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# H1 2024 Results

8 August 2024

# HELIOS TOWERS TEAM

**Manjit Dhillon**

Chief Financial Officer

**Tom Greenwood**

Chief Executive Officer

**Chris Baker-Sams**

Head of Strategic Finance and Investor Relations

# Agenda

1. Highlights
2. Financial results
3. Q&A

Dar es Salaam, Tanzania

# Highlights

Odzala National Park, Congo Brazzaville

# HIGHLIGHTS

## 1 Strong tenancy additions & tenancy ratio expansion

- +1,649 YTD tenancy additions (+2,691 YoY)
- +0.14x YoY tenancy ratio expansion to 2.01x

## 2 Adj. EBITDA & ROIC growth ahead of expectations

- +11% YoY H1 revenue growth
- +19% YoY H1 Adj. EBITDA growth
- +14% YoY H1 PFCF growth
- +2ppt YoY ROIC expansion to 13%(1)

## 3 Strengthened financial position

- Net leverage reduction of -0.6x YoY and -0.2x QoQ, to 4.2x
- Refinanced debt with new $850m 7.50% bond; extended avg. maturity to 5y with 92% fixed rate
- Rating upgrades by Moody's/ S&P to B1/ B+, and positive outlook change by Fitch

## 4 FY 24 guidance tightened upwards(3)

- 1,900 - 2,100 tenancy additions (Prior: 1,600 – 2,100)
- $410m - $420m Adj. EBITDA (Prior: $405m – $420m)
- Net leverage below 4.0x
- Neutral free cash flow(2) – inflection point in FY 24

**Growth underpinned by $5.5bn contracted revenue with an average remaining initial life of 7.4 years**

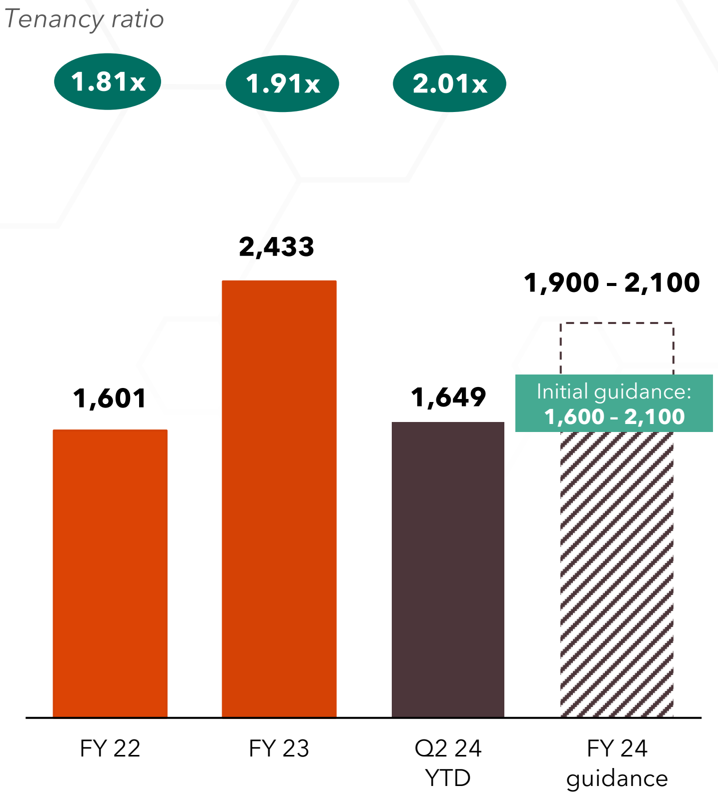
(1) Return on invested capital (ROIC) is defined as annualised portfolio free cash flow divided by invested capital. Invested capital is defined as gross property, plant and equipment and gross intangible assets, less accumulated maintenance and corporate capital expenditure, adjusted for IFRS 3 and IAS 29 accounting adjustments and deferred consideration for future sites. Annualised portfolio free cash flow is calculated as portfolio free cash flow (PFCF) for the last twelve months.

(2) Excluding the closing of a potential second acquisition (of 227 further sites) in Oman, as previously announced on 8 December 2022.

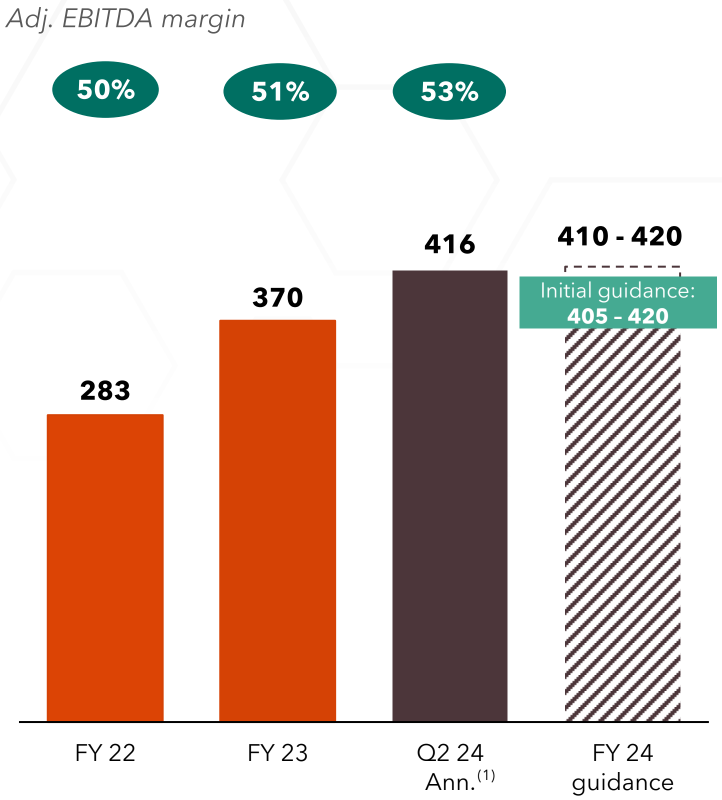
(3) FY 24 guidance tightened upwards for tenancy additions, Adjusted EBITDA, PFCF and capex.

# PROGRESSING TOWARDS HIGH-END OF FULL-YEAR GUIDANCE

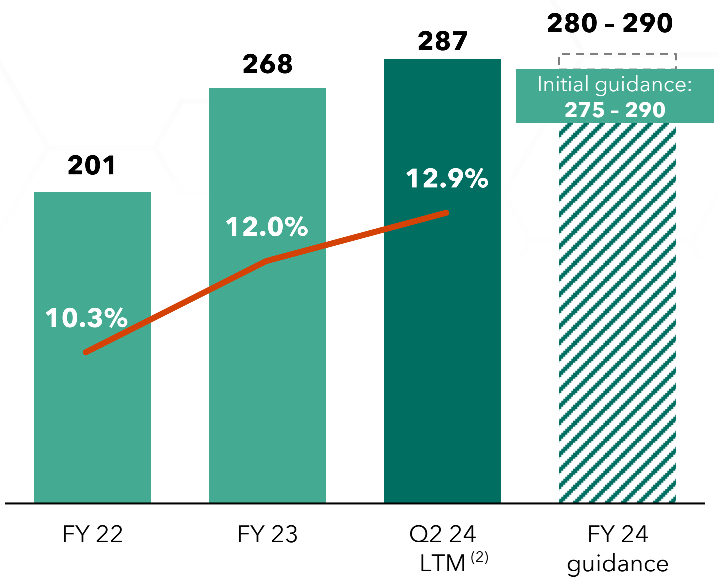
## Organic tenancy additions (#)




