



Towers of strength

IHS NETHERLANDS HOLDCO B.V.

Q1 2021 Unaudited Results

May 12, 2021

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Adam Walker
Executive Vice President
Group Chief Financial Officer



Mohamad Darwish
Co-founder, Senior Vice President
Nigeria Chief Executive Officer



Rhonda Wells
Nigeria Chief Financial Officer



Macroeconomic Environment

- 2021 projected real GDP 2.5% ⁽¹⁾
- Inflation: 18.2% in March 2021 (vs. 13.3% in 2020) ⁽²⁾
- NAFEX at 409 ⁽³⁾ and CBN at 380 as of 31 March 2021 ⁽⁴⁾
- Brent crude at \$63/barrel as of 31 March 2021 which is +21% versus 31 December 2020 ⁽⁵⁾
- Foreign exchange reserves: \$35BN as of 31 March 2021 which is (1%) versus 31 December 2020 ⁽⁴⁾



Nigeria Telecom Industry

- Telecom accounted for 12.5% of the Nigerian GDP in Q4'20 compared with 10.6% in Q4'19 ⁽⁶⁾
- Total subscribers as of Mar'21 were 192.4M which is a 12.1M decrease compared with Dec'20 but a 3.3M increase compared with Mar'20 ⁽⁶⁾
- GSM data subscribers as of Mar'21 were 144.5M which is a 9.3M decrease compared with Dec'20 but a 8.8M increase compared with Mar'20 ⁽⁶⁾
- 3G/4G penetration of 41% in Mar'21, which is (380 Bps) compared with Dec'20 but +130 Bps compared with Mar'20 ⁽⁶⁾



IHS Highlights

- Strong Q1'21 operational and financial performance during challenging environment due to COVID-19
- Double digit underlying revenue growth and Adjusted EBITDA growth in Q1 with strong EBITDA margin improvement
- Growth principally driven by more colocation, lease amendments, and escalations

(1) Source: International Monetary Fund
(2) Source: Nigeria Bureau of Statistics
(3) Source: FMDQ

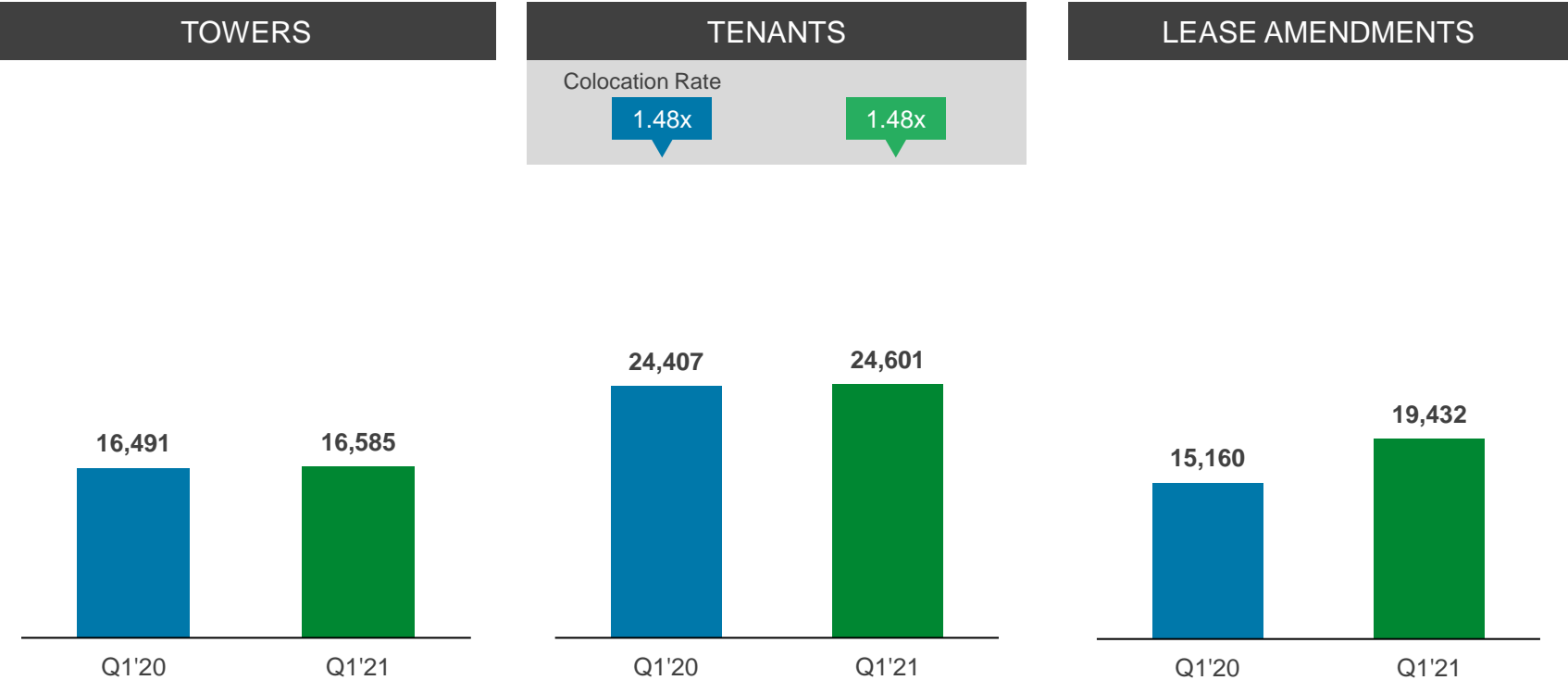
(4) Source: Central Bank of Nigeria
(5) Source: ICE Brent Crude Jun'21 Futures
(6) Source: Nigeria Communications Commission

