



Data sheets



Leading digital solutions for Africa's progress

Data sheets continued

Results for the year ended 31 December 2020

ARPU

(US dollar)

Country	1Q19	2Q19	3Q19	4Q19
South Africa*	6,72	6,69	6,98	7,36
Nigeria	4,17	4,08	4,11	4,37
SEAGHA				
Ghana	4,05	4,03	4,19	4,35
Uganda	3,10	3,00	3,05	3,22
Rwanda	2,15	2,24	2,26	2,11
Zambia	2,25	2,18	2,28	2,14
South Sudan	5,19	6,45	8,64	9,01
Botswana (joint venture)	6,20	6,60	6,60	6,91
eSwatini (joint venture)	7,19	7,17	7,16	7,31
WECA				
Cameroon	3,53	3,19	3,23	3,10
Côte d'Ivoire	3,45	3,34	3,15	3,31
Benin	4,95	4,93	4,93	4,79
Guinea-Conakry	2,01	2,11	2,10	2,06
Congo-Brazzaville	6,04	6,54	6,63	6,33
Liberia	2,72	2,84	3,06	2,89
Guinea-Bissau	2,96	3,14	2,53	2,54
MENA				
Iran (joint venture)	2,14	2,01	1,98	1,94
Syria	2,71	2,90	3,25	2,95
Sudan	1,08	1,15	1,31	1,46
Yemen	2,81	3,04	2,96	2,90
Afghanistan	1,60	1,61	1,64	1,64

* Subscribers' base reallocation from core to telemetry resulting in a restatement of 1Q18 to 1Q19.

1Q20	2Q20	3Q20	4Q20
6,48	5,96	6,19	6,63
4,28	3,69	3,79	3,93
4,19	3,90	3,91	3,88
3,10	2,80	3,14	3,08
2,16	2,06	2,45	2,12
1,75	1,58	1,63	1,43
9,24	9,94	10,21	12,19
6,91	6,10	6,50	7,18
6,92	6,23	6,96	7,78
3,04	2,88	3,11	3,42
3,35	3,31	3,60	3,66
4,95	4,87	5,41	5,78
2,12	1,97	1,92	1,85
5,89	5,38	6,46	6,18
2,89	2,85	2,91	3,00
2,56	2,55	2,43	2,46
1,84	1,81	1,51	1,17
2,81	1,98	1,51	1,68
1,46	1,51	1,78	2,35
2,96	2,67	2,83	2,93
1,73	1,69	1,90	1,87

Data sheets continued

Results for the year ended 31 December 2020

ARPU

(Local currency)

Country	1Q19	2Q19	3Q19	4Q19
South Africa*	93,58	96,29	102,45	108,70
Postpaid	141,76	141,23	138,90	137,29
Postpaid (excl telemetry)	294,98	286,85	291,90	290,52
Prepaid	71,72	74,83	80,18	86,79
Nigeria	1 510,01	1 470,03	1 489,20	1 589,67

SEAGHA

Ghana	21,23	21,61	22,84	24,37
Uganda	11 429,22	11 185,90	11 259,00	11 909,00
Rwanda	1 898,71	2 001,35	2 077,58	1 957,26
Zambia	26,97	27,80	29,63	29,71
South Sudan	804,38	1 016,12	1 375,76	1 441,34
Botswana (joint venture)	67,14	71,00	74,00	76,36
eSwatini (joint venture)	100,09	103,27	105,07	107,91

WECA

Cameroon	2 025,11	1 863,64	1 911,19	1 838,00
Côte d'Ivoire	1 979,53	1 950,08	1 866,52	1 961,23
Benin	2 840,22	2 877,16	2 919,76	2 837,46
Guinea-Conakry	18 270,13	19 304,20	19 284,52	19 243,02
Congo-Brazzaville	3 472,56	3 825,62	3 923,36	3 748,50
Liberia	2,72	2,84	3,06	2,89
Guinea-Bissau	1 696,98	1 835,67	1 498,28	1 494,84

MENA

Iran (joint venture)	182 205,00	203 148,41	220 272,81	210 358,00
Syria	1 188,01	1 269,88	1 421,66	1 293,42
Sudan	51,46	52,55	59,04	65,68
Yemen	1 069,29	1 154,61	1 123,66	1 103,81
Afghanistan	119,99	126,52	129,16	128,65

* Subscribers' base reallocation from core to telemetry resulting in a restatement of 1Q18 to 1Q19.

1Q20	2Q20	3Q20	4Q20
100,75	106,62	105,30	104,75
127,98	137,44	137,61	142,85
270,17	281,80	276,93	291,24
79,94	82,96	82,38	80,96
1 575,94	1 429,51	1 467,02	1 531,84
23,41	22,79	22,84	22,81
11 583,00	10 565,00	11 580,00	11 478,00
2 017,96	1 962,83	2 372,04	2 094,19
26,89	28,99	30,85	29,63
1 490,42	1 617,43	1 683,81	2 131,25
76,36	73,00	76,23	80,75
107,49	111,49	118,27	122,96
1 804,00	1 711,00	1 737,00	1 888,00
1 988,14	1 966,35	2 012,77	2 022,55
2 937,03	2 891,71	3 027,70	3 191,78
19 868,37	18 625,72	18 463,96	18 206,49
3 493,22	3 193,36	3 613,98	3 420,03
2,89	2,85	2,91	3,00
1 519,86	1 515,50	1 357,74	1 357,32
229 864,04	263 572,72	281 965,00	293 783,00
1 353,71	1 575,63	1 894,15	2 113,17
74,85	83,09	98,36	129,60
1 133,11	1 066,45	1 132,06	1 172,66
131,51	130,13	146,50	144,27

Data sheets continued

Results for the year ended 31 December 2020

MTN GROUP Subscribers

('000)

