

Results Presentation

telecomegypt

Q1 2026



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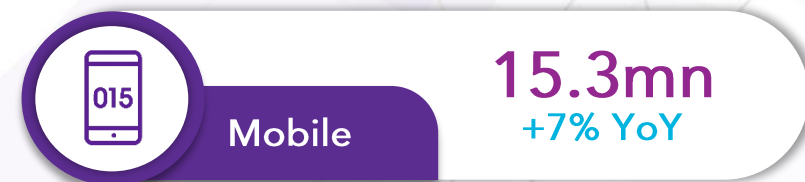
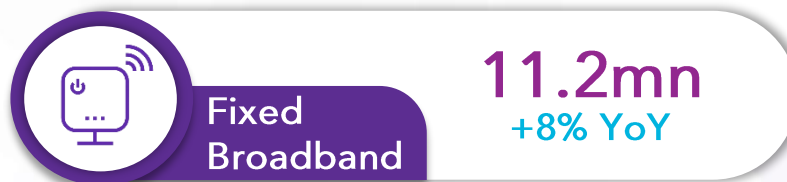
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Q1 2026 Results Highlights

Resilient Growth, Driven By Connectivity Demand



CUSTOMER BASE HIGHLIGHTS



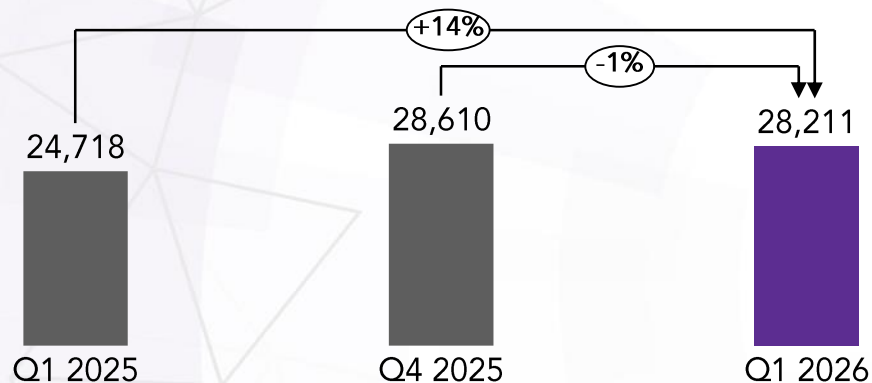
Financial Highlights

Strong operational momentum continued

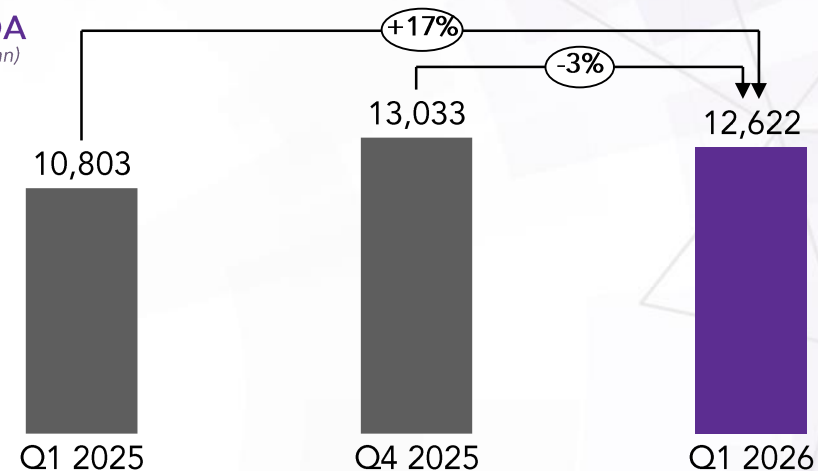


Operational performance remained strong, with revenue and EBITDA up 14% and 17% YoY, respectively. While reported net profit stood at EGP 3.6bn due to EGP 5.3bn in non-cash FX losses, adjusted net profit reached c. EGP 5.9bn, up nearly 27% YoY.

