



IHS
(Issam Darwish – CEO)

An experienced management team



Issam Darwish

Vice Chairman

Chief Executive Officer

Co-founded IHS in 2001

- Over 20 years of experience in the telecom industry
- Deputy MD at Motophone from 1998 to 2000, Network Manager at LibanCell
- Vice Chairman at MCI Overseas in the 1990s
- BSc in Computer & Communications Engineering



William Saad

Chief Technical Officer

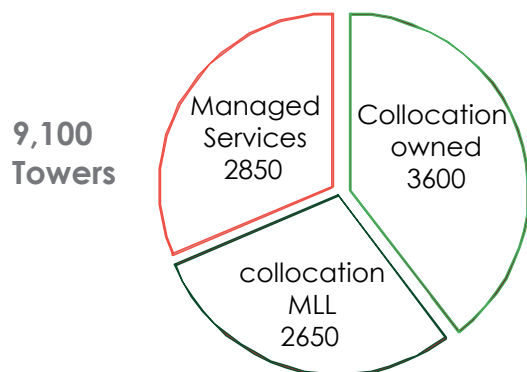
Co-founded IHS in 2001

- Over 20 years of experience in the telecom industry
- Operations Director at Motophone
- Network Operator at LibanCell and OMC / GSM Administrator at MCI
- BSc in Computer and Communications Engineering

Supported by a multicultural team composed of cross sector high level professionals, from telecom engineering to investment banking

Company profile

- Pan-African tower operator founded in 2001 with operations in Nigeria, Côte d'Ivoire & Cameroon
- Provides services across the full tower value chain: managed services, deployment and site ownership



- Currently employs c.1,100 personnel (80%+ technical)

- 90% of revenues are generated from leasing our assets to companies with BBB+ or better credit ratings

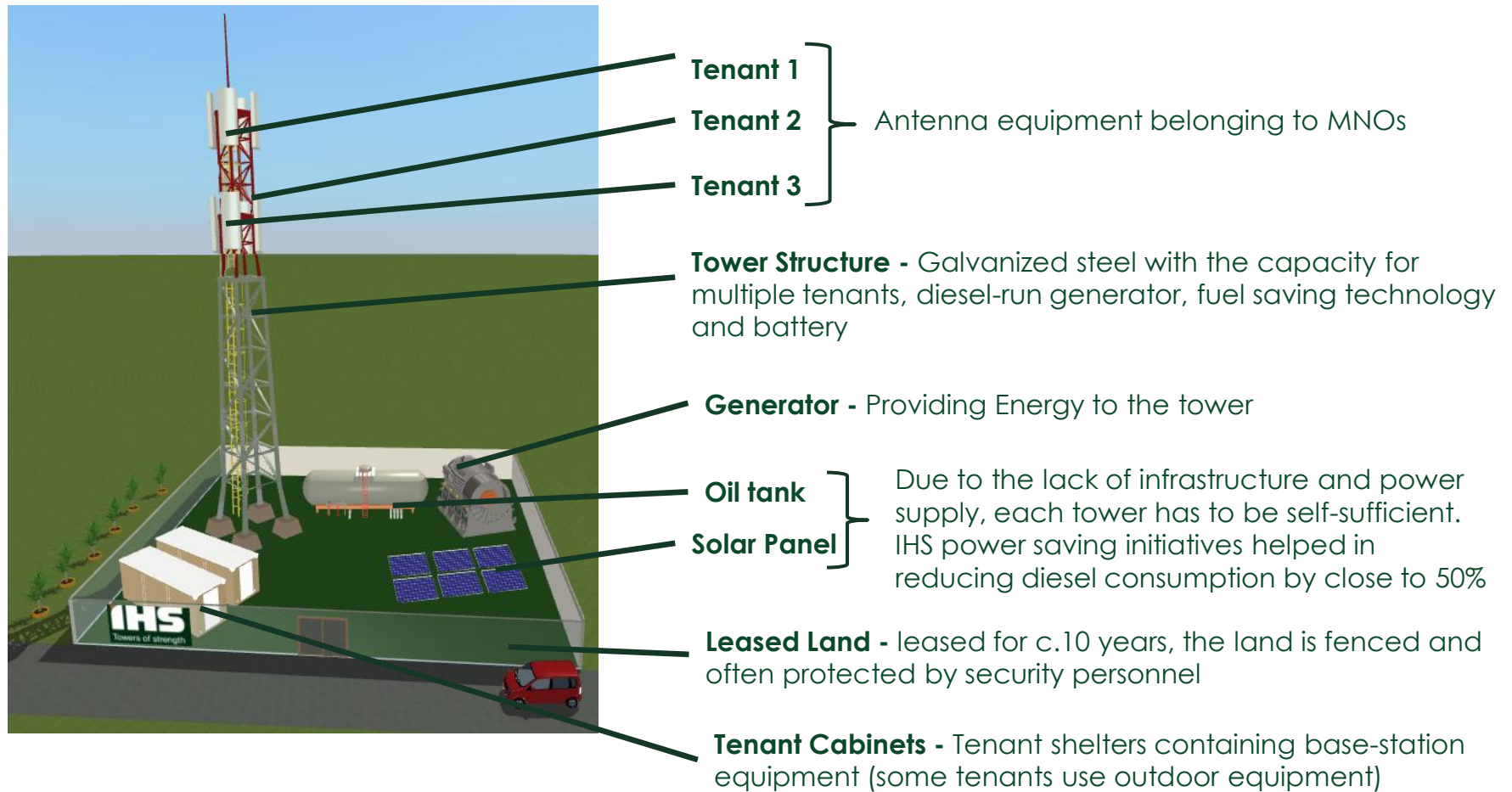


Other Mobile Network Operators (MNO)

