

# THE COMMERCIAL VALUE WE DELIVER

A  
Snapshot of  
Safaricom

About  
our Report

Who  
we Are

Message  
from the  
Chairman

Message  
from the  
CEO

## GROUP FINANCIAL HIGHLIGHTS

KSh's'm	FY23	FY22	FY21	FY20	FY19
Voice revenue*	81,053.9	83,211.8	82,552.0	86,529.9	87,683.7
Messaging revenue*	11,375.6	10,876.7	13,602.4	15,403.5	17,865.3
Mobile data revenue*	53,952.4	48,441.0	44,793.2	40,157.5	35,868.4
M-PESA revenue	117,192.2	107,691.8	82,647.4	84,438.0	74,989.8
Mobile incoming revenue*	8,109.5	9,848.2	9,470.4	8,481.8	8,525.3
Other mobile service revenue*	10,550.8	9,795.3	7,779.2	7,236.5	6,733.5
Mobile service revenue	282,234.4	269,864.8	240,844.6	242,247.2	231,666.0
Fixed line and wholesale transit revenue	13,457.9	11,242.5	9,507.2	8,966.9	8,101.0
Service revenue	295,692.3	281,107.3	250,351.8	251,214.1	239,767.0
Handset revenue and other revenue	11,449.8	14,334.0	12,316.5	10,487.8	9,448.0
Construction revenue	–	–	837.7	583.9	603.2
Other income	3,762.7	2,636.6	520.5	269.9	464.3
Total revenue	310,904.8	298,077.9	264,026.5	262,555.7	250,282.5
Direct costs	(92,232.1)	(91,467.8)	(80,015.1)	(74,701.0)	(71,795.6)
Provision for expected credit loss (ECL) on receivables	(4,725.3)	(2,361.2)	(3,009.7)	(1,669.6)	9.6
Construction costs	–	–	(837.7)	(583.9)	(603.2)
Contribution margin	213,947.4	204,248.9	180,164.0	185,601.2	177,893.3
Total operating costs	(74,085.0)	(55,187.0)	(46,034.8)	(47,559.6)	(53,590.4)
Earnings before interest, tax, depreciation and amortisation (EBITDA)	139,862.4	149,061.9	134,129.2	138,041.6	124,302.9
Depreciation, impairment and amortisation	(54,865.0)	(39,933.3)	(37,964.3)	(36,547.7)	(35,332.0)
Earnings before interest and tax (EBIT)	84,997.4	109,128.6	96,164.9	101,493.8	88,970.9
Net finance income	(7,087.1)	(6,439.2)	(2,022.4)	922.2	2,240.20
Share of associate and Joint Venture profit/(loss)	(38.2)	(476.0)	(507.0)	3,357.0	5.5
Fair value adjustment to investment properties	90.0	–	–	–	–
Hyperinflationary monetary gain	10,383.1	–	–	–	–
Profit before income tax	88,345.2	102,213.4	93,635.5	105,773.0	91,216.6
Income tax expense	(35,862.4)	(34,717.3)	(24,959.3)	(32,115.1)	(28,727.3)
Profit after tax	52,482.8	67,496.1	68,676.2	73,657.9	62,489.3
Attributable to:					
Equity holders of the parent	62,268.9	69,648.1	68,676.2	73,657.9	62,489.3
Non-controlling interests	(9,786.1)	(2,152.0)	–	–	–
Profit for the year	52,482.8	67,496.1	68,676.2	73,657.9	62,489.3
Basic and diluted earnings per share (EPS)**	1.55	1.74	1.71	1.84	1.56
Profit for the year	52,482.8	67,496.1	68,676.2	73,657.9	62,489.3
Other comprehensive income/(loss):					
Exchange differences on translating foreign operations	10,260.0	(9,536.3)	–	–	–
Total comprehensive income for the year	62,742.8	57,959.8	68,676.2	73,657.9	62,489.3
Total comprehensive income for the year					
Equity holders of the parent	34,954.0	64,335.4	–	–	–
Non-controlling interests	27,788.8	(6,375.6)	–	–	–
Total comprehensive income for year	62,742.8	57,959.8	68,676.2	73,657.9	62,489.3
Free cash flow	23,853.0	63,669.7	64,515.6	70,273.4	43,515.0
Ordinary dividend (paid/proposed) (KSh's'm)	48,078.4	55,691.0	58,896.2	56,091.6	50,082.0
Ordinary dividend per share (KShs)	1.20	1.39	1.37	1.40	1.25
Special dividend (paid/proposed) (KSh's'm)	–	–	–	–	24,841.0
Special dividend per share (KShs)	–	–	–	–	0.62

\* Disclosures on service revenue streams (FY2019) have been reclassified to align to Group reporting requirements

\*\* EPS is calculated by dividing the profit attributable to equity holders of the parent excluding hyperinflationary impact, by the weighted average number of ordinary shares issued in the year