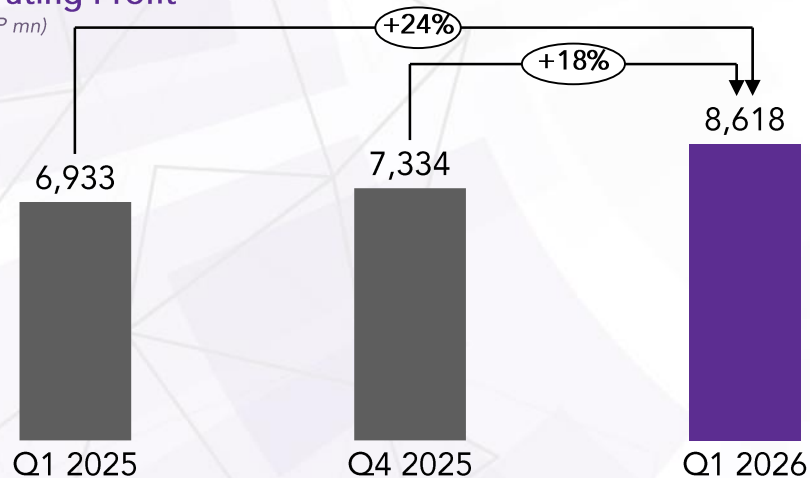
Revenue
(In EGP mn)



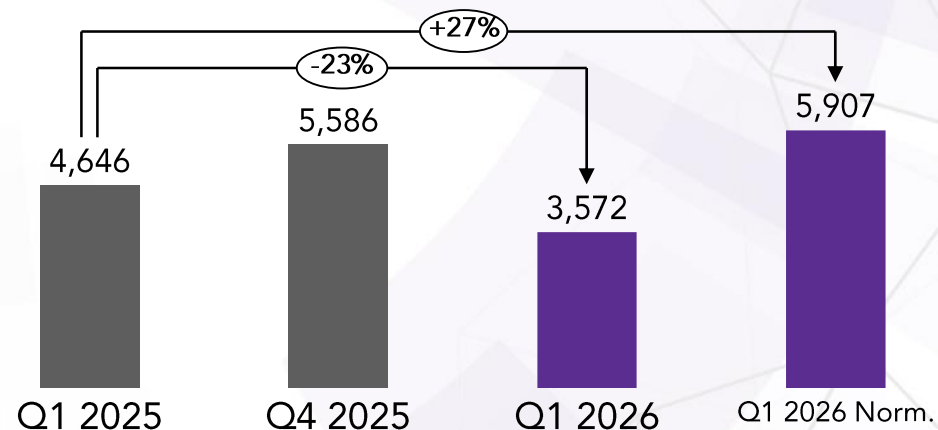
EBITDA
(In EGP mn)



Operating Profit
(In EGP mn)



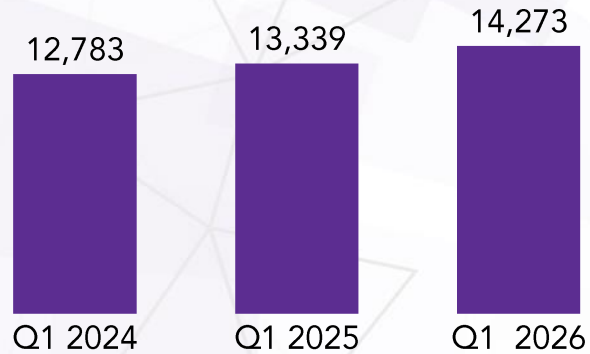
Net Profit
(In EGP mn)



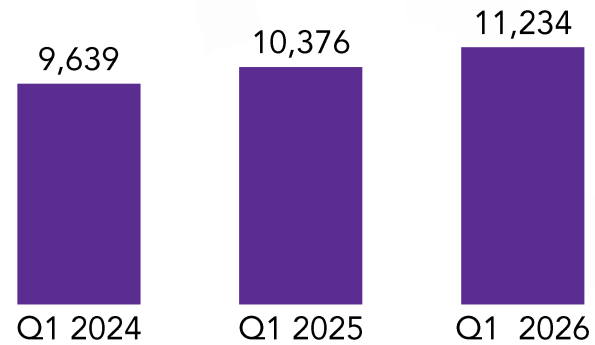
Customer Base and ARPU



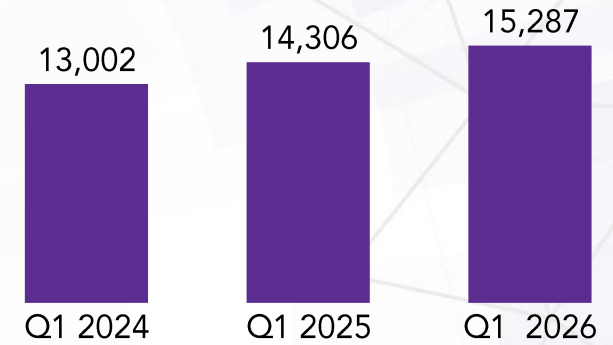
Fixed Voice Line
(In EGP mn)



