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Q1 2023 Results

18 May 2023

Record YoY organic tenancy additions and strong financial performance

Helios Towers team today

Manjit Dhillon
Chief Financial Officer

Tom Greenwood
Chief Executive Officer

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Head of Strategic Finance and Investor Relations

Agenda

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

Highlights

Highlights

Following two years of transformational expansion, FY 2023 starts with record YoY organic tenancy additions and strong organic Adj. EBITDA growth

1 STRONG FINANCIAL PERFORMANCE

- **+34%** YoY revenue growth *(+17% organic)*
- **+27%** YoY Adj. EBITDA growth *(+11% organic)*

2 RECORD SITE AND TENANCY GROWTH

- **+3,173** (+30%) YoY site growth, including **+654 organic site additions**
- **+4,887** (+24%) YoY tenancy growth, including a **record +1,870 YoY organic tenancy additions** (+628 QoQ)

3 FY 23 GUIDANCE REITERATED

- Adj. EBITDA guidance of **$350m - $365m** *(Mid-point: +26%/+13% organic)*
- Driven by **1,600 - 2,100** organic tenancy additions
- Capex of **$170 - $210m**, of which $40m non-discretionary *(FY 22: $765m)*

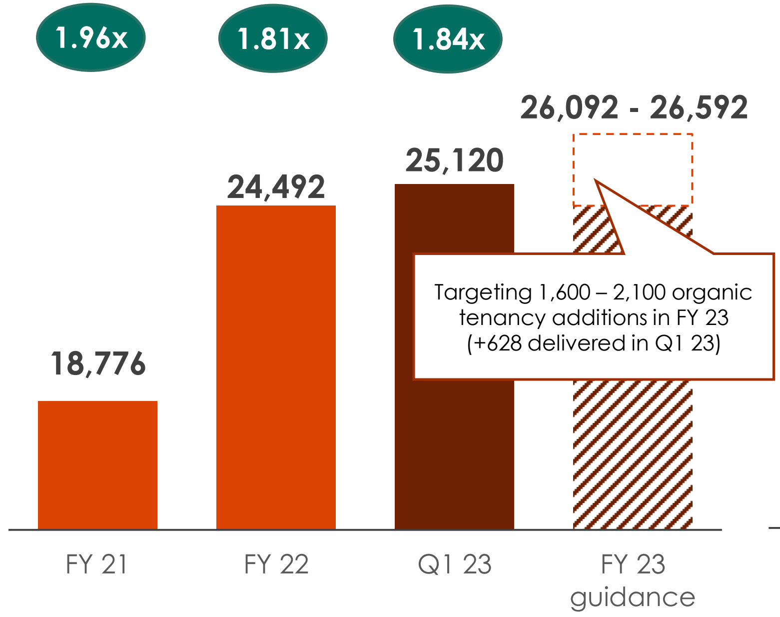
Growth underpinned by $4.8bn contracted revenue, with an average remaining contract life of 7.3 years, and robust CPI and power price protections

Robust growth on key metrics

Leadership positions across high-growth markets, robust business model and consistent operational execution driving performance

Tenancies
(#)

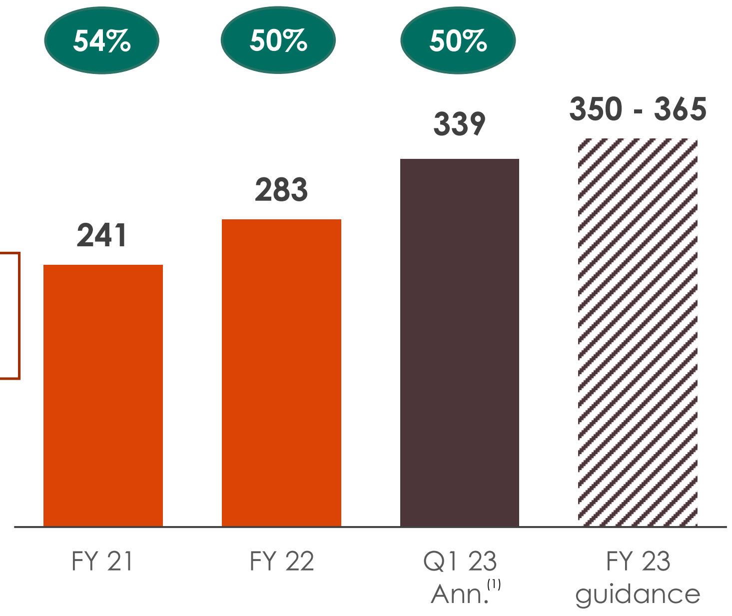
Tenancy ratio



- Q1 23 organic tenancy additions of **+628**; substantially above typical seasonality (Q1 22: +359; Q1 21: +76)