## Adj. EBITDA (US$m)



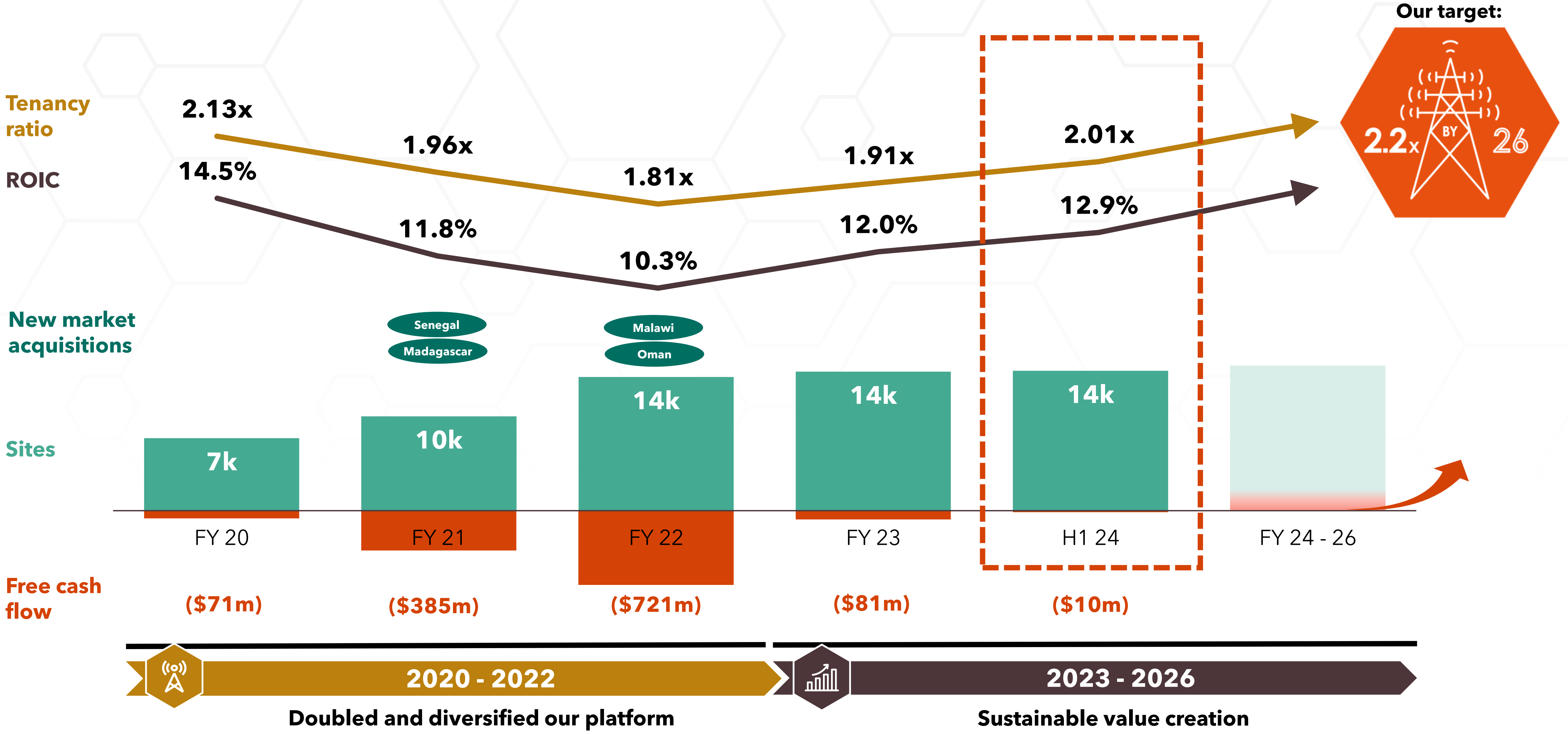

## PFCF and ROIC (US$m/ %)




(1) Annualised (Ann.) Adj. EBITDA calculated as the most recent fiscal quarter (Q2 24) multiplied by four.

(2) LTM calculated as trailing 12 months.

# TENANCY RATIO EXPANSION DRIVING ROIC AND FREE CASH FLOW GROWTH



# CAPITAL ALLOCATION PRIORITIES

**Capital allocation policy focused on growing portfolio free cash flow while consistently delivering ROIC above our cost of capital**

**Current priorities:**

| | | |
|---|---|---|
| 1 | **Optimised organic investments** | Capital efficient investments **accretive to ROIC** – colocations, operational efficiencies and highly selective BTS |
| 2 | **Deleveraging** | **<4.0x in 2024**, trending to **c.3.0x by 2026** |
| 3 | **Investor distributions** | **Free cash flow inflection in FY 24**(1), with future growth supporting capacity for potential distributions **from 2026** |
| 4 | **Opportunistic M&A** | Strict criteria that includes robust growth and **a sufficient surplus to WACC** |

(1) Excluding the closing of a potential second acquisition (of 227 further sites) in Oman, as previously announced on 8 December 2022.



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# OMAN DEEP-DIVE: ATTRACTIVE MARKET DYNAMICS AND CUSTOMER SERVICE FOCUS DELIVERING TENANCY RATIO EXPANSION AND +46% ADJ. EBITDA GROWTH

Executive Leadership:

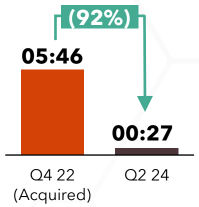
**Philippe Loridon**
Regional CEO – ME, E&W Africa

**Jadawy Al Riyamy**
MD HT Oman

## Instilling business excellence in Oman

### Customer Service Excellence

Downtime/ tower/ week




Lease-up **+0.36x**[(1)]

### People & Businesss Excellence

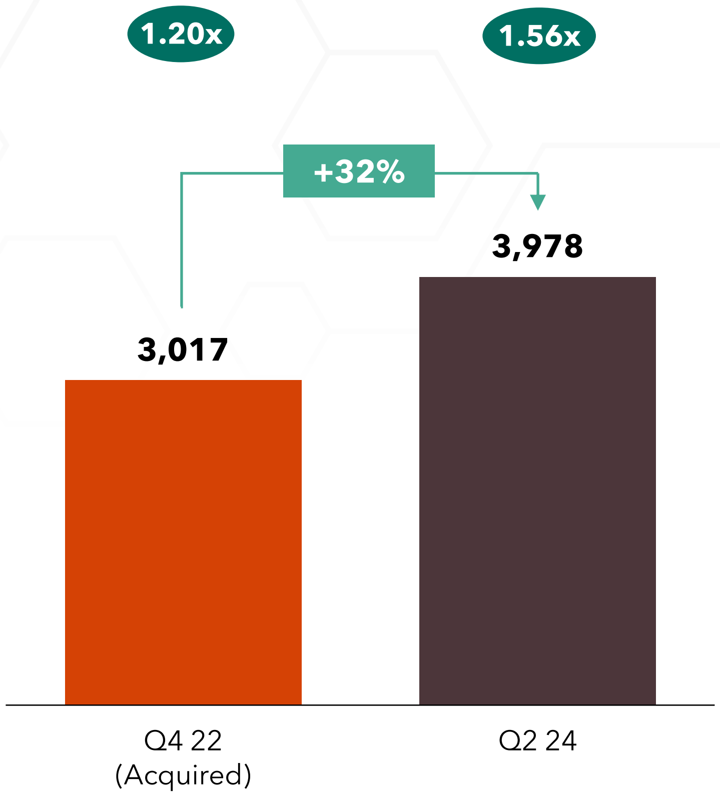
Local employees **91%**

Lean Six Sigma trained **49%**

- **Performance underpinned by systematic integration program, including:**
  - ✓ 200-day plan, covering key post-closing tasks
  - ✓ NOC, technical, LSS, leadership and other training
  - ✓ Embedding HT systems and processes

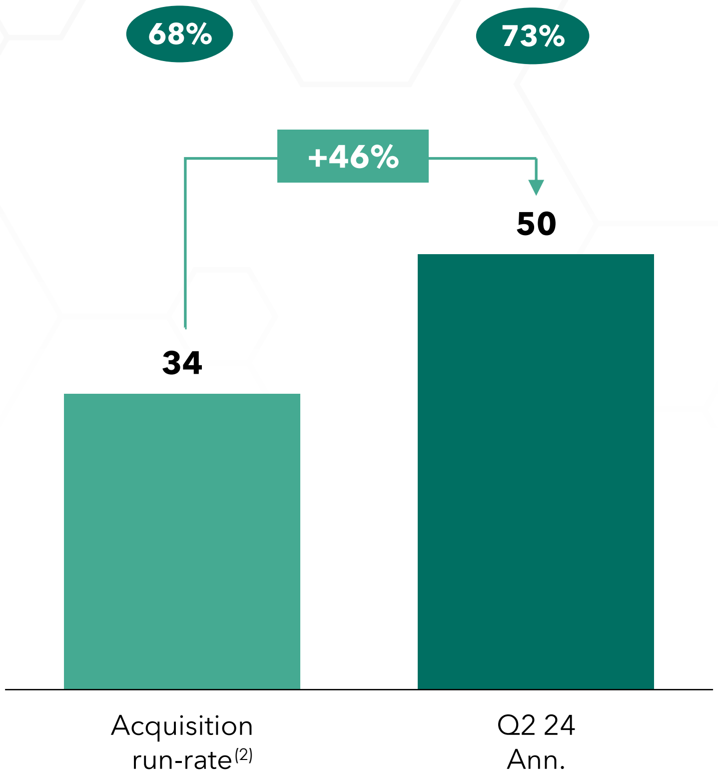
## Tenancies (#)

*Tenancy ratio*




## Adjusted EBITDA (US$m)

*Adj. EBITDA margin*




(1) Reflects tenancy ratio expansion between acquisition on 8 December 2022 and 30 June 2024.
(2) Reflects Y1 estimated Adj. EBITDA on the acquired assets.