Country	1Q19	2Q19	3Q19	4Q19
South Africa	30 010	29 248	28 948	28 890
Postpaid	5 866	5 899	5 979	6 086
Prepaid	24 144	23 349	22 969	22 804
Nigeria	60 265	61 498	61 633	64 310
SEAGHA	45 044	45 992	47 008	48 489
Ghana	18 595	18 874	19 181	19 777
Uganda	11 713	11 937	12 124	12 642
Rwanda	4 600	4 677	4 906	5 203
Zambia	6 381	6 751	7 004	6 989
South Sudan	1 103	1 129	1 155	1 232
Botswana (joint venture)	1 703	1 676	1 684	1 709
eSwatini (joint venture)	948	948	954	937
WECA	32 361	33 762	34 595	36 202
Cameroon	8 742	9 360	9 199	10 170
Côte d'Ivoire	11 357	11 742	12 007	12 408
Benin	5 114	5 238	5 462	5 494
Guinea-Conakry	2 932	3 140	3 411	3 362
Congo-Brazzaville	2 419	2 463	2 518	2 625
Liberia	1 033	1 026	1 184	1 297
Guinea-Bissau	763	793	814	847
MENA	68 921	69 713	71 480	72 927
Iran (joint venture)^	44 783	44 665	45 634	46 849
Syria	5 412	5 738	6 001	5 866
Sudan	8 212	8 408	8 804	9 136
Yemen	4 251	4 357	4 458	4 344
Afghanistan	6 263	6 545	6 583	6 733
Total subscribers	236 601	240 212	243 664	250 819

^ includes Wimax.

1Q20	2Q20	3Q20	4Q20
28 966	29 028	30 893	32 002
6 270	6 572	6 570	6 750
22 696	22 455	24 323	25 252
68 489	71 105	75 025	76 548
49 995	51 332	55 106	57 309
20 674	21 517	23 384	24 399
13 196	13 016	13 701	14 198
5 205	5 407	5 896	6 076
6 941	7 263	7 815	8 203
1 314	1 421	1 554	1 694
1 709	1 763	1 787	1 750
957	945	968	990
36 641	37 039	38 578	39 164
10 182	10 316	10 761	10 251
12 220	12 219	12 789	13 223
5 624	5 648	5 582	5 783
3 563	3 763	3 997	4 252
2 808	2 763	2 935	3 069
1 380	1 463	1 615	1 698
863	868	900	889
73 237	72 955	73 846	74 589
47 112	47 575	48 286	48 608
5 726	5 693	5 681	5 660
9 447	9 143	9 286	9 602
4 313	4 222	4 327	4 546
6 638	6 322	6 267	6 173
257 327	261 458	273 448	279 612

Data sheets continued

Results for the year ended 31 December 2020

MTN GROUP Active data subscribers (‘000)

Country	1Q19	2Q19	3Q19	4Q19
South Africa	12 783	12 428	13 261	14 134
Nigeria	20 364	20 731	22 301	25 180
SEAGHA	12 709	13 570	13 887	15 878
Ghana	6 746	7 401	7 406	8 144
Uganda	2 405	2 496	2 495	3 402
Rwanda	995	1 077	1 130	1 300
Zambia	1 961	2 031	2 242	2 343
South Sudan	185	150	172	229
Botswana (joint venture)	–	–	–	–
eSwatini (joint venture)	417	415	442	461
WECA	9 248	9 536	9 985	11 248
Cameroon	2 694	2 801	2 894	3 314
Côte d'Ivoire	3 367	3 421	3 468	3 818
Benin	1 619	1 551	1 642	1 929
Guinea-Conakry	604	717	772	880
Congo-Brazzaville	539	601	676	706
Liberia	231	241	304	331
Guinea-Bissau	194	204	229	270
MENA	26 209	25 999	27 574	28 909
Iran (joint venture)	20 445	20 772	21 185	22 154
Syria	1 636	1 806	1 865	1 914
Sudan	2 276	1 403	2 465	2 703
Yemen	771	889	891	915
Afghanistan	1 080	1 129	1 168	1 223
Total subscribers	81 313	82 264	87 008	95 348

* MTN South Africa active data subscribers exclude telemetry.

1Q20	2Q20	3Q20	4Q20
13 956	14 181	14 707	15 705
26 848	29 021	30 679	32 560
16 280	16 802	18 447	20 554
8 634	9 083	9 841	10 786
3 252	3 191	3 666	4 586
1 337	1 409	1 619	1 628
2 345	2 325	2 412	2 555
270	298	381	430
–	–	–	–
442	496	528	569
11 468	11 840	12 696	13 620
3 351	3 462	3 669	3 935
3 840	3 861	4 239	4 665
1 954	2 016	2 061	2 190
920	1 008	1 079	1 068
756	783	871	935
364	398	457	508
283	311	319	319
29 711	30 042	30 672	31 896
22 554	22 886	23 287	24 039
2 020	2 315	2 409	2 504
2 780	2 574	2 692	2 898
983	939	958	994
1 373	1 328	1 326	1 460
98 263	101 885	107 201	114 335

Data sheets continued

Results for the year ended 31 December 2020

MTN GROUP Mobile Money subscribers (‘000)

Country	1Q19	2Q19	3Q19	4Q19
South Africa	–	–	–	2
Nigeria	728	741	755	553
SEAGHA	19 075	19 609	20 425	21 871
Ghana	8 416	8 535	8 727	9 120
Uganda	6 349	6 226	6 803	7 441
Rwanda	2 212	2 726	2 439	2 671
Zambia	1 709	1 718	2 034	2 205
South Sudan	–	–	–	–
Botswana (joint venture)	–	–	–	–
eSwatini (joint venture)	389	404	422	433
WECA	8 461	9 130	10 485	12 181
Cameroon	2 422	2 724	2 839	3 706
Côte d'Ivoire	2 917	2 878	3 350	3 838
Benin	1 599	1 729	2 120	2 401
Guinea-Conakry	226	320	450	317
Congo-Brazzaville	1 006	1 165	1 319	1 401
Liberia	245	268	356	384
Guinea-Bissau	46	46	51	135
MENA	13	6	15	18
Iran (joint venture)	–	–	–	–
Syria	–	–	–	–
Sudan	13	6	15	18
Yemen	–	–	–	–
Afghanistan	–	–	–	–
Total subscribers	28 277	29 486	31 680	34 625

1Q20	2Q20	3Q20	4Q20
6	82	124	207
599	2 196	3 357	4 670
22 665	23 633	24 723	26 412
9 311	9 786	10 203	10 608
7 494	7 317	7 772	8 513
2 814	3 219	3 111	3 288
2 598	2 841	3 164	3 470
–	–	–	–
–	–	–	–
449	470	473	533
11 745	12 345	13 551	14 999
3 155	3 350	3 577	3 927
3 804	3 859	4 374	4 769
2 505	2 481	2 508	2 801
336	443	612	808
1 389	1 488	1 610	1 723
403	515	609	660
155	208	261	311
36	13	39	81
–	–	–	–
–	–	–	–
23	5	15	34
–	–	–	–
13	8	24	48
35 052	38 269	41 794	46 370