Adj. EBITDA
(US$m)

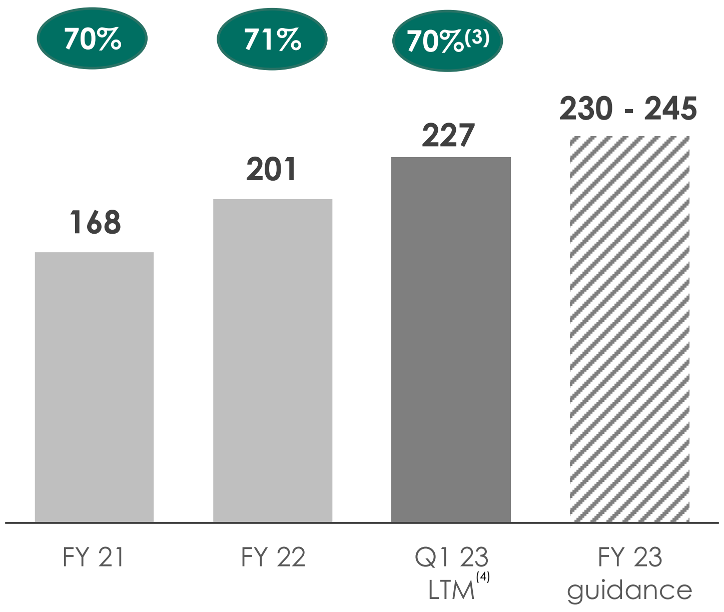
Adj. EBITDA Margin



- Annualised Adj. EBITDA of **$339m** in Q1 23, compared to **$283m** delivered in FY 22, with growth driven by tenancy additions

Portfolio free cash flow
(US$m)

Cash conversion[2]



- LTM PFCF[4] of $227m, approaching the low-end of FY 23 guidance of $230 - $245m

(1) Annualised (Ann.) Adj. EBITDA calculated as the most recent fiscal quarter (Q1 23) multiplied by four.
(2) Cash conversion calculated as portfolio free cash flow divided by Adj. EBITDA for the period.
(3) 70% cash conversion calculated as LTM portfolio free cash flow annualised for acquisitions (PFCF)($227m) divided by LTM Adj. EBITDA annualised for acquisitions ($324m).
(4) LTM calculated as trailing 12 months, adjusted to annualise for acquisition closed in the period.

Sustainable Business Strategy update

MSCI ESG RATINGS AAA

CCC | B | BB | BBB | A | AA | AAA

First rating of 'AAA' from MSCI, Jul 22
(the highest possible score from MSCI)

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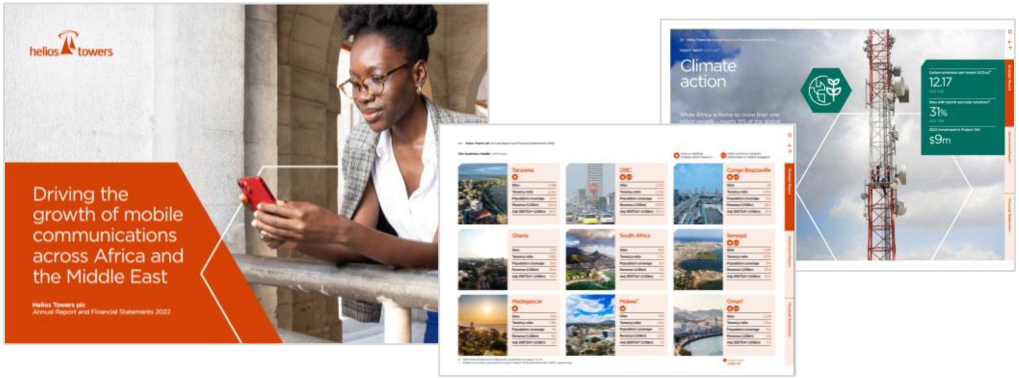
Integrated Annual Report published in Mar-23



Reporting Supplement

Evolution in our disclosures:

- Adopted **integrated reporting for the first time** to best reflect our approach to sustainable business
- Published a **Reporting Supplement** that includes additional ESG information and disclosures against reporting frameworks (GRI, SASB, Women's Empowerment Principles[(1)])
- Executed a **double materiality analysis[(2)]**, comprising assessment of both financial materiality and impact materiality
- Further evolution in our disclosure:
  - E **External assurance on our Scope 1 and 2 emissions for 2022**
  - S Disclosed **population coverage by market** as an indicator of social impact across our markets
  - G Introduced an **impact scorecard** for the 2023 LTIP award[(3)]

(1) GRI means Global Reporting Initiative and SASB means Sustainability Accounting Standards Board.
(2) Aligned to the GRI Standards and the upcoming EU Corporate Sustainability Reporting Directive.
(3) In addition to Adj. EBITDA per share, ROIC and relative total shareholder return, an Impact scorecard performance metric is introduced to align incentives with the Company's Sustainable Business Strategy. The scorecard comprises three equally weighted performance targets, including environmental impact: emissions per tenant; diversity: % female staff; and digital inclusion: population coverage (% increase). 'LTIP' means Long Term Incentive Plan.

Financial Results

Q1 2023: Financial overview

In US$m, unless otherwise stated	YoY			QoQ		
	Q1 23	**Q1 22**	**% change**	**Q1 23**	**Q4 22**	**% change**
Revenue	171	128	+34%	171	152	+12%
Adj. EBITDA[(1)]	85	67	+27%	85	76	+11%
Adj. EBITDA margin (%)	*50%*	*52%*	*-2%*	*50%*	*50%*	-
Portfolio free cash flow[(2)]	58	49	+17%	58	56	+2%
Sites (#)	13,684	10,511	+30%	13,684	13,553	+1%
Colocations (#)[(3)]	11,436	9,722	+18%	11,436	10,939	+5%
Tenancies (#)	25,120	20,233	+24%	25,120	24,492	+3%
Tenancy ratio (x)	*1.84x*	*1.92x*	*-0.08x*	*1.84x*	*1.81x*	*+0.03x*
Capex	48	73	-35%	48	551	-91%
Net debt[(4)]	1,734	1,013	+71%	1,734	1,678	+3%
Net leverage (x)[(5)]	5.1x	3.7x	+1.4x	5.1x	5.1x	-

(1) Management defines Adj. EBITDA as loss before tax for the period, adjusted for, finance costs, other gains and losses, interest receivable, loss on disposal of property, plant and equipment, amortisation of intangible assets, depreciation and impairment 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. Adjusting items are material items that are considered one-off by management by virtue of their size and/or incidence.

(2) Portfolio free cash flow is defined as Adj. EBITDA less maintenance and corporate capital additions, payments of lease liabilities (including interest and principal repayments of lease liabilities)and tax paid.

(3) Includes standard and amendment colocations.

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

(5) Calculated as net debt divided by annualised Adj. EBITDA.

