

A large, vibrant yellow ink splash or liquid drop is centered on the page, extending from the top logo down towards the bottom. It has a textured, bubbly appearance.

CORPORATE
REVIEW

2017



Telma for you,
for all the important moments *& Fun* ✓ in your life

Telma Group is the leading network telecom operator in the Indian Ocean. Present in Madagascar and the Comoros, Telma has, obviously held an essential place in our client's daily life

We deploy the best infrastructure and technologies to enhance communication process (Fixed / Mobile / Internet), information and entertainment (Moov portal), equipment (smartphones, tablets) and mobile money (MVola)

Key figures 2017

Telma Madagascar

THE ULTIMATE LEADER IRRESPECTIVE OF IT'S BUSINESS SECTORS

• Cumulative investments 2017



USD 540 million

• Certified Clients 2017



+3 million
Certified Clients in 2017

• Telma Mobile customers having access to MVola Mobile Financial Services



100%

• Mobile network coverage rate



80%
of the population

• 4G network coverage



24%
of the population

• Telma Shops



61

• MVola selling points



+10,000

• Very High Speed Internet Infrastructure



2 International outings
+ 1 in 2019

#1

• Corporate Clients, Investors and consumer at large, ultimate choice



+9,000 Km
Fiber Optic National Backbone



60 cities
covered in 4G



Summary

Highlights

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Highlights

Word from the Chairman

2017 Telma is highlighted as a key Malagasy player in the Indian Ocean region in the Telecommunication sector

Hassanein Hiridjee

Chairman of the Board of Directors
of Telma Group



Dear clients, dear partners, dear colleagues,

2017 has been marked by Telma's key role in the Indian Ocean region in the Telecommunication sector. Our strategy of has been successful at all levels : we have become a leader in Madagascar, in one year we have become a leading figure in the Comoros and continue to export our know-how beyond our borders.

Such achievements are mainly in line with those of the Axian group, whose goal is to contribute to the growth of all its stakeholders :

- To expand the telecom infrastructure network, extending access to the 3G and 4G network in rural areas and thus enable digital development throughout Madagascar.
- Increase customer satisfaction by continuously providing more innovative services at a lower cost, exceeding customer expectations, such as the introduction of MVola Avance by Telma
- Reinforce the know-how and eminence of our partners while they implement highly international quality standards.

- Improve our employees' skills through an effective training policy and an ongoing transfer of expertise and knowledge.

- Enhance the Malagasy's well-being by improving their daily convenience and promoting inclusive growth for all

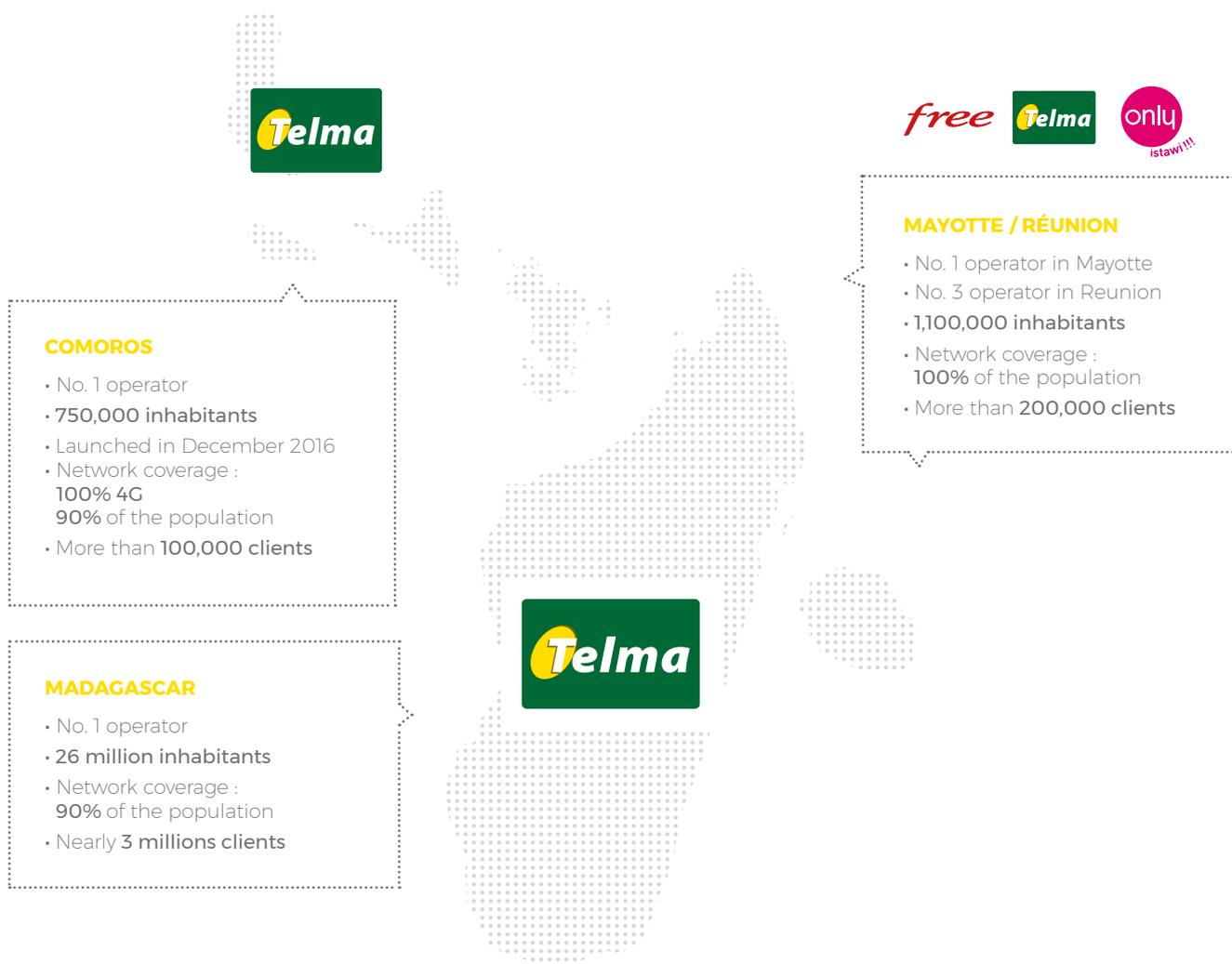
We are determined to continue this momentum in 2018, and far beyond, since Axian and Telma are committed for the future on a long term basis.

Dear clients, dear partners, dear colleagues, it is with great honour that I thank you all for your trust, your loyalty and your commitment I wish to renew our commitment in bringing our expertise at your disposal every single day

AXIAN No. 1 in Telecoms in the Indian Ocean

LET'S GROW TOGETHER

Axian has been established in Madagascar for 150 years and has evolved in the Indian Ocean and in Africa. Axian is present in several economic sectors, that are driving forces in the development and growth of Madagascar, through leading companies in their field of activity namely : energy with Jovena, EDM and WeLight, financial services with BNI MADAGASCAR and MVola, real estate and properties with First Immo ; and telecoms with Telma, TOM, TRM, TELCO SA and TIGO Senegal. With 800 million USD investment for ten years and more than 3,500 employees in the Indian Ocean and Africa, Axian favors structuring sectors and carries out in-depth transformations with the constant concern of meeting the needs of the country, businesses, and citizens. Today Axian is positioning itself as the first telecom operator in the Indian Ocean.