Results Snapshot

	Q1'20	Q1'21	VPY
<i>In US\$M, unless stated</i>			
Towers (#)	16,491	16,585	0.6%
Tenants (#)	24,407	24,601	0.8%
<i>Colocation rate</i>	<i>1.48x</i>	<i>1.48x</i>	<i>flat</i>
Lease Amendments (#)	15,160	19,432	28.2%
Revenue	248.8	261.1	5.0%
Adjusted EBITDA	164.4	184.0	11.9%
<i>Adjusted EBITDA margin</i>	<i>66.1%</i>	<i>70.4%</i>	<i>430 Bps</i>
Capex	45.3	50.3	11.1%
Consolidated Net Leverage	1,672.4	1,701.1	1.7%
Consolidated Net Leverage Ratio	2.87x	2.34x	(0.53x)
Average FX ⁽¹⁾	366.6	403.3	(9.1%)

Note: Operational KPIs are combined KPIs for IHS Netherlands Holdco B.V. and its subsidiaries. The financial information for Q1'20 and Q1'21 is presented on the basis of unaudited, consolidated results for IHS Netherlands Holdco B.V. and its subsidiaries.

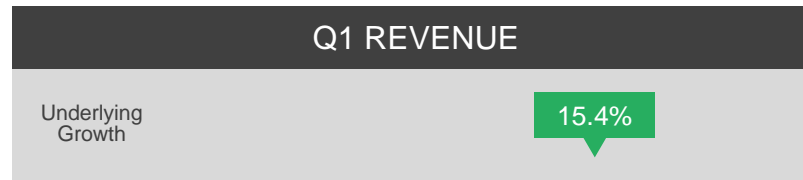
(1) VPY change is calculated as the movement in the NGN rate between the periods.



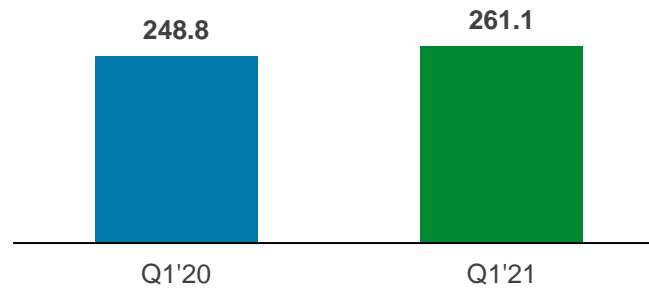
1.48x
Colocation Rate At End Q1 2021

- In Q1'21, constructed 81 new towers, added 150 new colo tenants, churned (435) tenants and added 2,084 new lease amendments

Operational KPIs are combined KPIs for IHS Netherlands Holdco B.V. and its subsidiaries.



