



MTN Uganda Limited

Audited Financial Results For The Year
Ended 31 December 2024



MTN Uganda is a telecommunications operator with the strategic intent of
'Leading digital solutions for Uganda's progress'

We connect 22.0m people in communities across Uganda and are inspired by
our belief that everyone deserves the benefits of a modern connected life.

FY 2024 Key messages

- Sustained commercial momentum anchored by stable macro environment.
- Continued to accelerate our fintech business delivering robust growth on the platform.
- Concluded localization in line with listing and license obligation.
- Continued to impact our communities positively through our shared value.
- Ensured our balance sheet is appropriately optimized.
- Maintained medium-term guidance.

Ush (in millions)	FY 2024	FY 2023	YoY Change	Q4 2024	Q4 2023	YoY Change
Total Revenue	3,172,721	2,669,146	18.9%	841,461	720,562	16.8%
Non-service revenue	29,133	39,284	-25.8%	5,770	11,970	-51.8%
Service Revenue	3,143,587	2,629,863	19.5%	835,691	708,592	17.9%
Voice	1,259,614	1,117,244	12.7%	317,919	289,044	10.0%
Data	811,760	621,982	30.5%	225,982	171,653	31.7%
Fintech	947,509	771,643	22.8%	261,105	216,020	20.9%
<i>Mobile money</i>	924,396	742,181	24.6%	255,204	209,307	21.9%
<i>Xtra time</i>	23,113	29,461	-21.5%	5,901	6,712	-12.1%
Other Revenue	124,705	118,994	4.8%	30,686	31,875	-3.7%
Other income	878	1,110	-20.9%	23	-	-
Expenses	1,518,269	1,299,054	16.9%	391,622	334,755	17.0%
EBITDA	1,655,330	1,371,202	20.7%	449,862	389,013	15.6%
EBITDA margin	52.2%	51.4%	0.8 pp	53.5%	54.0%	-0.5 pp
EBIT	1,159,474	929,023	24.8%	319,992	262,281	22.0%
EBIT margin	36.5%	34.8%	1.7 pp	38.0%	36.4%	1.6 pp
PAT	641,548	493,077	30.1%	182,131	136,290	33.6%
PAT Margin	20.2%	18.5%	1.7 pp	21.6%	18.9%	2.7 pp

***Unless otherwise stated, financial and non-financial growth rates are presented on a year-on-year basis (YoY, 12M to 31 December 2024 versus 12M to 31 December 2023).**

Service revenue excludes device and SIM card revenue. Data revenue is mobile and fixed access data and excludes roaming and wholesale. Fintech includes mobile financial services and MTN Xtratime. Active mobile users are a count of all subscribers at a point in time, which had a revenue generating event in the specified period (90 days) prior to that point. Active data users are a count of subscribers who during the past 30 days had data usage greater than or equal to 5 megabytes. Active fintech users is a count of subscribers who have transacted on the platform during the past 30 days.

Abbreviations:

- *EBITDA* - Earnings before interest, tax, depreciation and amortization
- *Capex* - Capital expenditure
- *PAT* - Profit after tax
- *pp* - Percentage points

Total Subscribers
up by **13.2%** to **22.0m**

Active data subscribers
up by **22.4%** to **10.1m**

Fintech subscribers
up by **13.9%** to **13.8m**

Volume of MoMo transactions
up by **26.6%** to **4.3 bn**

Value of MoMo transactions
up by **19.1%** to **Ush 158.6 tn**

Advanced service revenue
up by **39.1%**

Service revenue grew by
19.5% to **Ush 3.1 tn**

Voice revenue grew by
12.7% to **Ush 1.3 tn**

Data revenue grew by
30.5% to **Ush 811.8 bn**

Fintech revenue grew by
22.8% to **Ush 947.5 bn**

EBITDA
increased by **20.7%**
to **Ush 1.7 tn**

EBITDA margin
improved by **0.8 pp**
to **52.2%**

Earnings per share
increased by **30.1%**
to **Ush 28.7 per share**

Return on Equity
increased by **5.0 pp**
to **53.6%**

Final dividend of
Ush 8.5 per share
(**Ush 190.3 bn**)