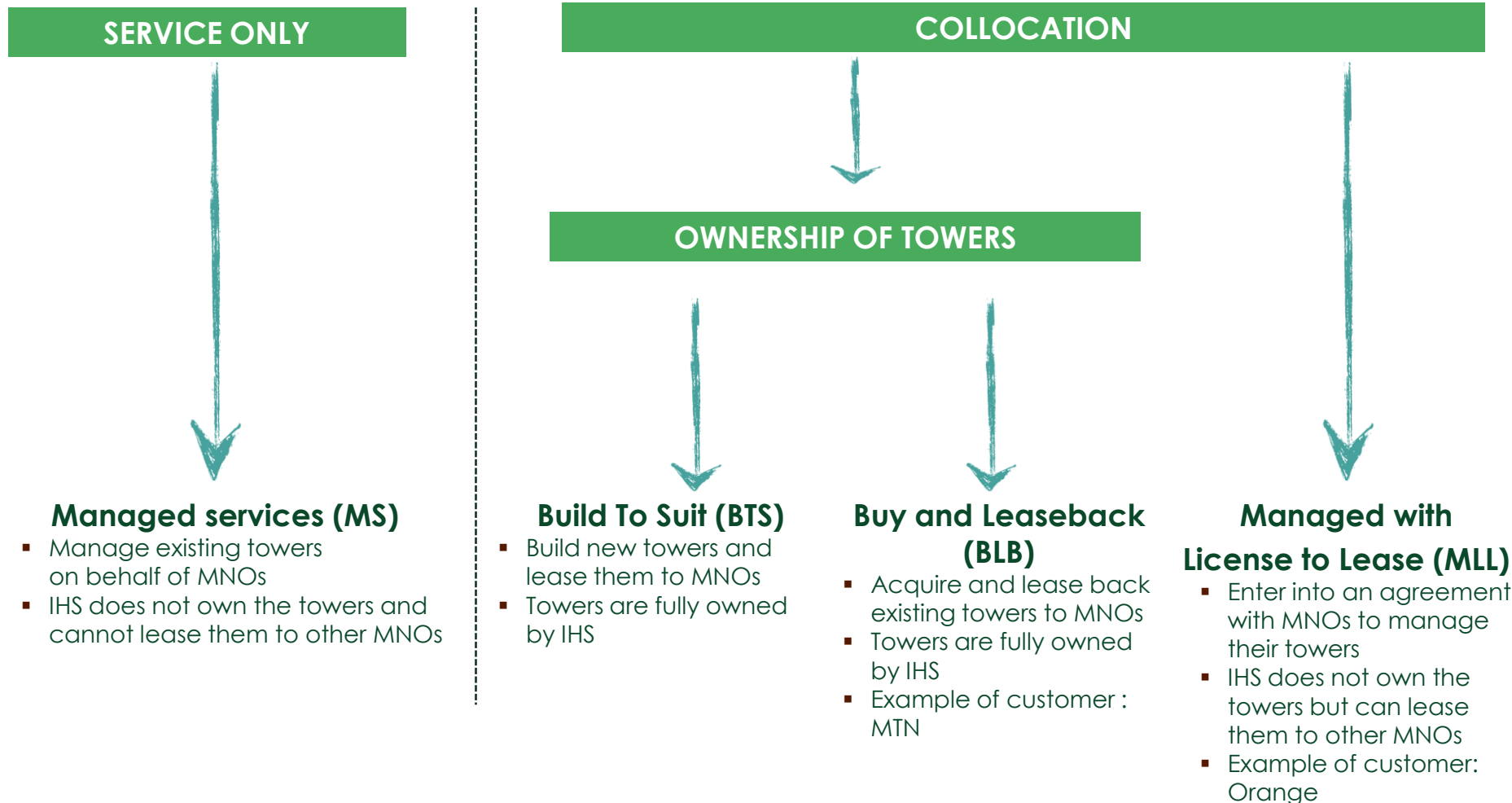
- Strong financial structure, as of June 30,2013:
 - \$479M of shareholder equity
 - \$482M of available credit lines, of which \$335M already drawn
 - Strong financial backing from tier one investors