# SUSTAINABLE BUSINESS STRATEGY UPDATE

| Impact | KPI | Mgmt. comp | FY 23 | H1 24 | FY 26 |
|---|---|---|---|---|---|
| **Developing talent** | % staff trained in Lean Six Sigma | *Enabler* | 53% | ✓ 54% | 70% |
| **Local teams** | % local employees | *Enabler* | 96% | ✓ 95% | 95-100% |
| **Reliable mobile coverage** | % power uptime(2) | *Bonus* | 99.98% | ✓ 99.99% | 100.00% (30s) |
| **Governance** | % ISO standards maintained | *Bonus* | 100% | ✓ 100% | 100% |
| **Gender diversity** | % female employees | *LTIP(1)* | 28% | ✓ 29% | 30% |
| **Enabling connectivity** | Population coverage footprint | *LTIP* | 144m | ✓ 149m | 164m |
| **Climate action** | Carbon emissions per tenant(3) | *LTIP* | 0% | -- | (46%) by 2030 |

- Power uptime reached a **year-to-date record of 99.99%**
- Population coverage **+5m**, driven by site additions and population growth
- Gender diversity **nearing 30% target**
- 2030 carbon targets including new markets(4) to be released alongside Q3 results
- Positive external recognition for Sustainable Business Strategy:
  - **Highest 'AAA' rating from MSCI**
  - **FTSE4Good Index inclusion**

(1) 'LTIP' refers to Long-Term Incentive Plan.
(2) Trailing average power uptime of our nine markets for the respective period, weighted based on FY 23 and H1 24 site counts, respectively.
(3) Carbon emissions per tenant target covers Scope 1 and 2 emissions and covers the five markets where the Company was operational in 2020. Performance reflects change from a 2020 baseline using the latest available emission factors and is only reported annually.
(4) New markets refer to Senegal, Malawi, Madagascar and Oman.

# Financial results

# OPERATIONAL & FINANCIAL HIGHLIGHTS

| In US$m, unless otherwise stated | YoY | | | QoQ | | |
|---|---|---|---|---|---|---|
| | **H1 2024** | **H1 2023** | **YoY** | **Q2 2024** | **Q1 2024** | **QoQ** |
| Sites (#) | **14,185** | 13,870 | **+2%** | **14,185** | 14,166 | **+0%** |
| Tenancies (#) | **28,574** | 25,883 | **+10%** | **28,574** | 27,686 | **+3%** |
| Tenancy ratio (x) | **2.01x** | 1.87x | **+0.14x** | **2.01x** | 1.95x | **+0.06x** |
| Revenue | **390** | 350 | **+11%** | **195** | 195 | **+0%** |
| Adj. EBITDA(1) | **206** | 174 | **+19%** | **104** | 102 | **+2%** |
| Adj. EBITDA margin (%) | **53%** | 50% | **+3ppt** | **53%** | 53% | **-** |
| Operating profit | **132** | 69 | **+91%** | **65** | 67 | **-3%** |
| Portfolio free cash flow | **142** | 125 | **+14%** | **72** | 70 | **+3%** |
| Cash generated from operations | **176** | 148 | **+19%** | **120** | 56 | **+115%** |
| Net debt(2) | **1,759** | 1,715 | **+3%** | **1,759** | 1,812 | **-3%** |
| Net leverage (x)(3) | **4.2x** | 4.8x | **-0.6x** | **4.2x** | 4.4x | **-0.2x** |

(1) Adjusted EBITDA is defined by management as loss before tax for the year, adjusted for finance costs, other gains and losses, interest receivable, loss on disposal of property, plant and equipment, amortisation of intangible assets, depreciation and impairments of property, plant and equipment, depreciation of right-of-use assets, deal costs for aborted acquisitions, deal costs not capitalised, share-based payments and long-term incentive plan charges, and other adjusting items. Other adjusting items are material items that are considered one-off by management by virtue of their size and/ or incidence.

(2) Net debt means gross debt less cash and cash equivalents.

(3) Calculated as per the Senior Notes definition of net debt divided by annualised Adjusted EBITDA.



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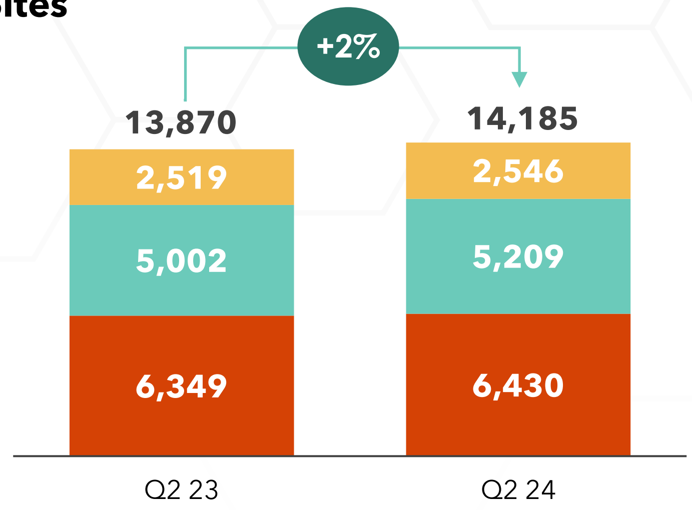
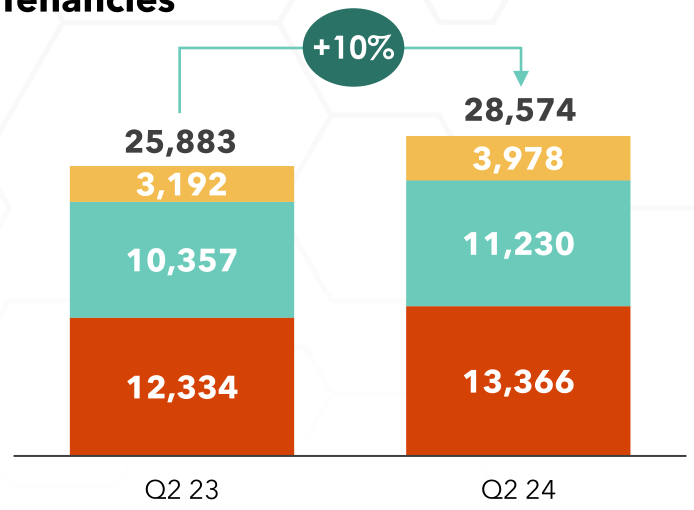
# Q2 2024: STRUCTURAL GROWTH, LEADING MARKET POSITIONS AND CUSTOMER SERVICE FOCUS SUPPORTING STRONG TENANCY ADDITIONS

## Sites



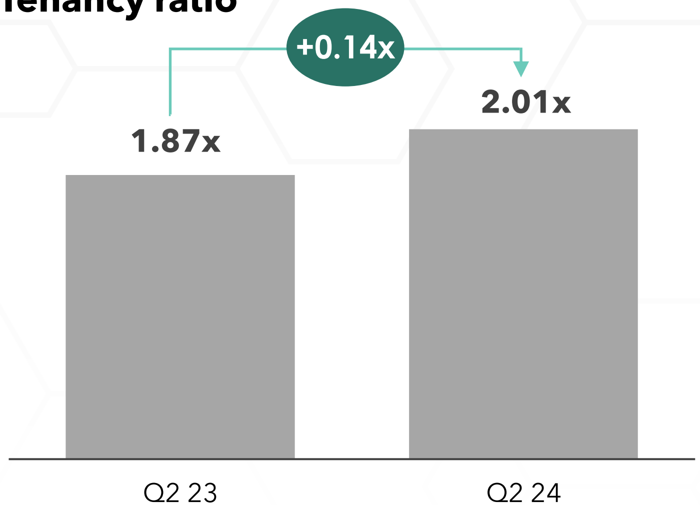

- Site additions +315 YoY (+88 YTD)
- Highly selective approach to new site rollout – including day-1 ROIC threshold and clear lease-up potential

## Tenancies




- Tenancy additions +2,691 YoY (+1,649 YTD)
- Driven by our largest three markets: Oman (+786), Tanzania (+773), DRC (+577)

## Tenancy ratio

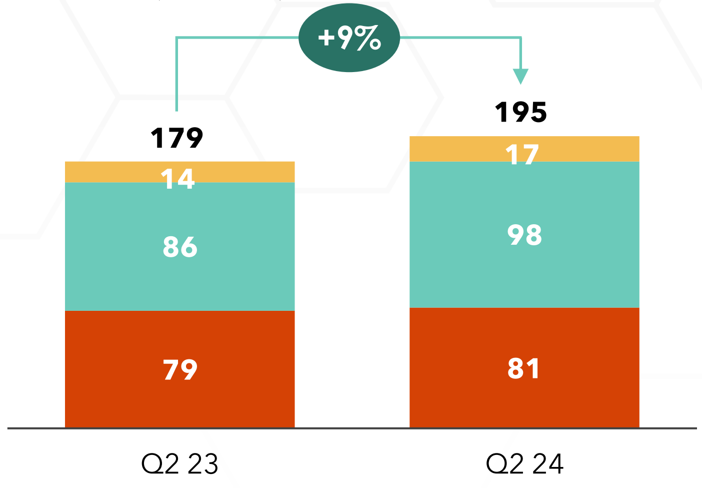



- Tenancy ratio +0.14x
- Driven by increase across all our markets, with Oman (+0.29x) and Tanzania (+0.20x) delivering fastest lease-up

Growth | East & West Africa | Central & Southern Africa | Middle East & North Africa

