

Regional summaries

South and East Africa region summary

	Sub total	RSA	Botswana	Zambia	Swaziland	Uganda	Rwanda
Shareholding (%)		100	53	100	30	95	55
Market overview							
Population (million)	100,8	47,9	1,8	11,5	1,1	29,0	9,4
Mobile penetration (%)		86	80	13	40	15	7
Market position		2	1	2	1	1	1
Number of operators	17	3	3	3	1	5	2
Market size (2012) – million*	80,7	56,0	1,8	5,9	0,7	14,9	2,0
Operational data							
Subscribers (000)	19 329	14 799	874	262	380	2 362	652
ARPU (USD)	17	21	15	10	18	10	12
Market share (%)		36	65	17	100	56	96
Key financials (Rm)							
Revenue	31 453	28 220	507	238	151	2 032	305
EBTDA	11 329	9 814	256	(7)	88	1 008	170
EBITDA margin (%)	36	35	50	(3)	58	50	56
PAT	6 155	5 532	170	(59)	50	365	97
Capex	3 707	2 843	31	213	27	490	102

West and Central Africa region summary

	Sub total	Nigeria	Ghana	Cameroon	Côte d'Ivoire	Congo B	Benin	Guinea Bissau	Guinea Conakry	Liberia
Shareholding (%)		82	98	70	60	100	75	100	75	60
Market overview										
Population (million)	277,7	140,7	22,9	17,3	21,1	3,5	7,8	1,5	9,5	3,2
Mobile penetration (%)		28	33	25	33	35	23	21	15	17
Market position		1	1	1	2	2	1	1	1	1
Number of operators	36	4	6	3	4	3	5	3	4	4
Market size (2012) – million*	128,2	80	15,1	7,5	7,8	1,5	3,6	0,5	3,1	1,0
Operational data										
Subscribers (000)	27 999	16 511	4 016	2 559	2 679	316	652	235	727	304
ARPU (USD)	15	17	15	14	13	20	12	17	15	19
Market share (%)		43	52	59	38	26	36	72	53	54
Key financials (Rm)										
Revenue	31 115	20 250	4 048	2 484	2 289	496	551	177	471	349
EBITDA	16 601	11 605	2 072	1 201	937	159	148	113	230	136
EBITDA margin (%)	53	57	51	48	41	32	27	64	49	39
PAT	6 529	4 255	928	526	397	99	6	86	206	26
Capex	7 915	4 789	1 239	462	787	238	115	64	129	91

*Management estimate

Middle East and North Africa region summary

	Sub total	Sudan	Iran	Afghanistan	Cyprus	Syria	Yemen
Shareholding (%)		85	49	100	99	75	83
Market overview							
Population (million)	182,3	37,5	70,6	32,0	0,9	19,3	21,9
Mobile penetration (%)		21	37	15	82	35	17
Market position		2	2	3	2	2	1
Number of operators	18	3	3	4	2	2	4
Market size (2012) – million*	105,2	18,4	52,5	13,0	0,9	11,7	8,8
Operational data							
Subscribers (000)	14 025	2 090	6 006	1 200	113	3 109	1 507
ARPU (USD)	16	12	10	11	39	20	9
Market share (%)		28	23	25	15	45	40
Key financials (Rm)							
Revenue	10 779	1 611	1 341	553	360	4 530	1 117
EBITDA	2 530	576	(180)	93	28	1 381	569
EBITDA margin (%)	24	36	(13)	17	8	31	51
PAT	730	191	(474)	38	(16)	609	347
Capex	3 675	964	1 559	400	156	418	150

*Management estimate