



IHS TOWERS CLOSES MOBILE TOWER OUTSOURCING AGREEMENT WITH MTN

14 July 2015; Lagos, Nigeria: IHS Towers (“IHS”), the largest mobile telecommunications infrastructure provider in Europe, Africa and the Middle East, has closed the second tranche of the MTN transaction announced on 4 September 2014.

The additional 4,696 sites were transferred on 1 July 2015, and now completes the transaction which is the largest to date in Africa. Tranche one was transferred on 4 December 2014.

The transaction will reduce tower operating costs, drive network efficiencies and further expand voice and data capacity throughout Nigeria. This is the ninth tower transaction for IHS and its fifth with MTN following the deals in Côte d’Ivoire, Cameroon, Rwanda and Zambia.

Following the completion of this transaction, IHS manages approximately 15,000 towers in Nigeria and over 23,000 towers throughout Africa. All acquired towers will be connected to IHS’ Network Operations Centre which ensures operations are optimised and IHS’ market leading network uptimes of over 99 percent are maintained.

According to Michael Ikpoki, CEO of MTN Nigeria:

“The tower sale is a major part of our strategic shift towards creating an optimised network, enhancing our technology and other assets to further create value and drive innovation to meet our customers’ needs. The realities and trends in our industry reveal the increased need for cost efficiency along with the optimisation of assets in order to remain competitive and sustainable.”

Issam Darwish, Executive Vice Chairman & Group CEO of IHS, said:

“The MTN transaction was significant and transformational for IHS, doubling the size of our business and confirming our position as the leading mobile infrastructure company in Africa. It gives me great pleasure to announce the completion of this transaction.”

IHS continues to invest in energy efficiency through the deployment of advanced generators, batteries and alternative power solutions to reduce diesel consumption.



Operational management solutions, including solar systems and higher efficiency generator units, also continue to be rolled out.

IHS is also creating new technical and engineering direct and indirect employment opportunities which are locally sourced throughout Africa.

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About IHS Towers

IHS Towers is the largest mobile telecommunications infrastructure provider in Africa. Founded in 2001, IHS provides services across the full tower value chain – colocation on owned towers, deployment and managed services. Today IHS Towers has operations in Nigeria, Cameroon, Côte d'Ivoire, Zambia and Rwanda. Following the recent acquisitions of MTN and Etisalat's tower portfolios in Nigeria, IHS owns over 23,000 towers in Africa.

For more information, visit: www.ihstowers.com

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