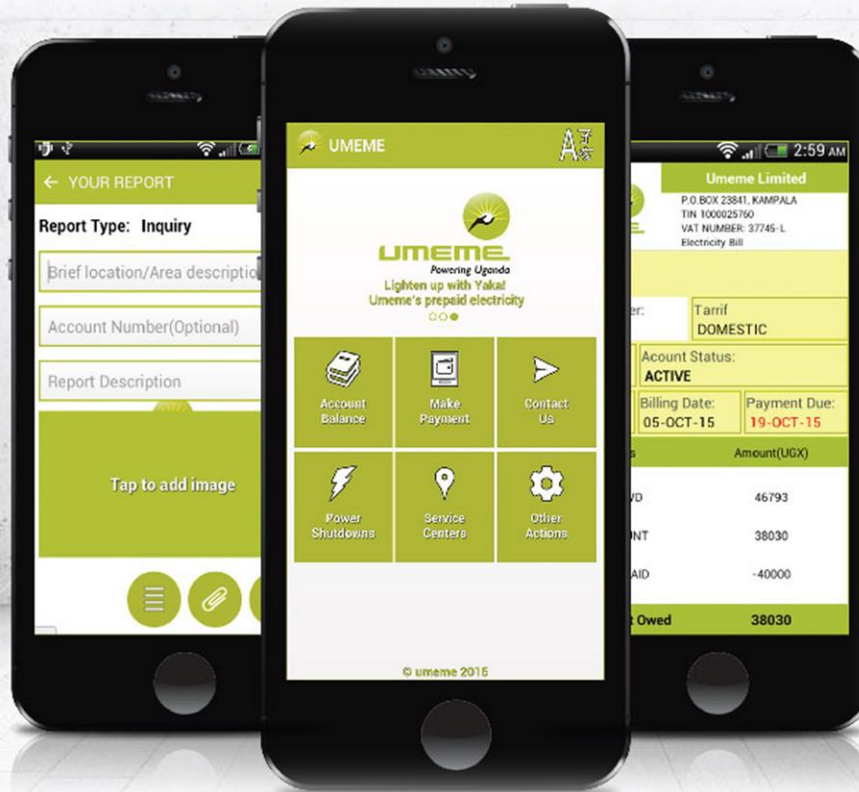




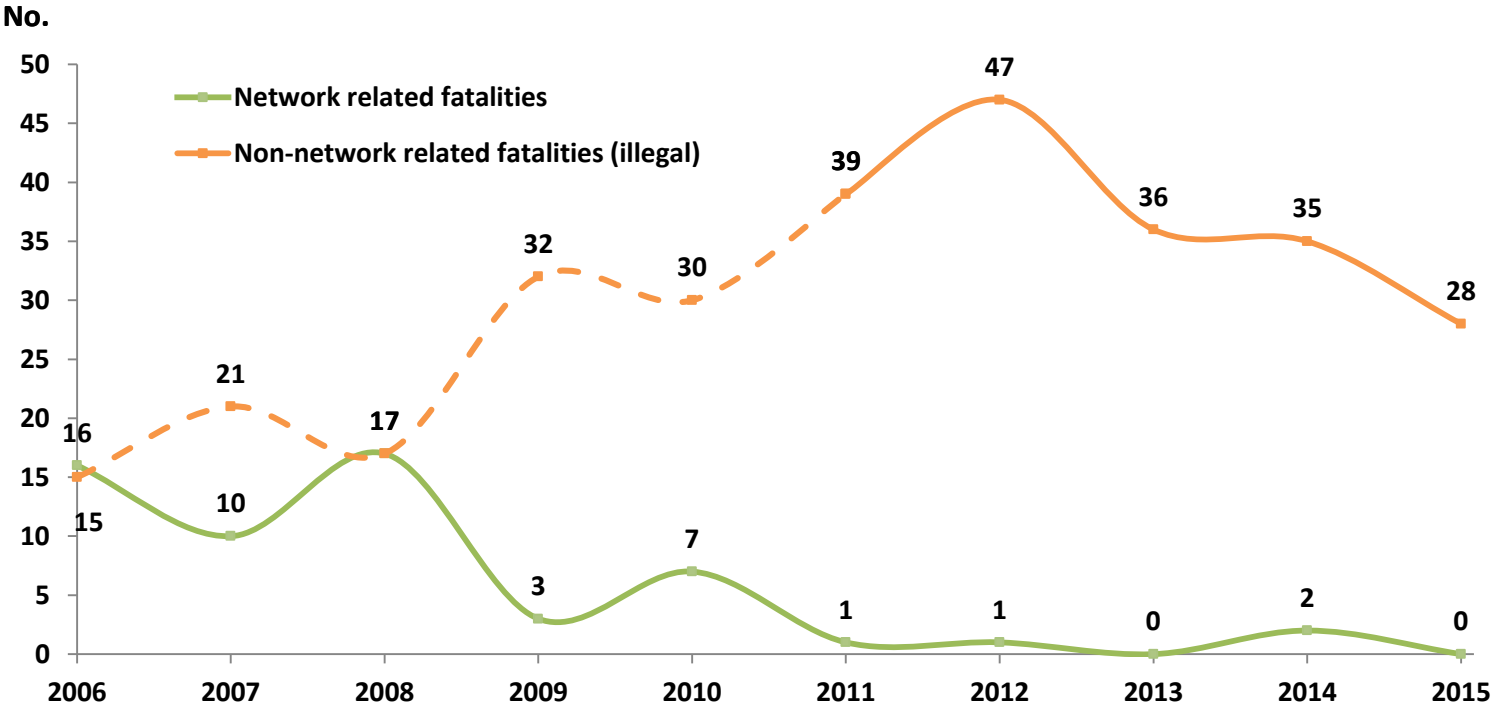
UMEME
Powering Uganda



FY15 Results Investor Presentation

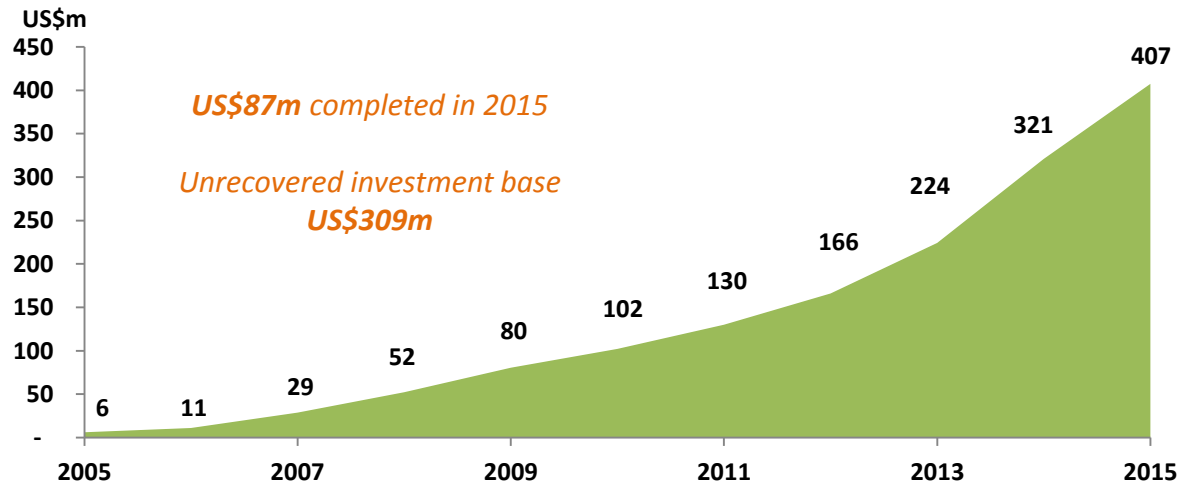
22 March 2016

Safety: Zero network related fatalities in 2015



Investing in service & growth

Capital investment (cumulative)



Sample completed projects in 2015

Load Growth

- Namugongo Substation (US\$ 6.4m)
- Ntinda, Mukono, Jinja Industrial (US\$ 1.8m)
- Namunkenkera Industrial Zone (US\$ 2.8m)

Loss reduction

