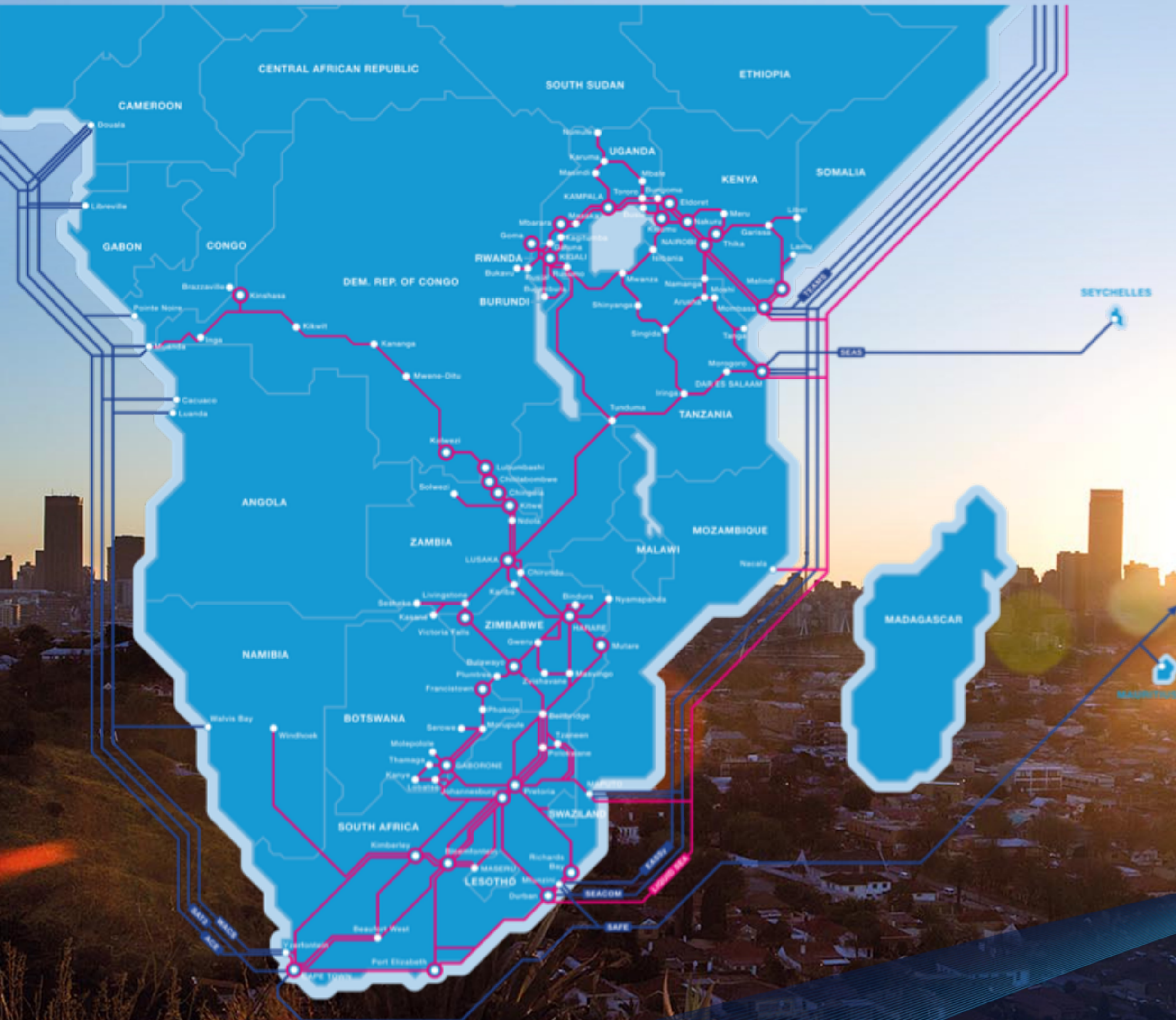


LIQUID TELECOM

Building Africa's digital future

9M 2017 Results Presentation

25 January 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,
Group Chief Executive Officer

Kate Hennessy,
Group Chief Financial Officer

Agenda

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

Nic Rudnick

Performance overview

Good operating performance in first nine-months of 2017, on a pro-forma basis

Financial performance

- **Strong 9 month performance, on pro-forma basis:**
  - Revenue up 10.2% at USD 486.0m
    - Enterprise up 14.6%
    - Retail up 15.6%
- Gross profit up 11.9% to USD 295.0m
- EBITDA up 11.4% to USD 130.3m

