loss:						
Re-measurement gain/(loss) on defined benefit plans	(0)	(1)	45%	1	(2)	159%
Tax (charge)/credit on above	(0)	0	(1,100%)	(0)	0	(5,079%)
	(0)	(1)	45%	1	(2)	133%
Other comprehensive loss for the period	(186)	13	(1,525%)	(215)	(139)	(54%)
Total comprehensive income for the period	(109)	101	(208%)	193	311	(38%)
Profit for the period attributable to:	77	88	(13%)	408	450	(9%)
Owners of the Company	65	82	(22%)	370	412	(10%)
Non-controlling interests	12	6	112%	38	38	0%
Other comprehensive loss for the period attributable to:	(186)	13	(1,525%)	(215)	(139)	(54%)
Owners of the Company	(183)	13	(1,514%)	(224)	(136)	(64%)
Non-controlling interests	(3)	0	(3,523%)	9	(3)	387%
Total comprehensive income for the period attributable to:	(109)	101	(208%)	193	311	(38%)
Owners of the Company	(118)	95	(224%)	146	276	(47%)
Non-controlling interests	9	6	56%	47	35	36%
Earnings per share						
Basic	1.7c	2.7c		10.3c	20.7c	
Diluted	1.7c	2.7c		10.3c	20.7c	

7.1.3 Consolidated Summarized Financial Position

Particulars	Amount in US\$ Mn	
	As at Mar 31, 2020	As at Mar 31, 2019
Assets		
Non-current assets		
Property, plant and equipment	1,832	1,597
Capital work-in-progress	259	367
Right of use assets	639	655
Goodwill	3,943	4,126
Other intangible assets	456	349
Intangible assets under development	30	70
Investment in associate	3	3
Financial Assets		
- Investments	0	0
- Derivative instruments	0	45
- Security deposits	7	9
- Others	1	-
Income tax assets (net)	39	31
Deferred tax assets (net)	333	346
Other non-current assets	112	87
	7,654	7,685
Current assets		
Inventories	3	3
Financial Assets		
- Derivative instruments	10	5
- Trade receivables	132	121
- Cash and cash equivalents	1,010	848
- Other Bank balance	6	15
- Balance held under mobile money trust	295	238
- Others	66	73
Other current assets	149	118
	1,671	1,421
Total Assets	9,325	9,106
Current liabilities		
Financial Liabilities		
- Borrowings	235	625
- Current maturities of long-term borrowings	429	559
- Lease liabilities	199	181
- Derivative instruments	3	96
- Trade payables	416	470
- Mobile money wallet balance	292	238
- Others	461	580
Provisions	70	70
Deferred revenue	124	110
Current tax liabilities (net)	144	67
Other current liabilities	115	103
	2,488	3,099
Net current liability	(817)	(1,678)
Non-current liabilities		
Financial Liabilities		
- Borrowings	2,446	2,437
- Lease liabilities	970	1,037
- Derivative instruments	4	7
- Others	15	7
Provisions	23	22
Deferred tax liabilities (net)	69	33
Other non-current liabilities	29	34
	3,556	3,577
Total liabilities	6,044	6,676
Net Assets	3,281	2,430
Equity		
Share capital	3,420	3,082
Share premium	-	470
Retained earnings	2,805	1,688
Other reserve	(2,837)	(2,614)
Equity attributable to owners of the company	3,388	2,626
Non-controlling interests ('NCI')	(107)	(196)
Total equity	3,281	2,430

7.1.4 Consolidated Summarized Statement of Cash Flows

Particulars	Amount in US\$ Mn	
	Year Ended	
	Mar-20	Mar-19
Cash flows from operating activities		
Profit before tax	598	372
Adjustments for -		
Depreciation and amortisation	632	573
Finance income	(67)	(32)
Finance cost	440	394
Share of profit / loss of joint ventures and associate	(0)	-
Non-operating adjustments	(70)	-
Other adjustments	(45)	16
Operating cash flow before changes in working capital	1,488	1,323
Changes in working capital		
Increase in trade receivables	(11)	(29)
Increase in inventories	(1)	(1)
Decrease in trade payables	(15)	(38)
Increase in mobile money w allet balance	53	41
Decrease in provisions	2	(66)
Increase in deferred revenue	20	8
Decrease in income received in advance	(11)	(21)
Increase in other financial and non financial liabilities	4	13
Increase in other financial and non financial assets	(28)	(44)
Net cash generated from operations before tax	1,501	1,186
Income tax paid	(114)	(115)
Net cash generated from operating activities (a)	1,387	1,071
Cash flows from investing activities		
Purchase of property, plant and equipment and capital work-in-progress	(656)	(568)
Purchase of intangible assets	(155)	(125)
Payment of deferred consideration for past business combination	(19)	-
Proceeds on sale of tower assets	-	42
Interest received	29	21
Net cash used in investing activities (b)	(801)	(630)
Cash flows from financing activities		
Proceeds from issue of shares to Airtel Africa plc shareholders	680	2,387
Proceeds from sale of shares to non-controlling interests	34	-
Acquisition of non-controlling interests	-	(74)
Payment of share issue expenses	(17)	-
Proceeds from borrowings	174	534
Repayment of borrowings	(720)	(2,485)
Proceeds from sale and lease back of towers	-	23
Repayment of lease liabilities	(189)	(163)
Dividend paid to non-controlling interests	(5)	(4)
Dividend paid to Airtel Africa plc shareholders	(113)	-
Interest and other finance charges paid	(318)	(376)
Proceeds from borrowings from related parties	-	337
Share stabilisation proceeds	7	-
Proceeds from cancellation of derivatives	122	-
Payment on maturity of derivatives	(25)	-
Net cash (used)/generated from financing activities (c)	(370)	179
Increase in cash and cash equivalents during the period (a+b+c)	216	620
Currency translation differences relating to cash and cash equivalents	1	4
Cash and cash equivalents as at beginning of the period	870	246
Cash and cash equivalents as at end of the period ⁽¹⁾	1,087	870

(1) Includes balance held under mobile money trust of USD 295m (2019: USD 238m) on behalf of mobile money customers which are not available for use by the group.

7.2 Use of Alternative performance measures (APM) Financial Information

In presenting and discussing the Group's reported financial position, operating results and cash flows, certain information is derived from amounts calculated in accordance with IFRS, but this information is not in itself an expressly permitted GAAP measure. Such Alternative performance measures (APM) should not be viewed in isolation as alternatives to the equivalent GAAP measures, if any.

A summary of Alternative performance measures (APM) included in this report, together with details where additional information and reconciliation to the nearest equivalent GAAP measure can be found, is shown below.

Alternative performance measures (APM)	Equivalent GAAP measure for IFRS	Location in this results announcement of reconciliation and further information
Earnings before Interest, Taxation, Depreciation and Amortization (EBITDA)	Operating profit	Page 35
Underlying Operating Expenses	Expenses	Page 36
Finance Cost (net)	Finance Cost and Finance Income	Page 36
Profit / (loss) before tax (before exceptional item)	Profit / (Loss) Before Tax	Page 36
Profit / (loss) after tax (before exceptional item)	Profit / (loss) after tax	Page 36
Cash Profit from Operations before Derivative & Exchange (Gain)/Loss	Profit from operating activities	Page 37
Effective tax rate and adjusted Effective tax rate	Reported Tax Rate	Page 37
Capital Expenditure (Capex)	Refer glossary	NA
Operating free cash flow	Refer glossary	NA
Capital Employed	Refer glossary	NA

7.2.1 Reconciliation between GAAP and Alternative performance measures (APM)

7.2.1.1: EBITDA and Margin

Particulars	UoM	Year ended	
		Mar-20	Mar-19
Operating profit	US\$ Mn	901	734
Add:			
Depreciation and amortization	US\$ Mn	632	573
Charity and donation	US\$ Mn	5	4
Exceptional items	US\$ Mn	(23)	21
EBITDA	US\$ Mn	1,515	1,332
Revenue	US\$ Mn	3,422	3,077
EBITDAMargin (%)	US\$ Mn	44.3%	43.3%

7.2.1.2: Underlying Operating Expenditure

Particulars	UoM	Year ended	
		Mar-20	Mar-19
Expenses	US\$ Mn	2,538	2,369
Less:			
Access charges	US\$ Mn	(376)	(345)
Depreciation and amortization	US\$ Mn	(632)	(573)
Charity and donation	US\$ Mn	(5)	(4)
Exceptional items	US\$ Mn	23	(21)
Underlying Operating Expenditure	US\$ Mn	1,548	1,426