- Mukono, Seeta Zones 1-4 (US\$6m)

Network Restoration

- Several parts of the country (US\$ 11.2 million)

Pre-payment Metering (US\$ 12.7m)

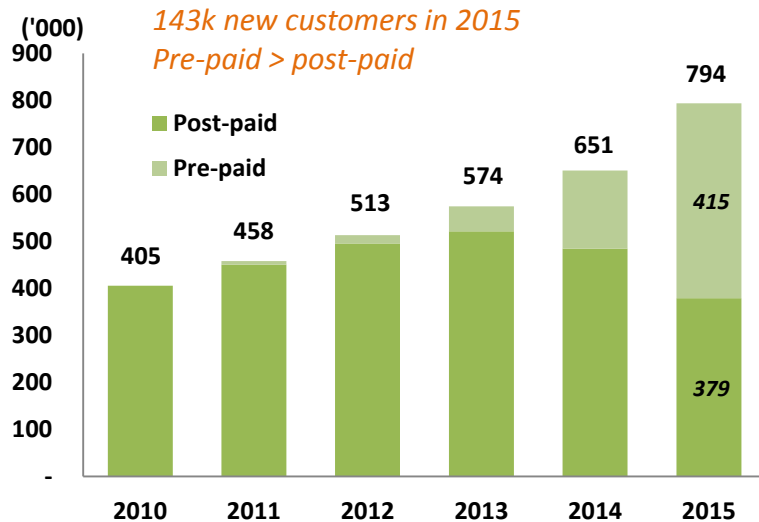
- Post-paid customer conversions (+87k)
- New Connections (+143k)
- Loss reduction & improved revenue collection

Automated Metering (US\$ 7.6m)

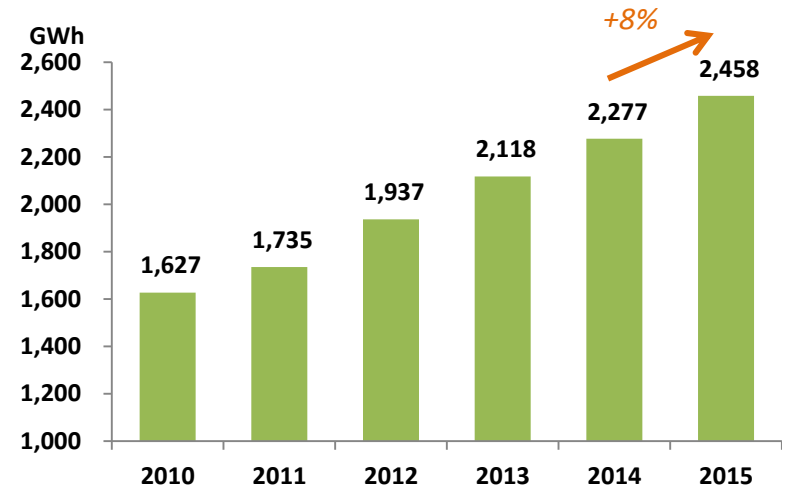
- 1,600 Connections by end of 2015 (Kampala industrial users)
- Has supported loss reduction & enhanced operational efficiencies