Data sheets continued

Results for the year ended 31 December 2020

Revenue

(Rm)

Country	1H20	2H20	2020
South Africa	21 125	24 348	45 473
Nigeria	28 151	29 829	57 980
SEAGHA	16 393	17 641	34 034
Ghana	8 463	8 782	17 245
Uganda	4 005	4 315	8 320
Rwanda	1 198	1 411	2 609
Zambia	1 294	1 282	2 576
South Sudan	1 334	1 751	3 085
Business Group	99	100	199
WECA	13 041	14 586	27 627
Cameroon	3 171	3 515	6 686
Côte d'Ivoire	4 146	4 630	8 776
Benin	2 759	3 129	5 888
Guinea-Conakry	742	756	1 498
Congo-Brazzaville	1 573	1 847	3 420
Liberia	410	476	886
Guinea-Bissau	240	233	473
MENA	5 153	5 270	10 423
Syria	1 394	901	2 295
Sudan	1 403	1 903	3 306
Yemen	1 221	1 291	2 512
Afghanistan	1 135	1 175	2 310
Joint ventures			
Iran	4 344	3 229	7 573
Botswana	568	635	1 203
eSwatini	197	221	418
Equity-accounting exclusion	(5 109)	(4 085)	(9 194)
Head office, GlobalConnect and eliminations	356	543	899
Total	84 219	92 217	176 436
Hyperinflation	(143)	3 068	2 925
Total including hyperinflation	84 076	95 285	179 361

1H19	2H19	2019	Reported %	Constant currency %
22 394	23 053	45 447	0,1	0,1
22 232	24 464	46 696	24,2	15,0
12 664	14 405	27 069	25,7	18,6
6 492	7 328	13 820	24,8	16,7
3 189	3 511	6 700	24,2	9,2
963	1 036	1 999	30,5	20,8
1 354	1 492	2 846	(9,5)	12,0
566	931	1 497	106,1	90,0
100	107	207	(3,9)	(9,5)
10 582	11 239	21 821	26,6	8,7
2 612	2 777	5 389	24,1	6,0
3 403	3 514	6 917	26,9	8,7
2 167	2 331	4 498	30,9	11,9
555	633	1 188	26,1	14,7
1 367	1 475	2 842	20,3	2,7
262	301	563	57,4	37,6
216	208	424	11,6	(4,8)
4 104	4 873	8 977	16,1	26,8
1 342	1 644	2 986	(23,1)	29,0
807	1 096	1 903	73,7	81,0
1 067	1 149	2 216	13,4	3,0
888	984	1 872	23,4	6,3
4 012	4 002	8 014	(5,5)	36,4
–	1 110	1 110	8,4	4,1
186	191	377	10,9	11,1
(4 198)	(5 303)	(9 501)		
311	234	545		
72 287	78 268	150 555	17,2	10,9
218	687	905		
72 505	78 955	151 460	18,4	10,9

Data sheets continued

Results for the year ended 31 December 2020

Service revenue

(Rm)

Country	1H20	2H20	2020
South Africa	17 610	19 414	37 024
Nigeria	28 103	29 583	57 686
SEAGHA	16 223	17 479	33 702
Ghana	8 398	8 727	17 125
Uganda	3 973	4 294	8 267
Rwanda	1 182	1 377	2 559
Zambia	1 239	1 232	2 471
South Sudan	1 332	1 749	3 081
Business Group	99	100	199
WECA	12 955	14 489	27 444
Cameroon	3 144	3 496	6 640
Côte d'Ivoire	4 124	4 605	8 729
Benin	2 745	3 102	5 847
Guinea-Conakry	734	747	1 481
Congo Brazzaville	1 564	1 835	3 399
Liberia	406	472	878
Guinea-Bissau	238	232	470
MENA	5 145	5 257	10 402
Syria	1 394	900	2 294
Sudan	1 399	1 896	3 295
Yemen	1 221	1 291	2 512
Afghanistan	1 131	1 170	2 301
Joint ventures			
Iran	4 289	3 192	7 481
Botswana	560	628	1 188
eSwatini	192	215	407
Equity-accounting exclusion	(5 041)	(4 035)	(9 076)
Head office, GlobalConnect and eliminations	355	545	900
Total	80 391	86 767	167 158
Hyperinflation	(144)	3 058	2 914
Total including hyperinflation	80 247	89 825	170 072

1H19	2H19	2019	Reported %	Constant currency %
18 061	18 369	36 430	1,6	1,6
22 189	24 419	46 608	23,8	14,6
12 504	14 250	26 754	26,0	18,7
6 449	7 281	13 730	24,7	16,6
3 159	3 480	6 639	24,5	9,5
933	1 017	1 950	31,2	21,5
1 297	1 434	2 731	(9,5)	11,9
566	931	1 497	105,8	89,7
100	107	207	(3,9)	(9,5)
10 503	11 147	21 650	26,8	8,8
2 587	2 740	5 327	24,6	6,5
3 382	3 498	6 880	26,9	8,6
2 165	2 321	4 486	30,3	11,4
539	617	1 156	28,1	16,6
1 357	1 466	2 823	20,4	2,8
260	300	560	56,8	37,0
213	205	418	12,4	(4,1)
4 086	4 854	8 940	16,4	27,2
1 342	1 644	2 986	(23,2)	28,9
805	1 093	1 898	73,6	80,8
1 067	1 149	2 216	13,4	3,0
872	968	1 840	25,1	7,7
3 964	3 947	7 911	(5,4)	36,4
–	1 100	1 100	8,0	3,8
184	185	369	10,3	10,3
(4 148)	(5 232)	(9 380)		
315	229	544		
67 658	73 268	140 926	18,6	11,9
217	687	904		
67 875	73 955	141 830	19,9	11,9

Data sheets continued

Results for the year ended 31 December 2020

Revenue breakdown

(Rm)