7.2.1.3: Finance Cost (net)

Particulars	UOM	Year Ended	
		Mar-20	Mar-19
Finance cost	US\$ Mn	440	394
Finance income	US\$ Mn	(67)	(32)
Exceptional items	US\$ Mn	(2)	(8)
Finance cost (net)	US\$ Mn	371	354

7.2.1.4: Profit / (Loss) Before Tax

Particulars	UoM	Year ended	
		Mar-20	Mar-19
Profit / (loss) for the year Before Tax	US\$ Mn	598	372
Exceptional items	US\$ Mn	(65)	69
Profit / (loss) before tax (before exceptional item)	US\$ Mn	533	441

7.2.1.5: Profit / (Loss) After Tax

Particulars	UoM	Year ended	
		Mar-20	Mar-19
Profit / (loss) after tax	US\$ Mn	408	450
Exceptional items	US\$ Mn	(112)	(119)
Profit / (loss) after tax (before exceptional item)	US\$ Mn	296	331

7.2.1.6: Operating Free Cash Flow

Particulars	UoM	Year ended	
		Mar-20	Mar-19
Net Cash Generated from Operating Activities	US\$ Mn	1,387	1,071
Add: Income tax paid	US\$ Mn	114	115
Cash Generation from Operation before tax	US\$ Mn	1,501	1,186
Less: Changes in working capital	US\$ Mn	13	(137)
Operating cash flow before changes in working capital	US\$ Mn	1,488	1,323
Other adjustments	US\$ Mn	45	(16)
Charity and donation	US\$ Mn	5	4
Exceptional items	US\$ Mn	(23)	21
EBITDA	US\$ Mn	1,515	1,332
Less: Capital Expenditure	US\$ Mn	(642)	(630)
Operating Free Cash Flow	US\$ Mn	873	702

7.2.1.7: Cash Profit from Operations before Derivative and Exchange Fluctuation

Amount in US\$ Mn

Particulars	Year Ended	
	Mar-20	Mar-19
Operating profit	901	734
Finance cost (net)	(371)	(354)
Depreciation and Amortisation	632	573
Derivatives and exchange (gain)/loss	71	28
Exceptional items	(23)	21
Cash Profit from Operations before Derivative and Exchange Fluctuation	1,210	1,001

7.2.1.8: Effective tax rate and adjusted Effective tax rate

Particulars	UoM	Year Ended					
		Mar-20			Mar-19		
		Profit before taxation	Income tax expense	Tax Rate %	Profit before taxation	Income tax expense	Tax Rate %
Reported Effective tax rate	US\$ Mn	598	190	31.8%	372	(78)	-21.0%
Adjusted for :							
Exceptional Items (provided below)	US\$ Mn	(65)	47		69	189	
Foreign exchange rate movements for non-DTA operating companies & holding companies	US\$ Mn	(21)			(22)		
One-off tax adjustment	US\$ Mn		12			55	
Effective tax rate	US\$ Mn	512	249	48.6%	419	166	39.6%
Deferred tax triggered during the year	US\$ Mn		(51)			(170)	
Adjusted effective tax rate	US\$ Mn	512	198	38.7%	419	(4)	-0.9%
Exceptional items							
1. Deferred tax asset recognition	US\$ Mn		51			170	
2. Reversal of current tax provision	US\$ Mn					20	
3. Network modernisation	US\$ Mn	27	2		41	5	
4. Settlement of litigations and claims	US\$ Mn				19	(6)	
5. Voluntary retirement scheme	US\$ Mn				2		
6. Tax on exceptional items	US\$ Mn						
7. Reversal of indemnities	US\$ Mn	(72)					
8. Share issue and IPO related expenses	US\$ Mn	6					
9. Finance Cost	US\$ Mn	1			8		
10. Customer acquisition cost	US\$ Mn	(27)	(6)				
Total	US\$ Mn	(65)	47		69	189	

SECTION 8

NET DEBT AND COST SCHEDULES

8.1 Consolidated Schedule of Net Debt

Particulars	<i>Amount in US\$ Mn</i>	
	As at Mar 31, 2020	As at Mar 31, 2019
Long term borrow ing, net of current portion	2,424	2,452
Short-term borrow ings and current portion of long-term borrow ing	664	1,184
Less:		
Cash and Cash Equivalents	1,010	848
Net Debt excluding Lease Obligations	2,078	2,787
Lease Obligations	1,169	1,218
Net Debt including Lease Obligations	3,247	4,005

8.2 Consolidated Schedule of Net Finance Cost (in Reported Currency)

Particulars	<i>Amount in US\$ Mn</i>			
	Quarter Ended		Year Ended	
	Mar-20	Mar-19	Mar-20	Mar-19
Interest on borrow ings and Finance charges	47	45	203	222
Interest on Lease Obligation	31	31	127	126
Investment (income)/ loss	(7)	(5)	(29)	(22)
Finance cost excluding Derivatives and Forex	71	71	300	326
Add : Derivatives and exchange (gain)/ loss	75	0	71	28
Finance cost (net of Derivatives and Forex)	146	71	371	354

8.3 Consolidated Schedule of Operating Expenses (in Constant Currency)

Particulars	<i>Amount in US\$ Mn</i>			
	Quarter Ended		Year Ended	
	Mar-20	Mar-19	Mar-20	Mar-19
Access charges	96	88	381	343
Cost of goods sold	40	29	145	110
License fee / spectrum charges (revenue share)	52	45	192	180
Netw ork operations costs	171	138	624	552
Employee benefits expense	67	62	253	245
Selling, general and adminstration expense	92	81	364	329
Operating Expenses	519	443	1,959	1,760

Closing currency rates as on March 1, 2019 considered for Constant currency.

8.4 Consolidated Schedule of Depreciation and Amortization before exceptional item (in Constant Currency)

Amount in US\$ Mn

Particulars	Quarter Ended		Year Ended	
	Mar-20	Mar-19	Mar-20	Mar-19
Depreciation	134	124	530	455
Amortization	21	19	84	72
Depreciation and Amortization	155	143	614	527

Closing currency rates as on March 1, 2019 considered for Constant currency.

8.5 Consolidated Schedule of Income Tax before exceptional item (in Constant Currency)

Amount in US\$ Mn

Particulars	Quarter Ended		Year Ended	
	Mar-20	Mar-19	Mar-20	Mar-19
Current tax expense	44	15	179	96
Deferred tax expense / (income)	(18)	19	60	10
Income tax expense	27	34	239	106

Closing currency rates as on March 1, 2019 considered for Constant currency.

8.6 Consolidated Schedule of Operating Expenses (in Reported Currency)

Amount in US\$ Mn

Particulars	Quarter Ended		Year Ended	
	Mar-20	Mar-19	Mar-20	Mar-19
Access charges	94	88	377	345
Cost of goods sold	39	29	141	112
License fee / spectrum charges (revenue share)	51	45	189	182
Network operations costs	167	138	615	557
Employee benefits expense	65	62	249	247
Selling, general and administration expense	90	81	358	333
Operating Expenses	506	443	1,929	1,776

8.7 Consolidated Schedule of Depreciation and Amortization before exceptional item (in Reported Currency)

Amount in US\$ Mn

Particulars	Quarter Ended		Year Ended	
	Mar-20	Mar-19	Mar-20	Mar-19
Depreciation	131	124	522	458
Amortization	21	19	83	74
Depreciation and Amortization	152	143	605	532

8.8 Consolidated Schedule of Income Tax before exceptional item (in Reported Currency)

Amount in US\$ Mn

Particulars	Quarter Ended		Year Ended	
	Mar-20	Mar-19	Mar-20	Mar-19
Current tax expense	42	15	175	102
Deferred tax expense / (income)	(15)	19	62	9
Income tax expense	28	33	238	111