Q1 2023: Record YoY organic tenancy additions

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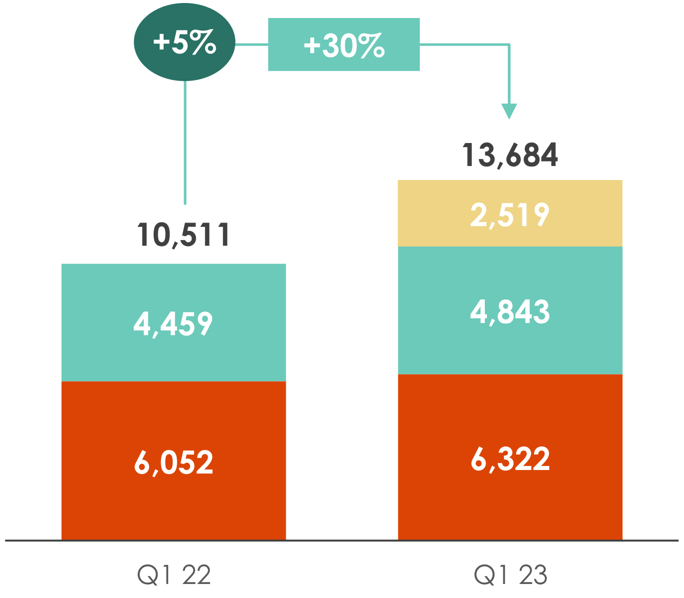
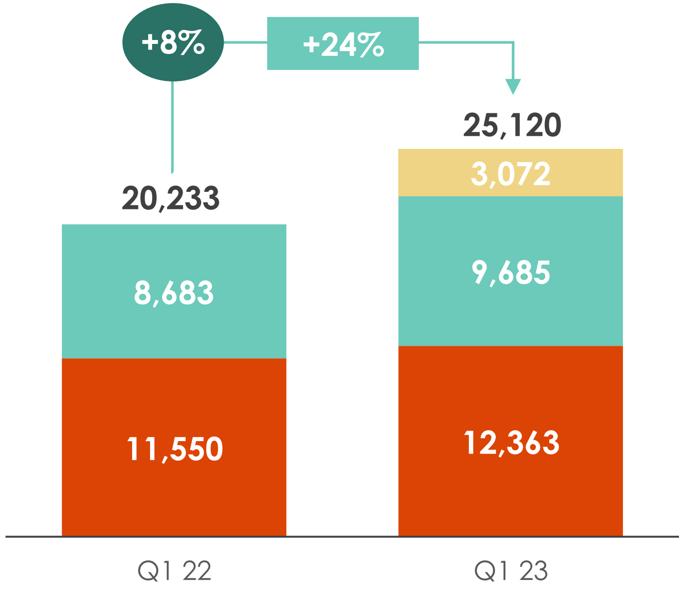
Sites



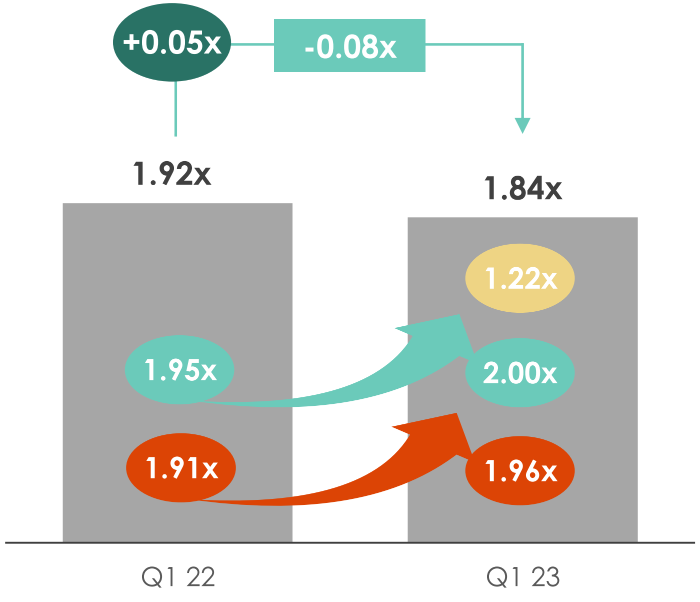
- Site additions +3,173 YoY
  - +654 organic site additions, with expansion driven by DRC, Tanzania and Senegal
  - +2,519 acquired sites from Oman acquisition

Tenancies



- Tenancy additions +4,887 YoY
  - Record organic additions (+1,870)
  - +3,017 acquired tenancies from Oman acquisition, with 55 organic tenancy additions in first full quarter of operations

Tenancy ratio



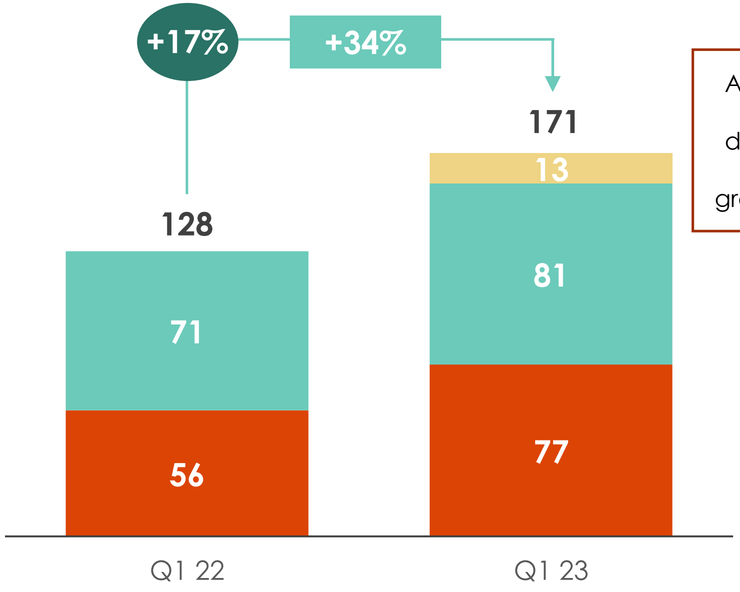
- Tenancy ratio –0.08x
  - Driven by acquisition in Oman, with a tenancy ratio of 1.2x, which we target to lease-up over the medium term
  - Both East & West and Central & Southern Africa segments expanded +0.05x

