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## MTN Launches Nigeria's First Nationwide VoLTE Call Service

By Our Correspondents

231 words

15 April 2022

Daily Independent

DALYIG

English

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One of the leading technology company MTN Nigeria has launched Voice over Long-Term Evolution (VoLTE) call service, in line with its commitment to providing access to the best communications technology and improving overall customer experience.

The service, also referred to as HD (high definition) calls, provides customers who own compatible **devices** with superior natural-sounding voice quality, reduced background noise and faster call **connectivity**.

Adia Sowho ,the Chief Marketing Officer of MTN Nigeria, excited about the new service, said: "With VoLTE, MTN Nigeria continues to enhance Nigerian lives with innovative technology. VoLTE is free to access today at your rates, from VoLTE-enabled smartphone so you can call and surf at the same time with no interruptions ever again. We move!"

The MTN VoLTE call service will be charged at regular call rates. It will be available to all customers with VoLTE-enabled devices such as Tecno Phantom X, Infinix Zero X and Infinix Zero X Pro smartphones. Other device models from Samsung, Nokia, Apple, Tecno, etc. will be supported soon.

To enjoy the service, customers only need to do three (3) things: check that they have a 4G USIM; check that they are within a 4G coverage area by texting 4G to 131, and update their VoLTE smartphone to the latest software version and restart the phone.

Document DALYIG0020220415ei4f000bm

## MTN launches Nigeria's first nationwide VoLTE call service

252 words

14 April 2022

The Guardian

AIWGUA

English

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MTN Nigeria has launched a voice over long-term evolution (VoLTE) call service in line with its commitment to providing access to the best communications technology and improving the overall customer experience.

The service also referred to as high definition (HD) calls provides customers who own compatible **devices** with superior natural-sounding voice quality, reduces background noise and increases the speed of call **connectivity**.

Speaking about the new service, the Chief Marketing Officer of MTN Nigeria, Adia Sowho, said: "With VoLTE, MTN Nigeria continues to enhance Nigerian lives with innovative technology. VoLTE is free to access today at your rates from a VoLTE-enabled smartphone so you can call and surf at the same time with no interruptions ever again."

The MTN VoLTE call service will be charged at regular call rates. It will be available to all customers with VoLTE-enabled devices such as Tecno Phantom X, Infinix Zero X and Infinix Zero X Pro smartphones. Other device models from Samsung, Nokia, Apple and Tecno will be supported soon.

To enjoy the service, customers only need to do three things – check that they have a 4G USIM; check that they are within a 4G coverage area by texting 4G to 131 and update their VoLTE smartphone to the latest software version.

Customers without a 4G USIM could schedule an appointment by visiting <https://scheduler.mtnonline.com/qwebbook>.

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Document AIWGUA0020220415ei4e0000s



## **MTN Cameroon to support Camtel service with national roaming agreement**

81 words

14 April 2022

Telecompaper Africa

TELAFR

English

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MTN Cameroon and Cameroon Telecommunications (Camtel) have signed a national network roaming agreement, which will expand Camtel's 2G, 3G and 4G coverage. MTN Group president and CEO Ralph Mupita said the deal with state-owned Camtel is a significant development. Camtel's subscribers will benefit from access to MTN's existing network **infrastructure**, which covers 97 percent of population with 2G, 90 percent with 3G and 70 percent with 4G

Document TELAFR0020220414ei4e000b5



## MTN Nigeria launches VoLTE call service

98 words

14 April 2022

Telecompaper Africa

TELAFR

English

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MTN Nigeria has launched Voice over Long-Term Evolution (VoLTE) call services in the country. The service, also referred to as HD calls, provides customers with compatible **devices** superior natural-sounding voice quality, reduced background noise and faster call **connectivity**.

The MTN VoLTE call service will be charged at regular call rates. It will be available to all customers with VoLTE-enabled **devices** such as Tecno Phantom X, Infinix Zero X and Infinix Zero X Pro smartphones. Other device models from Samsung, Nokia, Apple and Tecno, among others, will be supported soon.

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## MTN launches Nigeria's first nationwide VoLTE call service

Rapheal

221 words

14 April 2022

The Sun

TSUNE

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MTN Nigeria has launched Voice over Long-Term Evolution (VoLTE) call service, in line with its commitment to providing access to the best communications technology and improving overall customer experience.

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The MTN VoLTE call service will be charged at regular call rates. It will be available to all customers with VoLTE-enabled devices such as Tecno Phantom X, Infinix Zero X and Infinix Zero X Pro smartphones. Other device models from Samsung, Nokia, Apple, Tecno, etc. will be supported soon.

To enjoy the service, customers only need to do three things which include: checking that they have a 4G USIM; checking that they are within a 4G coverage area by texting 4G to 131, and update their VoLTE smartphone to the latest software version and restart the phone.

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## Black & Y'ello: Reviewing MTN's transition to 'Digital Citizen' status

Rapheal

1,451 words

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English

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By Chinenye Anuforo, [chinenye.anuforo@gmail.com](mailto:chinenye.anuforo@gmail.com)

Nigeria, despite being acclaimed as the giant of Africa, would have just been an isolated community bereft of a footbridge without a reliable digital communication structure. Before digital telecommunication companies ventured into the country, the analogue **infrastructure** for communication had become obsolete, fraught with poor services and needing an immediate influx of innovation.

During the administration of President Olusegun Obasanjo, the narrative for communications changed in Nigeria. On May 16, 2001, MTN Nigeria, a part of Africa's leading cellular telecommunications MTN Group, became the first GSM network to make a call in Nigeria after obtaining the license to operate for \$285m. With approval from the Nigerian Communications Commission (NCC), the company launched full commercial operations beginning with three major cities: Lagos, Abuja and Port Harcourt. The company's digital microwave transmission backbone – the 3,400 kilometre Y'elloBahn – was inaugurated by former Obasanjo in January 2003 and it was the most extensive digital microwave transmission infrastructure in all of Africa.

Since the company's inception in Nigeria over 20 years ago, MTN has recorded incredible feats across several areas while propelling itself to heritage status within the country. Its 20th anniversary in Nigeria was followed by a groundbreaking decision to facilitate a total brand refresh, ushering in a new chapter in its storied history. As the company primes subscribers for a new era, we take a look at the unmissable milestones in its eventful stint in Nigeria.

### Securing wider coverage

Following its inception in the country, MTN invested approximately US\$1.8 billion in building modern mobile telecommunications infrastructure in Nigeria for better service. The company became a dominant factor in Nigeria's mobile telecommunications system and its reputation for wide coverage became synonymous with the brand slogan "Everywhere You Go."

Over the years, the company steadily deployed its services across Nigeria, reaching no fewer than 223 cities and towns. More than 10,000 villages and communities and a growing number of highways across the 36 states are connected to the world of telecommunications. With a focus on efficiency and total network coverage, MTN has a 2G, 3G, and 4G population coverage of 89.8%, 82.5% and 70.3%, respectively. The company also boasts over 17,000 base stations; 15 switching centres; over 30,000 km of fibre; over 1 million retail touchpoints, and over 769,500 registered mobile money agents.

### Impact on content distribution

By 2014, MTN became the largest distributor of music in Nigeria through its highly subscribed ringback tones (RBT) popularly known as "caller tunes" (which was launched in 2008 as a revenue stream for the company.) It was at this juncture that the company's evolution – as the necessary digital footbridge to link the people with opportunities – began to manifest.

MTN also developed a music app – MTN Music Plus, for all Android users to help them search and download their favourite songs with ease. This represented a digital solution to the age-long challenge of piracy in Nigeria. While e-distribution had yet to catch on, makeshift city stores were the storehouses for pirated CDs or DVDs which continually denied artists the financial benefits of their intellectual property. But with the advent of digital streaming platforms, Nigerian musicians were and can earn a living from their music through MTN's music-related value-added services.

### Advancing ambition 2025

Indeed, the MTN network evolved from being available to being dependable by enhancing the quality of the service provided to customers. The company recently announced its plan with 'Ambition 2025' – intending to lead digital solutions for Africa's progress. This strategy informed the company's brand refresh, symbolised by a new logo, with the intent to transform the MTN business from a telco to a digital-first company.

While unveiling the new brand logo at the MTN Refresh event recently, the Chief Marketing Officer, MTN Nigeria, Adia Sowho described the new black and yellow logo as 'minimalist.'

"The logo has been simplified so that our identity can sit more comfortably in the spaces we occupy as well as the spaces we share with others. Our platforms will be a lot more engaging and interactive and they'll be asking us some questions. The questions are designed to elicit that energy so that we can go out there and capture the opportunity. We remain an inclusive brand for the young and the old; for city dwellers as well as those who live in the countryside," she declared.

As the company executes its Ambition 2025 strategy by shifting away from being a telco to a pan-African technology company, it embraces its capability as an integrated African digital platform company with this brand refresh to mark a new beginning for Africans.

The most prominent change is in the logomark itself, where the oval is not bound by a square box, no italics, no red underscore while replacing the solid colour of the oval with black MTN font against the yellow background. The new logo is an affirmation that MTN is a digital citizen, open to change, young at heart, inviting, digitally dynamic and progressive.

MTN's march for financial inclusion and equal opportunities

As a company that places a premium on bridging the digital and financial divide, furthering inclusion and advancing the attainment of the United Nations Sustainable Development Goals, to eradicate poverty amongst other imperatives, MTN is a centrifuge of business activities to support governments, communities and customers. Nigeria has the highest proportion of financially excluded adults in sub-Saharan Africa at 36% for men and 24% for women, according to a report by EFINA, a UK government-funded organisation. These figures represented huge stress areas for MTN, and the company used these insights to create financial solutions that would go on to signal its pivot as a "digital citizen" looking to drive Africa's progress.

Since the launch of MTN MoMo four years ago, the service has added over 370,000 agents and doubled active users to over 9.4 million, according to Quartz Africa. The Central Bank of Nigeria recently granted MTN Nigeria approval in principle to operate a Payment Service Bank (PSB), which is expected to accelerate the company's solutions to support the federal government's financial inclusion strategy.

Following its pioneering listing as the first telecommunications company on the Nigerian Stock Exchange, MTN delivered a landmark offer in December 2021 to retail investors with the introduction of the Primary Offer App. Using the digital platform that paves way for investors into the capital market, MTN sold 14% of its shares to drive local participation in the ownership of the company. In the end, the primary offer was oversubscribed by 139%, broadening the shareholder base. MTN thus pioneered a tech-driven revolution in Nigeria's capital market and for the first time, more women investors were recorded in the capital market for the MTN brand.

Gearing Up for Fifth Generation Network (5G)

MTN Nigeria made an audacious move in December 2021, when it secured a 5G license out of the two auctioned by the Nigerian Communications Commission. 5G offers faster data speeds, lower latency and greater capacity than 4G LTE networks. It is one of the fastest technologies the world has seen in recent years and its features translate to quicker downloads and better connectivity, significantly changing how we live, work, interact, and play.

Speaking in an interview on Arise TV's Global Business Report, the MTN Group CEO, Ralph Mupita indicated what the telco will achieve with the spectrum license, "We have often said that the shift from 4G to 5G is as revolutionary as the shift from 2G to 3G. 5G brings us a whole new world of opportunities because of the low latency and applications that will now be able to be captured by businesses such as ourselves. What is exciting for us are the industrial applications that come with 5G, the ability for companies to use high tech in how they run businesses. People talk about web 3.0, the metaverse. 5G enables a lot of that."

In 2021, Nigeria had 108.75 million internet users, according to Statista. The internet penetration amounted to 51.44 per cent of the population in 2021 and is set to reach 59.92 per cent in 2026 – cementing the country's status as a hub for innovation and digital solutions. As such, MTN's transition to a digital citizen could not have been initiated at a better time. The brand is set to provide digital solutions to a country clamouring for digital innovations while harnessing the boundless bottom-line opportunities in Nigeria and indeed Africa.

Document TSUNE00020220413ei4d0008d

Companies

## MTN gets final green light for mobile money bank in Nigeria

Karl Gernetzky and Katharine Child

866 words

12 April 2022

Business Day

MEWBUD

Business Day

10

English

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Country is Africa's biggest market, and MTN's most profitable, generating more than a third of core profit in 2021. Africa's largest mobile operator, MTN, has received final approval from Nigerian regulators for its mobile money **platform**, which will allow it to scale up its fintech services in the continent's biggest market.

This entry into mobile **payments** in Nigeria pits MTN against the third-largest mobile operator in the world, Airtel. The Indian telecommunications firm operates in 14 African countries.

MTN already makes 25% of its revenue in Uganda from its mobile money offering MoMo, and 23% in Ghana.

The Central Bank of Nigeria (CBN) had given approval in principle for MoMo Payment Service Bank in November, with MTN saying on Monday it received a letter approving the start of operations on April 8. The date has to be communicated to the authorities.

Nigeria is the continent's biggest market, and MTN's most profitable, generating more than a third of its core profit in 2021.

The final licence will enable it to offer payment services and receive deposits — an opportunity it has been awaiting years for — as it looks to provide services for many Africans who lack traditional bank accounts.

SA's two leading telecoms operators, Vodacom and MTN, continue to diversify into digital payments, insurance and shopping apps in a bid to tap the unbanked potential on the continent. The diversification comes as the popularity of voice calls declines and as data prices — and therefore profits — drop.

"We are grateful to the CBN for granting the final approval to commence the operations of MoMo Payment Service Bank, which is an important milestone for our Ambition 2025 strategy," MTN president and CEO Ralph Mupita said in a statement.

"We are excited about the opportunity for MTN Nigeria to support the CBN and the Federal Republic of Nigeria in fulfilling the agenda of driving financial inclusion in Nigeria," he said.

MTN has reported that its active MoMo users rose more than a fifth to 56.8-million in its year to end-December, while the value of transactions rose more than half to \$239.4bn (R3.5-trillion).

Mobile money was popularised by M-Pesa, a payment system launched in Kenya in 2002 by Safari.com, allowing people to make payments, send cash and receive it through a text message. It was developed after Kenyans were buying and selling airtime to store cash, as banks were far away from where they live.

Mobile money revolutionised payments in Kenya and more than 96% of that country's households now use M-Pesa, in part owned by Vodacom — while 51-million users in seven other countries use it. Mobile money has been an effective way to bring millions of people who do not have bank accounts into formal financial services markets.

The GSMA state of mobile money 2021 report says in sub-Saharan Africa there are 590-million mobile money accounts with transactions in the region in 2020 amounting to \$490bn.

It is in this context that MTN has tried for years to gain a licence to enter the Nigerian mobile money market. Bloomberg has reported that a third of MTN Group's income could come from mobile money.

In afternoon trade on Monday, MTN's shares were up 1.75% to R181.79 but have fallen about 10% over the past month, coming under some pressure from new SIM card registration rules in Nigeria.

Nigerian authorities have required operators to restrict outgoing calls for those whose SIMs are not linked to their national identity numbers, with MTN saying last week a third of its subscribers had not yet submitted their details.

Senior market analyst from IG Shaun Murison said MTN has been downplaying the negative effect that suspending 19-million mobile numbers in Nigeria would have on group revenue.

"The company's share price has since recovered a good portion of the losses attributed to the Nigerian regulatory announcement, suggesting that the market does in part believe the MTN group's guidance on the matter."

Murison said the mobile money licence in its largest jurisdiction as measured by revenue "will help boost some short-term sentiment and boost the share price. MTN's digital and fintech initiatives are certainly fast growing and future areas for diversification and growth for the group."

Murison added that "data and voice do however still make up by far the largest proportion of revenue for MTN as it does for its competitors."

SA's third-largest cellphone operator, Telkom is not diversifying into fintech, leaving it reliant on data and voice revenue, even as call volumes, data prices and profits drop. As MTN and Vodacom have success in mobile payment and loan systems, some investors worry Telkom is being left behind.

However, tech analyst Arthur Goldstuck said Telkom could not be behind if it chose not to enter the market. Telkom has other advantages such as its internet fibre business and its TelkomCloud storage division.

56.8-million

the number of active users of MTN's MoMo mobile money payment service

Picture: DOROTHY KGOSI

Document MEWBUD0020220412ei4c00031

## **Eurobites: Biblical storms hit MTN's service in South Africa**

Paul Rainford

489 words

12 April 2022

Light Reading

LITEREAD

English

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Also in today's EMEA regional roundup: Sky launches social broadband tariff; T-Systems boss gets another five years; "click-to-dial vultures" slammed.

\* MTN's services in KwaZulu-Natal, South Africa have been hit by the heavy rains and subsequent flooding in the region, which have caused widespread **infrastructure** damage and power outages at more than 500 MTN sites. Gaining access to the damaged sites is a major problem, as many roads are damaged and impassable, while battery power backup at many of the sites has already been depleted. And the region is not out of the woods yet - further storms are predicted.

\* And away from the biblical weather, MTN has received approval from the Central Bank of Nigeria to run its MoMo mobile money service in the country.

\* Sky, the UK-based purveyor of pay-TV and more, has fallen into line with BT, Virgin Media O2 and others and agreed to offer a "social broadband tariff" for households in receipt of Universal Credit welfare payments. The Sky Broadband Basics tariff, which costs GB pound 20 (US\$26) a month for 18 months, is only available to existing Sky broadband customers, though Sky is offering a similar product to non-Sky broadband customers through its Now brand.

\* The CEO of Deutsche Telekom's T-Systems IT subsidiary, Adel Al-Saleh, has had his contract extended for a further five years. His contract for the second term begins in 2023 and runs until 2027.

\* Which?, the UK consumer organization, has aimed both barrels at "click-to-dial vultures" who duped customers searching for the helplines of either Sky, BT or TalkTalk on Google into hooking up with a relatively unknown Cypriot broadband firm instead. The firm in question, Supanet, has proved to be not that super after all, says Which?, attracting complaints from customers, some of whom have been hit with extortionate cancellation fees and threatened with debt collectors when they tried to leave. Google has now removed the offending (and misleading) adverts.

\* UK towers company Arqiva has appointed Katrina Dick as its chief legal officer. Dick, an Aussie, has worked for several companies in the communications, media and broadcasting sectors, Virgin Media and UKTV among them.

\* Axian Telecom, which last week [closed the acquisition](#) of Millicom's operations in Tanzania and Zanzibar, says it intends significant investment in Tanzania over the next five years, with 4G forming the backbone of plans to provide customers with improved network coverage.

\* UK altnet CityFibre has begun its fiber rollout in the town of Luton, part of a GB pound 45 million (\$58.5 million) project that also takes in neighboring Dunstable. Instalcom will be doing the actual digging. Vodafone, TalkTalk and Zen have already signed up to sell their broadband services over the completed network.

- Paul Rainford, Assistant Editor, Europe, [Light Reading](#)

p.rainford@yahoo.co.uk

Document LITEREAD20220412ei4c0002x



## **EMERGE GAMING LIMITED; MTN Arena surpasses 1 million subscribers in South Africa**

310 words

11 April 2022

ASX ComNews (Text version of ASX Company Announcements) (Australia)

ASXTEX

English

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ASX: EML | ABN 31 004 766 376

### ASX RELEASE

11 April 2022

MTN Arena surpasses 1 million subscribers in South Africa

#### Highlights:

- MTN Arena surpasses 1 million new subscribers since launch in July 2020
- New platform subscribers increased by average of ~96,000 per month for the past 3 months
- Emerge has acquired ~3% of MTN South Africa's 33 million mobile subscribers
- Emerge and MTN continue marketing activities in South Africa driving user acquisition
- Emerge continues engagement with other countries in the MTN Group to expand MTN Arena

Emerge Gaming Limited (ASX: EML) ("Emerge" or the "Company"), is pleased to advise that it has surpassed 1 million new subscribers on its MTN Arena platform operated in South Africa.

#### MTN Arena Performance

Since launch, MTN Arena has acquired more than 1 million new subscribers that represents ~3% of MTN South Africa's ~33 million mobile subscribers. Currently more than 360,000 subscriptions are active (i.e. are billable).

New subscribers on the platform over the past 3 month increased at an average of ~96,000 per month.

This performance demonstrates that there is strong user demand for the MTN Arena offering.

#### Marketing Campaigns

MTN continues to invest into marketing the MTN Arena platform in South Africa beyond its contractual obligations.

In Emerge's 2022 financial year to date, MTN has committed to accelerate marketing of the MTN Arena platform with a further ±A\$500,000 in marketing spend over the 3-month period of Feb to April 2022 including sponsored prize pools, automated voice message re-engagement campaigns, short message

service re-engagement campaigns, themed engagement campaigns, branded engagement campaigns,  
social marketing campaigns, MTN channel marketing, outdoor advertising and MTN  
in store marketing.

The objective of the MTN funded marketing campaigns is to accelerate growth in  
new ...

[Original Document](#)

[Text Document](#)

Document ASXTEX0020220411ei4b002p9



## **Showmax runs payment and data deal with MTN Nigeria as it launches 'Real Housewives of Lagos'**

138 words

8 April 2022

Telecompaper Africa

TELAFR

English

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Showmax has partnered with MTN Nigeria to enable viewers to pay for their Showmax subscription, receive data and watch on the streaming **platform**, as it prepared to start airing "The Real Housewives of Lagos" (RHOLagos). From 08 April, MTN customers can use the MTN app to pay for a 30-day Showmax Mobile or Showmax Pro Mobile subscription using their airtime, and receive data at a discount.

According to Aisha Umar Mumuni, the acting Chief Digital Officer of MTN Nigeria, the purpose is provide the "best entertainment at a reasonable price". RHOLagos will feature Carolyna Hutchings, Laura Ikeji-Kanu, Chioma Ikokwu, Toyin Lawani-Adebayo, Iyabo Ojo and Mariam Timmer, and is the first Nigerian adaptation of the international franchise by NBCUniversal Formats.

Document TELAFR0020220408ei4800004



**MTN joins partnership to curb online child sexual abuse**

206 words

7 April 2022

Telecompaper Africa

TELAFR

English

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MTN Group has joined forces with the Internet Watch Foundation (IWF), Meta, International Centre for Missing and Exploited Children (ICMEC) and Child Helpline International, with support from the United Nations Office on Drugs and Crime (UNODC). They are launch the Help Children be Children campaign and the Child Safety Online Africa Portal.

The partners aim to increase public awareness of the impact of child sexual abuse material and help prevent its spread in target countries on the African continent. The campaign will help to train law enforcement and child helplines in target countries, and hold talks with policymakers and stakeholders.

MTN has funded the development of the Child Safety Online Africa Portal and awareness campaign in partnership with the IWF. The portal provides internet users with a function to report any record of child sexual abuse material online in Africa. Photos and videos will be assessed by IWF's experienced analysts and removed from the internet if confirmed to be child sexual abuse. Twenty-three 23 countries in Africa have already developed their own portal or hotline, but the Child Safety Online Africa Portal will be accessible in countries where there is not yet a reporting mechanism.

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Document TELAFR0020220407ei47000dx



## Itel, MTN Launch P17 Series Smartphone

Our Reporter

The Observer

474 words

7 April 2022

10:51

AllAfrica

AFNWS

English

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itel and MTN Uganda have jointly launched the itel P17 series following the recently launched **partnership** between the two companies.

The itel P17 and P17 Pro are the latest addition to the itel range of smartphones. Both phones have an impressive 5.5" screen and a long-lasting battery, whose single charge can last up to 3 days. The itel P17 which comes with 2GB RAM and 16GB ROM retails at Shs 235,000 while the P17 Pro which features 2GB RAM and 32GB ROM will roll out into the market soon.

Based on the ongoing partnership between MTN Uganda and itel, MTN will provide a free 3GB monthly data bundle for the P17 devices which will latch onto the MTN network, for three months.

In addition to the 3GB, all devices will enjoy 100% data bonus on every data bundle purchased for the first 3 months on the MTN network. The same offer applies to the rest of the itel devices currently on the market.

While speaking at the itel P17 launch press conference held at the MTN headquarters in Kampala, Thurraya Nakayima, itel Uganda's executive trainer said that the partnership has enhanced the value of itel's smartphones by making access to the internet more affordable and exciting.

"The itel P17 and P17 Pro are designed with close attention to our consumers' needs. These phones, equipped with very durable battery lives, impressive features and attractive data offers from our partner will surely be appreciated by any consumer out there who needs a great smartphone at a friendly price." said Thurraya.

Somdev Sen, MTN Uganda's chief marketing officer noted that this partnership further demonstrates MTN's commitment to championing digital inclusion.

"Our partnership with itel is showing great results. We recently launched the itel A58 which is doing well on the market and today, we are unveiling two more series of the itel P17. With such a diversity of itel smartphones on the market, we believe there is something for everyone. And what is even better is that all these itel devices come with attractive MTN data offers that enable customers to do more with their itel smartphones," Somdev said.

itel, a leading mobile phone brand committed to providing budget-friendly yet high-quality entry-level devices partnered with Uganda's telecom giant, MTN, early this year in February to accelerate smartphone penetration. In this strategic partnership, itel provides affordable smartphones while MTN avails its best-in-class internet data offers with a common goal of bringing more Ugandans online.