Full year dividend of
Ush 22.6 per share
(**Ush 506.0 bn**)

Capex of
Ush 649.7 bn
Including IFRS 16 leases
(**Ush 418.0 bn ex-leases,**
with capex intensity of
13.2%)

Leverage reduced
to **0.7x**
(FY 2023: 0.9x)

Net debt increased by
1.4% to **Ush 1.24 tn**
(FY 2023: Ush 1.22 tn)

2024 was a landmark year for MTN Uganda recording significant gains across all areas of our business amidst a dynamic operating environment. Our resilient performance was supported by solid commercial execution and a stable macroeconomic environment.

We successfully concluded the second phase of our listing in June, with a secondary market offer taking our public shareholding to 20%. The offer was 2.3 times subscribed at the offer price of Ush 170 per share, demonstrating the support of our valued stakeholders. We are grateful for the opportunity to create further shared value, partnering with our local shareholders to deepen the Uganda capital markets.



Sustained commercial momentum anchored by stable macro environment

Uganda's macroeconomic indicators held steady in the year with an average GDP growth of 6.6% recorded for the first three quarters of the year. The average headline inflation moderated to 3.3% in 2024, from 5.5% in 2023, and tracked below the 5.0% central bank target. The Uganda shilling appreciated by 2.7% against the US Dollar in 2024, compared to a 1.8% depreciation recorded in the previous year anchored by reforms in the interbank foreign exchange market which have promoted currency stability.

In this context, MTN Uganda sustained a positive trajectory across all business segments in 2024, registering double-digit growth across all revenue lines. We maintained our market share leadership with 22.0 million subscribers (up 13.2%) and significantly grew both our data (up 22.4%) and fintech (up 13.9%) customers. We also registered a significant reduction in churn underpinned by our sustained network investment and effective customer value management.

"We maintained our market share leadership with 22.0 million subscribers"

Sylvia Mulinge

MTN Uganda's Chief Executive Officer

The growth was delivered as a result of our focused investments in the network totalling Ush 418.0 billion. Our 4G and 5G population coverage increased to 87.9% and 15.3% respectively with growth in our 5G sites to 538, from just 37 in 2023. Notably, we were recognised at the 2024 Mobile World Congress in Barcelona for having the **fastest network in Uganda** and **fastest LTE network in Africa**. This affirms our continued investment in the network to ensure an incrementally better experience for our customers.

Service revenue grew by 19.5%, anchored by the positive performance across all of our business lines. We attribute this growth to significant expansions in our data and fintech offerings and a continued commitment to driving Uganda's digital transformation. We contained overall operating costs growth despite the expansion in our network footprint and capacity, benefiting from the sustained revenue growth momentum, a more benign inflation environment and implementation of ongoing cost efficiencies in our operations. Our EBITDA grew by 20.7% to Ush 1.7 trillion with a 52.2% margin (up 0.8 pp).

In advancing our ambition to build the largest and most valuable platforms, we launched **Market by MoMo in Q4 24**, a digital commerce platform aimed at connecting local merchants with buyers both within Uganda and across the globe. We view the steady progression in Uganda's digital economy as an opportunity to offer our customers a seamless online shopping experience.

Creating shared value for our stakeholders

We continue to leverage innovative technologies and renewable energy sources to minimize our environmental impact. In 2024, we registered a remarkable 8.5% reduction in scope 1 emissions through strategic deployment of smart energy monitoring tools and modernisation of our network infrastructure.