OUR ENTERPRISES IN THE REGION

Axian is a key player in the ICT sector in Madagascar, a sector that is constantly growing with 70% coverage rate, 10 million users and a penetration rate of 40% as far as mobile services are concerned.

Thanks to Telma, a leader in telecommunication in Madagascar, Axian enables people to take full advantage while going digital. Through Towerco Of Madagascar (TOM), Axian contributes to the modernization of the country by creating favorable infrastructures for new information and communication technologies and by improving the economic performance of business operators.

Axian now addresses Telecommunication on an international scale. He wishes to extend the benefits to the Indian Ocean populations by continuing the initiatives launched in 2015 at the regional level namely, creation of Télécom Réunion Mayotte (TRM), the acquisition of the mobile branch of Outremer Telecom (Only) with Iliad, and the creation of Telco SA in the Comoros following the acquisition of the second telecom license of the country.

In April 2018, Axian acquired TIGO telecom operator with its renowned partners NJJ Capital and the Senegalese group Teyliom Senegal, its first operation in Africa continent.

Word addressed by the CEO

In 2017, Telma reinforced its position as the no. 1 in telecoms in Madagascar

Patrick Pisal Hamida

Chief Executive Officer
of Telma Group



Dear clients, dear partners, dear colleagues

In 2017, Telma reinforced its No 1 position in Madagascar with more than 3 million subscribers and remain leader in all its business segments: Telecommunication, Mobile services, Internet and Mobile Money infrastructure

No. 1 investor in submarine cable in Madagascar

Since the summer of 2017, Telma is also the sole operator having a high capacity on two submarine cables, thus ensuring a complete redundancy to its customers. Furthermore, in December 2017, Telma, with several other international operators, signed the construction of a third very high speed cable for Madagascar namely the METISS cable which is +3500 km long and will connect Mauritius, Reunion, Madagascar and South Africa. Telma has brought in the biggest contribution to the USD 48 million investment, needed for the implementation of this new infrastructure. Once operational in 2020, Telma will be able to provide for a third cable for international transmission solution.

The Best of technologies for the Malagasy people

Each year, through Research & Development we propose the latest innovations to our customers, at an affordable price. In June, we launched the Telma Dream, the first 4G smartphone with its VR (Virtual Reality) headset at 115 USD only, all inclusive. Virtual reality forms part of every Malagasy family adding emotions and thrills.

At the end of the year, we once again innovated with the launching of the Telma Titan, another 4G smartphone, with its ultra-resistant screen marketed only 90 USD.

Telma's digital experience has also been subjected to innovations with the redesign of our website www.telma.mg that I invite you to visit soonest, to benefit from our latest offers and promotions!

The Android application «Telma & Moi Lite» consolidates our digital range and can be used without data, it allows you to easily access all Telma and MVola product and services. All you have to do is just download it from our website or PlayStore!

Last but not least, the financial services have experienced a new revolution in 2017, via Mobile, through MVola Wallet to Bank / Bank to Wallet and MVola Avance. These new services are pushing towards the financial inclusion of more and more Malagasy without a bank account, and money transfer from banks!

We will continue to innovate in 2018 to make every Malagasy a citizen of the digital world!

Telma Comoros celebrates its first year

Telma Comoros (TELCO SA) has been warmly welcomed in the Comoros. 95 per cent of the population benefit from the 4G coverage, which is in line with our commitments. More than 200,000 Comorians believe in us!

We will continue to promote the Malagasy success though the world with flying colours.

Telma, No. 1 in Telecoms in Madagascar



Leader in pre-paid and post-paid mobile



Businesses market



Unparalleled Internet



Mobile financials services : MVola



ISO 9001 - 2008



wholesale and unique infrastructures

Our values

A house is not built without foundation. Our values, shared and carried out every day by all our teams, are the pillars on which we rely to achieve our mission.

No. 1

We put our creativity into being the leader in telecoms and innovation in Madagascar, and your **no. 1** choice.

Simple

We design easy-to-use services to make your life **easy**.

Passionate

We put our **passion** to your service to satisfy your requirements and we endeavour to fully support you to contribute to your success.

Performers

Being entrepreneurs like you, we are looking for the **performance** in all our actions.

All of us connected



Families



Cities



Work



Hobbies

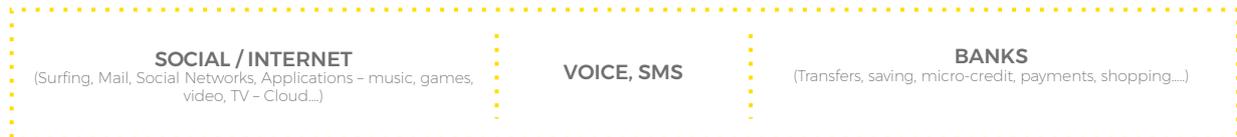


Discoveries



Traveling

Connected Life



Word addressed by the CEO of Mvola

Every year, MVola enhances its services, and 2017 is an excellent example

Matthieu Macé

Chief Executive Officer
of MVola



Dear clients, dear partners, dear colleagues

Since 2010, MVola has brought a revolution to financial services in Madagascar by providing them with complete security and immediacy on top of mobility; simplicity and proximity to deposits, withdrawals and transfers of money across the Red Island. On-line payments, whether bills or purchase of credit for mobile, within a few clicks, through a simple mobile phone, are now part of the Malagasy daily routine.

Each year, MVola develops its service portfolio and 2017 is an excellent example.

In 2017, MVola began collaborating with DCI by implementing the combined tax payment through Mvola. This is a first step towards a more digital and therefore more efficient administration.

In order to enable bank customers to benefit from their funds immediately, MVola has developed with BNI (the first Malagasy bank) its Bank to Wallet, Wallet to Bank service to link your bank account to your account MVola on 24/7 basis. BNI customers can now withdraw immediately from 10,000 merchant cash points and make payments to thousands of shops accepting MVola. Cash merchants can also make distance transfer to their bank accounts, safely.

Last but not least, since the last quarter of 2017, MVola customers

benefit from the unique services in Madagascar and the Indian Ocean, namely MVola Epargne and MVola Avance (exclusively meant for MVola customers by our BNI partner bank).

MVola Epargne is meant to promote saving for all Malagasy for the purpose children education, housing or business scheme, at any time, with the least move and in a safe fashion. MVola Epargne is also the first easy way to get accustomed to a simple financial service through mobile, the first step towards financial inclusion.

With MVola Avance, funds may be positioned instantaneously, on a mobile phone and immediately available for use. This leg-up is there to allow each Malagasy to make his dreams come true, wherever he is in Madagascar and whatever his social status.

By opening and allowing access to nano credit, MVola participates in the development of Madagascar

Being committed, Mvola has contributed to financial aid to more than 500 000 Malagasy in 2017.

In 2018, MVola will first extend to the Union of Comoros and will continue to innovate to make things easier for its customers.

