



Airtel Malawi plc

Results for the half year ended 30 June 2026

28 September 2026

Focused execution drives strong operating and financial performance while investing for future growth.

Airtel Malawi delivered a strong set of operating and financial results for the half year ended 30 June 2026, underpinned by sustained customer growth, increased usage of both voice and data services, supported by disciplined capital allocation.

33.8%
Revenue Growth

34.5%
EBITDA Growth

Operating key performance indicators (KPIs)

- The total customer base increased by 9.3% to 9.1 million, reflecting sustained demand for essential telecom services.
- Mobile data customers grew by 12.7% to 2.9 million, with smartphone penetration increasing to 34.3% as the continued investment into our network underpinned the ongoing demand for data.
- Average revenue per user per month (ARPU) was up by 21.9% to K4,141 primarily driven by increased usage across both voice and data services.

Financial performance

- Revenue grew by 33.8% to K219,122 million, reflecting continued growth in the customer base and higher usage of telecoms services, with all core service segments contributing to the increase.
- Voice revenues increased by 26.5%, while data revenues grew by 46.0%, reflecting very strong demand for connectivity services.
- EBITDA of K90,732 million increased by 34.5%, with an EBITDA margin of 41.4%, an increase of 22 basis points. The margin improvement was primarily driven by the strong revenue performance, but also benefited from strong cost optimisation measures.
- Net finance costs increased by 230.3% to K54,373 million, primarily due to foreign exchange losses arising from the repayment of foreign currency-denominated liabilities and the associated financing costs incurred during the period.
- Profit after tax decreased to K10,262 million, down from K22,409 million in the prior year, largely driven by the increase in finance costs.

Capital allocation

- Capex investment increased by 190.9 % to K50,373 million, reflecting increased investment across the network to support rising customer demand, accommodate increasing traffic volumes and underpin future growth.
- Following the increased investment across our network, leverage increased from 0.74x net debt/EBITDA to 1.13x, but remains well within the range of the industry peer-group.

Dividend

- The Board of Directors has not declared an interim dividend for the period, reflecting the continued uncertainty in the economic and operating environment and its potential implications for the business. The Board will continue to assess the outlook and consider future dividend distributions as appropriate.

Key financial information

Decription	UoM	Year Ended		
		Jun 26	Jun 25	Change %
P&L summary				
Revenue	K Mn	219,122	163,826	33.8%
Voice revenue	K Mn	109,537	86,568	26.5%
Data revenue	K Mn	88,708	60,753	46.0%
Other revenue	K Mn	20,877	16,505	26.5%
Expenses	K Mn	(128,390)	(96,348)	33.3%
EBITDA	K Mn	90,732	67,478	34.5%
EBITDA margin	%	41.41%	41.19%	22 bps
Depreciation & amortisation	K Mn	(19,850)	(14,819)	33.9%
Other income	K Mn	47	10	370.0%
Operating profit	K Mn	70,929	52,669	34.7%
Net finance costs	K Mn	(54,373)	(16,464)	230.3%
Profit before tax	K Mn	16,556	36,205	(54.3)%
Income tax expense	K Mn	(6,294)	(13,796)	(54.4)%
Profit after tax	K Mn	10,262	22,409	(54.2)%
Basic EPS	K	0.93	2.04	(54.4)%
Weighted average no. of shares	In Mn	11,000	11,000	0.0%
Capex	K Mn	50,373	17,318	190.9%
Net debt	K Mn	204,589	100,481	
Leverage (net debt to EBITDA)	times.	1.13x	0.74x	
Operating KPIs				
ARPU	K	4,141	3,397	21.9%
Total customer base (30 days active)	000	9,153	8,377	9.3%
Data customer base	000	2,953	2,620	12.7%

Financial review for the half year ended 30 June 2026

Revenue

Revenues increased by 33.8% to K219,122 million for the year ended 30 June 2026, compared to K163,826 million in the prior year. This growth was supported by the growth in our customer base of 9.3% and ARPU growth of 21.9%. Revenue growth was broad-based, with voice revenues increasing by 26.5%, data revenues by 46.0%, and other revenues by 26.5%.