Country	1H20	2H20	2020
South Africa			
Outgoing voice ¹	6 429	6 986	13 415
Incoming voice ²	710	727	1 437
Data ³	7 033	7 532	14 565
Digital ⁴	490	628	1 118
Fintech ⁵	501	551	1 052
SMS	630	672	1 302
Devices	3 515	4 934	8 449
Wholesale ⁶	1 171	1 667	2 838
Other	646	651	1 297
Revenue	21 125	24 348	45 473
Nigeria			
Outgoing voice ¹	16 244	16 747	32 991
Incoming voice ²	2 804	2 861	5 665
Data ³	6 825	7 535	14 360
Digital ⁴	190	220	410
Fintech ⁵	942	989	1 931
SMS	660	791	1 451
Devices	48	246	294
Wholesale ⁶	258	253	511
Other	180	187	367
Revenue	28 151	29 829	57 980
Ghana			
Outgoing voice ¹	3 237	3 178	6 415
Incoming voice ²	421	316	737
Data ³	2 408	2 658	5 066
Digital ⁴	363	196	559
Fintech ⁵	1 765	2 163	3 928
SMS	57	66	123
Devices	65	55	120
Wholesale ⁶	58	63	121
Other	89	87	176
Revenue	8 463	8 782	17 245

¹ Excludes international roaming and wholesale.

² Includes local and international roaming and excludes wholesale.

³ Includes mobile and fixed access data and excludes roaming and wholesale.

⁴ Includes rich media services, content VAS, eCommerce and mobile advertising.

⁵ Includes Xrtime and mobile financial services.

⁶ Includes domestic wholesale, voice, SMS and data, leased lines and BTS rentals.

1H19	2H19	2019	Reported %	Constant currency %
6 873	7 076	13 949	(3,8)	(3,8)
853	924	1 777	(19,1)	(19,1)
6 026	6 605	12 631	15,3	15,3
546	499	1 045	7,0	7,0
507	514	1 021	3,0	3,0
531	627	1 158	12,4	12,4
4 333	4 684	9 017	(6,3)	(6,3)
1 998	1 395	3 393	(16,4)	(16,4)
727	729	1 456	(10,9)	(10,9)
22 394	23 053	45 447	0,1	0,1
14 180	14 758	28 938	14,0	5,4
2 310	2 596	4 906	15,5	6,8
3 836	4 960	8 796	63,3	51,7
76	101	177	131,6	108,1
646	761	1 407	37,2	27,3
878	705	1 583	(8,3)	(16,1)
43	45	88	234,1	212,8
108	370	478	6,9	4,5
155	168	323	13,6	4,3
22 232	24 464	46 696	24,2	15,0
2 533	2 757	5 290	21,3	13,5
413	474	887	(16,9)	(22,1)
1 804	2 095	3 899	29,9	21,4
259	272	531	5,3	(1,4)
1 284	1 511	2 795	40,5	31,3
61	53	114	7,9	0,8
43	47	90	33,3	23,7
21	32	53	128,3	112,3
74	87	161	9,3	2,9
6 492	7 328	13 820	24,8	16,7

Data sheets continued

Results for the year ended 31 December 2020

Revenue breakdown continued (Rm)

Country	1H20	2H20	2020
Uganda			
Outgoing voice ¹	1 898	2 003	3 901
Incoming voice ²	203	196	399
Data ³	745	760	1 505
Digital ⁴	14	10	24
Fintech ⁵	952	1 159	2 111
SMS	81	79	160
Devices	32	21	53
Wholesale ⁶	28	34	62
Other	52	53	105
Revenue	4 005	4 315	8 320
Cameroon			
Outgoing voice ¹	1 538	1 603	3 141
Incoming voice ²	214	229	443
Data ³	872	962	1 834
Digital ⁴	47	64	111
Fintech ⁵	364	519	883
SMS	71	68	139
Devices	27	19	46
Wholesale ⁶	7	13	20
Other	31	38	69
Revenue	3 171	3 515	6 686
Côte d'Ivoire			
Outgoing voice ¹	1 943	2 035	3 978
Incoming voice ²	528	562	1 090
Data ³	739	906	1 645
Digital ⁴	149	167	316
Fintech ⁵	511	645	1 156
SMS	33	41	74
Devices	22	25	47
Wholesale ⁶	29	25	54
Other	192	224	416
Revenue	4 146	4 630	8 776

¹ Excludes international roaming and wholesale.

² Includes local and international roaming and excludes wholesale.

³ Includes mobile and fixed access data and excludes roaming and wholesale.

⁴ Includes rich media services, content VAS, eCommerce and mobile advertising.

⁵ Includes Xrtime and mobile financial services.

⁶ Includes domestic wholesale, voice, SMS and data, leased lines and BTS rentals.

1H19	2H19	2019	Reported %	Constant currency %
1 582	1 724	3 306	18,0	3,9
167	169	336	18,8	4,2
491	544	1 035	45,4	27,8
11	8	19	26,3	9,1
766	896	1 662	27,0	11,8
56	70	126	27,0	11,1
30	31	61	(13,1)	(23,2)
33	39	72	(13,9)	(23,5)
53	30	83	26,5	9,4
3 189	3 511	6 700	24,2	9,2
1 386	1 444	2 830	11,0	(5,0)
231	176	407	8,8	(7,1)
624	684	1 308	40,2	19,7
17	30	47	136,2	101,8
224	300	524	68,5	43,6
60	65	125	11,2	(4,8)
25	37	62	(25,8)	(37,0)
20	14	34	(41,2)	(48,7)
25	27	52	32,7	11,3
2 612	2 777	5 389	24,1	6,0
1 681	1 695	3 376	17,8	1,0
442	434	876	24,4	6,5
514	566	1 080	52,3	30,1
96	95	191	65,4	42,3
414	436	850	36,0	16,3
49	32	81	(8,6)	(21,3)
21	16	37	27,0	11,9
37	36	73	(26,0)	(36,5)
149	204	353	17,8	0,2
3 403	3 514	6 917	26,9	8,7

Data sheets continued

Results for the year ended 31 December 2020

Revenue breakdown continued (Rm)

