



Botswana Telecommunications Corporation Limited

Khama Crescent, Plot 50350 Megaleng

P O Box 700 Gaborone, Botswana

T: +267 3958000

W: www.btc.bw

E: info@btc.bw

Live connected.

Press Release

All Media Houses
For immediate Release

26 June 2025

BTC Delivers Solid Full-Year Results, Driven by Strong Execution and Digital Momentum

Gaborone, Botswana — Botswana Telecommunications Corporation Limited (BTC) is pleased to announce its audited financial results for the full-year ended 31st March 2025. BTC's disciplined execution and strategic focus on innovation, customer experience, and network quality have resulted in healthy financial performance. The company's commercial agility and investment in digital platforms are also supporting long-term value creation for shareholders.

Financial Highlights

Despite a challenging macroeconomic environment, BTC reported the following headline results:

- Service revenue growth of 4%, supported by ongoing pricing innovation and customer-centric bundling strategies.
- Profit before tax increased by 30%, reflecting disciplined cost management efforts within operations.
- EBITDA margin held firm at 30.1%, demonstrating resilience despite pressure coming in from the cost of sales.
- Dividend payout of BWP 151 and a yield of 13.6%, which demonstrates a continued focus on returning value to shareholders.
- ROCE improved to 7.5%, up 1.45 percentage points year-on-year.

Interim Measures: Focus on Data-Led Growth and Network Investment

BTC continues to experience structurally higher demand for data as digital adoption accelerates across sectors—from urban centers to remote farming communities. The company has responded through:

- Expansion of fiber and last-mile connectivity to over 85% of localities
- Full 4G modernization along major corridors
- Satellite partnerships to reach underserved regions

For more information kindly contact,
Head of Stakeholder Relation: Ms. Lesego Goitsemanang
Email address: goitsemanangl@btc.bw
Cell no: +26775854602



Botswana Telecommunications Corporation Limited

Khama Crescent, Plot 50350 Megaleng

P O Box 700 Gaborone, Botswana

T: +267 3958000

W: www.btc.bw

E: info@btc.bw

Live connected.

Press Release

- Community Wi-Fi pilots enabling access to fiber-speed internet at affordable prices

Outlook for the Future

Acting CEO Ms. Boitumelo Paya commented, *"Our performance this year reflects more than numbers, it is a testament to our commitment to tailor solutions that meet our customers' needs through our determination to build a digital-first BTC. As we celebrate 45 years of national service, we are sharpening our focus on inclusive digital growth, enterprise partnerships, and innovation to deliver even greater impact in the years ahead"*.

BTC is entering the new financial year with a clear and purposeful focus:

- Creating shared value by delivering superior customer experiences while enhancing shareholder returns.
- Enabling national development through deeper collaboration with the government and digital infrastructure support.
- Accelerating digital inclusion by expanding high-speed, affordable connectivity to all segments of society.

As Botswana's trusted digital partner, BTC is well-positioned to drive sustainable growth and innovation. We are going further together.

-----End-----

For more information kindly contact,
Head of Stakeholder Relation: Ms. Lesego Goitsemanang
Email address: goitsemanangl@btc.bw
Cell no: +26775854602