Results Presentation

telecomegypt

Q3 2026



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9M 2026 Results Highlights

Sustained Strong Growth Across All Key Metrics, with Resilient Margins and Higher FCFF

EGP 93.6bn

Total Revenue

▲ +19% YoY

EGP 43.1bn

EBITDA

▲ +24% YoY | 46% Margin

EGP 24.4bn

Net Profit

▲ 44% YoY | 26% Margin

EGP 28.0bn

FCFF

▲ +131% YoY

CUSTOMER BASE HIGHLIGHTS

Fixed Voice	14.6mn	+6% YoY
Fixed Broadband	11.7mn	+8% YoY
Mobile	15.3mn	+3% YoY

Main Events Year to Date (1/2)

05 Nov

2027 Guidance: Balancing Growth, Investment, and Cash Generation

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

03 Sep

Telecom Egypt to Advance Egypt's Eastern Digital Corridor with a Multiple-Petabit Sharm El Sheikh–Taba Subsea Cable in Accordance with its New Strategy

Telecom Egypt, the total telecom operator in Egypt and one of the largest subsea cable operators in the region, has announced the signing of an agreement to construct the Sharm El Sheikh–Taba subsea cable in accordance with the company's new strategy.

22 Aug

Telecom Egypt Enters FTSE Russell Emerging Markets Index Following Mid-Cap Upgrade

Telecom Egypt announced its inclusion in the FTSE Emerging Markets Index following its upgrade within the FTSE Global Equity Index Series (GEIS) from the Small Cap to the Mid Cap segment.

13 Aug

Q2 2026 Results: Telecom Egypt Reports Improved Profitability and Efficiency in H1 2026

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 2026.

Main Events Year to Date (2/2)

16 Jul

Telecom Egypt Announces It Will Not Proceed with the Proposed RDH Transaction with Helios Investments

Telecom Egypt's Board of Directors, at its meeting held on 15 July 2026, resolved not to proceed with the transaction referenced in the disclosure published on 7 September 2025 regarding the proposed term sheets, which sets out the terms and conditions of the transaction, with Helios Investments for a 75% to 80% stake in a subsidiary that would own the Regional Data Center Hub (RDH).

21 May

Q1 2026 Results: Telecom Egypt Reports Strong Underlying Business Performance

Telecom Egypt (Ticker: ETEL.CA; TEEG.LN) announced its audited financial results, according to the Egyptian Accounting Standards (EAS), for the three months ended 31 March 2026.

26 Feb

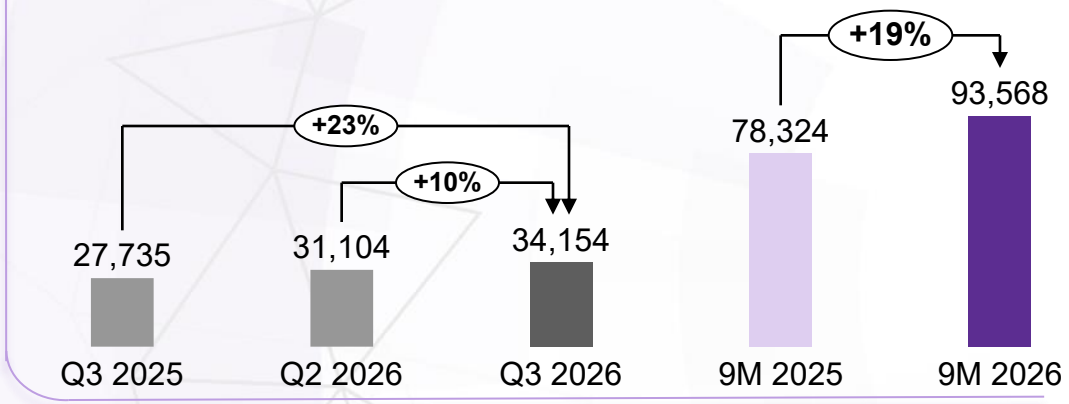
FY 2025 Results: Telecom Egypt Delivers Growth Ahead of Expectations

Telecom Egypt (Ticker: ETEL.CA; TEEG.LN) announced its audited financial results, according to the Egyptian Accounting Standards (EAS), for the full year 31 December 2025.