Fixed Broadband
(In EGP mn)



Mobile Subscribers
(In EGP mn)



ARPU TRENDS *(In EGP mn)*

Fixed Broadband ARPU

Q1 2026: 334

▲ +13% YoY

Q1 2025: 296



Fixed Voice ARPU

Q1 2026: 49

▲ +6% YoY

Q1 2025: 46

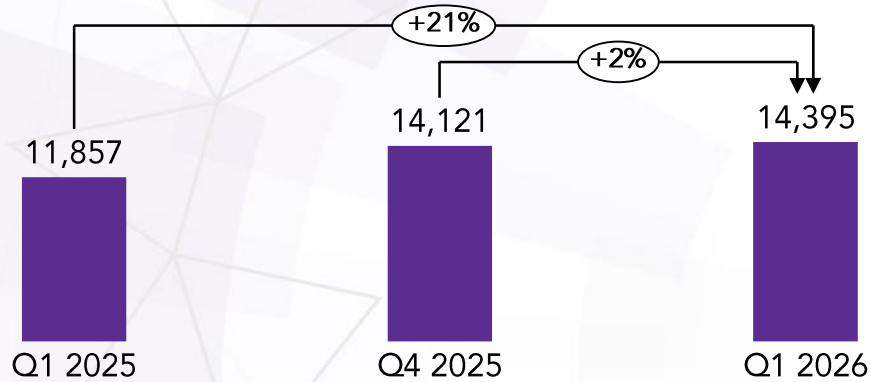


Retail Services Revenue

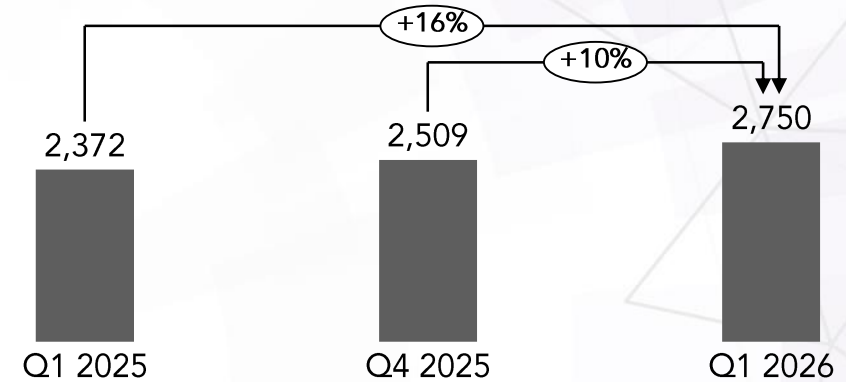
Q1 2026 YoY



Home & Consumer *(In EGP mn)*



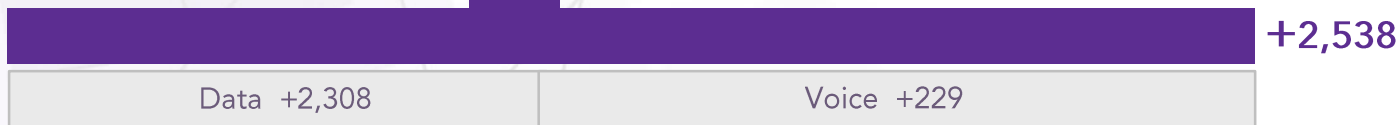
Enterprise *(In EGP mn)*



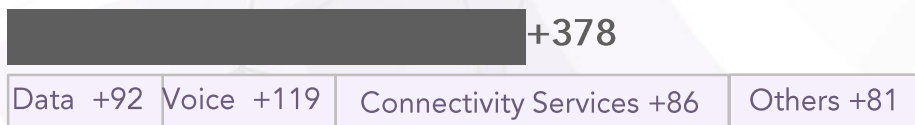
Retail Services Contribution to Revenue Growth