Operational progress

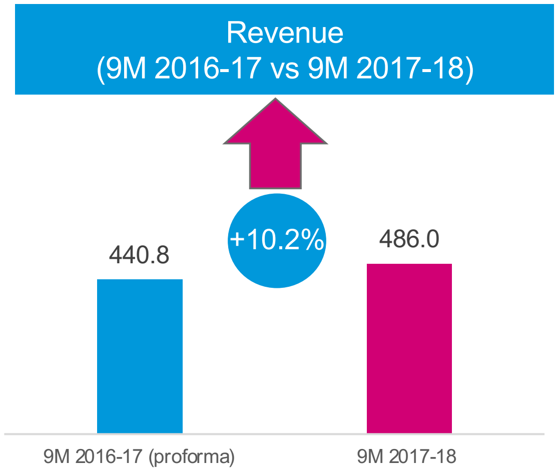
- **Neotel gross margins continue to show good progress**
- **Group new sales +73.4% and service activation pipeline +137.1%**
- **Investing in and monetising our network and digital services:**
  - **Wholesale data:**
    - NLD 7/8, Western Cape and North West Route in South Africa (SA)
    - OPGW in Kenya, DRC, Zimbabwe and Botswana
  - **Enterprise:**
    - Core and IT infrastructure in South Africa
    - 418 additional enterprise customers in Q3 2017-18
    - Delivering MPLS, DIA connections, unified comms, VOIP and cloud based services to customers
    - Data centre growth through investment in the third floor of the EADC (estimated to be finished in Q1 2018/19) and Jo'burg (delivered in December 2017) and Cape Town centres (initial build completion estimated to be Q1 2018-19)
    - Partnership with Microsoft to deliver value-added services is progressing well in addition to our "Go Cloud" initiative
- **Retail:**
  - More FTTH across Zambia, Kenya, Rwanda and Zimbabwe and fixed wireless (mainly 4G LTE)
  - Digital Services expansion:
    - Roll out of Econet Media Ltd content offering in SA
- **Shareholder change:**
  - RBH agreement completed to take a 10% holding the Group with voting rights remaining in the SA entity.

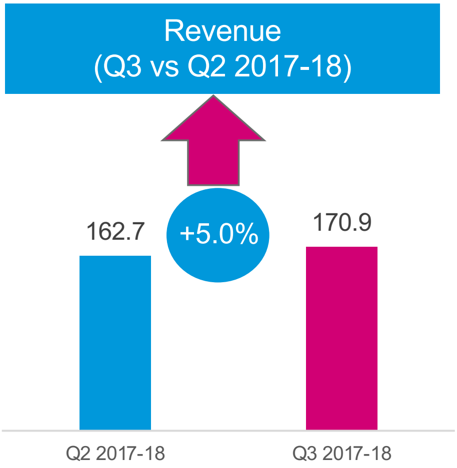
Promising outlook

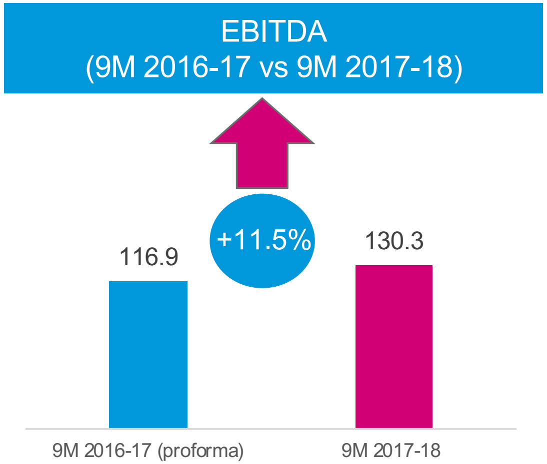
- **2017-18 outlook**
  - Building on the strong foundations, investing for future growth including content and digital services

