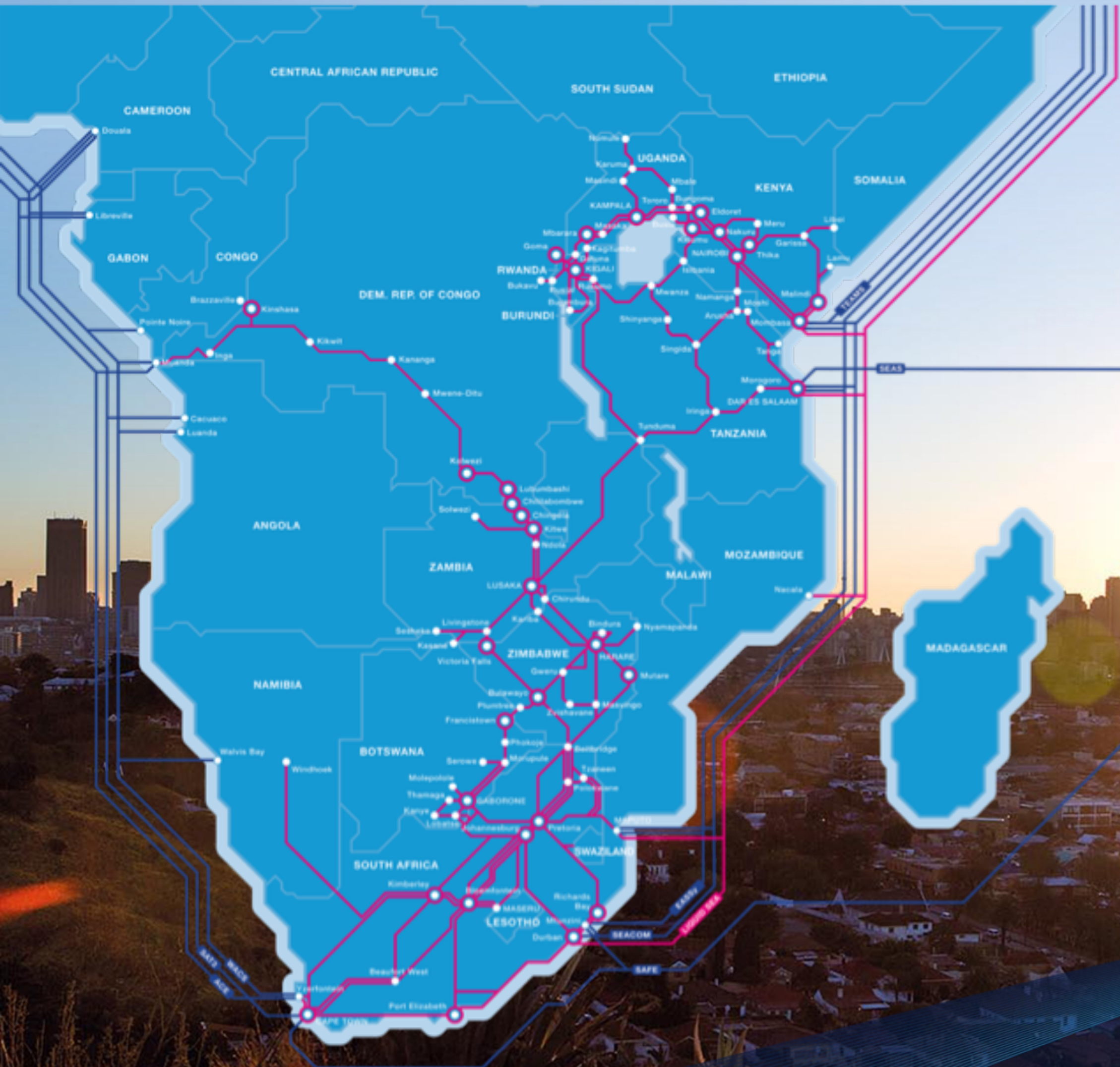


LIQUID TELECOM

Building Africa’s digital future

FY 2017-18 Results Presentation

28 June 2018

Disclaimer

This presentation (the "Presentation") is strictly confidential. Save as specifically agreed in writing by Liquid Telecommunications Holdings Limited and certain of its subsidiaries (the "Company" and the "Group"), the Presentation must not be copied, reproduced, distributed or passed, in whole or in part, to any other person.

The purpose of the Presentation is to provide an overview of the Group. The Presentation should not be used for any other purpose without the prior written consent of the Company.

The Presentation has been prepared on the basis of information held by the Group and also from publicly available information. This information, which does not purport to be comprehensive, has not been independently verified by or on behalf of the Group. The Presentation does not constitute an audit or due diligence review and should not be construed as such. No member of the Group or any direct or indirect shareholders of any member of the Group gives any undertaking to provide the recipient with access to any additional information or to update this Presentation or to correct any inaccuracies in it which may become apparent.

No representation or warranty, expressed or implied, is or will be made and, save in the case of fraud, no responsibility or liability is or will be accepted by any member of the Group or by any of their respective direct or indirect shareholders, officers, servants or agents, representatives, advisers, financing parties (including, without limitation, global coordinators, arrangers and joint lead managers) or affiliates as to or in relation to the fairness, accuracy or completeness of the Presentation or the information forming the basis of this Presentation or for any reliance placed on the Presentation by any person whatsoever. In particular, but without prejudice to the generality of the foregoing, no representation or warranty is given as to the achievement or reasonableness of any future projections, targets, estimates or forecasts contained in the Presentation.