(In EGP mn)

Home & Consumer **73%**



Enterprise **11%**



Total Revenue Growth

+EGP 3,492mn

Q1 2025
24,718

Q1 2026
28,211

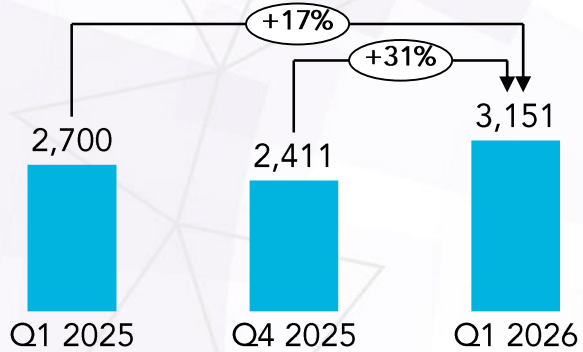
+14%

Wholesale Services Revenue

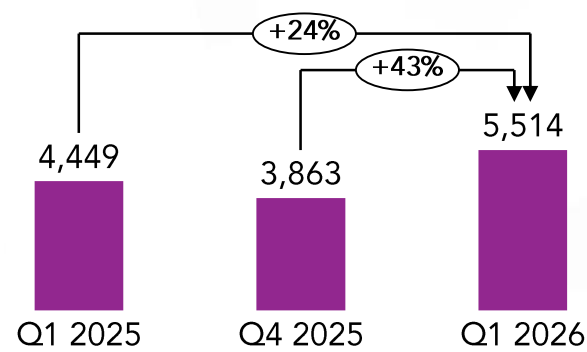
Q1 2026 YoY



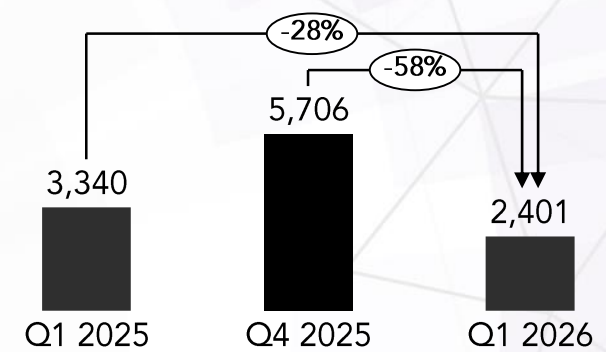
Domestic
(In EGP mn)



International Carriers
(In EGP mn)

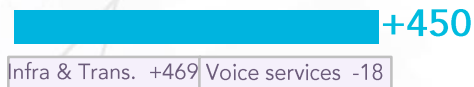


International Customers & Networks
(In EGP mn)



Wholesale Services Contribution to Revenue Growth (In EGP mn)

