I H S Nigeria Operations

Presentation

Jan 2013



I H S Introduction :

Over its 11-year history, IHS has developed a track-record of success throughout the tower value chain (tower construction, maintenance and collocation) and has a reputation for quality and reliability

Total	c. 3,000 Towers Built to Date [1]	c. 2,800 Towers Managed on behalf of MNOs	c. 2,600 Towers Owned [2]	1,748 Towers Acquired in CI/Cameroon

Business History











2001

Established in Nigeria in 2001 as "Deployment" contractor to build telecom towers for MNOs. More than 3,000 sites deployed since

2006

Launched "Managed Services" operations to maintain towers for MNOs under contract. Services include: repair, fuel, and security for over 2,800 towers across Nigeria, Ghana and Sudan

2009

As MNOs begin to outsource towers in Nigeria, IHS launches its "Collocation" operation, by owning its own towers and leasing space to MNOs

2012

Collocation operations enter into Côte d'Ivoire and Cameroon markets though acquisition of MTN's tower portfolio

Deployment	Managed Services	Collocation & Future Opportunities

Private & Confidential

IHS Towers of strength

I H S Introduction :

IHS owns, operates, and leases space on its towers to Mobile Network Operators ("MNOs") who install communications antennae. With over 2,600 owned towers, IHS is the leading tower company in Africa

IHS
Towers of Strength

Nigeria

- 873 towers [1]
- 1.8x Lease Up Rate ("LUR")
- 420 towers under construction
- Lease agreements typically of 10 years with 5 year automatic renewals
- MTN, Airtel and Etisalat amongst main customers



Côte d'Ivoire

- 933 towers [2]
- 10 year lease agreements
- MTN as anchor tenant
- Acquired October 2012



Cameroon

- 815 towers [3]
- 10 year lease agreements
- MTN as anchor tenant
- Acquired October 2012

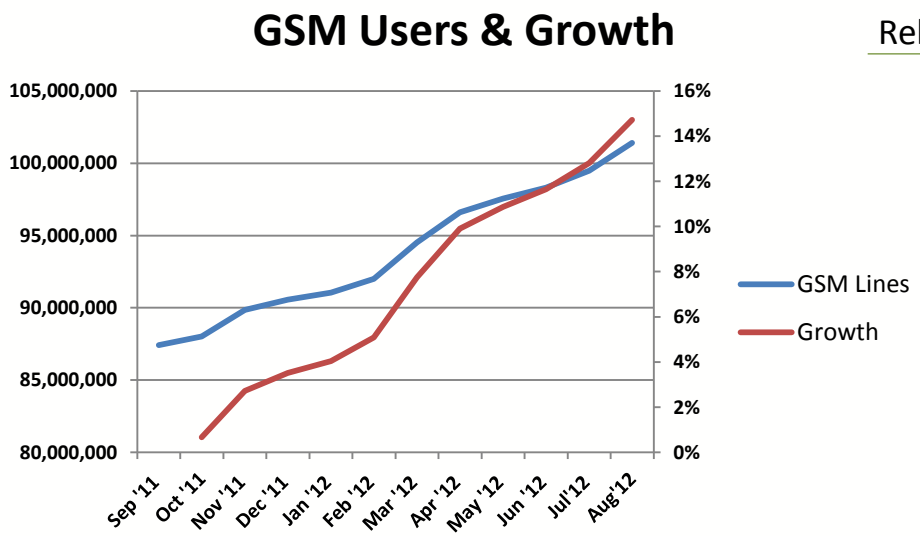


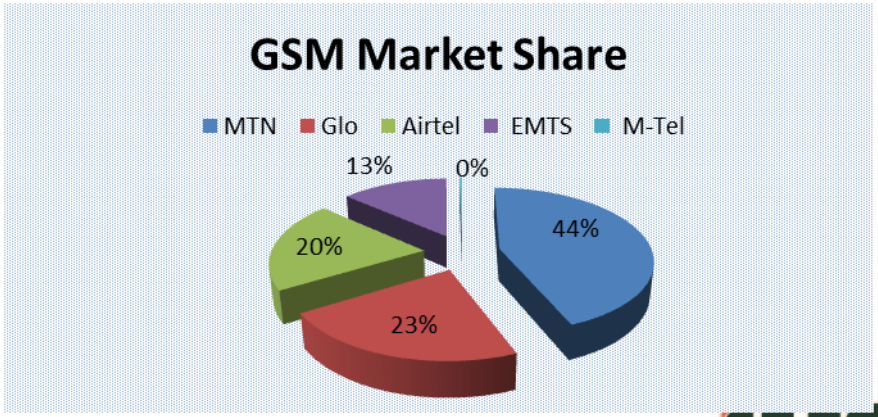
Private & Confidential

Nigeria Telecom Market Growth

- GSM subscriber growth from Sep11 till Aug 12 was 14%
- GSM penetration is below 60%
- Major Operators are testing new technologies