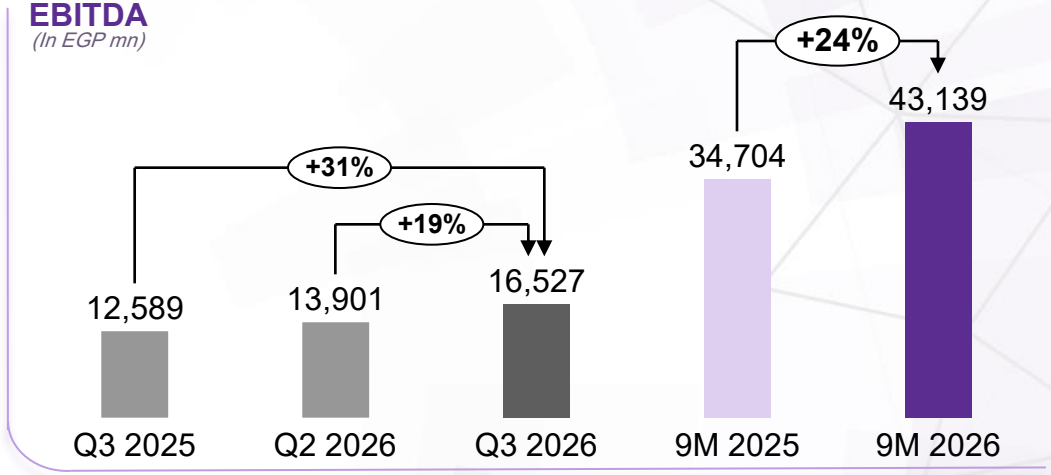
Financial Highlights

Top-Line Growth Translates into Higher Earnings Across the P&L

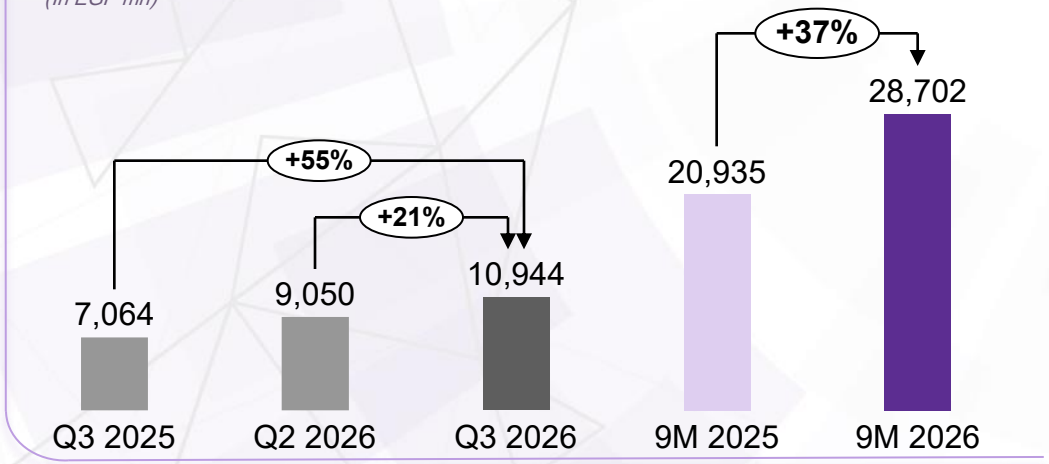
Revenue
(In EGP mn)



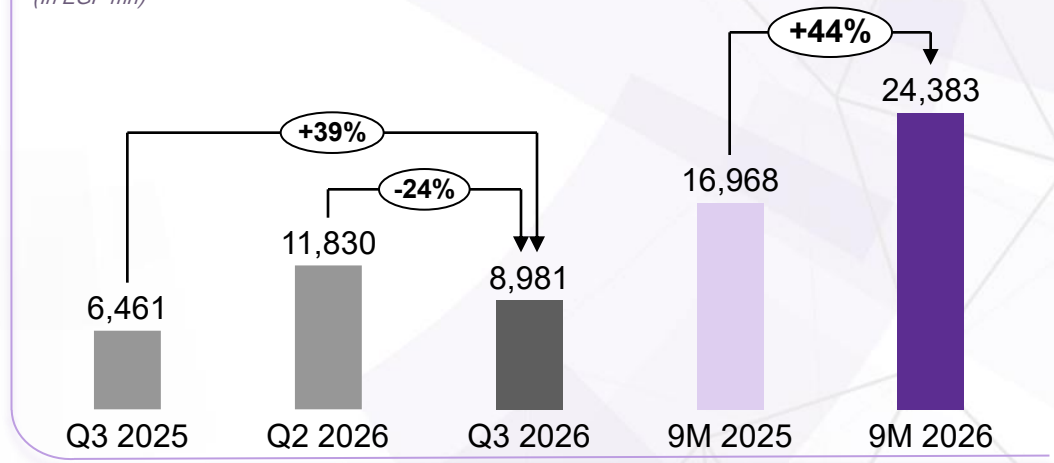
EBITDA
(In EGP mn)



Operating Profit
(In EGP mn)

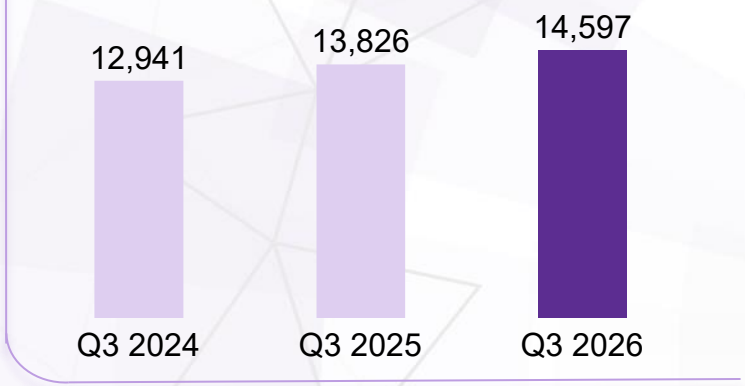


Net Profit
(In EGP mn)

