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HELIOS TOWERS REPORTS ITS SIXTEENTH CONSECUTIVE QUARTER OF ADJUSTED EBITDA GROWTH

Helios Towers, the independent telecoms tower infrastructure company, announces results for the 12 months to 31 December 2018.

Financial highlights

- Revenue for the 12 months increased by 3% year-on-year to US\$356.0m (FY 2017: US\$345.0m)
- Adjusted EBITDA up 22% year-on-year to US\$177.6m (FY 2017: US\$146.0m) with FY 2018 Adjusted EBITDA margin at 50% (FY 2017: 42%), up 8ppts
- Q4 2018 Adjusted EBITDA up 13% year-on-year to US\$46.5m (Q4 2017: US\$41.1m) with Q4 2018 Adjusted EBITDA margin at 52% (Q4 2017: 46%), up 6ppts
- Cash and cash equivalents of US\$89.0m at the end of the year (FY 2017: US\$119.7m)
- US\$100m term loan facility raised to fund future expansion in current markets and opportunities in new markets, specifically South Africa

Operational highlights

- Increase in colocations of 5% year-on-year to 6,804 colocations (FY 2017: 6,468 colocations)
- Increase in total sites of 3% year-on-year to 6,745 total sites (FY 2017: 6,519 total sites)
- Tenancy ratio increased by 0.02x to 2.01x (FY 2017: 1.99x)

Outlook

- Helios Towers remains focussed on continued organic growth through additional colocation volumes, amendment revenues and built-to-suit tenancies as well as margin expansion driven by additional operational efficiencies in its existing markets
- This will be supplemented by the recently announced expansion into South Africa, through a partnership with Vulatel and subsequent acquisition of SA Towers, which provides the infrastructure platform to enter into one of Africa's largest and most attractive markets

Kash Pandya, Chief Executive Officer of Helios Towers, said:

"We are pleased to have delivered another strong set of financial results in 2018 and to continue our run of, now, 16 consecutive quarters of Adjusted EBITDA growth. Having broken the 50% Adjusted EBITDA margin target in Q3 2018, we have ended the year with 52% margin which is driven by firm revenue growth and continued implementation of our business excellence strategy.

"Whilst there continues to be significant opportunities in our existing markets, we are also excited about the recent announcement of our entry into South Africa. Expansion into new African markets and new verticals is a key part of our strategy. The partnership with Vulatel and acquisition with SA towers

provides the platform to build out wireless and fixed line open access infrastructure in one of Africa's most exciting mobile markets.

"As we look to the year ahead, our focus continues to be on delivering for our customers, employees and investors. We remain committed to unlocking the potential for mobile connectivity in our high-growth African markets."

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About Helios Towers

- Helios Towers is a leading independent telecommunications tower infrastructure company in Africa, having established one of the continent's most extensive tower portfolio with over 6,700 towers across five countries. HT builds and manages telecom passive infrastructure, leasing it to mobile operators.
- Helios Towers owns and operates more sites than any other operator in each of Tanzania, Democratic Republic of Congo ("DRC"), and Congo Brazzaville. It is also a leading operator in Ghana with a strong urban presence and recently announced entry into South Africa.
- Helios Towers pioneered the sale-leaseback model in Africa, buying towers that were held by single operators and providing services utilising the tower infrastructure to the seller and other operators. This allows wireless operators to outsource non-core tower-related activities, enabling them to focus their capital and managerial resources on providing higher quality services more cost-effectively.
- Investors in the company include: Helios Investment Partners, Quantum Strategic Partners, Albright Capital Management LLC, RIT Capital Partners Plc, the International Finance Corporation and Millicom International Cellular.

For further information go to:
www.heliostowers.com

To view the FY 2018 report go to:
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