Country	1H20	2H20	2020
Syria			
Outgoing voice ¹	667	399	1 066
Incoming voice ²	10	5	15
Data ³	505	355	860
Digital ⁴	73	49	122
Fintech ⁵	53	38	91
SMS	39	19	58
Devices	–	1	1
Wholesale ⁶	37	31	68
Other	10	4	14
Revenue	1 394	901	2 295
Hyperinflation	(666)	(3)	(669)
Revenue including hyperinflation	728	898	1 626
Sudan			
Outgoing voice ¹	511	737	1 248
Incoming voice ²	277	326	603
Data ³	514	726	1 240
Digital ⁴	53	64	117
Fintech ⁵	1	1	2
SMS	22	24	46
Devices	4	7	11
Wholesale ⁶	7	5	12
Other	14	13	27
Revenue	1 403	1 903	3 306
Hyperinflation	354	3 075	3 429
Revenue including hyperinflation	1 757	4 978	6 735
Iran (49%)			
Outgoing voice ¹	1 038	764	1 802
Incoming voice ²	235	171	406
Data ³	2 536	1 944	4 480
Digital ⁴	243	137	380
Fintech ⁵	6	7	13
SMS	128	73	201
Devices	55	37	92
Wholesale ⁶	52	59	111
Other	51	37	88
Revenue	4 344	3 229	7 573
Hyperinflation	–	(2 312)	(2 312)
Revenue including hyperinflation	4 344	917	5 261

¹ Excludes international roaming and wholesale.

² Includes local and international roaming and excludes wholesale.

³ Includes mobile and fixed access data and excludes roaming and wholesale.

⁴ Includes rich media services, content VAS, eCommerce and mobile advertising.

⁵ Includes Xtritime and mobile financial services.

⁶ Includes domestic wholesale, voice, SMS and data, leased lines and BTS rentals.

1H19	2H19	2019	Reported %	Constant currency %
718	875	1 593	(33,1)	12,0
8	12	20	(25,0)	36,4
460	543	1 003	(14,3)	42,1
40	42	82	48,8	159,6
34	51	85	7,1	89,6
44	72	116	(50,0)	(9,4)
–	–	–	100,0	100,0
29	35	64	6,3	88,9
9	14	23	(39,1)	(12,5)
1 342	1 644	2 986	(23,1)	29,0
–	–	–		
1 342	1 644	2 986	(45,5)	29,0
310	416	726	71,9	79,1
214	225	439	37,4	41,5
217	358	575	115,7	126,3
29	40	69	69,6	77,3
–	–	–	100,0	100,0
12	23	35	31,4	39,4
2	3	5	120,0	120,0
14	19	33	(63,6)	(62,5)
9	12	21	28,6	35,0
807	1 096	1 903	73,7	81,0
163	463	626		
970	1 559	2 529	166,3	81,0
1 128	1 165	2 293	(21,4)	14,1
253	257	510	(20,4)	15,3
2 075	2 014	4 089	9,6	56,9
274	254	528	(28,0)	4,1
4	7	11	18,2	85,7
148	159	307	(34,5)	(3,8)
48	56	104	(11,5)	35,3
27	46	73	52,1	122,0
55	44	99	(11,1)	31,3
4 012	4 002	8 014	(5,5)	36,4
–	–	–		
4 012	4 002	8 014	(34,4)	36,4

Data sheets continued

Results for the year ended 31 December 2020

EBITDA excluding once-off transactions

(Rm)

Country	IFRS 16 1H20	IFRS 16 2H20	IFRS 16 2020
South Africa	8 436	9 306	17 742
Nigeria	14 402	15 104	29 506
SEAGHA	8 025	8 777	16 802
Ghana	4 530	4 567	9 097
Uganda	1 971	2 147	4 118
Rwanda	607	668	1 275
Zambia	391	374	765
South Sudan	536	1 035	1 571
Business Group	(10)	(14)	(24)
WECA	4 031	4 589	8 620
Cameroon	1 034	1 115	2 149
Côte d'Ivoire	1 444	1 598	3 042
Benin	618	715	1 333
Guinea-Conakry	171	179	350
Congo-Brazzaville	639	822	1 461
Liberia	59	93	152
Guinea-Bissau	66	67	133
MENA	1 519	1 833	3 352
Syria^	292	282	574
Sudan	540	888	1 428
Yemen	398	366	764
Afghanistan	289	297	586
Joint ventures			
Iran	1 646	1 172	2 818
Botswana	286	398	684
eSwatini	96	106	202
Equity-accounting exclusion	(2 028)	(1 676)	(3 704)
Head offices, GlobalConnect and eliminations	(128)	(571)	(699)
CODM EBITDA	36 285	39 038	75 323
Gain on disposal/dilution of investment in associates and joint ventures	6 136	(7)	6 129
Gain on disposal of subsidiary	–	–	–
Hyperinflation impact	118	1 251	1 369
Impairment loss on remeasurement of disposal group	(759)	(751)	(1 510)
Tower sale profits	–	–	–
CODM EBITDA before impairment of goodwill and joint ventures	41 780	39 531	81 311

^ Syria 2020 excludes impairment loss on remeasurement of disposal group (R1 113m).

1H19	2H19	2019	Reported %	Constant currency %
8 166	8 806	16 972	4,5	4,5
11 959	13 190	25 149	17,3	8,6
5 615	6 521	12 136	38,4	29,4
3 217	3 797	7 014	29,7	21,2
1 547	1 603	3 150	30,7	14,9
419	396	815	56,4	43,6
398	488	886	(13,7)	7,1
40	241	281	459,1	413,4
(6)	(4)	(10)	(140,0)	(118,2)
2 986	3 095	6 081	41,8	21,1
778	857	1 635	31,4	12,2
996	818	1 814	67,7	42,7
526	594	1 120	19,0	1,3
81	120	201	74,1	58,4
545	631	1 176	24,2	6,1
(4)	17	13	1 069,2	985,7
64	58	122	9,0	(7,6)
1 262	1 574	2 836	18,2	37,2
525	648	1 173	(51,1)	(16,8)
221	456	677	110,9	123,8
354	340	694	10,1	(0,5)
162	130	292	100,7	68,9
1 490	1 551	3 041	(7,3)	35,1
–	567	567	20,6	–
87	81	168	20,2	20,4
(1 577)	(2 199)	(3 776)		
34	(568)	(534)		
30 022	32 618	62 640	20,2	13,4
1 039	–	1 039		
249	–	249		
54	228	282		
–	–	–		
18	1	19		
31 382	32 847	64 229	26,6	13,4