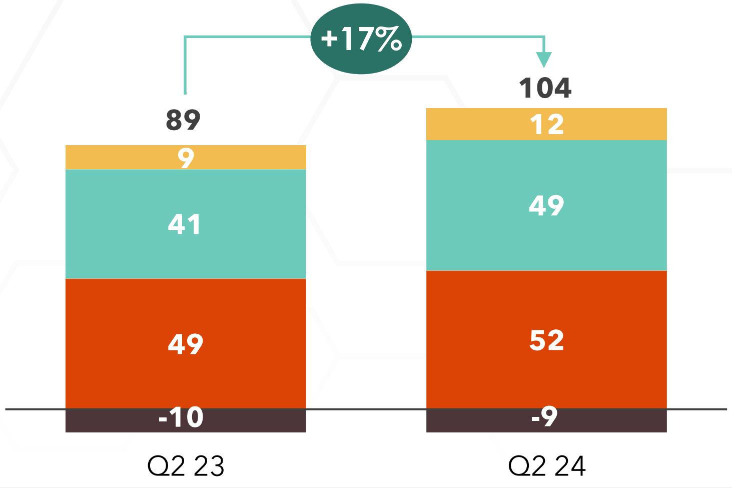
# Q2 2024: TENANCY GROWTH DELIVERING +17% ADJUSTED EBITDA EXPANSION

## Revenue (US$m)



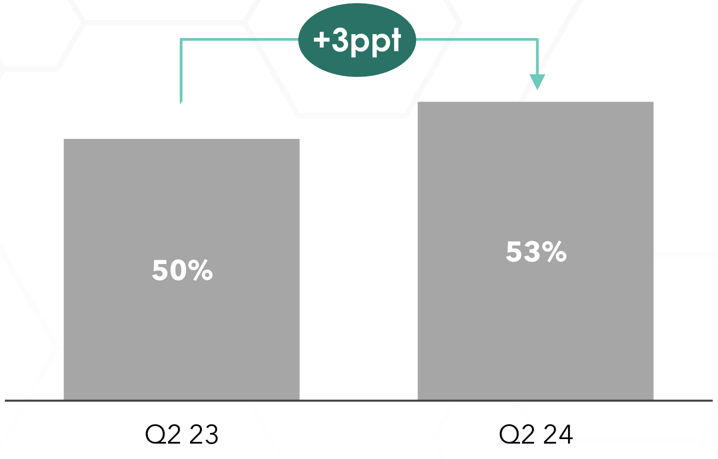

- Revenue of 9% driven predominantly by tenancy growth (+10%)

## Adj. EBITDA (US$m)




- Adj. EBITDA growth driven by tenancy additions
- Middle East & North Africa increased +35% and Central & Southern Africa +20%, respectively

## Adj. EBITDA margin (%)

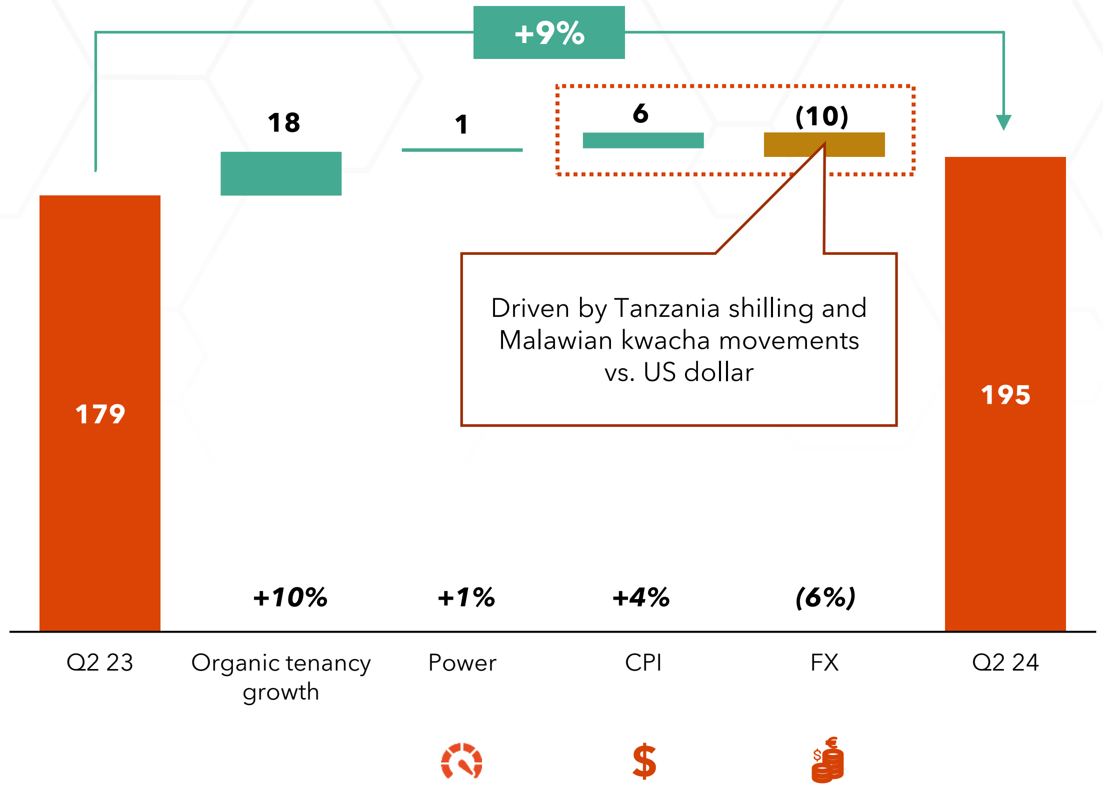



- Adj. EBITDA margin increased +3ppt
- Margin expansion driven by highly accretive colocation lease-up

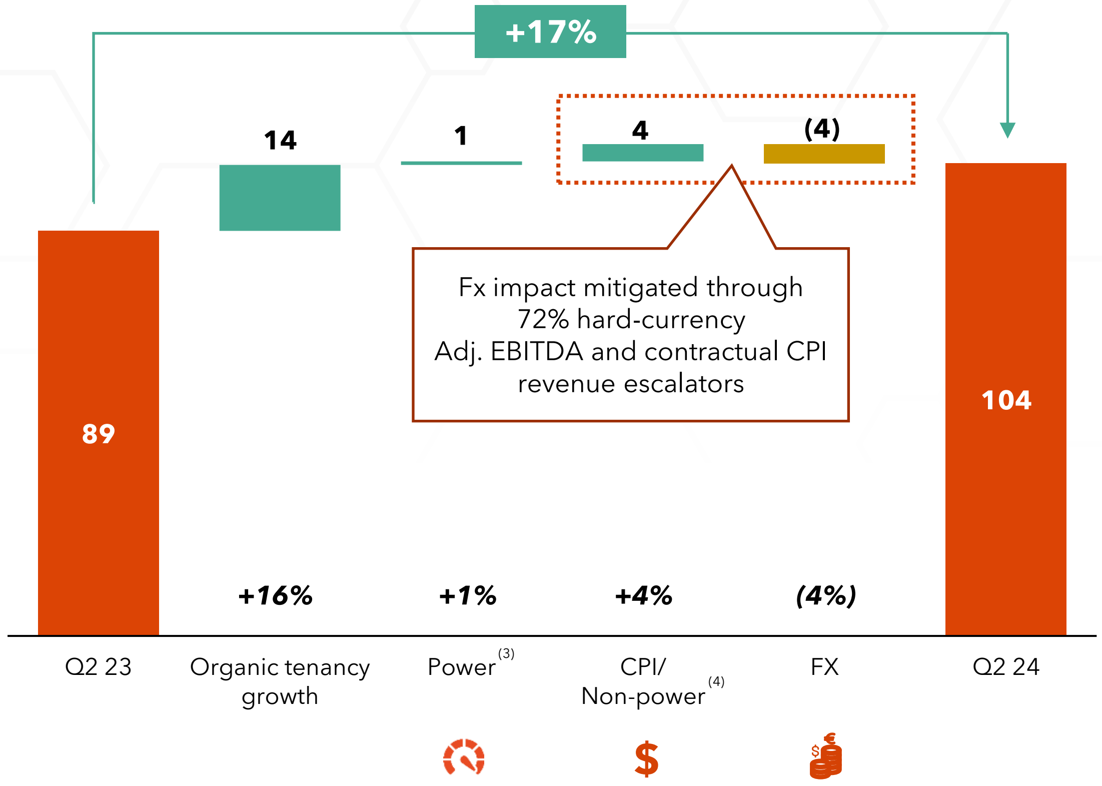
Growth East & West Africa Central & Southern Africa Middle East & North Africa HoldCo