SECTION 9

TRENDS AND RATIO ANALYSIS

9.1 Based on Statement of Operations

9.1.1 Consolidated Statement of Operations: (in Reported Currency)

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	899	883	844	796	781
Access charges	94	98	94	90	88
Cost of goods sold	39	38	34	30	29
Net revenues	766	747	715	676	664
Operating Expenses (Excl Access Charges, cost of goods sold and License Fee)	321	308	302	286	280
Licence Fee	51	44	48	46	45
EBITDA	397	399	372	348	344
Cash Profit from operations before Derivative and Exchange Flucations	325	326	293	267	271
EBIT	244	245	219	198	199
Share of results of associate	0	(0)	0	0	1
Profit before Tax	97	167	153	117	128
Profit after Tax (before exceptional items)	70	73	85	69	95
Non Controlling Interest (before exceptional items)	12	10	6	6	6
Net Income (before exceptional items)	57	62	78	63	89
Exceptional items (net)	(7)	(30)	(11)	(64)	7
Profit after Tax (after exceptional items)	77	103	96	133	88
Non Controlling Interest	12	13	6	7	6
Net Income	65	90	90	125	82
Capex	246	150	147	99	305
Operating Free Cash Flow (EBITDA - Capex)	151	249	225	248	39
Total Capital Employed	6,635	6,762	6,747	6,864	6,631

	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
As a % of Revenue					
Access charges	10.5%	11.1%	11.2%	11.3%	11.2%
Cost of goods sold	4.3%	4.3%	4.1%	3.8%	3.7%
Net revenues	85.2%	84.6%	84.7%	84.9%	85.0%
Operating Expenses (excluding access charges, cost of goods sold and license fee)	35.7%	34.9%	35.8%	36.0%	35.9%
Licence Fee	5.7%	5.0%	5.7%	5.7%	5.7%
EBITDA	44.1%	45.2%	44.1%	43.7%	44.0%
Cash Profit from operations before Derivative and Exchange Flucations	36.1%	36.9%	34.7%	33.5%	34.8%
EBIT	27.2%	27.7%	25.9%	24.8%	25.5%
Share of results of associate	0.0%	(0.0%)	0.0%	0.0%	0.1%
Profit before Tax	10.8%	18.9%	18.1%	14.7%	16.4%
Profit after Tax (before exceptional items)	7.8%	8.2%	10.0%	8.7%	12.2%
Non Controlling Interest (before exceptional items)	1.4%	1.2%	0.8%	0.8%	0.8%
Net Income (before exceptional items)	6.4%	7.0%	9.3%	7.9%	11.4%
Exceptional items (net)	(0.8%)	(3.4%)	(1.3%)	(8.0%)	0.9%
Profit after Tax (after exceptional items)	8.6%	11.6%	11.3%	16.7%	11.3%
Non Controlling Interest	1.4%	1.5%	0.7%	0.9%	0.8%
Net Income	7.2%	10.1%	10.6%	15.7%	10.6%

9.1.2 Consolidated Statement of Operations: (in Constant Currency)

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	922	896	853	802	782
Access charges	96	99	95	90	88
Cost of goods sold	40	39	35	31	29
Net revenues	786	758	723	681	665
Operating Expenses (Excl Access Charges, cost of goods sold and License Fee)	329	313	305	288	280
Licence Fee	52	45	49	46	45
EBITDA	407	404	376	350	344
Cash Profit from operations before Derivative and Exchange Flucations	334	331	296	269	272
EBIT	251	248	221	199	200
Share of results of associate	0	(0)	0	0	1
Profit before Tax (before exceptional items)*	179	175	143	120	129
Profit after Tax (before exceptional items)	152	80	74	72	96
Non Controlling Interest (before exceptional items)	13	10	6	6	6
Net Income (before exceptional items)	140	70	68	65	90
Exceptional items (net)	(8)	(30)	(11)	(64)	7
Profit after Tax (after exceptional items)	160	110	85	136	89
Non Controlling Interest	13	13	6	7	6
Net Income	147	97	79	129	83
Capex	246	150	147	99	305
Operating Free Cash Flow (EBITDA - Capex)	161	254	229	251	39
Total Capital Employed	6,635	6,762	6,747	6,864	6,631

	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
As a % of Revenue					
Access charges	10.4%	11.0%	11.2%	11.3%	11.3%
Cost of goods sold	4.4%	4.4%	4.1%	3.8%	3.7%
Net revenues	85.2%	84.6%	84.7%	84.9%	85.0%
Operating Expenses (excluding access charges, cost of goods sold and license fee)	35.7%	34.9%	35.8%	36.0%	35.9%
Licence Fee	5.7%	5.0%	5.7%	5.8%	5.7%
EBITDA	44.1%	45.1%	44.0%	43.7%	44.0%
Cash Profit from operations before Derivative and Exchange Flucations	36.3%	36.9%	34.7%	33.5%	34.8%
EBIT	27.2%	27.7%	25.9%	24.8%	25.5%
Share of results of associate	0.0%	(0.0%)	0.0%	0.0%	0.1%
Profit before Tax	19.4%	19.6%	16.7%	15.0%	16.6%
Profit after Tax (before exceptional items)	16.5%	8.9%	8.7%	8.9%	12.3%
Non Controlling Interest (before exceptional items)	1.4%	1.1%	0.7%	0.8%	0.8%
Net Income (before exceptional items)	15.1%	7.8%	7.9%	8.2%	11.5%
Exceptional items (net)	(0.8%)	(3.4%)	(1.2%)	(8.0%)	0.9%
Profit after Tax (after exceptional items)	17.3%	12.2%	9.9%	16.9%	11.4%
Non Controlling Interest	1.4%	1.4%	0.7%	0.9%	0.8%
Net Income	16.0%	10.8%	9.2%	16.1%	10.6%

*Derivative and Exchange fluctuation impact is excluded to calculate Profit before tax and Profit after tax in Constant Currency.

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex and Capital Employed.

9.2 Based on Segment Wise Statement of Operations

9.2.1 Nigeria

In Reported Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	377	355	327	313	301
EBITDA	209	194	174	167	161
<i>EBITDA / Revenue</i>	<i>55.5%</i>	<i>54.7%</i>	<i>53.1%</i>	<i>53.3%</i>	<i>53.4%</i>
EBIT	163	146	129	122	119
Capex	145	64	62	53	67
Operating Free Cash Flow (EBITDA - Capex)	64	130	112	113	93

In Constant Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	383	357	328	313	301
EBITDA	212	195	174	167	161
<i>EBITDA / Revenue</i>	<i>55.5%</i>	<i>54.7%</i>	<i>53.1%</i>	<i>53.3%</i>	<i>53.4%</i>
EBIT	165	147	129	122	119
Capex	145	64	62	53	67
Operating Free Cash Flow (EBITDA - Capex)	67	131	112	113	94

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

9.2.2 East Africa (Uganda, Zambia, Tanzania, Kenya, Malawi and Rwanda)

In Reported Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	310	313	301	277	273
EBITDA	125	127	123	111	114
<i>EBITDA / Revenue</i>	40.3%	40.5%	40.7%	40.0%	41.7%
EBIT	70	70	65	51	58
Capex	61	61	30	30	119
Operating Free Cash Flow (EBITDA - Capex)	64	66	93	81	(5)

In Constant Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	323	321	307	281	272
EBITDA	131	130	125	113	113
<i>EBITDA / Revenue</i>	40.5%	40.6%	40.7%	40.2%	41.6%
EBIT	73	72	66	53	57
Capex	61	61	30	30	119
Operating Free Cash Flow (EBITDA - Capex)	70	69	95	83	(5)

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

9.2.3 Francophone Africa (DRC, Gabon, Congo B, Madagascar, Niger, T Chad and Seychelles)

In Reported Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	215	218	217	209	211
EBITDA	70	82	76	64	79
<i>EBITDA / Revenue</i>	32.7%	37.5%	34.9%	30.8%	37.4%
EBIT	24	32	29	18	33
Capex	40	24	54	14	118
Operating Free Cash Flow (EBITDA - Capex)	31	57	22	50	(39)

In Constant Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	220	222	221	211	211
EBITDA	72	83	77	65	79
<i>EBITDA / Revenue</i>	32.6%	37.4%	34.9%	30.7%	37.4%
EBIT	24	33	29	18	33
Capex	40	24	54	14	118
Operating Free Cash Flow (EBITDA - Capex)	32	59	23	50	(39)

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

9.3 Based on Product Wise Statement of Operations

9.3.1 Mobile Services - Summarized Statement of Operations

9.3.1.1 Consolidated Mobile:

In Reported Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	844	826	790	750	739
EBITDA	366	363	335	309	321
<i>EBITDA / Revenue</i>	43.3%	43.9%	42.4%	41.2%	43.4%
EBIT	220	210	186	161	179
Capex	240	145	145	96	297
Operating Free Cash Flow (EBITDA - Capex)	125	217	189	213	24