Data sheets continued

Results for the year ended 31 December 2020

Revenue and EBITDA

Local currency (LC'm)

Country	Revenue		Change %
	2020	2019	
South Africa	45 473	45 447	0,1
Nigeria	1 346 391	1 169 735	15,1
SEAGHA			
Ghana	6 033	5 182	16,4
Uganda	1 877 799	1 717 574	9,3
Rwanda	152 013	125 418	21,2
Zambia	2 850	2 545	12,0
South Sudan	31 240	16 349	91,1
Business Group	199	207	(3,9)
WECA			
Cameroon	232 354	218 734	6,2
Côte d'Ivoire	304 556	280 626	8,5
Benin	204 372	17 231	1 086,1
Guinea-Conakry	867 268	755 669	14,8
Congo-Brazzaville	118 589	115 355	2,8
Liberia	54	39	38,5
Guinea-Bissau	16 444	182 481	(91,0)
MENA			
Syria [^]	120 189	90 429	32,9
Sudan	10 913	6 007	81,7
Yemen	60 313	58 329	3,4
Afghanistan	10 717	10 074	6,4
Joint ventures			
Iran (49%)	77 206 255	56 076 243	37,7
Botswana (53.1%)	840	810	3,7
eSwatini (30%)	418	377	10,9

[^] Syria 2020 EBITDA and EBITDA margin excludes impairment loss on remeasurement of disposal group (SYP 78.7bn).

	EBITDA			EBITDA margin	
	2020	2019	Change %	2020 %	2019 %
	17 742	16 972	4,5	39,0	37,3
	685 741	629 919	8,9	50,9	53,9
	3 178	2 630	20,8	52,7	50,8
	929 409	808 629	14,9	49,5	47,1
	73 826	50 982	44,8	48,6	40,6
	833	793	5,0	29,2	31,2
	15 830	3 064	416,6	50,7	18,7
	(24)	(10)	(140,0)	(12,1)	(4,8)
	74 540	66 354	12,3	32,1	30,3
	105 745	76 786	37,7	34,7	27,4
	46 256	45 469	1,7	22,6	263,9
	201 319	127 698	57,7	23,2	16,9
	50 632	47 717	6,1	42,7	41,4
	9	1	800,0	16,7	2,6
	4 983	4 952	0,6	30,3	2,7
	39 748	35 511	11,9	33,1	39,3
	4 736	2 130	122,3	43,4	35,5
	18 225	18 294	(0,4)	30,2	31,4
	2 703	1 560	73,3	25,2	15,5
	28 510 389	21 328 598	33,7	36,9	38,0
	477	414	15,2	56,8	51,1
	202	168	20,2	48,4	44,6

Data sheets continued

Results for the year ended 31 December 2020

Operating expenses

(Rm)

Country	1H20	2H20	2020
South Africa	12 689	15 041	27 730
Nigeria	13 748	14 730	28 478
SEAGHA	8 380	8 898	17 278
Ghana	3 935	4 250	8 185
Uganda	2 034	2 160	4 194
Rwanda	591	743	1 334
Zambia	912	915	1 827
South Sudan	798	717	1 515
Business Group	110	113	223
WECA	9 034	10 008	19 042
Cameroon	2 146	2 400	4 546
Côte d'Ivoire	2 717	3 039	5 756
Benin	2 141	2 414	4 555
Guinea-Conakry	571	580	1 151
Congo-Brazzaville	934	1 025	1 959
Liberia	350	385	735
Guinea-Bissau	175	165	340
MENA	3 658	3 443	7 101
Syria [^]	1 114	620	1 734
Sudan	863	1 018	1 881
Yemen	831	925	1 756
Afghanistan	850	880	1 730
Joint ventures			
Iran	2 699	2 057	4 756
Botswana	281	238	519
eSwatini	101	115	216
Equity-accounting exclusion	(3 081)	(2 410)	(5 491)
Head offices, GlobalConnect and eliminations	464	1 134	1 598
Total	47 973	53 254	101 227
Impairment loss on remeasurement of disposal group	759	751	1 510
Hyperinflation	(279)	1 820	1 541
Total reported	48 453	55 825	104 278

[^] Syria 2020 excludes impairment loss on remeasurement of disposal group (R1 113m).

1H19	2H19	2019	Reported %	Constant currency % change
14 227	14 248	28 475	(2,6)	(2,6)
10 275	11 276	21 551	32,1	22,3
7 060	7 892	14 952	15,6	9,8
3 275	3 530	6 805	20,3	12,6
1 642	1 908	3 550	18,1	4,0
544	640	1 184	12,7	4,9
966	1 013	1 979	(7,7)	14,0
526	690	1 216	24,6	14,9
107	111	218	2,3	(3,5)
7 638	8 218	15 856	20,1	3,2
1 859	1 982	3 841	18,4	1,2
2 425	2 708	5 133	12,1	(3,8)
1 641	1 736	3 377	34,9	15,4
474	513	987	16,6	6,0
821	845	1 666	17,6	0,3
266	284	550	33,6	16,9
152	150	302	12,6	(4,0)
2 857	3 321	6 178	14,9	22,2
818	995	1 813	(4,4)	59,2
587	656	1 243	51,3	56,2
717	810	1 527	15,0	4,8
735	860	1 595	8,5	(6,2)
2 522	2 452	4 974	(4,4)	37,1
–	543	543	(4,4)	(8,2)
100	109	209	3,3	3,4
(2 622)	(3 104)	(5 726)	4,1	
281	819	1 100		
42 338	45 774	88 112	14,9	9,1
–	–	–		
164	465	629		
42 502	46 239	88 741	17,5	9,1

Data sheets continued

Results for the year ended 31 December 2020

Operating expenses breakdown (Rm)