This is but one of the many customer-centred device partnerships that MTN has undertaken to enable smartphone penetration and digital inclusion with a vision of delivering a bold new digital world to all its customers.

This is a sponsored article

Document AFNWS00020220407ei47000xi

## **MTN Group gets credit rating outlook upgrade at Moody's**

168 words

7 April 2022

Telecompaper Africa

TELAFR

English

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MTN Group welcomed an upgrade to its credit rating outlook at Moody's, to 'stable' from 'negative', in line with the rerating of the South African sovereign and to reflect MTN's strong financial performance and reduced leverage. MTN Group CEO Ralph Mupita said as a company domiciled in and with strong credit linkages to South Africa, MTN credit rating has benefited from Moody's decision to upgrade the sovereign's outlook to stable from negative. In addition, the company said it was particularly encouraged that work to deleverage the business faster and strong financial performance have also been recognised by Moody's.

In March, MTN Group's 2021 results showed an improvement in the holding company leverage to 1.0x from 2.2x in 2020 as net debt reduced to ZAR 30.1 billion from ZAR 43.3 billion. In October 2021, S&P upgraded the group's standalone credit rating to **investment** grade for the first time in five years.

Document TELAFR0020220407ei4700001

### 370 under graduates bags scholarship from MTN foundation

Cyril

451 words

6 April 2022

The Sun

TSUNE

English

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From George Onyejiuwa, OwerriThe Mobile Telecommunications giant , MTN in continuation of its financial support to indigent under graduates studying in the Nigeria public tertiary institutions has awarded scholarships worth two hundred thousand a year to 370 students through its foundation.The foundation also inducted 348 graduates who had completed their **education** through the financial support as MTN foundation Alumni.Speaking at the award ceremony held in Owerri , the Imo state capital on Wednesday, Director of the Foundation, Mr.

Denis Okoro disclosed that beneficiaries of the MTN foundation scholarship for 2021/ 2022 is strictly based on merit as the awardees have fulfilled the the minimum requirements for the scholarship award.He disclosed that the MTN foundation has spent N3 Billion in the past eleven years to see through 4,212 under graduates through the tertiary institutions .” In the past eleven year the Foundation has provided financial support for brilliant but indigent students in Nigeria public tertiary institutions to enable them finish tops in their studies . Our scholarship is different from a bursary . MTN is a company that strives for excellence and the beneficiaries are also chosen because they are striving for excellence. So, the Foundation is there to assist them reach their goals.”Continuing , today awardees knows that for them to continue to enjoy this 200,000 yearly scholarship they must maintain a certain CGPA of at least 3.5 in their course of study and this is to motivate them to aspire to the best. Besides, financial support MTN scholars are also trained in other skills to equip them for the future. “Okoro further revealed that 4,571 youths have so far benefited from the Foundation’s scholarship with 605 visually impaired youths amongst the beneficiaries.He therefore tasked this year’s beneficiaries not to relent or rest on their oars but to seize this golden opportunity .Also, South East Regional Manager of MTN , Mr. Innocent Entonu congratulated the beneficiaries as they made it out of the 50,000 applicants and reminded them that the company is noted for excellence and that they must always bear that in mind.” I must congratulate the 370 of you as beneficiaries of MTN foundation scholarship it is not easy to emerge out of 50,000 applicants and we expect you to continue aspire for best. Once you graduate you will be inducted in the MTN foundation as an Alumni member like we have just done today.”Present at the award ceremony are Prof Peter Akah , Vice Chancellor of the Imo state University, Prof Charles Esimone, Vice Chancellor of Nnamdi Azikiwe University, Awka, Hon.Eric Uwakwe, Special Assistant ( Youths Affairs ) to Imo state governor amongst others .

Document TSUNE00020220406ei46000s0

## South Africa: MTN investing ZAR820mn into network, **infrastructure**, Limpopo & Mpumalanga to benefit

Athenkosi Baliso

341 words

6 April 2022

18:13

bne IntelliNews

BNEINT

English

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Telecommunications giant MTN South Africa is ramping up **investment** to modernise existing and deploy new network **infrastructure** across Limpopo and Mpumalanga provinces, [IT News Africa reports](#). Ultra-rural villages such as Mtiti and Ga Marishane are to benefit from the **investment**.

The ZAR820mn (\$56.4mn) **investment** will go towards MTN's "Modernisation of Network South Africa project" (MONZA) as well as expanded rural reach, 5G expansion and restoration of vandalised network **infrastructure**.

"Our aim is to significantly enhance access and open the door to new digital opportunities for many more people across the province. Our investment is specifically targeted at increasing network coverage, improving throughputs, and connecting the previously unconnected," said Kagiso Moncho, General Manager: Northern Region from MTN South Africa.

The MONZA rollout in the Limpopo and Mpumalanga two provinces is to include the improvement and modernisation of 230 sites, 76 new site builds to add to the existing 1,850 plus the extension of MTN's 5G connectivity which includes rolling out 58 new sites in 2022 to add to the existing 53.

Another major highlight of the expansion drive will be rural connectivity to help close the digital access gaps in South Africa, according to IT News Africa.

A report by [GSM Associations 2021 Mobile Economy](#) suggests that in Sub-Saharan Africa, more than 700mn people remain offline and at risk of exclusion from the emerging digital economy.

"We have extensive plans to drive growth and connectivity solutions into under-served areas, including Mtiti and Ga Marishane village in Jan Furse. With unemployment in South Africa reaching new peaks, it is critical to focus on harnessing digital solutions to drive the recovery, especially in those areas that were hardest hit," Moncho adds.

According to MTN, big targets are on the cards for Limpopo and Mpumalanga.

The telecommunications giant says that every completed project, success achieved against battery theft, ensures their clients can take one step forward and benefit from the modern and connected world.

Document BNEINT0020220406ei460038p

**itel launches P17 and P17 Pro in partnership with MTN Uganda.**

479 words

6 April 2022

New Vision

NEWVEN

English

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Tuesday 5th April 2022- Kampala, Uganda: itel and MTN Uganda have jointly launched the itel P17 series today following the recently launched partnership between the two companies.

The itel P17 and P17 Pro are the latest addition to the itel range of smartphones. ;Both phones have an impressive 5.5" screen and a long-lasting battery, whose single charge can last up to 3 days. The itel P17 which comes with 2GB RAM and 16GB ROM retails at Ugx.235,000/= while the P17 Pro which features 2GB RAM and 32GB ROM will roll out into the market soon.

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"The itel P17 and P17 Pro are designed with close attention to our consumers' needs. These phones, equipped with very durable battery lives, impressive features and attractive data offers from our partner will surely be appreciated by any consumer out there who needs a great smartphone at a friendly price." Said Ms. Thurraya.

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itel, a leading mobile phone brand committed to providing budget-friendly yet high-quality entry-level devices partnered with Uganda's Telecom giant, MTN, early this year in February to accelerate smartphone penetration. In this strategic partnership, itel provides affordable smartphones while MTN avails its best-in-class internet data offers with a common goal of bringing more Ugandans online.

This is but one of the many customer-centred device partnerships that MTN has undertaken to enable smartphone penetration and digital inclusion with a vision of delivering a bold new digital world to all its customers.

Document NEWVEN0020220406ei46001gt

## Tekedia Institute Unveils Mini-MBA Programme for Professionals

By Kayode Ajiboye

338 words

3 April 2022

Daily Independent

DALYIG

English

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LAGOS – Boston-based business school, Tekedia Institute, has announced the launch of its virtual professional Mini-MBA programme for young professionals and business leaders. This is in a bid to better equip participants with an in-depth knowledge of core business principles, problem-solving capabilities, analytical competencies, and contemporary business models that are needed to thrive within the 21st-century business **ecosystem**.

The Tekedia Mini-MBA Programme is a virtual 12-weeks innovative management programme that is designed to provide practical training on business growth, optimization, and execution. It is on this backdrop that faculty members have been selected from global organisations like Microsoft, Shell, Flutterwave, Nigerian Breweries, Jobberman, Coca Cola, Deloitte, Schlumberger, Mastercard, Access Bank, AXA Mansard, KPMG, MTN Nigeria, amongst others to provide contemporary insights into global best business practices.

Commenting on the importance of the Mini-MBA programme, Prof. Ndubuisi Ekekwe, the Lead Faculty of Tekedia Institute, noted that the programme is poised to equip professionals, including business owners, with the contemporary skills that will guarantee both professional and business growth.

“The Tekedia Mini-MBA is an innovative programme that is designed to strategically position young professionals, as future leaders within their respective areas of expertise while also equipping business owners with the contemporary skills needed to upscale both their business operations and execution strategies.

“The programme is structured in flexible ways to enable professionals to deliver transformational impacts for both the organisations they work for and the society they live in. We are confident that Tekedia Mini MBA will produce a new crop of business-driven individuals that will become respected thought leaders in no distant time,” he said.

Tekedia Institute is a US-based academic establishment that offers advanced academic programmes on business and leadership to various parts of the world through its e-learning system with live components. The academic courses are structured in a self-paced manner which affords participants to learn at their convenience regardless of their physical location.

Document DALYIG0020220403ei43000p1



## MTN, Airtel, Others Threaten to Increase Tariff

Premium Times

675 words

1 April 2022

10:58

AllAfrica

AFNWS

English

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"We are concerned that unless there is an intervention to save this sector, operators will have no choice than to begin a process of price review."

Telecoms operators have threatened to increase their tariffs over the rising cost of doing business and the safety of telecommunications **infrastructure** in the country.

The Association of Licensed Telecommunication Operators of Nigeria (ALTON) also says it is considering varying tariffs to some 'unfriendly telecommunications states' in order to accommodate their demands.

ALTON is an association of major telecoms operators, including MTN, Glo and [Airtel](#).

The Chairman of ALTON, Gbenga Adebayo, told journalists on Thursday in Lagos that the high cost of energy and security of telecom workers was hampering its operations.

"We are concerned that unless there is an intervention to save this sector, operators will have no choice than to begin a process of price review.

"Operators are very concerned about the rising cost of diesel and its implications on the general cost of business," the ALTON chair said.

He said the government needed to do a lot more to keep the nation safe and keep telecom workers safe.

"We reaffirm our commitment to working with the security agencies in order to get necessary support for national security.

"We now need protection from sub-national government and agencies to stop the interference of smooth operations of telecom services," he said.

Speaking about Kogi State, the association said it was concerned about the shutting down of telecommunications facilities in the state over disputes arising from unusual taxes and levies demanded by the [Kogi State Internal Revenue Service \(KIRS\)](#).

Mr Adebayo said: "The action by KIRS was hinged on an ex-parte court order obtained by the KIRS over unsubstantiated allegations that our members are in default of tax payments to the state government, which is not the truth."

He said they had denied operators access to critical telecom sites.

"This issue is likely to lead to a total communications blackout in the entire Kogi State, parts of Abuja and possibly impact on service availability in some parts of the following states: Nassarawa, Benue, Enugu, Anambra, Edo, Ondo, Ekiti, Kwara, and Niger. These are states sharing borders with Kogi," he said.

Mr Adebayo said that because of these actions by the state government, its members could not refuel the power generators nor provide any support or maintenance services on the sites.

He said the situation had resulted in the outage of over 70 sites across parts of Kogi.

"The impact of these outages will gradually spread to the states mentioned above and if no action is taken within the next few days, a total outage of telecommunication sites in all these states will be catastrophically experienced.

"To the best of our knowledge, our members have settled all statutory levies and taxes due to the Kogi government and have taken necessary steps to comply with local laws that govern business activities within the state," Mr Adebayo said

Speaking on the degrading quality of service in Abuja, he said: "The Federal Capital Development Authority (FCDA), Directorate for Signage and Advertisement, has refused to grant telecommunication service providers, permits to build infrastructure in the Federal capital city.

Mr Adebayo said that the refusal was affecting the quality of services around FCT and Abuja.

He urged the Federal Executive Council to prevail on the FCDA in granting approval/permit to its members to deploy infrastructure.

"ALTON and its members will no longer tolerate discriminatory charges against the sector.

"The industry is planning to begin a study on varying tariff to some of the unfriendly telecommunications states in order to accommodate their demand," he said.

Mr Adebayo said: "We want to be clear and state categorically that the action by Kogi and FCDA will jeopardize communication services provided by our members to Nigerian subscribers."

He said it would also negatively affect the use of critical communication infrastructure by the national and state security agencies in the discharge of their duties to provide necessary security for the country.

Document AFNWS00020220401ei41000xj

## MTN BUSHFIRE ARTS ROUNDTABLE PARTNERS WITH ARMC

487 words

31 March 2022

Times of Swaziland

TMEWA

English

All material © Times of Swaziland.

MBABANE – The MTN Bushfire Arts Roundtable has signed a three-year **partnership** with Africa Rising Music Conference (ARMC).

As the MTN Bushfire Festival, once again returns to a physical edition, taking place from May 27-29, 2022; the festival is once again proud to host the annual Arts African Roundtable that aims to increase knowledge and skills within the Eswatini artistic community. For the 2022 edition, MTN Bushfire is excited to announce a **partnership** with the Africa Rising Music Conference (ARMC), which is a new female led executive-focused music industry conference that promises to be a game-changer for African music and its connection to the European market.

### Showcase

This partnership between ARMC and MTN's Bushfire Festival will create a synergy that aims to lay the foundation for an annual opportunity to meet, engage, showcase and activate a dynamic range of topics and outputs. This ground-breaking three-year partnership seeks to showcase emerging local talent and provide a platform for stakeholders from different arts disciplines to interact with top industry professionals and ultimately contribute to the development of the arts industry in the country.

### Opportunities

By connecting the African and European music markets, at multiple touch points, there will be a range of new opportunities specifically for the local Eswatini creative industries as well as more broadly for the region. This is according to MTN Bushfire's Communications Officer Simon Dawson. He mentioned that this year's edition of ARMC will be held in Johannesburg, at the Hallmark House Hotel on May 24-25. This unique conference will feature a mix of local and international delegates; centering around the urban and electronic music industries and the Afro-Euro connection both of these chart-topping genres provide.

"In collaboration with ARMC and supported by First National Bank (FNB), MTN Bushfire's Arts Round Table 2022 will host speakers from the region and from around the world, all with expertise across various pillars of the music business ecosystem. Speakers from the Southern African region, The Netherlands, Germany, Rwanda and Americas form part of this year's Arts Round Table. The themes will centre around; Women's Voices: Amplifying them in the music business; Building Bridges: Exchange between Africa and the world; and Independent Africa: developing, understanding and creating new opportunities."

### Aspiring

Every year, the Arts Roundtable, a series of conversations and workshops that takes place on the Friday of the MTN Bushfire Festival weekend, connects aspiring multi-disciplined artists with a selected number of seasoned festival performers. These thematically-driven conversations enable individuals and organisations to succeed as professionals in the entertainment industry. To date, over 800 artists have benefited from these workshops. Aspiring participants from Eswatini should look out for the application call-out on MTN Bushfire social media or attend one of the upcoming MTN Bushfire Roadshows to apply to participate in the 2022 Arts Round Table.

Document TMEWA00020220402ei3v0000h



## Reps Panel Queries N2.6 Trillion Tax Rebate to MTN

Bakare Majeed  
Premium Times  
545 words  
31 March 2022

09:52  
AllAfrica  
AFNWS  
English

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The panel asked the Federal Ministry of Industry, Trade and **Investment** to produce all the needed documents to back up the rebate.

The [House of Representatives](#) Public Account Committee has queried the N2.6 trillion tax rebate approved for telecoms giant, MTN.

The committee raised the query during the investigative hearing into the audit report of the Auditor-General for the Federation on Wednesday.

Capital allowance rebate refers to tax relief a company gets for buying assets that are used for production.

Oluwole Oke (PDP, Osun), the chairman of the committee, directed the Ministry of Industry, Trade and Investment to produce all the needed documents to back up the rebate.

Mr Oke explained that to approve capital allowance, the ministry must have inspected the assets of the company to determine the rebate.

"So the question we are asking [Federal Ministry of Industry](#) is to produce records, evidence that they inspected their assets based on which they issued the certificates, which MTN has taken to FIRS to secure a tax rebate.

"It is expected of the Industry (Federal Ministry of Industry) to have inspected the assets before they issue the certificates. If the Ministry is in default, then we might be thinking of collusion between the beneficiary of the certificate and the Federal Ministry of Industry which will amount to undermining Nigeria; which will amount to loss of revenue.

"And like I've said earlier, when you first appeared, we are not witch-hunting any person. We speak to law, we speak to facts, we speak to issues. And that's why I'm making this clarification. So the angle that concerns MTN is that we are trying to extract evidence from you to justify the certificates that you have been issued because you are the beneficiary and we asked if the assets were indeed inspected?

"We also asked for proof, the dates because you can't enter MTN premises without records. The assets claimed by MTN can be categorised into two: you have local content and you have the foreign content. We have written Nigeria Customs to give us records of the imports, the assets imported by MTN and proof of duty payment. Because if they (MTN) don't pay the duty as expected, it also amounts to loss of revenue to the federation."

Earlier, Anas Galadima, the head of public affairs of MTN, presented a letter from MTN requesting an extension of time.

"We are currently reviewing the content of the letter and require more time. In this regard, we, therefore, request for your kind consideration to revert to the committee on April 21st, with our position," the letter read in part.

Reacting to the request by MTN, Mr Oke said the committee will grant the request of MTN because fair hearing is a "Constitutional gift".

"So that is the stage we are at and MTN has now written a letter that they should be given more time to compile their record. Fair hearing is a constitutional gift, right. So even though the date you are asking for, April 21st is far in our opinion, honestly for justice, for equity, for fairness, we will accede to your request," Mr Oke said.



## Nigeria 5G rollout faces challenges

351 words

28 March 2022

CAJ News

CAJNEW

English

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from OKORO CHINEDU in Lagos, Nigeria  
Nigeria Bureau LAGOS, (CAJ News) THE rollout of fifth-generation (5G) is anticipated to boost Nigeria's economic growth but a number of factors could hinder its deployment. This is the observation of a leading economic think-tank, a month after the National Communications Commission (NCC) announced that it had received full payment for the two 3.

5GHz 5G spectrum licences it auctioned in December 2021. FBN Quest Capital, the market watcher, lamented that the implementation of 5G might prove difficult for bid winners MTN Nigeria (MTNN) and Mafab Communications due to varying right-of-way permit costs across states, security challenges, 5G device compatibility and high cost of compatible **devices**. FBN also noted the foreign currency scarcity for importation of network equipment and the high cost of sustaining power supply at network base stations.

"Nonetheless, 5G implementation will offer more benefits than current challenges," FBN stated. The think-tank believes with emerging technologies like virtual reality (VR), the metaverse, artificial intelligence (AI), driverless cars and smart cities, the Nigerian information and communications technology sector has the potential to provide new ways for people to interact and further boost Nigeria's economic growth.

Nigeria's economy is the largest in Africa but it is overly reliant on oil. Total internet subscribers totaled 143.6 million users as at January 22, according to data provided by the NCC.

FBN projects the number is expected to continually grow as demand for faster internet access, wider access to broadband, and investments into interconnectivity solutions expand. At the moment, 2G and 3G networks are the most popular for access to internet in the West African country.

In terms of national coverage, 2G has a network coverage of over 70 percent, 3G at 50 percent while 4G coverage is at 37 percent. The allocation of the 5G network spectrum to MTNN is hailed as positive for the company's shares given that it is strongly positioned to leverage its existing telecommunications technology to achieve faster access and network delivery to subscribers in Nigeria.

CAJ News

Document CAJNEW0020220328ei3s00002



## **Rakuten Symphony and South African MTN Group to test Open RAN**

165 words

25 March 2022

Nikkei Business Trends

NIKBST

English

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Rakuten Symphony (Setagaya-ku, Tokyo) and South African telecommunications company MTN Group will conduct a 4G/5G Open RAN test using "Rakuten Communications **Platform**" (announced on March 4, 2022). A memorandum of understanding (MoU) was signed on 3rd. It will be launched in South Africa, Nigeria and Liberia by the end of 2022. RCP's Open RAN technology will be demonstrated in MTN's existing communication network system. The test will be conducted in collaboration with Accenture and Tech Mahindra.

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Document NIKBST0020220328ei3p0005q

## **NCBA Group Set to Expand Operations in West Africa - Kenyan Wallstreet**

Leah Wamugu

349 words

25 March 2022

The Kenyan Wall Street

KNSTR

English

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[NCBA Group](#) is negotiating with a Ghanaian lender with the aim of agreeing on a **partnership** to expand in the West African market, according to Chief Executive Officer John Gachora.

"We're actually looking into having something this year.....We are working with a local bank, and hopefully we should be launching something there soon." John Gachora CEO NCBA Group

The bank already has operations in Ivory Coast, where it provides mobile micro-loan and savings services in partnership with a unit of MTN Group. NCBA has subsidiaries in Tanzania, Uganda and Rwanda.

Gachora also added that they are also weighing entry into Nigeria but is wary of rivals and regulatory challenges.

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"Africa's most populous nation has been a fintech Savannah for quite some time, so whereas we have talked to a lot of partners there, we think it is a very competitive market and we will need to have deep pockets before we go into Nigeria." John Gachora

Additionally, the lender also said it was looking for opportunities in the Democratic Republic of Congo as well as Ethiopia once it fully opens up its financial services to foreign investors.

NCBA Group [more than doubled its net earnings for the financial year ended 31st December 2021](#) to KSh 10.2 Billion from KSh 4.6 Billion posted over a similar period in 2020, an increase of 121.7%.

The lender's digital loan disbursements went up to KSh 584 Billion in 2021 from KSh 434 Billion in 2020, while the lender's Total Operating Income increased to KSh 49 Billion in 2021 from KSh 46 Billion in 2020. Total Operating Expenses declined to KSh 33.4 Billion in 2021 from KSh 40 Billion in 2020.

NCBA declared the the payment of a final dividend for the year of KSh 2.25 per share, which, together with the interim dividend of KSh 0.75 per share paid on 12th October 2021, brings the total dividend for the year 2021 to KShs 3.00 per share.

Document KNSTR00020220325ei3p000b5



## MTN SA expands digital learning

313 words

22 March 2022

CAJ News

CAJNEW

English

Copyright 2022 Centre for African Journalists.

by TINTSWALO BALOYI  
JOHANNESBURG, (CAJ News) MTN is broadening access to digital learning in classrooms across South Africa. The mobile operator's foundation has launched such a training programme for **education** assistants.

It follows the launch of the MTN Online School last year. With this latest move, MTN Foundation is ramping up educator training support in 2022 as a key component of integrating information and communications technology into the **education** system, especially into hard-to-reach rural areas.

In addition, MTN's Back to School initiatives during 2022 include the training of 82 353 educator assistants on how to use the MTN Online School platform. Training has commenced and runs until March 25. The training includes giving teachers access to the MTN online platform, training assessments, live support, and the provision of a learning manual as well as certificates of training.

"Broadening access to digital learning, tools and skills are critical to giving students the ability to benefit from the advantages of the modern, digital world," said Kusile Mtunzi-Hairwadzi, General Manager of the MTN SA Foundation. "Having the cutting-edge platform in place is just the first step what is equally important is ensuring teachers are well equipped to train, inspire and guide students on their exciting digital learning journey.

"MTN's initiatives for the schooling sector is anchored in the National Development Plan. The blueprint recognises that education offers opportunities for social mobility, equity, social justice and democracy.

It also aligns with the department's education action plan, and notably the Professional Development Framework for Digital Learning, the Integrated Strategic Planning Framework for Teacher Education and Development in South Africa 2011-2025. "Our initiatives will be broadened further in the year ahead as we continue to ensure SA's children are given every opportunity to succeed and reach their dreams," Mtunzi-Hairwadzi concluded. CAJ News

Document CAJNEW0020220322ei3m000b5

## MTN celebrates sales associates, partners, assure stakeholders of equal opportunities

Seyi John Salau

472 words

19 March 2022

Business Day

BUSMEDI

English

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MTN Nigeria has assured its stakeholders of willingness to create equal business opportunities to help grow their **investment** portfolio, as the telecommunications-turned technology company celebrated its sales associates and partners.

MTN recently concluded a three-day event to celebrate its sales associates and partners across the country. The activities started with the annual sales conference tagged, "Excellerate – the Future of Sales and Distribution" to equip the team for the challenges of the New Year.

An award ceremony to recognize staff and trade partners with exceptional performance in the past year was equally held in Lagos with customer acquisition partners and sales associates from across the country in attendance.