This Presentation does not constitute an offer or invitation for the sale or purchase of securities or any businesses or assets described in it, nor does it purport to give legal, tax or financial advice. Nothing herein shall be taken as constituting the giving of investment advice and this Presentation is not intended to provide, and must not be taken as, the basis of any decision and should not be considered as a recommendation to acquire any securities of the Group. The recipient must make its own independent assessment and such investigations as it deems necessary.

This presentation does not constitute or form part of, and should not be construed as, an offer to sell or issue or the solicitation of an offer to buy or acquire securities of Liquid Telecommunications Financing plc (the "Issuer") or any member of the Group in the United States or in any other jurisdiction. No part of this presentation, nor the fact of its distribution, should form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. Any decision to invest in the offered notes as described herein (the "Notes") described herein should be based solely on information contained in the offering circular. You should read carefully the section captioned "Risk Factors" there for a more complete discussion of the risks of an investment in the Notes.

The Notes have not been, and will not be, registered under the U.S. Securities Act of 1933, as amended (the "U.S. Securities Act"), or the securities laws of any other jurisdiction. The Notes will be offered and sold in the United States only to qualified institutional buyers in reliance on Rule 144A ("Rule 144A") under the U.S. Securities Act and to non-U.S. persons outside the United States in reliance on Regulation S under the U.S. Securities Act ("Regulation S"). Neither this presentation nor any copy hereof may be sent or taken or distributed in the United States or to any U.S. person (as such term is defined in Regulation S), except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act. Accordingly, this presentation is being provided only to persons that are (i) "qualified institutional buyers" within the meaning of Rule 144A under the Securities Act, or (ii) not "U.S. persons" within the meaning of Regulation S under the Securities Act.

By accepting the delivery of this presentation, the recipient warrants and acknowledges that it falls within the category of persons under clause (i) or (ii) above. No representation can be made as to the availability of the exemption provided by Rule 144 for re-sales of the securities. The Notes have not been registered with, recommended by, or approved by, the SEC or any other United States federal or state securities commission or regulatory authority, nor has any such commission or regulatory authority passed upon the accuracy or adequacy of this presentation.

Neither this presentation nor any copy thereof may be taken or transmitted or distributed, directly or indirectly, into the United States, other than to qualified institutional buyers that are also qualified purchasers in reliance on Rule 144A or another exemption from, or in a transaction not subject to, the registration requirements of the Securities Act. The distribution of this presentation in other jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about, and observe, any such restriction. Any failure to comply with these restrictions may constitute a violation of the laws of any such other jurisdiction.

This Presentation contains "forward-looking information. These forward-looking statements can be identified by the use of forward-looking terminology, including, but not limited to, the terms "believes", "estimates", "anticipates", "expects", "intends", "plans", "may", "will" or "should" or, in each case, their negative or other variations or comparable terminology. These forward-looking statements include all matters that are not historical facts. They appear in a number of places and include, but are not limited to, statements regarding the Group's intentions, beliefs or current expectations concerning, amongst other things, results of operations, financial condition, liquidity, prospects, growth and strategies.

By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Forward-looking statements are not guarantees of future performance and the actual results of operations, financial condition and liquidity, and the development of the industry in which the Group operates, may differ materially from those made in or suggested by the forward-looking statements set out in this Presentation. In addition, even if the results of operations, financial condition and liquidity of the Group, and the development of the industry in which the Group operates, are consistent with the forward-looking statements set out in this Presentation, those results or developments may not be indicative of results or developments in subsequent periods.

This presentation is made to and directed only at persons who (i) are outside the United Kingdom, (ii) are investment professionals, as such term is defined in Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended (the "Order"), (iii) are persons falling within Articles 49(2) (a) to (d) of the Order, or (iv) are persons to whom an invitation or inducement to engage in investment activity (within the meaning of Section 21 of the Financial Services and Markets Act 2000) in connection with the issue or sale of any Notes may otherwise lawfully be communicated or caused to be communicated (all such persons together being referred to as "relevant persons"). This presentation is directed only at relevant persons and must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this presentation relates is available only to relevant persons and will be engaged in only with relevant persons.

Recipients of this Presentation in jurisdictions should inform themselves about and observe any applicable legal requirements. This Presentation does not constitute an offer to sell or an invitation to purchase securities in the Issuer any member of the Group in any jurisdiction.

