

# Mobile Telecommunications Limited

Mobile Telecommunications Limited (MOC NW) is a mobile telecommunications and internet service provider in Namibia. It is the largest mobile carrier in Namibia with over two million active subscribers. MTC listed on the NSX on 19 Nov '21, with private retail and institutional investors taking up 40% of MTC's shares and Namibia Post and Telecom Holdings Limited, itself a state-owned enterprise, retaining 60% ownership.

## Strategy

To drive an inclusive Namibian digital economy. To create sustainable value for all stakeholders through innovative digital solutions and a high-performance culture.

MTC aims to increase revenue through investments in strategic projects to improve infrastructure and customer services. MTC also seeks to stimulate research and development in Namibia through partnerships with various public and private sector entities.

## Products and Services

MTC offers mobile telecommunication services to consumers and businesses through data deals, voice and SMS. These packages come as prepaid bundles or through contract. MTC also offers high speed internet services alongside its cloud services and international call options. MTC also provides a 24-hour customer contact centre, digital channels and a network management and technical quality centre (for immediate response to customer complaints). MTC will further look to expand its services through enterprise services, mobile financial services and 5G.

## Opportunities

Future opportunities include expanding further in enterprise services, leveraging the tourism recovery for roaming services, and sustaining ARPU growth through value-added services, all while investing in network infrastructure and strategic subscriber base expansion to maintain competitiveness in Namibia's telecommunications sector.

## Challenges

MTC may encounter challenges including intensified market competition and regulatory changes. Also, being the largest ICT company in Namibia presents a challenge to growth given the limited market from traditional avenues.

## Basic Valuation

	Year-end Sep			
	FY '22	FY '23	FY '24f	FY '25f
Revenue (NAD'm)	2,893	3,047	3,057	3,239
EBITDA (NAD'm)	1,481	1,506	1,393	1,449
Profit After Tax (NAD'm)	793	794	726	742
CAPEX (NAD'm)	-514	-588	-603	-551
EV/EBITDA (x)	3.39	3.31	4.12	3.96
HEPS (NADC)	106	106	97	99
PE (x)	7.2	7.2	7.9	7.7
DPS (NADc)	79	85	68	69
DY (%)	10.3	11.1	8.9	9.0

Source: MOC, Cirrus



## Summary data

Share price (NAD)	7.66
12m hi/low (NAD)	8.91/7.00
Shares in issue (m)	750
Market cap (NAD'm)	5,783
Market cap (USD'm)	306.9
Ave daily traded (USD'000)	54.3
Rolled forward PE	7.9
<b>Target price (NAD)</b>	<b>7.67</b>
One-year absolute return (%)	11.2
<b>Rating</b>	<b>HOLD</b>
Bloomberg	<b>MOC NW</b>

Source: Bloomberg, Cirrus  
 All prices correct as of 14 Feb '24

## MTC Representatives



**Thinus Smit**  
 Chief Financial Officer



**Elton Katangolo**  
 Acting Chief Commercial Officer