"The remarkable results we saw in 2021 is testament to the devotion of all our partners and employees, equally evident in the number of people gathered here today from all over the country. Your commitment to ensure that we not only meet but surpass expectations is inspiring and we will continue to support you even as we commence a new phase in our journey as an organisation," said Adekunle Adebisi, the chief sales and distribution officer, MTN Nigeria.

According to Adebisi, the 2021 financial year was one of many firsts for the company which ended with an amazing performance.

According to him, twenty three awardees were recognised across various categories including customer acquisition partner of the year, data trade partner of the year, best sales and trade delivery manager of the year among others.

The Fortune 100 category recognises teams who exceed sales targets in their territories. Five winners in silver and gold categories received a brand new seven-seater and fifteen-seater bus respectively.

Read also: [How MTN's MoMo overtook Safaricom's M-Pesa in five numbers](#)

Golad Telecoms Limited emerged the national winner in Fortune 100 category with special recognition from Tobechukwu Okigbo, the chief corporate services officer, MTN Nigeria, who represented Olutokun Toriola, the chief executive officer.

Congratulating the recipients, Okigbo thanked the ecosystem of MTN's sales and distribution partners, noting that the company's tremendous results can be attributed to their dedication and commitment while assuring them of a stronger relationship in the year 2022.

"It was exciting to observe that all the Fortune 100 winners were led by women. As an organisation passionate about creating equal opportunities, it's my pleasure to recognise these women and look forward to greater rewards as we continue to surpass targets," Okigbo said.

Speaking on behalf of the Managing Director, Olalekan Idowu, General Manager, Golad Telecoms said, "Our partnership with MTN has been instrumental to the growth of our organisation and we remain committed to achieving the collective goals we have mapped out for the year. Golad Telecoms and MTN are good together".

Document BUSMEDI020220319ei3j00031

## South Africa: MTN invests \$46.4mln in new **infrastructure** in KwaZulu-Natal

Ecofin Agency

226 words

17 March 2022

16:57

Ecofin Agency

ECOFI

English

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Demand for telecom services is growing in Africa, especially in rural areas. To tap into the opportunity, operators are multiplying their investments. As part of this strategy, MTN South Africa has just announced a new **investment** of R700 million (\$46.4 million) to upgrade its existing network **infrastructure** and deploy new ones in KwaZulu-Natal.

The initiative includes 4G and 5G expansion and the restoration of vandalized network **infrastructure**. "The KZN **investment** forms part of plans to modernize the entire MTN network, 68 percent has already been completed nationally, with an additional 1 350 sites to be finalized, and around 200 top areas covered across South Africa, by the end of 2022," explained Matthew Khuma, MTN KwaZulu-Natal Operations MD.

As a reminder, MTN has already invested R270 million and R500 million in the region for similar projects in 2020 and 2021 respectively. These investments are in line with the telco's ambition to bring telecom services to people in the most remote areas of South Africa. "We currently have over 900 active 5G sites across the country. With the aim of closing the digital access gaps in South Africa, our target is to have 20% of the population covered by 2022," said Matthew Khuma.

Isaac K. Kassouwi

[Click to view image](#)

Document ECOFI00020220317ei3h0005I



## MTN honours SWAG at maiden media wards

361 words

16 March 2022

Ghana News Agency

GANAGEN

English

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Accra, Mar 14., GNA - The Sports Writers Association of Ghana (SWAG), has been honoured and decorated by Telecommunication Giant, MTN Ghana, for dedicated **partnership** in the promotion, development and the longstanding relationship in the organization of the prestigious SWAG Awards.

MTN eulogized SWAG for its dedication to the development and welfare of sports journalists in the country and its exceptional commitment to the ritual honouring of excelling Ghanaian sportsmen and women through the annual SWAG Awards.

MTN has over a decade been the major sponsor of the SWAG Awards and recently sponsored the Technology and Digital Training of Sports Journalists in Ghana partnering with SWAG.

Three other members of SWAG were also honoured at the ceremony dubbed the "Bright Media Awards", instituted as part of the ongoing 25th-anniversary celebration of MTN Ghana, to acknowledge the work of journalists across the country in telling the MTN story and driving MTN projects over the last 25 years.

SWAG members Phil John Quartey of Metro TV, Michael Abayateye of the Ghanaian Times and Nii Maale Adsei have all decorated on the night for various roles played in enhancing the MTN brand.

President Kwabena Yeboah receiving the award thanked MTN for the recognition of SWAG's contributions towards the MTN brand and expressed SWAG's appreciation for the continuous partnership.

SWAG, the umbrella body of the sports media in Ghana has been organizing the prestigious SWAG Awards since 1975, organizing training and refresher programmes for its members and influencing sports development and promotion in Ghana.

### Other award winners

Managing Editor of Tech24gh, Sammy Dowuona emerged the overall best journalist after coming tops in the online category where Rev Dr Felix Klutse of Business Day Ghana and Kofi Ahovi of Businessweek.

For the print category, the winners were Ama Barfi Achaah of Daily Graphic, Michael Abataye of Ghanaian Times and Suleiman Mustapha of Daily Graphic.

In the TV category, Francisca Sedinam Arhin of GhOne TV, Kweku Bolton of GBC, and Phil John Quartey were the winners.

For the radio category, Thomas Tetteh and Rosemond Adjete won prizes in the first and second slots.

GNA

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Document GANAGEN020220316ei3g000p6

Business

**Koa 'disrupts transparency in cocoa' with public payments: 'This is how supply chains need to be'**

Flora Southey

693 words

16 March 2022

WRBM Global Food

GFOOD

English

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The Swiss-Ghanaian start-up, best known for its upcycling of cocoa side streams, has partnered with seedtrace and MTN Group to 'disrupt transparency standards' in cocoa.

The cocoa sector faces several **sustainability** challenges, not least that many smallholder farmers struggle to earn a living wage.

According to data from Wageningen University & Research, 75% of smallholder cocoa farmers in Ghana and Ivory Coast – where 70% of the world's cocoa is produced – are earning well below the living income benchmark.

According to Swiss-Ghanaian start-up Koa, enhancing transparency in global supply chains could help turn the tide on cocoa farmer poverty.

"Over the last decades, supply chain scandals and cocoa farmer poverty have continued to rock the cocoa industry, leading to increased consumer demand and political efforts to improve transparency and accountability within the cocoa industry," noted the start-up.

"Yet, consumers struggle to put their trust in brands and in their initiatives. While products carry certification labels, the inevitable question remains: 'How can I be sure that farmers receive the money that they're entitled to?'"

In response Koa, which is best known for its work in side stream upcycling – the start-up is repurposing the pulp and juice of the cocoa fruit for food and drink manufacturers – is making its payments to farmers publicly available.

Tapping blockchain for transparency

Koa has collaborated with seedtrace in Germany and MTN Group in South Africa to implement a new 'tamper-proof' transparency system that records payments made to cocoa smallholders.

To develop the platform, Koa leaned on Berlin-based seedtrace's technology.

"Existing certification labels often validate transactions through non-transparent, error-prone control procedures, with farmers regularly only receiving a portion of the funds claimed to be earmarked for them," said Koa. "To combat this, seedtrace created a system that removes the room for error and enables customers to monitor the extra income paid to farmers."

Seedtrace verifies each transaction and stores it in an open, low emission blockchain.

"It's a newly developed system, applied for the first time with Koa to enable consumers to access transactions in real-time," seedtrace CEO Ana Selina Haberbosch told FoodNavigator

"What stands out in particular is that in addition to irreversibly storing the transactions on an open blockchain, we also verify every single one of them through the API with MTN. It is crucial to both consider where the data comes from and where is stored."

Instead of having a person enter information on the blockchain, the system links the data from mobile money transactions – provided by Africa's largest telecommunications operator MGN Group.

Traceability from 'seed to shelf'

Together with KOA, seedtrace said its goal is to 'turn supply chain transparency into the norm' and enable businesses and consumers to make more sustainable choices.

"For all partners involved, the goal is to drive change across the entire industry and hence enable any company that is interested to take major steps towards credible supply chain transparency," said seedtrace's Haberbosch.

"Our system can be applied to businesses that pay via mobile transactions, but can also be extended to other forms of payment and supply

chain processes."

Providing fair payment is one of the start-up's focus areas, the CEO stressed, but the idea is to make the final product, as a whole, traceable from 'seed to shelf'.

A 'breakthrough' in cocoa

The international team hopes its initiative will set a new standard for cocoa payments.

"We're convinced that the new system sets new transparency goals for the cocoa industry," Anian Schreiber, managing director and co-founder at Koa told this publication.

Consumers are increasingly demanded proof of their food's origin, we were told, and known certification labels are not up to scratch, the co-founder reiterated.

"With the new system, we can bring transparency to the next level and we can enable our direct customers to hop on board. For us, this is a breakthrough in the cocoa sector and how supply chains need to be in 2022 and in the future."

Document GFOOD00020220316ei3g0005m

**BRIEF-MTN SA Invests R700 Mln To Develop Network Infrastructure In Kwazulu-Natal**

84 words

16 March 2022

07:47

Reuters News

LBA

English

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March 16 (Reuters) - MTN Group Ltd:

\* MTN - MTN SA INVESTS R700 MILLION TO DO MORE IN DEVELOPING NETWORK  
**INFRASTRUCTURE** IN KWAZULU-NATAL

\* MTN - COMPANY WILL FOCUS ON RURAL ROLLOUT AND UNDERSERVED AREAS THROUGHOUT PROVINCE

\* MTN - INVESTMENT IS AN ADDITION TO R500 MILLION INVESTED IN 2021

\* MTN - EXTENSION OF MTN'S 5G CONNECTIVITY IS ALSO PLANNED FOR KZN Source text for Eikon:  
Further company coverage:

Released: 2022-3-16T08:47:42.000Z

Document LBA0000020220316ei3g013ia

## SWAG Win Big At MTN Media Awards

256 words

15 March 2022

Daily Guide Network (Ghana)

DGUIGN

English

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SWAG, the umbrella body of the sports media in Ghana, has been organising the prestigious SWAG Awards since 1975, organising training and refresher programmes for its members and influencing sports development and promotion in Ghana.

Document DGUIGN0020220316ei3f0000g





**MTN signs MoU with Nigerian Stock Exchange to encourage retail **investment** in capital market**

70 words

15 March 2022

Telecompaper Africa

TELAFR

English

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MTN Nigeria and the Nigerian Stock Exchange (NGX) have announced a two-year Memorandum of Understanding (MoU) to promote financial literacy and retail participation in the Nigerian capital market (NCM). They will develop capital market services, use technology to support data dissemination and technology-as-a-service, promote capacity development and eliminate barriers to retail participation.

Document TELAFR0020220315ei3f0005I

## MTN Nigeria partners with NIDCOM to offer aid for 5,000 Ukraine returnees

157 words

15 March 2022

Telecompaper Africa

TELAFR

English

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MTN Nigeria, in **partnership** with the Nigerians in Diaspora Commission (NIDCOM), has offered 5,000 evacuated returnees displaced by the Russia-Ukraine war more humanitarian aid to ease their premature return. NIDCOM said in a Twitter post on 11 March that 1,199 have been evacuated so far from Ukraine.

Returnees also receive a free SIM card loaded with NGN 5,000 airtime to allow them reach their family members and USD 100 transport fare from the Government of Nigeria. The returnees will be getting free MTN SIMs with an XtraTalk bundle worth NGN 19,500 talk time and 1.5 GB of data.

In response to the humanitarian crisis, President Muhammadu Buhari approved the sum of USD 8.5 million to facilitate the immediate evacuation of at least 5,000 Nigerians fleeing from the Russia-Ukraine war to Poland, Romania, Hungary and Slovakia.

Document TELAFR0020220315ei3f0002u

## NGX Partners With MTNN To Further Enhance Retail Participation In Nigeria's Capital Market

478 words

14 March 2022

Exchange News Direct

EXNEWS

English

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Nigerian Exchange Limited ("NGX" or "The Exchange") and MTN Nigeria Communications Plc (MTNN) have announced the signing of a Memorandum of Understanding (MoU) to further promote financial literacy and enhance retail participation in the Nigerian capital market. The announcement was made at the signing ceremony led by the Chief Executive Officer (CEO), NGX, Mr. Temi Popoola and the CEO, MTNN, Mr. Karl Toriola.

The MoU is a two-year **partnership** that will see NGX and MTNN collaborate to develop capital market solutions, leverage technology to support data dissemination and technology-as-a-service, promote capacity development, and eliminate barriers to retail participation in the capital market.

Speaking about the MoU, the CEO, NGX, Mr. Popoola stated, "In building on our rich heritage as the first and foremost multi-asset securities exchange in Nigeria we are resolute in our commitment to democratize finance in Nigeria by leveraging current advancements in technology and relying on strategic partnerships. With its customer base of over 68 million customers, MTNN provides invaluable access to a large pool of potential retail investors who can play an important role in Nigeria's capital market, deepening their own financial resilience in the process. This collaboration with MTNN aligns with our aspiration to build an open, professional and vibrant exchange and we are indeed excited about this NGX era."

The CEO, MTNN, Mr. Karl Toriola added, "AT MTNN, we believe we have a responsibility to ensure that our customers not only stay connected but can access increasing value and better services through our network, deepening their participation in the digital economy. Our collaboration with NGX gives us the opportunity to empower our customer base with the tools and the knowledge to engage effectively with the capital market and meet their financial and investment objectives. There is no better way to demonstrate our commitment to this than through the just concluded public offer for sale of MTNN shares, designed to enhance retail shareholder participation in the value that we create. We continue to identify other areas of cooperation with NGX and we look forward to a mutually beneficial partnership that will contribute to the inclusive growth of the Nigerian economy."

MTNN recently completed a public offer of the sale of 575 million ordinary shares in MTNN held by the MTN Group leveraging the NGX sponsored digital platform. The offer which was the first ever end-to-end digital offer in the Nigerian capital markets was oversubscribed by 139.4%. The deployment of an electronic primary offer platform is consistent with the commitment of NGX to enhance the efficiency and reach of the Public Offer (PO) subscription process and operational work-flow to support issuers in raising capital and enhance the reach of POs while promoting financial inclusion and retail investors' participation in the market.

Document EXNEWS0020220315ei3e00006

News

## MTN steps up fibre drive in Africa

Thabiso Mochiko

586 words

13 March 2022

The Sunday Times

SUNTIM

Business Times

4

English

© Copyright 2022 Arena Holdings (Pty) Ltd

THABISO MOCHIKOMTN is ramping up its fibre business in several African countries to capture continued demand for the high-speed internet **connectivity** needed to accelerate the digital economy and fintech services.

This is a key area of growth for the group, and it wants 70% of its customers in some of its more mature markets to use its fintech services.

MTN, which operates in 19 countries in Africa and the Middle East, will spin off its fibre businesses into MTN Global Connect (MTN GC) and its fintech business into a separate standalone company. Once the separation is completed it will seek strategic partners to accelerate growth for both entities.

MTN Group CEO Ralph Mupita said this week: "A significant number of our customers don't have access to the internet and fintech. The strong growth trajectory remains on track."

In the year to December, MTN's active data subscribers rose by 11.1-million to 122-million. It added 10.4-million monthly active users for its Mobile Money (MoMo) service, taking the total to 56.8-million. Transaction value in the MoMo platform increased 56.8% to \$239.4bn (R3.6-trillion).

MTN has 274-million subscribers.

In the year to December, MTN GNC delivered a strong commercial and financial performance, signing fixed external infrastructure deals worth \$38.4m and growth in external revenue rose 30% year-on-year to \$288.4m.

"In the year, we continued to build scale infrastructure assets to meet the explosive growth in data traffic and the accelerating digital economy in Africa," MTN said in a statement.

During 2021 it rolled out more than 15,000km of additional terrestrial fibre, including in SA, Nigeria, Ghana, Uganda, Kenya, Zambia and Zimbabwe, bringing its total inventory to about 100,000km. MTN's target is to reach 135,000km by 2025.

Mupita said the structural separation of the fibre business will be completed in 2023, with asset separations already under way in SA, Nigeria, Ghana, Ivory Coast and Uganda. Fibre companies have already been established in Zambia and Kenya.

"We will bring [in] strategic partners over time," not only as financial investors but as partners that will take up minority shares and help grow those businesses, he said.

MTN's fintech revenue grew by 30.9% to R15.9bn, contributing 9.3% to total group revenue of R181bn. The target is to grow fintech's revenue contribution to 20% in the next five years.

Aslam Dalvi, portfolio manager for Camissa Asset Management, said the fintech opportunity is particularly large, with MTN well positioned to capitalise on the opportunity given its strong brand, sizeable existing market shares and well-invested asset base across its key markets.

Claude van Cuyck, director at Denker Capital, said the economics of the fintech business is "extremely positive".

"This is a high-growth segment, with high margins, low capital intensity, strong cash flow generation and high return on invested capital. As they grow this business, they will grow intrinsic value for shareholders. The separation of the segment will allow the market to better appreciate the strong underlying business economics."

Commenting on MTN's overall performance, Peter Takaendesa, head of equities at Mergence, said there was stronger operational performance mostly in the rest of Africa operations, driven by mobile data and mobile money revenue growth.

MTN resumed its dividend, declaring 300c a share for the financial year.

MTN is ramping up its fibre business in some African countries. 123RF/ Pop Nukoonrat

Document SUNTIM0020220313ei3d0000g

Business

## **MTN steps up fibre drive in Africa; Group focuses on demand for high-speed internet and accelerated growth of fintech services**

Thabiso Mochiko

908 words

13 March 2022

TimesLIVE

TLIVE

English

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MTN is ramping up its fibre business in several African countries to capture continued demand for the highspeed internet **connectivity** needed to accelerate the digital economy and fintech services.

This is a key area of growth for the group, and it wants 70% of its customers in some of its more mature markets to use its fintech services.

MTN has set aside R34bn in capital expenditure, with up to 3% and 15% of that going to its fintech and fibre businesses respectively.

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"We will bring [in] strategic partners over time," not only as financial investors but as partners that will take up minority shares and help grow those businesses, said Mupita.

Mupita said in the longer term the group will "consider listing those businesses, but that is years ahead".

Telkom, which has also separated its tower and mast business in subsidiary Swiftnet, this week said it had postponed its plans to list the company on the JSE by the end of March, due to the impact the Ukraine war has had on capital markets.

At MTN, fintech grew revenue by 30.9% to R15.9bn, contributing 9.3% to total group revenue of R181bn. The target is to grow fintech's revenue contribution to 20% in the next five years.

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"This is a highgrowth segment, with high margins, low capital intensity, strong cash flow generation and high return on invested capital. As they grow this business, they will grow intrinsic value for shareholders. The separation of the segment will allow the market to better appreciate the strong underlying business economics."

MTN has exited Syria and Yemen and plans to do the same in Afghanistan. Mupita said the group would ideally like to complete the exit this financial year.

Commenting on MTN's overall performance, Peter Takaendesa, head of equities at Mergence, said there was stronger operational performance mostly in the rest of Africa operations, driven by mobile data and mobile money revenue growth.

"However, the key upside surprise for 2021 was the large cash upstreaming and no major regulatory issues from Nigeria at a time other South African companies have struggled to get cash out of that country with regulators claiming large amounts of money from the likes of MultiChoice.

"The improved cash upstreaming, asset disposals and dividend suspension since 2020 have contributed to significant debt reduction on the balance sheet, though there is still some US dollardenominated debt to deal with," Takaendesa said.

MTN resumed its dividend, declaring 300c a share for the financial year.

Van Cuyck said the only weakness in the result was voice revenues in SA (down 5%), but this is expected in a more mature market. Overall service revenue growth in SA was solid at 6.5% and at the upper end of their guidance.

For Takaendesa, the key questions remain on the sustainability of the mobiledata revenue growth rates seen in 2021 given increasing pressure on consumer spending and whether that could result in voicerevenue cannibalisation over the mid term.

"Regulatory and taxation risks remain key areas to watch in a number of African markets, particularly in highgrowth mobile services. We have already started to see some new mobilemoney tax proposals in some countries as they continue to target tax revenue diversification," he said.

Fintech MTN is ramping up its fibre business in some African countries.

Document TLIVE00020220313ei3d00009

## How MTN's land acquisition in the **metaverse** will impact Africa

Adekunle Agbetiloye

980 words

11 March 2022

Ventures Africa

VENAF

English

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The **metaverse** has generated quite the buzz, especially after [Facebook rebranded to Meta](#). Facebook is not the only company developing the next phase of the internet. Other tech giants such as Microsoft, Samsung, Amazon, Tencent, among others, have been developing software and **hardware** to aid in the rebirth of mobile internet. With so much awareness already, the race to the **metaverse** is becoming more competitive. We once asked if [Nigeria and Africa will be ready for the next wave of internet revolution](#)? We are beginning to get answers.

Two weeks ago, Africa's largest telecom company, MTN bought 144 plots of digital land sized 12x12m in [Africarare](#), the first African metaverse, launched in South Africa last year. This purchase makes the telecommunication giant the first African company in the metaverse. This investment demonstrates "MTN's commitment to supporting African innovation as it is the first company on the continent to support an initiative of this kind. Through its presence in the metaverse, MTN intends to increase its customer attractiveness through a series of experiences merged with consumer passion points, like gaming and music," the press statement read.

The digital land acquisition reinforces the company's decision to reposition itself as a [technology company](#), rather than a telecommunications company – a declaration it made early last month. The company's [recent win](#) of the [5G deployment](#) bid and its payment of the \$273.6m license fee required by the Nigerian Communications Commission (NCC) Nigerian Communications Commission (NCC) shows it is in a race to champion technological transformation in the country and the continent. It wants to be everywhere you go.

This purchase of virtual lands by Africa's most prominent telecom company would positively impact the continent. First, it would propel many companies to go into the metaverse. Outside of Africa, companies such as Samsung, Adidas, and PricewaterhouseCoopers have purchased digital land in the metaverse. [Decentraland](#), from which some of these companies purchased their virtual lands, has seen more than \$50 million in total sales of land, avatars, usernames, and virtual outfits. Currently, M&C Saatchi Abel, a South African advertising agency, also has a plot of land in the newly created UbuntuLand by Africarare.

Given that there is now a frontline, more African companies will begin virtual land acquisitions soon. "It is an exciting moment for us as we lead businesses on the continent to enter the metaverse marketplace. This is exactly what our Ambition 2025 strategy is premised on – leveraging trends that amplify consumers' digital experiences and engagement," Bernice Samuels, MTN's Group Executive for Marketing, said.

The African creator's economy would also benefit from this new development. [African artists are already putting Africa's story on the metaverse](#). For a long time, MTN has been an avid promoter of African entertainment. From MTN project fame to MTN YelloStar, and its collaboration with UDUX – one of their latest efforts to merge entertainment and technology to promote Afrobeats globally. The collaboration with UDUX enabled over 238,000 Nigerians to experience Wizkid's "Made in Lagos" concert in London's O2 Arena right from their bedroom. Customers can participate in such events through virtual reality, as promised by the metaverse. It will also serve as a viable source of income for the artists.

Top foreign celebrities such as Ariana Grande and Travis Scott have held concerts inside Fortnite. Nigerian music producers and artists have also come aboard the trend, though none have yet to perform in the metaverse. Nigerian music grandmaster, Don Jazzy, own lands in Decentraland. Daniel Benson, popularly known as Buju, has an NFT project called [HeadsByBuju](#) – a collection of 10,001 unique NFTs of his face. Holders of these NFTs would get perks like access to physical and virtual concerts hosted by Buju, merch items, and a part of the revenue earned by the musician from specific music projects.

Landholders in the metaverse can customize their spaces to serve the metaverse community for work, play, and wellness purposes. Meeting rooms, galleries, online therapy rooms, concert stages, and film festival spaces can be built on these lands in the metaverse. Imagine owning a Buju head, and being in a music theatre built on one of MTN's 144 plots of virtual land, enjoying a virtual reality experience of the artiste performing his hit song Italy, without leaving your room in Nigeria.



Construction of structures in the metaverse that represent our regular brick and mortar buildings, in reality, will give room for the employment of a significant number of people. These structures will be [made of polygons](#) or voxels (three-dimensional pixels), and specific skills are needed to build with these materials. So rather than have structural engineers for construction, developers and digital designers are the builders of the digital world where we will live more of our daily lives in the future.

Finally, the currency in Ubutuland will be the \$UBUNTU token – built on the Ethereum blockchain. Everything in Africarare can be bought, sold, or traded using \$UBUNTU tokens. This includes buying, developing, selling, or renting plots or villages in Ubutulands. This would likely heighten the adoption of cryptocurrency on the continent. Although cryptocurrencies are [frowned upon](#) by the governments of some of Africa's top markets, Africa has the fastest cryptocurrency adoption rate in the world, driven by peer-to-peer (P2P) transactions.