Customer & sales growth

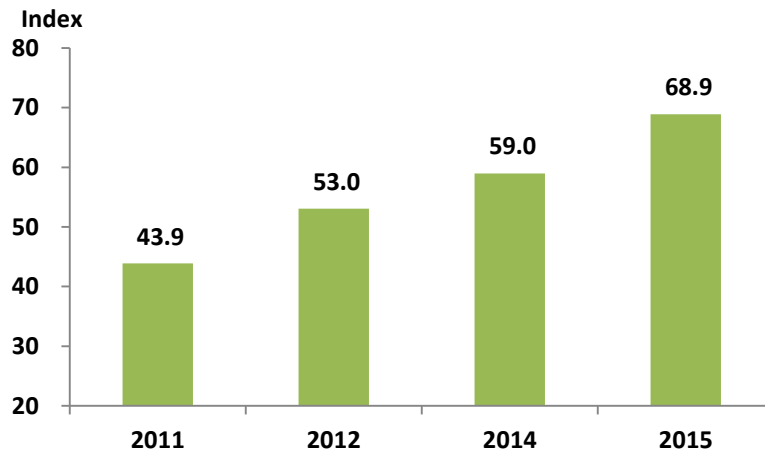
Customer numbers +22%



Sales (GWh)



Customer Satisfaction Index

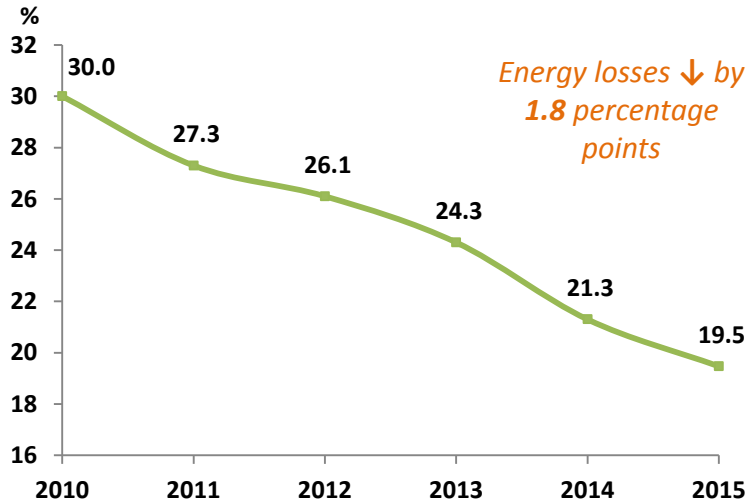


Source: Ipsos, Milward Brown

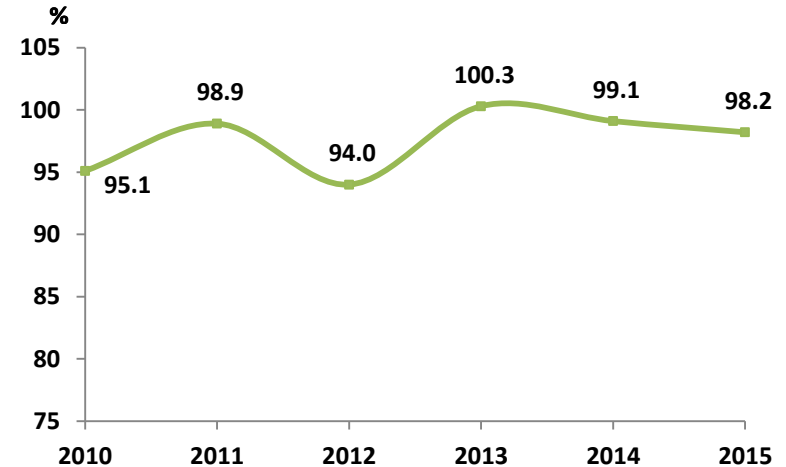
Category	Customers			Sales		
	No.	Share	Growth	GWh	Share	Growth
Domestic	723,491	91.2%	+22.5%	571	23.2%	+5.5%
Commercial	66,806	8.4%	+17.4%	310	12.6%	+9.2%
Street Lighting	305	0.0%	-0.7%	2	0.1%	-17.0%
Industrial - Medium	2,431	0.3%	+8.8%	406	16.5%	+4.1%
Industrial - Large	511	0.1%	+10.1%	1,170	47.6%	+10.3%
Total	793,544	100%	+22.0%	2,458	100%	+8.0%

Regulatory targets

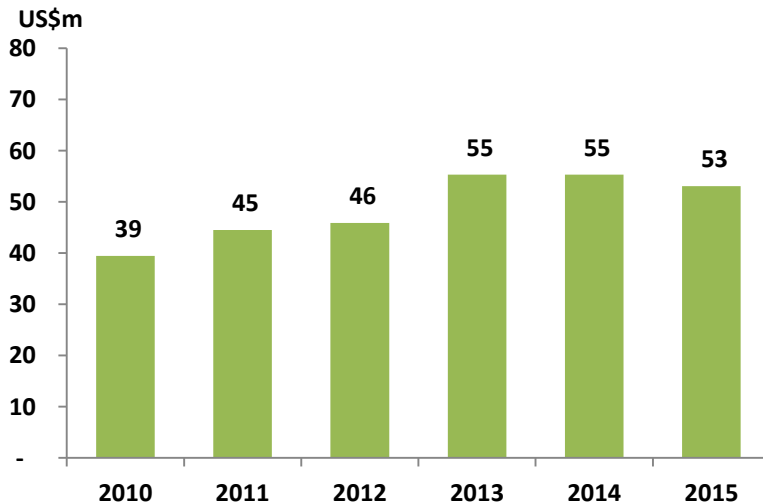
Energy losses



Revenue collection



Operating costs



Agreed regulatory targets*

Tariff parameter		'13	'14	'15	'16	'17	'18
Energy losses (%)		23.5	20.5	18.6	17.1	15.9	14.9
Collection rate (%)		97.3	97.5	97.7	97.9	98.2	98.5
Operating allowance (US\$m)**	Nominal	43.8	44.5	45.9	47.4	48.9	50.4