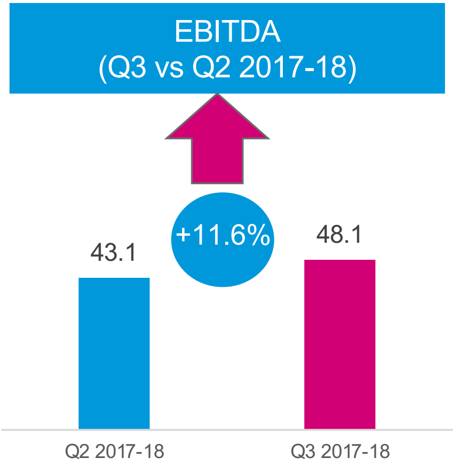
Kate Hennessy
Financial Review

Strong Q3 and 9M performance with consistent margin progression



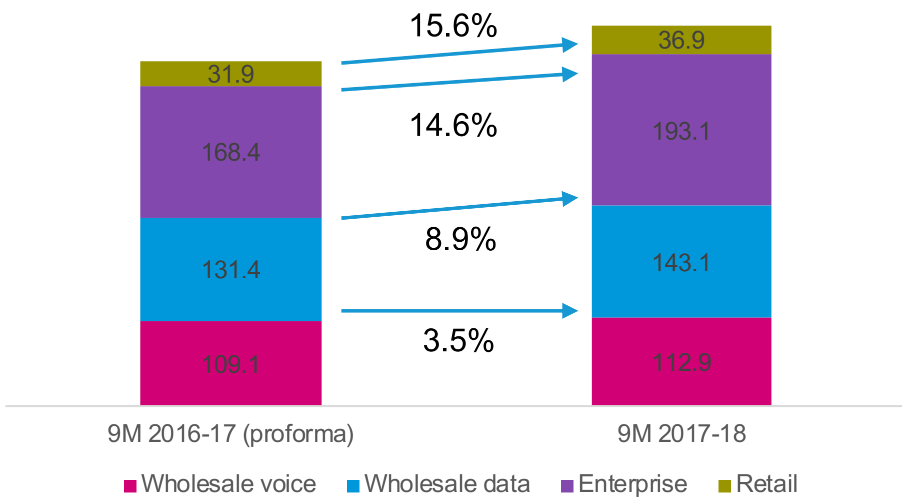


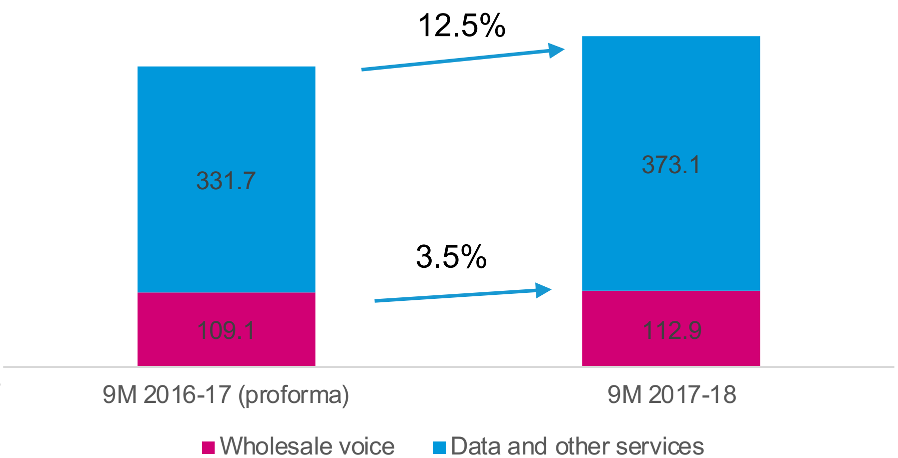




Good progress on higher-margin enterprise and retail businesses

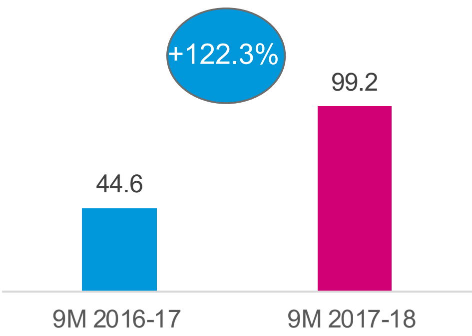
	9M 2016-17 (proforma)	9M 2017-18	9M 2017-18 vs 9M 2016-17 (proforma)
Revenue	USDm	USDm	% change
Wholesale voice	109.1	112.9	3.5
Wholesale data	131.4	143.1	8.9
Enterprise	168.4	193.1	14.6
Retail	31.9	36.9	15.6
Total	440.8	486.0	10.2