Although the metaverse is still at its nascent stage, there are a lot of speculations about its actualization. The valuations attached to the metaverse are not small. According to [Bloomberg Intelligence](#), it should be worth \$800 billion by 2024. Metaverse enthusiasts have compared the struggle to buy virtual land to the scramble for domain names in the early days of the internet. It is the same way with the metaverse today, so it makes sense that people want to be early participants.

Document VENAF00020220312ei3b00009



**BRIEF-MTN Group Says For 2022 MTN Nigeria Intends To Ensure **Connectivity** Of Additional 2000 Rural Communities**

75 words

11 March 2022

16:10

Reuters News

LBA

English

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March 11 (Reuters) - MTN Group Ltd:

\* MTN - MTN GROUP RE-AFFIRMS ITS COMMITMENT TO NIGERIA

\* MTN - FOR 2022 MTN NIGERIA INTENDS TO ENSURE CONNECTIVITY OF AN ADDITIONAL 2 000 RURAL COMMUNITIES

\* MTN - HAS SECURED 100 MHZ OF 3500 SPECTRUM TO ENABLE NIGERIA'S MOVE TO 5G Source text for Eikon: Further company coverage:

Released: 2022-3-11T17:10:21.000Z

Document LBA0000020220311ei3b03ijn

## **MTN Group Becomes the First African Company to Enter the Metaverse - Kenyan Wallstreet**

Leah Wamugu

357 words

10 March 2022

The Kenyan Wall Street

KNSTR

English

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MTN Group, Africa's largest mobile network provider, has emerged as the first company on the continent to buy some plots of digital land on the **virtual reality** world — **metaverse**.

In a [press statement published](#) on its website, the leading telco announced that 144 plots of digital land were purchased in Africarare, the first **virtual reality metaverse** in Africa that launched in South Africa last year. The company did not disclose how much exactly it spent for this.

According to the company' Group Chief Marketing Officer Bernice Samuels, the move aligns with the MTN Group's ambition 2025 which entails leveraging trends to augment and increase its customers' digital experiences, whilst actualising overall business growth.

[Click here](#) ADVERTISEMENT

"This is an exciting moment for us as we lead businesses on the continent to enter the metaverse marketplace. This is exactly what our Ambition 2025 strategy is premised on – leveraging trends that amplify consumer's digital experiences and engagement. We have always been at the forefront of technological and digital changes and we remain alive to the exciting opportunities the metaverse presents for us and our customers,"

Bernice Samuels MTN Group Chief Marketing Officer.

Furthermore, MTN Group said its presence on the metaverse demonstrates its commitment to supporting African innovation, and noted that it would leverage this to boost its attractiveness by availing customers access to "a series of experiences merged with consumer passion points like gaming and music."

The Africarare metaverse is the latest innovation that has taken the tech space by storm. Investopedia defines it as "a digital reality that combines aspects of social media, online gaming, augmented reality (AR), virtual reality (VR), and cryptocurrencies to allow users to interact virtually."

In the metaverse, not only do users get to interact with the computer-generated environment, they also interact with other users and engage in typical daily activities such as going to school, going to work, watching concerts, shopping at stores/malls, playing games, etc.

Read also; [MTN's Group Public Offer in MTN Nigeria oversubscribed by 139.47%](#).

[Click to view image](#)

Document KNSTR00020220310ei3a000b5



## **Boomplay partners with MTN Nigeria on music data bundles**

138 words

10 March 2022

Telecompaper Africa

TELAFR

English

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Boomplay, a music streaming app in Africa, has partnered with MTN Nigeria to launch the Boomplay x MTN Data bundle as part of its efforts to continue making music easily available to people. The **partnership** will offer MTN subscribers a dedicated data bundle to stream unlimited music and access premium **content** on Boomplay at affordable rates.

Under the **partnership**, MTN subscribers will be offered daily, weekly and monthly subscriptions to gain access to Boomplay's music streaming service on their mobile **devices**. The plans are one day access with 250MB data, weekly access with 1,228.8MB, and monthly access with 2,560 MB. MTN users will be able to purchase any of the bundles by texting a short code or purchasing with airtime payment in the Boomplay app.

Document TELAFR0020220310ei3a00005

## MTN Group reports strong 2021 results, launching Ambition 2025 on the back of Covid-19

Techgh24

838 words

9 March 2022

News Ghana

NWGHA

English

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News Ghana, Latest Updates and Breaking News of Ghana, Techgh24,

<https://newsghana.com.gh/mtn-group-reports-strong-2021-results-launching-ambition-2025-on-the-back-of-covid-19/>

MTN Group has reported strong financial, operational and **sustainability** results in 2021 in a tough macro environment.

A statement issued by the telecom giant on Wednesday said “These were delivered through strong strategic execution and sustained commercial momentum across 19 markets, in the year in which Africa’s leading mobile operator started implementing its refreshed Ambition 2025 strategy.”

“We adapted to the extraordinary circumstances brought about by the COVID-19 pandemic and started shaping the MTN of the future through the execution of Ambition 2025,” said MTN Group President and CEO Ralph Mupita.

In constant-currency terms, service revenue grew by 18.3% to R171.8 billion (US\$11.3 billion); earnings before interest, tax, depreciation and amortisation (EBITDA) increased by 23.7% to R80.8 billion (US\$5.3 billion); and the EBITDA margin expanded by 2.2 percentage points to 44.5%.

The MTN Group Board therefore declared a final dividend of 300 cents per share.

“The performance was underpinned by pleasing growth in our larger operating companies, operating leverage and the benefits of our expense efficiency programme,” said Mupita, adding that headline earnings per share adjusted for non-operational items increased by 26.6%; return on equity expanded by 2.6 percentage points to 19.6%; and organic operating cashflow accelerated by 35.2% to R38.3 billion (US\$2.52 billion).

The results were delivered despite a slowdown in subscriber additions related to industry-wide regulations in Nigeria. At year-end, MTN Group had a total of 272.4 million subscribers, up 2.9 million from end-2020.

Greater adoption of data and fintech services resulted in the addition of 11.1 million new data users and 10.4 million new Mobile Money users to reach totals of 122.0 million and 56.8 million respectively. To cater for the 53.3% expansion in data traffic and 41.1% increase in fintech volumes, we continued to invest in the capacity and resilience of our networks and platforms, deploying total capex of R32.7 billion (US\$2.15 billion) in the year.

“We increased our financial flexibility to capture the opportunities identified by Ambition 2025. We deleveraged the balance sheet, paying US\$1.4 billion in dollar debt and improving the holding company leverage to 1.0x from 2.2x,” MTN said.

This, according to them, was boosted by cash of R18.4 billion repatriated from its operating companies and R4.1 billion in proceeds from its asset realisation programme (ARP) during the 2021 financial year, adding “We anticipate further net proceeds of R8.8 billion from the public offer of MTN Nigeria shares and the sale of passive tower infrastructure, once completed.”

Among other highlights of the ARP – which aims to reduce debt, simplify our portfolio, reduce risk and improve returns – were the New York Stock Exchange listing of IHS Towers, in which we have a 26% stake; the localisations of a number of our operating companies; and our exit from operations in Yemen and Syria.

The company said it progressed work to build the largest and most valuable platforms, reporting strong growth in its fintech business, which now has 57 million monthly active users and generates 10 billion transactions with total transaction value of US\$239 billion within the 2021 calendar.

“With a step change in our approach to sustainability, we created more shared value. We connected 23 million more people to broadband and achieved rural broadband coverage of 83% against our target of 95% by 2025. We reduced the cost to communicate by a 15.3% average reduction in the costs of a GB of data across our markets. Our economic value added to nation states where we operate increased to R115 billion, with cash taxes paid up at R11 billion across our markets. We linked long-term incentives for executives to various ESG indicators, with a focus on reaching net zero emissions by 2040; progressing diversity and inclusion; and extending rural broadband,” it said.

With growth structurally sustaining at higher levels, we enhanced our medium-term guidance, raising our targets for Group service revenue growth and returns. The Board also adopted a revised dividend policy to provide guidance on an annual basis in March indicating the minimum ordinary dividend expected in the financial year ahead, aligned to the group capital allocation framework.

“We remain focused on providing leading digital solutions for Africa’s progress and creating shared value for our stakeholders. Our enhanced medium-term guidance reflects the growth we see across our markets, as we play our part in driving digital and financial inclusion across Africa,” concluded Mupita.

News Ghana, Latest Updates and Breaking News of Ghana, Techgh24,  
<https://newsghana.com.gh/mtn-group-reports-strong-2021-results-launching-ambition-2025-on-the-back-of-covid-19/>

Document NWGHA00020220310ei390000s

## Kenyan National Social Security Fund set to earn KES 6 mln dividend from MTN Uganda **investment**

187 words

9 March 2022

Telecompaper Africa

TELAFR

English

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The National Social Security Fund (NSSF) is set to earn a KES 5.9 million dividend from its **investment** in MTN Uganda after the mobile phone company declared a final payout equivalent to KES 0.149 per share, Business Daily reported. The state-controlled pension fund acquired 39.18 million shares in the operator in 2021 when it held its [Initial Public Offering](#). The dividend will be paid on 24 June by electronic bank transfers to shareholders of record on 26 May.

The NSSF made the MTN Uganda **investment** through asset manager Sanlam and was the highest-profile Kenyan investor to participate in the transaction, which did not meet the target of reducing the MTN Group's ownership by 20 percent. The group managed to sell a 12.96 percent stake to individuals and institutions in an offer at a significant discount for East African investors.

This was the first time that MTN Uganda has published its results as a publicly traded firm with shares listed on the Uganda Securities Exchange.

Document TELAFR0020220309ei390005m



**EMERGE GAMING LIMITED; Emerge divests from Miggster Business for A\$5 million**

311 words

9 March 2022

ASX ComNews (Text version of ASX Company Announcements) (Australia)

ASXTEX

English

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ASX: EML | ABN 31 004 766 376

ASX RELEASE

9 March 2022

Emerge divests from Miggster Business for A\$5 million

Highlights:

- Emerge executes a binding agreement to sell the Miggster Business for A\$5 million whilst retaining its core IP and technology
- Emerge expects to receive the A\$5 million sale consideration with A\$1.75 million upfront and the remainder over 12 months
- Company is well funded with A\$16.6 million before receipt of A\$5 million sale consideration
- Emerge to terminate agreements with ICT and Crowd1
- Focus on business growth and GTM strategies by pursuing B2B2C expansion and further B2C opportunities
- MTN Arena's community of more than 800,000 subscribers continues to grow, targeting further potential with new and enhanced platform features
- Emerge to target 8 MTN Group countries with a combined subscriber base of ~175 million

Emerge Gaming Limited (ASX: EML) ("Emerge" or the "Company"), is pleased to advise that it has executed a binding agreement to sell the Miggster Business (Defined Below) for A\$5,000,000.

On 23 September 2021, the Company engaged professional advisors to undertake a strategic review of Emerge's assets and advise on realising value from the Miggster business through divestment. Pursuant to this review, Emerge actively pursued divestment opportunities for Miggster which successfully culminated in Emerge creating value for its shareholders by selling its intellectual property relating to the Miggster Business for A\$5,000,000 whilst retaining its core IP and technology.

Key commercial terms of Miggster Sale Agreement

Emerge has executed a binding agreement to sell the Miggster Business to NIBIRU e-gaming AB, ("Nibiru")



or the "Purchaser"), for a sale consideration of A\$5,000,000 payable over 12 months.

The Miggster Business is defined as:

- The IP relating to the Miggster ...

[Original Document](#)

[Text Document](#)

Document ASXTEX0020220308ei3900tbl

Business

**Orange and MTN to share African telco towers**

157 words

8 March 2022

Africa Intelligence

AFINT

0

English

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French Orange and South African MTN are considering sharing their telecommunications towers in the six African countries where they are both active. They have reportedly asked McKinsey to research the idea and review their infrastructures in Ivory Coast, Cameroon, Guinea, Guinea-Bissau, Liberia and Botswana. This collaboration would allow them to split maintenance costs, often unnecessarily duplicated in densely populated areas. It will also allow them to share the cost of new infrastructures, which will be necessary with the arrival of 5G in several of these countries. MTN already took measures to reduce **infrastructure** costs, by selling several of its pylons in South Africa to a company in which it owns minority stake, IHS Towers, a 'towerco' that rents antennae to operators. This would not be the first time Orange and MTN have worked together. In 2018, they co-founded Mowali to make their mobile money services interoperable.

Document AFINT00020220322ei3800002

## MTN Uganda posts a net profit of \$95.3mn on back of mobile subscribers

195 words

8 March 2022

13:33

bne IntelliNews

BNEINT

English

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MTN Uganda, the East African country's biggest telecom company, posted a net profit of UGX 340.4bn (\$97mn) in 2021, driven by double-digit increases in the numbers of mobile, but also data and fintech subscribers (up 10.7%, 16% and 16.3%, respectively).

The unit of South African telecom giant MTN Group listed its shares on the Uganda Stock Exchange in December, offering 20% of the company's equity in an undersubscribed initial public offer (IPO) valued at \$1.25bn, with shares first offered to Ugandan citizens, and then domestic **investment** companies and finally East African investors.

"The IPO reduced the ownership of MTN group from 96% to 83.05%, which aligns with MTN's group-wide objective to create shared value, partly through ensuring broad-based ownership in all its operating subsidiaries," [MTN Uganda chief executive Wim Vanhelleputte stated](#).

During 2021, MTN Uganda noted significant one-off expenses, such as the cost of transactional license fees of \$14.1mn to the national regulator and about \$3mn to Invesco Uganda Limited, stemming from the termination of contract between them.

Document BNEINT0020220308ei380030d

## MTN Uganda posts a net profit of \$95.3mn on back of mobile subscribers

193 words

8 March 2022

13:33

bne IntelliNews

BNEINT

English

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MTN Uganda, the East African country's biggest telecom company, posted a net profit of UGX 340.4bn (\$97mn) in 2021, driven by double-digit increases in the numbers of mobile, data and fintech subscribers (up 10.7%, 16% and 16.3%, respectively).

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Document BNEINT0020220308ei38002xl

# BUSINESS DAILY

Industry

## **NSSF set to earn Sh5.9m dividend from MTN Uganda**

JOSEPH WANGUI

408 words

8 March 2022

Business Daily

BUSIDA

English

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The National Social Security Fund (NSSF) is set to earn a Sh5.9 million dividend from its **investment** in MTN Uganda after the telco declared a final payout equivalent to Sh0.149 per share.

The State-controlled pension fund acquired 39.18 million shares in the telecommunications firm last year when it went public through an initial public offering (IPO).

The dividend will be paid on June 24 through electronic bank transfers to shareholders who will be on the May 26 register.

NSSF, which made the investment through asset manager Sanlam, was the highest-profile Kenyan investor to participate in the transaction which did not meet the target of reducing MTN Group's ownership by 20 percent.

The South African multinational managed to sell a 12.96 percent stake to individuals and institutions in an offer that featured a significant discount for East African investors.

This is the first time MTN Uganda is publishing its results as a publicly-traded firm listed on the Uganda Securities Exchange (USE).

Net income for the year ended December increased 5.8 percent to Sh10.8 billion, helped by a 9.7 percent jump in total revenue to Sh65.3 billion.

The company says the earnings would have been higher under normal trading conditions, noting that it paid a total of \$17.1 million (Sh1.9 billion) in licence fees and costs of terminating a services agreement with Invesco Uganda Limited.

"The adjusted profit after tax of Sh12.2 billion results into a 20.4 percent year-on-year increase if the above is excluded and an increase of [net] margins by 1.7 percentage points," the telco said of the impact of the non-recurring payments.

MTN Uganda saw its customer numbers rise 10.7 percent to 15.7 million, with active data subscribers jumping 16 percent to 5.3 million.

Its financial service subsidiary MTN Mobile Money Uganda paid the parent company a dividend of Sh1.9 billion in the review period.

"We see a significant opportunity for data growth in fixed connectivity through MTN WakaNet, fibre to home and fibre to business, and will continue our investment programme in that segment," the telco said in a statement.

"We are currently progressing with the implementation of a new pricing framework for the fixed data connectivity services to widen our customer catchment area."

jwangui@ke.nationmedia.com

Document BUSIDA0020220308ei3800007

## Boomplay Partners with MTN Nigeria to Offer Affordable Subscription, Data Bundles

405 words

7 March 2022

The Punch

TPUNC

English

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[Branded Content](#) Published 7 March 2022

Boomplay, the #1 music streaming service in Africa, has partnered with MTN Nigeria to launch the Boomplay x MTN Data bundle as part of its efforts to continue making music easily available to its users. This **partnership** will offer MTN subscribers tailored data to stream unlimited music and access premium **content** on Boomplay at affordable rates.

Boomplay continues to drive the growth and advancement of music streaming across Africa and this partnership will further propel Boomplay's vision and expectations. The introduction of affordable bundles will spur the next wave of music-streaming growth across the continent.

Through this partnership, MTN subscribers will be offered daily, weekly and monthly subscriptions to gain premium access to Boomplay's music streaming service on their mobile devices. The available Boomplay music plans alongside their data allowance are the: One day access with data for 250MB at N99, Weekly access with data for 1.2GB at N449 and Monthly access with data for 2.5GB at N999.

MTN users will be able to purchase any of the bundles by texting the codes in the table below to 8012 via SMS, or purchasing with airtime payment in the Boomplay app.

Also speaking about the partnership, A'isha Umar Mumuni, the acting Chief Digital Officer, MTN Nigeria said "Music is an integral part of youth entertainment, and we are glad to partner with Boomplay to bring accessible and affordable music entertainment to Nigerian youth. In our pursuit to deliver superior value to our subscribers, we continue to collaborate with a mix of digital content partners and bundle services with data access, so nothing can come between our customers and the content they love. The platform allows users to create playlists, watch/download music videos, and interact with other music lovers by following their profiles. We hope this brings value to our audiences." Boomplay Nigeria's General Manager, Dele Kadiri, said "This partnership is an attestation of our commitment to making music streaming as affordable as possible. High data costs are one of the barriers to the growth of music streaming and we are glad to be partnering with MTN to provide this special data bundle".

With over 65 million Monthly Active Users, Boomplay continues to demonstrate its commitment to advancing music streaming in the Nigerian market and across Africa by providing accessibility for all.

Document TPUNC00020220307ei37000xf

## MTN plans open RAN trials with Rakuten in South Africa, Nigeria and Liberia

193 words

7 March 2022

Telecompaper Africa

TELAFR

English

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MTN Group and Rakuten Symphony have agreed to run live 4G and 5G OpenRAN Proof of Concept (PoC) trials in South Africa, Nigeria and Liberia using the Rakuten Communications **Platform** (RCP). The trials will start in 2022 and combine RCP OpenRAN equipment with advanced automation and autonomous network capabilities. The products are currently deployed by Rakuten Mobile in Japan and include **cloud** orchestration, zero-touch provisioning and automation of radio site commissioning and network integration.

The MoU will enable the launch of new services more quickly, cost-effectively and seamlessly, MTN said. The mobile operator and Rakuten Symphony will be collaborating with Accenture and Tech Mahindra to conduct the trials in South Africa, Nigeria and Liberia.

Rakuten Mobile made a full-scale launch of commercial services on the world's first fully virtualised cloud-native mobile network in 2020 in Japan, and launched Rakuten Symphony in 2021 to bring its innovations to other operators. Rakuten Symphony brings together Rakuten's telco products, services and systems under a single banner to offer 4G and 5G infrastructure and platforms to customers worldwide.

Document TELAFR0020220307ei370005n



## **MTN Nigeria offers free calls and SMS to Ukraine**

106 words

7 March 2022

Telecompaper Africa

TELAFR

English

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MTN Nigeria announced that it will be offering free international calls and SMS to existing prepaid and postpaid customers to and from Ukraine due to the crisis. MTN said the offer is aimed at supporting customers to stay in touch with their loved ones while eliminating associated international direct dialling (IDD) costs.

It noted that concerns regarding connection issues have been addressed as the company has commenced the implementation of measures to ensure uninterrupted **connectivity**. Each active MTN subscriber will receive 30 minutes of free voice calls and 50 free SMS to Ukraine, valid until 31 March.

Document TELAFR0020220307ei3700005



## Telecom giant MTN Ghana to invest GHS1.5bn in **infrastructure** & network systems development by 2025

Michael Tawiah Bortei

235 words

7 March 2022

05:39

bne IntelliNews

BNEINT

English

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Telecoms giant MTN is in the process of investing a planned GHS1.5bn by 2025 in developing its network **infrastructure** and information systems (NIIS), [myjoyonline.com](https://myjoyonline.com) has reported.

According to the report, the **investment** is partly aimed at supporting the government's Digital Ghana agenda and putting the country at the forefront of Africa's digital transformation.

The CEO of MTN Ghana, Selorm Adadevoh, said that "we successfully implemented our investment plans, with a total CAPEX of GHS1.5bn last year supporting infrastructure modernisation, expansion of 4G coverage and improvement to quality of service."

He added that "In 2022, MTN will continue with its capacity enhancement projects with the aim of ensuring that all cell sites are upgraded to 4G capacity."

Mr Adadevoh further added that the service provider's upgrades were ongoing alongside other commitments in support of ICT development initiatives such as the provision of an ICT Hub, as well as the establishment of West Africa's first Innovation City.

He said that the Network sees Ghana as the country most strategically placed to be a digital hub in the region, exporting skills and services to diversify and accelerate economic growth, making technology leadership in the region an imperative if Ghanaian Small and Medium Enterprises (SMEs) are to be relevant in the AfCFTA era, the report noted.

Document BNEINT0020220307ei37000gp

## Despite Economic Headwinds, Dangote Cement, MTN, 6 Others' Dividend Up 29% to N827.05bn

1,116 words

7 March 2022

This Day

AIWTHD

English

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Kayode Tokede

Despite economic challenges, investors' in the Nigerian capital market has continued to enjoy mouthwatering return on **investment** as most highly capitalised declares improved dividends.

For instance, Dangote Cement Plc, MTN Nigeria, Zenith Bank Plc, among five other companies listed on the Nigerian Exchange Limited (NGX) have proposed a total dividend of N827.05billion for 2021 financial year.

The proposed dividend is an increase of 29 per cent when compared to N639.25billion paid out by these companies in 2020 financial year.

The other companies are Guaranty Trust Holding Plc (GTCO), United Bank for Africa Plc, Lafarge Africa Plc, Dangote Sugar Plc and United Capital Plc.

THISDAY analysis of results released to the NGX showed that the eight companies reported a total N1.27 trillion profit in 2021 financial year from N1.08 billion reported in 2020.

Leading the pack is Dangote Cement with about N364.44 billion profit in 2021 from N276.07billion in 2020 and proposed a dividend of N340.81billion in 2021 from N272.65billion proposed in 2020.

This represents a dividend of N20 per unit of 50 kobo ordinary share from N16.00 per unit proposed in 2020. Based on its current stock price of N273.5, Dangote Cement's dividend yield is about 7.3 per cent.

With about N298.65 billion profit in 2021 from N205 billion in 2020, MTN Nigeria for 2021 financial year proposed dividend of N212.7 billion from N133 billion proposed to investors for 2020 financial year.

The telecommunication giant in 2021 proposed N4.55 interim dividend (2020: N3.50 kobo per share) and final dividend of N8.57kobo per 2 kobo ordinary share, bringing the total dividend for 2021 financial year to N13.12 kobo from N9.5kobo total dividend paid to shareholders in 2020.

Of the listed banks, Zenith Bank, the most profitable financial institution proposed N97.32 billion total dividend for the financial year 2021, translating to N3.01 per share, after getting shareholders to agree to a dividend payout of N87.91 billion for the second half of the year, which translates to N2.80 per share.

The bank had earlier paid an interim dividend of N0.30 per share totaling N9.4 billion for the first half of the year. It paid shareholders N3.0 per share, summing up to N94.19 billion in 2020.

Zenith bank reported N244.4 billion profit in 2021, from N230.6 billion reported in 2020 and it becomes the highest profit ever declared by a listed bank in Nigeria.

Last year's profit growth rate was, however, the slowest since 2016. The bank's profit grew at a mere 6.5 per cent compared to 10 per cent between 2019 and 2020.

Meanwhile, the management of GTCO recommended a final dividend per share of N2.70 per share, coupled with the earlier paid interim dividend of N0.30 kobo in May 2021, hence bringing the total dividend for the financial year to N3.00kobo, same as what was paid in 2020 but a seven per cent increase from the total dividend paid in 2019.

On their part, the management of UBA proposed a final dividend of N0.80 per share in 2021 financial year from N0.35 proposed in 2020.

The proposed final dividend and the N0.20 per share interim dividend paid in September 2021, brings the lender's total dividend for the year to N1.00, amounting to a pay-out ratio of 29 per cent from 16 per cent and a yield of 12.4 per cent.