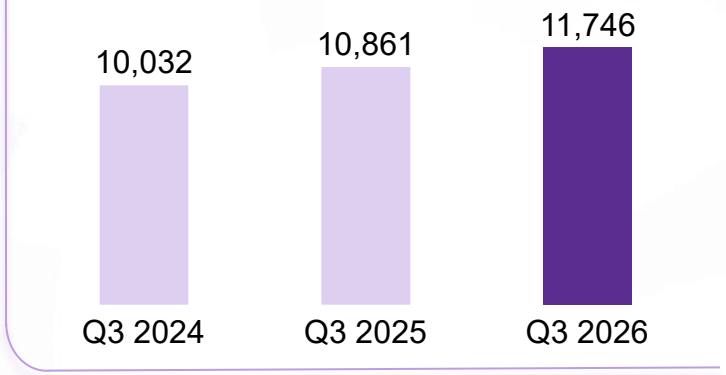


Customer Base and ARPU

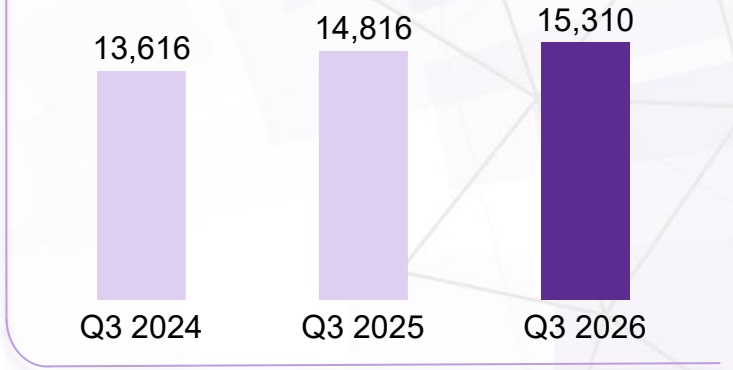
Fixed Voice Line
(In 000s)



Fixed Broadband
(In 000s)



Mobile Subscribers
(In 000s)