In US\$M

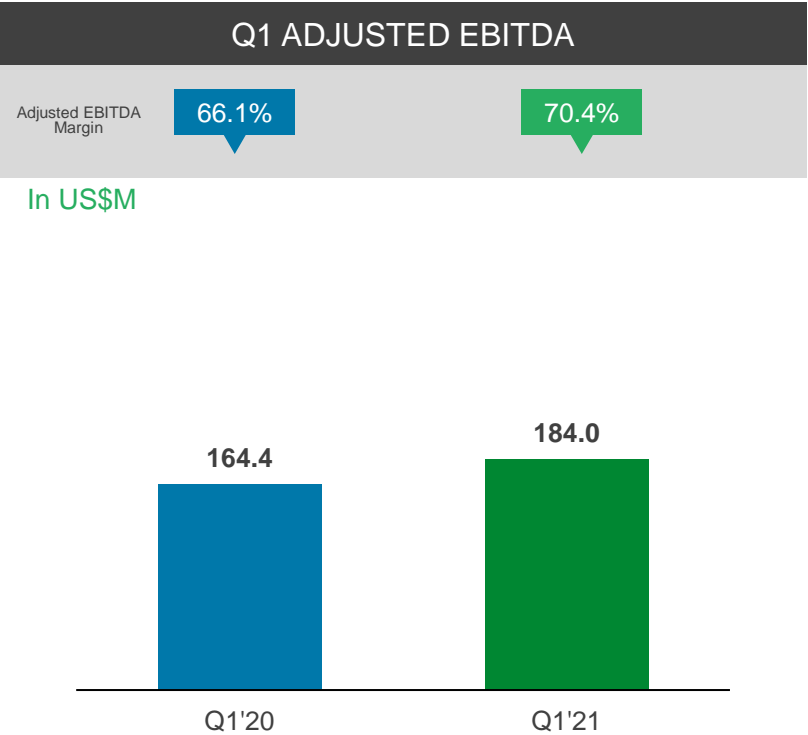


+5.0%

Q1 2021
Reported Growth Rate

- Q1'21 underlying growth of +15.4% VPY before FX effect of (10.4%)
- Growth driven by roll-out of new sites, colocation, higher leasing activity, FX and CPI escalations

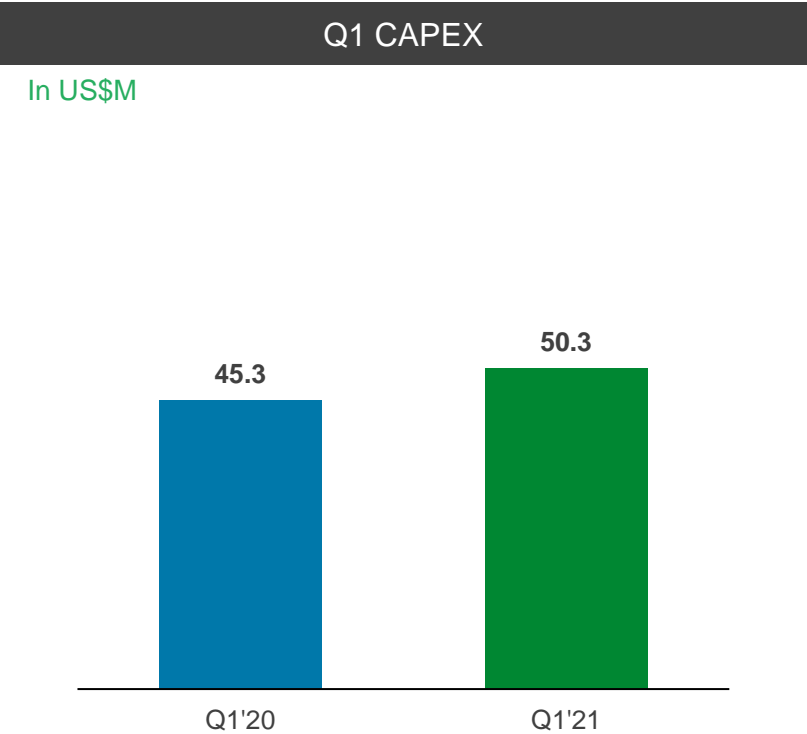
The financial information for Q1'20 and Q1'21 is presented on the basis of unaudited, consolidated results for IHS Netherlands Holdco B.V. and its subsidiaries. Underlying growth is calculated as the growth in the underlying Naira financials.