* Umeme financial year (Jan-Dec)

** Allowance is adjusted annually for international and local inflation

Financial performance

Financial statement summary

Ushs bn, US\$ m 2015 2014* Growth

Summary income statement

Revenue	Ushs	1,161	978	+19%
	US\$	358	373	-4%
Cost of Sales	Ushs	(743)	(659)	+13%
	US\$	(229)	(252)	-9%
Gross Profit	Ushs	418	318	+31%
	US\$	129	122	+6%
Operating Costs	Ushs	(181)	(153)	+18%
	US\$	(53)	(55)	-4%
EBITDA	Ushs	248	178	+39%
	US\$	76	68	+13%
Finance Costs (ex lease)	Ushs	(31)	(6)	+434%
Profit Before Tax	Ushs	161	127	+58%
Tax	Ushs	(55)	(31)	+77%
Profit After Tax	Ushs	106	96	+10%
	US\$	35	37	-6%

Financial position at FY

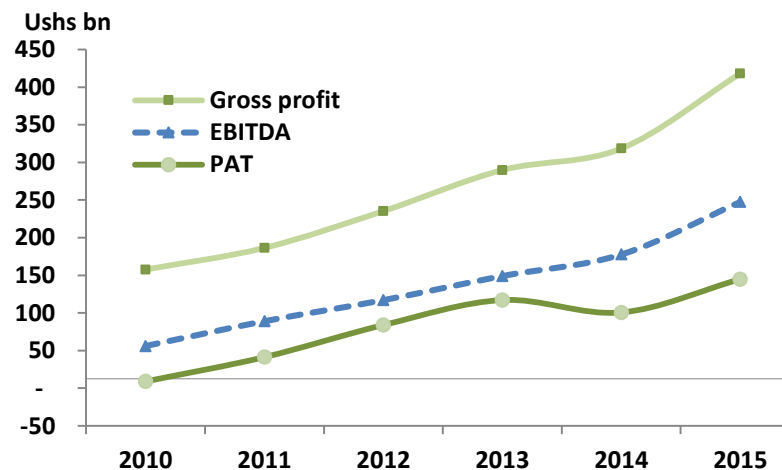
Total Assets	Ushs	1,775	1,258	+41%
Shareholder's Equity	Ushs	504	361	+39%
Net Debt	Ushs	481	264	+83%
	US\$	142	95	+50%

Per share data

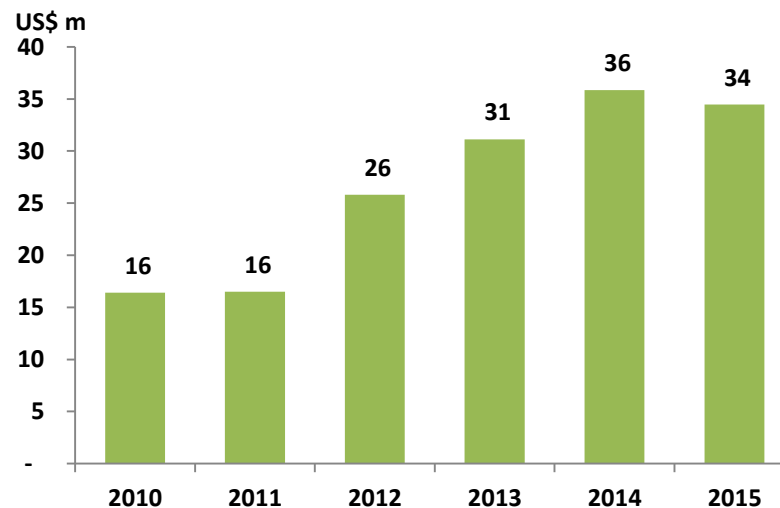
	Ushs	Ushs	
Earnings	65.2	59.1	+10%
Proposed Dividend (Total)	35.2	28.9	+22%

* 2014 figures are conformed to the USD functional currency but are unaudited

Profit lines (Ushs)