We remained committed to contributing meaningfully to the communities we serve

through the MTN Uganda Foundation and invested over Ush 4.6 billion, which impacted more than 6,800 direct beneficiaries. Our 2024 focus was on education and youth empowerment programmes through provision of infrastructural aid, digitised learning materials and skilling, within vulnerable groups across the country.

We also increased access to healthcare through the donation of essential medical equipment to health centres across the country and extended relief support through our **Yello Hope** initiatives to support disaster-stricken regions. In 2024, notably, we supported over 200 families affected by the Kiteezi garbage landfill landslide.

The board has approved an increase in the final dividend declaration, by 32.8% to Ush 8.5 per share (Ush 190.3 billion)

In terms of our governance, we enhanced the oversight capacity of our Board and increased the membership to nine members, with the proportion of independent directors rising above 50% in line with our corporate governance strategy. The Board has approved an increase in the final dividend declaration, by 32.8% to Ush 8.5 per share (Ush 190.3 billion) as a result of our FY 2024 performance.

It was pleasing to receive the CEO of the Year award for 2024 at the MTN annual awards, in recognition of MTN Uganda's performance in achieving the **Ambition 2025** strategy targets. For this achievement, I extend my gratitude to the team at MTN, our regulators, business partners and our valued customers for all the support received in the course of the year. As we execute the final year of our strategy, we are energised to accelerate our commercial and operational initiatives in line with our strategic goals.

Operational Highlights

Service revenue grew by 19.5% in line with our medium-term guidance maintaining the solid commercial momentum executed in 2024 on the back of dynamic customer acquisition, refreshed value propositions and continued network infrastructural improvement.

Voice revenue increased by 12.7% with an 18.8% growth in voice traffic. Overall voice subscribers grew by 13.2% with a net subscriber addition of 2.6 million. Our revenue development was partly impacted by the local MTR directive which impacted our Q4 performance. That said, we recorded an increased usage of our services supported by our CVM activities and improved bundle affordability.

The voice revenue contribution to service revenue declined to 40.1% (2023: 42.5%) with acceleration in data and fintech revenue segments.

Data revenue grew by 30.5% underpinned by a 22.4% expansion of our data subscribers to 10.1 million and a 30% increase in smartphones on our network. This deepened our smartphone penetration to 44.9% (2023: 39.1%). This growth was boosted by our device financing programme and continued investments in 4G LTE and 5G sites, which improved network quality. Data traffic increased by 49%, underpinned by a 21.7% growth in consumption per user (MB).

In Q4, we refreshed our home broadband proposition with data speeds up five-fold across all customer bands from 10 to 50 Mbps on the lowest offering and 60 to 500 Mbps on the highest offering in addition to expanding our fiber-to-the-home footprint. We increased our fiber network by 47.2% to 17,774km and doubled our subscriber base in the year.

The contribution of data to service revenue increased to 25.8% (2023: 23.7%).

Fintech revenue increased by 22.8% driven by growth in our fintech customer numbers to 13.8 million (up 13.9%). Our basic services revenue grew by 19.4% driven by increased wallet transactions anchored by a revamp in our agent float management in the trade.

We processed 4.3 billion transactions (up 26.6%), with increased transaction value to Ush 158.6 trillion (up 19.9%) in the period. Advanced services revenue was up 39.1%, driven by growth in our payments and banktech portfolio. This increased the contribution of advanced services to revenue by 3.6 pp to 28.0% (2023: 24.7%).

We refined the criteria for our merchant activity, which resulted in a restatement of the number of merchants reported. Following the changes, our merchant network grew by 19.6% to 85.9k (2023: 71.9k), on a like-for-like basis supported by strategic investments in regional acquisition and merchant quality management, while our agents increased by 36.8% to 213k.

Overall fintech revenue contribution to service revenue increased by 0.8 pp to 30.1% (2023: 29.3%).

Digital revenue grew by 17.6% sustained by the continued adoption of our value-added services with users on our gaming platform increasing by 51.4%. Digital revenue contribution to service revenue remained stable at 0.4% (2023: 0.4%).