Note: Number of towers as of September 2013

Overview a Tower operational set-up in Africa



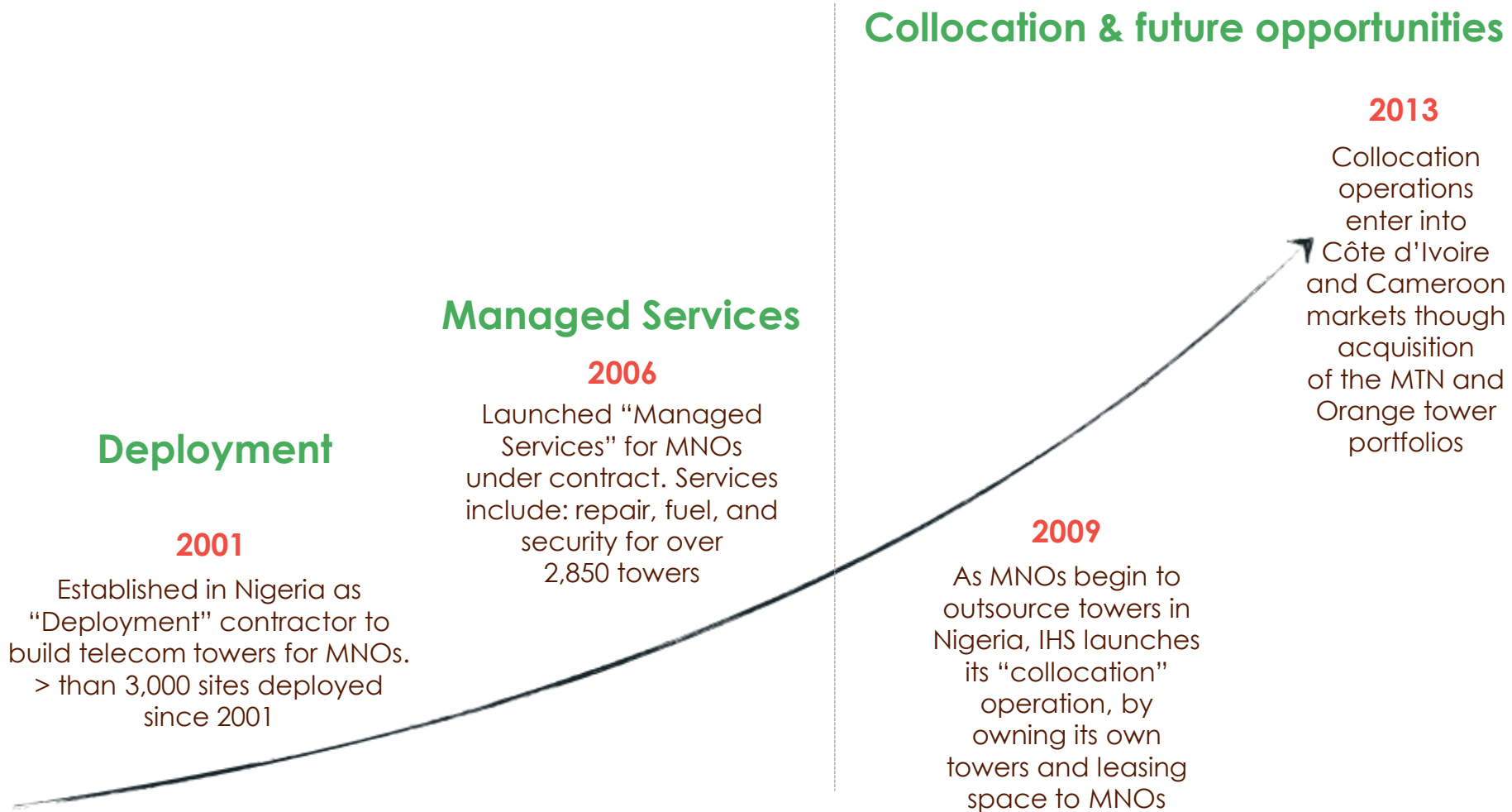
IHS: four different business models



MNOs prefer to lease instead of to build

- Leasing space instead of owning the towers has enabled Operators to convert resources from CAPEX/OPEX to deliver better services to consumers
- Total Cost of Ownership (TCO) defined as all Opex per month plus BTS & Maintenance Capex has become an important metric scrutinized by Operators

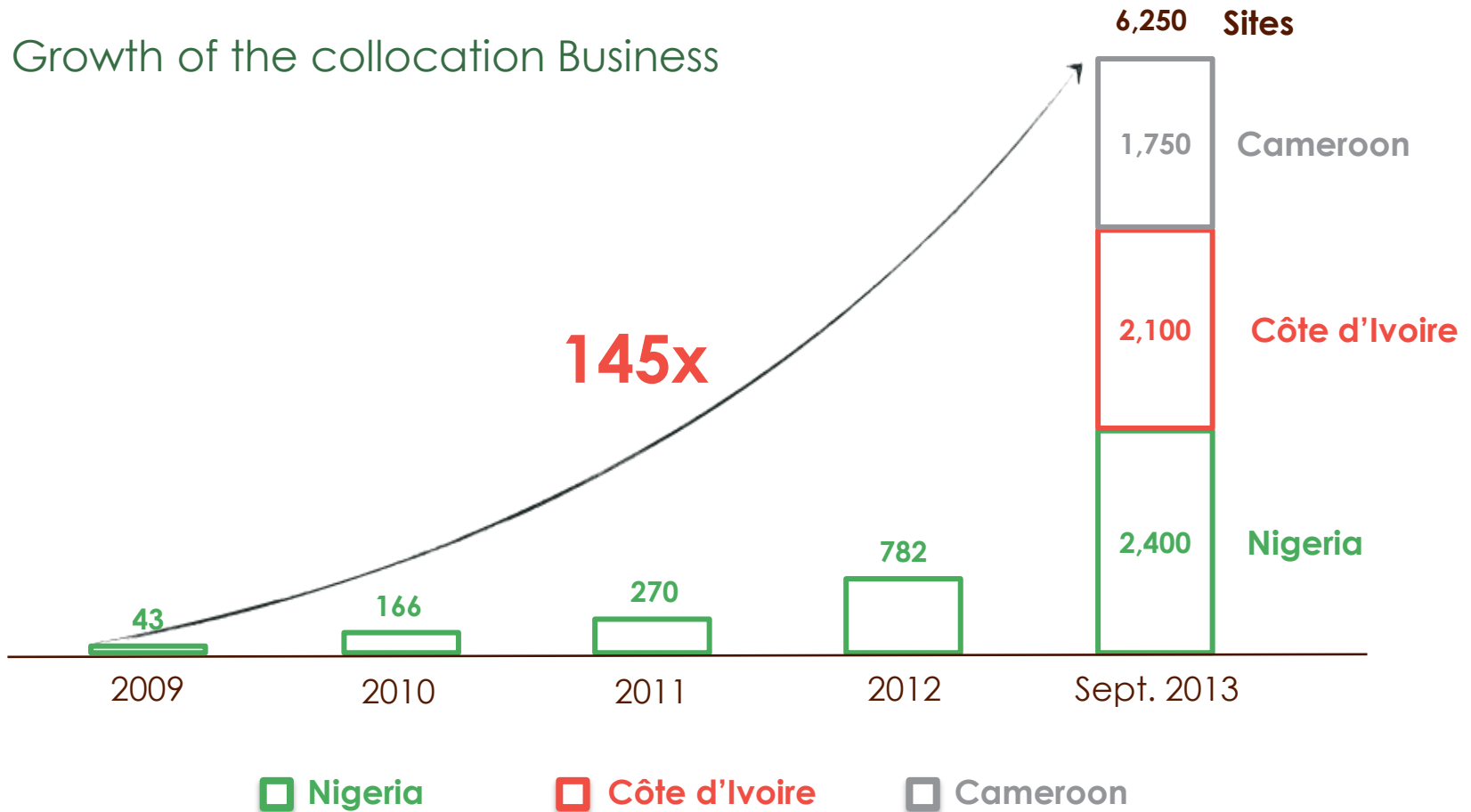
12-year successful track record throughout the tower value chain