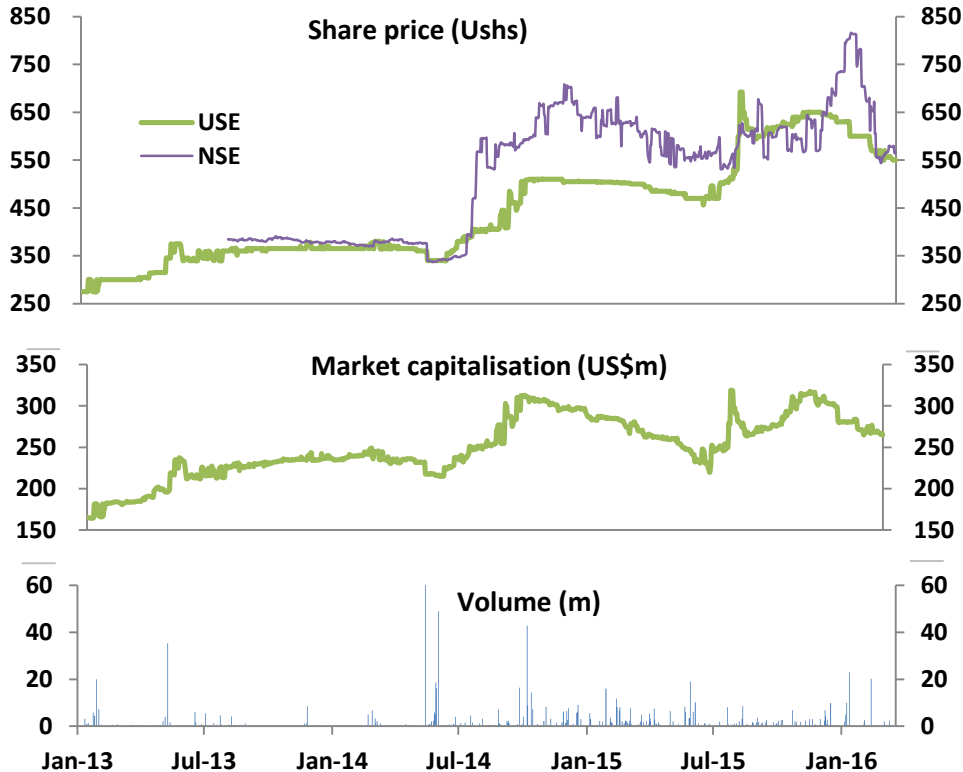
Profit after tax (US\$)



FY10-14 adjusted for unrealized FX losses

Trading update

Market cap US\$265m at Ushs 550 share price



TOP 20 SHAREHOLDERS (FEB 2016)		%
1	NATIONAL SOCIAL SECURITY FUND	15.7%
2	UMEME HOLDINGS LIMITED & NOMINEES	14.3%
3	INVESTEC FUNDS	9.5%
4	KIMBERLITE FRONTIER AFRICA FUND	5.5%
5	ALLAN GRAY AFRICA FUNDS	4.2%
6	ASHMORE FUNDS	3.4%
7	DUET FUNDS	3.3%
8	INTERNATIONAL FINANCE CORPORATION	2.8%
9	UTILICO EMERGING MARKETS LIMITED	1.9%
10	BOUTIQUE COLLECTIVE INVESTMENTS	1.6%
11	T. ROWE PRICE	1.5%
12	KATTAGAT TRUST	1.3%
13	CENTRAL BANK OF KENYA PENSION FUND	0.9%
14	IMARA	0.9%
15	POHJOLA BANK	0.9%
16	OLD MUTUAL	0.8%
17	VANDERBILT UNIVERSITY	0.8%
18	METSI MASTER FUND	0.8%
19	KUWAIT INVESTMENT AUTHORITY	0.8%
20	BYARUHANGA WILLIAM	0.8%

	Dec-15 ⁽¹⁾	At IPO
P/E	7.7x	10.8x
EV/EBITDA ⁽²⁾	5.3x	3.9x
P/(Buyout amount less net debt) ⁽³⁾	1.1x	1.2x
Dividend Yield	6.4%	-
Return on unrecovered investments (US\$) ⁽⁴⁾	15%	16%

Notes

⁽¹⁾ Actual 12 months to 31st December 2015

⁽²⁾ EBITDA excludes finance income/cost & FX gain/loss. Includes interest on bank deposits

⁽³⁾ Indicative assuming GoU termination premium of 20% of unrecovered investment

⁽⁴⁾ Prior year unrecovered investment base

CATEGORY (FEB 2016)	%
INTERNATIONAL FUNDS	40.5%
AFRICA FUNDS (EX. EAST AFRICA)	20.3%
UGANDA INSTITUTIONAL	18.2%
EAST AFRICA INSTITUTIONAL	12.4%
UGANDA RETAIL	5.9%
DIRECTORS & EMPLOYEES	2.1%
OTHER	0.6%
	100.0%

2016 Capex Projects – Ushs 270 billion

Focus for FY 2016

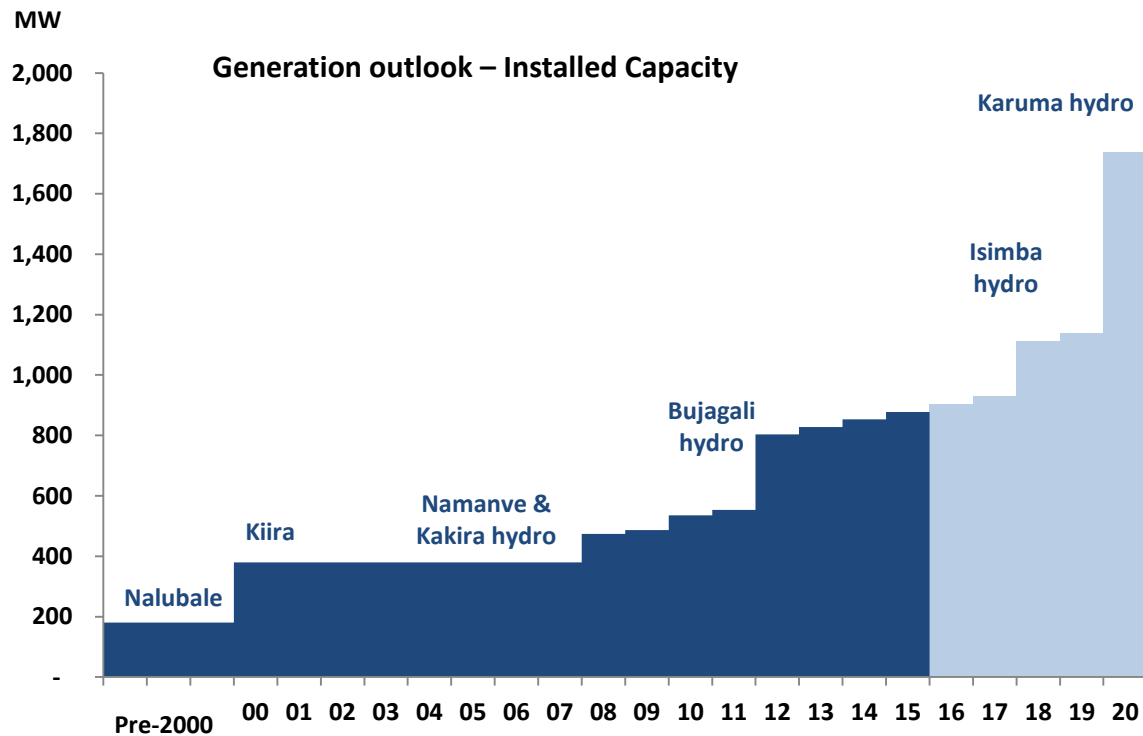
- New Moniko substation & integrating lines
- GETFiT Generation Projects
- Automated Meter Reading
- Prepayment Metering
 - Conversion of 80k post-paid customers
 - 150k new connections
 - Prepayment for Gov't 3 Phase Installations
- Supply reliability & load growth
- Industrial zones, Tororo, Kampala, Mbale