Expenses

Expenses increased by 33.3% to K128,390 million, compared to K96,348 million in the prior year, reflecting higher fuel prices and increased operating costs to support ongoing network expansion.

EBITDA

EBITDA amounted to K90,732 million, representing an increase of 34.5% year-on-year. This performance reflects strong top-line growth and continued cost management initiatives. EBITDA margins also improved to 41.4% from 41.2% in the prior year.

Profit after tax

Profit after tax declined from K22,409 million to K10,262 million, mainly driven by increased finance costs resulting from foreign exchange fluctuations on financing obligations.

Outlook

We remain focussed on supporting the Malawi economy, and keeping communities and businesses in Malawi connected. Over the medium-term, we continue to see an attractive opportunity for growth across the country, with sustained demand for the essential services that we offer to our customers.

We will continue executing our strategy focused on offering a great customer experience and remain committed to investing in the network to drive increased penetration of mobile services and facilitating data adoption to further enhance the digitalisation of the Malawi economy.

The economy and company remain exposed to currency uncertainty, fuel prices and unfavourable agricultural output. Despite these headwinds we will focus on investing in our network to support customer growth and driving increased revenues with continued focus on cost efficiencies across the business.

Other significant updates

Expansion of network coverage

During the year, the Company expanded its network through the rollout of an additional 74 sites, improving coverage and service quality.

Summary Financial Statements

Summary Statement of Comprehensive Income				
	Unaudited six month to		Audited Year ended	
	30 Jun 26	30 Jun 25	31 Dec 25	
Income				
Revenue	219,122,204	163,825,853	363,101,029	
Other income	47,087	10,039	387,235	
	219,169,291	163,835,892	363,488,264	
Expenses				
Network operation and maintenance	(49,323,650)	(38,491,955)	(81,026,051)	
Sales and marketing expenses	(27,811,573)	(18,745,879)	(41,347,576)	
Employee benefits expenses	(9,350,261)	(5,696,262)	(14,416,030)	
Access charges	(3,076,456)	(2,586,725)	(6,349,282)	
Other expenses	(26,997,853)	(19,923,987)	(43,459,544)	
License fee and spectrum usage charges	(11,781,929)	(11,564,449)	(23,056,744)	
Impairment (loss)/recovered on financial assets	(48,894)	661,239	254,630	
Depreciation and amortisation	(19,850,196)	(14,818,686)	(30,778,583)	
	(148,240,812)	(111,166,704)	(240,179,180)	
Operating profit	70,928,479	52,669,188	123,309,084	
Net foreign exchange losses				
	(41,462,395)	(7,685,750)	(22,384,306)	
Finance costs	(15,301,037)	(12,656,633)	(25,729,854)	
Finance income	2,390,698	3,878,572	10,606,311	
Profit before tax	16,555,745	36,205,377	85,801,235	
Income tax expense	(6,293,719)	(13,796,112)	(34,553,221)	
Profit for the year	10,262,026	22,409,265	51,248,014	
Basic and diluted earnings per share (K)	0.93	2.04	4.66	

