

MTN Group Limited

Summary of the audited results

for the year ended 31 March 2004
and dividend declaration

R607 at March 2003 to R597 for the current year, while pre-paid ARPU increased from R101 at March 2003 to R104. Data services, including SMS, contributed 5% towards total revenue (excluding handset revenue).

Overall market share has remained steady at approximately 38%.

MTN International

MTN Nigeria experienced strong demand for its services, requiring a controlled sign-up of new subscribers to match the available network capacity. SIM card sales were suspended for some 20 weeks during the financial year. Accelerated network roll-out continues in a challenging operational environment, with the number of base stations increasing from 478 at 31 March 2003 to 839 a year later. The number of operational satellites has also increased to 16. Capital expenditure incurred of R3 403 million was in line with expectations, however, included in this figure is approximately R1 084 million of infrastructure equipment which had been received in Nigeria at year-end but not yet commissioned.

Over the period, the active subscriber base (defined as subscribers which have made or received a call in the last month) increased by 9% to 1 566 000. MTN Nigeria's ARPU decreased from US\$57 to US\$51, driven by the lowering of tariffs from December 2003 and deeper penetration into the market, coupled with the depreciation of the naira against the US dollar.

MTN Cameroon continues to deliver satisfactory results and has maintained its leadership in a highly competitive market. A total of 381 000 active subscribers was recorded at 31 March 2004, representing a 35% increase year-on-year, with ARPU increasing from US\$21 to US\$24.

MTN Uganda recorded 495 000 active subscribers and has experienced a decline in ARPU from US\$28 to US\$22, as a result of currency devaluation of approximately 10% during the year, and a general dilution as new subscribers with lower average usage join the network.

MTN Rwanda and **MTN Swaziland** show signs of a slow down in growth and the beginning of a more mature phase in their respective life-cycles. Active subscriber bases of 146 000 (including 40 000 subscribers through SuperCell in the DRC) and 85 000 were recorded for these operations respectively.

Strategic investments

The **Strategic Investments** division continues to explore growth opportunities synergistic with the core mobile business, and its mandate has been extended to include international business development. Following a period of consolidation, MTN Group has intensified its focus on identifying new mobile licence prospects which would be a high competitive arena. A joint venture has been initiated in Nigeria to explore electronic airtime top-up alternatives.

PROSPECTS

The Group will continue to explore value-enhancing international expansion opportunities. While this expansion is expected to provide further growth as well as diversification of earnings and risk, the Group will become more susceptible to foreign exchange rate movements. Assuming that current market conditions prevail, the Board is confident that the South African operation will maintain its strong free cash flow generation for the Group, which will fund further expansion, while the international operations are expected to maintain positive subscriber and revenue growth, underpinned by the significant ongoing capital investment into network roll-out, particularly in MTN Nigeria.

DIVIDEND

After thoroughly reviewing the Group's growth prospects and taking account of its expected financial performance, the board of directors has recommended the reinstatement of a conservative dividend policy which will allow the Group to pursue growth opportunities while returning excess cash to shareholders, thereby optimising its capital structure. A conservative dividend of 6.7 times on adjusted headline earnings will be followed, with a declaration of an annual dividend. Accordingly a dividend of 41 cents per share for the year has been proposed, as detailed below.

For and on behalf of the Board

MC Ramaphosa
(Chairman)

PF Nhleko
(Group Chief Executive Officer)

Declaration of ordinary dividend

Notice is hereby given that a dividend (number 5) of 41 cents per ordinary share has been declared and is payable to shareholders recorded in the register of MTN Group Limited (the "company") at the close of business on Friday, 2 July 2004.

In compliance with the requirements of STRATA, the electronic statement and custody system used by the JSE Securities Exchange South Africa, the company has determined the following settlement dates for the payment of the dividend:

Last day to trade cum-dividend Friday, 25 June 2004
Shares commence trading ex-dividend Monday, 28 June 2004
Record date Friday, 2 July 2004
Payment of dividend Monday, 5 July 2004

Share certificates may not be dematerialised/re-materialised between Monday, 28 June 2004 and Friday, 2 July 2004 both days inclusive.