In Constant Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	864	838	798	755	740
EBITDA	374	367	338	311	321
<i>EBITDA / Revenue</i>	43.3%	43.8%	42.3%	41.2%	43.4%
EBIT	225	212	187	162	179
Capex	240	145	145	96	297
Operating Free Cash Flow (EBITDA - Capex)	134	222	193	216	24

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

9.3.1.2 Nigeria Mobile Services

In Reported Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	377	354	326	311	299
EBITDA	209	194	172	165	159
<i>EBITDA / Revenue</i>	55.5%	54.7%	52.9%	53.1%	53.3%
EBIT	163	146	127	121	118
Capex	145	64	62	53	67
Operating Free Cash Flow (EBITDA - Capex)	64	130	110	112	92

In Constant Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	383	356	327	311	300
EBITDA	212	195	173	165	160
<i>EBITDA / Revenue</i>	55.5%	54.7%	52.9%	53.1%	53.3%
EBIT	165	147	128	121	118
Capex	145	64	62	53	67
Operating Free Cash Flow (EBITDA - Capex)	67	131	110	112	92

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

9.3.1.3 East Africa Mobile Services (Uganda, Zambia, Tanzania, Kenya, Malawi and Rwanda)

In Reported Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	268	272	263	244	243
EBITDA	100	101	99	91	92
<i>EBITDA / Revenue</i>	37.2%	37.1%	37.6%	37.3%	37.8%
EBIT	46	45	42	33	37
Capex	56	57	29	29	112
Operating Free Cash Flow (EBITDA - Capex)	44	44	70	62	(20)

In Constant Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	278	279	267	248	243
EBITDA	104	104	101	93	92
<i>EBITDA / Revenue</i>	37.4%	37.2%	37.8%	37.5%	37.8%
EBIT	49	47	43	34	37
Capex	56	57	29	29	112
Operating Free Cash Flow (EBITDA - Capex)	48	47	72	64	(20)

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

9.3.1.4 Francophone Africa Mobile Services (DRC, Gabon, Congo B, Madagascar, Niger, T Chad and Seychelles)

In Reported Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	200	202	203	196	199
EBITDA	58	68	64	53	69
<i>EBITDA / Revenue</i>	28.7%	33.7%	31.4%	26.9%	35.0%
EBIT	11	18	16	7	24
Capex	39	24	54	13	117
Operating Free Cash Flow (EBITDA - Capex)	18	44	9	39	(48)

In Constant Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	205	205	206	197	199
EBITDA	59	69	65	53	70
<i>EBITDA / Revenue</i>	28.7%	33.6%	31.3%	26.8%	34.9%
EBIT	11	19	17	7	24
Capex	39	24	54	13	117
Operating Free Cash Flow (EBITDA - Capex)	19	45	10	40	(48)

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

9.3.2 Mobile Money - Summarized Statement of Operations

9.3.2.1 Mobile Money:

In Reported Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	83	82	78	68	67
EBITDA	39	40	38	33	32
<i>EBITDA / Revenue</i>	<i>47.3%</i>	<i>49.0%</i>	<i>48.2%</i>	<i>48.1%</i>	<i>48.4%</i>
EBIT	36	39	37	31	31
Capex	5	4	2	2	8
Operating Free Cash Flow (EBITDA - Capex)	34	36	36	31	24

In Constant Currency

Amount in US\$ Mn, except ratios

Particulars	Quarter Ended				
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Revenue	86	84	79	69	66
EBITDA	41	41	38	33	32
<i>EBITDA / Revenue</i>	<i>47.2%</i>	<i>48.9%</i>	<i>48.1%</i>	<i>48.1%</i>	<i>48.5%</i>
EBIT	38	40	37	31	31
Capex	5	4	2	2	8
Operating Free Cash Flow (EBITDA - Capex)	35	37	37	31	24

Closing currency rates as on March 1, 2019 considered for Constant currency. Reported currency rates considered for Capex.

9.4 Operational Performance Trends (Quarter Ended)

9.4.1 Consolidated - Operational Performance

Parameters	Unit	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Customer Base	000's	110,604	107,140	103,881	99,670	98,851
Net Additions	000's	3,464	3,258	4,211	819	929
Monthly Churn	%	5.3%	5.2%	4.5%	5.0%	5.4%
Average Revenue Per User (ARPU)	US\$	2.8	2.8	2.8	2.7	2.6
Voice						
Voice Revenue	US\$ Mn	523	513	491	472	482
Minutes on the network	Mn	68,870	65,086	60,795	55,329	52,866
Voice Average Revenue Per User (ARPU)	US\$	1.6	1.6	1.6	1.6	1.6
Voice Usage per customer	min	211	206	199	186	179
Data						
Data Revenue	US\$ Mn	260	247	229	209	187
Data Customer Base	000's	35,443	32,887	31,910	30,001	30,024
As % of Customer Base	%	32.0%	30.7%	30.7%	30.1%	30.4%
Total MBs on the network	Mn MBs	219,015	189,798	162,394	139,303	120,674
Data Average Revenue Per User (ARPU)	US\$	2.5	2.6	2.5	2.3	2.1
Data Usage per customer	MBs	2,145	1,967	1,748	1,550	1,375
Mobile Money						
Transaction Value	US\$ Mn	8,623	8,576	7,978	7,208	6,474
Transaction Value per Subs	US\$	167	177	178	163	157
Mobile Money Revenue	US\$ Mn	86	84	79	69	66
Active Customers	000's	18,294	16,634	15,521	14,600	14,216
Mobile Money ARPU	US\$	1.7	1.7	1.8	1.6	1.6
Network and Coverage						
Network towers	Nos	22,909	22,253	21,936	21,385	21,059
Owned towers	Nos	4,548	4,454	4,461	4,500	4,422
Leased towers	Nos	18,361	17,799	17,475	16,885	16,637
Of which Mobile Broadband towers	Nos	20,378	19,133	18,274	17,049	16,426
Total Mobile Broadband Base stations	Nos	47,082	43,174	40,187	35,283	32,501
Data Capacity	TB/day	7,572	6,780	6,146	5,300	4,609
Revenue Per site Per Month	US\$	13,577	13,485	13,100	12,565	12,487

Revenue & KPIs in Constant Currency rates. Closing currency rates as on March 1, 2019 considered for constant currency.

9.4.2 Nigeria - Operational Performance

Parameters	Unit	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Customer Base	000's	41,757	39,855	39,512	37,468	37,121
Net Additions	000's	1,902	343	2,044	347	513
Monthly Churn	%	5.8%	6.8%	4.7%	5.3%	5.7%
Average Revenue Per User (ARPU)	US\$	3.1	3.0	2.8	2.8	2.7
Voice						
Voice Revenue	US\$ Mn	237	219	200	198	201
Minutes on the network	Mn	20,447	18,812	15,687	15,809	15,878
Voice Average Revenue Per User (ARPU)	US\$	1.9	1.8	1.7	1.8	1.8
Voice Usage per customer	min	166	158	136	141	143
Data						
Data Revenue	US\$ Mn	122	116	106	94	80
Data Customer Base	000's	16,715	15,234	15,471	14,628	14,667
<i>As % of Customer Base</i>	%	40.0%	38.2%	39.2%	39.0%	39.5%
Total MBs on the network	Mn MBs	108,561	96,313	80,247	71,108	62,968
Data Average Revenue Per User (ARPU)	US\$	2.5	2.5	2.3	2.1	1.9
Data Usage per customer	MBs	2,252	2,105	1,784	1,626	1,479
Network and Coverage						
Network towers	Nos	9,352	8,924	8,878	8,523	8,368
<i>Owned towers</i>	Nos	200	177	261	260	260
<i>Leased towers</i>	Nos	9,152	8,747	8,617	8,263	8,108
<i>Of which Mobile Broadband towers</i>	Nos	8,796	8,093	7,695	7,115	6,810
Total Mobile Broadband Base stations	Nos	15,788	13,865	13,209	12,223	11,729
Data Capacity	TB/day	2,980	2,486	2,343	2,176	2,090
Revenue Per site Per Month	US\$	13,948	13,340	12,559	12,315	12,260

Revenue & KPIs in Constant Currency rates. Closing currency rates as on March 1, 2019 considered for constant currency.

