

MTN Ghana Revenue Assurance and Fraud Management

Induction Slide

everywhere you go

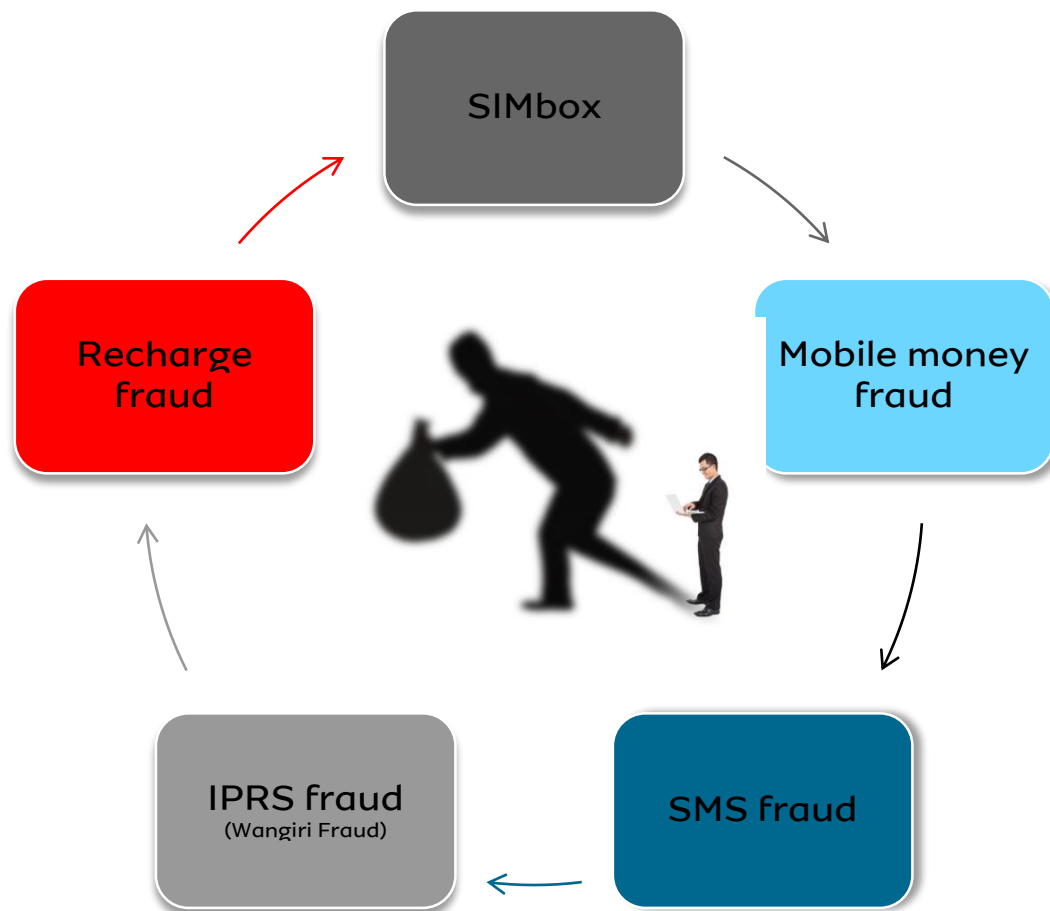
MTN

•RAFM Functional Areas

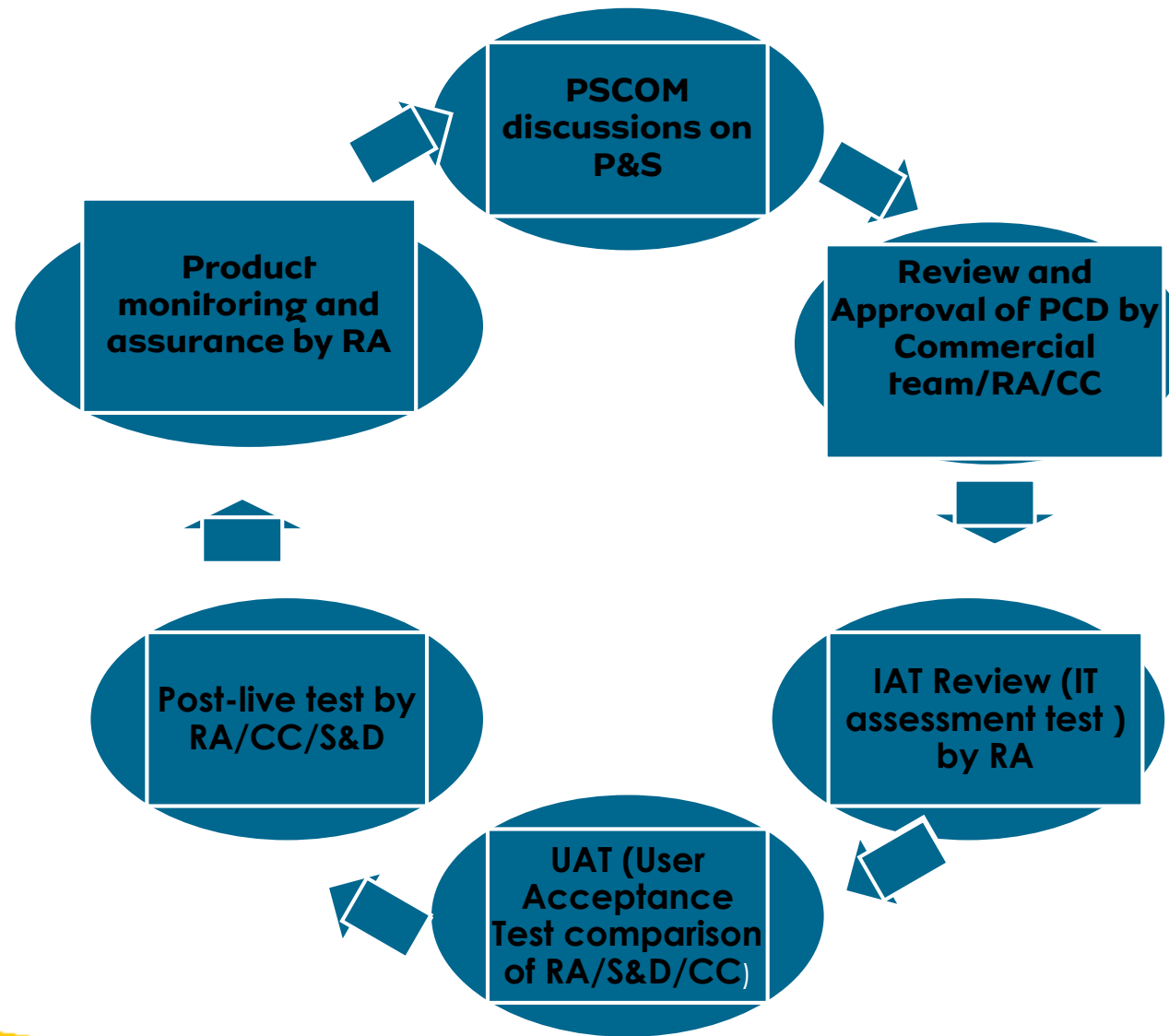
4 functional areas exist across RA and FM at MTN, with Leadership at the center.



Fraud Management



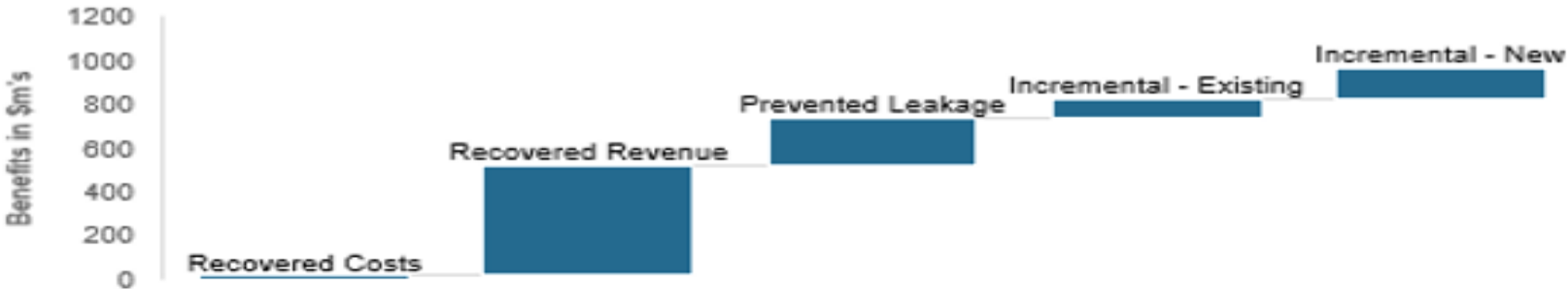
PRODUCT DEVELOPMENT LIFE CYCLE



Opportunity for MTN and target

- 2013
- 2014
- 2015
- 2016

\$1.2bn
3yr benefits delivered by Revenue Assurance efforts.



- 2017
- 2018
- 2019
- 2020
- 2021

3%
The target residual leakage risk by 2021

\$2bn
The improvement in profitability by reducing leakage to 3% over 5 years.

2400%
The ROI if a 3% risk is achieved, based on an investment in RAFM of \$82m over the 5 year period.

A vibrant beach scene at sunset. In the foreground, a woman with short hair and large hoop earrings is smiling and playing a djembe drum. She is wearing a light-colored lace halter top. Behind her, several other people are visible, some with their hands raised in the air, suggesting a dance or celebration. The background shows a sandy beach, the ocean, and a bright sunset sky. A large yellow semi-circle is overlaid on the left side of the image.

y'ello

everywhere you go