IHS value proposition

- Innovative power solutions and opex savings for operators
- Highly qualified workforce and high staff retention
- Proprietary tower market database and strong RF expertise
- Optimised site acquisition process with good understanding of local markets
- Delivering quality service to customers:
 - ISO 9001 certified since 2006
 - Best in class delivery and up-time
(more than 99.9% on IHS collocation sites)

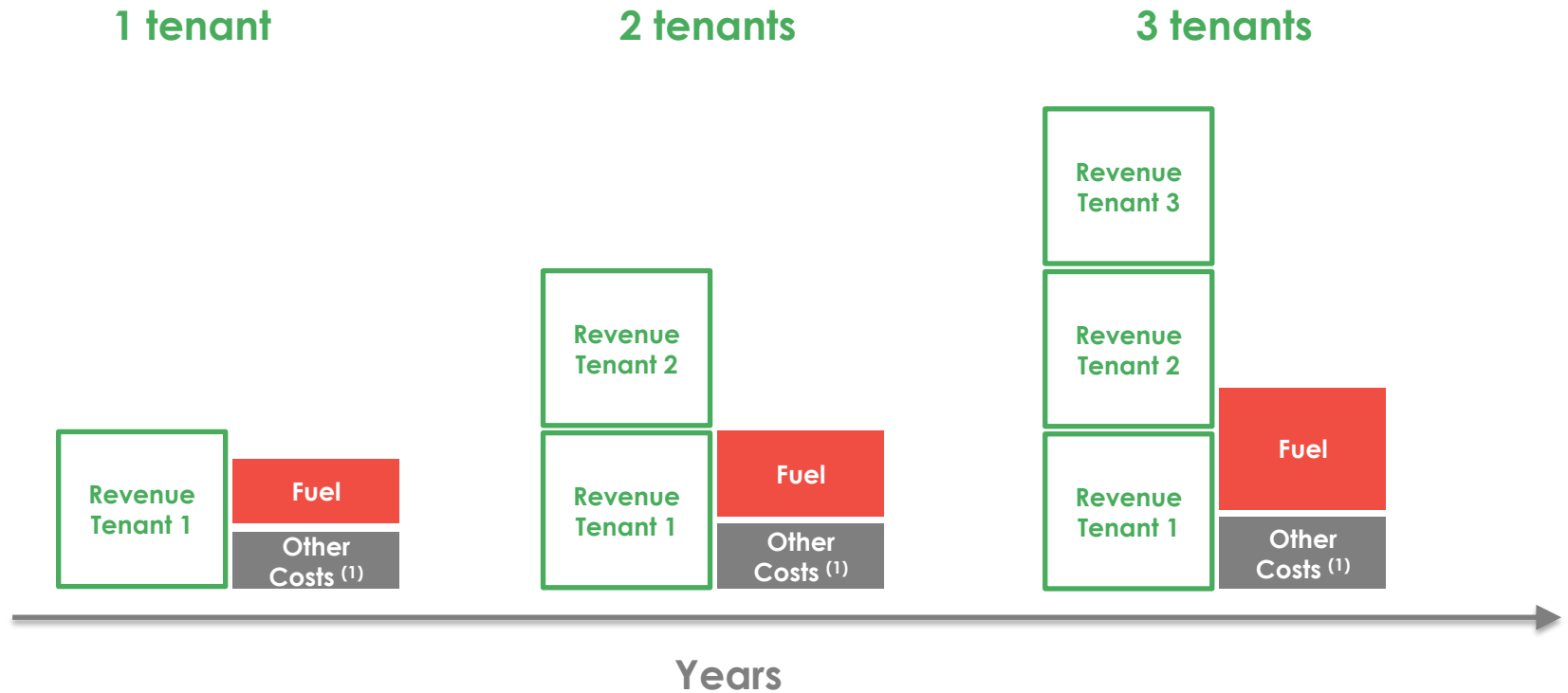
IHS has experienced significant growth in its collocation business



