2027 Guidance: Balancing Growth, Investment, and Cash Generation

05 November 2026 – Telecom Egypt's Board of Directors has approved the 2027 budget with KPI guidance as follows:

- Revenue growth percentage expected in the low double digits
- EBITDA margin projected in the low to mid-forties
- In-service capex-to-sales ratio anticipated in the mid-twenties
- Positive FCFF-to-EBITDA ratio estimated in the low to mid-forties

Tamer El Mahdi, Managing Director and Chief Executive Officer, commented:

"Our 2027 budget builds on the momentum established in 2026 and advances the strategy approved by our Board at the beginning of the year: unlocking the full revenue potential of our established businesses while cultivating new sources of growth. By building on our infrastructure, customer relationships and capabilities, we are broadening our revenue base and positioning Telecom Egypt to capture a greater share of the expanding digital economy.

We expect revenue to keep rising on the back of healthy demand. In retail, network upgrades will drive higher usage and migration to higher-speed packages. Beyond retail, growing demand for cloud and AI services is increasing the need for international capacity and hosting infrastructure, strengthening our role as a key hub for global traffic and supporting the expansion of our data center business.

Our EBITDA margin outlook takes into account the cost inflation we anticipate, as well as other market factors. We will stay focused on operational efficiency to support profitability.

Our capex is aligned with our strategic priorities and long-term growth ambitions. Advancing our fiber-to-the-home rollout and strengthening our network will drive growth and improve service quality for years to come. We expect to fund this investment while converting more of our EBITDA into free cash flow.

While macroeconomic and regional pressures remain, we enter 2027 with a clear strategic direction and a disciplined approach to execution, balancing growth and investment with profitability, cash generation, and long-term shareholder value."

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About Telecom Egypt

Telecom Egypt is a total telecom services provider in Egypt that provides a wide array of services to a diverse customer base. Serving individuals, communities, SOHOs, SMEs and large enterprises, Telecom Egypt offers a comprehensive, innovative, and diversified portfolio of services, ranging from fixed and mobile voice to essential data solutions crucial in today's digital landscape. These services also include high-speed internet, smart solutions, data center facilities, and cloud computing solutions tailored for businesses.

With a rich heritage of about 170 years, Telecom Egypt continues to lead the Egyptian telecom market by providing cutting-edge technology, robust infrastructure, and an extensive network of subsea cables to meet the needs of its enterprise and consumer clientele. The company's pivotal role in Egypt's telecommunications landscape is underscored by its expansive network coverage, broad service range, and dedication to fostering innovation. Aside from its mobile operation "WE," Telecom Egypt holds a significant 45% ownership stake in Vodafone Egypt. Telecom Egypt's shares and GDRs (Ticker: ETEL.CA; TEEG.LN) are traded on the Egyptian Exchange and the London Stock Exchange.

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