EBITDA increased by 20.7% underpinned by strong top line performance and robust operational cost efficiency. We contained cost growth, helped by lower inflation in the period, through disciplined execution of our expense efficiency programme, which realized savings of Ush 72.6 billion. This supported the improvement in our EBITDA margin to 52.2%, up 0.8 pp.

Depreciation and amortization increased by 12.1% largely driven by additional lease costs from our increased site coverage in the period while **net finance costs** were contained to a growth of 7.2% in the period, anchored by the relatively stable local currency and short-term interest rate environment.

We successfully secured Ush 370 billion in debt financing in one of the largest local currency debt transactions in Uganda.

The syndicated debt facility was 1.6x oversubscribed, reflecting the robust confidence of lenders in MTN's long-term prospects and focus on expanding digital and financial inclusion in Uganda. With the debt financing, our leverage remains sustainable with an overall net debt to EBITDA standing at 0.7x (2023: 0.9x)

PAT for the period increased by 30.1% to Ush 641.5 billion with an improved PAT margin of 20.2% (2023: 18.5%).

Capex (ex-leases) deployed increased by 18.3% to Ush 418.0 billion with a stable capex intensity of 13.2% in line with our medium-term target of "low teens". In turn, our adjusted free cash flows improved by 22.3% to Ush 1.0 trillion.

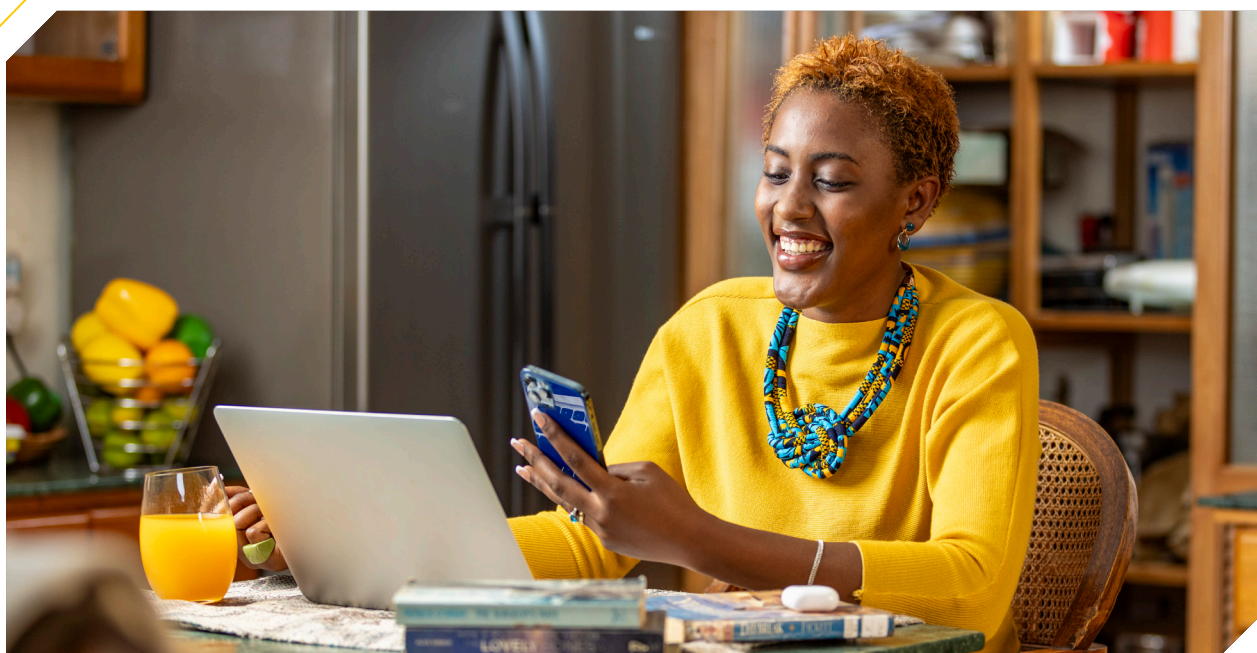
Navigating an evolving regulatory environment

On the regulatory front, we received an industry wide review directive from the Uganda Communications Commission (UCC) regarding a reduction in local mobile termination rates (MTR) in September 2024.