\$184M
Q1 2021 Adjusted EBITDA

- Q1'21 Adjusted EBITDA margin rate expansion VPY driven primarily by increased revenue from lease amendments and contract escalations, as well as lower power costs

The financial information for Q1'20 and Q1'21 is presented on the basis of unaudited, consolidated results for IHS Netherlands Holdco B.V. and its subsidiaries.



\$50M

Q1 2021 Capex Spend

- Q1'21 capex comprised of maintenance and growth spend

The financial information for Q1'20 and Q1'21 is presented on the basis of unaudited, consolidated results for IHS Netherlands Holdco B.V. and its subsidiaries.

LEVERAGE OVERVIEW ⁽¹⁾		
US\$M	December 31, 2020	March 31, 2021
2027 Notes	940.0	940.0
2025 Notes	510.0	510.0
Senior Credit Facilities	454.5	455.5
IFRS 16 Lease Liabilities	38.7	40.8
Unamortized issuance costs and accrued interest	13.1	(14.2)
Total Indebtedness	1,956.3	1,932.1
Cash and Cash Equivalents	313.9	231.0
Consolidated Net Leverage	1,642.4	1,701.1
LTM Adjusted EBITDA	707.5	727.1
Consolidated Net Leverage Ratio	2.32x	2.34x

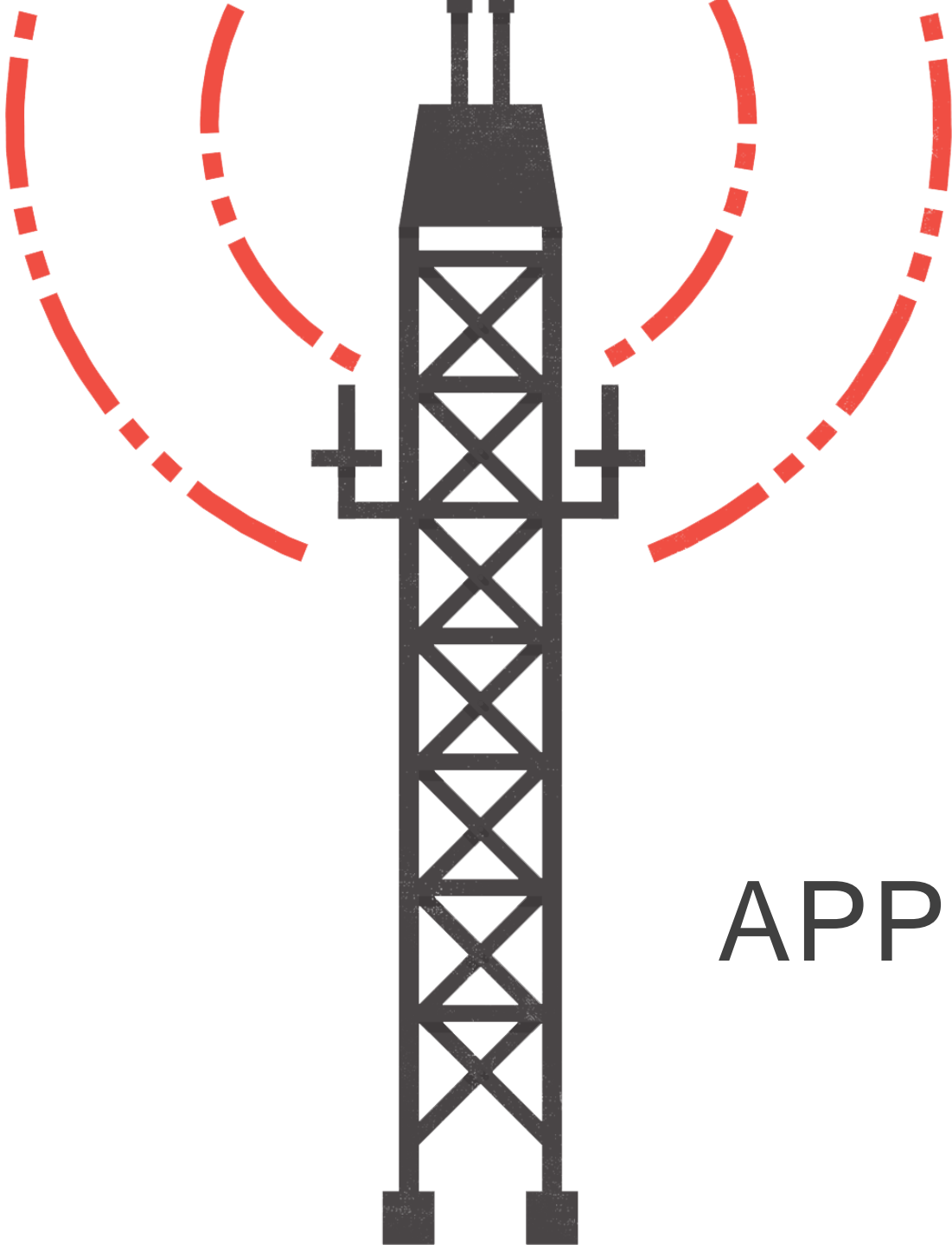
2.34x

March 31, 2021
Leverage Ratio

- \$60M interest paid in Q1'21 including \$56M Bond coupon
- Upstreamed cash of \$178M during Q1'21

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(1) Consolidated Net Leverage and Consolidated Net Leverage Ratio calculated as per the 2025 Notes & 2027 Notes Indenture.



APPENDIX

Adjusted EBITDA, Adjusted EBITDA margin and other non-IFRS financial measures are used by Group management to monitor the underlying performance of the business and the operations. Adjusted EBITDA, Adjusted EBITDA margin and other non-IFRS financial measures are used by different companies for differing purposes and are often calculated in ways that reflect the circumstances of those companies. You should exercise caution in comparing Adjusted EBITDA, Adjusted EBITDA margin and other non-IFRS financial measures as reported by us to Adjusted EBITDA, Adjusted EBITDA margin and other non-IFRS financial measures as reported by other companies. Adjusted EBITDA, Adjusted EBITDA margin and the other non-IFRS financial measures described in this document are unaudited and have not been prepared in accordance with IFRS or any other generally accepted accounting principles. In addition, the presentation of these measures is not intended to and does not comply with the reporting requirements of any regulatory authority and will not be subject to review by a regulatory authority; compliance with such requirements may require us to make changes to the presentation of this information.