Others with dividend payout to investors are: Lafarge Cement with a proposed N2.00 total dividend in 2021 from N1.00 proposed in 2020, representing N32.22billion dividend in 2021 from N16.11billion in 2020;

United Capital proposed N1.50 kobo ordinary share of 50kobo each in 2021 from N1.00 paid in 2020, translating into N9billion dividend payout to investors in 2021 from N4.2billion in 2020 and Dangote Sugar Refinery proposed a dividend of N12.15billion for 2021 financial year from N18.22billion reported in 2020.

Commenting, shareholders commended impressive earnings by listed companies and dividend payout amid domestic and foreign macro economic challenges.

Speaking on behalf of Nigerian shareholders, Chairman, Progressive Shareholders Association of Nigeria (PSAN), Boniface Okezie questioned Dangote Cement's N20 per ordinary share dividend to investors, maintaining that the cement manufacturing could have rewarded investors better for 2021 financial year.

He added: "These companies have shown resilient performance despite numerous challenges in the economy. Zenith bank has surpassed analysts' expectation with profit and dividend payout to investors, the same for GTCO, UBA, among others."

Market analyst and Managing Director/CEO APT Securities and Funds Limited, Mr. Garba Kurfi commended listed companies for posting impressive result and accounts for 2021, expressing concerns that the declared dividend by these companies did not reflect in the trajectory of the stock market.

According to him: "These companies have declared impressive dividend payout to investors but I do not know why the stock market did not respond to dividend payout by Dangote Cement, Zenith Bank, among others. Although the likes of GTCO and UBA released their audited accounts after the close of trading last week, I am yet to see stock price appreciation.

"Take for instance, Lafarge Africa last year was trading at N31 and declared N1.00 per ordinary but this year, the company declared N2.00 and trading at N24.00 per share. The dividend by these companies has not reflected in our domestic market."

On his part, analyst and CEO, Wyoming Capital & Partners, Mr. Tajudeen Olayinka urged investors to investigate if these companies were paying from the reserve or current earnings reported on the NGX.

"For those companies that have proposed dividend, we praise their effort. If a company is paying from current earnings, it shows effective management despite the challenges. What some of these companies are paying as dividend is substantial which is good for their stock prices."

He added that: "It is excessive if a company is paying over 10per cent yield on its dividend to shareholders and it means these companies are operating at a higher cost per capital. When you have a functional market where companies are doing well, I don't expect a company to pay more than five per cent yield on dividend to shareholders.

"That was the level our domestic market was in 2007 before the global economic meltdown. If a company is able to pay at least five per cent yield, it means they will be able to raise money at a low level per capital."

[Click to view image](#)

Document AIWTHD0020220307ei370008i

## Stocks to record gains amid higher debt yields – Report

225 words

4 March 2022

The Punch

TPUNC

English

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[Nike Popoola](#) Published 4 March 2022

FBNQuest Research, the **investment** banking and asset management subsidiary of FBN Holdings Plc, has projected modest gains for equities amid higher debt yields in the Nigerian economy in 2022.

The company said in a statement that the projections were released at a webinar held to elaborate on its 2022 outlook report published in January 2022.

It said, "With regards to asset values, FBNQuest forecasts another positive year for equities in 2022, projecting gains between five and 10 per cent.

"A number of banks, as well as non-financial stocks, are expected to outperform in 2022. These include Access Bank, Zenith Bank, GT Bank, Seplat, Presco, and MTN Nigeria."

The research also projected that Nigeria's economy will grow by 2.7 per cent this year.

According to FBNQuest, as the second term of the President, Major General Muhammadu Buhari (retd.), winds down, the achievements of the administration would have been mixed.

It noted the passage of the Petroleum Industry Act, the 2020 and 2021 Finance Acts, and some infrastructure development as notable achievements.

Ahead of the 2023 general elections, FBNQuest Research anticipated that the withdrawal of monetary accommodation and other tightening measures by the US Federal Reserve and other advanced economy central banks might weaken emerging and frontier market currencies.

Document TPUNC00020220304ei34000eh

## MTN unveils new corporate identity with ambition 2025 to celebrate brand refresh

Seyi John Salau

582 words

3 March 2022

Business Day

BUSMEDI

English

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[\[click to view image\]](#)

MTN Nigeria has unveiled a new corporate identity in its brand repositioning using a contemplative slogan; "What Are We Doing Today?" in its bid to help build a digital **platform** that enables African businesses to the global audience.

The rebranding is an extension and visual representation of MTN Group's refreshed strategy, dubbed Ambition 2025 and premised on leading digital solutions for Africa's progress. Through the delivery of this strategy, MTN aims to accelerate growth by building the largest and most valuable platform businesses and driving its industry-leading connectivity operations.

"The new brand identity is modern, simple, bold and digitally dynamic. It kicks off with a provocative and simple question, "What are we doing today?" With a clear and concise brand strategy that is Opportunity + Energy = Progress, MTN understands that to truly unlock the full benefits and potential of the digital world people require a combination of drive, progressive thinking and the right tools," said Adia Sowho, the chief marketing officer, MTN Nigeria.

According to her, the new corporate identity portrays the company's preference for building digital platforms that enable Africa's progress. "This rebrand highlights MTN's commitment to continuously evolve and explore innovative initiatives that provide value to all our stakeholders. A pioneer of progress from the beginning, MTN looks to drive this progress further through action and doing. In delivering its vision, MTN aims to drive a positive shift in Africa and harness the continent's boundless opportunity," stated Sowho.

Read also: [MTN customers to get free access to Davido's O2 Concert](#)

She posits that 'Ambition 2025' is MTN's strategy to accelerate long term business growth in Nigeria while leveraging emerging opportunities. Built on four key strategic priorities, Ambition 2025 informs MTN's current and future projects as the company moves to create leading digital platforms for Africa's progress while providing the tools to ensure the connectivity to access those opportunities.

Karl Toriola, the chief executive officer, MTN Nigeria, said that the rebranding exemplifies MTN's commitment to continuously create value for all its stakeholders, with the new logo contextualising the company's identity as a digital citizen, open to change, young at heart, inviting, digitally dynamic and progressive.

"We want to play our part in harnessing the potential and supporting the progress of our people by driving digital and financial inclusion. It is a well-known fact that the youth are central to achieving this potential. Whilst we remain focused on all our customers and stakeholders, our brand evolution demonstrates an enhanced focus on the youth," said Toriola, who was represented by Adekunle Adebisi, the chief sales and distribution officer, MTN Nigeria.

This is the second brand overhaul since the MTN Group was founded in 1994. Back in 2004, the changes made to the brand resulted in MTN taking ownership of the colour yellow that is now synonymous with MTN. Importantly, it also helped to elevate the brand to where it is today, recognised as the most valuable in Africa.

The Company's new logo forgoes the italics, the red underscore and the solid coloured oval present in the previous logo for a minimalist look that retains the oval (now represented as a solid outline) with the letters M-T-N nestled in it. These can be used against a sunshine yellow or plain white background in either black or yellow font colours.

Document BUSMEDI020220303ei330005q

Entertainment  
**MTN secures live stream rights for Davido's O2 concert**

Sampson Unamka

246 words

3 March 2022

The Nation

NATNIG

English

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MTN Nigeria has secured exclusive global rights to stream Davido's live concert at the O2 arena on Saturday, March 5, 2022.

Through a **partnership** with the subscription-based music store and streaming service **platform**, uduX, MTN will be giving its subscribers the opportunity to experience the show.

Following a brief hiatus, Davido has been gearing up to give his UK fans the ultimate Afrobeats experience.

The concert comes as part of an elaborate prelude to the megastar's upcoming album 'We Rise By Lifting Others' – a celebration of a decade-long run in the music industry, from the early days of 'Dami Duro' in Lagos to the recent release of 'Champion Sound' globally.

READ ALSO: [Davido employs Morgan Freeman for O2 Arena commercial](#)

With MTN facilitating Davido's live-in-concert experience to his global audience through UduX, fans can look forward to a seamless and immersive event.

Commenting on the partnership, the Chief Marketing Officer, MTN Nigeria, Adia Sowho, said, "We are proud of this partnership with UduX and Davido, two stellar Nigerian brands that have become global ambassadors promoting Nigerian culture and music. In delivering this unparalleled experience to our customers across the country, we reiterate MTN Nigeria's commitment to continue to lead the delivery of a bold, new digital world."

The post [MTN secures live stream rights for Davido's O2 concert](#) appeared first on [The Nation Newspaper](#).

Document NATNIG0020220303ei3300001

## MTN Nigeria obtains rights to stream Davido's O2 Arena concert on 05 March with UduX

151 words

3 March 2022

Telecompaper Africa

TELAFR

English

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MTN Nigeria has secured exclusive global rights to stream Nigerian-American singer, songwriter and record producer Davido's concert at the UK's O2 arena on 05 March to its customers, under its **partnership** with subscription music store and streaming **platform** UduX. Davido is about to bring out the album "We Rise By Lifting Others" to celebrate his decade-long career from the early days of 'Dami Duro' in Lagos to the recent release of "Champion Sound" globally.

MTN will broadcast Davido's concert live through UduX. MTN Nigeria customers can tune in by subscribing to their favourite streaming data bundles, and logging on to wrblo2.udux.com. MTN has previously aired a live performance in November 2021 by Nigerian artiste Ayodeji "Wizkid" Balogun at the O2 arena, featuring his popular album "Made in Lagos".

Document TELAFR0020220303ei330008d

## MTN Launches Digital Multi-experience Platform with Tecnotree

248 words

3 March 2022

This Day

AIWTHD

English

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Emma Okonji

Tecnotree, a finnish-based global provider of digital transformation solutions for Communication Service Providers (CSPs) and Digital Service Providers (DSPs), has announced the launch of its digital multi-experience platform, 'Tecnotree Moments', in collaboration with MTN Nigeria.

The multi-experience partner ecosystem offering aims to create lifestyle bundles of content, applications and connectivity through a pre-integrated digital partner ecosystem for global, local and glocal high-demand and hyper growth sectors. The platform will attract leading partners across different sectors such as education, entertainment, gaming, sports, health and wellness, to enter Nigeria and using direct customer billing to convert ecosystem partners into instant revenue generators across enterprise and consumer segments.

'Tecnotree Moments' is a gateway of digital services and lifestyle bundling products, being launched with e-sports content such as PUBG Mobile Daily, FIFA Daily, Rocket League Daily, Fortnite Monthly and Fantasy Football. Its offerings also include Africa's top-played games, with fresh games being updated regularly. With dynamic brands including GamersHub Media Events (GHME), Smartlink, Hurix, MTutor and more the platform is uniquely positioned to cater for the convergence in education and gaming content around the globe that fosters social and emotional learning, imperative for personalized and adaptive experiences.

The collaboration between 'Tecnotree Moments' and MTN Nigeria is path-breaking for realising the full human potential of Nigerians across the country and creating an inclusive society that is key to promoting national development.

[Click to view image](#)

Document AIWTHD0020220303ei330003f



## MTN To Invest US\$1.05bn Into Digital **Infrastructure** Development

445 words

2 March 2022

Daily Guide Network (Ghana)

DGUGN

English

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MTN GHANA has projected an **investment** of over US\$1.05 billion in **infrastructure** and information systems over five years, starting from 2021, to support the vision of a digital Ghana.

The company has also said it is in advanced stages of an agreement to implement a national roaming plan in **partnership** with other operators and with the Ghana **Investment** Fund for Electronic Communications (GIFEC) as part of government's rural telephony project to extend communications to most rural communities.

'This initiative will enable MTN to share its infrastructure with other telecommunication operators in Ghana and vice versa, in order to increase the efficiency of infrastructure spend, expand quality telecom coverage or reach and accelerate further development and long-term viability in the telecoms industry,' the company's annual results for the year ended 31 December 2021 said.

It said over the years, MTN has won various awards as the highest taxpayer in Ghana in recognition of its contribution to the fiscal development of the country. During the year, MTN paid GHS2,767 million to government in direct and indirect taxes, representing 35.8% of our total revenue.

'In line with our commitment to create shared value, we continue to make significant contributions through the creation of direct and indirect employment opportunities impacting over 500,000 Ghanaians, as well as interventions to support our people, our cherished customers and other key stakeholders through the socioeconomic challenges brought about by the pandemic.

Noting that it will contribute GHS150 million over three years to Ghana's long-term transformation agenda, it added, 'For 2022, through the MTN Foundation, we will dedicate at least GHS20 million towards social investments to support and impact the communities within which we operate.'

MTN Ghana's mobile subscribers increased by 3.9% to 25.4 million while active data subscribers also up by 15.3% to 12.4 million. Active mobile money (MoMo) users increased by 3.8% to 11.0 million, service revenue grew by 28.5% to GHS7,701 million. Earnings before interest, tax, depreciation and amortisation (EBITDA) increased by 33.7% to GHS4,249 million while EBITDA margin was up by 2.3 percentage points (pp) to 55.0%.

Total CAPEX for the period was GHS1,485 million with a proposed final dividend per share of GHS0.085. The company spent GHS14.3 million on socio-economic initiatives in 2021; paid GHS2,767 million in direct and indirect taxes during the period.

On its outlook, the company stated, 'We forecast service revenue growth in the high teens over the medium-term from the previous guidance of 13% to 15%.'

Document DGUGN0020220303ei320000m



## MTN strides into the **metaverse**

By Total Telecom Staff

205 words

2 March 2022

Total Telecom Plus

TOTEL

English

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MTN believes **gaming** and music will increase its customer attractiveness

MTN have reiterated their commitment to supporting innovation by becoming the the first African company to enter the metaverse. Today they have announced the purchase of 144 plots of digital land in the Africarare metaverse Ubutuland, which will showcase some of the best of African art, fashion, entertainment, sport, tech and creativity. Ubutuland is being developed by Africarare and Mann Made Media. Mic Mann, co-founder of Africarare was quoted as saying "We've seen an immense amount of growth in the NFT space marketplace and Metaverses across the US, Europe, Asia, there hasn't been much coming out of Africa. We feel there's a great opportunity for Africa to take part in this new world." MTN's move is part of it's wider policy of positioning itself as a technology company, rather than a telecommunications company and is aligned with the companies Ambition 2025 strategy. Bernice Samuels, MTN's Group Executive for Marketing said "We have always been at the forefront of technological and digital changes and we remain alive to the exciting opportunities the metaverse presents for us and our customers".

512655

Document TOTEL00020220302ei3200002

## **'MTN Customers Will Get Free Access to Davido's 02 Arena Concert'**

304 words

2 March 2022

This Day

AIWTHD

English

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Leading technology company, MTN Nigeria, has secured exclusive global rights to stream Davido live at the O2 to its customers on Saturday, March 5, 2022. Through its **partnership** with the subscription-based music store and streaming service **platform**, uduX, MTN will be making history once again as the company with its pulse on technology and entertainment.

Following a brief hiatus, Davido has been gearing up to give his UK fans the ultimate Afrobeats experience. The concert comes as part of an elaborate prelude to the megastar's upcoming album 'We Rise By Lifting Others' – a celebration of a decade-long run in the music industry, from the early days of 'Dami Duro' in Lagos to the recent release of 'Champion Sound' globally.

With MTN facilitating Davido's live-in concert experience to his global audience through UduX, fans can look forward to a seamless and immersive event. MTN Nigeria customers can tune into the action on Saturday, March 5, 2022 by subscribing to their favourite streaming data bundles, and logging on to [wrblo2.udux.com](http://wrblo2.udux.com) to join the fun.

Commenting on the partnership, the Chief Marketing Officer, MTN Nigeria, Adia Sowho, said, "We are proud of this partnership with UduX and Davido, two stellar Nigerian brands that have become global ambassadors promoting Nigerian culture and music. In delivering this unparalleled experience to our customers across the country, we reiterate MTN Nigeria's commitment to continue to lead the delivery of a bold, new digital world."

MTN had previously delivered a successful all-inclusive live experience in November 2021 to its customers in Nigeria. The experience featured Grammy Award winning Nigerian artiste, Ayodeji 'Wizkid' Balogun at the O2, sharing his monster hit album 'Made in Lagos', with the world.

[Click to view image](#)

Document AIWTHD0020220302ei3200005

**DAVIDO'S O2 CONCERT: MTN SUBSCRIBERS TO GET EXCLUSIVE FREE ACCESS**

296 words

1 March 2022

Nigerian Tribune

NIGTRI

English

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MTN Nigeria has secured exclusive global rights to stream 'Davido live' at the O2 to its customers on Saturday, March 5, 2022. Through its **partnership** with the subscription-based music store and streaming service **platform**, uduX, MTN will be in the front row as the company with its pulse on technology and entertainment.

Following a brief hiatus, Davido has been gearing up to give his UK fans the ultimate Afrobeats experience. The concert comes as part of an elaborate prelude to the megastar's upcoming album 'We Rise By Lifting Others' - a celebration of a decade-long run in the music industry, from the early days of 'Dami Duro' in Lagos to the recent release of 'Champion Sound' globally.

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Document NIGTRI0020220302ei3100010



## **MTN Rwanda partners to launch Connect Women in Business initiative**

80 words

1 March 2022

Telecompaper Africa

TELAFR

English

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MTN Rwanda has launched the third Connect Women in Business (CWiB) scheme in **partnership** with the National Women Council, AEE and NUDOR. It began two years ago and has supported 56 women;s saving groups so far, both financially and through business acumen training. This year, the programme has been launched in Karinge Sector, Rwamagana District and 20 women-led saving groups have been selected from all over the country.

Document TELAFR0020220301ei310008d

## MTN Group buys land in African **metaverse** 'Africarere'

153 words

1 March 2022

Telecompaper Africa

TELAFR

English

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MTN Group says it has become the first African company to enter the **metaverse**, by purchasing land in Africarere. It said Africarere made its debut in South Africa in October 2021 and is the first African **Virtual Reality metaverse** featuring digital land. MTN has acquired 144 plots of **virtual land** with an overall area of 12 x 12 m.

Bernice Samuels, group executive for marketing, said MTN has always been at the forefront of technological and digital changes, adding that the **metaverse** presents exciting opportunities for the company and its customers. The **investment** demonstrates MTN's commitment to supporting African innovation as it is the first company on the continent to back an initiative of this kind, it said. Through its presence in the **metaverse**, MTN intends to increase its customer attractiveness through a series of "experiences" merged with consumer "passion points" such as **gaming** and music.

Document TELAFR0020220301ei310008g

## MTN becomes first African company to invest in **metaverse**

231 words

1 March 2022

The Punch

TPUNC

English

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[Sodiq Oyeleke](#) Published 1 March 2022

MTN has become the first African company to enter the **metaverse** by purchasing land in Africarare.

MTN made this known in a statement on its website titled, 'MTN Group becomes the first African company to enter the metaverse with land ownership on Africarare'.

"This investment demonstrates MTN's commitment to supporting African innovation as it is the first company on the continent to support an initiative of this kind. Through its presence in the metaverse, MTN intends to increase its customer attractiveness through a series of experiences merged with consumer passion points, like gaming and music.

"Africarare which made its debut in South Africa in October 2021, is the first African Virtual Reality metaverse featuring digital land. This purchase will see MTN owning 144 plots of virtual land with an overall area of 12x12m," part of the statement read.

MTN's Group Executive for Marketing, Bernice Samuels, said, "This is an exciting moment for us as we lead businesses on the continent to enter the metaverse marketplace. This is exactly what our Ambition 2025 strategy is premised on – leveraging trends that amplify consumer's digital experiences and engagement.

"We have always been at the forefront of technological and digital changes and we remain alive to the exciting opportunities the metaverse presents for us and our customers".

Document TPUNC00020220301ei31000xr

**MTN Group Ltd. - MTN Group becomes the first African company to enter the metaverse with land ownership on Africarare**

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302 words

28 February 2022

Public Companies News and Documents via PUBT

LCDVP

English

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MTN Group becomes the first African company to enter the metaverse with land ownership on Africarare

Africarare is the first Virtual Reality metaverse in Africa

MTN today became the first African company to enter the metaverse by purchasing land in Africarare.

Africarare which made its debut in South Africa in October 2021, is the first African Virtual Reality metaverse featuring digital land. This purchase will see MTN owning 144 plots of virtual land with an overall area of 12x12m.

Bernice Samuels, MTN's Group Executive for Marketing said, "This is an exciting moment for us as we lead businesses on the continent to enter the metaverse marketplace. This is exactly what our Ambition 2025 strategy is premised on - leveraging trends that amplify consumer's digital experiences and engagement. We have always been at the forefront of technological and digital changes and we remain alive to the exciting opportunities the metaverse presents for us and our customers".

This investment demonstrates MTN's commitment to supporting African innovation as it is the first company on the continent to support an initiative of this kind. Through its presence in the metaverse, MTN intends to increase its customer attractiveness through a series of experiences merged with consumer passion points, like gaming and music.

\* [Original Link](#)

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Document LCDVP00020220323ei2s00jah





**NCC confirms 5G spectrum licence payments, MTN pays extra for preferred lot**

132 words

28 February 2022

Telecompaper Africa

TELAFR

English

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The Nigerian Communications Commission (NCC) Nigerian Communications Commission (NCC) has confirmed that MTN Nigeria and Mafab Communications have made their full payment of USD 273.6 million each for their 5G spectrum licences by the 24 February deadline. This follows the successful auction on 13 December 2021 and the emergence of MTN and Mafab as the winners.

The NCC said that MTN also paid another USD 15.9 million that it had offered at the assignment stage of the spectrum auction, enabling it to obtain its preferred Lot 1 (3500-3600 Megahertz-MHz) in the 3.5 GHz spectrum. Mafab Communications had bid less at the assignment stage and consequentially settled for Lot 2 (3700-3800Mhz) at no extra cost.

Document TELAFR0020220228ei2s0005q



## MTN Group underlines its role as a driver of Africa's progress through brand evolution

391 words

28 February 2022

New Vision

NEWVEN

English

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MTN Group today unveiled its [evolved visual identity](#), articulating the context behind the logo many have seen since 16 February 2022. It is just the second brand overhaul since the Group was founded in 1994. Back in 2004, the changes made to the brand resulted in MTN taking ownership of the colour yellow that is now synonymous with MTN. Importantly, it also helped to elevate the brand to where it is today, recognised as the most valuable in Africa. ;

The brand is an extension and visual representation of the Group's refreshed strategy, dubbed Ambition 2025 and premised on leading digital solutions for Africa's progress. Through the delivery of this strategy, MTN aims to accelerate growth by building the largest and most valuable business platforms and driving its industry-leading **connectivity** operations.

"Africa is a continent with enormous opportunity and energy," says MTN Group President and Chief Executive Officer Ralph Mupita. "We want to play our part in harnessing her potential and supporting her progress by driving digital and financial inclusion. It is a well-known fact that the youth are central to achieving this potential. Whilst we remain focused on all our customers and stakeholders, our brand evolution demonstrates an enhanced focus on the youth."

;The new brand identity is modern, simple, bold, and digitally dynamic. It kicks off with a provocative and simple question, "What are we doing today?" With a clear and concise brand strategy that Opportunity + Energy = Progress, MTN understands that to truly unlock the full benefits and potential of the digital world, people require a combination of drive, progressive thinking, and the right tools.

;This rebrand highlights MTN's commitment to continuously evolve and explore innovative initiatives that provide value to all our stakeholders. A pioneer of progress from the beginning, MTN looks to drive this progress further through action and doing. In delivering its vision, MTN aims to drive a positive shift in Africa and harness the continent's boundless opportunity.

"Africa is never still. True progress can only be realised by 'doing'," says Bernice Samuels, MTN Group Executive for Marketing. "It is off this insight that we launch our new positioning by challenging, celebrating and providing tools for doers because when individuals, communities and countries progress, so does Africa."

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Document NEWVEN0020220228ei2s0018j



## MTN Nigeria Launches Digital Multi-Experience Platform with Tecnotree Moments - for Gaming and Education

Tecnotree; Canada NewsWire

632 words

28 February 2022

11:00

Canada NewsWire

CNNW

English

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ESPOO, Finland, Feb. 28, 2022 /CNW/ -- Tecnotree, a Finnish-based global provider of digital transformation solutions for Communication Service Providers CSPs and Digital Service Providers DSPs, today announces the launch of its digital multi-experience platform, Tecnotree Moments in collaboration with MTN Nigeria. The multi-experience partner ecosystem offering aims to create lifestyle bundles of content, applications, and connectivity through a pre-integrated digital partner ecosystem for global, local and glocal high-demand and hyper-growth sectors. The platform will attract leading partners across different sectors such as education, entertainment, gaming, sports, health, and wellness, to enter Nigeria and use direct customer billing to convert ecosystem partners into instant revenue generators.