# ADJ. EBITDA GROWTH IS HIGHLY CORRELATED TO TENANCY ADDITIONS AND RESILIENT TO FX, CPI AND POWER PRICE MOVEMENTS

## Q2 24 YoY revenue walkthrough[1,2] (US$m)



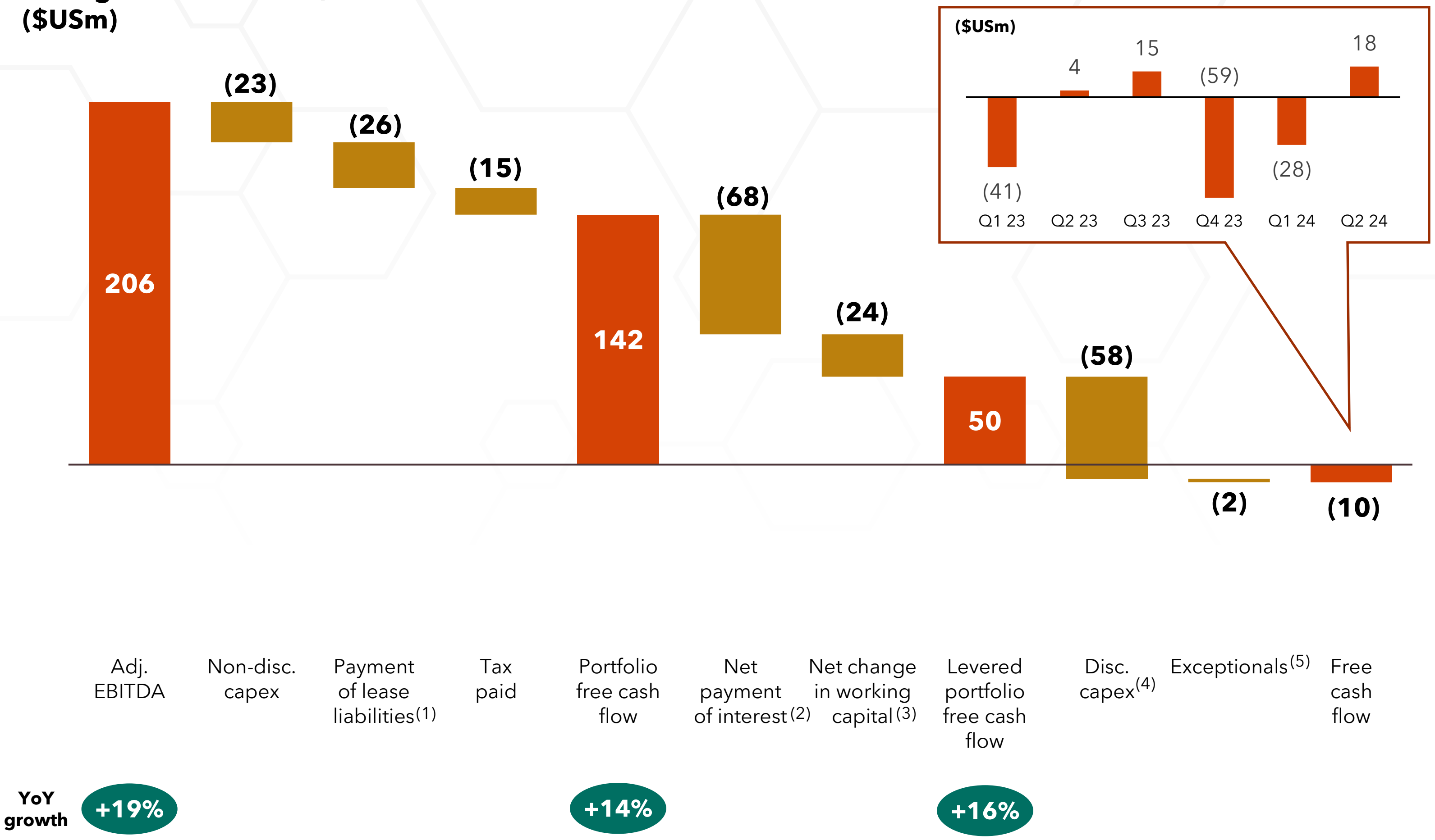

## Q2 24 YoY Adj. EBITDA walkthrough[1] (US$m)




(1) Figures may not sum due to rounding.
(2) Revenue impact for CPI and power reflects increase in Q2 24 revenues from respective escalations effected since the beginning of Q3 23. Revenue impact from Fx reflects the YoY Fx translation impact from local currency and Euro-pegged revenues into US dollars.
(3) Calculated as escalations from power-linked revenues less year-on-year changes in power opex assuming Q2 23 power opex per site using HT's Q2 24 average site count.
(4) Calculated as escalations from CPI-linked revenues less year-on-year changes in non-power opex and SG&A assuming Q2 23 non-power opex per site using HT's Q2 24 average site count.

# ON TARGET FOR NEUTRAL FREE CASH FLOW IN FY 2024

**Management cash flow, YTD ($USm)**




## Commentary

- H1 24 portfolio free cash flow of $142m, driven by **tenancy additions driving Adj. EBITDA growth** and timing of tax paid
- **+16% YoY growth in levered portfolio free cash flow**, with leverage on largely fixed interest costs expected over the near term
- **H1 24 free cash flow of ($10m)**
  - Continue to expect **neutral free cash flow in FY 24**[6]

(1) Payment of lease liabilities comprises interest and principal repayments of lease liabilities.
(2) Net payment of interest corresponds to the net of 'Interest paid' (including withholding tax) and 'Interest received' in the Consolidated Statement of Cash Flow, excluding interest payments on lease liabilities.
(3) Net change in working capital corresponds to movements in working capital, excluding cash paid for adjusting and EBITDA adjusting items and including movements in capital expenditure related working capital.
(4) Discretionary capital additions includes acquisition, growth and upgrade capital additions and excludes IFRS 3 accounting adjustments.
(5) Cash paid for exceptional and one-off items includes project costs and deal costs.
(6) Excluding the closing of a potential second acquisition (of 227 further sites) in Oman, as previously announced on 8 December 2022.



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# CAPEX IS TIGHTLY CONTROLLED AND FOCUSED ON ACCRETIVE OPPORTUNITIES

| Capex breakdown (US$m) | FY 23 | H1 24 | FY 24 updated Guidance |
|---|---|---|---|
| Acquisitions | 20 | 6 | |
| Growth | 113 | 38 | |
| Upgrade | 35 | 14 | |
| **Discretionary[(1)]** | **168** | **58** | **110 - 145** |
| Non-discretionary (Cost per site per year) | 36 ($3k) | 23 ($3k) | c.45 ($3k) |
| **Total capex[(1)]** | **203** | **80** | **155 - 190** |

## H1 24

- H1 24 capex of $80m, of which $23m non-discretionary, **in line with expectations**

## FY 24 guidance

- Capex guidance updated to $155m - $190m (prior: $150m - $190m), reflecting tenancy guidance tightened upwards
- Discretionary capex **tightly controlled** and only approved if returns achieve internal thresholds

(1) Values may not sum up due to rounding.

# SUCCESSFULLY NAVIGATING THE HIGHER RATE ENVIRONMENT WITH BOND REFINANCING

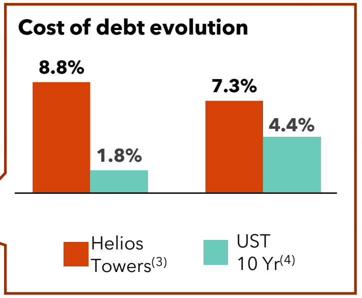
**Raised $850m 5YR Bond with a 7.5% coupon – extending our maturities with a minimal increase in cost of debt**