Note: (1) Fiscal year ends on April 30

Business model: operational leverage effect

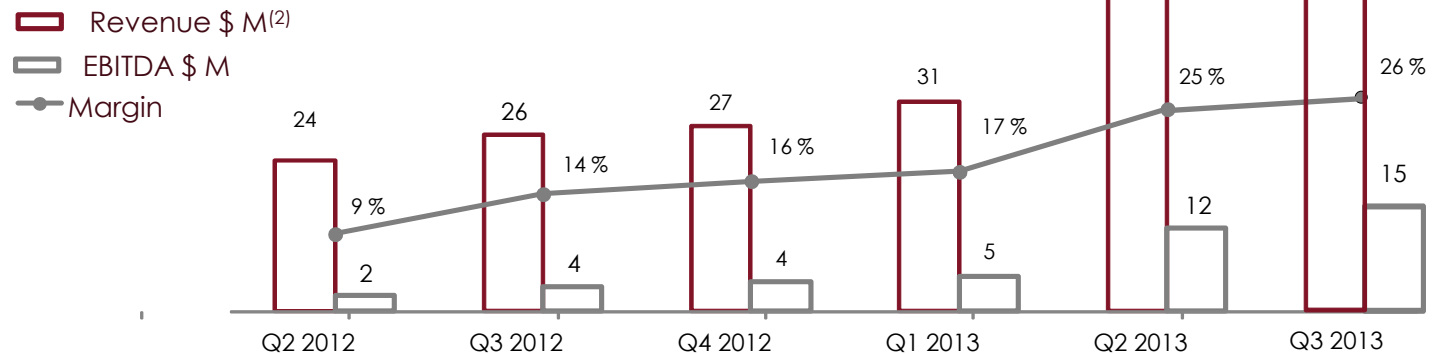
IHS has already demonstrated in Nigeria its track record to increase the lease-up rate of its towers over time.



Note: (1) Other costs per tower include operations and maintenance, land lease, security and insurance. They remain stable as tenancy increases.

Strong financial performance

In \$M (unaudited, calendar years)


























- Organic growth above 30% in 9M 2013, mainly driven by collocation on existing towers and new BTS towers in Nigeria
- External growth driven by acquisition of MTN towers and MLL contracts in Cameroon and Côte d'Ivoire
- Increased profitability due to higher tenancy on existing towers and improved diesel efficiency

Notes: (1) 9M 2012 and 9M 2013 mean the first nine months of 2012 and 2013, respectively

(2) Revenues presented above include pass-through of energy costs that are reinvoiced at cost to tenants

IHS is the Leading African Tower Co.

					
Overview	Based: Lagos, Nigeria Established: 2001	Based: Boston, USA Established: 1995	Based: London, UK Established: 2006	Based: London, UK Established: 2008	Based: Lagos, Nigeria Established: 2001
African Track Record	12 years	3 Years	7 Years	4 Years	3 Years
Service Portfolio					
Collocation	✓	✓	✓	✓	✓
Managed Services	✓	x	x	x	x
Key Customers	    	   	   	 	  
Technical & Uptime Performance	★★★★	★★★★	★★★	★★★	★
Estimated Towers In Portfolio in Africa	c. 9,100	4,300	5,100	2,500	650

Sources: Company Information, Broker Research, Press Releases

1) The Company's Africa business has operations in Ghana, South Africa and Uganda

2) Include Helios Towers Africa (Ghana, Tanzania, the Democratic Republic of Congo) and Helios Towers Nigeria (Nigeria)

IHS is the Leading African Tower Co.



Main countries

Nigeria

- IHS is the largest and most profitable tower company in Nigeria which is the largest telecom market in Africa (15% of total market in Africa)
- 1,900 towers under management ⁽¹⁾ + 500 WIP
- 1.7x collocation lease up rate ("LUR")⁽¹⁾
- 10 – 15 year lease agreements
- MTN, Airtel and Etisalat amongst main customers
- **5 Tier 1 MNOs**
- **3 Tier 2 MNOs**
- **13 Wimax & ISP operators**

Côte d'Ivoire

- IHS is the only tower company in Côte d'Ivoire
- 2,100 towers under management
- MTN Buy and Lease Back (BLB)
 - 10 year lease agreements
 - MTN as anchor tenant
 - Signed in October 2012
- Orange Manage with License to Lease (MLL)
 - 15+5 year contract
 - Orange as anchor tenant
 - Signed in April 2013
- **3 Tier 1 MNOs**
- **3 Tier 2 MNOs**
- **11 Wimax & ISP operators**