Todays presenters

Nic Rudnick,
Chief Executive Officer

Phil Moses,
Chief Financial Officer

Agenda

- Performance overview
- Financial review
- Operational review
- Group strategy
- Key takeaways

Nic Rudnick

- Performance overview

Good operating performance in FY 2017-18

LIQUID TELECOM

Strong Financial performance

		Headline	Proforma
Revenue	USD 681m	98.5%	**14.5%**
EBITDA	USD 191m	64.7%	**21.4%**
EBITDA margin	28.1%	(5.8)pp	**1.6pp**

Operational progress - Investing in and monetising our network and digital services

- **Broadening our fibre footprint:**
  - NLD 7/8, Western Cape, Eastern Cape and North West Route in SA
  - OPGW fibre in Kenya, DRC, Zimbabwe and Botswana
  - GPON penetration increased c.10 pp notably in Zambia, Kenya, Rwanda and Zimbabwe
  - Increased fixed wireless access (mainly 4G LTE)
  - New licences in DRC, Botswana and Zimbabwe (renewed)
- **Developing our product portfolio – becoming a solutions provider:**
  - Delivering MPLS, DIA connections, unified communications, VOIP and cloud based solutions to customers
  - Digital services roll out including Microsoft Office and Symantec and the Econet Media Ltd content offering in SA
  - Data centre growth through continued investment in Johannesburg, Cape Town and the third floor of the EADC in Nairobi
- **Enhancing customer relationships and partnerships:**
  - 1452 additional enterprise customers in FY 2017-18
  - Partnership with Microsoft to deliver value-added services in addition to our "Go Cloud" initiative
  - Innovation partnerships with Strathmore Business School, Carnegie Mellon university and the Council for scientific and Industrial Research in SA
- **Simplifying our balance sheet:**
  - Refinanced debt into bond market
  - Unwound EML investment
  - RBH investment in Liquid Telecom Holdings

Promising outlook

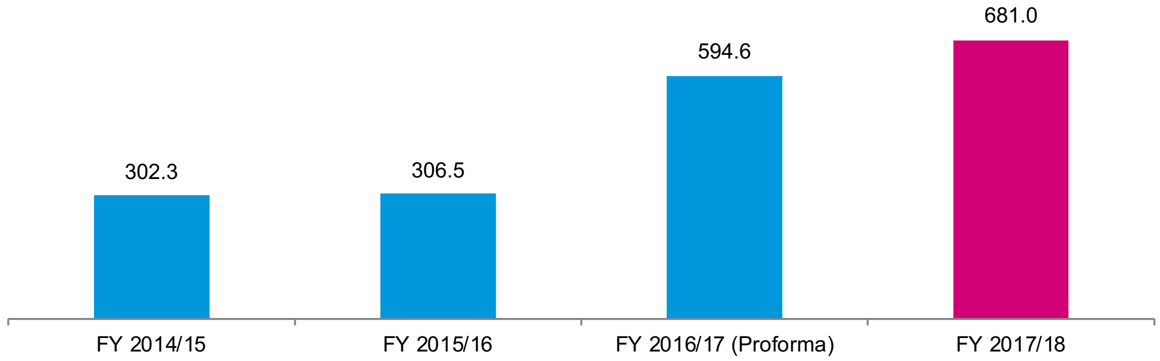
- In the medium-term, with positive demand trends, the strengths of our highly skilled and evolving employee base, a diverse and expanding geographical footprint and market-driven product portfolio, the Group is well positioned to take advantage of emerging opportunities

Phil Moses, Chief Financial Officer

- Financial Review

Strong FY performance on a proforma basis

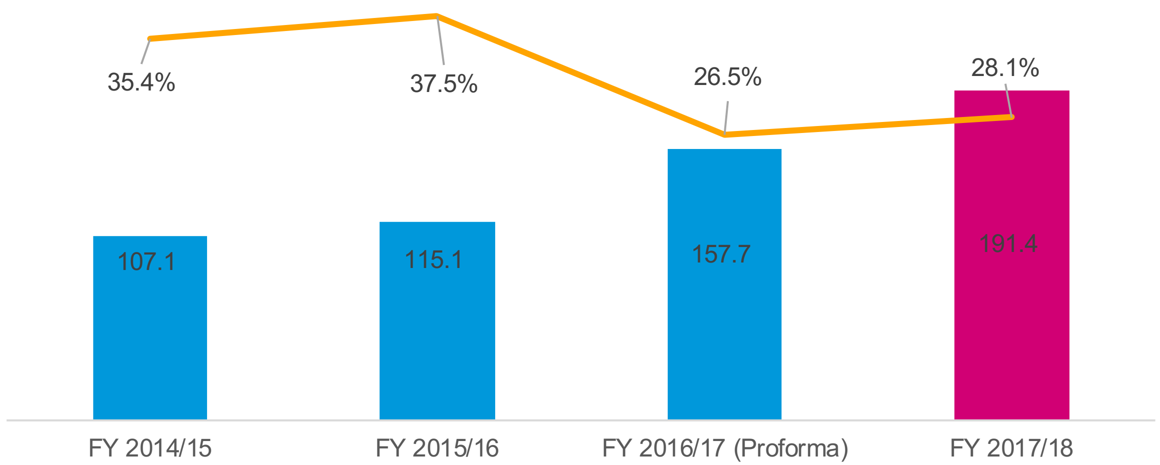
Revenue (USDm)



(FY 2017-18 vs FY 2016-17)

+14.5%

Adjusted EBITDA and margin (%)