	No. of Subscribers	
Operator	**Sep-11**	**Jun-12**
GSM	**87,417,508**	**98,313,739**
MTN	41,107,494	43,184,470
Glo	19,854,111	21,986,864
Airtel	16,683,946	19,820,440
EMTS	9,513,437	13,063,445
M-Tel	258,520	258,520
CDMA	**5,215,131**	**3,541,355**
Visafone	2,636,155	2,428,011
Multilinks	1,050,161	526,426
Starcomms	1,083,498	475,841
Reltel	445,317	111,077
Grand Total	**92,632,639**	**101,855,094**

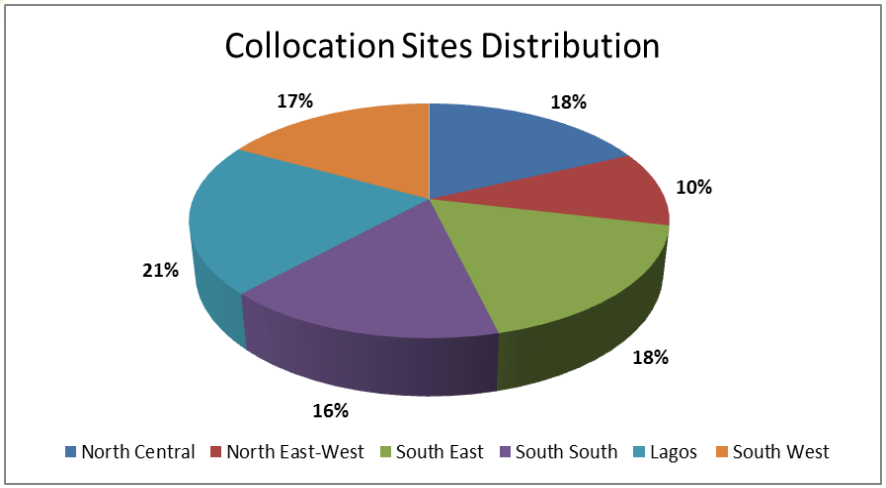


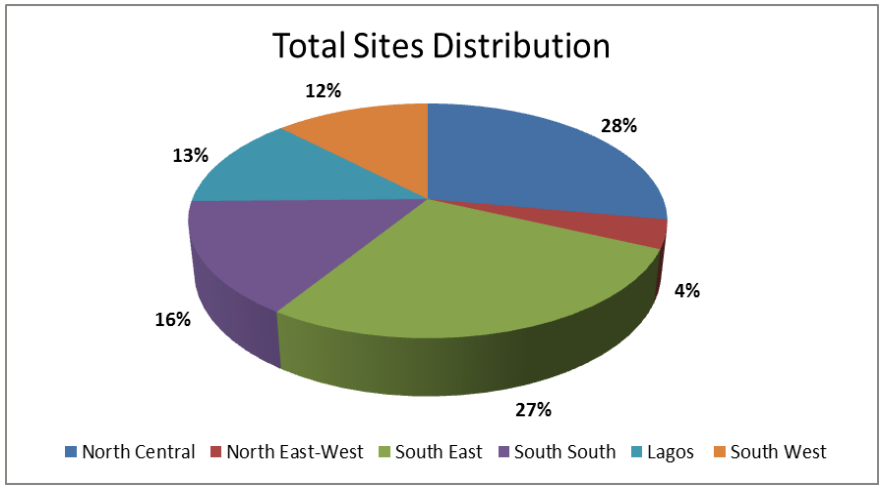


Private & Confidential

IHS
Towers of strength

Site Distribution and IHS Presence :







** : States with presence of IHS Regional Office*

Private & Confidential

IHS
Towers of strength

Diesel savings initiatives

- **Catalyst and Economizer:**

➢ Magnetic attachments installed on the fuel line in the DG which enables concentrated beam of fuel in the DG.

➢ 12% reduction in diesel consumption. Installation 100% completed by Sep'12.

- **9 KVA ACDG (AC Diesel Generator):**

➢ Replacing existing 20/ 27 KVA DGs at Indoor sites.

➢ Targeted to reduce the average Diesel consumption per hr from 2.65 ltrs to 2.2 ltrs/hr i.e 20% reduction in consumption**.** Targeted 450 existing sites in current FY

- **10 KVA DCDG (DC Diesel Generator):**

➢ Replacing existing 20/ 27 KVA DGs at Outdoor sites.