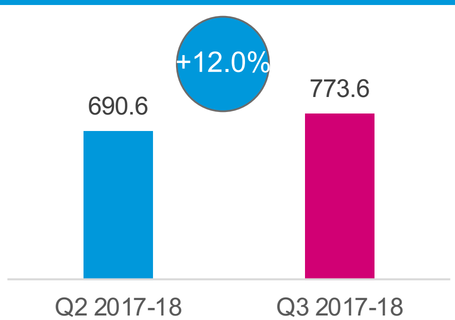
Robust balance sheet and cash flow

Operating Cash Flow
(9M 2016-17 and 9M 2017-

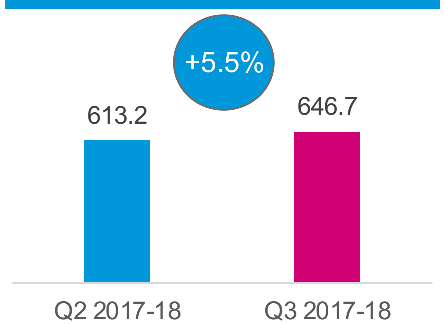


- 9M 2017-18 movement in deferred revenue of USD19.2m (9M 2016-17: USD14.2m)
- Improved management of working capital in Q3, notably receivables.

Gross debt
(Q2 and Q3 2017-18)



Net debt
(Q2 and Q3 2017-18)



Further simplified debt structure

Adjusted net debt (post refinancing)	Q3 2017-18
	USDm
Total gross debt:	**773.6**
Issuance of Eurobond	730.0
Other debt	19.9
Interest accrued	23.8
Less: unrestricted cash and cash equivalents	(127.0)
Adjusted net debt	**646.7**

Comments

- Restricted cash of USD9.0m is due to customer deposits held in SA, Kenya and Mauritius.

Key takeaways

- Good pro-forma growth: Revenues +10.2%, EBITDA +11.4%

- Margin improvement in Q3 (EBITDA: +165 basis points) versus Q2 (EBITDA: +150 basis points)

- Neotel integration working well
  - Already realising ZAR45m of operating cost savings per annum with more to come
  - Won significant contracts in Q3 2017-18 with a strong pipeline identified

- Adjusted Net debt (30 November 2017: USD646.7m) and gross debt (30 November 2017: USD773.6m)

Nic Rudnick

Operational review

Wholesale voice

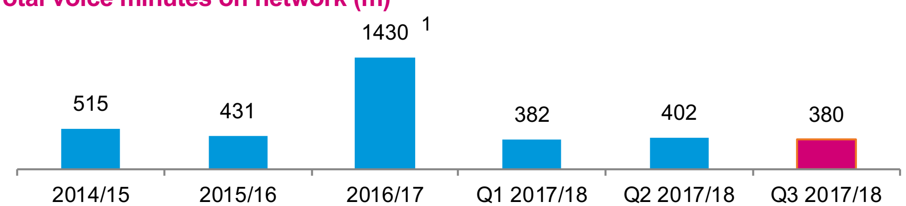
9M 2017 development

- **Revenues: up 23.8% 9M on 9M,** +12.4% (pro-forma versus Q3 2016-17), total Q3 minutes down 5.5% and average revenue per minute down from 21 cents to 17 cents following:
    - Management decision to reduce volumes of zero or negative margin destinations carried by Neotel
    - Increased volumes to destinations lying outside of Liquid Telecoms fibre footprint
- **Gross margin:** Increased 265 basis points (pro-forma) from 33.6% in Q3 16-17 to 36.3% in Q3 17-18 driven by:
    - A significant improvement in the profitability of Neotel national minutes
    - Partially offset by Increased traffic to new destinations such as Eritrea, Ethiopia, Nigeria, Ghana and Senegal
- **Key contract wins:** 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.

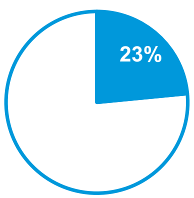
Key clients

Key operating measures (as at 30 November 2017)

Total voice minutes on network (m)



9M 2017-18 revenue contribution[1]



[1] This number includes Neotel

Wholesale data

9M 2017 development

- **Revenues: up 80.5% year-on-year, up 8.9% (proforma) due to:**
  - Rapid growth in IP transit and dark fibre sales in DRC, Kenya, Rwanda, IRUs in SA (Government contracts, North-West, NLD 7/8), and Zambia
  - Long-term contracts are increasingly important to the Group

- **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

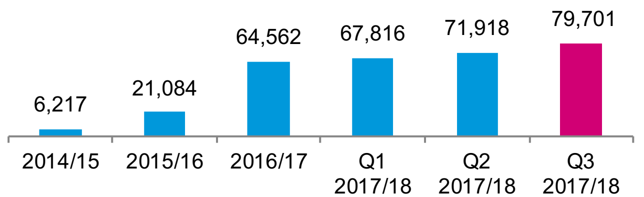
- **Capital expenditure:**
  - Invested in additional backbone fibre spurs and metropolitan fibre networks in Kenya, Rwanda, South Africa and Zimbabwe
  - Broadened the reach of our network by connecting more base stations
  - Partnered with national authorities in Eastern Africa to provide primary schools with fast broadband for the next five years.

