



H1 2025 Earnings Release

Cairo, Egypt

14 August 2025

Telecom Egypt (Ticker: ETEL.CA; TEEG.LN) today announced its audited financial results, according to the Egyptian Accounting Standards (EAS), for the period ending 30 June 2025.

H1 2025 Key Highlights

- **Total revenue** increased by 33% YoY, reaching EGP 50.6bn, driven by a 47% surge in Data revenue, as well as significant gains in International Incoming Calls up 50% YoY.
- **Customer base** increased YoY across Mobile, Fixed Broadband, and Fixed Voice by 12%, 8%, and 6%, respectively.
- **EBITDA** increased by 43% YoY, reaching EGP 22.1bn, with a margin of 44%.
- **Normalized net profit** rose to EGP 10.3bn, (adjusted for FX gain/loss), marking a 50% YoY increment and a 20% net profit margin vs 18% in H1 2024.
- **In-service CapEx** reported EGP 4.8bn (10% of sales), while Cash CapEx reported EGP 14.4bn (declining 47% YoY).
- **Net debt/EBITDA** (annualized) improved to 1.6x compared to 2.4x in H1 2024.
- **FCFF** amounted to EGP 8.1bn, implying a FCFF/EBITDA ratio of 36%.

Mohamed Nasr, Managing Director and Chief Executive Officer, commented:

“I am proud to report that Telecom Egypt has delivered another period of exceptional growth and operational progress. Total revenue rose 33% YoY to EGP 50.6 billion, driven by a remarkable 47% surge in Data revenue and robust gains in International Incoming Calls revenue. Our customer base continued to expand across all key segments, reflecting the strength of our market proposition and the trust we have built with our customers. The launch of our 5G services this quarter is further enhancing the customer experience and enabling a new era of digital innovation, fostering growth, and delivering long-term value for our shareholders.

Our disciplined focus on operational efficiency delivered a 43% YoY increase in EBITDA to EGP 22.1 billion, achieving a healthy margin of 44%. Normalized net profit rose to EGP 10.3 billion (adjusted for FX gains and losses), up 50% YoY, reflecting our agility and ability to enhance our profitability amid a challenging regional environment. This period also showed improved cash flow and debt structure KPIs. FCFF reached EGP 8.1 billion, representing 36% of EBITDA in H1 2025. Additionally, net debt/annualized EBITDA reached 1.6x from 2.4x last year.

Looking ahead, we will continue investing in our robust network infrastructure while maintaining a focus on financial and operational excellence. Our priorities remain to strengthen our core business, drive sustainable profitability, and create long-term value for our shareholders. I am confident that our talented team and resilient business model will enable us to navigate future challenges and seize new opportunities in the rapidly evolving digital ecosystem.”



Telecom Egypt - Main Events Year to Date

- ✓ **02 Jul 2025:** SEA-ME-WE-6 Subsea Cable Completes its Two Landings and Crossing Activities in Egypt
- ✓ **11 Jun 2025:** PCCW Global, Sparkle, Telecom Egypt and ZOI to Construct AAE-2 Subsea Cable Linking Asia, Africa, and Europe
- ✓ **25 March 2025:** Telecom Egypt Announces Leadership Changes
- ✓ **18 Feb 2025:** Telecom Egypt and Orange Egypt Sign Agreements to Provide Transmission and Infrastructure Services
- ✓ **23 Jan 2025:** Telecom Egypt Activates Mediterranean Subsea Link on 2Africa Using Cisco Technology
- ✓ **18 Jan 2025:** Telecom Egypt Awarded 'Best Investor Relations – Telecom Company' at the International Finance Awards 2024

Customer Base

(000s)	Q2 25	Q2 24	Δ %YoY	Q1 25	Δ % QoQ
Fixed Line					
Voice	13,575	12,792	6%	13,339	2%
Data	10,560	9,806	8%	10,376	2%
Mobile	14,644	13,107	12%	14,306	2%

Revenue Breakdown

EGP mn	H1 25	H1 24	Δ %	Q2 25	Q2 24	Δ % YoY	Q1 25	Δ % QoQ
Home & Consumer	24,700	17,055	45%	12,843	8,883	45%	11,857	8%
Enterprise	4,787	4,167	15%	2,387	2,173	10%	2,401	-1%
Domestic Wholesale	5,050	4,375	15%	2,347	2,641	-11%	2,703	-13%
International Carriers	9,301	6,321	47%	4,852	3,610	34%	4,449	9%
International Customers & Networks	6,759	6,035	12%	3,371	3,159	7%	3,388	-1%

Income Statement Summary

EGP mn	H1 25	H1 24	Δ %	Q2 25	Q2 24	Δ % YoY	Q1 25	Δ % QoQ
Revenue	50,597	37,953	33%	25,799	20,466	26%	24,798	4%
EBITDA	22,116	15,453	43%	11,246	8,143	38%	10,870	3%
EBIT	20,606	11,418	80%	10,422	6,898	51%	10,183	2%
NPAT	10,507	6,511	61%	5,862	2,629	123%	4,646	26%
EPS	6.16	3.81	61%	3.43	1.54	123%	2.72	26%
Margins								
EBITDA Margin %	44%	41%	299 bps	44%	40%	380 bps	44%	(25 bps)
EBIT Margin %	41%	30%	1,064 bps	40%	34%	669 bps	41%	(67 bps)
NPAT Margin %	21%	17%	361 bps	23%	13%	987 bps	19%	399 bps