➢ Targeted to reduce the average Diesel consumption per hr from 2.65 ltrs to 1.8 ltrs/hr i.e. 30% reduction in consumption. Targeted 120 existing sites in current FY

Private & Confidential

Diesel savings initiatives

- **Grid Connection:**
  - Grid reconnection to existing sites where the Grid availability is 6 – 8 hrs
  - Assuming Grid usability averaging 4 hrs /day
  - 15% reduction. Targeted 250+ sites in current FY
- **Solar:**
  - Replacing existing 20/ 27 KVA DGs at Outdoor sites.
  - Targeted to reduce the DG running from 24 hrs to 6 hrs max. using Solar + Deep Discharge Batteries
  - 75% saving on Sunny day , 50 % over a full year. Targeted 98 sites in current FY
- **Diesel Savings initiatives status :**

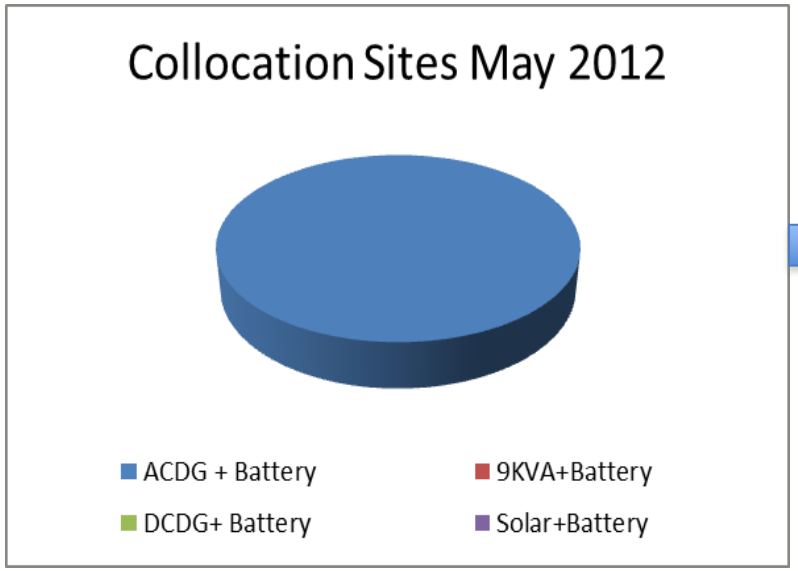
Diesel Savings Initiatives	Dec-12	Total Sites Pending	Project Completion by	Diesel Savings
Catalyst	1983	55	Jan-13	12%
Economiser	1983	55	Jan-13	
PHCN	116	281	Apr-13	15%
9 KVA ACDG	227	230	Apr-13	20%
10 KVA DCDG	1	119	Apr-13	30%
Solar	1	97	Apr-13	50%

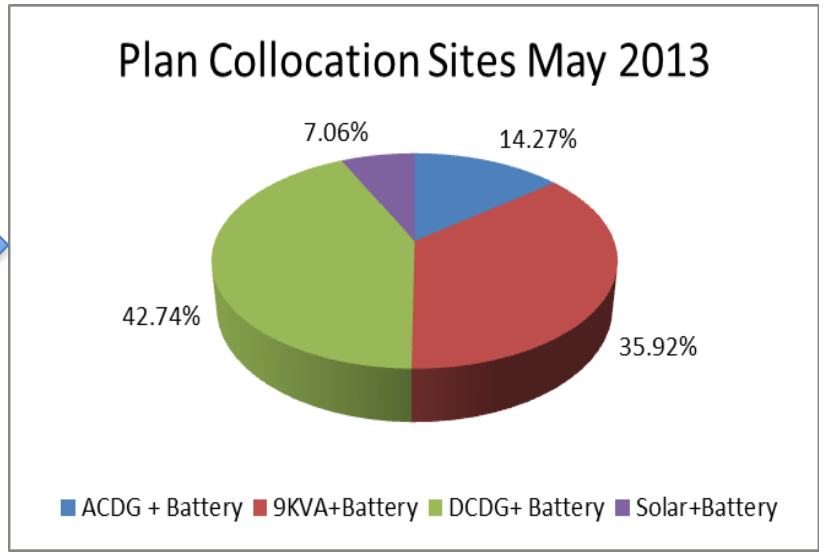
- DCDG and Solar Deliveries starting by Jan 13.

Private & Confidential

Diesel Savings Initiative : 2012 - 2013

- Planned Transition of the Electrical system portfolio

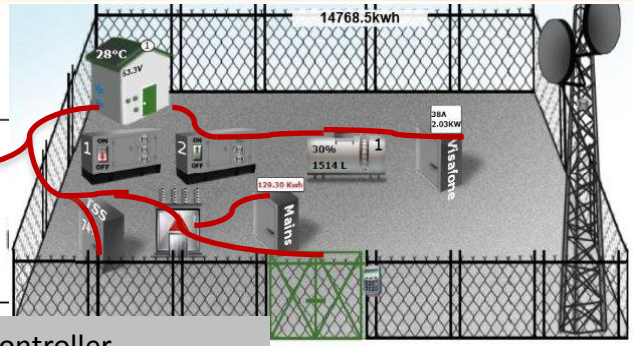




Private & Confidential

IHS
Towers of strength

NOC/ CMS schematic



Site controller

APN

Ports: syslog/Telnet

Internet

CMS Servers

SMS

NOC Router

IIS
172.16.3.7

SQL
172.16.3.5

Local Network
NOC Users

Cellular Modem

SVC
172.16.3.6


Thank You!