Key clients

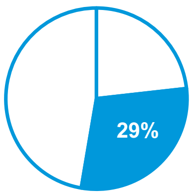
MTN, TATA, BT, vodacom

Key operating measures (as at 30 November 2017)

IP transit capacity sold (Mbps)



9M 2017 revenue contribution



Enterprise

9M 2017 development

- **Revenues:** up 303% year on year, up 14.6% on a proforma basis 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 and the handover of the rest of the initial roll out expected before the end of first quarter of 2018-19.
  - 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
  - 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

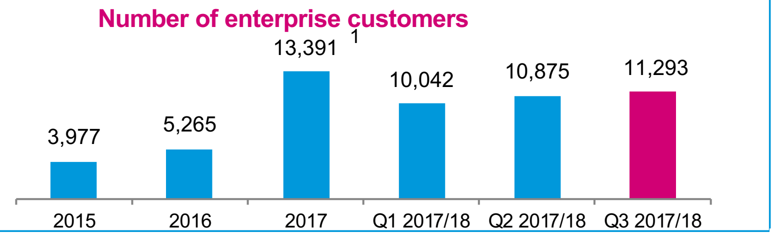
Key clients

BARCLAYS

SITA

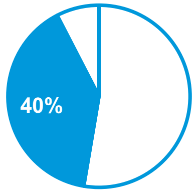
Investec

Key operating measures (as of 30 November 2017)



[1] 2017 includes connections and is therefore not fully comparable

9M 2017 revenue contribution

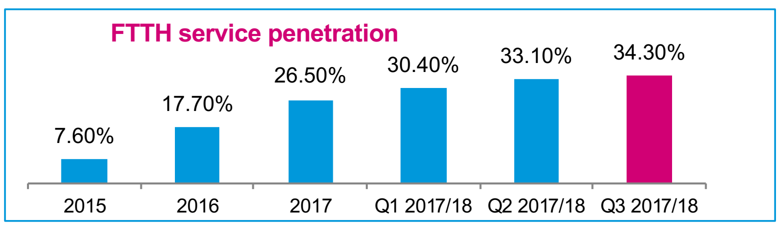


Retail

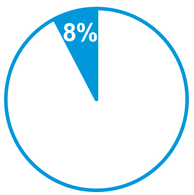
9M 2017 development

- **Revenues:** Up 84% 9M 2017-18 versus 9M 2016-17, 19.2% quarter-on-quarter on a pro forma basis:
  - Increased FTTH service penetration from 33.1% in Q2 2017-18 to 34.3% (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: roll-out of content offering on LTE network in SA
  - In Botswana, our licence application for fixed telecommunication services and for spectrum frequencies is still under review by the national regulatory authority.
- **Capital expenditure:**
  - FTTH roll-out continues across Kenya, Rwanda (e.g. Kigali), Tanzania (e.g. Dar Es Salaam), Zambia and Zimbabwe driving service penetration 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 30 November 2017)



9M 2017 revenue contribution



Nic Rudnick
Group strategy

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 with content providers

Enterprise

- Target large scale consumers of bandwidth, with complex connectivity and digital services requirements
- Continue to expand metro and "Fibre to the Building" networks
- Target multinational enterprise customers operating within our fibre footprint
- Expand our one-stop shop offering of value added services (Cloud, VoIP and payment solutions)

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

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)
- Roll-out of content offering from Econet Media Limited to supply 100 channels such as Netflix and Kwese TV across 19 countries by April 2018.

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

Nic Rudnick
Key takeaways

Key Takeaways

- **Good progress in monetising our network supported by a strong balance sheet**
  - Good nine-month performance (vs 9M 2016-17): revenues up 10.3% and EBITDA up 11.4%
  - Cash Flow from operations before interest payments up 214.3% to USD160.8m
  - Adjusted net debt USD646.7m (Q2 2017: USD613.2m)
- **Good operational progress**
  - New sales of USD109.4m (TCV) in Q3 and Service Activation Pipeline of USD4.5m (MRR)
  - RBH flip-up completed and provides us with USD22m of new equity and substantial additional free cash flow (above loan commitments) in excess of 30% of approximately R1.5bn over the next 5 years
  - 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 418 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
- **2017-18 outlook**
  - Building on the strong foundations, investing for future growth including content and digital services
  - Working capital: 25-30% of sales, trade payables to normalise following the Neotel acquisition

Questions