New Namugongo substation completed in 2015 (US\$6m)

Generation Pipeline

Strong Generation Pipeline +900 MW



Recent appointments



Marie Nassiwa Martins
Chief Financial Officer

Marie has been appointed the Chief Financial Officer (CFO), reporting to the Managing Director in November 2015.

Marie is a qualified accountant with over 10 years of experience, having held senior finance positions with British Aerospace Systems Ltd (BAE Systems), Morgan Stanley and Shell Finance Operations in the UK.

Marie joined Umeme in January 2014 as Finance Manager (Accounting) and holds a BA (Hons) Accounting & Finance (1st Class Honors) – The University of Greenwich, London and is a Member of the ACCA.



Grace Semakula
Investor Relations Manager

Grace Semakula (CFA) joins Umeme from the National Social Security Fund (NSSF) where he was responsible for over US\$260m invested across the region.

Grace brings over 9 years of capital markets experience in East Africa and extensive investment community relationships to Umeme, including capital markets industry regulators, investment managers, research analysts, brokers and banks among others.

Grace is a graduate of Mathematics & Statistics, a CFA charter holder and member of the CFA Society of East Africa.

Summary



- Safety Performance
- Doubled the customer connection rate
- Delivery on regulatory targets
- Customer service and technology
- Long term sustainability of the sector

Focus for FY 2016

- Safety
- Technology driving customer service
- Capital investments
- People
- Ready for long term sector growth

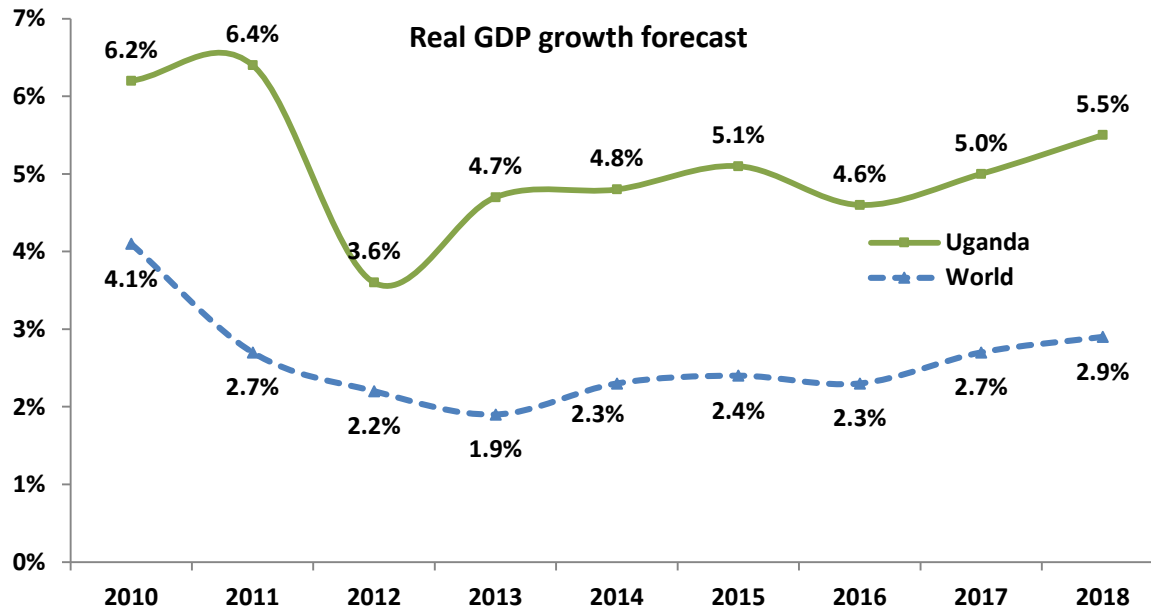
Appendices



- Appendix 1: Uganda's macroeconomic outlook
- Appendix 2: Uganda power sector
- Appendix 3: Generation overview
- Appendix 4: Tariff analysis