9.4.3 East Africa - Operational Performance (Uganda, Zambia, Tanzania, Kenya, Malawi and Rwanda)

Parameters	Unit	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Customer Base	000's	48,634	47,366	45,007	43,052	42,858
Net Additions	000's	1,268	2,359	1,955	194	323
Monthly Churn	%	4.7%	3.8%	3.8%	4.8%	5.1%
Average Revenue Per User (ARPU)	US\$	2.2	2.3	2.3	2.2	2.1
Voice						
Voice Revenue	US\$ Mn	159	161	158	144	143
Minutes on the network	Mn	41,049	39,177	38,290	32,660	30,202
Voice Average Revenue Per User (ARPU)	US\$	1.1	1.2	1.2	1.1	1.1
Voice Usage per customer	min	285	284	290	254	236
Data						
Data Revenue	US\$ Mn	86	83	75	71	67
Data Customer Base	000's	13,322	12,903	12,142	11,219	10,920
<i>As % of Customer Base</i>	%	27.4%	27.2%	27.0%	26.1%	25.5%
Total MBs on the network	Mn MBs	85,983	74,285	66,644	55,875	47,291
Data Average Revenue Per User (ARPU)	US\$	2.2	2.2	2.1	2.1	2.1
Data Usage per customer	MBs	2,227	1,991	1,905	1,671	1,459
Network and Coverage						
Network towers	Nos	8,987	8,838	8,678	8,572	8,449
<i>Owned towers</i>	Nos	2,499	2,475	2,421	2,468	2,401
<i>Leased towers</i>	Nos	6,488	6,363	6,257	6,104	6,048
Of which Mobile Broadband towers	Nos	7,809	7,542	7,386	6,888	6,644
Total Mobile Broadband Base stations	Nos	21,162	20,340	19,564	16,903	15,551
Data Capacity	TB/day	3,147	3,009	2,805	2,330	1,881
Revenue Per site Per Month	US\$	12,027	12,162	11,809	10,967	10,784

Revenue & KPIs in Constant Currency rates. Closing currency rates as on March 1, 2019 considered for constant currency.

9.4.4 Francophone Africa- Operational Performance (DRC, Gabon, Congo B, Madagascar, Niger, T Chad and Seychelles)

Parameters	Unit	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19
Customer Base	000's	20,213	19,919	19,362	19,150	18,872
Net Additions	000's	294	557	212	278	93
Monthly Churn	%	6.0%	5.4%	5.8%	5.2%	5.6%
Average Revenue Per User (ARPU)	US\$	3.6	3.8	3.8	3.7	3.8
Voice						
Voice Revenue	US\$ Mn	130	136	135	133	142
Minutes on the network	Mn	7,373	7,097	6,818	6,860	6,786
Voice Average Revenue Per User (ARPU)	US\$	2.2	2.3	2.3	2.3	2.5
Voice Usage per customer	min	122	121	118	121	121
Data						
Data Revenue	US\$ Mn	52	48	48	44	40
Data Customer Base	000's	5,405	4,749	4,297	4,154	4,437
As % of Customer Base	%	26.7%	23.8%	22.2%	21.7%	23.5%
Total MBs on the network	Mn MBs	24,471	19,200	15,503	12,320	10,415
Data Average Revenue Per User (ARPU)	US\$	3.4	3.5	3.7	3.4	3.2
Data Usage per customer	MBs	1,601	1,429	1,202	970	815
Network and Coverage						
Network towers	Nos	4,570	4,491	4,380	4,290	4,242
Owned towers	Nos	1,849	1,802	1,779	1,772	1,761
Leased towers	Nos	2,721	2,689	2,601	2,518	2,481
Of which Mobile Broadband towers	Nos	3,773	3,498	3,193	3,046	2,972
Total Mobile Broadband Base stations	Nos	10,132	8,969	7,414	6,157	5,221
Data Capacity	TB/day	1,445	1,285	999	794	638
Revenue Per site Per Month	US\$	16,139	16,604	16,936	16,433	16,569

Revenue & KPIs in Constant Currency rates. Closing currency rates as on March 1, 2019 considered for constant currency.

SECTION 10

KEY ACCOUNTING POLICIES (AS PER IFRS)

• **Property, plant and equipment and capital work-in-progress**

An item is recognized as an asset, if and only if, it is probable that the future economic benefits associated with the item will flow to the Group and its cost can be measured reliably. PPE is initially recognized at cost.

The initial cost of PPE comprises its purchase price (including non-refundable duties and taxes but excluding any trade discounts and rebates), and any directly attributable cost of bringing the asset to its working condition and location for its intended use. Further, it includes assets installed on the premises of customers as the associated risks, rewards and control remain with the Group.

Subsequent to initial recognition, PPE is stated at cost less accumulated depreciation and any impairment losses. When significant parts of PPE are required to be replaced at regular intervals, the Group recognizes such parts as separate component of assets. When an item of PPE is replaced, then its carrying amount is de-recognized from the consolidated statement of financial position and cost of the new item of PPE is recognized.

The expenditures that are incurred after an item of PPE has been ready to use, such as repairs and maintenance, are normally charged to the consolidated statement of comprehensive income in the period in which such costs are incurred. However, in situations where the said expenditure can be measured reliably, and is probable that future economic benefits associated with it will flow to the Group, it is included in the asset's carrying value or as a separate asset, as appropriate.

Depreciation on PPE is computed using the straight-line method over the estimated useful lives. Freehold land is not depreciated as it has an unlimited useful life. The Group has established the estimated range of useful lives for different categories of PPE as follows:

Asset Categories	Years
Leasehold improvement	Period of lease or 10-20 years, as applicable, whichever is less
Buildings	20
Plant and equipment - Network equipment (including passive infrastructure)	3 - 25
Computer equipment	3-5
Furniture & fixture and office equipment	1-5
Vehicles	3-5

The useful lives, residual values and depreciation method of PPE are reviewed, and adjusted appropriately, at-least as at each reporting date so as to ensure that the method and period of depreciation are consistent with the expected pattern of economic benefits from these assets. The effect of any change in the estimated useful lives, residual values and / or depreciation method are accounted prospectively, and accordingly, the depreciation is calculated over the PPE's remaining revised useful life. The cost and the accumulated depreciation for PPE sold, scrapped, retired or otherwise disposed of are de-recognized from the consolidated statement of financial position and the resulting gains / (losses) are included in the consolidated statement of comprehensive income within other expenses / other income.

PPE in the course of construction is carried at cost, less any accumulated impairment and presented separately as capital

work-in-progress in the consolidated statement of financial position until capitalized. Such cost comprises of purchase price (including non-refundable duties and taxes but excluding any trade discounts and rebates), and any directly attributable cost.

• **Goodwill**

Goodwill represents the cost of the acquired businesses in excess of the fair value of identifiable net assets acquired. Goodwill is not amortized; however it is tested for impairment and carried at cost less any accumulated impairment losses. The gains/ (losses) on the disposal of a cash-generating unit ('CGU') include the carrying amount of goodwill relating to the CGU sold (in case goodwill has been allocated to Group of CGUs; it is determined on the basis of the relative fair value of the operations sold).

Goodwill is tested for impairment, at least annually or earlier, in case circumstances indicate that their carrying value may exceed the recoverable amount (higher of fair value less costs of sell and the value -in- use). For the purpose of impairment testing, the goodwill is allocated to a cash-generating-unit ('CGU') or group of CGUs ('CGUs') which are expected to benefit from the acquisition-related synergies and represent the lowest level within the entity at which the goodwill is monitored for internal management purposes, but not higher than an operating segment. A CGU is the smallest identifiable group of assets that generates cash inflows that are largely independent of the cash inflows from other assets or group of assets.

Impairment occurs when the carrying value of a CGU/CGUs including the goodwill, exceeds the estimated recoverable amount of the CGU/CGUs. The recoverable amount of a CGU/CGUs is the higher of its fair value less costs to sell and its value in use. Value-in-use is the present value of future cash flows expected to be derived from the CGU/CGUs.

The total impairment loss of a CGU/CGUs is allocated first to reduce the carrying value of goodwill allocated to that CGU/CGUs and then to the other assets of that CGU/CGUs - on pro-rata basis of the carrying value of each asset.

• **Other Intangible assets**

Identifiable intangible assets are recognized when the Group controls the asset, it is probable that future economic benefits attributed to the asset will flow to the Group and the cost of the asset can be measured reliably.

The intangible assets that are acquired in a business combination are recognized at fair value as on acquisition date. Other intangible assets are recognized at cost. These assets having a definite useful life are carried at cost less accumulated amortization and any impairment losses. Amortization is computed using the straight-line method over the expected useful life of intangible assets.

