

## Disclaimers for MTN Nigeria Communications PLC's ("MTN Nigeria") Offer for Sale of 575 million Ordinary Shares at a price of ₩169.00 per share (the "Offer")

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In South Africa, this sales note and any offer if made subsequently is, and will be, directed only at: (i) selected persons falling within one of the specified categories listed in section 96(1)(a) of the South African Companies Act, 2008 ("South African Companies Act"); and (b) selected persons, acting as principal, acquiring securities for a total acquisition cost of R1,000,000 or more, as contemplated in section 96(1)(b) of the South African Companies Act, and to whom the offer (if made) will specifically be addressed, and only by whom such offer will be capable of acceptance ("South African Qualifying Investors"). Accordingly, neither this sales note or other materials constitute, or is intended to constitute an "advertisement" or "registered prospectus", as contemplated by the South African Companies Act, and no prospectus has been, or will be, filed with the South African Companies and Intellectual Property Commission. The information contained in this sales note constitutes factual information as contemplated in section 1(3)(a) of the South African Financial Advisory and Intermediary Services



Act, 37 of 2002 (the "FAIS Act"), as amended, and should not be construed as an express or implied recommendation, guide or proposal that any particular transaction in respect of any offer (if made) or in relation to the business or future investments of the Company is appropriate to the particular investment objectives, financial situations or needs of a prospective investor, and nothing in this sales note should be construed as constituting the canvassing for, or marketing or advertising of, financial services in South Africa. The Company is not a financial services provider as such term is defined in the FAIS Act. South African Qualifying Investors who seek to participate in any offer (if made) must ensure that all necessary approvals are in place in order to participate in such offer and ultimately receive and hold shares in the Company, including any exchange control approvals pursuant to the South African Exchange Control Regulations, 1961, promulgated under the Currency and Exchange s Act, 1933 and the policies and directives of the Financial Surveillance Department of the South African Reserve Bank. By participating in any offer (if made), South African Qualifying investors will be deemed to have warranted that this is the case.

This sales note must not be acted on or relied on (i) in the United Kingdom, by persons who are not Relevant Persons, and (ii) in any member state of the EEA, by persons who are not Qualified Investors, and (iii) in South Africa, by persons who are not South African Qualifying Investors. Any investment or investment activity to which this sales note relates is available only to: (i) in the United Kingdom, Relevant Persons; and (ii) in any member state of the EEA, Qualified Investors, and will be engaged in only with such persons. This document contains statements that are, or may be deemed to be, "forward-looking statements". These forward-looking statements involve known and unknown risks and uncertainties, many of which are beyond the Company's control and all of which are based on the Directors' current beliefs and expectations about future events. In some cases, these forward-looking statements can be identified by the use of forward-looking terminology, including, without limitation, the terms "anticipates", "believes", "could", "envisages", "estimates", "expects", "intends", "may", "plans", "projects", "should", "will" or, in each case, their negative or other variations or comparable terminology. These forward-looking statements relate to matters that are not historical facts. They include statements regarding the intentions, beliefs and current expectations of the Company or the Directors concerning, amongst other things, the results of operations, financial condition, liquidity, prospects, growth and strategies of the Company and the industry in which MTN operates. 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. The actual results, performance or achievements of the Company or developments in the industry in which MTN operates may differ materially from the future results, performance or achievements or industry developments expressed or implied by the forwardlooking statements contained in this document. These forward-looking statements and other statements contained in this document regarding matters that are not historical facts involve predictions. No assurance can be given that such future results will be achieved; actual events or results may differ materially as a result of risks and uncertainties facing the Company. Such risks and uncertainties could cause actual results to vary materially from the future results indicated, expressed or implied in such forward-looking statements.

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Stanbic IBTC Capital Limited is acting as Joint Issuing House to the Company in connection with the Offer. It will not regard any other person as its respective client in relation to the Offer and will not be responsible to anyone other than the Company for providing the protections afforded to its respective clients, nor for providing advice in relation to the Offer, the contents of this sales note or any transaction, arrangement or other matter referred to herein.

In connection with the Offer, Stanbic IBTC Capital Limited and any of its affiliates, may take up a portion of the Shares as a principal position and in that capacity may retain, purchase, sell, offer to sell or otherwise deal for its own accounts in such Shares and other securities of the Company or related investments in connection with the Offer or otherwise. In addition, Stanbic IBTC Capital Limited and any of its respective affiliates may enter into financing arrangements (including swaps or contracts for differences) with investors in connection with which they may from time to time acquire, hold or dispose of Shares. Stanbic IBTC Capital Limited and its affiliates do not intend to disclose the extent of any such investment or transactions otherwise than in accordance with any legal or regulatory obligations to do so. For the avoidance of doubt, the contents of the Company's website are not incorporated by reference into, and do not form part of, this sales note. There will not be any stabilisation in respect of the Offer