On Monday, 5 July 2004 the dividend will be electronically transferred to the bank accounts of certificated shareholders who make use of this facility. In respect of those who do not use this facility, cheques dated Monday, 5 July 2004 will be posted on or about that date. Shareholders who have dematerialised their shares will have accounts held at their Central Securities Depository Participant or Broker credited on Monday, 5 July 2004.

Certain statements in this announcement that are neither prepared from financial records nor other historical information, are forward-looking statements relating to matters such as future earnings, earnings, margins, trends, plans or objectives. These statements should not be placed on or relied upon as a basis for investment decisions. These statements are subject to known and unknown risks and uncertainties and can be affected by other factors, that could cause actual results and Company plans and objectives to differ materially from those expressed or implied in the forward-looking statements (or from past results).

(Understandably the Company cannot undertake a public rating of the forward-looking statements, whether to reflect new information of future events or circumstances or otherwise.)

FINANCIAL HIGHLIGHTS

Revenue increased to R23,9 billion

Profit after tax increased to R4,3 billion

Adjusted headline EPS* increased to 253,1 cents

Subscribers** increased to over 9,5 million

Dividend of 41 cents declared to shareholders

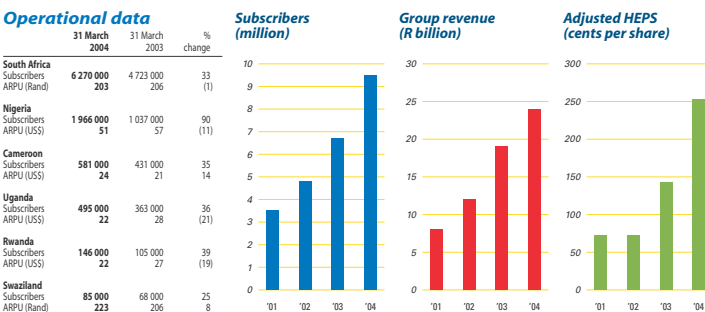
* Earnings per share ** Capable and active subscribers

↑ 23%

↑ 94%

↑ 77%

↑ 42%



Consolidated income statement

	Year ended 31 March 2004 Audited Rm	Year ended 31 March 2003 Audited* Rm	% change
Revenue	23 871	19 405	23
Cost of sales	(9 659)	(8 321)	
Gross profit	14 212	11 084	28
Operating expenses – net of other operating income	(8 204)	(7 347)	
Profit from operations	6 008	3 737	61
Finance income	144	129	
Finance costs	(748)	(957)	
Share of profits of associates	9	–	
Profit before taxation	5 413	2 910	86
Income tax expense	(1 101)	(687)	
Profit after taxation (PAT)	4 312	2 223	94
Minority interest	(612)	(289)	
Net profit	3 700	1 934	91
Calculations of headline earnings			
Net profit	3 700	1 934	91
Goodwill amortisation	599	596	
Gain on disposal of 20% shareholding in MTN Cameroon	–	(91)	
Impairment (reversed)/raised against loan arising on disposal of MTN Cameroon to reflect net asset value	(9)	49	
Loss on disposal of 4.5% share in Nigeria	72	–	
Basic headline earnings	4 362	2 488	75
Adjustment: Reversal of deferred tax asset (see note 11)	(174)	(128)	
Adjusted headline earnings	4 188	2 360	77
Reconciliation of headline earnings per ordinary share (cents)			
Attributable earnings per share (cents)	223.6	117.4	90
Effect of goodwill amortisation	36.2	36.2	
Effect of disposal of stake in MTN Cameroon	(0.5)	(2.5)	
Effect of loss on disposal of 4.5% share in MTN Nigeria	4.4	–	
Basic headline earnings per share (cents)	263.7	151.1	75
Adjustment: Effect of reversal of deferred tax asset (see note 11)	(10.6)	(7.8)	
Adjusted headline earnings per share (cents)	253.1	143.3	77
Contribution to adjusted basic headline earnings per ordinary share (cents)			
South Africa	135.8	88.9	53
Rest of Africa	117.3	54.4	116
	253.1	143.3	77
Number of ordinary shares in issue: – Weighted average (000)	1 654 380	1 646 933	
– At period end (000)	1 657 724	1 649 959	