Results Discussion

Q2 2025

- **Top-line** revenue increased by 26% YoY, reaching EGP 25.8bn, driven by a 38% YoY increase in Retail revenue and a 12% YoY increase in Wholesale revenue.
- **Retail** performance saw Data as the key growth driver, marking a 46% YoY increase, representing 68% of the total revenue growth. This growth is attributed to the base effect of price ups across the Retail segment in 2024, as well as a steadily expanding customer base and increased data consumption.
- **Wholesale** witnessed a 12% increase YoY. This was mainly due to a 33% YoY growth in International Incoming Calls revenue, primarily fueled by increasing international call traffic by 25% YoY and supported by foreign currency appreciation.
- **EBITDA** increased by 38% YoY, recording an improved margin of 44% in Q2 2025 vs 40% in Q2 2024.
- **Normalized net profit**, adjusted for FX gain of EGP 0.9bn in Q2 2025 and FX loss of EGP 0.7bn in Q2 2024, increased by 65% YoY with an enhanced margin of 20% compared to 15%, reflecting the strong operational performance, coupled with efficient cost optimization measures and robust income from VFE.

H1 2025

- **Total revenue** rose 33% YoY to EGP 50.6bn, with the Retail segment accounting for 58% of total revenue and driving 65% of the YoY revenue growth.
- **Home & Consumer** revenues rose by 45% YoY, led by a 46% surge in Data revenue to EGP 21.2bn. This was fuelled by a higher ARPU (37%), following price adjustments in 2024, and a consistently growing customer base.
- **Enterprise revenue** grew 15% YoY, with Managed Data services contributing EGP 347mn to revenue.
- **Mobile revenue** increased 36% YoY, benefiting from increased ARPU following last year's price adjustments and a 12% YoY expansion in the customer base.
- **Domestic Wholesale revenue** increased 15% YoY, mainly driven by a 15% YoY climb in Infrastructure revenue, totalling EGP 5.0bn.
- **ICA revenue** expanded 47% YoY, accounting for 24% of total revenue growth, with International Incoming Calls revenue up 50% YoY to EGP 6.6bn, mainly on 24% YoY higher international incoming calls traffic and supported by FX gains.
- **IC&N** revenue recorded a 12% YoY increase, led mainly by strong Cable Projects (+27% YoY) and International Customer Support (+7% YoY), which more than offset lower Capacity Sales (-20% YoY).
- **EBITDA** increased by 43% YoY, with a margin of 44%. This strong result was supported by solid revenue growth and effective cost-optimization measures, enabling us to surpass our target margins despite inflationary pressures.
- **VFE Income** reached EGP 6.7bn in H1 2025 up from EGP 3.0bn in H1 2024, mainly due to price-ups effected in 2024 and operational efficiency.
- Excluding the mobile license fees, **FCFF** reached EGP 8.3bn.
- **Normalized net profit** rose to EGP 10.3bn, (adjusted for FX gain of EGP 0.2bn in H1 2025 FX loss of EGP 0.5bn in H1 2024). This significant growth was driven by the significant top line growth and a surge in VFE Income (2.3x), which helped counterbalance the negative impact of rising interest expenses (+40%) and D&A (+18%) stemming from devaluation of the Egyptian pound.



Balance Sheet Summary

EGP mn	H1 25	FY 24	Δ %
Current Assets	45,170	42,949	5%
Net Fixed Assets	106,172	104,141	2%
Long Term Investments	22,824	18,848	21%
Other Long Terms Assets	29,816	32,014	-7%
Total Assets	203,982	197,953	3%
Current Liabilities (Excl. Debt)	45,459	47,171	-4%
Current Portion of Long Term Debt	37,915	42,315	-10%
Long Term Debt	43,035	38,411	12%
Other Non-Current Liabilities	25,830	24,118	7%
Total Liabilities	152,238	152,015	0%
Total Shareholder Equity	51,744	45,938	13%
Total Liabilities & Shareholder Equity	203,982	197,953	3%

Cash Flow Summary

EGP mn	H1 25	H1 24	Δ %
Net Cash Provided by Operating Activities	16,803	12,904	30%
Net Cash Used in Investing Activities	-14,075	-27,096	-48%
Net Cash Used in Financing Activities	-1,616	10,182	-116%
Net Change in Cash & Cash Equivalents	1,112	-4,010	-128%
Translation Differences of Foreign Entities	4	241	-99%
Beginning of the Period Cash	7,565	10,443	-28%
End of Period Cash	8,680	6,674	30%

– End –

Please refer to Telecom Egypt's full financial statements, available for download from the investor relations website ir.te.eg

For more information, contact:

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About Telecom Egypt

Telecom Egypt is a total telecom operator in Egypt, providing a wide array of telecom 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 that are 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.