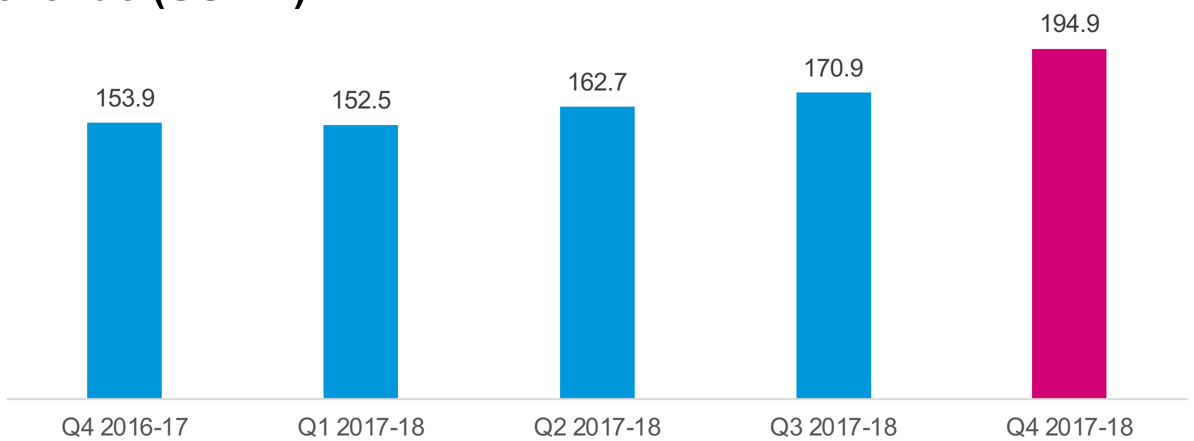


(FY 2016-17 vs FY 2017-18)

+21.4%

Strong continued quarterly growth with margin progression through the year

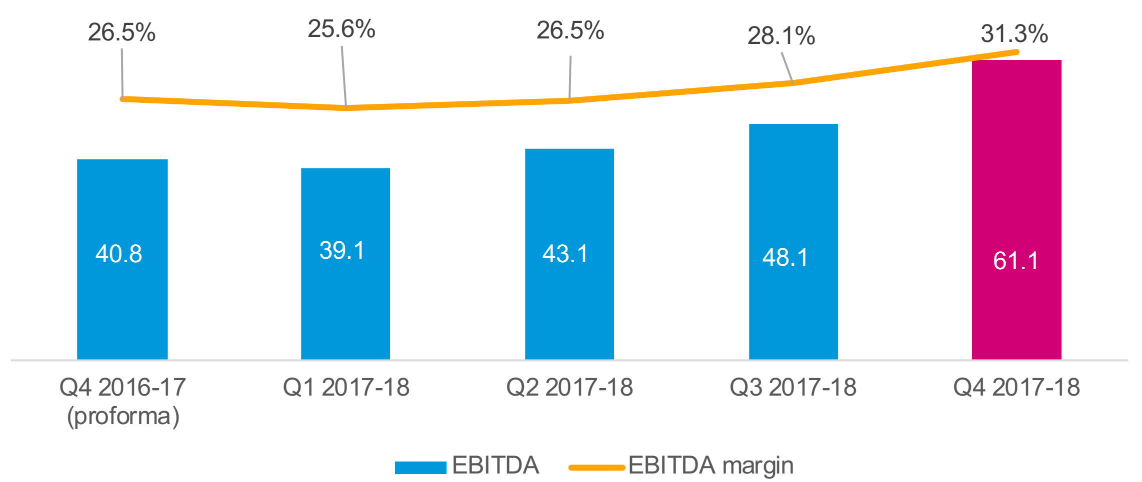
Revenue (USDm)



(Q4 2017-18 vs Q4 2016-17)

+27%

Adjusted EBITDA (USDm) and margin



(Q4 2017-18 vs Q4 2016-17)

+50%

Mix Evolving Towards Higher Margin Data Services

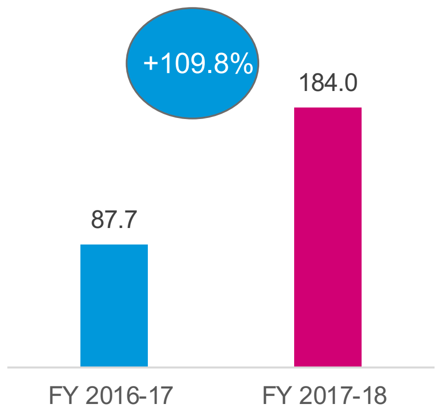
Segment	Revenue Split FY'17 Proforma		Revenue Split FY'18	Revenue (FY'18, USDm)	Proforma Growth (FY18)	Key Drivers
Enterprise	37%	↑	39%	265.2	13.4%	+ **Organic growth** in South Africa, Zambia and Kenya + **Broadened product offering** into digital services + **Acquisition** of Zanlink + Investment in **Johannesburg** & **Cape Town** *data centres* + Partnership with Microsoft to provide cloud services
Wholesale data	31%	↑	32%	219.3	28.2%	+ **Long-term contracts** to MNOs (IP Backhaul) + **IP transit** + **Dark fibre sales**
Wholesale voice	25%	↓	22%	146.9	0.4%	+ Team measured on USD margin, not revenues + Growth from expansion in new territories – **Shrinking existing market** due to **OTT[(1)] services**
Retail	7%	=	7%	49.5	13.5%	+ Increased **FTTH service penetration** + New **fixed LTE broadband** service in Zambia + Diversification into **value added services** (content / cloud)