The rates were reduced by 44% to Ush 26, with the last review conducted in 2018. This stemmed from the changes in traffic patterns, network technologies, changing macro conditions and market competition. These changes have had a negative impact on our voice revenues during the last quarter of 2024.

Also in the year, the Uganda Revenue Authority (URA) initiated an investigative audit of the telecom sector, including MTN Uganda, to review the sector's tax compliance for the years 2018-2022. MTN is cooperating fully with this process, providing comprehensive data and necessary clarifications to URA in a timely and transparent manner.

MTN Uganda is a responsible corporate citizen meaningfully contributing to the fiscal and socioeconomic growth of Uganda. In 2024, we contributed a total of Ush 1.3 trillion in direct and indirect taxes affirming our commitment to the government of Uganda as a development partner.



Outlook

Looking ahead, the central bank expects inflation to remain well-contained in the near term, despite the seasonal uptick in food prices. Core inflation is expected to trend in the range of 4-5% in 2025. However, the outlook in the medium-term remains uncertain largely stemming from external factors such as escalation of geopolitical tensions as well as the potential for US dollar strengthening.

Over the course of the coming year, we will focus on continuing to execute commercial strategies to position our voice business favorably, notwithstanding changes in our interconnect termination rates. With improved service offerings, we will focus on agility in service delivery to maintain our subscriber leadership.

We will also continue to improve our customer service experience through sustained investment in network quality enhancements to meet our connectivity and quality of service obligations. On the mobile data front, we are dedicated to further deepening our smartphone penetration through stronger device financing partnerships. For our home ambition, we will concentrate on improving our value proposition and densifying our fibre footprint in residential areas.

The outlook for our fintech business remains encouraging as we maintain our focus on scaling our advanced services offering. We have revamped our payments proposition

with a refreshed **pay with MoMo** campaign to drive payments. To sustain the momentum of our loan products, we refined our credit scoring and re-launched our overdraft facility, **MoMo Advance** this year to consolidate our gains in the portfolio. We will continue to deepen partnerships with banking partners through our **Wesolinge with MoMo** loan suite to provide our customers with unparalleled convenience, flexibility and accessibility to financial solutions.

Strategically, this year we will focus on the structural separation of our fintech business in alignment with MTN's portfolio transformation strategy. Operating MTN MoMo as an independent financial services entity will allow us to align with our regulatory obligations, scale faster and unlock further value for our stakeholders, including through third-party partnerships and collaborations.

In terms of our financial resilience, the loan facility secured in December 2024 will support our medium-term ambitions of building a resilient operation. We are also progressing with our expense efficiency programme as we work to preserve shareholder value.

We maintain our medium-term guidance framework of delivering service revenue growth of "upper-teens" with stable EBITDA margins above 50% as well as capex (excluding leases) intensity in the "low-teens". Our focus remains on driving growth and execution of our strategy to unlock value for all our stakeholders.



Final dividend recommendation

Notice is hereby given that the Company's directors have proposed the payment of the final dividend of **Ush 8.5 per share** (Ush 190,306,876,032) for the year ended 31 December 2024. This is subject to deduction of withholding taxes. The number of ordinary shares in issue at the date of this declaration is 22,389,044,239.