Country	1H20	2H20	2020
South Africa			
Handsets and other accessories	3 750	5 328	9 078
Interconnect	844	710	1 554
Roaming	139	300	439
Commissions	978	1 099	2 077
Government and regulatory costs	72	122	194
VAS/Digital revenue share	257	336	593
Service provider discounts	622	681	1 303
Network and IS maintenance	2 056	2 118	4 174
Marketing	442	510	952
Staff costs	1 377	1 632	3 009
Other opex	2 152	2 205	4 357
Cost	12 689	15 041	27 730
Nigeria			
Handsets and other accessories	316	474	790
Interconnect	2 380	2 467	4 847
Roaming	60	66	126
Commissions	1 390	1 560	2 950
Government and regulatory costs	749	802	1 551
VAS/Digital revenue share	295	282	577
Service provider discounts	—	—	—
Network and IS maintenance	6 237	6 431	12 668
Marketing	291	344	635
Staff costs	1 014	1 218	2 232
Other opex	1 016	1 086	2 102
Cost	13 748	14 730	28 478

1H19	2H19	2019	Reported %	Constant currency % change
5 099	5 182	10 281	(11,7)	(11,7)
1 000	882	1 882	(17,4)	(17,4)
58	76	134	227,6	227,6
1 149	1 138	2 287	(9,2)	(9,2)
101	106	207	(6,3)	(6,3)
318	266	584	1,5	1,5
743	778	1 521	(14,3)	(14,3)
1 928	1 955	3 883	7,5	7,5
509	614	1 123	(15,2)	(15,2)
1 337	1 493	2 830	6,3	6,3
1 985	1 758	3 743	16,4	16,4
14 227	14 248	28 475	(2,6)	(2,6)
253	315	568	39,1	29,5
2 053	2 148	4 201	15,4	6,6
68	94	162	(22,2)	(27,6)
1 025	1 127	2 152	37,1	21,0
592	655	1 247	24,4	15,1
288	317	605	(4,6)	7,6
—	—	—	—	—
4 344	4 770	9 114	39,0	28,7
328	453	781	(18,7)	(23,9)
662	737	1 399	59,5	47,3
662	660	1 322	59,0	46,7
10 275	11 276	21 551	32,1	22,3

Data sheets continued

Results for the year ended 31 December 2020

Operating expenses breakdown continued

(Rm)

Country	1H20	2H20	2020
Ghana			
Handsets and other accessories	156	114	270
Interconnect	359	338	697
Roaming	18	47	65
Commissions	1 089	1 254	2 343
Government and regulatory costs	183	181	364
VAS/Digital revenue share	308	31	339
Service provider discounts	–	–	–
Network and IS maintenance	834	945	1 779
Marketing	103	186	289
Staff costs	336	418	754
Other opex	549	736	1 285
Cost	3 935	4 250	8 185
Uganda			
Handsets and other accessories	34	35	69
Interconnect	163	128	291
Roaming	17	13	30
Commissions	555	556	1 111
Government and regulatory costs	115	123	238
VAS/Digital revenue share	45	139	184
Service provider discounts	–	–	–
Network and IS maintenance	516	532	1 048
Marketing	72	71	143
Staff costs	214	234	448
Other opex	303	329	632
Cost	2 034	2 160	4 194

1H19	2H19	2019	Reported %	Constant currency % change
151	114	265	1,9	(6,6)
409	296	705	(1,1)	(7,2)
37	14	51	27,5	18,2
792	843	1 635	43,3	30,6
134	172	306	19,0	11,3
204	295	499	(32,1)	(31,1)
–	–	–	–	–
659	696	1 355	31,3	23,5
104	237	341	(15,2)	(19,5)
291	329	620	21,6	13,6
494	534	1 028	25,0	16,8
3 275	3 530	6 805	20,3	12,6
36	51	87	(20,7)	(33,0)
115	130	245	18,8	4,3
20	30	50	(40,0)	(46,4)
478	556	1 034	7,4	(5,3)
82	152	234	1,7	(9,8)
37	40	77	139,0	121,7
–	–	–	–	–
422	437	859	22,0	6,9
78	85	163	(12,3)	(23,5)
174	227	401	11,7	(1,5)
200	200	400	58,0	39,5
1 642	1 908	3 550	18,1	4,0

Data sheets continued

Results for the year ended 31 December 2020

Operating expenses breakdown continued

(Rm)

Country	1H20	2H20	2020
Cameroon			
Handsets and other accessories	51	51	102
Interconnect	103	102	205
Roaming	7	8	15
Commissions	444	519	963
Government and regulatory costs	245	312	557
VAS/Digital revenue share	53	49	102
Service provider discounts	3	(3)	–
Network and IS maintenance	706	744	1 450
Marketing	48	56	104
Staff costs	252	267	519
Other opex	234	295	529
Cost	2 146	2 400	4 546
Côte d'Ivoire			
Handsets and other accessories	52	90	142
Interconnect	520	438	958
Roaming	14	10	24
Commissions	460	640	1 100
Government and regulatory costs	458	544	1 002
VAS/Digital revenue share	97	101	198
Service provider discounts	–	–	–
Network and IS maintenance	422	441	863
Marketing	72	60	132
Staff costs	345	306	651
Other opex	277	409	686
Cost	2 717	3 039	5 756

1H19	2H19	2019	Reported %	Constant currency % change
53	49	102	–	(14,3)
179	84	263	(22,1)	(33,4)
10	8	18	(16,7)	(28,6)
269	327	596	61,6	19,2
209	221	430	29,5	10,5
72	108	180	(43,3)	3,0
17	(9)	8	(100,0)	(100,0)
562	591	1 153	25,8	7,6
63	71	134	(22,4)	(33,8)
213	259	472	10,0	(6,1)
212	273	485	9,1	(6,5)
1 859	1 982	3 841	18,4	1,2
83	89	172	(17,4)	(29,7)
365	493	858	11,7	(3,8)
13	25	38	(36,8)	(46,7)
347	435	782	40,7	15,2
392	402	794	26,2	8,0
118	132	250	(20,8)	13,8
–	–	–	–	–
332	380	712	21,2	5,1
96	76	172	(23,3)	(34,3)
286	306	592	10,0	(5,8)
393	370	763	(10,1)	(29,1)
2 425	2 708	5 133	12,1	(3,8)

Data sheets continued

Results for the year ended 31 December 2020

Operating expenses breakdown continued

(Rm)