## Strengthened financial position

**+2yrs** extended weighted average remaining debt maturity by two years, to 5 years[1]

**–** neutral impact to gross and net leverage

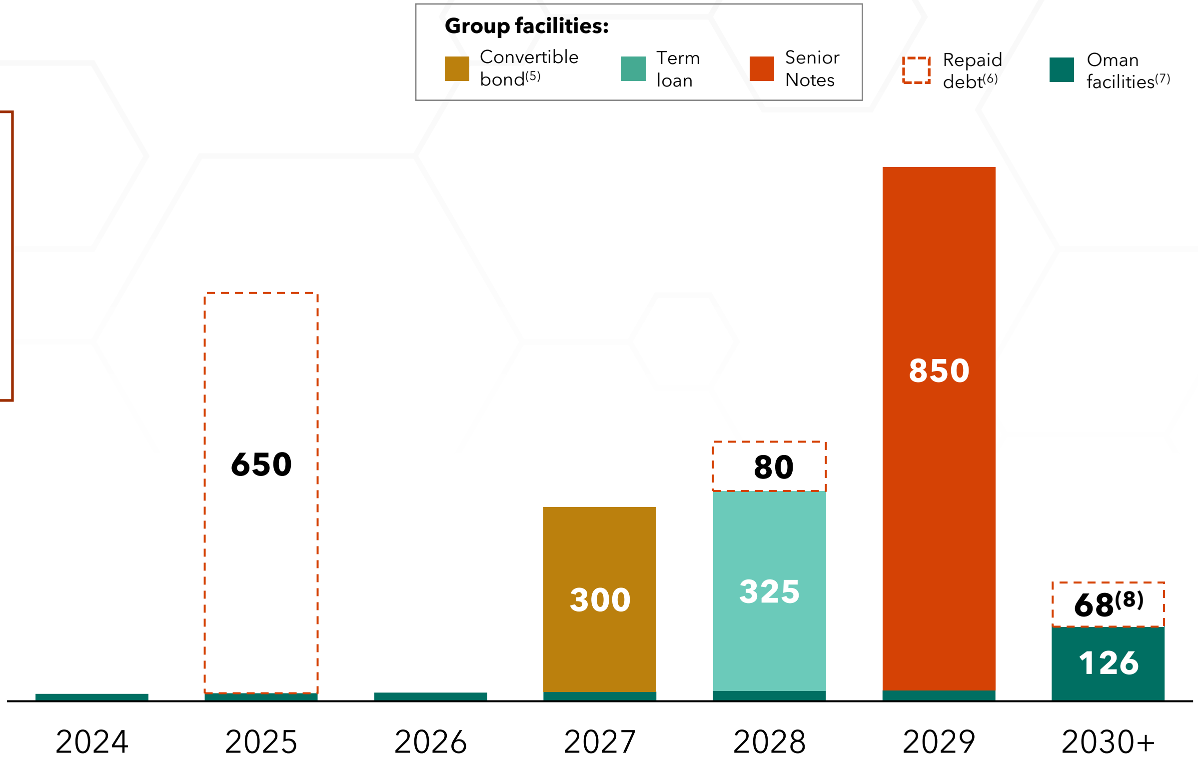
**7.3%** Group cost of debt[2] increasing marginally, despite a higher rate environment and materially lower than at IPO (8.8%)




**$400m** available for general corporate purposes (c.$255m undrawn debt and $145m cash)

**⬆ B1/B+** Rating upgrades by Moody's to B1 and by S&P to B+, and positive outlook by Fitch

## Debt maturity profile extended (US$m)




(1) Calculated on weighted basis, utilising drawn debt and interest cost as of Q2 2024.
(2) Includes Group term loan ($120m undrawn), Group RCF (fully undrawn) and Oman facilities.
(3) Helios Towers cost of debt calculated on a weighted basis utilising drawn debt.
(4) UST 10 Year as at 16th October 2019 and 28th June 2024.
(5) The convertible bond is accounted for as a compound instrument, with $247m considered as liability and $53m an equity component before transaction costs and excluding accrued interest.
(6) Repaid facilities include the existing 2025 notes in full ($650m), Senegal OpCo facilities (c.$68m), and a portion of the Group Term Loan facilities ($80m).
(7) Oman facilities feature principal amortisation through 2024 and beyond. These amounts are largely immaterial compared to the Group's total debt and therefore have not been disclosed.
(8) Senegal facilities have an amortising profile with final maturity in May 2030. $9m of the $68m total was held on balance sheet as of 30 June 2024, and was subsequently extinguished on 2 July 2024.



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# STRONG FINANCIAL POSITION WITH LARGELY FIXED RATE DEBT AND NO NEAR-TERM MATURITIES

| Debt KPIs 2 | Q2 23 | Q1 24 | Q2 24 |
|---|---|---|---|
| **Cash & cash equivalents** | **128** | **89** | **145** |
| Bond (Dec-25) | 975 | 650 | 850 |
| Convertible bond[(1)] (Mar-27) | 247 | 247 | 247 |
| Group term loan | 65 | 405 | 325 |
| Local facilities | 270 | 296 | 235 |
| Lease obligations + other[(2)] | 285 | 303 | 246 |
| Gross debt | 1,843 | 1,901 | 1,903 |
| Net debt[(3)] | 1,715 | 1,812 | 1,759 |
| Annualised Adj. EBITDA[(4)] | 356 | 409 | 416 |
| **Gross leverage[(5)]** | **5.2x** | **4.6x** | **4.6x** |
| **Net leverage[(6)]** | **4.8x** | **4.4x** | **4.2x** |

**-0.6x** net leverage YoY

## Commentary

- Net leverage **decreased by -0.6x YoY to 4.2x**; target **below 4.0x in FY 24**
- **c.$400m** in available cash and undrawn debt facilities
- **Rating upgrades** by Moody's to **B1** (St) and by S&P to **B+** (St), and **positive outlook change** by Fitch, driven by track record, diversification and cash flow generation

**5**
years weighted average life remaining[(7)]

**92%**
of drawn debt at fixed rate[(7)]

(1) The convertible bond is accounted for as a compound instrument. On initial recognition of the $250m March issue, this created a $205m liability and an equity component of $45m before transaction costs. At Q1 2024 and including the $50m bond tap, this represents a $247m liability and an equity component of $53m before transaction costs and excluding accrued interest.
(2) 'Other' relates to unamortised loan issue costs, accrued bond and loan interest and derivative liability. Following our bond refinancing in May 2024, we no longer include shareholder loans in the 'other' balance.
(3) Net debt is calculated as gross debt less cash and cash equivalents.
(4) Annualised Adj. EBITDA is calculated as the most recent fiscal quarter multiplied by 4.
(5) Calculated as gross debt divided by Annualised Adj. EBITDA for the quarter.
(6) Calculated as net debt divided by Annualised Adj. EBITDA for the quarter.
(7) Weighted average life remaining and fixed rate % are based on drawn debt.

# FY 2024 GUIDANCE TIGHTENED UPWARDS

| | FY 23 Actual | H1 24 Actual | FY 24 Updated guidance[1] | YoY Growth[3] |
|---|---|---|---|---|
| **Organic tenancy additions** | **+2,433** | **+1,649** | **+1,900 - 2,100** (Prior: +1,600 – 2,100) | **+7% - 8%** |
| **Adj. EBITDA** | **$370m** | **$416m** (annualised) | **$410m - $420m** (Prior: $405m – $420m) | **+11% - 14%** |
| **PFCF** | **$268m** | **$287m** (LTM) | **$280m - $290m** (Prior: $275m – $290m) | **+4% - 8%** |
| **Capex** | **$203m** ($35m non-disc.) | **$80m** ($23m non-disc.) | **$155m - $190m** (c.$45m non-disc.) (Prior: $150m - $190m) | **(6%) - (24%)** |
| **Net leverage** | **4.4x** | **4.2x** | **<4.0x** | **>(0.4x)** |
| **Free cash flow** | **($81m)** | **($10m)** | **Neutral** excluding potential second closing in Oman[2] | **-** |

(1) Guidance assumes the Group continues to apply the same accounting policies.
(2) Excluding the closing of a potential second acquisition (of 227 further sites) in Oman, as previously announced on 8 December 2022.
(3) YoY growth refers to FY 24 guidance compared to FY 23 actual performance.



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# KEY TAKEAWAYS

**Consistent and strong tenancy additions (+1,649 YTD/ +2,691 YoY)**

**Strong Adj. EBITDA growth, ROIC expansion and continued deleveraging**

**FY 24 guidance tightened upwards; focused on capital efficient organic growth, ROIC expansion and deleveraging**


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Q&A
Thank you
Jërëjëf
Medaase
Zikomo
Merci
Asante
Shukran شكراً
Matondo
Misaotra
Matondi
Siyabonga
Dakar, Senegal

# INVESTOR RELATIONS

| Upcoming IR events | Event |
|---|---|
| 3 September | **Barclays Media and Telecom Forum** |
| 5 September | **dbAccess European TMT Conference** |
| 17 to 19 September | **JP Morgan Emerging Markets Credit Conference** |
| 23 September | **BofA European Telecoms Fieldtrip** |
| 24 to 25 September | **RBC Global Communications Infrastructure Conference** |

## IR Contact


**Chris Baker-Sams**

Head of Strategic Finance and Investor Relations

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# Appendix

Muscat, Oman

# MARKET OVERVIEW: MACRO AND INDUSTRY SNAPSHOT

| | # MNOs(1) | Mobile Penetration(2) | 4G/ 5G penetration(2) | PoS Growth CAGR(3) (2023 - 2028) | Towers held by MNOs(4) | Credit ratings(5) | Credit ratings momentum(6) |
|---|---|---|---|---|---|---|---|
| **Tanzania** | 4 | 48% | 20% | 6% | 0.7k | B1(St)/NR/B+(St) | ↑ |
| **Senegal** | 3 | 46% | 36% | 6% | 2.6k | Ba3(St)/B+(St)/NR | ↗ |
| **Malawi** | 2 | 41% | 22% | 14% | 0.5k | NR/NR/NR | -- |
| ***East & West Africa*** | ***4*** | ***47%*** | ***24%*** | ***7%*** | ***3.8k*** | -- | -- |
| **DRC** | 4 | 27% | 15% | 12% | 1.9k | B3(St)/B-(St)/NR | ↑ |
| **Congo B** | 2 | 37% | 21% | 6% | 0.5k | Caa2(St)/B-(St)/CCC+ | ↑ |
| **Ghana** | 3 | 54% | 25% | 5% | 0.0k | Ca(St)/SD/RD | ↓ |
| **South Africa** | 5 | 77% | 69% | 4% | 9.5k | Ba2(St)/BB-(St)/BB-(St) | ↗ |
| **Madagascar** | 3 | 37% | 30% | 7% | 0.6k | NR/B-(St)/NR | ↘ |
| ***Central & Southern Africa*** | ***4*** | ***39%*** | ***23%*** | ***9%*** | ***12.5k*** | -- | -- |
| **Oman** | 3 | 91% | 78% | 7% | 3.2k | Ba1(St)/BB+(St)/ BB+(St) | ↑ |
| ***Middle East & North Africa*** | ***3*** | ***91%*** | ***78%*** | ***7%*** | ***3.2k*** | -- | -- |
| ***Group*** | **3.4** | **52%** | **33%** | **7%** | **19.5k** | **B1(St)/B+(St)/B+(Po)**(7) | ↑ |