ARPU TRENDS *(in 000s)*

Fixed Broadband ARPU

9M 2026: 367

▲ +20% YoY

9M 2025: 307

Fixed Voice ARPU

9M 2026: 50

▲ +6% YoY

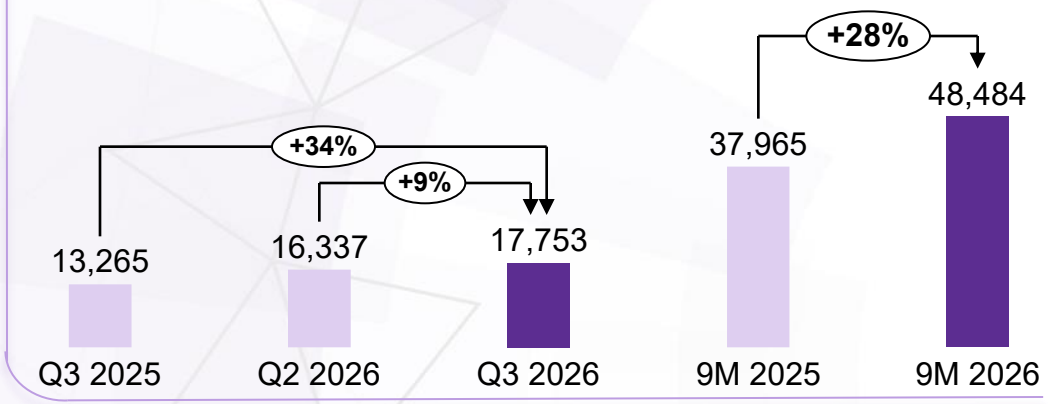
9M 2025: 47

Retail Services Revenue

Data Drives More Than Three-Quarters of Retail Growth

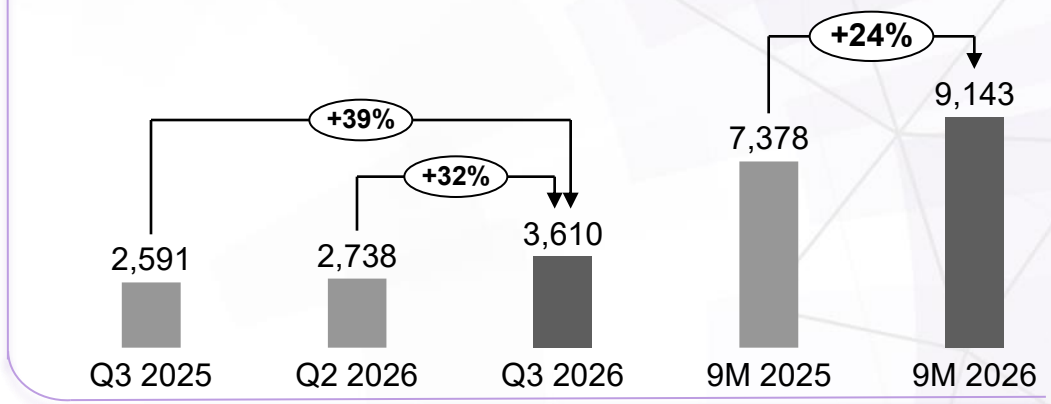
Home & Consumer

(In EGP mn)



Enterprise

(In EGP mn)



Retail Services Contribution to Revenue Growth

(In EGP mn)

Home & Consumer 69%

+10,519

Data +9,803	Voice +716

Enterprise 12%

+1,765

Data +352	Voice +364	Connectivity Services +276	Others +773

Total Revenue Growth

+EGP 15,245mn

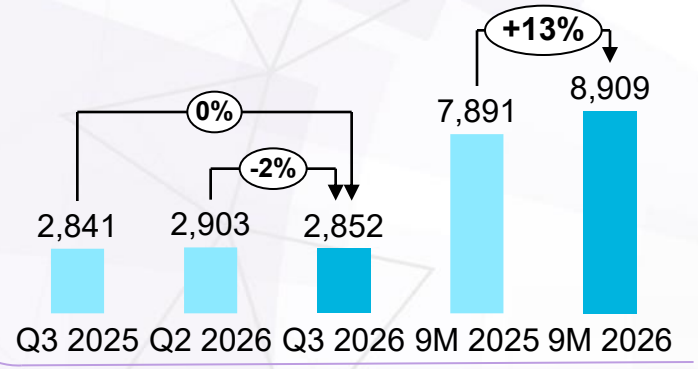
9M 2025 **78,324**

9M **2026** **93,568** +19%

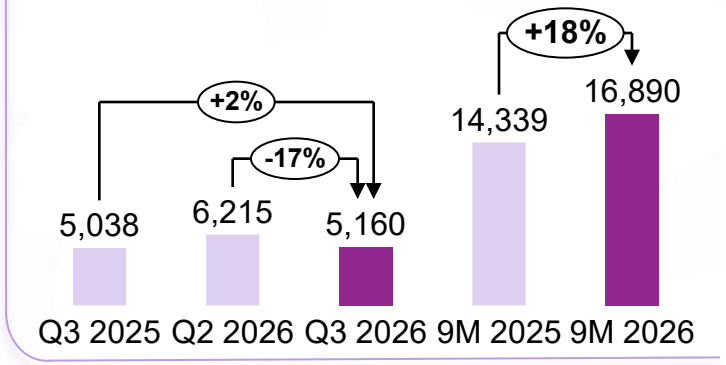
Wholesale Services Revenue

Steady Foreign-Currency Inflows Contribute c.38% of Total Revenue

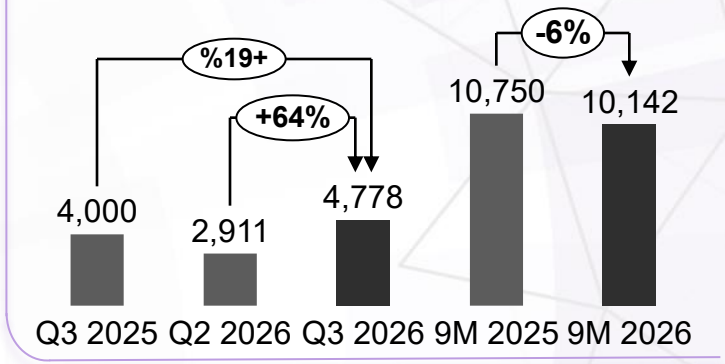
Domestic
(In EGP mn)



International Carriers
(In EGP mn)



International Customers & Networks
(In EGP mn)



Wholesale Services Contribution to Revenue Growth *(In EGP mn)*

Domestic Wholesale 7% **+1,018**

Infrastructure +815 | Voice services -36 | Access Services +239

International Carriers 17% **+2,551**

Incoming Int'l +2,554 | Transit -49 | Outgoing Int'l +45

IC&N -4% **-608**

Capacity Sales +776 | Int'l Cust Supp. -163 | O&M +15 | Data Center +182 | Cable Projects -1,419