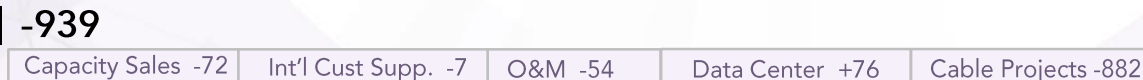
Domestic Wholesale 13%



International Carriers 31%



IC&N -27%



Total Revenue Growth

+EGP 3,492mn

Q1 2025
24,718

Q1 2026
28,211

+14%

EBITDA

Q1 2026 YoY (EGP mn) – Double-digit EBITDA growth. Margin expanded to 45%



EBITDA Bridge Analysis

EBITDA

Q1 2025

10,803

EGP mn

Revenue Growth

+3,492

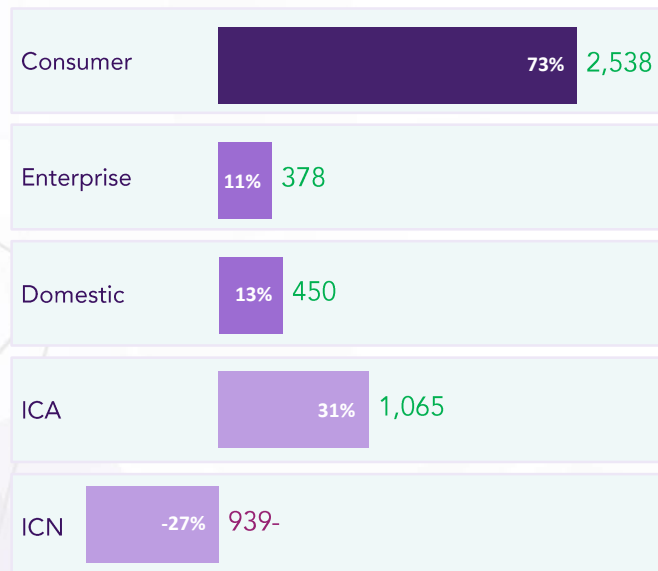


Cost Headwinds

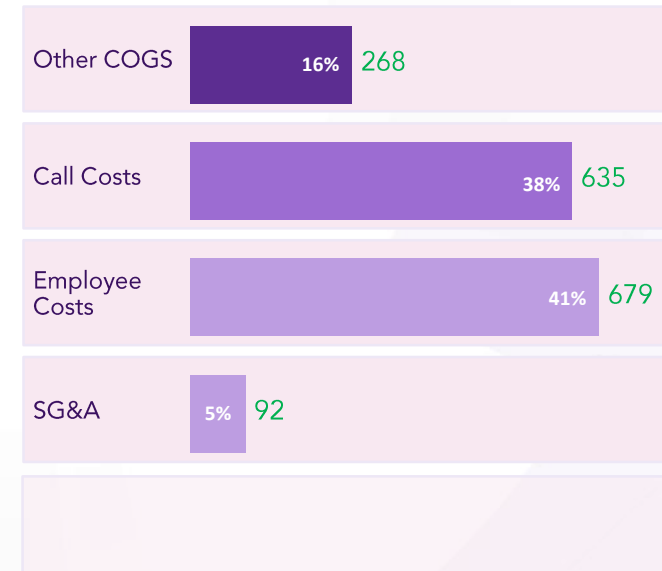
-1,673



Incremental



Incremental



EBITDA

Q1 2026

12,622

EGP mn

▲ +17% YoY

Net Profit

Q1 2026 YoY (EGP mn) – Bottom line affected by non-cash FX losses



Net Profit Bridge Analysis

Net Profit

Q1 2025

4,646

EGP mn

Tailwinds

+4,179



Headwinds

-5,253



Incremental

EBITDA 44% 1,819

Associates Companies 13% 544

Interest Expenses 20% 836

Other Income / Expense 14% 573

Tax 10% 406

Incremental

D&A 11% 577

FX Gains / Loss 89% 4,676

Net Profit

Q1 2026

3,572

EGP mn

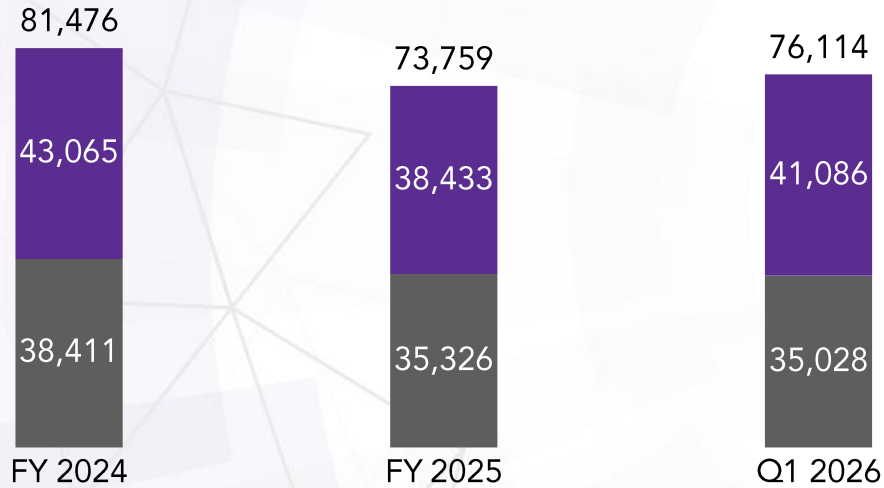
▼-23% YoY

Balance Sheet Highlights



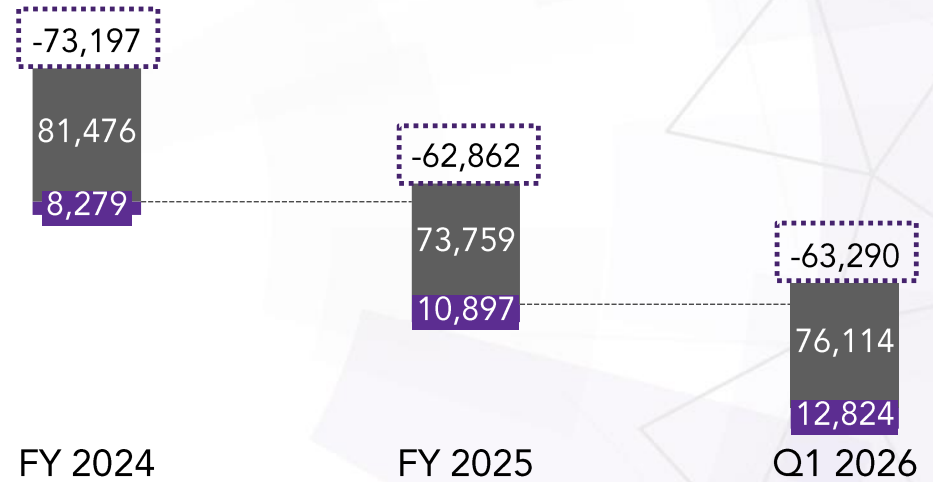
Total Debt (In EGP mn)

- Short Term
- Long Term



Net Debt (In EGP mn)