	Unaudited as at		Audited as at	
	30 Jun 26	30 Jun 25	31 Dec 25	
	K'000	K'000	K'000	
ASSETS				
Non-current assets				
Property, plant and equipment	132,290,006	92,898,431	102,938,952	
Capital work in progress	26,475,352	6,530,627	17,179,738	
Intangible assets	11,318,346	7,585,817	11,274,576	
Right-of-use assets	127,472,167	77,604,796	90,196,782	
Deferred tax asset	31,617,337	36,992,961	32,979,005	
Investment	-	81,000	-	
Other non-current assets	16,600,485	16,333,010	16,425,598	
Total non-current assets	345,773,693	238,026,642	270,994,651	
Current assets				
Inventories	1,895,483	1,726,047	4,100,112	
Trade and other receivables	8,833,138	13,572,136	7,891,435	
Cash and cash equivalents	24,398,384	84,155,258	82,440,258	
Other bank balances	7,726,560	44,502	7,123,707	
Investment	17,341,000	-	8,755,001	
Income tax receivable	-	-	307,365	
Other current assets	45,712,430	27,090,574	35,953,268	
Total current assets	105,906,995	126,588,517	146,571,146	
Total assets	451,680,688	364,615,159	417,565,797	
EQUITY AND LIABILITIES				
Shareholders' equity				
Share capital	1,000	1,000	1,000	
Share premium	398,375	398,375	398,375	
Retained earnings	32,726,348	32,125,573	60,964,322	
Total Shareholders' equity	33,125,723	32,524,948	61,363,697	
Non-current liabilities				
Lease liabilities	169,155,083	126,973,570	137,830,191	
Deferred spectrum liabilities	1,407,837	1,545,708	1,657,688	
Provisions	8,255	6,730	8,016	
Derivative financial liabilities	20,140	-	-	
Total non-current liabilities	170,591,315	128,526,008	139,495,895	
Current liabilities				
Borrowings	54,097,880	54,118,758	54,128,150	
Lease liabilities	5,734,750	3,588,336	5,326,138	
Deferred Spectrum liabilities	185,625	170,617	183,374	
Trade and other payables	150,634,068	111,439,188	135,035,206	
Contract liabilities	8,556,327	6,844,639	8,624,939	
Income tax payable	1,687,905	3,563,147	-	
Provisions	4,917,947	3,677,057	4,135,762	
Other current liabilities	22,149,148	20,162,461	9,272,636	
Total current liabilities	247,963,650	203,564,203	216,706,205	
Total liabilities	418,554,965	332,090,211	356,202,100	
Total equity and liabilities	451,680,688	364,615,159	417,565,797	

Summary Statement of Changes in Equity				
	Share capital	Share premium	Retained earnings	Total
	K'000	K'000	K'000	K'000
Unaudited six months to 30 June 26				
At the beginning of the period	1,000	398,375	60,964,322	61,363,697
Dividend declared for 2025 profit	-	-	(38,500,000)	(38,500,000)
Total comprehensive income for the period	-	-	10,262,026	10,262,026
Balance at 30 June 26	1,000	398,375	32,726,348	33,125,723
Unaudited six months to 30 June 25				
At the beginning of the period	1 000	398 375	31,716,308	32,115,683
Dividend declared for 2024 profit	-	-	(22,000,000)	(22,000,000)
Total comprehensive income for the period	-	-	22,409,265	22,409,265
Balance at 30 June 25	1 000	398 375	32,125,573	32,524,948
Audited year ended 31 December 2025				
At the beginning of the year	1,000	398,375	31,716,308	32,115,683
Dividend declared for 2024 profit	-	-	(22,000,000)	(22,000,000)
Total comprehensive income for the year	-	-	51,248,014	51,248,014
Balance at 31 December 2025	1,000	398,375	60,964,322	61,363,697