Total Revenue Growth

+EGP 15,245mn

9M 2025 **78,324**

9M **2026** **93,568** +19%

Income Statement

In EGP mn	9M 2026	9M 2025	YoY	Q3 2026	Q2 2026	Q3 2025	QoQ	YoY
Revenue	**93,568**	**78,324**	19%	**34,154**	**31,104**	**27,735**	10%	23%
Home	48,484	37,965	*28%*	17,753	16,337	13,265	*9%*	*34%*
Enterprise	9,143	7,378	*24%*	3,610	2,738	2,591	*32%*	*39%*
Domestic	8,909	7,891	*13%*	2,852	2,903	2,841	*-2%*	*0%*
ICA	16,890	14,339	*18%*	5,160	6,215	5,038	*-17%*	*2%*
IC&N	10,142	10,750	*-6%*	4,778	2,911	4,000	*64%*	*19%*
Employee cost	(13,632)	(11,496)	*19%*	(4,609)	(4,513)	(3,782)	*2%*	*22%*
Call costs	(13,871)	(12,262)	*13%*	(4,467)	(5,024)	(4,300)	*-11%*	*4%*
CoGS*	(18,556)	(15,818)	*17%*	(7,037)	(6,141)	(5,580)	*15%*	*26%*
S&D*	(2,264)	(2,040)	*11%*	(789)	(777)	(680)	*2%*	*16%*
G&A*	(2,106)	(2,003)	*5%*	(726)	(748)	(804)	*-3%*	*-10%*
EBITDA	**43,139**	**34,704**	*24%*	**16,527**	**13,901**	**12,589**	*19%*	*31%*
Margin	*46%*	*44%*	*180 bps*	*48%*	*45%*	*45%*	*370 bps*	*300 bps*
Other (expense) / income	152	(964)	*-116%*	(23)	(32)	(1,149)	*-27%*	*-98%*
Depreciation	(12,216)	(10,194)	*20%*	(4,586)	(4,036)	(3,521)	*14%*	*30%*
Amortization	(2,183)	(1,917)	*14%*	(746)	(725)	(698)	*3%*	*7%*
(Pro)/ Reversal of ECL provision	(190)	(694)	*-73%*	(228)	(57)	(157)	*297%*	*-45%*
Operating profit	28,702	20,935	*37%*	10,944	9,050	7,064	*21%*	*55%*
Margin	*31%*	*27%*	*395 bps*	*32%*	*29%*	*25%*	*295 bps*	*657 bps*
Income from investments	14,415	10,888	*32%*	5,310	5,374	4,157	*-1%*	*28%*
Net finance (cost) / income	(5,206)	387	*-1444%*	(2,918)	3,220	668	*-191%*	*-537%*
Net interest (exp.) / income	(6,454)	(9,491)	*-32%*	(1,892)	(2,312)	(3,099)	*-18%*	*-39%*
Tax	(7,064)	(5,733)	*23%*	(2,462)	(3,498)	(2,323)	*-30%*	*6%*
Net Profit	**24,383**	**16,968**	*44%*	**8,981**	**11,830**	**6,461**	*-24%*	*39%*
Margin	*26%*	*22%*	*439 bps*	*26%*	*38%*	*23%*	*(1,174 bps)*	*300 bps*
EPS	14.28	9.94	*44%*	5.26	6.93	3.78	*-24%*	*39%*

Revenue

Revenue: +19% 9M 2026 (EGP 93.6bn) / +23% Q3 2026 (EGP 34.2bn)

- Retail rose 27% for 9M 2026 and 35% in Q3 2026, driven by Data (+30% / +37%) on customer growth and NTRA tariff hikes.
- Wholesale rose 9% for 9M 2026 and 8% in Q3 2026. The drivers were international incoming calls for 9M 2026 (+25% to EGP 12.7bn) and Capacity Sales in Q3 2026 (+EGP 659mn).

Expenses

Opex: +16% 9M 2026 / +16% Q3 2026

- Employee costs rose 19% for 9M 2026 and 22% in Q3 2026. Their share of revenue stayed stable at about 15% for 9M 2026 and 13.5% in Q3 2026.
- Call costs rose 13% for 9M 2026 (mainly due to currency devaluation) and 4% in Q3 2026, falling to 13% of revenue in Q3 2026 from 16%.
- CoGS was the main pressure, up 17% for 9M 2026 and 26% in Q3 2026, mainly due to inflation.

EBITDA

EBITDA: +24% 9M 2026 (EGP 43.1bn) / +31% Q3 2026 (EGP 16.5bn)

- Margin rose to 46% for 9M 2026 (from 44%) and to 48% in Q3 2026 (from 45%), as revenue growth outpaced costs despite inflation.

Operating Profit

Operating profit: +37% 9M 2026 (EGP 28.7bn) / +55% Q3 2026 (EGP 9.1bn)

- Margin reached 31% for 9M 2026 (+395 bps) and 32% in Q3 2026 (+657 bps). This was achieved despite D&A rising 19% for 9M 2026. Q3 2026 was also helped by the absence of last year's EGP 1.0bn other expense.