[https://mma.prnewswire.com/media/1754777/Tecnotree\\_Moments\\_Logo.jpg](https://mma.prnewswire.com/media/1754777/Tecnotree_Moments_Logo.jpg)

Tecnotree Moments is a gateway of digital services and lifestyle bundling products, being launched with e-sports content such as PUBG Mobile Daily, FIFA Daily, Rocket League Daily, Fortnite Monthly, and Fantasy Football. Its offerings also include Africa's top-played games, with fresh games being updated regularly. With dynamic ecosystem partners, the platform is uniquely positioned to cater for the convergence in education and gaming content around the globe that fosters social and emotional learning, imperative for personalized and adaptive experiences.

This collaboration between Tecnotree Moments and MTN Nigeria is ground-breaking for realizing the full human potential of Nigerians across the country and creating an inclusive society that is key to promoting national development. Moments contains the complete Nigerian JSSCE, SSSCE, and IGCSE syllabus in the form of interactive and immersive content and live classes. Also, to remain relevant in the rapidly evolving digital economy, the MTN-Moments partnership will look at providing Massive Online Open Curriculum (MOOC) for career development and progression facilitating the acquisition of soft and technical skills. Considering the local skills and talent pool in the country, the platform will be launched first in Nigeria, with further plans to launch these services across other MTN OpCos in Africa.

'MTN is constantly seeking partnerships to build platforms that provide a superior service to our customers. We have always been deliberate about giving our customers the very best in digital content. This partnership with Tecnotree is a reinforcement of that commitment. The platform will provide enormous quality content that cuts across education and entertainment for our customers,' said Aisha Mumuni, MTN's Acting Chief Digital Officer.

Padma Ravichander, CEO of Tecnotree Corporation said, 'Our Vision is to empower digitally connected communities, narrow the digital divide and create digital inclusion for various diasporas of the Nigerian population. We are very excited to partner with MTN Nigeria to launch our Tecnotree Moments platform that will support the Nigerian community with true digital services and products through our global partners. MTN's commitment to making Africa a truly digital economy is a powerful purpose and Tecnotree is proud to be its digital partner in the cause.'

Further Information

[www.tecnotree.com](http://www.tecnotree.com)

### ABOUT TECNOTREE

Tecnotree is the only full-stack digital business management solution provider for digital service providers, with over 40 years of deep domain knowledge, proven delivery, and transformation capability across the globe. Our open-source technology-based agile products and solutions comprise the full range

(order-to-cash) of business process and subscription management for telecom and other digital service providers. Tecnotree products and platforms service over 800 million subscribers worldwide. Tecnotree is listed on Nasdaq Helsinki (TEM1V). For more information, please visit our website [www.tecnotree.com](http://www.tecnotree.com) or social media channels – [LinkedIn](#) | [Facebook](#) | [Twitter](#)

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Media Contact: Padma Ravichander, CEO, Tecnotree Corporation, tel. +97 156 414 1420; or write to us [moments@tecnotree.com](mailto:moments@tecnotree.com)

Document CNNW000020220228ei2s001bg

## MTN Nigeria Launches Digital Multi-Experience Platform with Tecnotree Moments - for Gaming and Education

Tecnotree; PR Newswire

634 words

28 February 2022

11:00

PR Newswire Asia

PRNASI

English

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ESPOO, Finland, Feb. 28, 2022 /PRNewswire/ -- Tecnotree, a Finnish-based global provider of digital transformation solutions for Communication Service Providers CSPs and Digital Service Providers DSPs, today announces the launch of its digital multi-experience platform, Tecnotree Moments in collaboration with MTN Nigeria. The multi-experience partner ecosystem offering aims to create lifestyle bundles of content, applications, and connectivity through a pre-integrated digital partner ecosystem for global, local and global high-demand and hyper-growth sectors. The platform will attract leading partners across different sectors such as education, entertainment, gaming, sports, health, and wellness, to enter Nigeria and use direct customer billing to convert ecosystem partners into instant revenue generators.

[https://mma.prnewswire.com/media/1754777/Tecnotree\\_Moments\\_Logo.jpg](https://mma.prnewswire.com/media/1754777/Tecnotree_Moments_Logo.jpg)

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Padma Ravichander, CEO of Tecnotree Corporation said, 'Our Vision is to empower digitally connected communities, narrow the digital divide and create digital inclusion for various diasporas of the Nigerian population. We are very excited to partner with MTN Nigeria to launch our Tecnotree Moments platform that will support the Nigerian community with true digital services and products through our global partners. MTN's commitment to making Africa a truly digital economy is a powerful purpose and Tecnotree is proud to be its digital partner in the cause.'

Further Information

[www.tecnotree.com](http://www.tecnotree.com)

### ABOUT TECNOTREE

Tecnotree is the only full-stack digital business management solution provider for digital service providers, with over 40 years of deep domain knowledge, proven delivery, and transformation capability across the globe. Our open-source technology-based agile products and solutions comprise the full range (order-to-cash) of business process and subscription management for telecom and other digital service providers. Tecnotree products and platforms service over 800 million subscribers worldwide. Tecnotree is listed on Nasdaq Helsinki (TEM1V). For more information, please visit our website [www.tecnotree.com](http://www.tecnotree.com) or social media channels – [Linkedin](#) | [Facebook](#) | [Twitter](#)

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Media Contact: Padma Ravichander, CEO, Tecnotree Corporation, tel. +97 156 414 1420; or write to us [moments@tecnotree.com](mailto:moments@tecnotree.com)

Document PRNASI0020220228ei2s0030d

## **MTN Nigeria Launches Digital Multi-Experience Platform with Tecnotree Moments - for Gaming and Education**

Tecnotree; PR Newswire

644 words

28 February 2022

11:00

PR Newswire Europe

TWOTEN

English

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ESPOO, Finland, Feb. 28, 2022 /PRNewswire/ -- Tecnotree, a Finnish-based global provider of digital transformation solutions for Communication Service Providers CSPs and Digital Service Providers DSPs, today announces the launch of its digital multi-experience platform, Tecnotree Moments in collaboration with MTN Nigeria. The multi-experience partner ecosystem offering aims to create lifestyle bundles of content, applications, and connectivity through a pre-integrated digital partner ecosystem for global, local and global high-demand and hyper-growth sectors. The platform will attract leading partners across different sectors such as education, entertainment, gaming, sports, health, and wellness, to enter Nigeria and use direct customer billing to convert ecosystem partners into instant revenue generators.

[https://mma.prnewswire.com/media/1754777/Tecnotree\\_Moments\\_Logo.jpg](https://mma.prnewswire.com/media/1754777/Tecnotree_Moments_Logo.jpg)

Tecnotree Moments is a gateway of digital services and lifestyle bundling products, being launched with e-sports content such as PUBG Mobile Daily, FIFA Daily, Rocket League Daily, Fortnite Monthly, and Fantasy Football. Its offerings also include Africa's top-played games, with fresh games being updated regularly. With dynamic ecosystem partners, the platform is uniquely positioned to cater for the convergence in education and gaming content around the globe that fosters social and emotional learning, imperative for personalized and adaptive experiences.

This collaboration between Tecnotree Moments and MTN Nigeria is ground-breaking for realizing the full human potential of Nigerians across the country and creating an inclusive society that is key to promoting national development. Moments contains the complete Nigerian JSSCE, SSSCE, and IGCSE syllabus in the form of interactive and immersive content and live classes. Also, to remain relevant in the rapidly evolving digital economy, the MTN-Moments partnership will look at providing Massive Online Open Curriculum (MOOC) for career development and progression facilitating the acquisition of soft and technical skills. Considering the local skills and talent pool in the country, the platform will be launched first in Nigeria, with further plans to launch these services across other MTN OpCos in Africa.

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[https://rt.prnewswire.com/rt.gif?NewsItemId=EN75050&Transmission\\_Id=202202280600PR\\_NEWS\\_EURO\\_ND\\_EN75050&DatId=20220228](https://rt.prnewswire.com/rt.gif?NewsItemId=EN75050&Transmission_Id=202202280600PR_NEWS_EURO_ND_EN75050&DatId=20220228)

Media Contact: Padma Ravichander, CEO, Tecnotree Corporation, tel. +97 156 414 1420; or write to us [moments@tecnotree.com](mailto:moments@tecnotree.com)

Document TWOTEN0020220228ei2s0038q



## **MTN launches a new brand in line with its ambitious 2025 strategy for Africa's digital progress**

NewDawn

557 words

28 February 2022

The New Dawn

NEWDEN

English

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Africa's most admired African brand, MTN, is rebranding to reflect its evolution from the continent's most valuable telecommunications provider to Africa's leading digital technology company.

The rebrand reflects MTN Group's commitment to its Ambition 2025 strategy to build leading digital platforms that enable Africa's progress across the telecom, fintech, **infrastructure**, API and **content** and messaging **ecosystem**. It is the second brand overhaul since the mobile operator's founding in 1994, the previous refresh being in 2004.

Kicking off with a provocative and simple question, "What are we doing today?", the brand refresh promises to reveal MTN as more than just a telco. In developing and designing its new brand, MTN is responding to the reality that whilst it was born into the analog era, its customers today spend much of their time in the social and digital world. The new brand identity and its expression is modern, simple, bold and digitally dynamic.

Through its delivery of Ambition 2025, MTN aims to accelerate growth and unlock the value of its infrastructure, assets, and platforms. A pioneer of innovation, the brand refresh reasserts MTN's role as a technology leader in Africa and its role in accelerating progress through the simple act of doing.

Ralph Mupita, MTN Group President and CEO said, "It should come as no surprise that our identity as a telco is only a part of who we are and that our legacy and story are still in the making. We are at an inflection point; the world has changed and, as a digital first business, we must change with it. This is reflected in our active evolution from being a telco to a techno and doing this together with our Nation States for the benefit of our stakeholders. Our rebrand is an expression of this as we steer towards a singular global brand."

For Lonestar Cell MTN, this rebranding inspires Liberia's leading telecommunications company to continue its evolution as a technology company.

Lonestar Cell MTN Chief Executive Officer, Rahul De, said, "This rebrand demonstrates commitment to our Ambition 2025 strategy, to build leading digital platforms that accelerate Liberia's progress across the telecom, fintech, infrastructure, API and content and messaging eco-system."

With a clear and concise brand strategy that 'Opportunity + Energy = Progress', MTN understands that to truly unlock the full benefits and potential of the digital world requires a combination of drive, progressive thinking, and the right tools that help doers get from can, to done.

MTN Group Executive Marketing, Bernice Samuels said: "Our new positioning and refreshed brand identity is centred on the notion that Africa is never still. And now more than ever, true progress for Africa can only be realised by closing the gap between 'can' and 'done'. It is the doing that bridges the gap between can and done. "It is off this insight that our new campaign, "What are you doing today?" will launch across our footprint by challenging, celebrating and providing tools for doers, because we progress, as individuals, communities and countries, Africa progresses", she concludes.

The campaign rolled out from 17 February 2022 across digital and social platforms, OOH, print, radio and TV, with the first pan-African flighting on 27 February 2022.

Document NEWDEN0020220228ei2s00002

## MTN Group underlines its role as a driver of Africa's progress through brand evolution

393 words

27 February 2022

Business and Financial Times

BUSFINC

English

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MTN Group today unveiled its [evolved visual identity](#), articulating the context behind the logo many have seen since 16 February 2022. It is just the second brand overhaul since the Group was founded in 1994. Back in 2004, the changes made to the brand resulted in MTN taking ownership of the colour yellow that is now synonymous with MTN. Importantly it also helped to elevate the brand to where it is today, recognised as the most valuable in Africa.

The brand is an extension and visual representation of the Group's refreshed strategy, dubbed Ambition 2025 and premised on Leading digital solutions for Africa's progress. Through the delivery of this strategy, MTN aims to accelerate growth by building the largest and most valuable **platform** businesses and driving its industry leading **connectivity** operations.

"Africa is a continent with enormous opportunity and energy," says MTN Group President and Chief Executive Officer Ralph Mupita. "We want to play our part in harnessing her potential and supporting her progress by driving digital and financial inclusion. It is a well-known fact that the youth are central to achieving this potential. Whilst we remain focussed on all our customers and stakeholders, our brand evolution demonstrates an enhanced focus on the youth."

The new brand identity is modern, simple, bold, and digitally dynamic. It kicks off with a provocative and simple question, "What are we doing today?" With a clear and concise brand strategy that Opportunity + Energy = Progress, MTN understands that to truly unlock the full benefits and potential of the digital world people require a combination of drive, progressive thinking, and the right tools.

This rebrand highlights MTN's commitment to continuously evolve and explore innovative initiatives that provide value to all our stakeholders. A pioneer of progress from the beginning, MTN looks to drive this progress further through action and doing. In delivering its vision, MTN aims to drive a positive shift in Africa and harness the continent's boundless opportunity.

"Africa is never still. True progress can only be realised by 'doing'," says Bernice Samuels, MTN Group Executive for Marketing. "It is off this insight that we launch our new positioning by challenging, celebrating and providing tools for doers because when individuals, communities and countries progress, so too does Africa."

Document BUSFINC020220228ei2r00002

## MTN and NuRAN ink 4G deal

551 words

24 February 2022

The Namibian

MEWNAB

English

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by [Lazarus Amukeshe](#)

MTN Namibia has signed a **partnership** deal with listed Canadian telecommunications company NuRAN Wireless Inc for the deployment of 150 rural and suburban networking sites.

The deal appears to stem from the souring relationship between MTN Namibia and MTC over infrastructure sharing, which saw the former seeking some overseas muscle.

According to a report by Big News Network, NuRAN and MTN recently signed an agreement for the sites under the network-as-a-service model.

"We are excited to be partnering with NuRAN in this very important project. At MTN Namibia, we believe that everyone deserves the benefit of a modern connected life, therefore our strategy is to bring connectivity to all people throughout Namibia and specifically those less connected like the rural and suburban areas of the country," said MTN Namibia managing director Elia Tsouros.

Tsouros added that the initiative could be the beginning of a growing relationship between NuRAN and MTN Namibia.

"This is the beginning of an even greater infrastructure deployment in the country providing unprecedented communications services in Namibia. These projects will also create opportunities for local small businesses to partner with MTN as we continue to grow our footprint," said Tsouros.

Pursuant to the terms of the memo, the parties intend to install a minimum of 150 rural and suburban networking sites in Namibia within the next 24 months, subject to the conclusion of a definitive agreement with a 10-year term within six months of signing the agreement.

The agreement is intended to provide mobile connectivity solutions through the NuRAN Revenue Share NAAS model.

"We are extremely pleased to have concluded this understanding with MTN Namibia. Adding Namibia to the NuRAN portfolio and including 4G connectivity as part of the rollout and the first contract for the Nuran XG product, is another major step towards achieving our goal of 10 000 sites," said Francis Létourneau, NuRAN's CEO.

Létourneau said Namibia is one of the wealthier countries in Africa, resulting in this deployment having an average revenue per user of almost double the average rural sites elsewhere on the continent.

"Bringing connectivity to the unconnected is at the heart of our business strategy and the benefits extend beyond communication including e-commerce, education and healthcare. We are very proud to be working with MTN on another important project," said Létourneau.

According to the report, NuRAN's NAAS model facilitates network expansion for mobile operators by managing and controlling the build, operation, and maintenance of cellular sites along with associated capital expenditures. The sites are then monetised by providing connectivity on a paid for service basis.

Leveraging its carrier-grade mobile network infrastructure solutions as well as its extensive expertise in the building of cost-effective cellular infrastructure, NuRAN is able to set-up network operations from the ground up with an exceptional return on investment.

While deployments under the NAAS model require the company to make upfront investments, they generate significant value whereby NuRAN benefits from long-term recurring revenue with compelling returns.

NuRAN is expected to fund such deployments mostly through asset-based project financing or similar debt-oriented facilities. Such financing options and sources are being investigated with a view to carrying out deployments in the most efficient manner.

-;  
@Lazarus\_A on Twitter

Document MEWNAB0020220225ei2o0000b



## NuRAN signs MoU for 150 4G, 2G sites with MTN

CT Bureau

Distributed by Contify.com

516 words

23 February 2022

Communications Today

ATCOMT

English

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NuRAN Wireless Inc., a leading supplier of mobile and broadband wireless **infrastructure** solutions, announces it has signed a Memorandum of Understanding ("MOU") with MTN Namibia Ltd for the deployment of rural and suburban sites under the network-as-a-service model ("NAAS") in Namibia.

"We are excited to be partnering with NuRAN in this very important project. At MTN Namibia, we believe that everyone deserves the benefit of a modern connected life therefore our strategy is to bring connectivity to all people throughout Namibia and specifically those less connected like the rural and suburban areas of the country. This is the beginning of a growing relationship with NuRAN and MTN Namibia as we embrace this massive milestone initiative. This is the beginning of an even greater infrastructure deployment in the country providing unprecedented communications services in Namibia. These projects will also create opportunities for local small businesses to partner with MTN as we continue to grow our footprint" commented Elia Tsouros, Managing Director, MTN Namibia

Pursuant to the terms of the MTN MOU, the parties intend to install a minimum of 150 rural & suburban networking sites in Namibia within the next 24 months, subject to the conclusion of a definitive agreement with a ten-year term within six months of signing the MOU. The agreement is intended to provide mobile connectivity solutions through the NuRAN Revenue Share NAAS model.

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Document ATCOMT0020220225ei2n0000f

## MTN goes tech: How data overtook voice revenue

Frank Eleanya

1,336 words

23 February 2022

Business Day

BUSMEDI

English

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[\[click to view image\]](#)

Last Wednesday, Africa's largest telecommunications company, MTN, took an important step towards its ambition of becoming a full-fledged technology company and the biggest digital **platform** on the continent by 2025, with the unveiling of a new logo.

The logo is coming ahead of a re-branding event set to take place on Monday, February 28, 2022.

While the new logo retained the iconic yellow colour, the oval-shaped blue background with a red accent was replaced with an oval MTN in black lettering. It is a logo that is supposed to communicate the company's new transition – from telco to tech.

Anyone who has followed recent developments in the company would not be surprised MTN is making the transition formal. It has been long in coming with the recruitment of Adia Sowho, the former interim CEO of Thrive Agric and a well-known face in the tech ecosystem.

MTN has been on a strong push in recent years to diversify its business, pursuing new revenue streams in mobile data, technology, and related communications services to businesses, wholesale network services, fintech, and digital services.

MTN is also in the job market looking to recruit 150 digital experts to ensure it keeps pace with growing digital demand.

According to the company, the move ties with MTN Group's 2025 ambition.

"We intend to lead the delivery of a bold new digital world and are therefore looking to expand our teams to ensure we keep challenging what we do to always do better," said Tebogo Maenetja, chief of human resources at MTN South Africa.

Some of the roles MTN wants to fill include UX and UI designers; product owners; performance marketers; digital content specialists; eCommerce experts; full-stack developers; scrum masters, and business analysts.

Read also: [MTN's 2021 results in five numbers](#)

The telco's intensity is coming from impressive growth in the data business. In 2021, MTN reported active data subscribers growth of 5.3 percent year-on-year to 34.3 million compared to its voice business, which declined by 10.6 percent in the same year due to the regulatory restrictions on new SIM sales and activations.

The growth in active data subscribers also reflected in the revenue, which rose to 55.3 percent in 2021, maintaining an accelerated growth trajectory in the fourth quarter as it continues to accelerate the expansion of its 4G coverage, enhance the quality and capacity of the network to support increasing data traffic, and grow active data users. The company also saw an average megabit (MB) per user grow by 62.7 percent, enabling overall data traffic growth of 85.3 percent. The telco claims its 4G network now covers 70.3 percent of the population, up from 60.1 percent in December 2020.

Voice revenue was not so impressive as it grew by only 8.4 percent year-on-year in 2021. The company's fintech business rose by 57.3 percent due to sustained growth in the use of Xtritime products and broader fintech services by users.

MTN also expanded its MoMo agent network, through a one distribution strategy, with the addition of over 374,000 registered agents, bringing the total number to approximately 770,000, up to 94.8 percent. The growth led to transaction volume rising by 167.0 percent to 137.5 million from an active user base of 9.4 million, up 102 percent.

Experts say that for most telecom operators like MTN the shift to becoming full-fledged technology companies is driven by current economic realities and the influx of new disruptors that have seen most incumbents struggle to maintain their market leadership. In some cases, the new disruptors have swallowed supposed big old players.

In a recent report, Mckinsey noted that even before the COVID-19 pandemic hit the world, telecom operators had been battling a decade-long disruption, one of which is the customer-back disruption led by digital natives such as Uber and Netflix. These digital natives set new standards for seamless online experiences that forced incumbents to redefine their interaction models.

There is also business-model disruption with technologies like artificial intelligence (AI), big data, and the internet of things rewriting the rules in service delivery and value-capture models. The telcos also faced the new-entrant disruption, which led to increased competition among traditional players as well as non-traditional players. This disruption has now shifted value toward technology-focused parts of the value chain.

"Most operators responded to these daunting challenges with a mix of efficiency measures, digitisation efforts, structural changes (such as network sharing), and productivity improvements," the Mckinsey report noted. "In parallel, many expanded into new industries, such as TV and information and communications technology (ICT), to increase revenue streams. As demonstrated by pre-COVID-19 performance, though, that formula has been running out of steam."

In the case of MTN, the disruptions drove the launch of new business verticals, most of which were aimed at increasing data consumption on the network. Generally, internet data consumption has been on the increase in Nigeria. The [Nigerian Communication Commission](#) (NCC) had in 2021 noted the huge demand for data.

"Nigerians are consuming in excess of 80,000 terabytes of data every month," said Garba Umar Danbatta, executive vice-chairman, NCC, noting, "We have seen this trend for a while, with an increase in data usage associated with an increase in online activity."

In Africa, Nigeria's monthly data consumption of 80,000 terabytes (80m GB) is only surpassed by South Africa, which consumes about 269,000TB every month. Kenya and Ghana complete the four largest consumers, using 22,400TB and 8,100TB of monthly internet data, respectively.

With people consuming more data than calls, it is no surprise therefore that MTN is prioritising the former over the latter. Importantly, the company knows it needs to provide different services to ensure more people consume its data service.

In 2019 for instance, MTN launched its music streaming service, MusicTime, which it developed in partnership with Simfy Africa. The music streaming app, first introduced in South Africa in 2018, allows users to buy time on the service, data inclusive, as opposed to other streaming services that allow users to do a monthly subscription. However, the app is missing from the Play Store.

Other verticals launched by the company include Ayoba, MoMo, and recently a microinsurance service called AYo, which is already launched in Ghana, Uganda, and Zambia.

According to a BusinessDay report, AYo started out as a 50-50 partnership between MTN and Momentum Metropolitan Holdings (MMH). Over the past two years, MMH took its stake down to 25 percent before completely exiting the venture, leaving MTN as the sole owner.

"I believe part of what is driving the company's decision is borne out of the fact that currently, they provide telecom support services that power Africa's tech ecosystem," noted Omosomi Omomia, a manager at KPMG. "MTN has over 277 million subscribers in over 20 African countries with Nigeria and South Africa being the largest market. Interestingly, MTN has business interests in tech but their core business revolves around providing telecom services such as voice and data services."

Omomia said MTN would need to consolidate its different businesses into a single entity that could in no distant time begin to rival global tech companies like Amazon, Meta (formerly Facebook), Apple, and Alphabet's Google.

MTN's next big play is the launch of 5G in Nigeria. 5G even gives the company a massive advantage to grow its data market share. It is already among the companies in South Africa with the 5G licence and is deploying at speed.

In Nigeria, the company has already paid the \$273 million licence fee and is waiting for the regulator NCC to make it official on February 24. It has also closed funding, which it plans to use to fund its infrastructure across the country.

## Cash Out: Shareholders Of MTN, 6 Others Pocket N292bn Dividend

282 words

22 February 2022

Daily Trust

DATRUS

English

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Telecommunication giant, MTN Nigeria, United Capital lead the pack of listed companies that have announced a total of N292.5 billion as dividend to shareholders from their 2021 operations.

Data collected by Daily Trust suggest that seven companies from various sub-sectors have declared dividend **payments** from the 2021 operations namely MTN Nigeria, United Capital, UPDC REIT, PZ Cussons, Vitafoam, Nigerian Brewery and Neimeth International Pharmaceuticals.

MTN leads the pack with a dividend payout of N267bn amounting to N13.12 per share. MTN whose revenue touched a new high of N1.7 trillion in 2021, announced a final dividend of N8.57 per share translating to a payout of N174.4 billion.

It had declared a N4.55 interim dividend in July 2021, making its total dividend per share for the year stand at N13.12.

That puts the company's stockholders on course to receive 39.6 per cent more of the cash reward they got a year earlier when N9.40 was paid as total dividend per share.

Nigeria Breweries trails behind with N12.9bn, which comes down to N1.6 per share.

United Capital will pay N9bn at N1.50k/per share - an increase of 114 per cent.