Note: (1) 'Over The Top': services on WhatsApp / Skype

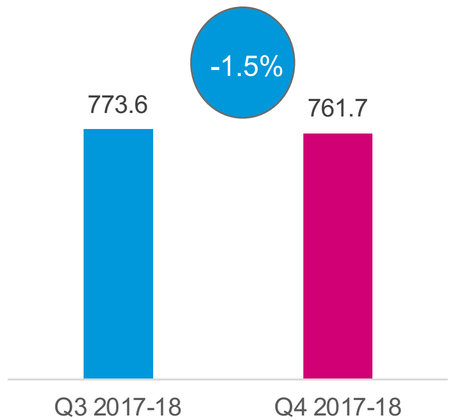
Robust balance sheet and cash flow

LIQUID TELECOM

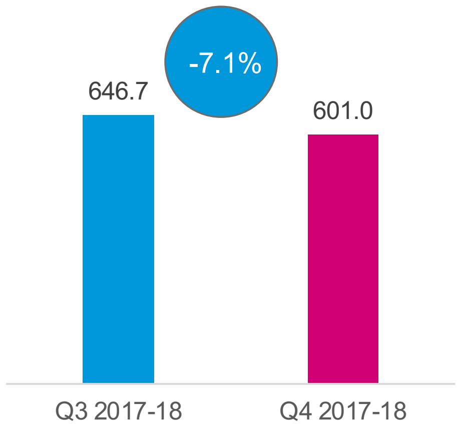
Operating Cash Flow
(FY 2016-17 and FY 2017-18)



Gross debt
(Q3 and Q4 2017-18)



Net debt
(Q3 and Q4 2017-18)



Net debt	**FY 2017-18**
	USDm
Total gross debt:	**761.7**
Issuance of Eurobond	730.0
Other debt	23.4
Interest accrued	8.3
Less: unrestricted cash and cash equivalents	(160.7)
Adjusted net debt	**601.0**

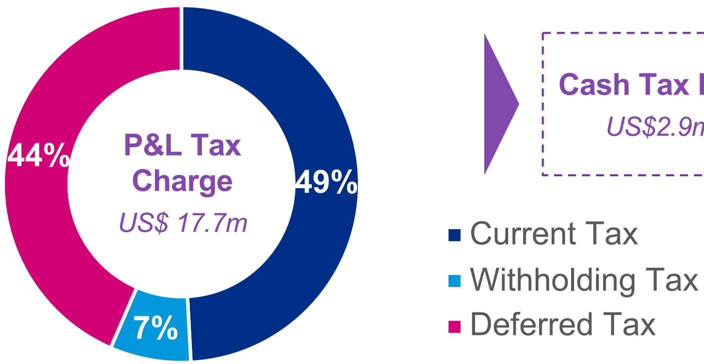
Q4 2017-18

Gross debt/EBITDA:	3.98x
Covenant:	4.25x
Net debt/EBITDA:	3.14x
Covenant:	3.75x

✓ US$73m of committed undrawn RCF

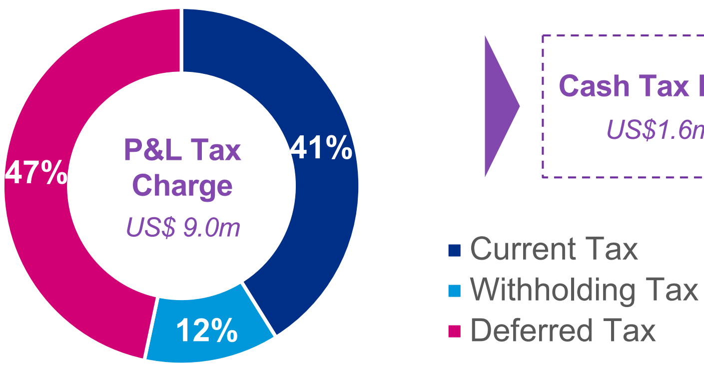
Low Tax Payable With Significant Tax Losses Carried Forward

FY 2018 Tax



Cash Tax Paid
US$2.9m

FY 2017 Tax



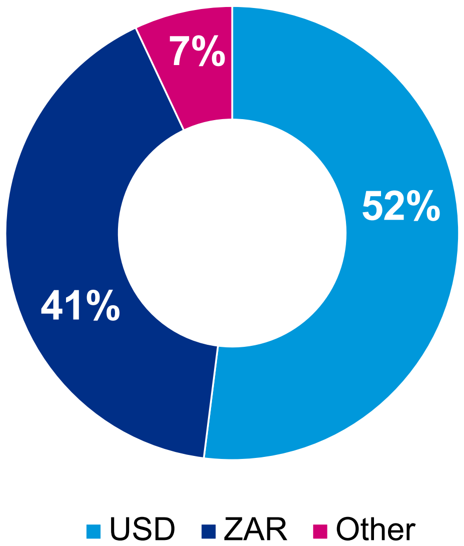
Cash Tax Paid
US$1.6m

Commentary

- Liquid is tax paying in Zimbabwe, UK and Mauritius
- Significant brought forward tax losses can be utilised going forward (primarily in SA and Kenya)
- $500m of unused tax losses in South Africa available to offset against future profits (much smaller amounts are available in other countries, e.g. Kenya & Zambia)
    - No limitation on timing to use tax losses