The Group has established the estimated useful lives of different categories of intangible assets as follows:

a. Licenses (including spectrum)

Acquired licenses and spectrum are amortized commencing from the date when the related network is available for intended use in

the relevant jurisdiction. The useful lives range from two to twenty-five years.

In addition, the Group also incurs a fee on licenses/spectrum that is calculated based on the revenue amount of the period. Such revenue-share based fee is recognized as a cost in the consolidated statement of comprehensive income when incurred.

b. Software: Software are amortized over the period of the license, generally not exceeding three years.

c. Other acquired intangible assets: Other acquired intangible assets include the following:

Customer relationships: Over the estimated life of such relationships which ranges from one year to five years.

The useful lives and amortization method are reviewed, and adjusted appropriately, at least at each financial year end so as to ensure that the method and period of amortization are consistent with the expected pattern of economic benefits from these assets. The effect of any change in the estimated useful lives and / or amortization method is accounted prospectively, and accordingly, the amortization is calculated over the remaining revised useful life.

Further, the cost of intangible assets under development includes the amount of spectrum allotted to the Group and related costs (including borrowing costs that are directly attributable to the acquisition or construction of qualifying assets), if any, for which services are yet to be rolled out and are presented separately in the consolidated statement of financial position.

• Investment in Associates

An associate is an entity over which the Group has significant influence. Significant influence is the power to participate in the financial and operating policy decisions of the investee but is not control or joint control over those policies.

Investment in associate is accounted for using equity method; from the date on which the Group starts exercising significant influence over the associate.

At each reporting date, the Group determines whether there is objective evidence that the investment is impaired. If there is such evidence, the Group calculates the amount of impairment as the difference between the recoverable amount of investment and its carrying value.

• Leases

At inception of a contract, the Group assesses a contract as, or containing, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. To assess whether a contract conveys the right to control the use of an identified asset, the Group assesses whether the contract involves the use of an identified asset, the Group has the right to obtain substantially all of the economic benefits from use of the asset throughout the period of use; and the Group has the right to direct the use of the asset.

a. Group as a lessee

The Group recognizes a right-of-use asset and a corresponding lease liability with respect to all lease agreements in which it is the lessee in the consolidated statement of financial position. The lease liability is initially measured at the present value of the lease

payments that are not paid at the commencement date, discounted by using the rate implicit in the lease. If this rate cannot be readily determined, the Group uses its incremental borrowing rate. Lease liabilities include the net present value of fixed payments (including in-substance fixed payments), variable lease payments that are based on consumer price index ('CPI'), the exercise price of a purchase option if the lessee is reasonably certain to exercise that option, and payments of penalties for terminating the lease, if the lease term reflects the lessee exercising that option.

The lease payments are discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, using the Group's incremental borrowing rate.

Subsequently, the lease liability is measured at amortized cost using the effective interest method. It is remeasured when there is a change in future lease payments including due to changes in CPI or if the Group changes its assessment of whether it will exercise a purchase, extension or termination option or when the lease contract is modified and the lease modification is not accounted for as a separate lease. The corresponding adjustment is made to the carrying amount of the right-of-use asset, or is recorded in profit or loss if the carrying amount of the related right-of-use asset has been reduced to zero.

Right-of-use assets are measured at cost comprising the amount of the initial measurement of lease liability, any lease payments made at or before the commencement date less any lease incentives received, any initial direct costs, and restoration costs.

Subsequent to initial recognition, right-of-use assets are stated at cost less accumulated depreciation and any impairment losses and adjusted for certain re-measurements of the lease liability. Depreciation is computed using the straight-line method from the commencement date to the end of the useful life of the underlying asset or the end of the lease term, whichever is shorter. The estimated useful lives of right-of-use assets are determined on the same basis as those of the underlying property and equipment.

In the consolidated statement of financial position, the right-of-use assets and lease liabilities are presented separately.

When a contract includes lease and non-lease components, the Group allocates the consideration in the contract on the basis of the relative stand-alone prices of each lease component and the aggregate stand-alone price of the non-lease components.

Short-term leases

The Group has elected not to recognize right-of-use assets and lease liabilities for short term leases that have a lease term of 12 months or less. The Group recognizes the lease payments associated with these leases as an expense on a straight-line basis over the lease term.

b. Group as a lessor

Whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee, the contract is classified as a finance lease. All other leases are classified as operating leases.

Amounts due from lessees under a finance lease are recognized as receivables at an amount equal to the net investment in the leased assets. Finance lease income is allocated to the periods so as to reflect a constant periodic rate of return on the net investment outstanding in respect of the finance lease.

Rental income from operating leases is recognized on a straight-line basis over the term of the relevant lease. Initial direct costs incurred in negotiating and arranging an operating lease are added to the carrying amount of the leased asset and recognized on a straight line basis over the lease term.

When a contract includes lease and non-lease components, the Group applies IFRS 15 to allocate the consideration under the contract to each component.

The Group enters into 'Infeasible right to use' ('IRU') arrangements wherein the right to use the assets is given over the substantial part of the asset life. However, as the title to the assets and the significant risks associated with the operation and maintenance of these assets remains with the Group, such arrangements are recognized as operating lease. The contracted price is recognized as revenue during the tenure of the agreement. Unearned IRU revenue received in advance is presented as deferred revenue within liabilities in the consolidated statement of financial position.

• Derivative financial instruments

Derivative financial instruments, including separated embedded derivatives that are not designated as hedging instruments in a hedging relationship are classified as financial instruments at fair value through profit or loss. Such derivative financial instruments are initially recognized at fair value. They are subsequently measured at their fair value, with changes in fair value being recognized in profit or loss within finance income / finance costs.

• Hedging activities

i. Fair value hedge

Some of the Group's entities use derivative financial instruments (e.g. interest rate / currency swaps) to manage / mitigate their exposure to the risk of change in fair value of the borrowings. The Group designates certain interest swaps to hedge the risk of changes in fair value of recognized borrowings attributable to the hedged interest rate risk. The effective and ineffective portion of changes in the fair value of derivatives that are designated and qualify as fair value hedges are recorded in profit and loss within finance income / finance costs, together with any changes in the fair value of the hedged liability that is attributable to the hedged risk. If the hedge no longer meets the criteria for hedge accounting, the adjustment to the carrying amount of the hedged item is amortized to profit or loss over the period to remaining maturity of the hedged item.

ii. Cash flow hedge

Some of the Group's entities use derivative financial instruments (e.g. foreign currency forwards, options, swaps) to manage their exposure to foreign exchange and price risk. Further, the Group designates certain derivative financial instruments (or its components) as hedging instruments for hedging the exchange rate fluctuation risk attributable to either a recognized item or a highly probable forecast transaction ('Cash flow hedge'). The effective portion of changes in the fair value of derivative financial instruments (or its components) that are designated and qualify as cash flow hedges, are recognized in other comprehensive income and held as cash flow hedge reserve ('CFHR') – within other components of equity. Any gains / (losses) relating to the ineffective portion, are recognized immediately in profit or loss within finance income / finance costs. The amounts accumulated

in equity are re-classified to the profit and loss in the periods when the hedged item affects profit / (loss).

When a hedging instrument expires or is sold, or when a cash flow hedge no longer meets the criteria for hedge accounting, any cumulative gains / (losses) existing in equity at that time remains in equity and is recognized (on the basis as discussed in the above paragraph) when the forecast transaction is ultimately recognized in the profit and loss. However, at any point of time, when a forecast transaction is no longer expected to occur, the cumulative gains / (losses) that were reported in equity is immediately transferred to the profit and loss within finance income / finance costs.

iii. Net investment hedge

The Group hedges its net investment in certain foreign subsidiaries. Accordingly, any foreign exchange differences on the hedging instrument (e.g. borrowings) relating to the effective portion of the hedge is recognized in other comprehensive income as foreign currency translation reserve ('FCTR') – within other components of equity, so as to offset the change in the value of the net investment being hedged. The ineffective portion of the gain or loss on these hedges is immediately recognized in profit or loss. The amounts accumulated in equity are included in the profit and loss when the foreign operation is disposed or partially disposed.