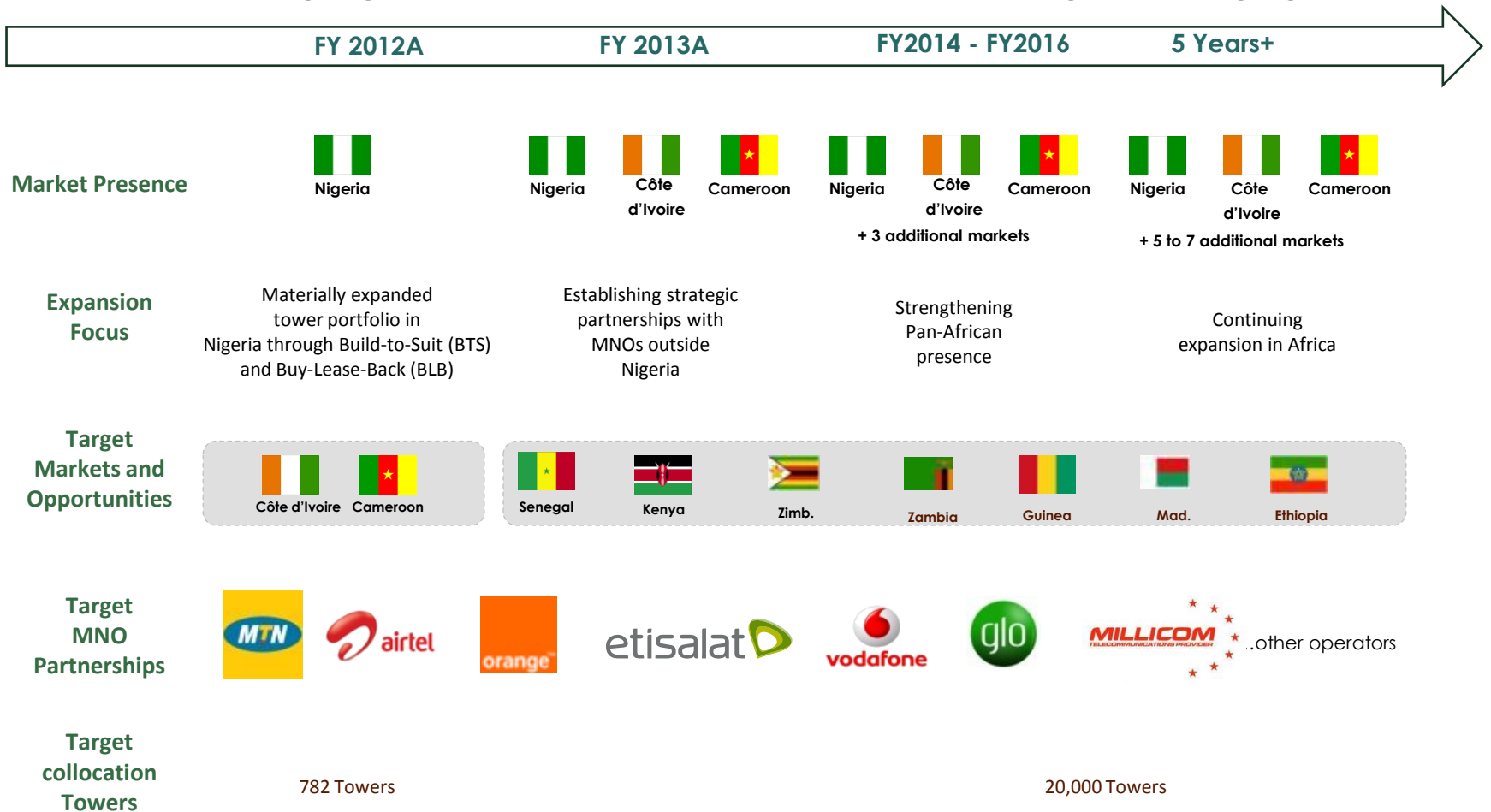
Cameroon

- IHS is the only tower company in Cameroon
- 1,750 towers under management⁽²⁾
- MTN Buy and Lease Back (BLB)
 - 10 year lease agreements
 - MTN as anchor tenant
 - Signed in October 2012
- Orange Manage with License to Lease (MLL)
 - 15+5 year contract
 - Orange as anchor tenant
 - Signed in April 2013
- **2 Tier 1 MNOs**
- **1 Tier 2 MNOs**
- **8 Wimax & ISP operators**

Notes: (1) Excludes the managed services activity (1,900 towers) / (2) Excludes the managed services activity (150 towers)

The evolution and vision of IHS

IHS has set demanding targets and has clear immediate, medium-term and long-term strategic goals



Source: Company Information. All Fiscal Years end on April 30

3 routes to drive IHS' towers under management to 20,000+



Existing Country Expansion

- Approving strong opportunities in existing markets
- Both a growth and defensive strategy, growing IHS' existing businesses whilst minimizing the impact of competitors

Nigeria

Côte d'Ivoire

Cameroon

Identifying New Markets

- Geographic expansion in attractive new markets
- Must make commercial and economic sense given the number of opportunities in home and new markets
- Assessed in conjunction with key MNO relationships and plans

Senegal

Zambia

Mali

Rwanda

Guinea

Madagascar

DRC

Guinea-Bissau

Pursuing Relationships with Multi-jurisdiction MNOs

- Assessment based on each individual market but also the ability to open up further markets with the MNO
- Assessment in conjunction with attractiveness of a new market



etisalat





Wendel's investment Thesis

The African telecom market offers a combination of both scale and growth

34bn\$+

Annual revenue pool of 6 largest telecom operators ⁽¹⁾

8%

annual growth rate⁽²⁾

170,000

towers in all Africa

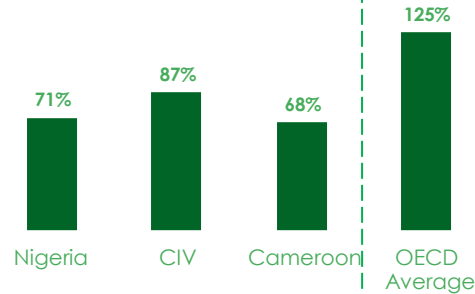
More than **300,000** towers/slots needed

15bn\$+

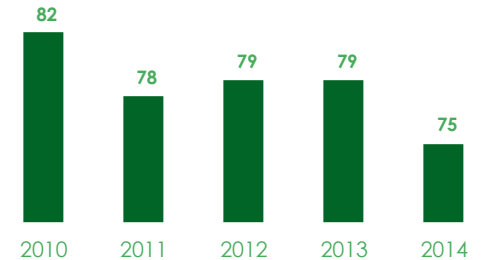
of near term capex requirement⁽²⁾

Attractive fundamentals for the African tower industry, expected to drive growth

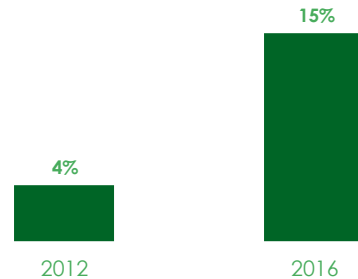
LOW CURRENT MOBILE PENETRATION



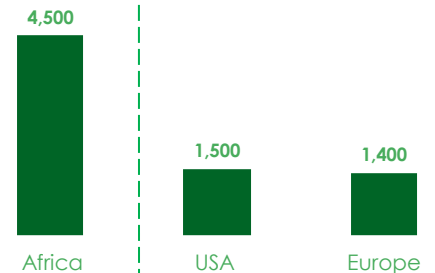
FALLING COST OF MOBILE PHONES (AVERAGE ENTRY -LEVEL PHONE PRICE IN MEA IN US\$)