The successes of MVola in 2017



The first solution of mobile money in Madagascar

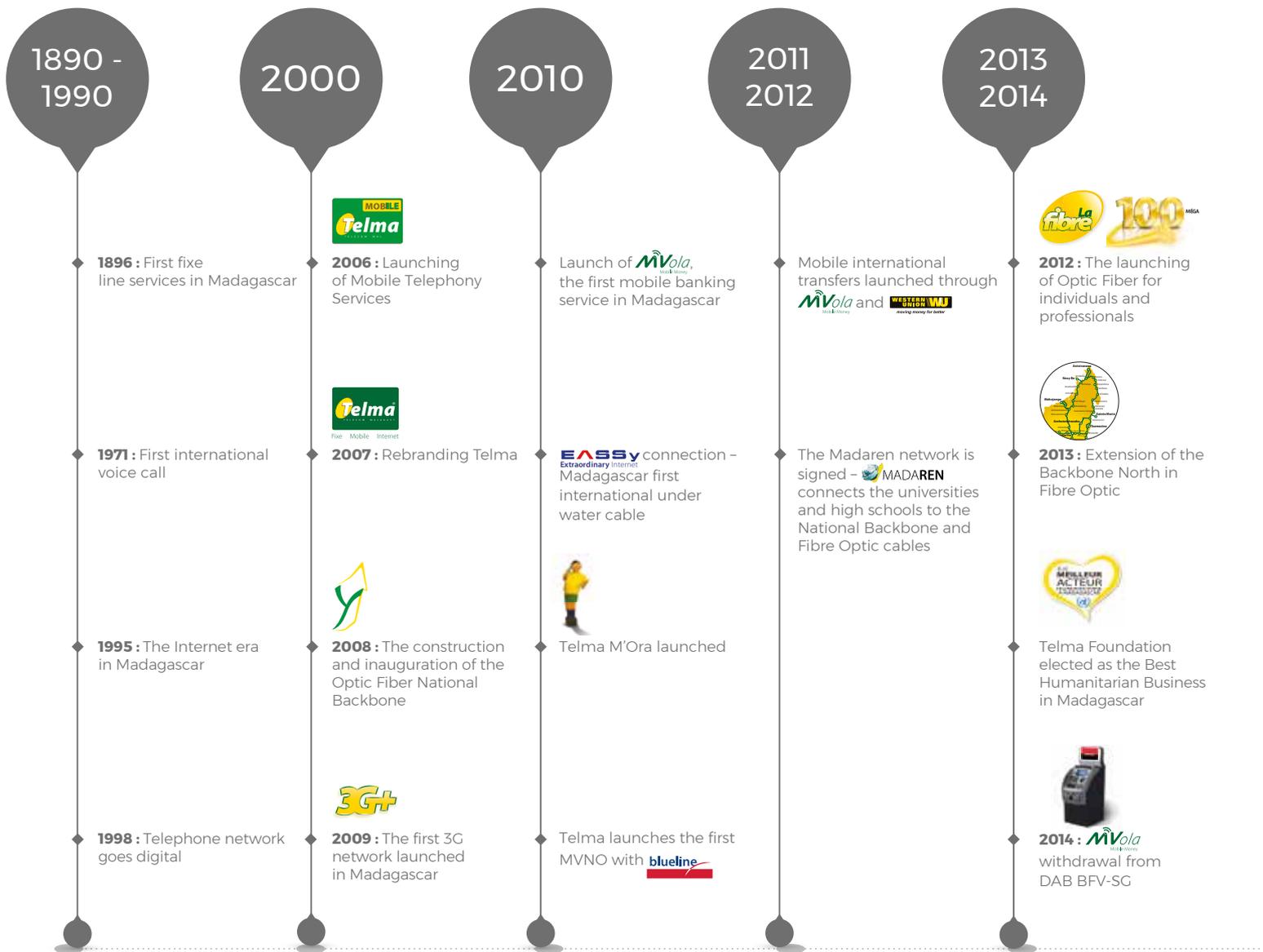
« MVola is the perfect solution for all Malagasy citizens, companies and institutions, and everyday concretely contributes to the growth of Madagascar by developing the digitization of exchanges simply with a phone! MVola is thus a concrete example of the positive impact that FinTech can have in improving the daily life of the population. »

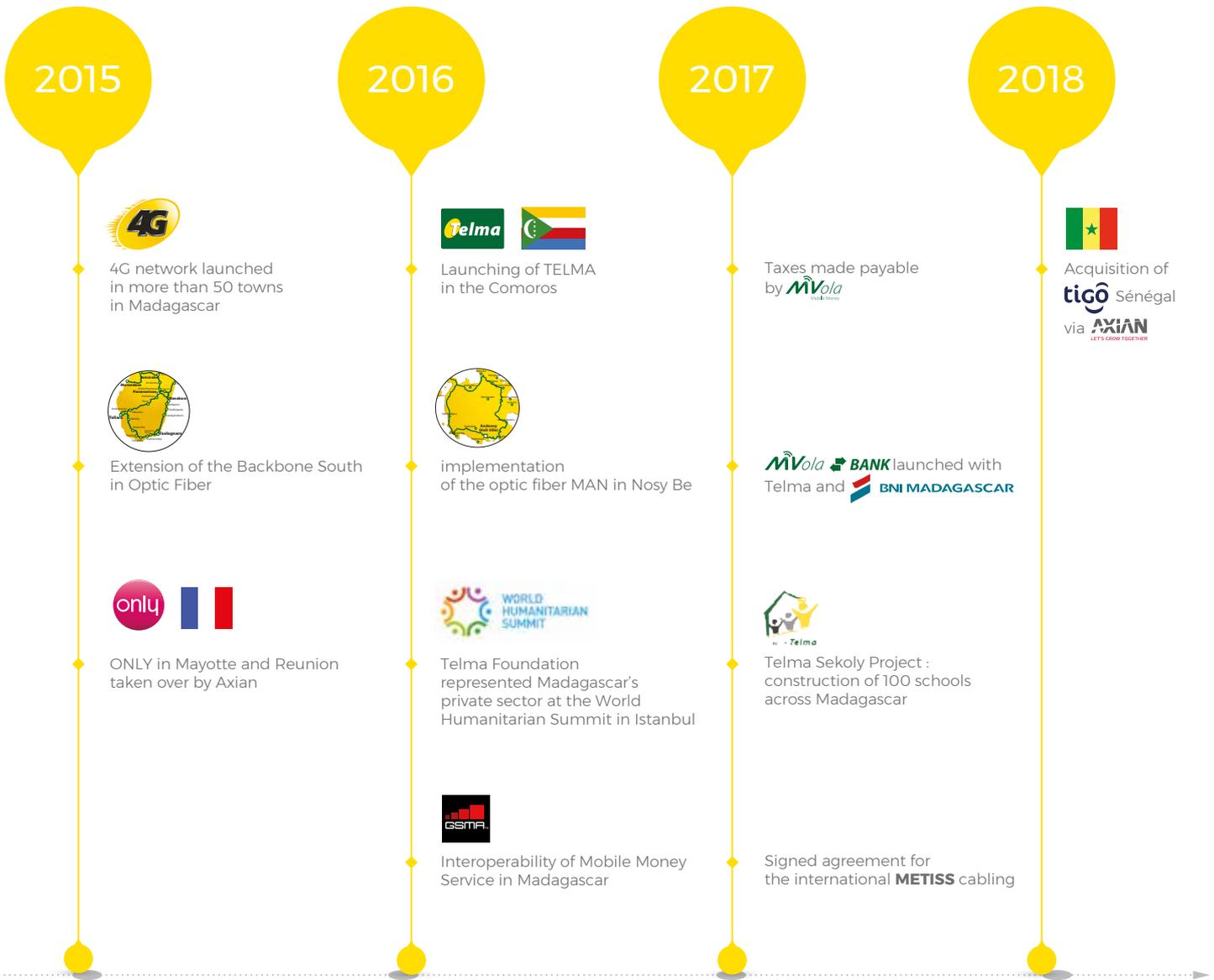
MVola, at the service of each and everyone



Our history

Telma Group, the pioneer of telecoms in Madagascar, has been working for more than 120 years to open « La Grande Ile », Madagascar to the rest of the world. We are proud of all the innovations that we have brought to the Malagasy people. Our strategy has been driven by the urge to step up the digital uses of our customers. Our mission : to easily incorporate the Malagasy to the changes brought, going digital in his daily life, whether personal or professional, for the benefit of the Malagasy community.