(1) Excludes MNOs with negligible market share. Group/ segment figures weighted based on Q2 24 site count.
(2) GSMA Intelligence Database, accessed December 2023. Group/ segment figures weighted based on Q2 24 site count. Mobile penetration refers to market penetration, unique mobile subscribers.
(3) Data sourced from Analysys Mason, February 2024, with Group/ segment figures weighted based on Q2 24 site count.
(4) Analysys Mason, February 2024. Towers held by MNOs reflects marketable towers held by MNOs across our markets. In South Africa, towers held by Mast are included.
(5) Credit ratings in the order of Moody's, S&P and Fitch.
(6) Refers to change in credit ratings from the positions on 1st Jan 2022.
(7) Helios Towers' credit ratings.

↑ Rating upgrade from one of the agencies
↗ Outlook upgrade from one of the agencies
→ No change in ratings/ outlook
↘ Outlook downgrade from one of the agencies
↓ Rating downgrade from one of the agencies



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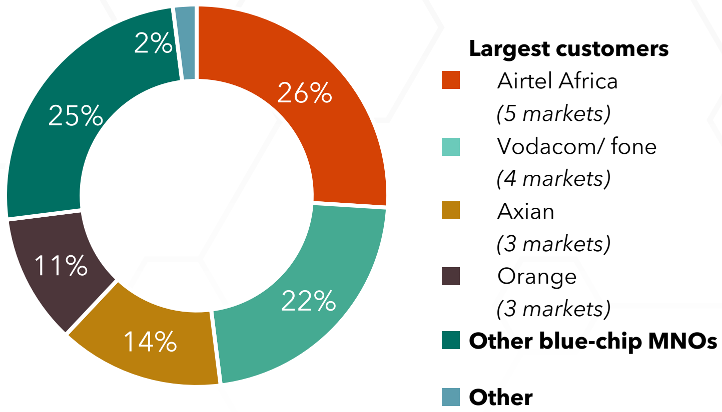
# Q2 2024 SITES & TENANCIES AND POPULATION COVERAGE

| | Population coverage | Sites | | | | | Tenancies | | | | | Tenancy ratio | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | H1 24 | Q2 23 | Q1 24 | Q2 24 | YoY | QoQ | Q2 23 | Q1 24 | Q2 24 | YoY | QoQ | Q2 23 | Q1 24 | Q2 24 | YoY | QoQ |
| **Tanzania** | 42m | 4,193 | 4,180 | 4,176 | (17) | (4) | 9,535 | 9,984 | 10,308 | 773 | 324 | 2.27x | 2.39x | 2.47x | 0.20x | 0.08x |
| **Senegal** | 12m | 1,386 | 1,455 | 1,458 | 72 | 3 | 1,483 | 1,587 | 1,603 | 120 | 16 | 1.07x | 1.09x | 1.10x | 0.03x | 0.01x |
| **Malawi** | 14m | 770 | 796 | 796 | 26 | 0 | 1,316 | 1,375 | 1,455 | 139 | 80 | 1.71x | 1.73x | 1.83x | 0.12x | 0.10x |
| ***East & West Africa*** | ***68m*** | ***6,349*** | ***6,431*** | ***6,430*** | ***81*** | ***(1)*** | ***12,334*** | ***12,946*** | ***13,366*** | ***1,032*** | ***420*** | ***1.94x*** | ***2.01x*** | ***2.08x*** | ***0.14x*** | ***0.07x*** |
| **DRC** | 33m | 2,418 | 2,591 | 2,593 | 175 | 2 | 5,845 | 6,335 | 6,422 | 577 | 87 | 2.42x | 2.45x | 2.48x | 0.06x | 0.03x |
| **Congo B** | 4m | 530 | 549 | 549 | 19 | 0 | 754 | 775 | 787 | 33 | 12 | 1.42x | 1.41x | 1.43x | 0.01x | 0.02x |
| **Ghana** | 18m | 1,117 | 1,096 | 1,097 | (20) | 1 | 2,449 | 2,470 | 2,518 | 69 | 48 | 2.19x | 2.25x | 2.30x | 0.11x | 0.05x |
| **South Africa** | 12m | 375 | 378 | 382 | 7 | 4 | 642 | 741 | 732 | 90 | (9) | 1.71x | 1.96x | 1.92x | 0.21x | (0.04x) |
| **Madagascar** | 10m | 562 | 590 | 588 | 26 | (2) | 667 | 762 | 771 | 104 | 9 | 1.19x | 1.29x | 1.31x | 0.12x | 0.02x |
| ***Central & Southern Africa*** | ***77m*** | ***5,002*** | ***5,204*** | ***5,209*** | ***207*** | ***5*** | ***10,357*** | ***11,083*** | ***11,230*** | ***873*** | ***147*** | ***2.07x*** | ***2.13x*** | ***2.16x*** | ***0.09x*** | ***0.03x*** |
| **Oman** | 4m | 2,519 | 2,531 | 2,546 | 27 | 15 | 3,192 | 3,657 | 3,978 | 786 | 321 | 1.27x | 1.44x | 1.56x | 0.29x | 0.12x |
| ***Middle East & North Africa*** | ***4m*** | ***2,519*** | ***2,531*** | ***2,546*** | ***27*** | ***15*** | ***3,192*** | ***3,657*** | ***3,978*** | ***786*** | ***321*** | ***1.27x*** | ***1.44x*** | ***1.56x*** | ***0.29x*** | ***0.12x*** |
| **Group** | **149m** | **13,870** | **14,166** | **14,185** | **315** | **19** | **25,883** | **27,686** | **28,574** | **2,691** | **888** | **1.87x** | **1.95x** | **2.01x** | **0.14x** | **0.06x** |

# DIVERSIFIED BUSINESS UNDERPINNED BY LONG-TERM CONTRACTS WITH BLUE-CHIP MNOS

## Diverse, quality customer base

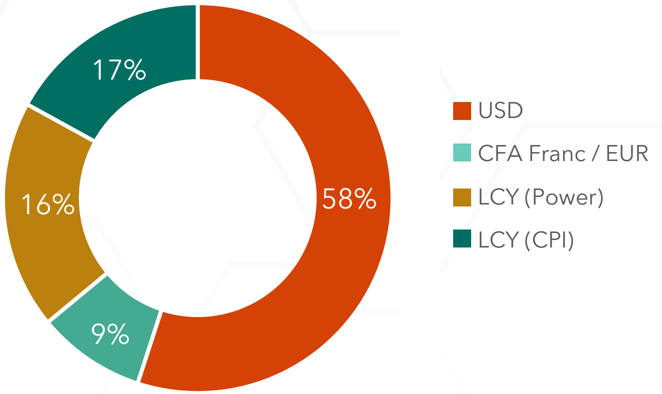
*H1 24 revenue breakdown by customer*




- **98%** revenues from blue-chip MNOs
- **$5.5bn** of future contracted revenue at H1 24 (H1 23: $4.9bn), with an average initial remaining life of **7.4 years**

## Robust hard-currency revenues

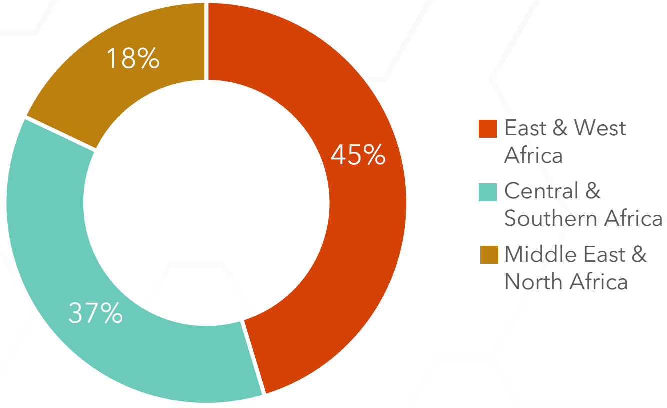
*H1 24 revenue breakdown by FX*




- **67%** revenues; **72%** Adj. EBITDA in hard-currency
- Four markets being innately hard-currency[1]
- Local currency earnings protected through inflation escalators

## Geographically diverse sites

*H1 24 site breakdown by segment*




- Most diversified towerco across Africa and the Middle East
- Leadership positions in seven of our nine markets
- Largest market (Tanzania) constitutes only **29% of total sites** today compared to 52% in Q4 20

Note: Percentage values may not sum to 100% due to rounding.
(1) Including Senegal, DRC, Congo Brazzaville and Oman.