3G PENETRATION IN AFRICA (%)



HIGH NUMBER OF SUBSCRIBER / TOWER



Sources: WCIS, Broker Research. (1) Etisalat, MTN, Bharti/Airtel, Orange, Vodafone, Millicom. (2) 'over 2011-2013 period

Africa is an attractive market for tower companies

African Telecom Market

Current operators expanding coverage

- Operators are expanding coverage to rural areas and 2nd / 3rd tier cities
- Lower population densities in these areas make collocation attractive to MNOs as unit tower revenue will be lower

Data growth Rollout of 3G & 4G

- 3G in only starting to be launched with **penetration rate currently at 4%**
- **Wireless data is the primary method of accessing the internet in Africa**
- **3G data services require 3x a many towers** compared to voice only service

Favourable MNO and regulatory dynamics

- **African telecom sector represents a \$34bn industry**, growing at a CAGR of 8%
- **Multiple creditworthy tier 1 & tier 2 MNOs** increasingly willing to share towers
- Multiple Wimax players and **2G/3G operators that are set to enter the market**

TowerCo Model

Long term, contracted cash flows

- **10 to 15-years contracts with MNOs** result in low risk and annuity-like revenues
- **High switching costs** due to network redesign requirements upon switching
- **Negative working capital** as customers pay up to 6 months in advance

Compelling unit economics

- **A tower is EBITDA positive with 1 tenant**
- As most costs are fixed, **tower gross profit increases with the addition of other tenants**

Clear value proposition for mobile operators

- **Focus on cost control** through tower outsourcing as ARPUs are declining
- **Decreased opex** as multi-tenancy allows to lease towers for less than their current operating costs
- **Focus on core business / Improved quality of service**

A scalable investment

- IHS has raised c. \$700m of equity since June 2011 to fuel its organic growth and fund acquisitions in Cameroon and Côte d'Ivoire

2011 rounds:

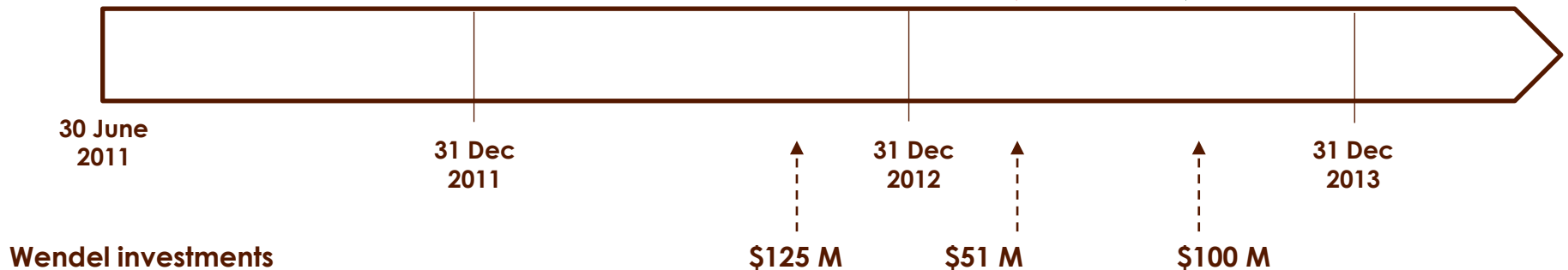
- \$135m capital increase
- Funding of organic growth in Nigeria

March/April 2013 rounds:

- \$321m capital increase, of which \$176m invested by Wendel
- Funding of MTN acquisition and Orange operations in Cameroon and Côte d'Ivoire

July 2013 round:

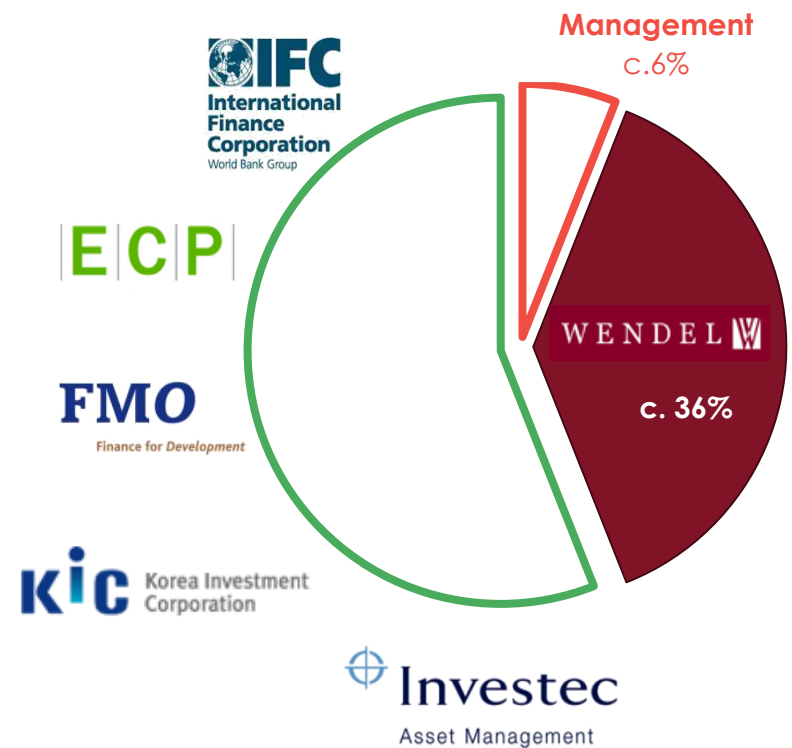
- \$242m capital increase, of which \$100m invested by Wendel
- Funding of organic growth in Nigeria, Cameroon and Côte d'Ivoire