* Restated for the consolidation of share trusts

Summarised consolidated balance sheet

	Year ended 31 March 2004 Audited Rm	Year ended 31 March 2003 Audited* Rm
ASSETS		
Non-current assets	23 357	22 854
Property, plant and equipment	11 042	9 374
Goodwill	9 753	10 298
Intangible assets	1 646	2 263
Investments and loans	560	746
Deferred tax assets	356	173
Current assets	8 643	5 303
Cash at bank and on hand	3 648	1 551
Securitized cash deposits**	1 688	586
Other current assets	3 307	3 166
Total assets	32 000	28 157
EQUITY AND LIABILITIES		
Shareholders' equity		
Share capital and reserves	19 948	17 056
Minority interests	1 418	882
Non-current liabilities	4 376	4 056
Borrowings	3 710	3 249
Deferred tax liabilities	666	807
Current liabilities	6 358	6 163
Non-interest-bearing liabilities	5 919	4 563
Interest-bearing liabilities	439	1 600
Total equity and liabilities	32 000	28 157
Net asset value per ordinary share (rand)		
Book value	11.97	10.34
Net cash (debt)/equity	0.06	(0.15)
Net cash (debt)/equity (excluding goodwill)	0.10	(0.35)

** Restated for the consolidation of share trusts

** These monies are placed on deposit with banks in Nigeria to secure letters of credit

Summarised consolidated cash flow statement

	Year ended 31 March 2004 Audited Rm	Year ended 31 March 2003 Audited* Rm
Cash inflows from operating activities	8 597	5 393
Cash outflows from investing activities	(4 898)	(4 391)
Cash inflows from financing activities	233	187
Net movement in cash and cash equivalents	3 932	1 189
Cash and cash equivalents at beginning of year	1 931	1 234
Foreign entities translation adjustment	(632)	(492)
Cash and cash equivalents at end of year	5 231	1 931

* Restated for the consolidation of share trusts

Summarised group statement of changes in shareholders' equity

	Year ended 31 March 2004 Audited Rm	Year ended 31 March 2003 Audited* Rm
Opening balance at 1 April	17 056	15 916
Effect of adoption of AC133	(15)	–
Effect of consolidation of share trusts	–	(12)
Restated opening balance at 1 April	17 041	15 904
Net profit	3 700	1 934
Issue of share capital	95	148
Currency translation differences	(988)	(930)
	19 848	17 056
EBITDA		
South Africa	4 522	3 375
Rest of Africa	4 461	2 842
	8 983	6 217
PAT		
South Africa	2 244	1 461
Rest of Africa	2 664	1 355
Corporate head office (goodwill)	(596)	(593)
	4 312	2 223

* Restated for the consolidation of share trusts

Notes

- 1. Basis of accounting**
These condensed consolidated preliminary results have been prepared in accordance with South African Statements of Generally Accepted Accounting Practice (GAAP) and Schedule A of the South African Companies Act (Act No 61 of 1973). The accounting policies are consistent with those used in the annual financial statements for the year ended 31 March 2003, except for the adoption of AC133 "Financial Instruments – recognition and measurement". In addition, in order to comply with the directive issued by the JSE Securities Exchange South Africa on 16 February 2004, the Group results include the effects of consolidating the MTN Staff Incentive Scheme and the MTN Group Share Trust. The 2003 comparatives have been appropriately restated.
- 2. Comparatives**
Where necessary, comparative figures have been adjusted to conform with changes in presentation in the current year.
- 3. Headline earnings per ordinary share**
The calculation of basic and adjusted headline earnings per ordinary share are based on basic headline earnings of R4 362 million (2003: R2 488 million), adjusted headline earnings of R4 188 million (2003: R2 360 million) and attributable earnings of R3 700 million (2003: R1 934 million) respectively, and a weighted average of 1 654 380 321 (2003: 1 646 933) ordinary shares in issue. Divided earnings per ordinary share, in respect of debentures and options convertible into ordinary shares, have not been disclosed as the potential dilution is not considered to be material.
- 4. Independent audit by the auditors**
These condensed consolidated preliminary results have been audited by our joint auditors PricewaterhouseCoopers Inc. and Sizwehlalaba var inc, who have performed their audit in accordance with Statements of South African Auditing Standards.
A copy of their unqualified audit report is available for inspection at the registered office of the Company.
- 5. Listing requirements**
This preliminary announcement has been prepared in compliance with the Listings Requirements of the JSE Securities Exchange South Africa.

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