The company's gross earnings were up 40 per cent year-on-year to N18.065 billion in 2021 from N12.874 billion in 2020. Investment income grew to N8.901 billion as against N8.262 billion

Vitafoam will pay N1.9bn at N1.50k/share. PZ Cussons will pay N993 million at 25kobo per share. UPDC will pay N480m at 18kobo per share and Neimeth N132m at 7kobo per share.

Document DATRUS0020220223ei2m0000y



## **Sterling Bank empowers 50,000 youths for valentine celebrations**

203 words

22 February 2022

Vanguard

AIWVAN

English

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STERLING Bank Plc, has unveiled a gift of **investment** opportunities for 50,000 Nigerian youths in 14 blue chip companies listed on the Nigerian Exchange Group.

Chief Marketing Officer (CMO) of Sterling Bank, Mr. Ibidapo Martins, who disclosed this in a statement over the weekend, said the gifts comprise equities from top-performing companies from the telecommunications, financial services, manufacturing, consumer-packaged goods, pharmaceuticals verticals of the Nigerian economy.

The statement added, "these equities have been curated with careful thought based on the equities' proven records of outperforming the market and delivering value to shareholders, regardless of economic conditions over the years."

Some of the equities in the bouquet include shares from, Dangote, MTN Nigeria, AXA Mansard, Fidson Pharmaceuticals, Unilever, Cadbury, UAC Nigeria, R.T.Briscoe, Julius Berger and Sterling Bank.

Martins further said that the bank's inspiration to give youths the investment gift at this time is based on the true meaning of love, adding that "Real love is more than just an expensive dinner, flowers and perfumes. When the dinner is eaten, the flowers withered, the music stopped and the lights are out, what will be left of Valentine's Day?"

Document AIWVAN0020220222ei2m0000f

## MTN's new brand 'shows move to technology company'

Alan Burkitt-Gray

309 words

21 February 2022

Capacity Magazine

CAPMAG

English

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So far the process is limited to a new logo, which it will roll out across Africa once approved by South Africa's Companies and Intellectual Property Commission (CIPC).

Nompilo Morafo (pictured, with new brand), MTN's chief **sustainability** and corporate affairs officer, told African media that the new look aligns with the group's evolution from a telecommunications company to a technology company.

She said: "Our commitment and focus to accelerate Africa's progress sees MTN revealing a refreshed brand identity." The company will launch the brand officially on Sunday.

She explained that the change is part of MTN's Ambition 2025 strategy, which is aimed at creating "leading digital platforms for Africa's progress".

The new look is "aligned to our evolution from a telecommunications company to a technology company underpinned by one simple and consistent yet striking brand", said Morafo.

MTN has not gone as far as Liquid, which last year changed its name from Liquid Telecom to Liquid Intelligent Technologies, to show that it is now a one-stop-shop technology group as well as a 73,000km fibre network.

MTN announced Ambition 2025 in March 2021, when it said that "in the light of the digital acceleration that is taking place around the world, MTN recognises the opportunity to impose itself in digital services in our markets", noting "the possibility of aligning its priorities more closely on the development programmes of its operating markets".

The change follows the sale of telecoms towers in several countries and the sale of shares in some subsidiaries to focus on the development of value-added services.

The company has identified four key areas where its attention will now be focused. These are fixed and mobile connectivity, digital financial services, business technology services, and entertainment services.

Document CAPMAG0020220314ei2l00006

## **Sterling Bank Showers 50,000 Youths With Gifts For Valentine Celebrations**

By Bamidele Ogunwusi

349 words

21 February 2022

Daily Independent

DALYIG

English

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Some of the equities in the bouquet include shares from Dangote, MTN Nigeria, AXA Mansard, Fidson Pharmaceuticals, Unilever, Cadbury, UAC Nigeria, R.T.Briscoe, Julius Berger and Sterling Bank.

Martins further commented by saying that the bank’s inspiration to give youths the investment gift at this time is based on the true meaning of love, adding that “Real love is more than just an expensive dinner, flowers and perfumes. When dinner is eaten, the flowers withered, the music stops and the lights are out, what will be left of Valentine’s Day?”

“This is why Sterling Bank has chosen to give something much like true love that grows every day, appreciating in value for the receiver with each passing day. This gift lays a foundation for a life of value; by starting the young customer on a path for continuous earnings tomorrow and beyond with an investment in today’s best stock options.

“The first 50,000 youths to open the new accounts and complete the application process by having their BVNs validated will receive the equities within 48 hours after their BVNs have been validated and will be free to transact in the equities once their portfolios are set up. Like most opportunities that come knocking, some will embrace it and commence a lifetime of saving and investing, ultimately leading to their financial freedoms and goals while others will squander the gift.”

Document DALYIG0020220222ei2I00005

## MTN targets Nigeria microinsurance market with aYo platform

Our Reporter

715 words

21 February 2022

Business Day

BUSMEDI

English

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[\[click to view image\]](#)

MTN's insurance technology unit aYo, which recently crossed the 15-million customer mark, is expanding to Nigeria and home South Africa as the group continues on its mission to bolster earnings from its financial services business.

MTN has been on a strong push in recent years to diversify its business, pursuing new revenue streams in mobile data, technology and related communications services to businesses, wholesale network services, fintech and digital services.

Microinsurance fintech operator aYo has operations in Ghana, Uganda and Zambia. The unit has added 5-million customers (50%) in the past year and aims to grow this customer base to 30-million by 2025.

aYo is now hoping to replicate its success in its two largest markets, tackling vastly different insurance industries.

"The dynamic between Nigeria and S. Africa is different. The behaviours are different. The penetration on mobile money is different," aYo CEO Marius Botha told Business Day SA.

"In SA, we're looking to disrupt where we believe people are getting poor value. We have a large population of irregular income earners and self-employed individuals. You can't have a traditional insurance model where you aim to deduct monthly premiums by debit order. It doesn't work for that population and segment."

In recent years, insurance has proved lucrative for competitor Vodacom, which has seen insurance policies in the past year increasing 23.4% to 2-million, with revenue up 13.5%.

aYo generated \$3.9m (R56.7m) in service revenue and \$6.5m in premium income in the half-year to June 2021.

aYo started out as a 50-50 partnership between MTN and Momentum Metropolitan Holdings (MMH). Over the past two years, MMH took its stake down to 25% before completely exiting the venture, leaving MTN as the sole owner.

At its inception, the partnership had piggybacked on MTN's mobile and distribution networks in its operating countries while using MMH's insurance expertise.

MTN has indicated it will work with other insurers on the venture, with Sanlam being a potential partner.

In 2021, MTN and Sanlam, Africa's largest non-bank financial services group, formed a \$100m (R1.51bn) joint venture to roll out life insurance, phone insurance, car insurance and basic savings products to the continent's rapidly expanding consumer market.

Botha says aYo is likely to target irregular income earners as it has done in other countries. At the same time, the company sees an opportunity to shake up funeral cover.

"Our assessment is there are still exorbitant profit margins being made out of funeral [cover] in SA. There is definitely room to offer value for money."

Being a microinsurance player, premiums paid tend to be small and are funded through customer airtime and mobile wallets.

Read also: [MTN rallies on Nigeria mobile money surge](#)

The business is therefore chasing scale, signing up as many users as possible to become profitable. aYo offers three main insurance products — life, hospital and device cover — depending on the country.

"We have found from a tangible benefit perspective that our hospital cash product is the most attractive. That makes sense because it gives immediate benefit value to customers if they're in an accident, or if they had a particular illness that requires an overnight stay in the hospital or for prolonged periods," said Botha.

For Nigeria, the company is looking to take advantage of the higher penetration of its mobile money platform to offer insurance products.

Apart from competing against the likes of Vodacom and more traditional insurance players, when aYo officially comes to SA it will face a conflict of branding, being similarly named to Iqbal Survé's Ayo Technology Solutions, listed on the JSE.

"We've got no association with them," Botha said.

"The word or term Ayo comes from the West African region and it means to bring joy or happiness."

He said MTN has a strong association with the term "ayoba", with apps and marketing campaigns being named as such, and that "it's unfortunate that we have this association".

"We'll follow a different strategy just to make sure that there isn't any brand confusion ... but we're not going to shy away from using the term."

Document BUSMEDI020220221ei2l0002v

## Sterling Bank Exposes Youths to **Investment** Opportunities on NGX

359 words

21 February 2022

This Day

AIWTHD

English

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Kayode Tokede

Sterling Bank Plc has unveiled a gift of **investment** opportunities for 50,000 Nigerian youths in 14 blue chip companies listed on the Nigerian Exchange Limited (NGX).

Chief Marketing Officer (CMO) of Sterling Bank, Mr. Ibidapo Martins, who disclosed this in a statement over the weekend, said the gifts comprise equities from top-performing companies from the telecommunications, financial services, manufacturing, consumer-packaged goods, pharmaceuticals verticals of the Nigerian economy.

He added that: "these equities have been curated with careful thought based on the equities' proven records of outperforming the market and delivering value to shareholders, regardless of economic conditions over the years."

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Chief Executive Officer (CEO) of I-Invest, a leading tech-based investment firm and creators of Nigeria's first treasury bills investment mobile app, Mr. Seye Olusoga, commented that the selected companies have a combined valuation of over eight trillion Naira on the NGX as of 11 February 2022, with recipients of these special gifts given the opportunity to create a better future by making the right choices today.

[Click to view image](#)

Document AIWTHD0020220221ei2I0005I

Business

**MTN forecasts robust earnings with profit up by 35 percent as it advances its Ambition 2025 strategy**

Dieketseng Maleke and Philippa Larkin

753 words

21 February 2022

Pretoria News

PRETNW

9

English

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The company announced key management changes in December as it positions itself for sustained growth and greater relevance, underscored by its Ambition 2025 strategy. It plans to advance to a post-Covid-19 environment with a focus on accelerating growth in the core **connectivity** business, deleverage debt, and drive the structural separation of its fintech and infraco assets.

For the year ended December 2021 MTN forecast a hike in headline earnings per share (Heps) of between 25 and 35 percent to a range of 936 cents to 1 011c, which includes the negative impacts of a number of non-operational and once-off items with a net total of 123c, compared to 2020's 128c the prior year.

These items were related to hyperinflation excluding impairments, of -42c; foreign exchange losses of 111c; other non-operational items of 30c and notable donations related to Covid-19 support for the Africa Centre for Disease Control and Prevention and the Coalition Against Covid task force in Nigeria, totalling 24c.

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Business

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Dieketseng Maleke and Philippa Larkin

753 words

21 February 2022

The Mercury

MERCURY

9

English

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The Star

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753 words

21 February 2022

Cape Times

CAPTIM

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English

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Document CAPTIM0020220220ei2l0000j



## MTN Group switches logo and slogan from 27 February

164 words

17 February 2022

Telecompaper Africa

TELAFR

English

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African mobile operator MTN Group is preparing a rebranding from 27 February, simplifying its logo and using "Y'ello" instead of its old tagline, "Everywhere you go". It is replacing the familiar white, yellow and red text on a blue oval by a simplified blue-on-yellow logo. "MTN" is written in simple block letters with an oval drawn in a blue outline around the characters, all on a yellow background. "Y'ello" is written in stylised white text on the same yellow background.

The new logo is already visible outside MTN's offices in Johannesburg and social media channels, and the change will be group-wide. MTN chief **sustainability** and corporate affairs officer Nompilo Morafo said the new look aligns with its evolution from a telecommunications company to a technology company. Morafo said the new branding forms part of the group's "Ambition 2025" strategy, which aims to create leading digital platforms for Africa's progress.

Document TELAFR0020220217ei2h0002v

## MTN South Africa seeks to recruit 150 digital experts

155 words

16 February 2022

Telecompaper Africa

TELAFR

English

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MTN South Africa is seeking to recruit 150 digital experts to keep pace with demand as the MTN Group aims to become Africa's digital **platform** business by 2025. The new positions include UX and UI designers, product owners, performance marketers, digital **content** specialists, e-commerce specialists, full stack developers, scrum masters and business analysts.

With South Africa's unemployment rate at a record 34.9 percent in the third quarter of 2021, and more than 500,000 jobs shed, MTN SA human resources chief officer Tebogo Maenetja said it is crucial that companies help create jobs and opportunities. MTN says digital services in the Fourth Industrial Revolution (4IR) an important enabler of jobs growth and to close skill gaps. Applications include Artificial Intelligence (AI) in medical diagnosis, the Internet of Things (IoT) for consumer goods, and mobile applications for financial transactions, transportation and utility vending.

Document TELAFR0020220216ei2g0008d



## Sparkle assembles industry leaders to empower small business owners

301 words

15 February 2022

Vanguard

AIWVAN

English

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By Babajide Komolafe

Small and Medium Enterprises (SMEs) must embrace digitalisation of business processes as an essential element to position for growth and **investment** opportunities.

This was the highlight of recommendations by industry leaders at the Sparkle SME-focused webinar held recently with the theme 'SMEs as engines of growth; Simplifying support for small businesses'.

The industry leaders include Chief Executive Officer, CEO, MTN Nigeria; Omoboyede Olusanya, CEO, Flour Mills Nigeria; Otto Williams, SVP, Head of Product, Partnerships, and Digital Solutions CEMEA at Visa, and Nneka Okekearu, Deputy Director, Enterprise Development Centre (EDC), Pan Atlantic University.

The webinar discourse was based on a report titled 'Impact of Loan Payment Terms on Working Capital Cycles of MSMEs in Nigeria' jointly produced by the Enterprise Development Centre of Pan-Atlantic University and Sparkle.

The report examines how loans and interest rates impact the business operations of SMEs and recommends innovative ways to create an enabling business environment for SMEs in Nigeria.

Speaking at the webinar, Uzoma Dozie, Chief Sparkler at Sparkle Nigeria, said, "In an age where the world has gone digital – transactions are now cashless, touchless, paperless – data has become key to decision making. SMEs should embrace digitalisation and the use of digital solutions to collate data in a cost effective manner while minimising operational risks. This data will be used by them and various institutions to make informed decisions regarding their business.

At Sparkle, we are passionate about small businesses and we seek out innovative ways to support their growth, beyond providing financial services to them. This webinar with its stellar panellists is our way of progressing conversations aimed at supporting SMEs, by empowering them with proven professional insights, while continuously advocating for an enabling business support environment for SMEs across Nigeria."

Document AIWVAN0020220215ei2f00004

## **MTN increases its support for media industry after devastation of Covid-19**

Jacqui Osullivan

63 words

10 February 2022

Mail & Guardian Online

AIWMAG

English

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The telecommunications giant has donated a further R800 000 to help the independent media stay afloat

This **content** is for members only. Visit the site and log in/register to read.

[This is not the first time MTN has come under fire for one of its BEE share schemes.](#)

Document AIWMAG0020220210ei2a0005m



## Mdundo Music Hits 22pc Growth in Africa

Correspondent

Tanzania Daily News

686 words

9 February 2022

06:55

AllAfrica

AFNWS

English

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PAN African music streaming service, Mdundo, has announced a 22 percent growth in its user base in the last quarter of 2021. The **platform** recorded 20 million users at the end of further quarter, up from 16.3m/-, in the third quarter and that is driven by strong demand for an easy-to-use music service coupled with aggressive expansion into new territories in Africa.

The company also attributes sustained growth to strong partnerships with telecommunications firms and top consumer brands such as MTN Nigeria, Vodacom Tanzania, Guinness, SportPesa and Standard Chartered Bank and that has seen the service increase its audience in the mass, mid-income market especially among the youth aged between 18 and 24 years.

"We have noted increased the demand for music served online mainly among the youthful consumers, an audience that is actively looking for new products and solutions to support their lifestyle," says Rachel Karanu, the Head of Brand Partnerships at Mdundo.

The most notable growth was recorded in Tanzania, Nigeria and Kenya and was powered by rising popularity of the platform especially among the 18-24 age bracket.

The total Q4 unique users in the three markets now stand at 12.1m; Tanzania (3.7m), Kenya (4m) and Nigeria (4.4m). Other big markets for Mdundo include Uganda (1.8m) and Ghana (1.6m). Mdundo currently boasts over 13.3 million users monthly across the continent.

Mdundo is eyeing a continued growth through innovations aimed at attracting new users even as consumer markets recover from the prolonged impact of the Covid-19 crisis.

"In 2022, we forecast sustained growth as we innovate not only around acquiring new users, but also offering an effective platform for our advertising partners. In the prevailing environment, this means lowering the cost per reach and using targeted consumer campaigns to grow the reach of our partner brands on the continent," said Karanu.

She adds that Mdundo is firmly focused on expansion within the African continent.

"Africa holds immense potential due to rapid growth of the middle-income market. We are active in all African countries, with our main commercial markets being Kenya, Tanzania and Nigeria, we are looking to expand our commercial interests to Ghana and Uganda in 2022."

Launched in 2013, Mdundo is a mobile-web based music service offering free downloads of millions of songs from Africa and other parts of the world.

The platform's users can download and stream music legally from Mdundo website and Android app free of charge and is integrated into a growing digital advertising ecosystem comprising some of the world's biggest marketing brands.

The platform works with over 100,000 artists from across the continent as well as some of the top recording labels globally. It also champions legal consumption of music and has been instrumental in eradicating illegal music downloads on online platforms.

Mdundo also provides leading consumer brands with a unique and culturally relevant brand marketing approach aimed at building loyalty and growing sales.

Its major clients include big brands across Africa including; Coca-Cola, Standard Chartered, Safaricom, KCB Bank, Kenya Breweries Limited, Serengeti Breweries Limited, Tanzania Breweries Limited, Guinness Nigeria and Nivea.

"People love music. That's why we believe that music is the most powerful way of connecting with people on an emotional level. Our audio ad campaigns are delivered in parallel with music from top musicians creating a trusting and personal message influencing real customer decisions."

"We believe in a fair and open music industry on the continent, where African artists are remunerated for their great music and fans can listen to all the music they want at an affordable price," explained Karanu.

According to a 2017 survey by PwC, 38 percent of Africa's 300m smartphone users listen to music on their phone monthly. Growth in online commerce is expected to drive increased consumption of music, movies and other entertainment solutions using smart phones.

Mdundo listed its shares on the Nasdaq First North Growth Market Denmark in September 2020 raising \$6.4 million to fund expansion across Africa.

Document AFNWS00020220209ei29000e1

## **Mdundo music hits 22pc growth in Africa**

By CORRESPONDENT

731 words

9 February 2022

Daily News

DNTANZ

English

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Dar es Salaam, Feb. 9 -- PAN African music streaming service, Mdundo, has announced a 22 percent growth in its user base in the last quarter of 2021. The platform recorded 20 million users at the end of further quarter, up from 16.3m/-, in the third quarter and that is driven by strong demand for an easy-to-use music service coupled with aggressive expansion into new territories in Africa.

The company also attributes sustained growth to strong partnerships with telecommunications firms and top consumer brands such as MTN Nigeria, Vodacom Tanzania, Guinness, SportPesa and Standard Chartered Bank and that has seen the service increase its audience in the mass, mid-income market especially among the youth aged between 18 and 24 years.

"We have noted increased the demand for music served online mainly among the youthful consumers, an audience that is actively looking for new products and solutions to support their lifestyle," says Rachel Karanu, the Head of Brand Partnerships at Mdundo.

The most notable growth was recorded in Tanzania, Nigeria and Kenya and was powered by rising popularity of the platform especially among the 18-24 age bracket.

The total Q4 unique users in the three markets now stand at 12.1m; Tanzania (3.7m), Kenya (4m) and Nigeria (4.4m). Other big markets for Mdundo include Uganda (1.8m) and Ghana (1.6m). Mdundo currently boasts over 13.3 million users monthly across the continent.

Mdundo is eyeing a continued growth through innovations aimed at attracting new users even as consumer markets recover from the prolonged impact of the Covid-19 crisis.

"In 2022, we forecast sustained growth as we innovate not only around acquiring new users, but also offering an effective platform for our advertising partners. In the prevailing environment, this means lowering the cost per reach and using targeted consumer campaigns to grow the reach of our partner brands on the continent," said Karanu.

She adds that Mdundo is firmly focused on expansion within the African continent.

"Africa holds immense potential due to rapid growth of the middle-income market. We are active in all African countries, with our main commercial markets being Kenya, Tanzania and Nigeria, we are looking to expand our commercial interests to Ghana and Uganda in 2022."

Launched in 2013, Mdundo is a mobile-web based music service offering free downloads of millions of songs from Africa and other parts of the world.

The platform's users can download and stream music legally from Mdundo website and Android app free of charge and is integrated into a growing digital advertising ecosystem comprising some of the world's biggest marketing brands.

The platform works with over 100,000 artists from across the continent as well as some of the top recording labels globally. It also champions legal consumption of music and has been instrumental in eradicating illegal music downloads on online platforms.

Mdundo also provides leading consumer brands with a unique and culturally relevant brand marketing approach aimed at building loyalty and growing sales.

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Document DNTANZ0020220208ei29000dz

## itel Partners with MTN Uganda to Accelerate Digital Inclusion

604 words

8 February 2022

New Vision

NEWVEN

English

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Tuesday 8th February 2022- Kampala, Uganda: itel, a leading mobile phone brand committed to providing budget-friendly, high quality entry-level **devices** has partnered with MTN Uganda to accelerate smartphone penetration. This strategic **partnership** will see itel provide affordable smartphones while MTN avails its best-in-class internet data offers with a common goal of bringing more Ugandans online. itel and MTN officially launched their **partnership** today in a press conference held at Golden Tulip Hotel in Kampala.

The **partnership** promises to enhance the value of itel's offers to its customers through making access to the internet more affordable and exciting. MTN will provide a free 3GB monthly data bundle for Itel **devices** which will latch onto the MTN network, for three months. In addition to the 3GB, all **devices** will enjoy 100% data bonus on every data bundle purchased for the first 3 months on the MTN network.

'We pay close attention to our consumers' needs, and we try our utmost best to provide products that will satisfy and make life easier to enjoy for them. Our latest product, the itel A58 series, is on par with what our consumers want, and we are sure that they will not be disappointed.' Says Henry Kijjo, itel Uganda's Assistant Brand Manager

To kickstart its partnership with MTN Uganda, itel unveiled their flagship entry level smartphone, the itel A58 which comes with a 6.6" High definition waterdrop full screen, 4000mAh battery, lots of memory space in a sleek beautiful design at a pocket friendly price of Ugx.180,000shs only.

Following the partnership, buyers of this high-quality entry-level device will automatically qualify for the 3GB monthly MTN data for three months as well as 100% data bonus on every MTN data bundle as long as they are connected to MTN.

Speaking at the launch of the partnership, Somdev Sen, MTN Uganda's Chief Marketing Officer noted that this partnership further demonstrates MTN's commitment to drive its vision of delivering a bold new digital life to its customers.

"We envisage that by partnering with itel we shall spur digital inclusion through getting more Ugandans online. We believe that getting online and staying connected is helping transform every sector of our society from entrepreneurship to education, health and everything in between," Somdev said, adding that the recent revision of MTN's data pricing will make it easier for more first-time internet users to stay connected more than ever before. ;

This partnership comes only days after MTN repackaged its daily data bundles to offer customers up to 65% more data at the same existing prices, thus making internet more affordable through giving customers more value for their money. Relatedly, a recent report from a survey carried out by a global telecom monitoring and testing firm, Rohde & Schwarz, in the last quarter of 2021 ranked MTN's data as the best in the country in terms of quality of user experience as well as speed, reliability and coverage.

This partnership is one of the various customer-centric partnerships that MTN has undertaken with a vision of driving digital inclusion through accelerating smartphone penetration.

Established over 10 years ago, itel is an entry level mobile phone brand with a mission to provide budget-friendly mobile communications technology to everyone. It democratizes technology by giving entry to technology and connectedness to consumers without prior access to it, allowing them to get closer and benefit from their social connections. After more than 10 years' development, itel has expanded its presence in more than 50 emerging markets globally.

Document NEWVEN0020220208ei28001e2

## **African music streaming service Mdundo passes 20 mln users in Q4**

148 words

8 February 2022

Telecompaper Africa

TELAFR

English

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African music streaming service Mdundo announced that the **platform** recorded 20 million users at the end of Q4, up from 16.3 million in Q3. This was driven by strong demand for an easy-to-use music service coupled with aggressive expansion into new territories in Africa, the company said.

It also attributes sustained growth to strong partnerships with telecommunications firms and consumer brands such as MTN Nigeria, Vodacom Tanzania, Guinness, Standard Chartered Bank and Safaricom. These partnerships it says have seen the service increase its audience in the mass, mid-income market, especially among the 18-24 age bracket.

The total Q4 unique users stand at 3.7 million in Tanzania, 4 million in Kenya and 4.4 million in Nigeria. Other big markets for Mdundo include Uganda (1.8 million) and Ghana (1.6 million).