Appendix 1: Uganda's macroeconomic outlook

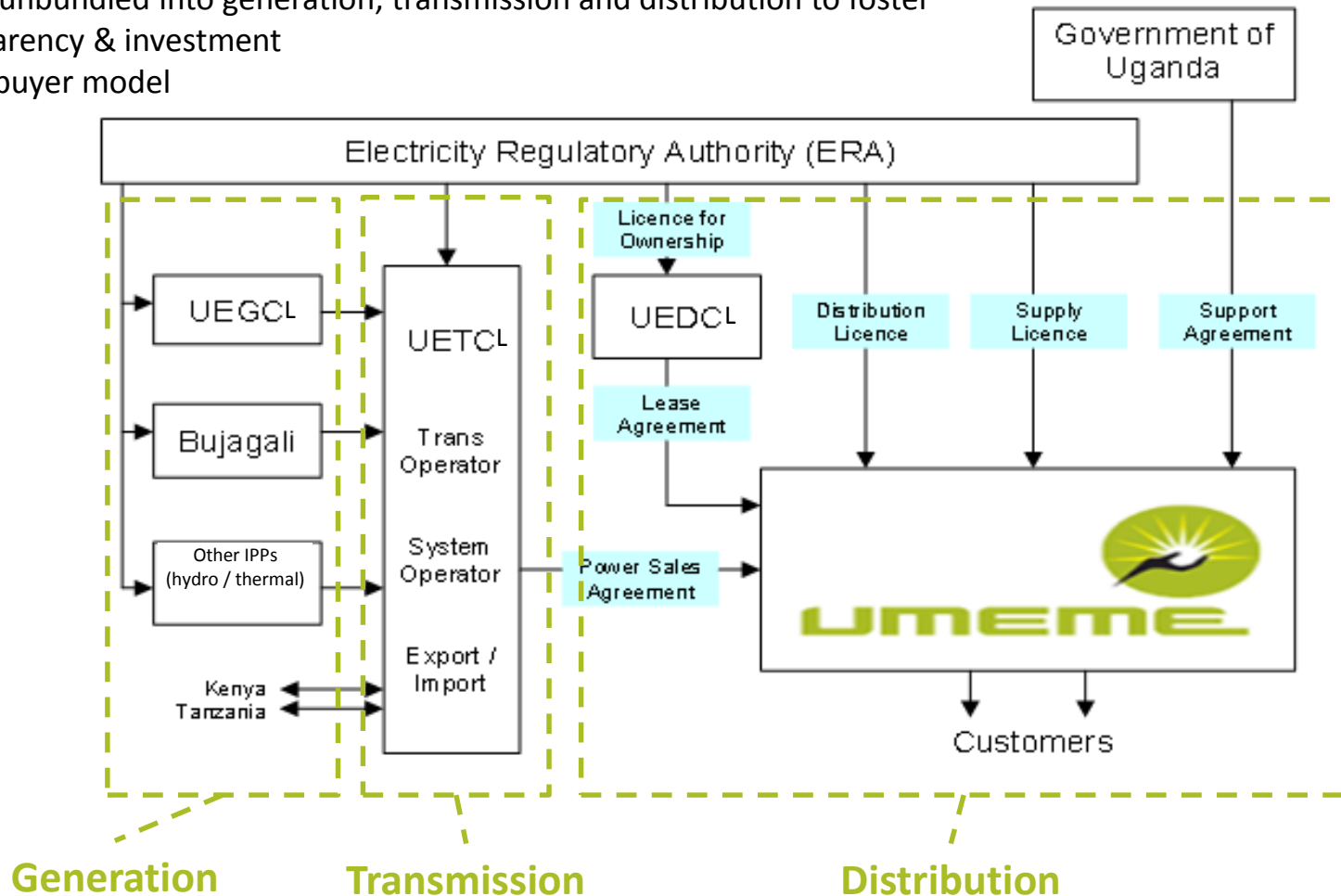
Positive outlook for economic growth



- “Real GDP growth is forecast at 4.6% in 2016, supported by high government spending but held back by tight lending conditions and sluggish private sector activity. Real GDP growth is expected to rise to 5.6% in 2017-20.
- Economic growth will be relatively broad-based, with telecommunications, financial services and transport continuing to perform well. Substantial public investment in infrastructure, funded largely by Chinese credit, will also have a strong bearing on economic growth throughout the forecast period.”

Appendix 2: Uganda power sector

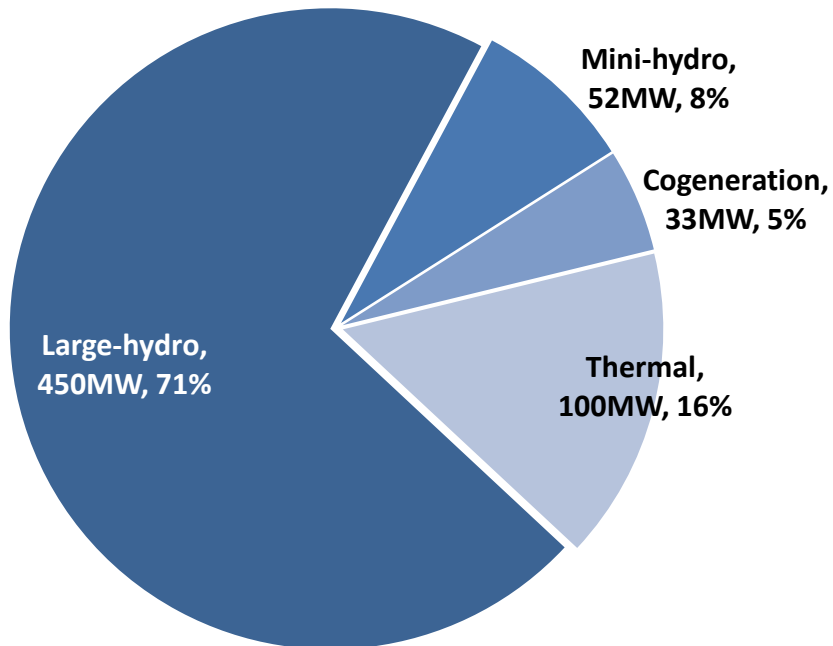
- Uganda's electricity sector was liberalised in 1999, supported by World Bank
- Sector unbundled into generation, transmission and distribution to foster transparency & investment
- Single buyer model