With Limited Exposure to Currency Risk

FY18 Revenue by Currency

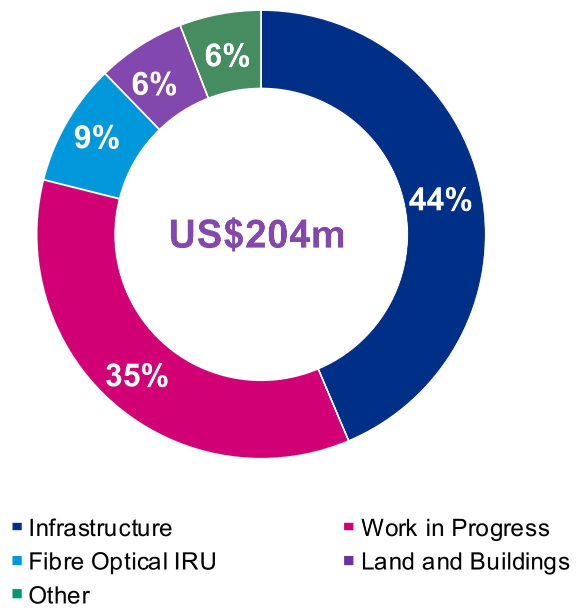


Commentary

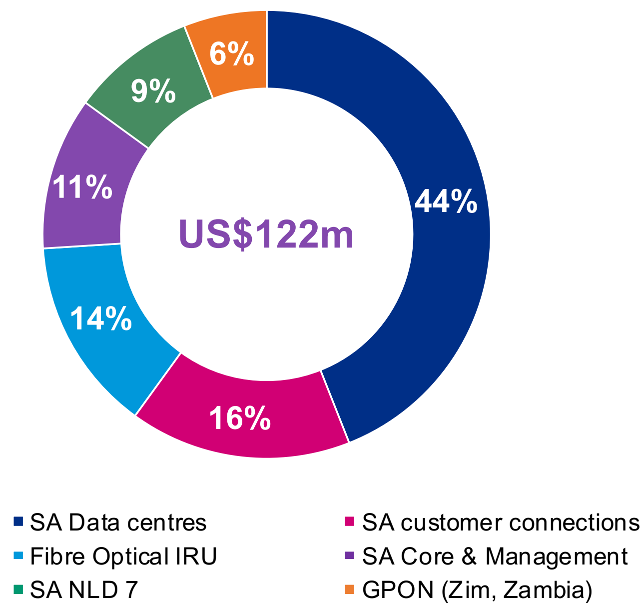
- ✓ Liquid Group revenue outside SA mainly denominated in US$
- ✓ Significant part of US$ revenue paid into UK and Mauritius by multiple blue chip clients
- ✓ South Africa revenues mainly ZAR-denominated
- ✓ Local currency revenues largely offset by local currency costs
- ✓ Substantial portion of capex is related to civil work and therefore paid in local currency
- ✓ Depending on market conditions, Liquid hedges coupons 6-12 months in advance
  - Upcoming (July) coupon already hedged

Group Capex Overview

FY18 Capital Expenditure (US$m)



FY18 Top 6 Capex Projects (US$m)



Key takeaways

- Strong pro-forma growth: Revenues +14.5%, EBITDA +21.4%
- Continuing margin improvement with more to come
- Neotel integration on-going
  - Won significant contracts in FY 2017-18 with a strong pipeline identified
  - New CEO in SA
  - Invested in our sales and marketing capability
  - Further efficiencies to come
- Adjusted Net debt of USD601.0m and gross debt of USD761.7m
- Gross debt/EBITDA: 3.98x
- Net debt/EBITDA: 3.14x

Continued policy of 2-3x net debt / EBITDA in the medium-term

Nic Rudnick, Chief Executive Officer

- Operational review
- Group strategy
- Key takeaways

Wholesale voice

FY 2017-18 development

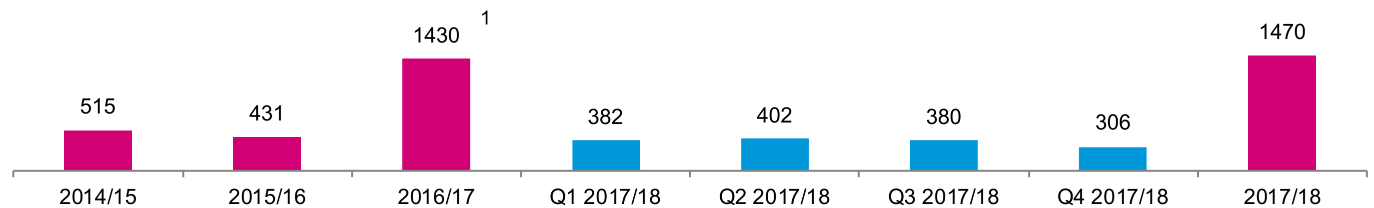
- **Revenues:** up 0.4% (pro-forma) year-on-year and -8.6% (Q4 on Q4).
- **Total Q4 minutes:** down 18.1% and average revenue per minute increasing from 9.9 cents (Q3 2017-18) to 11.1 cents (Q4 2017-18) following:
    - Management decision to reduce volumes of zero or negative margin destinations carried by our South African entity.
    - Increased volumes to higher-rate destinations (Zimbabwe, Burundi and Eritrea)
    - SA international revenue per minute increased following deregulation of international termination rate.
    - Seasonal factors influencing the number of minutes in Q4.

