The Board of Directors have proposed a final dividend of KShs 0.62 per ordinary share amounting to KShs 295.69Bn Year on Year (YoY) in FY23, backed by M-PESA, Mobile Data and Fixed Data growth. Overall Group customers grew 5.2% YoY to 45.89Mn.

We have produced yet another solid set of results demonstrating the strong commitment to delivering value for our stakeholders including employees, customers, shareholders and the community. Our relentless focus on innovation, digitalisation, and customer satisfaction has drive solid growth across key business segments and sustained our position as industry leaders.

We are committed to continue investing in our network infrastructure, broadening our product range, and leveraging emerging technologies to enhance our participation in the digital ecosystem. We will continue to focus on our sustainable business and social responsibility agenda focused on enhancing digital inclusion, healthcare, economic empowerment, the environment and reducing our carbon footprint.

Peter Ndegwa
Chief Executive Officer

We thank our customers, shareholders and partners for their support. In addition, I am grateful to the Safaricom team, led by the CEO Peter Ndegwa, for their dedication and hard work that led to another successful year. The Board is fully committed to supporting management as they execute the strategy plan and deliver consistent return to our investors.

Adil Khawaja (MBS)
Chairman
KENYA BUSINESS | Strong Execution in a Challenging Macro Environment

### New Growth Areas

- **+102.8% YoY**
  - IoT & Cloud revenue adding KShs 1.8Bn in revenue
  - +48.8% YoY
  - Content revenue, KShs 0.7Bn
- **Successful Ethiopia launch**
  - 2.1 Mn 3-Month Active Customers
  - +7.4Mn Super App Downloads
  - KShs 6.7Bn generated via the App

### Market Share*

- 65.6% Overall Subscriber share
- 65.9% Voice Traffic
- 89.2% SMS Share
- 46.1% Fixed Data (1 out of 10 providers)
- 65.0% Data share

### Customer**

- #1 Brand love
- 78% Network satisfaction score
- 60% Data Net satisfaction score
- 40% CVM penetration
- 89% Fraud prevention

### Network

- Coverage: 2G/3G/4G: 97%
- 5G Sites (205 sites in 23 of 47 counties)
- Over 14,000 Km of Metro fiber rolled out in all 47 counties, 75% of sites on fiber
- M-PESA: 2,600 Transactions Per Second capacity
- 2.3Mn 4G devices added to our network in FY23
- Upgraded 23% of all our sites to solar

### FY23 Safaricom Kenya Performance

- **Service Revenue**
  - KShs 295.28Bn
  - +5.0% YoY
- **EBIT**
  - KShs 116.38Bn
  - +1.8% YoY
- **Profit after tax**
  - KShs 74.58Bn
  - +3.0% YoY
- **One month active customers**
  - 33.11Mn
  - +0.9% YoY

### CAPEX Spend in FY23

- **Kenya**
  - KShs 46Bn
- **Ethiopia**
  - KShs 32Bn
- **Group**
  - KShs 78Bn

### Ethiopia | Transforming Lives for a Digital Future

- **3.0Mn**
  - Gross Adds
- **Population Coverage**
  - 22%
- **22 Cities covered**
- **114**
  - Distributor shops
  - 44k Points of sale
- **24**
  - Distributor business partners
- **43.7k**
  - Point of Sale
- **1,272**
  - Network Sites
  - 397 Collocated, 875 Own built
- **Fastest Data network in Ethiopia**
- **909**
  - Permanent Employees
  - 81% Ethiopians & 19% Expats
- **Social Outreach**
  - Created 4,610 Indirect jobs
  - Community engagements

### Educational Programs

- **Literacy & Numeracy / TVET / Capacity building training programmes**
- Direct Impact 3Mn Indirect impact 15Mn

### Health

- **Maternal Newborn and Child Health / Non-communicable Diseases programme**
- Impacting 10Mn Lives

### Economic Empowerment

- **of young people, through integrated conservation, livelihoods and water programmes**
- Impacting 16Mn lives

### Financial Inclusion

- **at 84%* in Kenya with M-PESA directly impacting 32.6Mn lives & +3Mn businesses**
- +3Mn businesses

### Connectivity

- **97% 4G population coverage**
- 20.3Mn Smartphones on our Network +10.0% YoY

### Planet

- 1.3Mn trees grown impacting 12k direct and indirect livelihoods
- Targeting 5Mn trees by 2025 to offset 26% of our carbon emissions

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