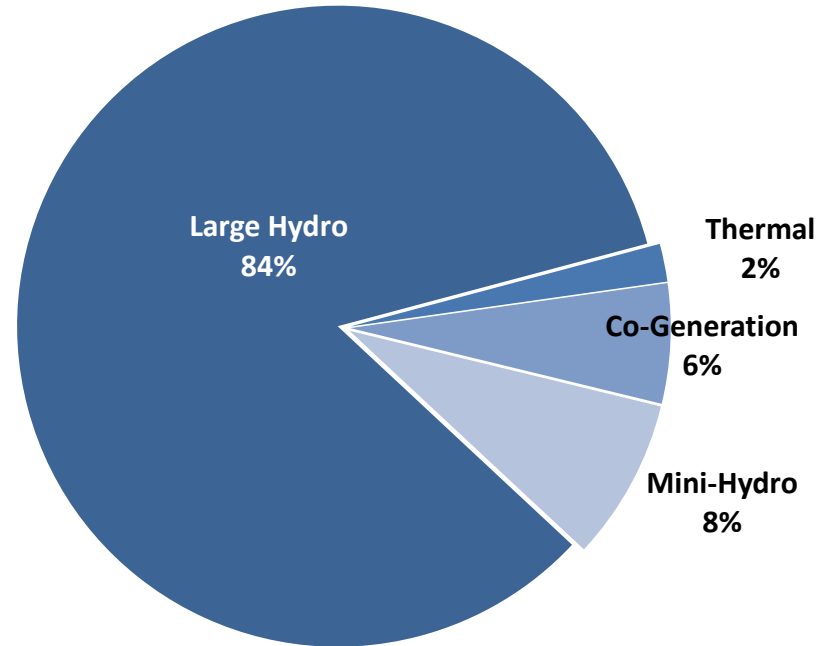
Appendix 3: Generation overview

Peak demand c.530MW

Energy supply mix (Installed capacity)

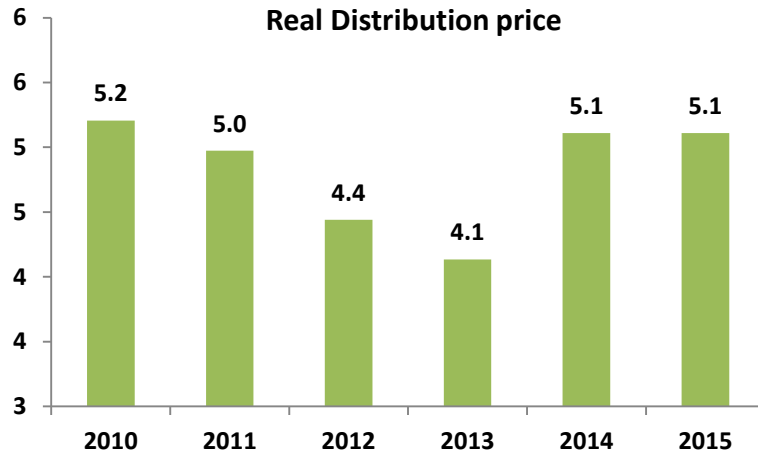


Average Monthly Dispatch



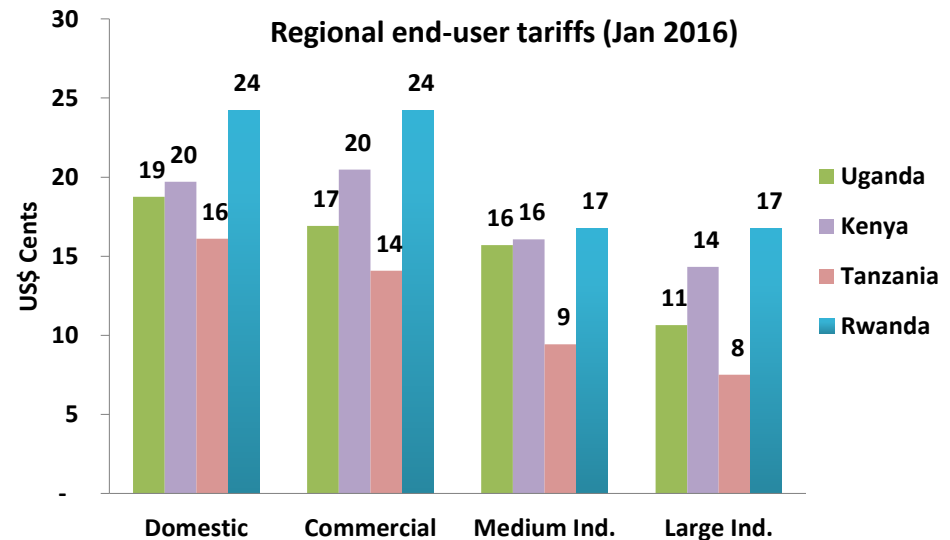
Appendix 4: Tariff analysis

USD/KWh



Umeme distribution price is <30% of end-user tariff

Uganda's tariffs are competitive regionally and cheaper than Kenya across domestic, commercial and large industrial customers



Sources: Electricity Regulatory Authority Uganda, Electricity & Water Utilities Regulatory Authority Tanzania, Electricity Regulatory Commission Kenya, EWSA Rwanda. Data collected as at January 2016 and converted using Bank of Uganda official COMESA exchange rates to US\$