Country	1H20	2H20	2020
Syria			
Handsets and other accessories	8	5	13
Interconnect	13	10	23
Roaming	6	3	9
Commissions	27	15	42
Government and regulatory costs	—	—	—
VAS/Digital revenue share	342	224	566
Service provider discounts	—	—	—
Network and IS maintenance	341	228	569
Marketing	22	9	31
Staff costs	41	60	101
Other opex	314	66	380
Cost	1 114	620	1 734
Impairment loss on remeasurement of disposal group	759	354	1 113
Hyperinflation	(599)	(65)	(664)
Cost including hyperinflation	1 274	909	2 183
Sudan			
Handsets and other accessories	16	20	36
Interconnect	90	113	203
Roaming	15	19	34
Commissions	95	130	225
Government and regulatory costs	25	45	70
VAS/Digital revenue share	9	21	30
Service provider discounts	—	—	—
Network and IS maintenance	362	383	745
Marketing	31	27	58
Staff costs	62	79	141
Other opex	158	181	339
Cost	863	1 018	1 881
Hyperinflation	237	1 858	2 095
Cost including hyperinflation	1 100	2 876	3 976

1H19	2H19	2019	Reported %	Constant currency % change
9	13	22	(40,9)	8,3
18	31	49	(53,1)	(11,5)
6	6	12	(25,0)	28,6
22	29	51	(17,6)	40,0
–	–	–	–	–
311	381	692	(18,2)	38,0
–	–	–	–	–
230	283	513	10,9	80,1
15	36	51	(39,2)	10,7
88	88	176	(42,6)	(7,3)
119	128	247	53,8	888,7
818	995	1 813	(4,4)	59,2
–	–	–		
–	–	–		
818	995	1 813	166,9	59,2
29	22	51	(29,4)	(28,0)
67	75	142	43,0	48,2
5	7	12	183,3	209,1
51	72	123	82,9	90,7
21	21	42	66,7	84,2
8	6	14	114,3	76,5
–	–	–	–	–
232	263	495	50,5	54,9
26	26	52	11,5	13,7
45	40	85	65,9	69,9
103	124	227	49,3	55,5
587	656	1 243	51,3	56,2
117	291	408		
704	947	1 651	140,8	56,2

Data sheets continued

Results for the year ended 31 December 2020

Operating expenses breakdown continued

(Rm)

Country	1H20	2H20	2020
Iran (49%)			
Handsets and other accessories	104	68	172
Interconnect	210	155	365
Roaming	18	15	33
Commissions	28	22	50
Government and regulatory costs	46	59	105
VAS/Digital revenue share	1 137	837	1 974
Service provider discounts	112	71	183
Network and IS maintenance	708	622	1 330
Marketing	57	86	143
Staff costs	121	84	205
Other opex	158	38	196
Cost	2 699	2 057	4 756
Hyperinflation	–	(1 425)	(1 425)
Cost including hyperinflation	2 699	632	3 331

1H19	2H19	2019	Reported %	Constant currency % change
59	94	153	12,4	70,3
226	243	469	(22,2)	13,7
13	34	47	(29,8)	13,8
21	26	47	6,4	56,3
43	46	89	18,0	(19,2)
1 154	1 007	2 161	(8,7)	35,1
102	102	204	(10,3)	28,9
661	640	1 301	2,2	47,5
57	79	136	5,1	50,5
104	121	225	(8,9)	33,1
82	60	142	38,0	92,2
2 522	2 452	4 974	(4,4)	37,1
–	–	–		
2 522	2 452	4 974	(33,0)	37,1

Data sheets continued

Results for the year ended 31 December 2020

	MTN share- holding (%) [#]	Popu- lation (m)	Mobile pene- tration (%)	Market position/ number of operators	Market share (%)	Outgoing minutes of use	Tele- metry ('000)
South Africa	100	58,8	190	2/4	29,6	74	3 475
Nigeria	79	204,7	76	1/4	49,3	121	
SEAGHA							
Ghana	85	30,8	125	1/6	63,3	343	
Uganda	96	41,6	59	1/8	57,9	186	
Rwanda	80	12,7	77	1/2	61,8	247	
Zambia	90	18,1	92	1/3	49,0	82	
South Sudan	100	11,1	26	1/2	57,8	209	
Botswana (joint venture)	53	2,4	155	1/3	46,4	213	
eSwatini (joint venture)	30	1,2	99	1/2	85,0	242	
WECA							
Cameroon	80	26,4	77	1/4	50,5	90	
Côte d'Ivoire	67	26,8	144	2/3	34,2	83	
Benin	75	13,2	74	1/2	59,2	58	
Guinea-Conakry	75	13,5	108	2/3	29,2	39	
Congo-Brazzaville	100	5,4	89	1/3	64,2	88	
Liberia	60	4,5	79	2/2	47,6	64	
Guinea-Bissau	100	2,0	71	1/2	63,4	89	
MENA							
Iran (joint venture)	49	83,7	135	2/4	43,1	116	
Syria	75	19,4	80	2/2	36,4	105	
Sudan	85	42,4	65	2/3	34,8	365	
Yemen	83	28,7	43	2/4	37,0	169	
Afghanistan	100	38,3	36	1/5	44,6	138	

[#] Effective shareholding.

Smart- phones (‘000)	MB/ active user	YTD rolled-out sites			Cumulative sites		
		2G	3G	4G	2G	3G	4G
20 998	2 617	95	114	132	12 563	12 772	12 113
35 111	2 555	525	945	4 254	15 504	16 578	13 885
10 540	4 256	200	200	620	4 150	4 169	1 875
3 328	1 237	152	150	486	2 136	2 096	1 206
1 213	2 228	83	84	–	918	929	–
2 529	2 082	1	1	109	1 235	1 200	704
289	1 127	65	82	94	355	259	94
–	–	–	–	–	–	–	–
537	822	9	15	31	429	430	215
4 228	2 058	79	88	121	1 950	1 712	886
5 380	1 924	84	285	262	2 238	2 116	1 027
2 274	2 862	43	63	62	863	691	304
1 321	1 434	115	147	–	937	816	–
1 012	1 533	7	7	12	554	538	289
533	1 798	–	–	–	255	232	97
303	1 724	–	7	9	164	123	54
37 632	12 061	813	1 019	1 802	14 650	13 869	13 548
4 735	1 821	91	100	87	2 625	2 404	1 134
3 331	4 567	3	5	201	2 096	1 438	668
1 999	171	40	–	–	1 323	–	–
2 683	3 009	30	30	72	1 537	1 100	167