- Net Debt
- Total Debt
- Cash



EGP 25.1bn

Vendor Financing

Vs EGP 23.0bn FY25

1.3x

Net Debt / EBITDA

Vs 1.3x in FY25

1.2x

Debt / Equity

Vs 1.2 in FY25

0.5

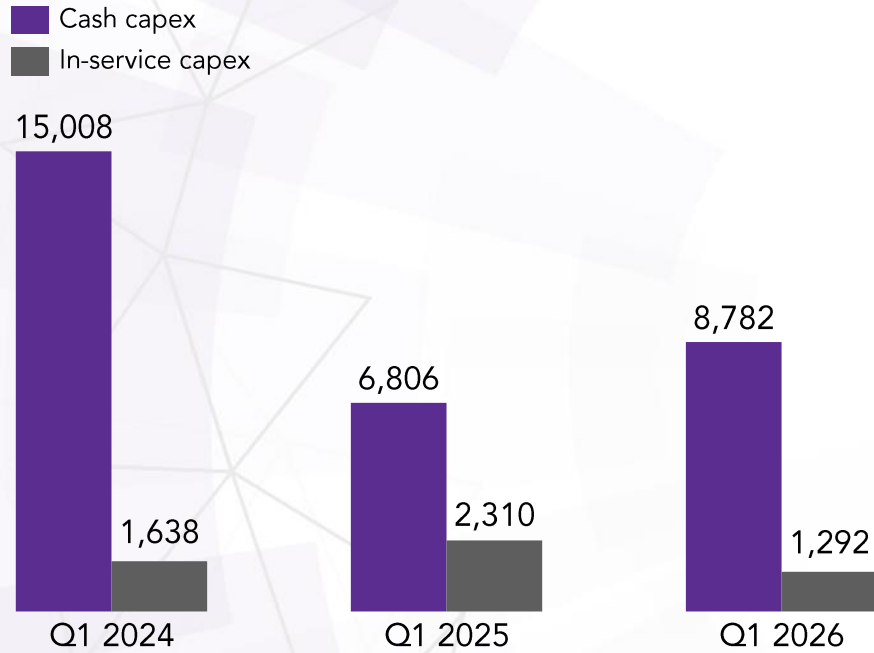
Current Ratio

Vs 0.5 in FY25

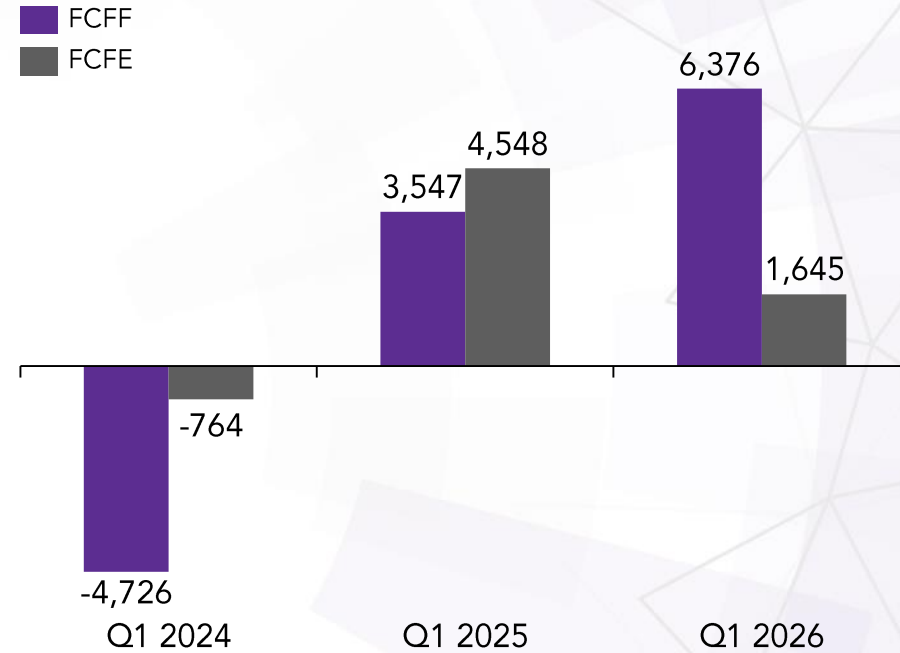
Capex & Cash Flow Analysis



CapEx Trend
(EGP mn)



FCF
(EGP mn)



31%

Cash Capex / Sales

Vs 28% Q1 25

5%

In-service Capex / Sales

Vs 9% Q1 25

51%

FCFF / EBITDA

Vs 33% in Q1 25

13%

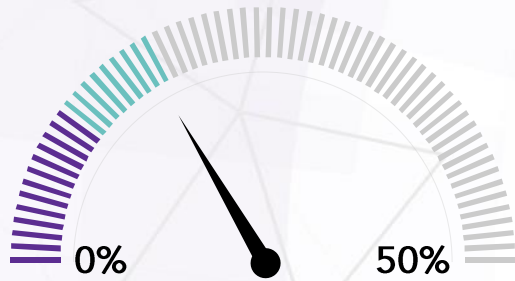
FCFE / EBITDA

Vs 42% in Q1 25