Non-Operational

- For 9M 2026, VFE income rose 33% to EGP 14.4bn, while net interest expense fell 32%, together more than offsetting EGP 5.2bn in non-cash FX losses.
- In Q3 2026, VFE income rose 28% to EGP 5.3bn, while net interest expense fell 39%, but these were largely absorbed by EGP 2.9bn in FX losses, compared with a EGP 0.7bn gain in Q3 2025.

Net Profit

Net profit: +44% 9M 2026 (EGP 24.4bn) / +39% Q3 2026 (EGP 9.0bn)

- Margin was 26% for both 9M 2026 (+439 bps) and Q3 2026 (+300 bps).
- For 9M 2026, growth was driven by a 37% rise in operating profit, VFE income up 33% and net interest expense down 32%. Together these more than offset EGP 5.2bn in non-cash FX losses and a 19% increase in D&A.
- In Q3 2026, a 55% rise in operating profit drove growth despite EGP 2.9bn in FX losses.

EBITDA
Margin Rises to 46% as Revenue Outpaces Inflationary Costs

EBITDA Bridge Analysis

9M 2026 YOY (EGP MN)

EBITDA
9M 2025

34,704
EGP mn

Revenue Growth
+15,245

Incremental

Consumer	69%	10,519
Enterprise	12%	1,765
Domestic	7%	1,018
ICA	17%	2,551
ICN	-4%	-608

Cost Headwinds
−6,810

Incremental

Other COGS	40%	2,738
Call Costs	24%	1,609
Employee Costs	31%	2,135
SG&A	5%	328

EBITDA
9M 2026

43,139
EGP mn

▲ +24% YoY

Net Profit

Net Profit Up 44% as Growth Carries Through to the Bottom Line

Net Profit Bridge Analysis

9M 2026 YOY (EGP MN)

Net Profit

9M 2025

16,968

EGP mn

Tailwinds

+16,783

Incremental

EBITDA	50%	8,435
Associates Companies	21%	3,527
Interest Expenses	17%	2,930
Other Income / Expense	11%	1,892