Matthieu

Jérôme

Paulin

Joël

Jean-Luc

Mialisoa

Patrick

José

Hassanein

Our top Management, the driving force behind the digital transformation

Hassanein

HIRIDJEE
Chairman of the Board of Directors

Patrick

PISAL-HAMIDA
Chief Executive Officer

26 years experience in services and telecommunications

+10 years in Madagascar

José

Yvon RASERIJAOA
Secretary General

15 years experience in services and telecommunications

35 years experience in the financial sector

Matthieu

MACE
Deputy Director General Sales and Marketing

CEO of MVola

20 years experience in services and telecommunications

8 years experience in mobile financial services

+10 years in Madagascar

Mialisoa

ANDRIANASOLO
Deputy Director General Customer Service

18 years experience in services and telecommunications

Paulin

ALAZARD
Deputy Director General Finance

13 years experience in services and telecommunications

+10 years in Madagascar

Joël

RANDRIANASOLO
Deputy Director General Technical

14 years experience in services and telecommunications

Jérôme

VALENTIN
Deputy Director General Information Systems

12 years experience in services and telecommunications

+10 years in Madagascar

Jean-Luc

RAMAMONJIARISOA
Human Resources Director

13 years experience in services and telecommunications



Detailed information of changing busi

100

700

800

900





Leaders,
together

Our investments...

4G network, METISS, EASSy, Backbone MAN

Telma's offers and services are vital to keeping the Malagasy population connected wherever they are – at home or on the move. Our **mission** is clear : **simplify access to technology to make everyone a citizen of the digital world. We make new technologies available to everyone.**

Our strategy is simple and is based on **three pillars** :

The investments

We create value by investing, over the long term, in telecom infrastructure for Madagascar.



Our offers

Our products, services and offers – voice, SMS, internet and Mobile Money – are innovative and diversified and are constantly made more accessible.

The people

We invest in training and encourage our colleagues in career development



Our global Investments

The evolution of mobile sites

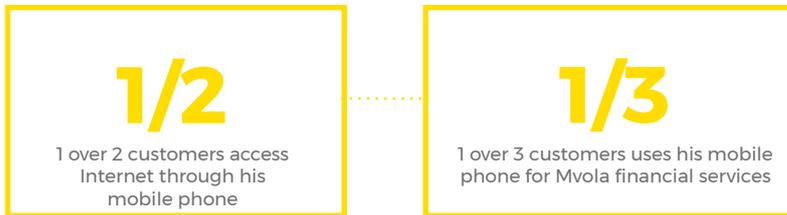
In 2017 we have invested more than USD 16 million to better broadband connectivity and to reach the most remote areas of Madagascar.



| Our investments in our products and services

The infrastructures in which we invest allow us to set up a wide variety of packages, products and services for each Malagasy.

Penetration rate of Internet and Mobile Money



Being the leader in the market for mobile connectivity and mobile money, the number of people using our network and using Mobile Money grows continuously.

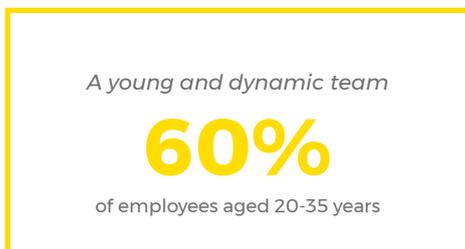
Network investments



In 2017, 50% of the mobile phones sold by Telma could access 3G/4G network

| Our investments in our people

Since we owe our success primarily to our stakeholders, we continually invest in our human resources and to create an atmosphere where employees can continue to develop and enjoy doing their work efficiently. By the end of 2017, Telma account for 1,200 employees, including 250 new recruits over the year.



With 60% of our workforce under 35, our staff is mainly composed of dynamic young people. We clearly promote the recruitment of young graduates from Malagasy universities and institutes



We are devoted to the development of our employees' talents to ensure that our staff has the required skills to fulfill their jobs. More than 10,000 hours of training were given in 2017, which is twice last-year's. More than USD 60,000 has been invested in training.

International connectivity cables

EASSy, Lion & METISS

EASSy submarine cable was Inaugurated in Tular in 2010, the cable that links Mtunzini in South Africa to Port Sudan. Of more than 10,000 kilometers long, it offers landings points in 9 countries, interconnecting them to the worldwide network of marine cables. Since summer 2017, Telma is also the first operator acquiring bandwidth capacity on the Lion cable ensuring its customers a total redundancy.

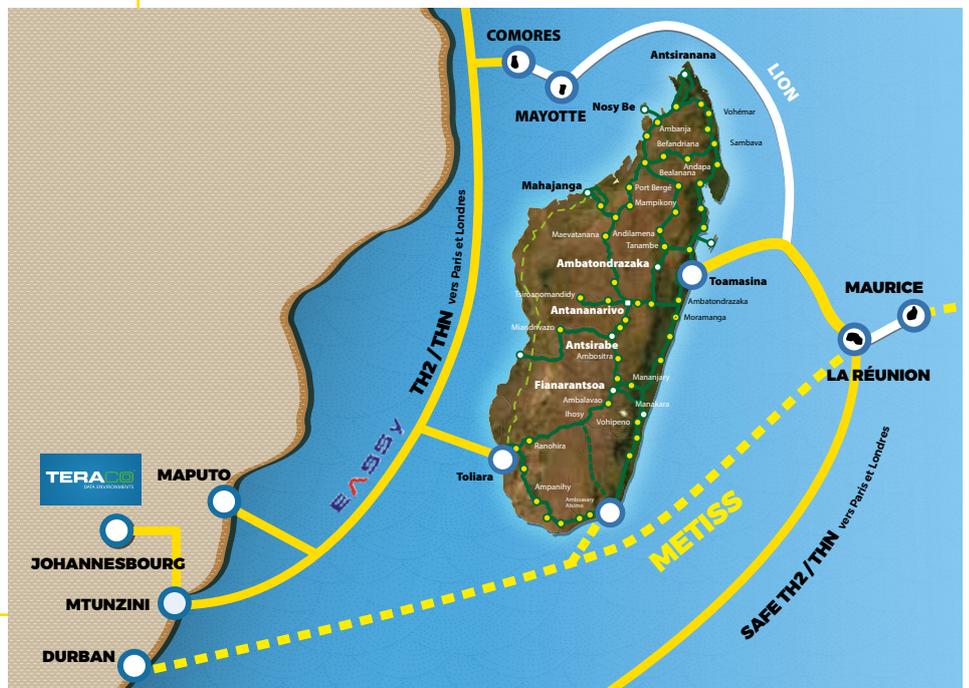
With the forthcoming deployment of the METISS CABLE, Telma brings a third international exit point: Fort Dauphin will be second town in the South with an international cable.