	Unaudited as at		Audited as at	
	30 Jun 26	30 Jun 25	31 Dec 25	
	K'000	K'000	K'000	
Cash flows from operating activities				
Profit before taxation	16,555,745	36,205,377	85,801,235	
Adjustments for:				
Depreciation & amortization	19,850,196	14,818,686	30,778,583	
Interest income	(2,390,698)	(3,878,572)	(10,606,311)	
Net unrealised foreign exchange gain	(1,244,356)	(2,151,392)	(2,975,996)	
Liability written back	-	-	(311,085)	
Gain on lease written back	(1,671)	-	-	
Profit on disposal of scrap	(43,962)	(10,039)	(14,436)	
Finance cost	15,301,037	12,656,633	25,729,854	
Operating cash flow before working capital changes	48,026,291	57,640,693	128,401,844	
Changes in working capital:				
Increase in trade and other receivables	(996,341)	(4,903,422)	(232,952)	
Decrease/(increase) in inventory	2,204,629	(400,936)	(2,775,001)	
(Increase)/decrease in other assets	(9,752,451)	8,614,165	527,093	
Increase in trade and other payables	13,920,212	9,288,140	26,815,254	
Increase/(decrease) in provisions	782,424	(402,998)	56,993	
(Decrease)/increase in other liabilities	(69,346)	(1,137,293)	1,407,808	
Net cash generated from operations	54,115,418	68,698,349	154,201,039	
Income tax paid	(2,936,780)	(11,281,438)	(31,895,103)	
Net cash generated from operating activities	51,178,638	57,416,911	122,305,936	
Cash flows from investing activities				
Purchase of property, plant and equipment & Intangible assets	(48,872,314)	(9,168,586)	(34,040,105)	
Interest received	2,209,100	3,878,572	9,738,101	
Purchase of investment	(8,585,999)	-	(8,755,001)	
Net changes in earmarked balances and margin accounts with banks	(602,853)	363,735	(6,715,470)	
Proceeds on disposal of scrap	43,962	10,039	14,436	
Net cash used in investing activities	(55,808,104)	(4,916,240)	(39,758,039)	
Cash flows from financing activities				
Repayment of borrowings- principal	(11,753)	(3,593,539)	(3,602,657)	
Repayment of borrowings- interest	(1,721,426)	(1,934,604)	(3,814,821)	
Other finance costs	(790,279)	(451,411)	(1,119,856)	
Dividends paid	(25,602,615)	(3,143)	(13,857,769)	
Repayment of spectrum liability- principal	(246,989)	(238,088)	(114,372)	
Repayment of spectrum liability- interest	(117,522)	(125,638)	(250,610)	
Repayment of lease liability- principal	(12,250,014)	(7,337,627)	(12,286,604)	
Repayment of lease liability- interest	(12,671,810)	(10,144,980)	(20,544,567)	
Net cash used in financing activities	(53,412,408)	(23,829,030)	(55,591,256)	
Net (decrease)/ increase in cash & cash equivalents	(58,041,874)	28,671,641	26,956,641	
Cash & cash equivalents at the beginning of the year	82,440,258	55,483,617	55,483,617	
Cash & cash equivalents as at end of the period	24,398,384	84,155,258	82,440,258	

Notes to the Summary Financial Statements

The borrowing is due to the following:
External borrowings: Bank of America

	Unaudited as at		Audited as at	
	30 Jun 26	30 Jun 25	31 Dec 25	
	K'000	K'000		
At the beginning of the year	54,128,150	57,441,344	57,441,344	
Interest Charges	1,721,426	1,934,604	3,814,821	
Repayments	(1,733,179)	(5,528,143)	(7,417,478)	
Exchange difference	(18,517)	270,953	289,463	
At the end of the year	54,097,880	54,118,758	54,128,150	
Current portion	54,097,880	54,118,758	54,128,150	
Non-Current portion	-	-	-	

Contingents

As at 30 June 2026, the Company had contingent liabilities of K 2,372 million (H1'25: K 3,402 million) in respect of on-going legal cases. The cases are still in court awaiting deliberations hence no provisions have been made in the financial statements.

Capital commitments

	Unaudited as at		Audited as at
	30 Jun 26	30 Jun 25	31 Dec 25
	K'000	K'000	K'000
Capital expenditure			
Approved capital expenditure to be incurred	38,806,406	20,891,367	18,824,062

Basis of preparation

The Directors have prepared the summary financial statements to meet the listing requirements of the Malawi Stock Exchange. The Directors have considered the listing requirements of the Malawi Stock Exchange and believe that the summary statement of financial position, summary statement of comprehensive income, summary statement of cash flows and summary statement of changes in equity are sufficient to meet the requirements of the users of the summary financial statements.

The summary financial statements have been derived from the Interim Financial Statements that are prepared in accordance with IFRS Accounting Standards and IAS 34 as issued by the International Accounting Standards Board ("IASB") including the IAS 29 Directive as issued by the Institute of Chartered Accountants Malawi (ICAM) and in the manner required by the Companies Act 2013.