Headwinds

−9,369

Incremental

D&A	24%	2,288
FX Gains / Loss	61%	5,750
Tax	14%	1,332

Net Profit

9M 2026

24,383

EGP mn

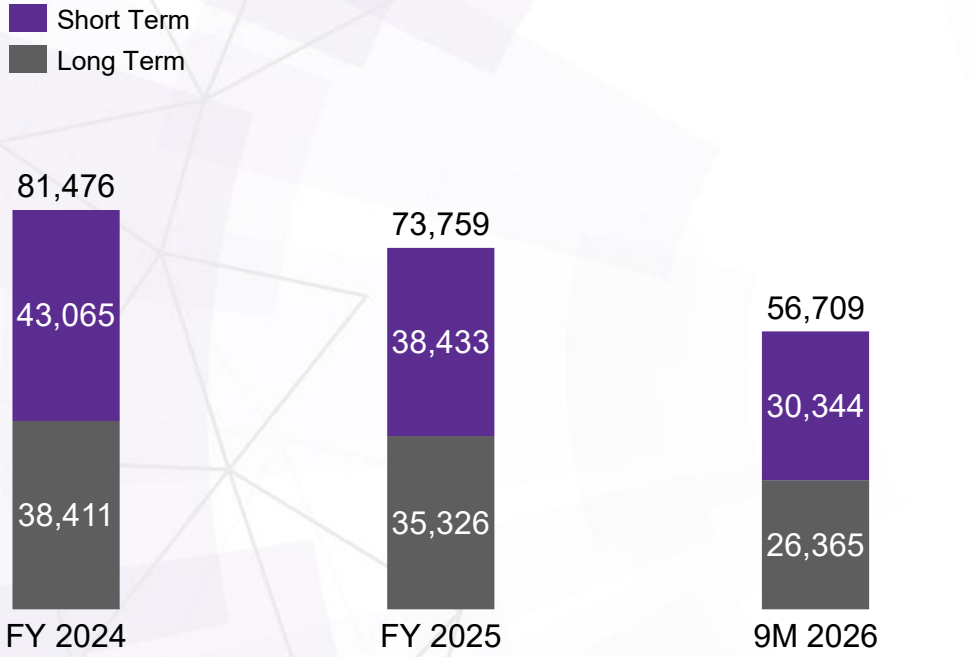
▲ 44% YoY

Balance Sheet Highlights

Delivering on Our Commitments: Leverage Falls to 0.8x

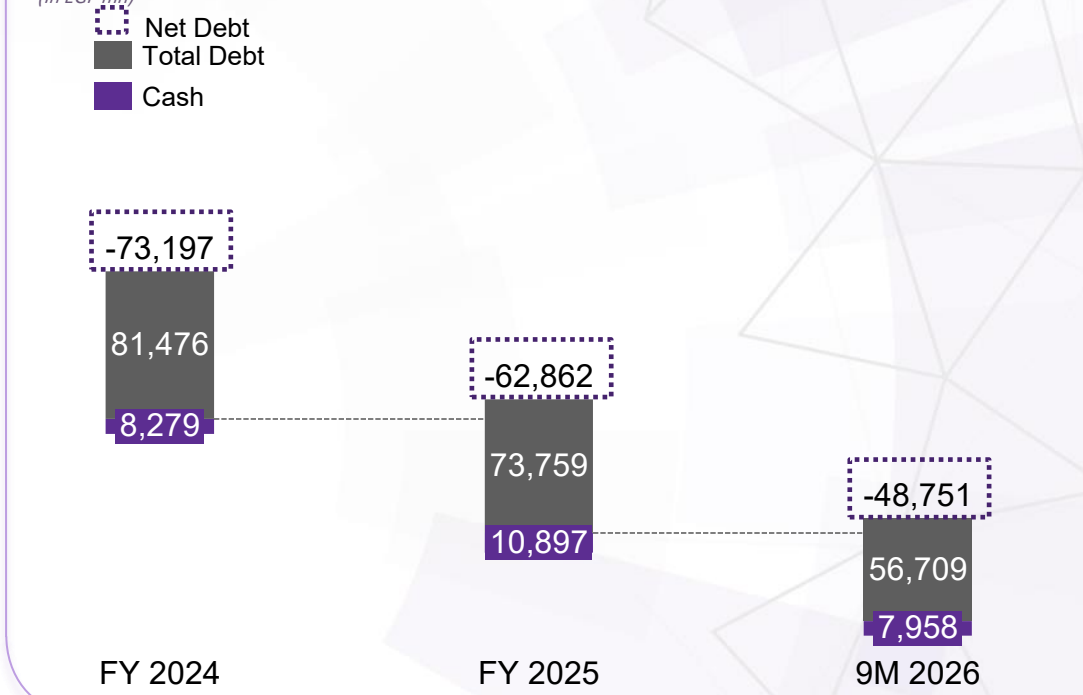
Total Debt

(In EGP mn)



Net Debt

(In EGP mn)