Investing alongside tier 1 investors in the region

- Leading international investors and African specialists with additional investment capacity
- \$202m syndicated credit facility provided by Ecobank to fund the acquisition of MTN's towers in Cameroon and Côte d'Ivoire
- \$280m debt facility provided by IFC to refinance existing debt and fund new BTS

Indicative shareholding structure of IHS



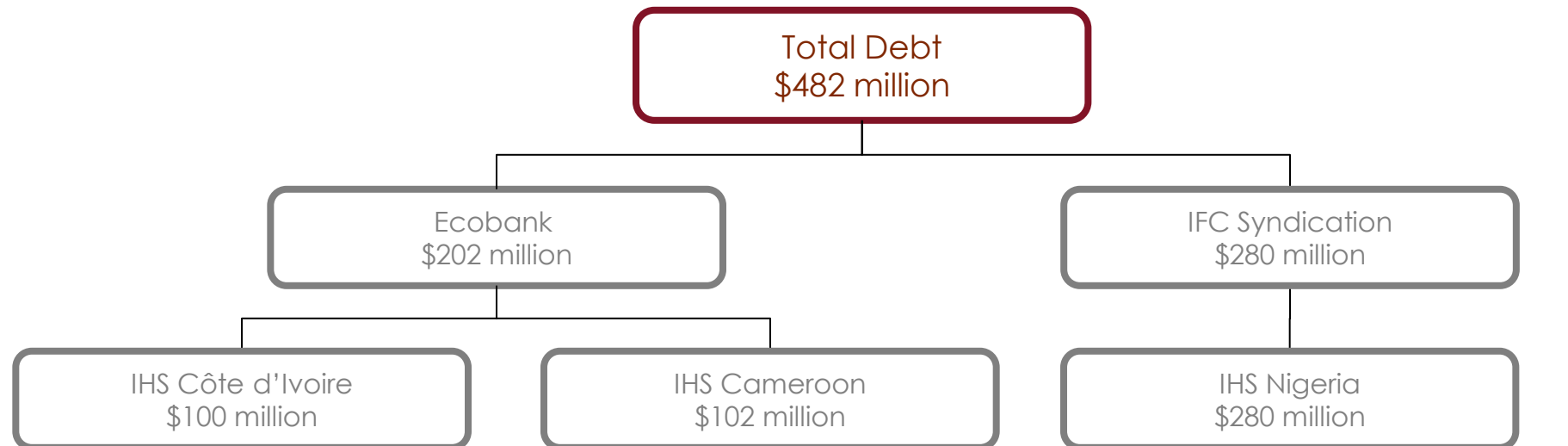
IHS to strengthen its position of the leading Pan-African Tower Operator

- **The African telecom market is expected to grow significantly** over the coming years, requiring the deployment of telecom infrastructure to support mobile network capacity and coverage expansion
 - **IHS, as an independent towerco, will benefit from a fundamental trend towards tower-sharing and infrastructure outsourcing** from the Mobile Network Operators:
 - To date, only 14,500 towers (8% of total) have been outsourced in Africa
 - 170,000 towers are expected to be outsourced in the coming years
 - **IHS expects to grow its portfolio to 20,000 towers on a pan-African scale over the coming years:**
 - Anchor tenants will be creditworthy leading operators only
 - Combination of Buy and Lease Back (BLB), Manage with License to Lease (MLL) and Build to Suit (BTS)
-  **IHS has the ambition and potential to strengthen its position of leading pan-African tower operator, with Wendel support**



Appendix

Overview of IHS Debt



- Issuing Currency: 50 billion FCFA
- \$75m drawn as of June 30, 2013
- Tenure: Up to 5 years
- Rates: Variable 9.0%
- Uses: Funding of acquisition and ongoing BTS expansion. Debt/Equity funding not to exceed 50: 50

- Issuing Currency: 52 billion FCFA
- \$75m drawn as of June 30, 2013
- Tenure: Up to 5 years. Up to 7 years (\$40m Tranche B)
- Rates: Variable 9.0%
- Uses: Funding of acquisition and ongoing BTS expansion. Debt equity funding not to exceed 50: 50

- Issuing Currency: \$280 million (\$195m USD denominated and \$85m Naira equivalent denominated)
- \$185m drawn as of June 30, 2013
- Tenure: 7 years
- Rates: Libor + 650bps
- Uses: Refinancing of existing debt (\$110m) and ongoing BTS expansion. Debt/Equity funding not to exceed 50: 50

A proven business model by mature and emerging listed tower companies



American Towers
54,600 towers
\$30.9bn Market Cap.



SBA Communication
22,300 towers
\$11.0bn Market Cap.



Crown Castle
31,500 towers
\$24.8bn Market Cap.



Towers Bersama
8,400 towers
\$2.5bn Market Cap.



Solusi Tunas Pratama
2,250 towers
\$381M Market Cap.



Bharti Infratel
82,100 towers
\$4.8bn Market Cap.



Sarana Menara Nusantara
(Aka Protelindo)
8,450 towers
\$2.3bn Market Cap.

Note: Number of towers (owned and managed) based on the FY 2012 accounts (FY2012-2013 for Bharti Infratel)