

***MTN
Nigeria***

everywhere you go



MTN Nigeria at a glance - 2018



Population

194m

Inflation rate¹

11,4%

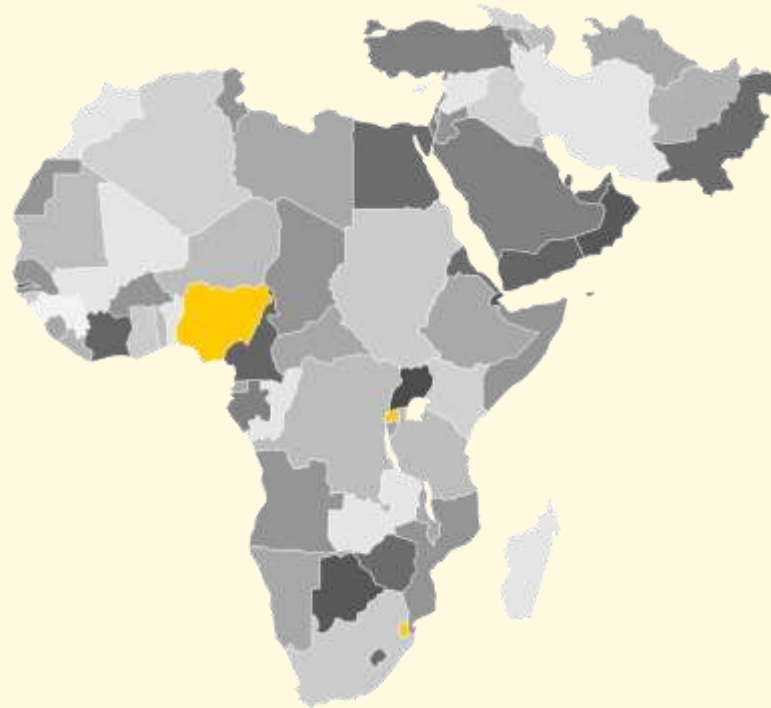
GDP growth²

2,4%

58,2 million³
subscribers

18,7 million
active data users

0,7 million
active RMS users



+17,2%*
Service revenue

+40,1%*
Data revenue

+32,3%*
Fintech revenue

¹NBS (December 2018)

²NBS (Q4 2018)

³Modernised definition of active subscribers is more conservative than old one: exclusion of Incoming SMS, Incoming ONNET Calls and Airtime refill from RGS Definition.

* Constant currency

Our management team



Chief Executive Officer
Ferdi Moolman



Chief Finance Officer
Adekunle Awobodu



Executive: Human Resources
Esther Akinnukawe



Chief Operating Officer
Mazen Mroue



Chief Risk and Compliance
Cyril Ilok



Executive: Corporate Relations
Tobechukwu Okigbo







Company Secretary
Uto Ukpanah



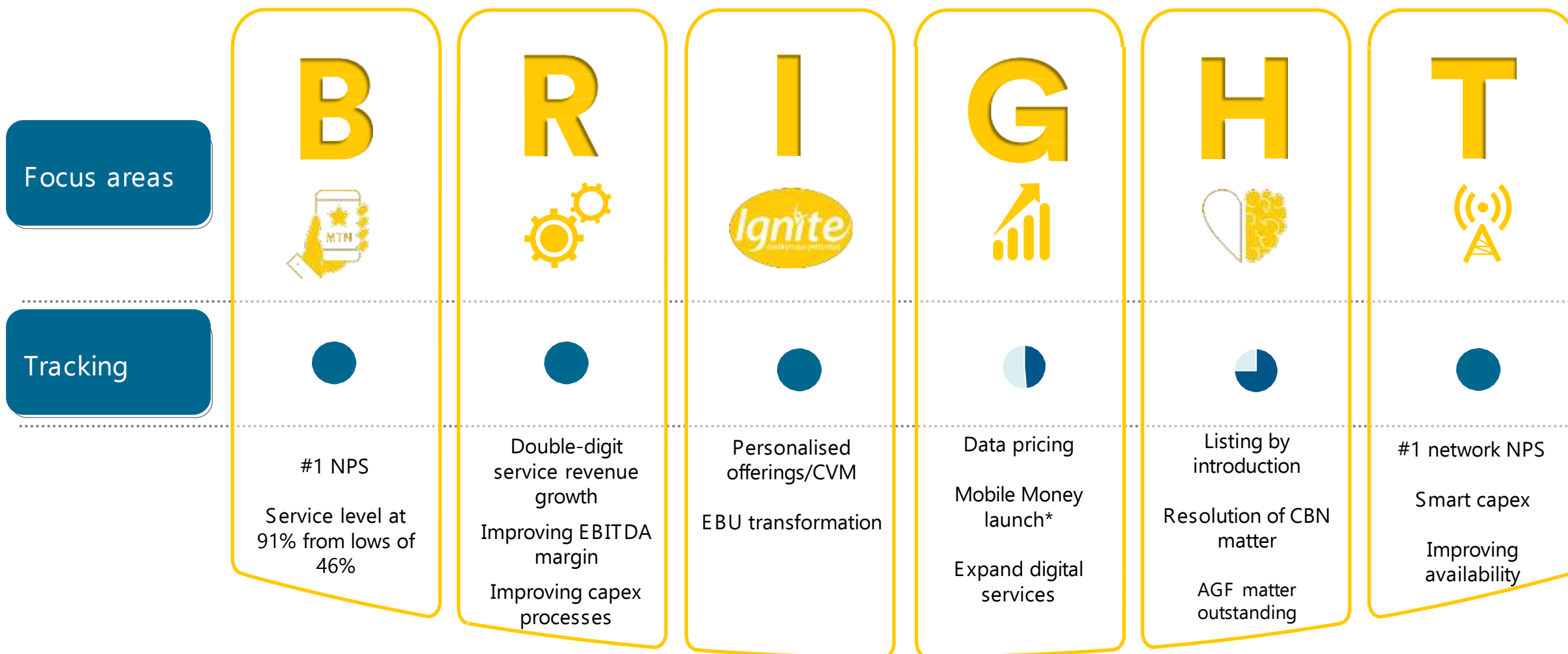
- Randy Bikraj**
Chief Information Officer
- Adekunle Adebisi**
Exec, Sales and Distribution
- Mohammed Rufai**
Chief Technical Officer
- Kolawole Oyeyemi**
General GM, Customer Experience
- Lynda Saint-Nwafor**
Chief Enterprise Business Officer
- Rahul De**
Chief Marketing Officer
- Ugonwa Nwoye**
Executive, Customer Services
- Olubayo Adekanmbi**
Executive, Transformation Office
- Usoro Usoro**
GM, Mobile Financial Services