• Revenue

Revenue is recognized upon transfer of control of promised products or services to the customer at the consideration which the Group has received or expects to receive in exchange of those products or services, net of any taxes / duties and discounts. When determining the consideration to which the Group is entitled for providing promised products or services via intermediaries, the Group assesses whether the intermediary is a principal or agent in the onward sale to the end customer. To the extent that the intermediary is considered a principal, the consideration to which the Group is entitled is determined to be that received from the intermediary. To the extent that the intermediary is considered an agent, the consideration to which the Group is entitled is determined to be the amount received from the customer; the discount provided to the intermediary is recognized as a cost of sale.

The Group has entered into certain multiple-element revenue arrangements which involve the delivery or performance of multiple products, services or rights to use assets. At the inception of the arrangement, all the deliverables therein are evaluated to determine whether they represent distinct performance obligations, and if so, they are accounted for separately.

Total consideration related to the multiple element arrangements is allocated to each performance obligation based on their relative standalone selling prices. The stand-alone selling prices are determined based on the prices at which the Group sells equipment and network services separately.

Revenue is recognized when, or as, each distinct performance obligation is satisfied. The main categories of revenue and the basis of recognition are as follows:

a. Service revenue

Service revenue is derived from the provision of telecommunication services and mobile money services to customers. The majority of the customers of the Group subscribe to the services on a pre-paid basis.

Telecommunication service revenues mainly pertain to usage, subscription and customer onboarding charges, which include activation charges and charges for voice, data, messaging and value added services.

Telecommunication services (comprising voice, data and SMS) are considered to represent a single performance obligation as all are provided over the Group's network and transmitted as data representing a digital signal on the network. The transmission consumes network bandwidth and therefore, irrespective of the nature of the communication, the customer ultimately receives access to the network and the right to consume network bandwidth.

A contract liability is recognized for amounts received in advance, until the services are provided or when the usage of services becomes remote.

The Group recognizes revenue from these services as they are provided. Revenue is recognized based on actual units of telecommunication services provided during the reporting period as a proportion of the total units of telecommunication services to be provided.

Subscription charges are recognized over the subscription pack validity period. Customer onboarding revenue and associated cost is recognized upon successful onboarding of customer i.e. upfront.

Revenues recognized in excess of amounts invoiced are classified as unbilled revenue. If amounts invoiced / collected from a customer are in excess of revenue recognized, a deferred revenue / advance income is recognized.

Service revenues also includes revenue from interconnection / roaming charges for usage of the Group's network by other operators for voice, data, messaging and signaling services. These are recognized upon transfer of control of services being transferred over time.

Revenues from long distance operations comprise of voice services and bandwidth services (including installation), which are recognized on provision of services and over the period of respective arrangements.

As part of the mobile money services, the Group earns commission from merchants for facilitating recharges, bill payments and other merchant payments. It also earns commissions on transfer of monies from one customer wallet to another. Such commissions are recognized as revenue on provision of these services by the Group.

b. Equipment sales

Equipment sales mainly pertain to sale of telecommunication equipment and related accessories for which revenue is recognized when the control of equipment is transferred to the customer i.e. transferred at a point in time.

- **Alternative performance measures (APM)- Exceptional items**

Management exercises judgment in determining the adjustments to apply to IFRS measurements in order to derive APMs which provide additional useful information on the underlying trends, performance and position of the Group. This assessment covers the nature of the item being one-off or non-routine, whether the cause of occurrence was within the Group's control or not and the

scale of impact of that item on reported performance in accordance with the exceptional items policy.

To monitor the financial performance, the Group uses "Underlying Profit / loss before tax", an APM representing profit or loss before tax for the period excluding the impact of exceptional items. Exceptional items refer to items of income or expense within the consolidated statement of comprehensive income which are of such size, nature or incidence that their exclusion is considered necessary to explain the performance of the Group and improve the comparability between periods. Reversals of previous exceptional items are also considered as exceptional items.

- **Foreign currency transactions**

- a. **Functional and presentation currency**

The items included in financial statements of each of the Group's entities are measured using the currency of primary economic environment in which the entity operates (i.e. 'functional currency').

The financial statements are presented in US Dollar which is the functional and presentation currency of the Group.

- b. **Transactions and balances**

Transactions in foreign currencies are initially recorded in the relevant functional currency at the rates prevailing at the date of the transaction.

Monetary assets and liabilities denominated in foreign currencies are translated into the functional currency at the closing exchange rate prevailing as at the reporting date with the resulting foreign exchange differences, on subsequent re-statement / settlement, recognized in the consolidated statement of comprehensive income within finance costs / finance income. Non-monetary assets and liabilities denominated in foreign currencies are translated into the functional currency using the exchange rate prevalent, at the date of initial recognition (in case they are measured at historical cost) or at the date when the fair value is determined (in case they are measured at fair value) – with the resulting foreign exchange difference, on subsequent re-statement / settlement, recognized in the profit and loss, except to the extent that it relates to items recognized in the other comprehensive income or directly in equity.

The equity items denominated in foreign currencies are translated at historical cost.

- c. **Foreign operations**

The assets and liabilities of foreign operations (including the goodwill and fair value adjustments arising on the acquisition of foreign entities) are translated into US Dollar at the exchange rates prevailing at the reporting date whereas their statements of profit and loss are translated into US Dollar at monthly average exchange rates and the equity is recorded at the historical rate. The resulting exchange differences arising on the translation are recognized in other comprehensive income and held in foreign currency translation reserve ('FCTR'), a component of equity. On disposal of a foreign operation (that is, disposal involving loss of control), the component of other comprehensive income relating to that particular foreign operation is reclassified to profit or loss.

- **Income-taxes**

The income tax expense comprises of current and deferred income tax. Income tax is recognized in the profit and loss, except to the extent that it relates to items recognized in the other comprehensive income or directly in equity, in which case the related income tax is also recognized accordingly.

- a. Current tax**

Current tax is calculated on the basis of the tax rates, laws and regulations, which have been enacted or substantively enacted as at the reporting date in the respective countries where the Group entities operate and generate taxable income. The payment made in excess / (shortfall) of the respective Group entities' income tax obligation for the period are recognized in the consolidated statement of financial position under non-current income tax assets / liabilities.

Any interest, related to accrued liabilities for potential tax assessments are not included in Income tax charge or (credit), but are rather recognized within finance costs.

The Group periodically evaluates positions taken in the tax returns with respect to situations in which applicable tax regulations are subject to interpretation and establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

- b. Deferred tax**

Deferred tax is recognized, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying values. However, deferred tax is not recognized if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Further, deferred tax liabilities are not recognized if they arise from the initial recognition of goodwill.

Deferred tax assets are recognized only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilized. Moreover, deferred tax is recognized on temporary differences arising on investments in subsidiaries and associate - unless the timing of the reversal of the temporary difference can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

The unrecognized deferred tax assets / carrying amount of deferred tax assets are reviewed at each reporting date for recoverability and adjusted appropriately.

Deferred tax is determined using tax rates (and laws) that have been enacted or substantively enacted by the reporting date and are expected to apply when the related deferred income tax asset is realized or the deferred income tax liability is settled.

Income tax assets and liabilities are off-set against each other and the resultant net amount is presented in the consolidated statement of financial position, if and only when, (a) the Group currently has a legally enforceable right to set-off the current income tax assets and liabilities, and (b) when it relate to income tax levied by the same taxation authority and where there is an intention to settle the current income tax balances on net basis.

- **Transactions with non-controlling interests**

A change in the ownership interest of a subsidiary, without a change of control, is accounted for as a transaction with equity holders. Any difference between the amount of the adjustment to non-controlling interests and any consideration exchanged is recognized in 'transactions with NCI reserve', within equity.

- Provisions**

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources will be required to settle the obligation, and the amount of the obligation can be reliably estimated.

Provisions are measured at the present value of the expenditures expected to be required to settle the relevant obligation, using a pre-tax rate that reflects current market assessments of the time value of money (if the impact of discounting is significant) and the risks specific to the obligation. The increase in the provision due to un-winding of discount over passage of time is recognised within finance costs. The group carries provisions for legal, tax and regulatory matters, asset retirement obligations and employee benefits

- Contingencies**

A disclosure for a contingent liability is made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. When there is a possible obligation or a present obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made. Contingent assets are not recognised unless virtually certain and disclosed only where an inflow of economic benefits is probable.