Telma is a member of the international EASSy consortium and it is unique in investing in the construction and the management of the new cable, METISS.



METISS - THE NEW SUB MARINE CABLE

In December 2017, Telma, the first Malagasy investor signs the Memorandum of Understanding for the construction and management of very high speed cable METISS which is the third international cabling After the EASSy and LION cables, linking Madagascar with the islands in the Indian Ocean (Reunion, Mauritius) and the African continent (South Africa). METISS is Telma's latest important investment ensuring connectivity to all Malagasy customers, today and in the future. Telma keeps its promises of securing international connectivity and offering more opportunities for development, growth, innovation and productivity



METISS and a few figures



3 500
km long



USD 48
million
of investments



Operating
May **2020**



Linking **Reunion, Madagascar, Mauritius and South Africa**

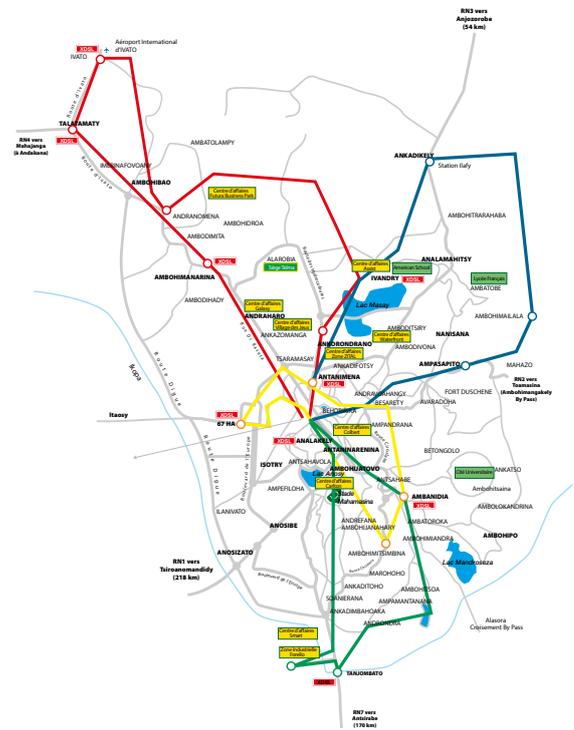
Optical Fiber National Backbone



Very High Speed Internet for all, has transformed the economic activity in Madagascar in 2008 and thanks to the National Backbone Telma and has allowed the digital opening up of several regions. More than 1000 townships, all major economic centers and universities are linked by more than 9000 kilometers-cable. Antsohihy - Bealanana - Andapa - Sambava loop was put into service in 2017.

The Backbone is at its highest safety level thanks to the redundant loops at the national level and to the international station, EASSY of Toliary, the Lion cable at Toamasina and METISS coming soon.

Local Optical Fiber loops : MAN



In order to ease access to very high speed broadband, we are investing in last mile optic fiber infrastructures. The national fiber cabling plan extends until 2020 and aims to switch all existing subscribers in Fiber Optics.

The local optic fiber loops are already available in 12 other regional locations: Toamasina, Antsirabe, Mahajanga, Antsiranana, Morondava, Manakara, Fenerive Est.

FULL SWAP IN ANTANANARIVO

In the implementation of the national optic fiber plan, the switchover from ADSL customers to Fiber has begun. ADSL subscribers from Ankatso, Tsiadana, Ampasanimalo, Manakambahiny, Antanimora, Ambohitsoa, Ambatoroka, Ampahibe and Andronra districts were the first to migrate to Fiber Optics. The planned project until 2020 covers all the areas actually in ADSL.



USD 18
million
of investments



+500
ADSL subscribers
switched in 2017



... to accompany you

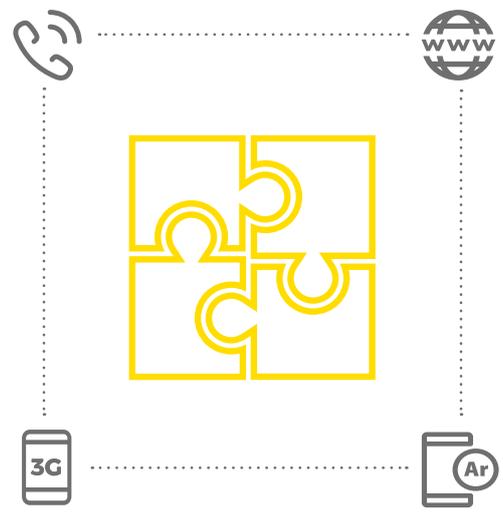
Our products and services for the young generation

M'Ora

Praised by our customers, the all-in-one package, M'Ora, includes calls, Internet and SMS and is adapted to the Malagasy daily budget.

Ye'Low

Ye'Low is the flagship package for the youths (connected or not connected). At 100 Ar, this package includes Internet and SMS. The ability to subscribe up to 10 times in the day allows you to use up to 100 MB in a day at a low price.



TOUCHY+vibe

Our Christmas bestseller, the Touchy Vibe 3G+ appeals to young people with its waterproof Bluetooth speaker, for less than US \$ 40 all-inclusive!

MVola My money in my telephone

Most young Malagasy are not thrilled by the bank activities but are interested to learn about the financial services. With MVola, they get acquainted to savings and use a Mobile Money account to buy credit units (with a 20% bonus) or for their daily purchases.



APP TELMA&MOI

The Telma & Moi lite Android application provides access to all Telma packages and services in a simplified and user friendly way. Also available without data, this application (purchase of credit, money transfer, subscription ...) allows the customer to manage his consumption based on his needs. Downloadable on www.telma.mg, on PlayStore and soon on iOS.



in your family life...

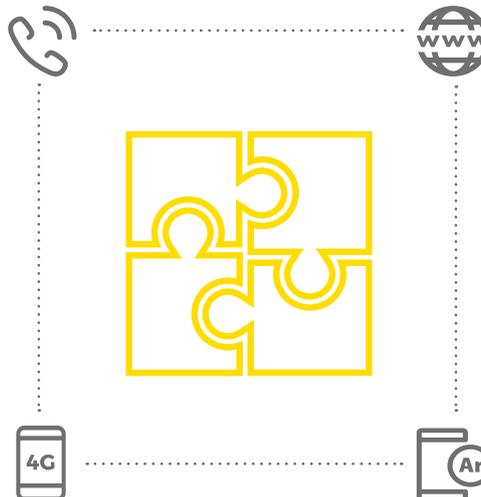
Our offers to be enjoyed by the family



The «First» includes national and international calls, Internet package and SMS and is valid for 30 days. this is the best solution for customers looking for monthly options without contractual ties.



The fibre allows unlimited Wi-Fi connection up to 100 Mbps. Computers, tablets, smartphones or T.V may now be connected simultaneously while enjoying a fluid browsing. As for the household within non-fiber zone, the 4G BOX is available.



In June 2017, Telma brings virtual reality to all Malagasy household with the «Dream» and his VR headgear. Experience and share hours of laughter, excitement, and thrills.



The innovation this year: families also have the possibility to save on MVola! With an annual rate of 2%, families have the opportunity to save up to 10 million Ar to go on holiday, set up a construction project ... or simply improve the everyday life at home.