- **Key contract wins:** In Q4 Several local and global MNOs in order to access calls from and to European and United States subscribers broadening our footprint in the African fixed line and mobile operator markets. This was lower in Q4 than in Q3 increasing the revenue per minute.

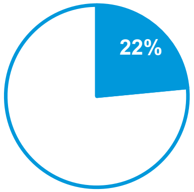
Key clients

Key operating measures (as at 28 February 2018)

Total voice minutes on network (m)



FY 2017-18 revenue contribution[1]



[1] This number includes Neotel

Wholesale data

FY 2017-18 development

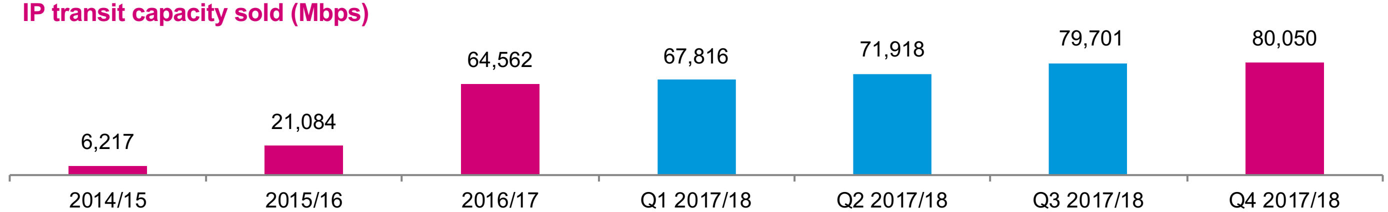
- **Revenues:** up 28.2% (proforma) year-on-year and up 92.4% (Q4 on Q4) due to:
    - Good performance in SA (Government contracts, North-West, NLD 7/8) through IRUs, Zimbabwe, Kenya and Zambia
    - Billing of USD 24 million IP Backhaul service upgrades in Zimbabwe in Q4
    - Partnerships and licences:
        - Service providers: Microsoft
        - Customers: China Telecom, Sudan FTTH
        - Licences: DRC, and after the period Botswana, Zimbabwe (renewed)
- **Contract wins:**
    - International MNOs where we are delivering several national leased lines for a total of 12Gbps of capacity in aggregate to a subsidiary of a multinational MNO to connect base stations in East Africa and 1.2Gbps of cross-border connectivity to another subsidiary, both for a 10-year period
    - We contracted with a national MNO in a Central African landlocked country to provide over 1500Mbps of dedicated IP connectivity to our South Africa hub
    - OPGW in Kenya (KETRACO), DRC, Zimbabwe and Botswana
- **Capital expenditure:**
    - Invested in additional backbone fibre spurs and metropolitan fibre networks in Kenya, Rwanda, South Africa and Zimbabwe
    - Broadened the reach of our network by connecting more base stations
    - Partnered with national authorities in Eastern Africa to provide primary schools with fast broadband for the next five years.

Key clients

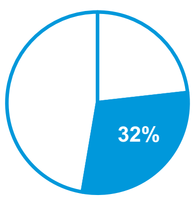
MTN, TATA, BT, Microsoft, vodacom

Key operating measures (as at 28 February 2018)

IP transit capacity sold (Mbps)



FY 2017-18 revenue contribution



LIQUID TELECOM · ADN A LIQUID TELECOM GROUP COMPANY · raha LIQUID TELECOM · C LIQUID TELECOM

Enterprise

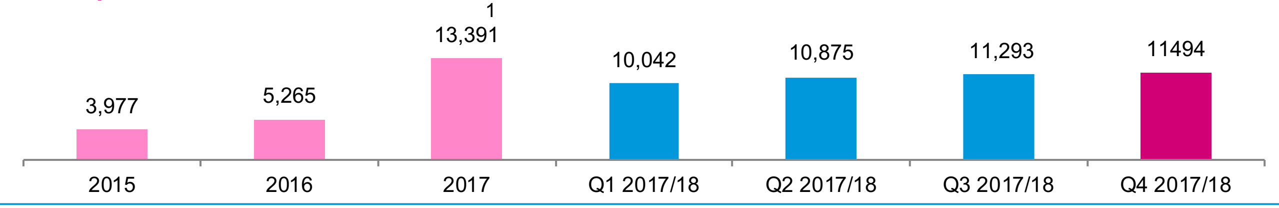
FY 2017-18 development

- **Revenues:** up 13.4% (proforma) year-on-year and +10.4% (Q4 on Q4), driven by:
  - Organic growth in South Africa (e.g. large financials, government contracts), Zambia and Kenya
  - Broadened our product offering into digital services through our partnership with Microsoft to deliver cloud products and services across Africa
  - Handover of the Johannesburg DC facility achieved in December 2017
  - Growth in payment terminal contracts in South Africa and Zimbabwe
  - Inorganic growth through the acquisition of Raha/Zanlink
- **Operational expenditure:**
  - Increased sales team and investment in campaigns to improve our visibility across our footprint
- **Capital expenditure:**
  - Following acquisition of Neotel we have invested in our own local access networks, to deliver additional services under the Western Cape contracts, and data centres such as our new DC in Johannesburg and Cape Town
  - We have also made additional investments in core and back-office infrastructure in South Africa to service the growth in connectivity and digital services across our footprint
  - Driven by customer connections, e.g. to serve NGOs and financial institutions