# INCOME STATEMENT

| US$m | 6 months ended 30 June 2024 | 2023 |
|---|---|---|
| Revenue | 389.9 | 350.2 |
| Cost of sales | (188.9) | (218.5) |
| **Gross profit** | **201.0** | **131.7** |
| Administrative expenses | (68.8) | (62.9) |
| Profit on disposal of property, plant and equipment | 0.1 | 0.5 |
| **Operating profit** | **132.3** | **69.3** |
| Interest receivable | 0.9 | 0.7 |
| Other gains and (losses) | (13.9) | 0.9 |
| Finance costs | (119.7) | (110.3) |
| **Loss before tax** | **(0.4)** | **(39.4)** |
| Tax expense | (24.1) | (5.0) |
| **Loss for the period** | **(24.5)** | **(44.4)** |

# BALANCE SHEET

| US$m | 30 June 2024 | 31 December 2023 |
|---|---|---|
| **Non-current assets** | | |
| Intangible assets | 519.9 | 546.4 |
| Property, plant and equipment | 940.6 | 918.3 |
| Right-of-use assets | 241.7 | 254.0 |
| Deferred tax asset | 10.6 | 13.6 |
| Derivative financial assets | 13.5 | 6.3 |
| | **1,726.3** | **1,738.6** |
| **Current assets** | | |
| Inventories | 13.4 | 12.7 |
| Trade and other receivables | 347.3 | 297.2 |
| Prepayments | 45.8 | 42.6 |
| Cash and cash equivalents | 144.5 | 106.6 |
| | **551.0** | **459.1** |
| **Total assets** | **2,277.3** | **2,197.7** |
| **Equity** | | |
| Share capital | 13.5 | 13.5 |
| Share premium | 105.6 | 105.6 |
| Other reserves | (92.9) | (101.7) |
| Convertible bond reserves | 52.7 | 52.7 |
| Share-based payments reserve | 29.0 | 25.5 |
| Treasury shares | (3.7) | (1.8) |
| Translation reserve | (67.4) | (56.9) |
| Retained earnings | (126.0) | (105.2) |
| Equity attributable to owners | (89.2) | (68.3) |
| Non-controlling interest | 26.4 | 29.8 |
| **Total equity** | **(62.8)** | **(38.5)** |
| **Current liabilities** | | |
| Trade and other payables | 352.6 | 301.7 |
| Short-term lease liabilities | 31.8 | 35.5 |
| Loans | 58.7 | 37.7 |
| | **443.1** | **374.9** |
| **Non-current liabilities** | | |
| Loans | 1,669.0 | 1,612.6 |
| Deferred tax liabilities | 26.3 | 25.9 |
| Long-term lease liabilities | 191.6 | 203.9 |
| Derivative financial liabilities | 5.8 | 14.6 |
| Minority interest buyout liability | 4.3 | 4.3 |
| | **1,897.0** | **1,861.3** |
| **Total liabilities** | **2,340.1** | **2,236.2** |
| **Total equity and liabilities** | **2,277.3** | **2,197.7** |

# MANAGEMENT CASH FLOW

| US$m | 6 months ended 30 June 2024 | 2023 |
|---|---|---|
| **Adjusted EBITDA** | **206.2** | **173.8** |
| Less: | | |
| Maintenance and corporate capital additions | (22.6) | (18.4) |
| Payments of lease liabilities(1) | (26.2) | (24.7) |
| Tax paid | (15.4) | (6.2) |
| **Portfolio free cash flow** | **142.0** | **124.5** |
| Cash conversion %(2) | 69% | 72% |
| Net payment of interest(3) | (68.3) | (60.3) |
| Net change in working capital(4) | (23.9) | (21.4) |
| **Levered portfolio free cash flow** | **49.8** | **42.8** |
| Discretionary capital additions(5) | (57.7) | (74.5) |
| Cash paid for exceptional and one-off items, and proceeds on disposal of assets(6) | (1.9) | (5.5) |
| **Free cash flow** | **(9.8)** | **(37.2)** |
| Net cash flow from financing activities(7) | 50.2 | 45.7 |
| **Net cash flow** | **40.4** | **8.5** |
| Opening cash balance | 106.6 | 119.6 |
| Foreign exchange movement | (2.5) | (0.4) |
| **Closing cash balance** | **144.5** | **127.7** |

(1) Payment of lease liabilities comprises interest and principal repayments of lease liabilities.
(2) Cash conversion % is calculated as portfolio free cash flow divided by Adjusted EBITDA.
(3) Net payment of interest corresponds to the net of 'Interest paid' (including withholding tax) and 'Interest received' in the Consolidated Statement of Cash Flow, excluding interest payments on lease liabilities.
(4) Net change in working capital corresponds to movements in working capital, excluding cash paid for exceptional and one-off items and including movements in working capital related to capital expenditure.
(5) Discretionary capital additions includes acquisition, growth and upgrade capital additions and excludes IFRS 3 accounting adjustments.
(6) Cash paid for exceptional and one-off items includes project costs and deal costs.
(7) Net cash flow from financing activities includes gross proceeds from issue of equity share capital, share issue costs, borrowing drawdowns, loan issue costs, repayment of loans in the condensed Consolidated Statement of Cash Flows.



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# RECONCILIATION OF ADJUSTED EBITDA TO LOSS BEFORE TAX

| US$m | 6 months ended 31 December 2024 | 2023 |
|---|---|---|
| **Adjusted EBITDA** | **206.2** | **173.8** |
| *Adjustments applied in arriving at Adjusted EBITDA* | | |
| Adjusting items: | | |
| Deal costs[1] | (1.2) | (2.2) |
| Share-based payments and long-term incentive plans[2] | (4.6) | (1.0) |
| Other/Restructuring | (0.3) | (0.8) |
| Gain/ (loss) on disposal of assets | 0.1 | 0.5 |
| Other gains and (losses) | (13.9) | 0.9 |
| Depreciation of property, plant and equipment | (42.0) | (76.1) |
| Depreciation of right-of-use assets | (12.9) | (12.7) |
| Amortisation of intangibles | (13.0) | (12.2) |
| Interest receivable | 0.9 | 0.7 |
| Finance costs | (119.7) | (110.3) |
| **Loss before tax** | **(0.4)** | **(39.4)** |

(1) Deal costs comprise costs related to potential acquisitions and the exploration of investment opportunities, which cannot be capitalised. These comprise employee costs, professional fees, travel costs and set up costs incurred prior to operating activities commencing.

(2) Share-based payments and long-term incentive plan charges and associated costs.



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# ROIC BREAKDOWN

| US$m | 2020 | 2021 | 2022 | 2023 | H1 24 |
|---|---|---|---|---|---|
| Property, plant and equipment | 594.7 | 708.2 | 907.9 | 918.3 | 940.6 |
| Accumulated depreciation | 713.0 | 833.3 | 934.0 | 1,127.5 | 1,118.2 |
| Accumulated maintenance and corporate capital expenditure | (180.6) | (202.7) | (224.8) | (260.3) | (283.0) |
| Intangible assets | 23.2 | 231.4 | 575.2 | 546.4 | 519.9 |
| Accumulated amortisation | 56.4 | 24.5 | 50.4 | 75.6 | 102.0 |
| Accounting adjustments and deferred consideration for future sites | - | (93.2) | (70.7) | (180.1) | (176.1) |
| **Total invested capital** | **1,206.7** | **1,501.5** | **2,172.0** | **2,227.4** | **2,221.6** |
| **Annualised portfolio free cash flow[1]** | **174.4** | **177.3** | **223.8** | **268.2** | **286.8** |
| **Return on invested capital[2]** | **14.5%** | **11.8%** | **10.3%** | **12.0%** | **12.9%** |

(1) Annualised portfolio free cash flow is calculated as portfolio free cash flow for the last twelve months.
(2) Return on invested capital (ROIC) is defined as annualised portfolio free cash flow divided by invested capital.

Invested capital is defined as gross property, plant and equipment and gross intangible assets, less accumulated maintenance and corporate capital expenditure, adjusted for IFRS 3 and IAS 29 accounting adjustments and deferred consideration for future sites.



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# LEADING ESG CREDENTIALS

**Third 'AAA' ESG rating from MSCI, Mar 24**
(the highest possible score from MSCI)

**FTSE4Good Index inclusion, Jul 24**
(for a third consecutive year)

**Scored B, Feb 24**
(2023 rating reaffirmed)

**Gold rating, Feb 24**
(rated top 5% of telecoms industry)

**ESG Risk Rating of 16.8 (Low Risk), Jul 23**
(improvement from 22.6 (Medium Risk))

**Scored C-, Sep 23**

**Disclosure score of 80%, Jan 24**
(exceeding sector (69%) and UK company average (71%))

**Rating at 49/100, Oct 21**
(88% increase from 2020 score)

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