Adjusted EBITDA: Profit or loss for the period excluding the impact of finance income, finance cost, fair value through profit or loss, depreciation and amortization, impairments of fixed assets and land rent, profit or loss on disposal of assets, impairment of withholding taxes, share-based payment expense, and provision for or benefit from income taxes, less other income plus other expenditures that management considers sufficiently large and unusual as to distort comparisons from one period to the next. Adjusted EBITDA is a component of the calculation that has been used by our lenders to determine compliance with certain covenants under our debt facilities. Adjusted EBITDA is not intended to be an alternative measure of operating income or gross profit margin as determined in accordance with IFRS.

Adjusted EBITDA margin: Adjusted EBITDA divided by revenue, expressed as a percentage.

Capital expenditure (“Capex”): the additions of property, plant and equipment (including advance payments for such additions) and the purchase of software, as presented in the statement of cash flows.

Colocation Rate: Refers to the average number of tenants per tower that is owned or operated across a tower portfolio at a given point in time.

Consolidated Net Leverage: Aggregate outstanding net indebtedness on a consolidated basis (excluding subordinated shareholder debt).

Consolidated Net Leverage Ratio: Ratio of consolidated net leverage to consolidated EBITDA for the most recently ended four consecutive fiscal quarters.

Group: IHS Netherlands Holdco B.V. and each of its direct and indirect subsidiaries.

Lease Amendments: Refers to the installation of additional equipment on a site or the provision of certain ancillary services for an existing Tenant, for which we charge our customers a recurring lease fee.

LTM Adjusted EBITDA: Adjusted EBITDA for the last twelve months.

Tenants: Refers to the number of distinct customers that have leased space on each Tower that we own across our portfolio.

Towers: Refers to ground-based towers, in-building solutions, rooftop and wall-mounted towers and cells-on-wheels, each of which are constructed to support wireless transmission equipment. We measure the number of Towers in our portfolio at a given time by counting the number of Towers that we own or operate with at least one Tenant. The number of Towers in our portfolio excludes any towers for which we provide managed services.

VPY: Versus prior year



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