



MANAGING DIRECTOR'S OVERVIEW



Miguel Gerales
Managing Director

Despite an extremely challenging year in the Namibian economy, MTC has continued to outperform its target by achieving an increase of 3.2% in revenue, compared to the 2% increase in 2015, surpassing the N\$2.2 billion in revenue of 2015. This positive financial performance is attributed to a well - executed strategy that focused on data, new and innovative products and excellent cost management.

Revenues Up
3.2%

MTC has committed N\$1 billion towards rolling out connectivity in rural Namibia. To ensure that people in rural areas are able to connect, we provided highly subsidised smartphones making them available at N\$399 per handset. The oSmartPhona roadshow is continuous and we will be rolling out over 15,000 smartphones countrywide. We have already seen a positive uptake of data in the areas where we already rolled out these phones which demonstrates that people in rural areas will make use of opportunities if included in the digital age.

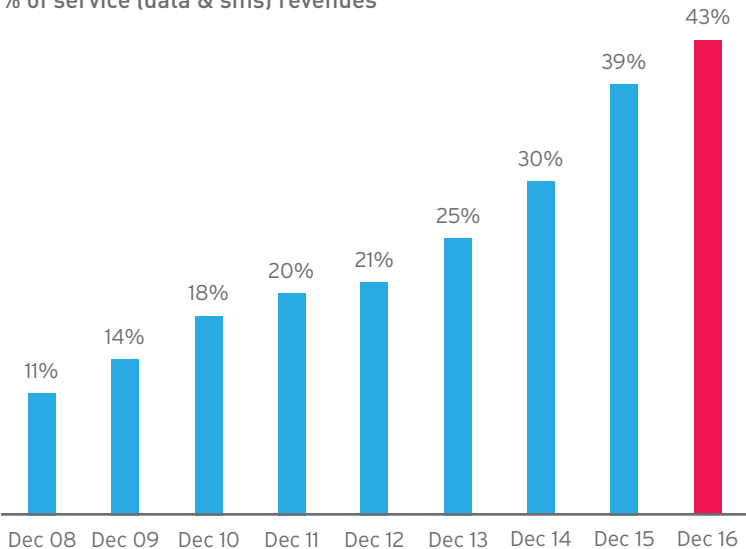
Data remains our key focus, and we increased our total number of customers using data from 45% in 2015 to 62% in 2016 which represents a 17% increase. The increase is attributed to realisation of our aggressive strategy by investing in network infrastructure which is on par with the most developed countries. Encompassing an investment into the submarine cable WACS, a national fiber backbone transmission countrywide with redundancy through SA, and a very wide 3G and 4G network covering all main cities of Namibia. Furthermore introducing innovative data products in the market as part of our offer.

Data Customers
62%

MTC reached another important milestone by becoming the first operator in Africa to trial the new 4.5G technology. The event officiated by His Excellency, The President Dr. Hage Geingob was successful, showing tremendous speeds of 1 Gigabit per second.

We have seen a continued demand in the uptake of data, as MTC continues to offer affordable data with adequate capacity. We have thus seen an increase in our data traffic from 39% in 2015 to 43% in 2016.

Data Revenues
% of service (data & sms) revenues



We remain committed to becoming a partner of choice and providing only the best technologies that improve lives in line with our vision.