The audited Financial Statements for the period ended 30 June 2026 can be accessed on Airtel's website www.airtel.mw/investors


Mr Kayisi Sadala
Board Chairperson


Aashish Dutt
Managing Director

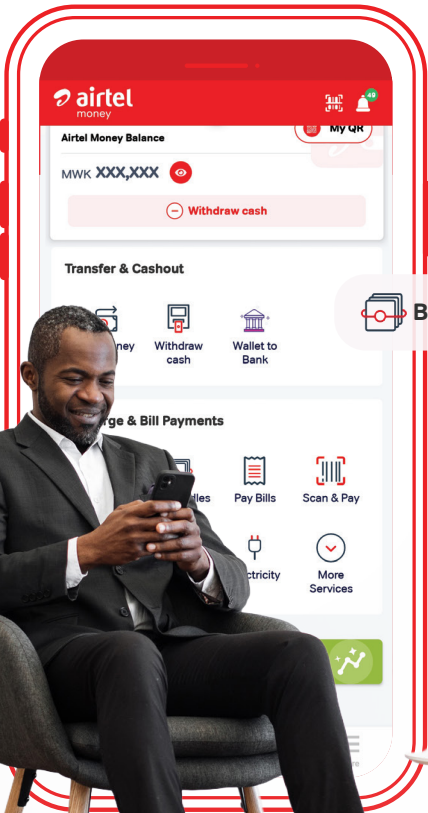
Glossary
Technical and Industrial Terms

ARPU	Average revenue per user per month, which is derived by dividing total revenue during the relevant period by the average number of customers.
Average customers	Average customers are derived by computing the average of the monthly average customers for the relevant period.
Capital expenditure	It is not a GAAP measure and is defined as investment in capital work in progress (CWIP) gross fixed assets (tangible and intangible excluding spectrum/licence) and excluding provision on capital work in progress (CWIP).
Customer	A customer is defined as a unique subscriber with a unique mobile telephone number who used any of Airtel's services in the last 30 days.
Customer base	Total number of subscribers that used any of our services (voice calls, SMS, data usage or Other revenues) in the last 30 days.
Data customer base	Total subscribers who consumed at least 1MB on the Group's GPRS, 3G or 4G network in the last 30 days.
Underlying EBITDA	It is not a GAAP measure and is defined as operating profit before depreciation, amortisation, CSR cost and exceptional items.
Underlying EBITDA margin	It is not a GAAP measure and is computed by dividing Underlying EBITDA for the relevant period by total revenue for the relevant period.
Earnings per share (EPS)	EPS is computed by dividing the profit for the period attributable to the owners of the company by the weighted average number of ordinary shares outstanding during the period.
Free cash flow	Free cash flow defined as Operating free cash flow less cash interest, cash tax and change in operating working capital.
Minutes of usage	Duration in minutes for which a customer uses the Group's network. It is typically expressed over a period of one month. It includes incoming, outgoing and in-roaming minutes.
Net debt	It is not a GAAP measure and is defined as the long-term borrowings, short term borrowings and leased liability less cash and cash equivalents.
Leverage (net debt to EBITDA)	Financial leverage is computed by dividing net debt at the end of year with EBITDA for the year.
Operating profit	It is a GAAP measure and is computed as revenue less operating expenditure including depreciation & amortisation and operating exceptional items.
Weighted average number of shares	The weighted average number of shares is calculated by taking the number of outstanding shares and multiplying the portion of the reporting period those shares covered, doing this for each portion and, finally, summing the total.

Abbreviations

2G	Second-generation technology
3G	Third-generation technology
4G	Fourth-generation technology
ARPU	Average revenue per user
bps	Basis points
EBITDA	Earnings before interest, tax, depreciation and amortisation
EPS	Earnings per share
IFRS	International Financial Reporting Standards
IPO	Initial Public Offering
KPIs	Key performance indicators
M	Million
MB	Megabyte
UoM	Unit of measure

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Airtel



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Buy Bundles

Buy Airtime

Send Money

Withdraw Cash

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