The MVola app provides access to all MVola services (credit purchase, money transfer, bill payment, ...) More fluid and more intuitive, no need to retain the USSD codes to perform MVola transactions ! Downloadable on www.telma.mg, on PlayStore and soon on iOS.





... to accompany you

Our proposals for young working people

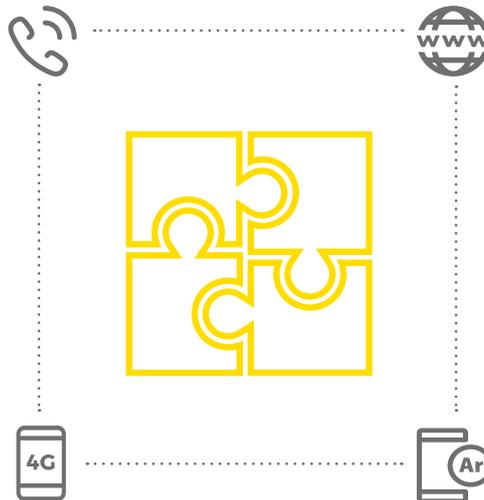
Telma FIRST

The package for young executives

To manage your budget, there is the « FIRST prepaid » proposition, that lasts for 30 days, include national and international calls, SMS and Internal

Telma Net PRO

We propose mobile internet Pro, meant for young entrepreneurs who need to be constantly available online. The Telma Net Pro full range is also available to cater for all needs, based on the respective project development (3Go to 150Go)



WINGLE TELMA 4G to keep you mobile

With more than 60 cities having 4G coverage, all Malagasy have access to Telma Mobile network. Thanks to the 4G Wingle, professionals can connect to Internet anywhere to reply to their emails and moving ahead with their projects, uninterrupted wherever they are.

MVola AVANCE

The new event: launching of MVola Avance. This new service allows to get an immediate loan up to 500,000 Ar and save at any time on the account MVola from a simple mobile phone. An easy operation for one-time cash requirements



ADVERTISING

We propose a package that offers you a means of promoting your business :

- Create awareness and improve our presence on www.moov.mg
- SMS Connect campaign to promote your company
- The creation of a domain name and associated emails
- The introduction of toll-free numbers, premium rate numbers or short numbers



in your professional life...

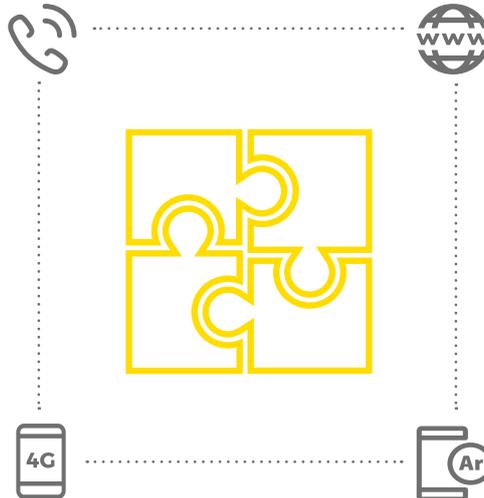
Our offers for businesses

Connected 2.0 packages

This package is appropriate for the corporate uses, customised for Key accounts and professionals. It includes calls, SMS and the 4G Internet allowing them to manage the communication budget and those of their employees through a dedicated tool : «Web selfcare»

A wide range of smartphones for professionals

We work closely with strong brands like Huawei, Samsung or Apple, we sell the latest products from the high end brands in addition to 4G Telma smartphones.



Fibre Pro by Telma - PME's choice

While choosing the «Pro Optical Fiber» by Telma one benefits from reliable, efficient and very high speed band width for corporate businesses. It enables browsing, uploading and downloading heavy files and enjoying Wi-Fi access



MVola for businesses

MVola simplifies money transfers from companies :

- Multiple transfers allow to pay the salaries, to pay for mission allowances, to refill the mobile fleets 24/7, with complete autonomy on the MVola selfcare.
- Billing settlements are centralized. In 2017: the payment of combined corporate taxes may now be paid via MVola
- E-commerce 
- The follow-up of transactions in real time with Selfcare.



SOLUTIONS TO ALL YOUR DATA STORAGE NEEDS

Telma proposes internet solutions and solutions matching customer needs especially for those with secure hosting solutions and data center in the cloud. In 2017, the main content and service providers are hosted in Madagascar : Akamai, Google, Facebook and Microsoft.



...Our accomplishment in the corporate sector : Telma business...

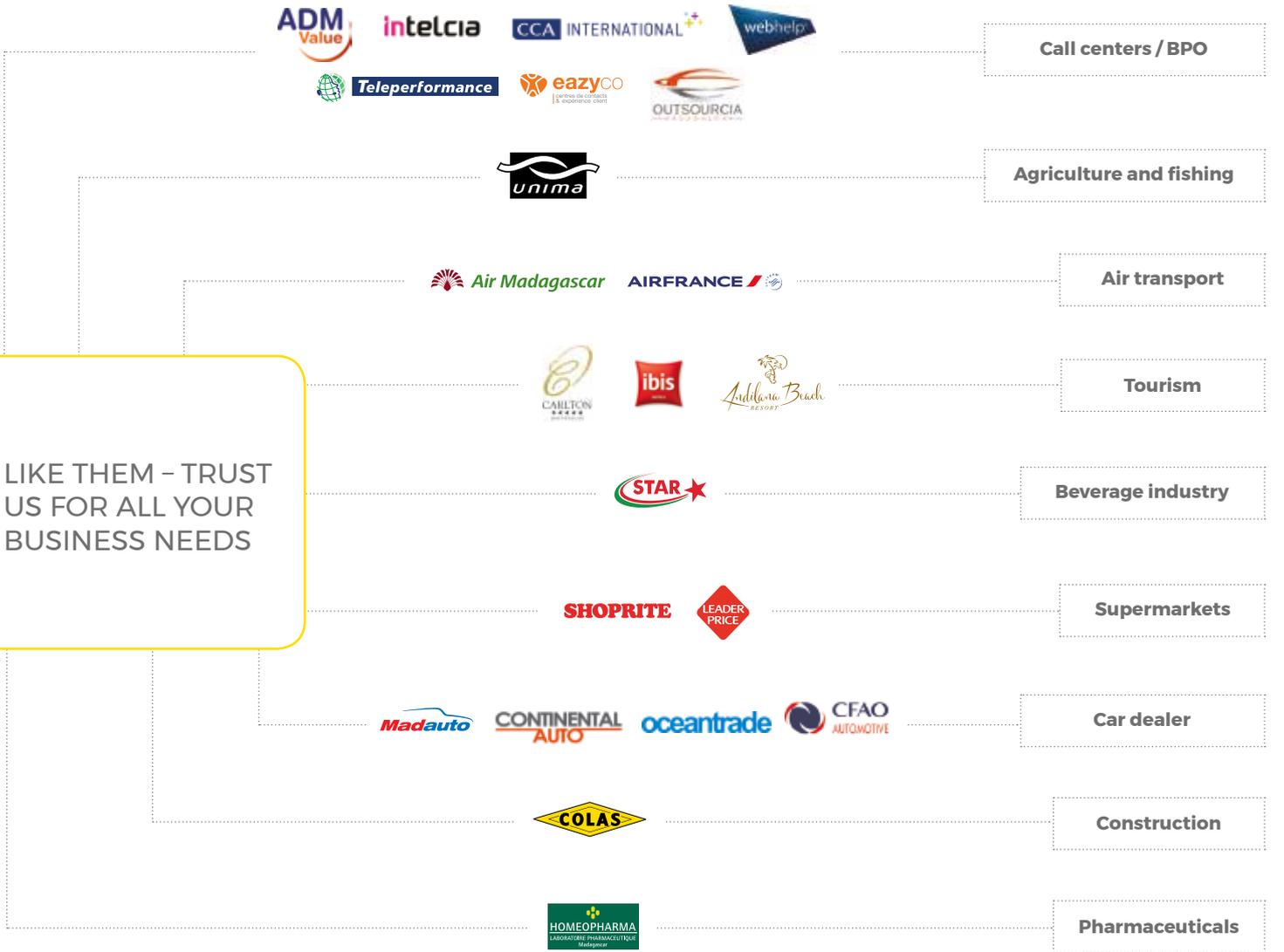
Telma is the first choice as far as telecom is concerned for companies, organizations and institutions in Madagascar. Whether for Mobile Telephony, Very High Speed Internet, Mobile Banking, national or international leased lines : Telma favours a long-term approach and partnership (Surveys, recommendations, global solutions) with its clients.