In compliance with the requirements of USE Listing Rules 2021, the salient dates relating to the payment of the dividend are as follows:

Book Closure Date	Monday, 2 June 2025
Dividend Payment Date	Friday, 20 June 2025

In line with the Uganda Securities Exchange (USE) Trading Rules 2021, the ex-dividend date will be **Wednesday, 28 May 2025**. Accordingly, an investor who buys MTN Uganda shares on or before this date will be entitled to the final dividend. Any investor buying MTN Uganda shares after **Wednesday, 28 May 2025** will not be entitled to the final dividend declared for the period.

The dividend will be transferred electronically to the bank accounts or mobile money wallets.

Directors' statement

The below financial statements for the year ended 31 December 2024 were audited by Ernst & Young, Certified Public Accountants, who issued an unqualified opinion. A full copy of the audited financial statements can be obtained at the MTN Uganda Limited headquarters on plot 69-71, Jinja Road or on our website <https://www.mtn.co.ug/investors>. The financial statements were approved by the Board of Directors on **Wednesday, 5 March, 2025** and signed on their behalf by:



Charles Mbire
Board Chairperson



Sylvia Mulinge
**Chief Executive Officer/
Executive Director**



Andrew Bugembe
**Chief Finance Officer/
Executive Director**

Audited Summary Financial Statements

Consolidated Statement of Comprehensive Income

	2024 Ush'000	2023 Ush'000
Revenue from contracts with customers	3,172,720,658	2,669,145,697
Other income	878,535	1,110,147
Direct network operating costs	(350,995,959)	(338,159,012)
Government and regulatory costs	(78,012,180)	(65,780,091)
Cost of handsets and other accessories sold	(30,912,767)	(41,562,051)
Interconnect and roaming	(130,841,967)	(69,200,852)
Employee benefits	(151,509,083)	(135,309,708)
Selling, distribution and marketing	(542,993,437)	(461,829,997)
Increase in impairment of trade receivables	(15,650,684)	(7,038,379)
Other operating expenses	(217,352,753)	(180,174,309)
Depreciation of property, plant, equipment, and RoU assets	(408,429,839)	(350,545,448)
Amortisation of intangible assets	(87,426,836)	(91,632,699)
Operating profit	1,159,473,688	929,023,298
Net foreign exchange losses	(2,612,630)	(1,776,253)
Finance income	54,174,568	54,548,122
Finance costs	(290,359,668)	(275,467,751)
Profit before tax	920,675,958	706,327,416
Income tax expense	(279,127,690)	(213,250,640)
Profit for the year	641,548,268	493,076,776
Other comprehensive income for the year net of tax	-	-
Total comprehensive income for the year	641,548,268	493,076,776
Basic/diluted earnings per share	28.65	22.02

Consolidated Statement of Financial Position

	2024 Ush'000	2023 Ush'000
Assets		
Non-current assets		
Property and equipment	1,258,957,532	1,086,547,617
Right-of-use assets	1,163,439,969	1,091,713,853
Intangible assets	379,704,704	429,636,764
Deferred tax assets	18,344,280	21,609,312
Contract assets	33,075,640	23,424,082
Receivables and prepayments	56,982,790	66,552,945
	2,910,504,915	2,719,484,573
Current assets		
Inventories	8,133,172	12,745,207
Current investment	-	12,265,000
Current income tax recoverable	3,429,277	1,976,045
Contract assets	35,183,204	21,716,960
Trade and other receivables	209,609,361	187,243,059
Trust account balances	1,351,739,290	1,488,546,693
Cash and bank balances	152,005,049	238,562,937
	1,760,099,353	1,963,055,901
Total assets	4,670,604,268	4,682,540,474
Equity		
Ordinary share capital	22,389,044	22,389,044
Retained earnings	1,174,402,716	991,829,855
	1,196,791,760	1,014,218,899
Liabilities		
Non-current liabilities		
Borrowings	-	17,651,546
Lease liabilities	1,173,939,939	1,107,020,973
Other financial liability	69,591,652	97,446,644
Contract liabilities	13,497,438	12,395,428
Employee share-based payment liability	9,418,494	10,135,073
	1,266,447,523	1,244,649,664
Current liabilities		
Bank overdraft	45,091	-
Trade and other payables	540,482,659	510,052,772
Other financial liability	29,281,425	24,192,394
Contract liabilities	29,970,898	31,960,239
Current income tax payable	3,533,677	2,534,440
Borrowings	22,388,973	184,736,253
Lease liabilities	193,208,362	149,728,208
Trust account balances	1,351,739,290	1,488,546,693
Employee share-based payment liability	6,941,739	4,629,720
Provisions	29,772,871	27,291,192
	2,207,364,985	2,423,671,911
Total liabilities	3,473,812,508	3,668,321,575
Total equity and liabilities	4,670,604,268	4,682,540,474