SECTION 11

GLOSSARY

Technical and Industry Terms

Company Related	
Average Customers	Average customers are derived by computing the average of the monthly average customers for the relevant period.
Average Revenue per user (ARPU)	Average revenue per user per month, which is derived by dividing total revenue during the relevant period by the average number of customers and dividing the result by the number of months in the relevant period.
Basic Earnings Per Share	Basic Earnings Per Share is computed by dividing the profit for the period attributable to the owners of the parent by the weighted average number of shares outstanding during the period.
Capital Expenditure (Capex)	It is not a GAAP measure and is defined as investment in capital work in progress (CWIP) gross fixed assets (tangible and intangible excluding spectrum/licence) and excluding provision on capital work in progress (CWIP).
Capital Employed	Capital Employed is defined as sum of equity attributable to equity holders of parent and net debt.
Cash Profit from Operations before Derivative and Exchange Fluctuation	It is not a GAAP measure and is defined as profit from operating activities before depreciation, amortization and exceptional items adjusted for finance cost (net of finance income) before adjusting for derivative and exchange (gain)/ loss.
Churn	Churn is derived by dividing the total number of customer disconnections during the relevant period by the average number of customers and dividing the result by number of months in the relevant period.
Constant currency	The Group has presented certain financial information that is calculated by translating the results for the current financial year and prior financial years at a fixed 'constant currency' exchange rate, which is done to measure the Organic performance of the Group.
Customer	A customer is defined as a unique subscriber with a unique mobile telephone number who used any of Airtel's services in the last 30 days.
Customer Base	Total number of subscribers that used any of our services (voice calls, SMS, data usage or Airtel Money transaction) in the last 30 days.
Data Average Revenue Per User (ARPU)	Data ARPU is derived by dividing total data revenue during the relevant period by the average number of Data customers and dividing the result by the number of months in the relevant period.
Data Capacity	Total data capacity per day for the Region.
Data Customer Base	Total subscribers who consumed at least 1MB on the Group's GPRS, 3G or 4G network in the last 30 days.
Data Usage per Customer	It is calculated by dividing the total MBs consumed on the Group's network during the relevant period by the average data customer base over the same period, and dividing the result by the number of months in the relevant period.
Earnings per share (EPS)	EPS is computed by dividing the profit for the period attributable to the owners of the company by the weighted average number of ordinary shares outstanding during the period.
Diluted Earnings per share	Diluted EPS is computed by adjusting, the profit for the year attributable to the shareholders and the weighted average number of shares considered for deriving basic EPS, for the effects of all the shares that could have been issued upon conversion of all dilutive potential shares. The dilutive potential shares are adjusted for the proceeds receivable had the shares been actually issued at fair value. Further, the dilutive potential shares are deemed converted as at beginning of the period, unless issued at a later date during the period.
EBITDA	It is not a GAAP measure and is defined as operating profit before depreciation, amortisation, CSR cost and exceptional items.
EBITDA Margin	It is not a GAAP measure and is computed by dividing EBITDA for the relevant period by total revenue for the relevant period.

EBIT	It is not a GAAP measure and is defined as EBITDA adjusted for depreciation and amortization.
Free Cash Flow	Free cash flow defined as Operating free cash flow less cash interest, cash tax and change in operating working capital.
Francophone Africa	One of the Group's segments called earlier 'Rest of Africa'.
Interest Coverage Ratio	EBITDA for the relevant period divided by interest on borrowing for the relevant period.
Lease Obligation	Lease obligation represents the present value of the future lease payment obligation for assets taken on finance lease.
Mobile Broadband Base stations	It includes all the 3G and 4G Base stations deployed across all technologies/spectrum bands.
Mobile Money active customers	Total number of subscribers who has done any Mobile Money usage event in last 30 days.
Mobile Money ARPU	Mobile Money ARPU, which is derived by dividing total Mobile Money revenue during the relevant period by the average number of Mobile Money customers and dividing the result by the number of months in the relevant period.
Mobile Money transaction value	It is defined as value of any financial transaction performed on Mobile Money platform.
Mobile Money transaction value per customer per month	It is computed by dividing the total Mobile Money transaction value on Group's Mobile Money platform during the relevant period by the average number of Mobile Money customers and dividing the result by number of months in the relevant period.
Mobile service	Mobile service is defined as the core Telecom services provided by the Group and excludes Mobile Money services.
Network Towers/Sites	Comprises of base transmission system (BTS) which holds the radio transceivers (TRXs) that define a cell and coordinates the radio links protocols with the mobile device. It includes all the ground based, roof top and in building solutions as at the end of the period.
Net Debt	It is not a GAAP measure and is defined as the long-term borrowings, short term borrowings and leased liability less cash and cash equivalents.
Net Debt to EBITDA (LTM)	It is not a GAAP measure and is computed by dividing Net Debt as at the end of the relevant period by EBITDA for preceding last 12 months (from the end of the relevant period). This is also referred to as leverage ratio.
Net Debt to EBITDA (Annualized)	It is not a GAAP measure and is computed by dividing net debt as at the end of the relevant period by EBITDA for the relevant period (annualized).
Net Revenue	It is not a GAAP measure and is defined as total revenue adjusted for IUC (Interconnection Usage charges) charges, cost of goods sold and Airtel Money commission.
Net profit margin	It is computed by dividing Cash Profit From Operations before Derivative and Exchange Fluctuation by total revenue.
Operating company	Operating company is defined as business units providing telecommunication services and mobile money services across the Group's footprint.
Operating Profit	It is a GAAP measure and is computed as revenue less operating expenditure including depreciation & amortisation and operating exceptional items.
Operating Free Cash flow	It is computed by subtracting Capital Expenditure from EBITDA.
Profit / (Loss) after current tax expense	It is not a GAAP measure and is defined as Profit / (Loss) before taxation adjusted for current tax expense.
Reported currency	Reported currency is the currency where actual periodic exchange rates are used to translate the local currency financial statements of OPCO into US dollar. Under Reported currency the assets and liabilities are translated

into US dollar at the exchange rates prevailing at the reporting date whereas the statements of profit and loss are translated into US dollar at monthly average exchange rates.

Return On Capital Employed (ROCE)	For the full year ended ROCE is computed by dividing the earnings before interest and tax for the period by average (of opening and closing) capital employed. For the quarterly computation, it is computed by dividing the earnings before interest and tax for the preceding (last) 12 months from the end of the relevant period by average capital employed. Average capital employed is calculated by considering average of quarterly average for the preceding (last) four quarters from the end of the relevant period.
Return On Equity attributable to equity holders of parent	For the full year ended it is computed by dividing net profit for the period by the closing Equity attributable to equity holders of parent. For the quarterly computations, it is computed by dividing net profit for the preceding last 12 months from the end of the relevant period by the closing Stockholder's equity for the relevant period.
Revenue per Site per month	Revenue per Site per month is computed by: dividing the total revenues, excluding sale of goods (if any) during the relevant period by the average sites; and dividing the result by the number of months in the relevant period.
Smartphone	Smartphone is defined as mobile phone with interactive touch screen that allows the user to access internet apart from making calls and sending text messages.
Smartphone Penetration	It is computed by dividing the smartphone devices by total customer.
Total Employees	Total on-roll employees as at the end of respective period.
Total MBs on Network	Total MBs consumed (uploaded & downloaded) by customers on the Group's GPRS, 3G and 4G network during the relevant period.
Voice Minutes on Network	Duration in minutes for which a customer uses the Group's network. It is typically expressed over a period of one month. It includes incoming, outgoing and in-roaming minutes.
Voice Minutes of Usage per Customer per month	It is computed by dividing the total voice minutes of usage on Group's network during the relevant period by the average number of customers and dividing the result by number of months in the relevant period.

Abbreviations

2G	Second-Generation Technology
3G	Third - Generation Technology
4G	Fourth - Generation Technology
ARPU	Average revenue per user
bn	Billion
EBITDA	Earnings Before Interest, Tax, Depreciation and Amortization
EPS	Earnings Per Share
GAAP	Generally Accepted Accounting Principles
GB	Gigabyte
Group	The Airtel Africa plc, together with its subsidiary undertakings referred to as the 'Group'
IAS	International Accounting Standards
IFRS	International Financial Reporting Standards
KPIs	Key performance indicators
KYC	Know Your Customer

LTM	Last twelve months
MB	Megabyte
MI	Minority Interest (Non-Controlling Interest)
Mn	Million
OpCo	Operating company
pp	Percentage points
P2P	Person to Person
PPE	Property, Plant and equipment
TB	Terabyte
UoM	Unit of measure

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