Internet : supporting companies going global

Our 100% Optic fiber infrastructures to local last mile (within all the biggest cities of Madagascar), national and international (2 submarine cables) offer unsurpassed levels of security and capabilities, which make Telma the key data operator. for economic entrepreneurs from the largest to the smallest, in the Island.

Thus, the vast majority of the largest economic players in Madagascar such as administrations, banks, outsourcing companies, hotels, etc. use Fiber and Telma services: for Internet, interconnection networks or in international leased lines.



 Our email corporate@telma.mg

... and always at your service.



-  Telma Shop
-  Telma Micro Shop
-  Telma Small Shop



For our private individual or retail customers clients

Telma Shops can be found throughout Madagascar to guarantee your access to all the services and offers that we have adapted to your needs. Our expert and dynamic teams are passionate about listening to our clients and allowing them to live the Telma experience.

- First experience - Optic Fiber by Telma : our customers will be able to try the Very High Speed Internet by connecting their smartphones or IPAD through WI-FI in Telma Shop with
- A wide choice of mobiles : a whole range of mobiles with the most affordable rates to benefit from the 1st 4G network available throughout Madagascar.
- MVola solutions : One only needs a SIM card and the CIN, and the opening of an MVola account is completely free to carry out the transfers, deposit and withdrawal, settlement of bills ...



5 NOUVEAUX TELMA SHOP EN 2017 !

In 2017, 5 new Telma shops were inaugurated to be closer to its customers, bringing to 61 the number of Telma Shop in all of Madagascar.

Telma Shop Ambatobe I

Telma Shop Ambatobe II

Telma Shop Anosibe

Telma Shop Sanfil

Telma Shop Isaha



For our corporate clients

Dedicated customer support teams are at the disposal of professionals and SMEs to attend and carry out your network surveys and propose the latest innovations for your business. Teleconsultants are also available for on 034 00 00 808.



WEB SELFCARE

We provide the Web Selfcare tool that you may remotely use to manage your mobile, Internet and MVola services to which you have subscribed, You will be able to follow and analyze your consumption, view your invoices, manage your accounts freely at any time.



A yellow square frame with a thick border, positioned to the left of the text. The frame is open on the right side, with the top and bottom lines extending slightly beyond the text.

Committed
to satisfy
your requirements

Your first partner for life...

sport, education, culture

Telma promotes Malagasy culture

No.1 partner that supports the Malagasy culture, Telma allows Malagasy artists to realize and pursue their dreams by accompanying them during their artistic career whether national or international! Telma proudly accompanies Wawa since its inception, Wawa best Malagasy artist, star in the African and Indian Ocean musical scene.

Coke Studio

In 2017, Telma supported Coke Studio In collaboration with the world's # 1 beverage brand. The show has been highlighting the incredible talent of African artists coming from 19 countries, while promoting the richness of the continent's music. The 2017 edition was marked by the participation of Wawa, as promoter of Salegy world wide and as representative of Madagascar. This partnership also gave birth to Coca Cola Promotion: Telma token was offered for every purchase of 30 cl.



SOMARÔHO!

Wawa Concert

Wawa launched the Somaroho Festival, a national cultural event held every year on the island of Nosy-Be. The event has been successful since 4 years, and we have accompanied the artist for the success of each edition. Wawa has fully benefited from Telma's wide coverage throughout Madagascar to promote Malagasy culture, which has also given it an unparalleled reputation in the art world.

Easter Monday is a prime event for Tananarivians! Wawa performed a huge concert at the Coliseum in Antsomjombe, which attracted more than 50,000 spectators.

Telma : No.1 partner for sport

Being the official sponsor of the basketball and football federations, Telma brings its commitment to develop Malagasy sports life. The Malagasy Judo Federation ties with Telma in 2017 ! We support young Malagasy athletes to promote their respective disciplines beyond our borders.

We Are basketball

The 2017 basketball season was marked by the 3rd place held by Madagascar team during the Afrobasket 3x3 tournament which took place in Cote d'Ivoire. Telma is proud to support Malagasy ! promising athletes



M. Ahmad, CAF President

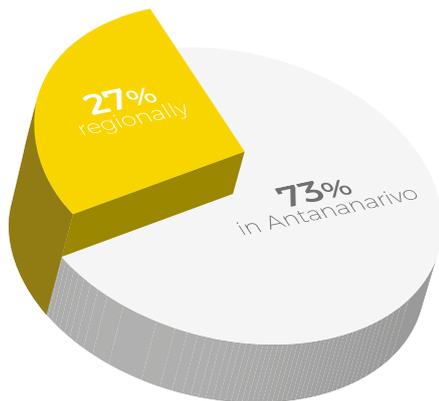
The President of the Malagasy Football Federation has become the new president of African football. He is the first Malagasy elected by the African Football Confederation (CAF). Telma is proud to promote the Malagasy football in Africa through the CAF President.

Judo African Championship

Judo is another sport to sports discipline that Telma supports. In 2017, Telma proudly ties with the African Judo Championship, an international competition, providing support to all the participants who have aligned themselves during the competition.

...Telma : the preferred employer

At the end of 2017, Telma had 1,200 employees, among whom 250 new recruits. We keep on expanding in the regions to be closer to our clients.

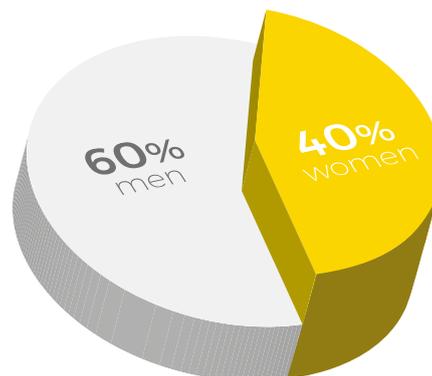


Breakdown of employees by region

Spread across the country, our employees in the provinces represent 27% of our workforce. In 2017, their number has increased by 6%. We rely on the diversity of our employees to serve customers better.

Gender ratio

We are gearing up for the feminization of our workforce. In 2017, 40% of our workforce is women.



Head hunting

By partnering with private and public higher education institutions, the Telma Group contributes to the development of education in Madagascar. Our goals are simple: support education and uncover the best talent.