Document TELAFR0020220208ei2800001



□ □ **IN THE WEEK PAST: MTN Uganda cuts internet charges**

391 words

6 February 2022

New Vision

NEWVEN

English

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Telecom giant MTN Uganda has significantly cut the internet data charges to increase the rate of internet usage by Ugandans.

Speaking about the move at the MTN headquarters today (Thursday February 3, 2022), the MTN Uganda Chief Executive Officer, Wim Vabhelleputte, said the decision is a continuous effort by MTN to deliver value for customers at the most affordable pricing and continue driving the company's customers' progress through **connectivity**.

"We have revised our daily data offers permanently to give more value to our customers, because it's our belief that everyone deserves the benefits of a modern connected life," Vabhelleputte explained.

[Click to view video](#)

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These new offers focus on the smaller and most frequently used data bundles by the MTN customers.

"The repackaged daily data bundles have more MBs but maintain the existing price, giving customers more data for the same old price. For instance, at UGX 500/-, customers will get 65MB instead of 40MB while at UGX 1000/-, they will get 165MB instead of 100MBs," MTN said in the explanatory statement issued.

A recent report from a survey carried out by a global telecom monitoring and testing firm, Rohde & Schwarz, in the last quarter of 2021 ranked MTN's data as the best in the country in terms of quality of user experience as well as speed, reliability and coverage.

"MTN committed to doing all it takes in terms of providing affordable data, on the best data network. And speaking in the context of the times we're in, we hope these bundles with bigger MBs will support our customers recover from the effects of the lockdown, whether in business, education or otherwise," Vabhelleputte stated.

When Over the Top Tax (OTT) was introduced, the cost of internet went up and the access to internet in Uganda reduced from 48% to only 33%. In East Africa, Kenya has the highest access to internet of 80%.

Whereas government last year scrapped OTT, it introduced another internet tax of Excise Duty on internet data of 12% which has equally kept the cost of internet high in Uganda.

In the whole of Africa, it is only Uganda and Zambia that have imposed taxes on internet, a tax that is discouraged internationally as it stifles progress in the utilisation of the digital revolution opportunities.

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Document NEWVEN0020220206ei26000gu

## MTN Uganda cuts internet data charges to increase internet usage in Uganda

390 words

3 February 2022

New Vision

NEWVEN

English

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In the whole of Africa, it is only Uganda and Zambia that have imposed taxes on internet, a tax that is discouraged internationally as it stifles progress in the utilisation of the digital revolution opportunities.

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Document NEWVEN0020220203ei2300108

## MTN Uganda customers to get bigger Data Bundles for the same old prices.

652 words

3 February 2022

New Vision

NEWVEN

English

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Thursday 3rd February 2022- Kampala Uganda: MTN Uganda has today repackaged and launched bigger data bundles at the same existing prices. This move makes MTN's daily data bundles the most affordable bundles, giving customers more MBs at no extra cost.

In a press conference held today at the MTN Uganda headquarters in Kampala, Wim Vanhelleputte, the MTN Uganda Chief Executive officer noted that the move is a continuous effort by MTN to deliver value for customers at the most affordable pricing and continue driving our customers' progress through **connectivity**. ;

"We have revised our daily data offers permanently to give more value to our customers, because it's our belief that everyone deserves the benefits of a modern connected life," Vanhelleputte commented.

These new offers focus on the smaller, most frequently used data bundles by our customers. The repackaged daily data bundles have more MBs but maintain the existing price, giving customers more data for the same old price. For instance, at UGX 500/-, customers will get 65MB instead of 40MB while at UGX 1000/-, they will get 165MB instead of 100MBs.

To compliment the customer benefit, MTN has invested significantly in optimizing and rolling out of new 4G data network sites across the country to enhance positive customer experiences. A recent report from a survey carried out by a global telecom monitoring and testing firm, Rohde & Schwarz, in the last quarter of 2021 ranked MTN's data as the best in the country in terms of quality of user experience as well as speed, reliability and coverage.

"MTN committed to doing all it takes in terms of providing affordable data, on the best data network. And speaking in the context of the times we're in, we hope these bundles with bigger MBs will support our customers recover from the effects of the lockdown, whether in business, education or otherwise," Vanhelleputte concluded.

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### New daily data bundle offers

Validity	Price (UGX)	Old Data bundles	New Data bundles	How to buy
Daily (24Hrs)	250	15MB	25MB	*150*10# or use MyMTN app
	500	40MB	65MB	
	1,000	100MB	165MB	
	2,000	300MB	365MB	

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### About the MTN Uganda

MTN Uganda is a leading telecoms company in Uganda with a primary objective of carrying on the business of a national operator of a telecommunications network pursuant to the NTO license granted by the UCC. Among our offerings are network services, digital and financial technology services, interconnect and roaming, sale of mobile devices and MTN Mobile Money (which is conducted through subsidiary MTN Mobile Money Uganda Limited). MTN has a presence in all 134 districts of Uganda. Our services are delivered through a network of 119,077 Mobile Money agents, 200 service stores and 13 main distributors. At end of June 2021, MTN Uganda had 14.9 million subscribers, 8.6 million MoMo users and 4.7 million active data users. ;Visit us at ; [www.mtn.co.ug](http://www.mtn.co.ug) ;or follow us on ;

[www.youtube.com/mtnug](https://www.youtube.com/mtnug) ;and ; [www.twitter.com/mtnug](https://www.twitter.com/mtnug) ;or ; [www.twitter.com/mtnugpro](https://www.twitter.com/mtnugpro) ;for assistance. ;

### About the MTN Group

Launched in 1994, the MTN Group is a leading emerging market operator with a clear vision to lead the delivery of a bold new digital world to our 240 million customers in 21 countries in Africa and the Middle East. We are inspired by our belief that everyone deserves the benefits of a modern connected life. The MTN Group is listed on the JSE Securities Exchange in South Africa under the share code "MTN". We are pursuing our Ambition 2021 strategy with a major focus on growth in data, fintech and digital businesses. ;

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Document NEWVEN0020220203ei23000uq

## **New MTN Nigeria retail shareholders eligible for 2021 dividend**

Oge Udegbumam

325 words

2 February 2022

The Premium Times

HPREMT

English

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Nigeria, Feb. 2 -- Thousands of Nigerian investors who purchased MTN Nigeria Communications Plc (MTNN) shares during its initial public offering in December are qualified for the company's newly declared dividend for 2021.

Primary Offer, an online **platform** that allows investors buy into offers in the Nigerian Capital Market, said this in a note to investors Wednesday. The **platform** is operated by the Nigeria Exchange Limited, NGX.

The notice followed the Securities and Exchange Commission's approval of the allotment of shares from the sales, which investors oversubscribed by 139.5 per cent.

"All shares allotted under the offer for sale are eligible for the proposed dividend which will be paid on 28 April," it said.

MTNN closed its Series 1 offer for sales of shares to the public, culminating in an allocation of 661.3 million shares to retail investors following a book-build last year.

MTNN made 575 million shares available but received a total application for 802 million units.

The public offer was first made known on November 26, 2021, which drew applications from 126,720 retail investors.

Primary Offer said subscribed shares will be credited to investors' CSCS accounts on February 18.

MTN Nigeria announced its audited financial results for the year ended December 31, 2021, and proposed a final dividend of ₦8358.8.57k per share.

It advised shareholders who are yet to receive their CSCS numbers to log in to [www.primaryofferng.com](http://www.primaryofferng.com) and check their profile or contact their stockbroker.

"The promotional offer "1 free share for every 20 purchased" (subject to a maximum of 250 shares) will be allotted to investors who hold their shares for 12 months till 31 January, 2023," it said.

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Document HPREMT0020220202ei22000jn



Corporate Financing Week  
**Industry Trend Analysis - MTN Ghana-Allianz Insurtech Partnership To Leverage Favourable Demographics**

762 words

1 February 2022

Corporate Financing Week

CFWK

English

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Key View

\* MTN Ghana is targeting a more sophisticated mobile money market by partnering with Allianz.

\* The pair will look to exploit the same market conditions that support growth in the mobile segment, namely a largely underbanked and young population and the lack of access to public resources.

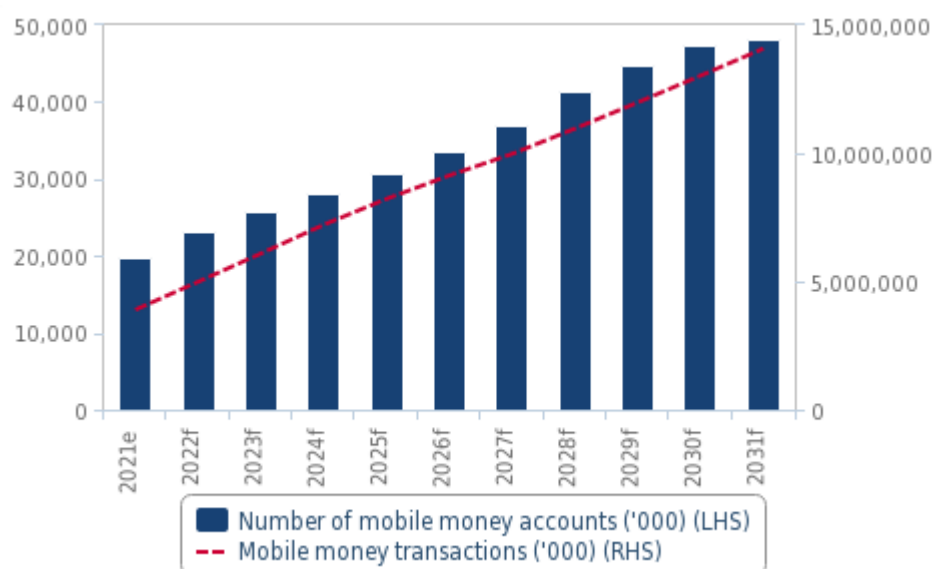
\* Recent partnerships and activity in the insurtech market indicate it is poised to follow similar growth to mobile money in Ghana, as operators and insurance players cooperate to expand their reach to larger segments of the population.

MTN Ghana is partnering with Allianz Life Insurance to deliver the latter's financial insurance technology (insurtech) on MTN's mobile money platform. The agreement will give Allianz access to the more than 10.5mn mobile money subscribers that MTN served locally in Q221, though this figure is more likely to have been closer to 11mn at-end 2021. Allianz Insurance had traditionally targeted the high-end consumer segment in Ghana, though the significant potential that insurtech has on the back of increasing adoption of mobile money services is the most likely factor for the entry of the insurer in the low-income segment.

The MTN-Allianz partnership emphasises the need that operators in the region have to seek for industry partners to target adjacent markets. In Q321, MTN Group entered a major partnership with South Africa-based financial services group Sanlam to double down on its insurtech presence, along with localised agreements with startup aYo, which collaborates with MTN to deliver health and life insurance services in Ghana, Zambia and Uganda. The partnership between Sanlam and MTN established the basis for the launch of Sanlam's financial products such as life insurance and investment services on MTN's platform. Since the partnership's inception, MTN's insurtech business has rapidly expanded across Africa; according to MTN's data for H121, its aYo4U service recorded a total 6.3mn active policies, a 31.9% year-on-year increase.

According to data from the Bank of Ghana, the number of active mobile money accounts in the market reached 18.3mn at the end of Q221, a figure that we expect to increase to 48.3mn by 2031. The total value of transactions made via mobile money- a better indicator for the value of the mobile financial services sector - almost doubled in the period between Q220 and Q221, going from GHS45.3bn (USD7.2bn) to GHS89.1bn (USD14.2bn). Similarly, the total number of transactions continues exhibiting double-digit year-on-year growth rates, with the latest available annual data showing a total 2.86bn transactions for 2020. This comes to show the significant growth potential of mobile money-tied services and products.

Mobile Money Growth Will Boost Insurtech Market Prospects  
Ghana - Mobile Money Forecasts '000 (2021-2031)



<TD>e/f = Fitch Solutions estimate/forecast. Source: Bank of Ghana, Fitch Solutions

MTN's standing strategy to tap underserved, adjacent segments in the telecoms sector will rapidly gain traction with the growth of insurtech offerings. In particular, we believe Ghana is poised to be a high-growth market in the insurtech segment as a result of its young demographics, a relatively underdeveloped public healthcare system and low mobile penetration rates. The operator will be able to leverage its experience with aYo, its insurtech brand which created innovative ways to blend insurtech and mobile money. For example, it currently offers customers access to life or health insurance that increases coverage in line with mobile top-ups and remittances.

According to data from Ghana's National Insurance Commission, the country's insurance penetration rate, which results from the ratio of gross premiums added and GDP, stood at 3% in 2019; this is slightly above the African average of 2.78% in the same year, according to data from the African Insurance Organisation. Other African operators such as Safaricom with the expected launch of Bima, an insurance product, are following a similar strategy.

MTN is in the process of hiving-off its fintech business, which will likely attract the interest of investors that want to capitalise on the largely underbanked and underinsured population in Africa. For instance, private equity group Helios Investment Partners is in talks with multiple African telecoms operators to uncover new opportunities to extract most of the value out of their highly lucrative fintech operations, including those of MTN; according to reports from Bloomberg, Helios was in the process of raising a USD1.25bn fund for potential deals in Africa as of late January 2022.

Document CFWK000020220210ei2100006



Middle East & Africa Telecommunications Insight  
**Industry Trend Analysis - MTN Ghana-Allianz Insurtech Partnership To Leverage Favourable Demographics**

764 words

1 February 2022

Fitch Solutions Industry Research Reports

BMIAA

English

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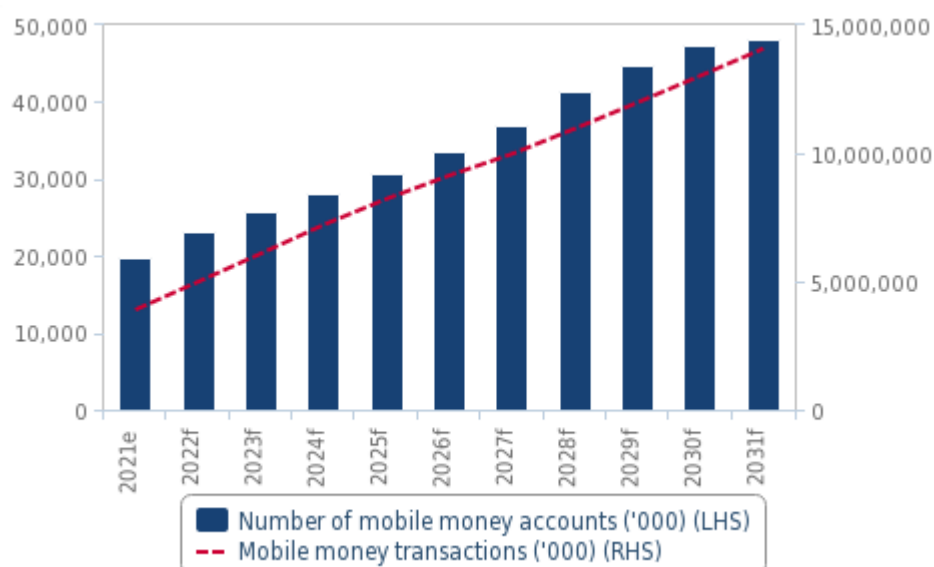
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762 words

1 February 2022

Emerging Markets Monitor

EMDN

English

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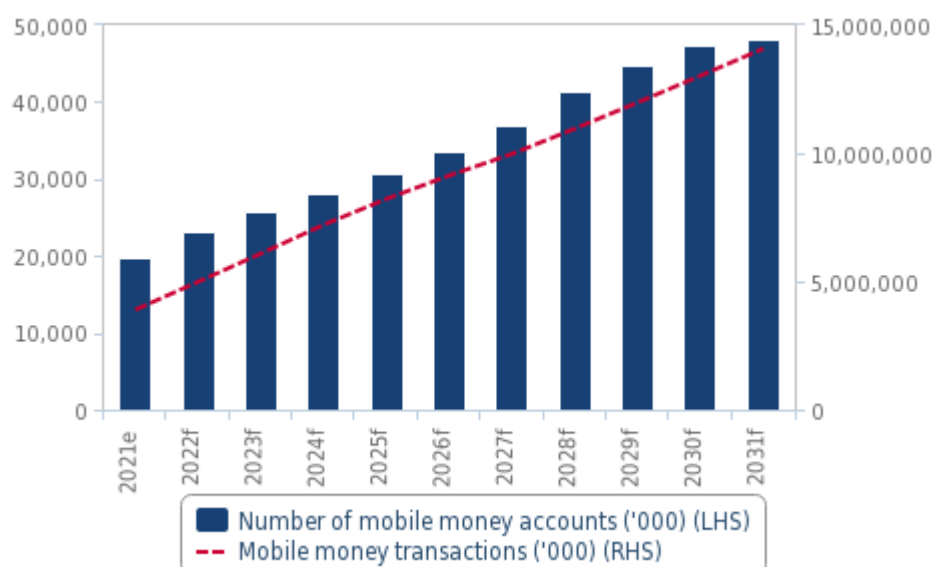
\* Recent partnerships and activity in the insurtech market indicate it is poised to follow similar growth to mobile money in Ghana, as operators and insurance players cooperate to expand their reach to larger segments of the population.

MTN Ghana is partnering with Allianz Life Insurance to deliver the latter's financial insurance technology (insurtech) on MTN's mobile money platform. The agreement will give Allianz access to the more than 10.5mn mobile money subscribers that MTN served locally in Q221, though this figure is more likely to have been closer to 11mn at-end 2021. Allianz Insurance had traditionally targeted the high-end consumer segment in Ghana, though the significant potential that insurtech has on the back of increasing adoption of mobile money services is the most likely factor for the entry of the insurer in the low-income segment.

The MTN-Allianz partnership emphasises the need that operators in the region have to seek for industry partners to target adjacent markets. In Q321, MTN Group entered a major partnership with South Africa-based financial services group Sanlam to double down on its insurtech presence, along with localised agreements with startup aYo, which collaborates with MTN to deliver health and life insurance services in Ghana, Zambia and Uganda. The partnership between Sanlam and MTN established the basis for the launch of Sanlam's financial products such as life insurance and investment services on MTN's platform. Since the partnership's inception, MTN's insurtech business has rapidly expanded across Africa; according to MTN's data for H121, its aYo4U service recorded a total 6.3mn active policies, a 31.9% year-on-year increase.

According to data from the Bank of Ghana, the number of active mobile money accounts in the market reached 18.3mn at the end of Q221, a figure that we expect to increase to 48.3mn by 2031. The total value of transactions made via mobile money- a better indicator for the value of the mobile financial services sector - almost doubled in the period between Q220 and Q221, going from GHS45.3bn (USD7.2bn) to GHS89.1bn (USD14.2bn). Similarly, the total number of transactions continues exhibiting double-digit year-on-year growth rates, with the latest available annual data showing a total 2.86bn transactions for 2020. This comes to show the significant growth potential of mobile money-tied services and products.

Mobile Money Growth Will Boost Insurtech Market Prospects  
Ghana - Mobile Money Forecasts '000 (2021-2031)



<TD>e/f = Fitch Solutions estimate/forecast. Source: Bank of Ghana, Fitch Solutions

MTN's standing strategy to tap underserved, adjacent segments in the telecoms sector will rapidly gain traction with the growth of insurtech offerings. In particular, we believe Ghana is poised to be a high-growth market in the insurtech segment as a result of its young demographics, a relatively underdeveloped public healthcare system and low mobile penetration rates. The operator will be able to leverage its experience with aYo, its insurtech brand which created innovative ways to blend insurtech and mobile money. For example, it currently offers customers access to life or health insurance that increases coverage in line with mobile top-ups and remittances.

According to data from Ghana's National Insurance Commission, the country's insurance penetration rate, which results from the ratio of gross premiums added and GDP, stood at 3% in 2019; this is slightly above the African average of 2.78% in the same year, according to data from the African Insurance Organisation. Other African operators such as Safaricom with the expected launch of Bima, an insurance product, are following a similar strategy.

MTN is in the process of hiving-off its fintech business, which will likely attract the interest of investors that want to capitalise on the largely underbanked and underinsured population in Africa. For instance, private equity group Helios Investment Partners is in talks with multiple African telecoms operators to uncover new opportunities to extract most of the value out of their highly lucrative fintech operations, including those of MTN; according to reports from Bloomberg, Helios was in the process of raising a USD1.25bn fund for potential deals in Africa as of late January 2022.

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Companies

## **MOMO SERVICE - MTN rallies on Nigeria mobile money growth as it eyes bank**

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MOMO SERVICE MTN rallies on Nigeria mobile money growth as it eyes bank

Mudiwa Gavazaand Karl GernetzkyShares in MTN shot up by almost a tenth on Monday, with Africa's largest mobile operator closing at its highest level since late 2015 after growth in mobile **payments** in Nigeria strengthened its case to set up a bank in the country.

MTN Nigeria, which makes up a third of the group's business, said on Monday mobile money service users rose 102% to 9.4-million, adding 4.8-million users for the full year to end-December 2021.

MTN Nigeria CEO Karl Toriola said this growth "provides a solid foundation on which to launch the MoMo payment service bank [PSB], for which we have received an approval in principle".

The market cheered the prospect, with MTN shares rallying the most since early November, up 10.2% to R192.12, which gave it a market cap of R345bn.

All this comes after MTN Nigeria shed more than a tenth of its customer base during the year due to new regulations and a freeze on new SIM cards, and pointed to the excitement of investors over new areas of business, such as fintech.

MTN Nigeria, the mobile operator's most lucrative unit, says its mobile subscriber base fell more than double digits, or 8-million, in 2021, as it felt the pressure of state restrictions on new SIM activations.

Mobile subscribers fell 10.6% to 68.5-million in the year to end-December, MTN Nigeria said on Friday, though there was some pick-up in activity among existing users, with service revenue growing 23.3% to N1.65-trillion (R61bn).

Roy Mutooni, an analyst at Absa Asset Management, said investors were not too concerned about the loss in subscribers as it was well known already, owing to new SIM registration regulations.

In December 2020, the Nigerian Communications Commission suspended the sale and activation of new SIMs, directing operators to update registration records with national identification numbers for every SIM in Nigeria. However, a ban on SIM activations was lifted in April.

MTN Nigeria said it returned to subscriber growth in the last quarter of 2021, adding about 1-million, while in 2021 active data subscribers rose 5.3% to 34.3-million.

In addition to excitement about MTN's mobile money business, Mutooni said it was very positive that the Nigeria unit "grew earnings strongly despite not signing up new customers".

"Plus its big positive was the upgrade to service revenue growth to over 20% for the medium term."

MTN has been pushing greater data use and has been investing in its infrastructure, accelerating the rollout of its 4G network, which now covers 70% of Nigeria's population.

Data revenue rose 55.3% in 2021, accelerating further in the fourth quarter amid improving coverage, with general smartphone penetration in the country picking up as well.

In December, MTN also said it acquired a 5G licence in Nigeria, reportedly for R4.4bn. "5G provides the foundation on which future network performance will be built," Toriola said.

"Our successful bid presents an exciting opportunity to be at the forefront of delivering technological advancements to as many Nigerians as possible," he said.

Digital adoption continues to accelerate as customers use more digital products and services, a trend accelerated by Covid-19, MTN Nigeria said.

Digital revenue thus grew by 61.2%, while the group said active users on its instant messaging platform Ayoba surged 172.9% to 3.8-million.

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### Search Summary

Text	virtual real estate or virtual properties or digital real estate or digital real assets or digital properties or metaverse properties or digital plots or virtual plots or virtual land or virtual reality platform or manufacturing simulation or virtual simulation or digital twins or virtual manufacturing or immersive learning or mixed-reality learning or metaverse learning or VR learning or AR learning or VR training or virtual recruitment or 3d training or training metaverse or virtual retail or virtual shopping or virtual clienteling or omnichannel shopping or humanising digital retail or immersive virtual stores or 3d virtual store or metaverse shopping or virtual clothing or virtual goods or gaming or digital avatar or digital character or virtual game or 3D avatars or virtual reality or interoperable VR space or digital financial ecosystems or metaverse wallets or robo advisory or virtual financial data or digital bank branches or digital touchpoint or blockchain wallets or digital wallets or digital wedding or virtual wedding or virtual event or virtual concert or virtual theme park or virtual classroom or virtual learning or virtual school or immersive learning or devices or OEM or infrastructure or cloud or data analytics or artificial intelligence or cybersecurity or privacy or payments or platform or partnership or connectivity or hardware or CRM or content or ethics or sustainability or education or digital inclusion or ecosystem or venturing or funding or investment or metaverse or CDN or cables
Date	In the last year
Source	All Sources
Author	All Authors
Company	MTN Group Limited
Subject	All Subjects
Industry	All Industries
Region	All Regions
Language	English
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