Consolidated Statement of Changes in Equity

	Ordinary share capital Ush'000	Retained earnings Ush'000	Total equity Ush'000
Year ended 31 December 2023			
At start of year	22,389,044	881,608,509	903,997,553
Comprehensive income:			
Profit for the year	-	493,076,776	493,076,776
Other comprehensive income	-	-	-
Total comprehensive income for the year	-	493,076,776	493,076,776
Transactions with owners:			
Dividends paid	-	(382,855,430)	(382,855,430)
	-	(382,855,430)	(382,855,430)
At end of year	22,389,044	991,829,855	1,014,218,899
Year ended 31 December 2024			
At start of year	22,389,044	991,829,855	1,014,218,899
Comprehensive income:			
Profit for the year	-	641,548,268	641,548,268
Other comprehensive income	-	-	-
Total comprehensive income for the year	-	641,548,268	641,548,268
Transactions with owners:			
Dividends paid	-	(458,975,407)	(458,975,407)
	-	(458,975,407)	(458,975,407)
At end of year	22,389,044	1,174,402,716	1,196,791,760

Consolidated Statement of Cash Flows

	2024 Ush'000	2023 Ush'000
Operating activities		
Cash generated from operations	1,650,981,421	1,401,051,062
Interest received	51,051,476	53,283,122
Interest paid on Mobile Money deposits	(39,637,464)	(42,366,940)
Interest paid on borrowings	(25,934,466)	(32,229,116)
Interest paid on lease liabilities	(214,171,764)	(185,140,944)
Interest on financial liability	(8,771,303)	(10,042,824)
Dividends paid	(458,975,407)	(382,855,430)
Income tax paid	(276,316,653)	(223,580,166)
Net cash generated from operating activities	678,225,840	578,118,764
Cash flow from investing activities		
Purchase of property, plant, and equipment	(376,869,535)	(319,028,000)
Proceeds from disposal of property and equipment	1,185,573	1,143,792
Purchase of intangible assets	(37,468,069)	(33,365,283)
Net cash used in investing activities	(413,152,031)	(351,249,491)
Financing activities		
Repayments of borrowings	(253,658,856)	(108,419,269)
Proceeds from borrowings	80,000,000	60,000,000
Payment of principal portion of lease liability	(164,187,425)	(129,004,180)
Payment for financial liability	(22,397,340)	(10,210,078)
Net cash used in financing activities	(360,243,621)	(187,633,527)
Net (decrease) / increase in cash and cash equivalents	(95,169,812)	39,235,746
Movement in cash and cash equivalents		
At start of year	238,562,937	200,772,719
(Decrease) / Increase	(95,169,812)	39,235,746
Exchange gains / (losses) on cash and cash equivalents	8,566,833	(1,445,528)
At end of year	151,959,958	238,562,937



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About MTN Uganda

MTN Uganda is one of Africa's largest providers of communications services, connecting approximately 22.0 million people in communities across the country with each other and the world. Guided by a vision to lead the delivery of a bold new digital world, MTN Uganda's leadership position in coverage, capacity and innovation has remained constant since its launch in 1998. MTN Uganda is part of the MTN Group – a multinational telecommunications group, which operates in 18 markets.