EGP 23.1bn

Vendor Financing

Vs EGP 23.0bn FY25

0.8x

Net Debt / EBITDA

Vs 1.3x in FY25

0.69x

Debt / Equity

Vs 1.2 in FY25

0.48

Current Ratio

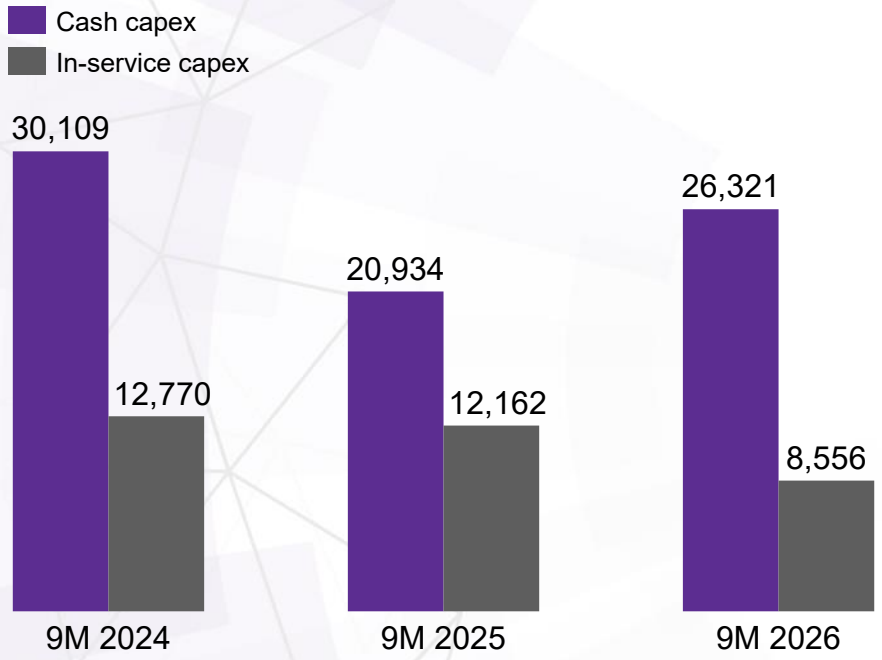
Vs 0.48 in FY25

Capex & Cash Flow Analysis

Capex Rationalization Eases Current FCF Pressure Down the Road

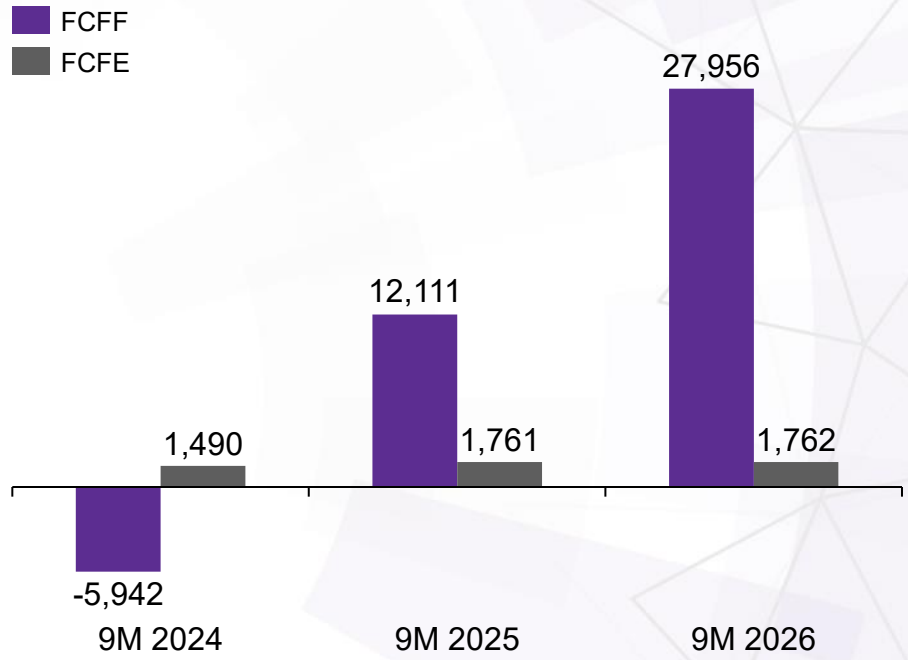
CapEx Trend

(EGP mn)



FCF

(EGP mn)



28%

Cash Capex / Sales

Vs 27% 9M 25

9%

In-service Capex / Sales

Vs 16% 9M 25

65%

FCFF / EBITDA

Vs 35% in 9M 25

4%

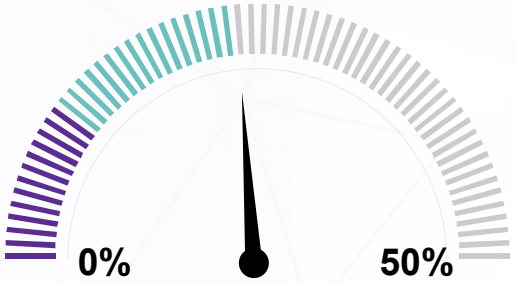
FCFE / EBITDA

Vs 5% in 9M 25

Our Performance in Context

Revenue Growth YOY

Guidance: High Single Digit



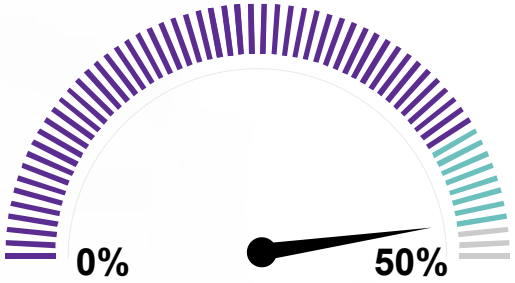
19%

Actual

✓ Ahead of Budget

EBITDA margin (%)

Guidance: Low 40s



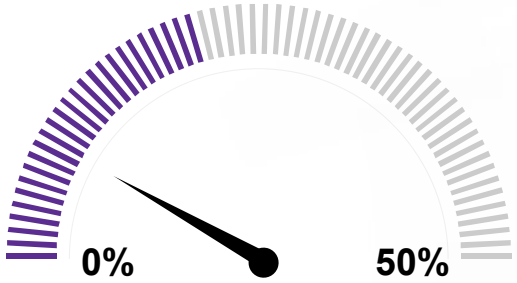
46%

Actual

✓ Ahead of Budget

In-Service Capex / Sales

Guidance: Low 20s



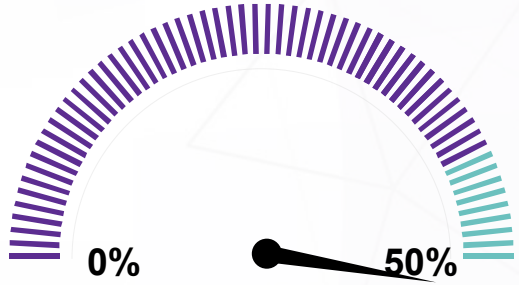
9%

Actual

✓ Ahead of Budget

FCF/EBITDA (%)

Guidance: Mid 30s



65%

Actual

✓ Ahead of Budget

We maintain our guidance across all KPIs; however, revenue growth is now expected to exceed our guidance of the high single-digit, supported by the latest price increases.

2027 Guidance

KEY PERFORMANCE INDICATORS

FY 2027 BUDGET

01 GROWTH

Revenue growth YoY

Low Double digit

02 PROFITABILITY

EBITDA margin (%)

Low to mid 40s

03 INVESTMENT

Capex/Sales (%)

In-service:
In-service: Mid 20s

04 CASH GENERATION

FCFF/EBITDA (%)

Low to mid 40s

2027 FINANCIAL OUTLOOK

THANK YOU