Our Performance in Context



Revenue Growth YOY
Guidance: High Single Digit

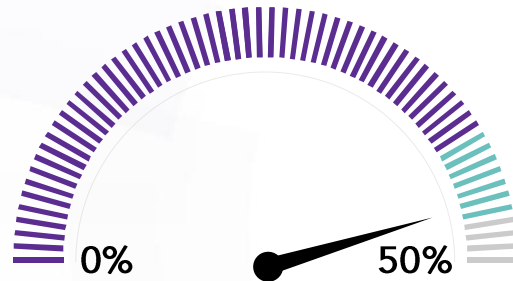


14%

Actual

✓ Ahead of Budget

EBITDA margin (%)
Guidance: Low 40s

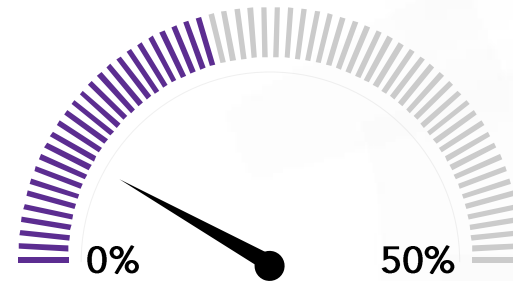


45%

Actual

✓ Ahead of Budget

In-Service Capex / Sales
Guidance: Low 20s

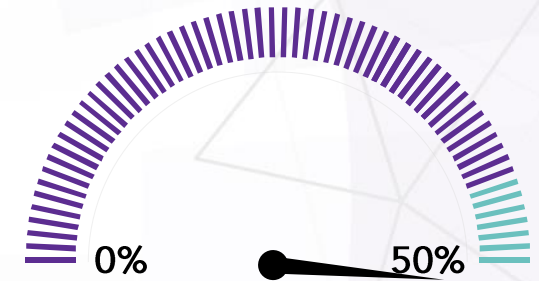


5%

Actual

✓ Ahead of Budget

FCF/EBITDA (%)
Guidance: Mid 30s



51%

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.

THANK YOU

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