Competitive landscape



Market players	Subscriber share (%)	Key competitive positioning
 #1	50,0	<ul style="list-style-type: none"> • Leading operator in voice and wholesale leased line • Largest physical distribution network • Most expansive network coverage • Widest range of spectrum holdings (5G ready)
 #2	27,1	<ul style="list-style-type: none"> • Cheap data • Focus on 4G coverage • Focus on device connection • Early adopters of OTT data offerings
 #3	14,5	<ul style="list-style-type: none"> • Cheap data • Network quality improving • No public financial information
 #4	8,4	<ul style="list-style-type: none"> • Low network investment over the last few years • Losing market share • Good network quality

Tracking against BRIGHT



Strong performance supported by voice and data growth



Subscribers

+5,9 million to **58,2** million
total subscribers

+4,5 million to **18,7** million
active data users



Investment

R6,9 billion capex

+2 342 3G sites

+1 338 4G sites



Growth drivers

+18,7%*
voice revenue

+40,1%*
data revenue

+56,3%
data traffic



*constant currency



Voice

- 20 million Nigerians live in places where MTN is the sole service provider
- Floor price on voice
- Low data penetration
- Low coverage gap



Wholesale

- Huge capacity demand
- Satellite to fibre migration
- Fast growth in digital services
- Carrier of carriers



Data

- Low data penetration
- 4G coverage is < 50%
- Low smartphone penetration
- Youngest population in Africa
- Pricing flexibility



Fintech

- Low level of banking penetration
- Large cash economy
- Limited traditional banks footprint in rural areas
- Enabling regulation
- Proven high propensity for digital services



Enterprise

- Enterprise is mobile centric
- Unserved large SME market
- Low level of ICT adoption
- Increasing focus on core activities
- Fragmented service providers



Digital

- Increasing data adoption
- Increasing awareness of digital services
- OTT service gap
- Relevant local content availability

Fintech and digital present a key opportunity



**Population
190m**
(263m by 2030)



**High digital
optimism**
No. 1 in the world
(ahead of India, UAE, Morocco in
Google Barometer)



**1st in mobile-first
access**
(No 1 most mobilized in the world,
>90% traffic from mobile)



**Telco GDP
contribution 10%**
(enabling possibilities across
other industries)

Mean age of
population <18 -50%



Higher optimism about their future



Increased urbanization

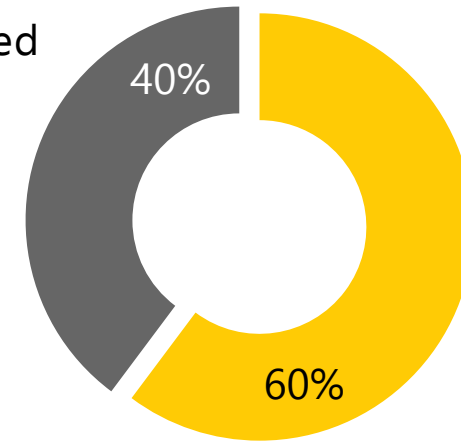


Earlier access to the internet



Peer-to-peer content sharing

Banked



Unbanked

Key regulatory developments



Regulators



Federal Ministry of Communications



National Environmental Standards & Regulations Enforcement Agency



Consumer Protection Council



National Broadcasting Commission



NATIONAL LOTTERY REGULATORY COMMISSION



CENTRAL BANK OF NIGERIA



SEC NIGERIA

THE NIGERIAN STOCK EXCHANGE

Issues resolved

Spectrum

NCC approved:

- Usage of 700MHz spectrum acquired from NBC
- MTN to optimise 1800MHz spectrum nationwide
- Transfer of Visafone's 800MHz spectrum to MTN

Financial services

- CBN issued Guidelines for Payment Service Banks
- CBN issued Super Agent approval-in-principle to MTN

Customer

- NCC issued directives on State-by-State QoS reporting
- NCC issued a determination retaining voice MTR other than for new entrants & LTE operators, existing international termination rate also retained

Other

- NCC approved disconnection of MNOs and clearing houses for failure to settle undisputed interconnect debt

Service
Revenue

Double-digit growth

EBITDA
margins

Improving EBITDA
margins

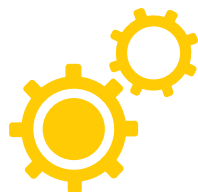
2019 Capex

R7,8 billion

B



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G



H



T



Thank you

everywhere you go