In 2017, we recruited talents (internships and employees) from our partner institutions : UPRIM, the MISA branch of the University Antananarivo, to name but a few.



UPRIM diploma awards 2017



ESTI's integration pool 2017

Best practices : Team building DCG - Commercial Direction Group (DCG)

With more than 200 employees, the Sales and Marketing Division conducted a Team Building session in August 2017 at the Commando National Center in Ambatoloana. The purpose of this day is to unite and allow headquarters teams at head quarter and provinces to get to know each other



Team building DCG

Medal ceremony award

Because there is no asset other than men and women, the Telma Group value the merit of employees. In 2017, 234 of its employees across the island received honors and a pension bonus.



Awards



Green Telma

Sustainable development central to our work or at its core

Telma invests in the remote parts of Madagascar and opens them up to development, with Towerco of Madagascar (TOM) and Electricity of Madagascar (EDM). In doing so, the Telma, the leader in Telecoms in Madagascar fully integrate the management of environmental impacts in the implementation of all these projects. This, in view of preserving the environment and also aiming at improving the living conditions of the Malagasy population.

Energy self-sufficient regions - Solar Energy

In Madagascar, more than 380 telecom sites are now autonomous and have no environmental impact while covering more than 6 million inhabitants.

Implementation of rural electrification getting real with MVola.

In 2017, exceptionally and for the first time in Madagascar, MVola, the first mobile payment system in Madagascar allows more than 300 households in the localities of Andovoranto and Sandrakatsy to pay installation fees and recharge their prepaid meter reader for secure and reliable access to electricity.

This is a major support for the Rural Electrification Project introduced by the Axian Group, particularly through its subsidiaries EDM, TOM and Jovena Madagascar. MVola not only facilitates access and availability of energy, but in addition, its use is another step into the financial inclusion of all Malagasy.

In Andovoranto, a mini solar power plant has been set up, composed of 34 solar panels and can supply up to 150 households and provide public lighting.



GREEN TELMA





Our solar electric sites

Most regions in Madagascar benefit from more than 2,800 hours of sunshine annually. In partnership with Towerco of Madagascar (TOM), and Electricity of Madagascar, all of our sites have been equipped with solar powered, renewable energy.

More than 300 sites are also self-sufficient. Renewable energy is key to opening up the remotest areas of the country.



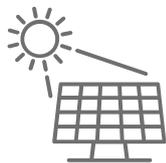
+ 440

isolated villages with mobile network coverage thanks to solar energy



+ 380

autonomous telecom sites (solar, wind turbines etc.)



+ 660

KW of global production



+ 1 740

W of production per site.

Our commitments : CSR achievements

Telma responds to social and environmental concerns raised through its activities through its Corporate Social Responsibility (CSR).

The CSR of the Telma Group aims at offering its customers innovative and reliable products and services, to contribute to the well-being of its employees through a better relationship and working conditions and finally to enhance the social development of the communities where the Group is present.

CSRs strategic framework



In 2017, CSR actions were decided in house. Telma involves its employees in order to strengthen their commitment to the cause of Corporate Social Responsibility.

Reforestation

In February 2017, a reforestation of 4,000 trees on the group's sites was carried out. This action was led by Telma employees and the Ministry of Education and Scientific Research and the CNRE. This project has strengthened the existing collaboration between the partners in the setting up of a network



Promoting the female

Telma is committed to gender equality. The CSR branch promotes the realisation of this commitment by organizing conferences on the theme of a better integration of women in the business world: « Being professionals: succeeding professionally, succeed as a woman ». For two days, a hundred employees have addressed this issue.



Giving blood

Since 2012, Telma's colleagues have donated blood at the National Centre of Blood Transfusions, and saved thousands of lives by doing so. In June and December 2017, 250 people donated their blood. More than 70% of them are regular givers.

For communities

The day before the national holiday, 1,000 children and 600 families received food and lanterns. For the third time our volunteers and the CSR Commission took part in this charity event.

Our commitments : Telma Foundation



A major player
in Madagascar's
education



Launched in 2015, the Telma Sekoly project was one of the most ambitious projects that Telma Foundation had undertaken. It benefitted children from remote and underdeveloped areas and it vastly improved access to schooling in Madagascar.

The success of this project is linked to partners in each region and NGOs operating in the areas. They oversaw the work on the schools and ensured that the project was done with the involvement of the local communities.



63
schools



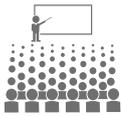
Investment
2015 - 2017

USD 1.4 million

Building schools
and school kits



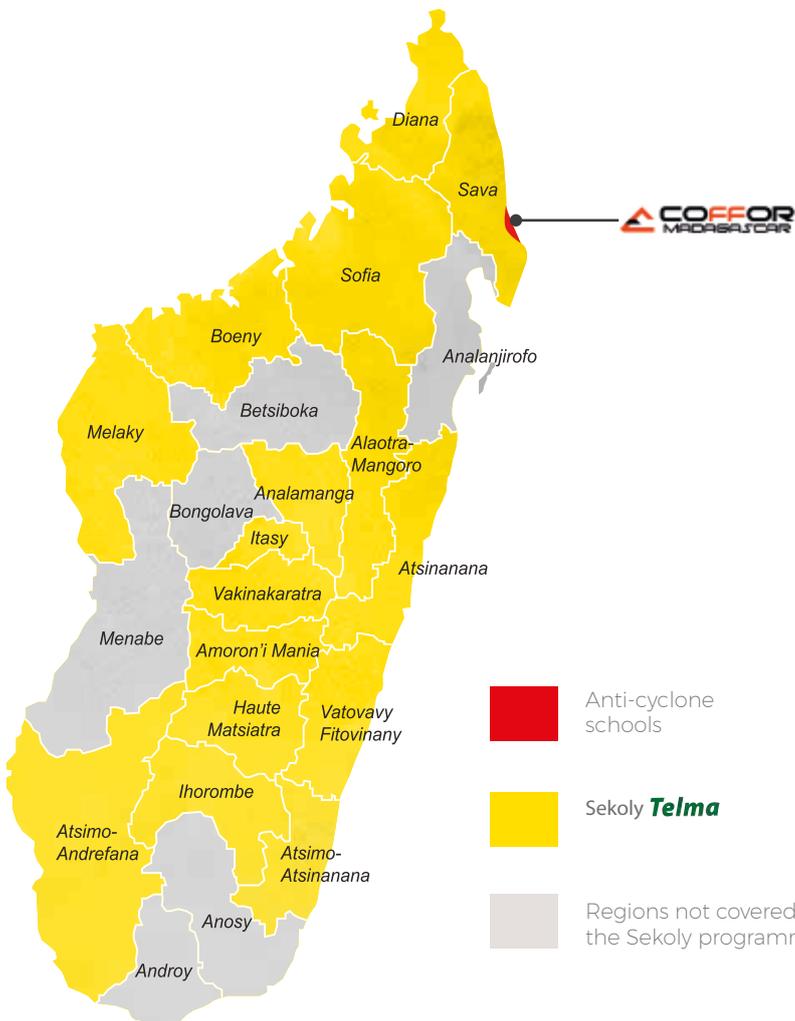
+ 38 000
school kits



16
classrooms



+ 10,000
children schooled
in rural areas



Immeuble KUBE D 2^{ème} étage
Galaxy Andraharo - Antananarivo
<http://fondation.telma.mg>
 Fondation TELMA



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