Key clients

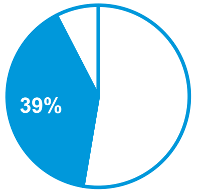
Key operating measures (as of 28 February 2018)

Number of enterprise customers



[1] 2017 counted customer connections and is therefore not fully comparable – these years are therefore coloured differently

FY 2017-18 revenue contribution

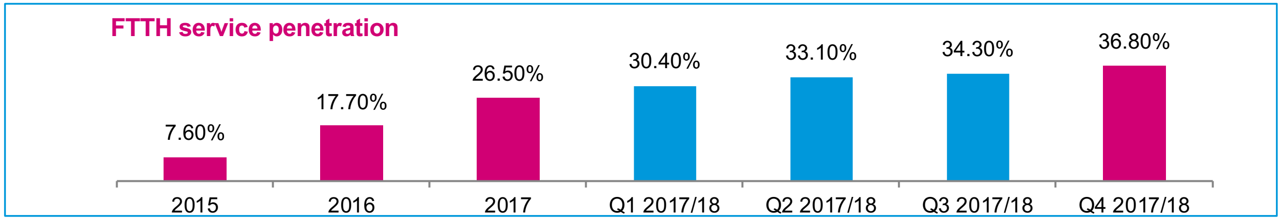


Retail

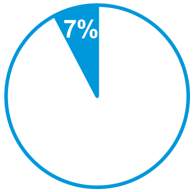
FY 2017-18 development

- **Revenues:** up 13.5% (proforma) year-on-year and +7.7% (Q4 on Q4), driven by::
  - Increased FTTH service penetration from 34.3% in Q3 2017-18 to 36.8% (of homes passed)
  - In Zimbabwe, Zambia and Rwanda, we remain the largest FTTH network operator
  - New FTTH customers in Kenya, Rwanda, Zambia and Zimbabwe have driven service penetration higher
  - Rapid customer acquisition in Zambia on fixed LTE network
  - Diversification into value added services: digital services and roll-out of Econet Media Limited content offering on LTE network in SA
- **Capital expenditure:**
  - FTTH roll-out continues across Kenya, Rwanda (e.g. Kigali), Tanzania (e.g. Dar Es Salaam), Zambia and Zimbabwe driving service coverage growth
  - Extending fixed-wireless access networks through LTE in Zambia
  - Investing in new products, in particular content, to drive customer acquisition across our footprint

Key operating measures (as at 28 February 2017-18)



FY 2017-18 revenue contribution



Liquid Telecom's Group strategy

We are a digital services provider that gives customers high-speed and reliable internet access

LIQUID TELECOM

Focus on higher margin segments while continuing to grow wholesale voice	**Wholesale data**	• Leverage our metro, regional, cross-border fibre networks and interconnection with submarine cables • Maintain core and national network reliability close to 100% while expanding network • Continue exploring new partnership opportunities, including fibre network owners
	Wholesale voice	• Open new destinations from and into Africa • Attract new carrier accounts based on differentiating quality of service • Stabilise gross profit by adding volume to African destinations
	Enterprise	• Target large scale consumers of bandwidth, with complex connectivity and digital services requirements • Continue to expand metro, "Fibre to the Building" networks and data centre footprint • Target multinational enterprise customers operating within our fibre footprint • Expand our Liquid Telecom Digital Marketplace to offer further VAS (Cloud, VoIP and payment solutions)
	Retail	• Extend our "Fibre to the Home" (GPON) and LTE 4G offering • Roll-out new retail products and services to these customers, including content
Broaden our digital services offering		• Partnering with Cloud services providers (e.g. Microsoft to provide Microsoft Office 365, Dynamic365, Azure, ExpressRoute) [and set up the Liquid Telecom Digital Marketplace to offer digital services] • Roll-out of content such as Netflix, iflix and Kwese Play across our footprint
Continue geographic expansion		• Continue to pursue organic and acquisitive growth in-line with our geographical focus and product specialisation • Crystallise synergies in SA by reducing duplicative cost structures and leveraging a combined international network and investing in local access networks to improve gross profit margins

Key Takeaways

- **Good progress in monetising our network supported by a strong balance sheet**
  - Good performance through the year: revenues up 14.5% and EBITDA up 21.4% (proforma basis)
  - Cash Flow from operations before interest payments up 109.8% to USD184.0m
  - New sales of USD289.4m (TCV) in FY and Service Activation Pipeline of USD4.5m (MRR)
- **Executed large projects well this year and improved group governance**
  - Investing in and monetising our network:
    - Wholesale data: NLD 7/8, Western Cape, North West Route, OPGW in Kenya, DRC, Zimbabwe and Botswana
    - Enterprise: Added 201 customers in the quarter, core and IT infrastructure in SA, Data centre growth
    - Retail: FTTH in Zambia, Kenya, Rwanda and Zimbabwe, roll-out of content offering in SA
  - Creation of five sub-committees to support development and governance:
    - Audit and Risk
    - Strategy and Investment
    - Corporate & Ethical Responsibility
    - Remuneration
    - Related Party
- **Outlook**
  - In the medium-term, with positive demand trends, the strengths of our highly skilled and evolving employee base, a diverse and expanding geographical footprint and market-driven product portfolio, the Group is well positioned to take advantage of emerging opportunities

Questions