Organic growth[1] East & West Africa Central & Southern Africa Middle East & North Africa

(1) YoY% organic growth calculated as organic additions divided by Q1 22 site / tenancy position, updated for day-1 acquired Oman sites / tenancies. Organic tenancy ratio calculation excludes Oman acquisition.

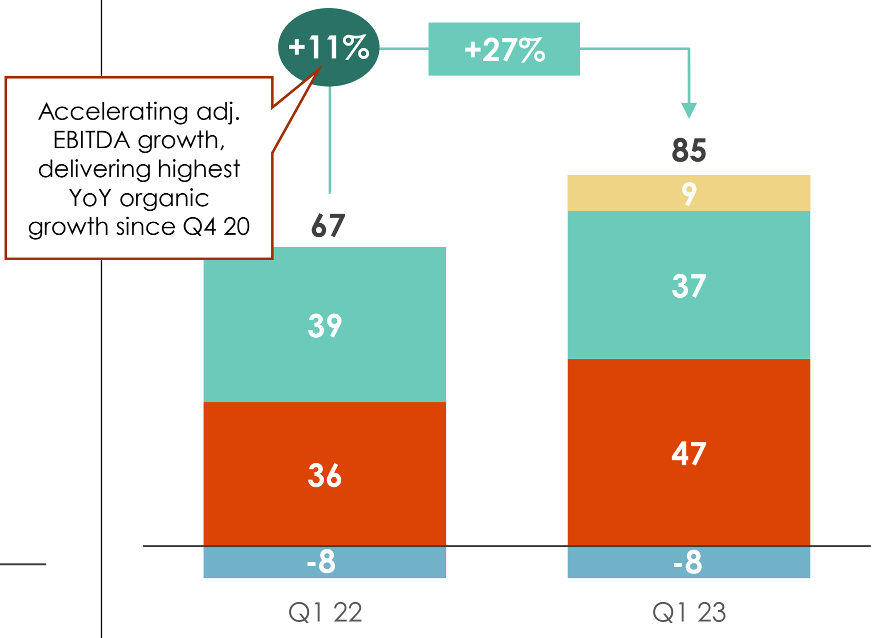
Q1 2023: Strong financial performance

Revenue (US$m)



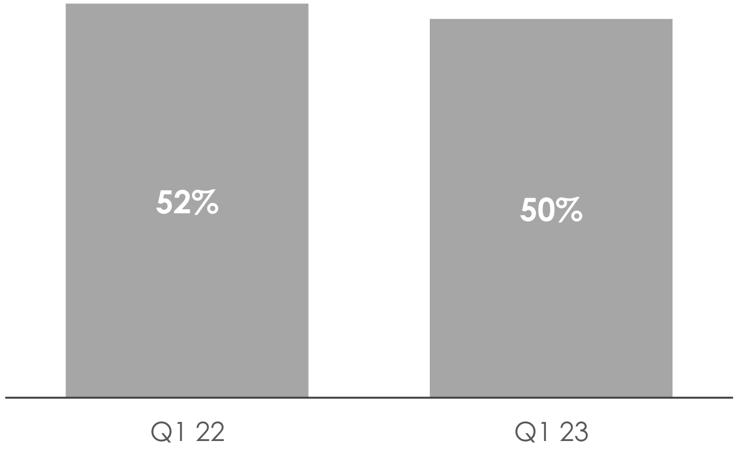
- Organic revenue growth driven by tenancy additions across all markets, and CPI and power escalations

Adj. EBITDA (US$m)



- East & West Africa segment driven by strong organic growth in Tanzania
- Slight decline in Central & Southern Africa segment reflects Fx impact in Ghana, largely offset through CPI escalators

Adj. EBITDA margin (%)



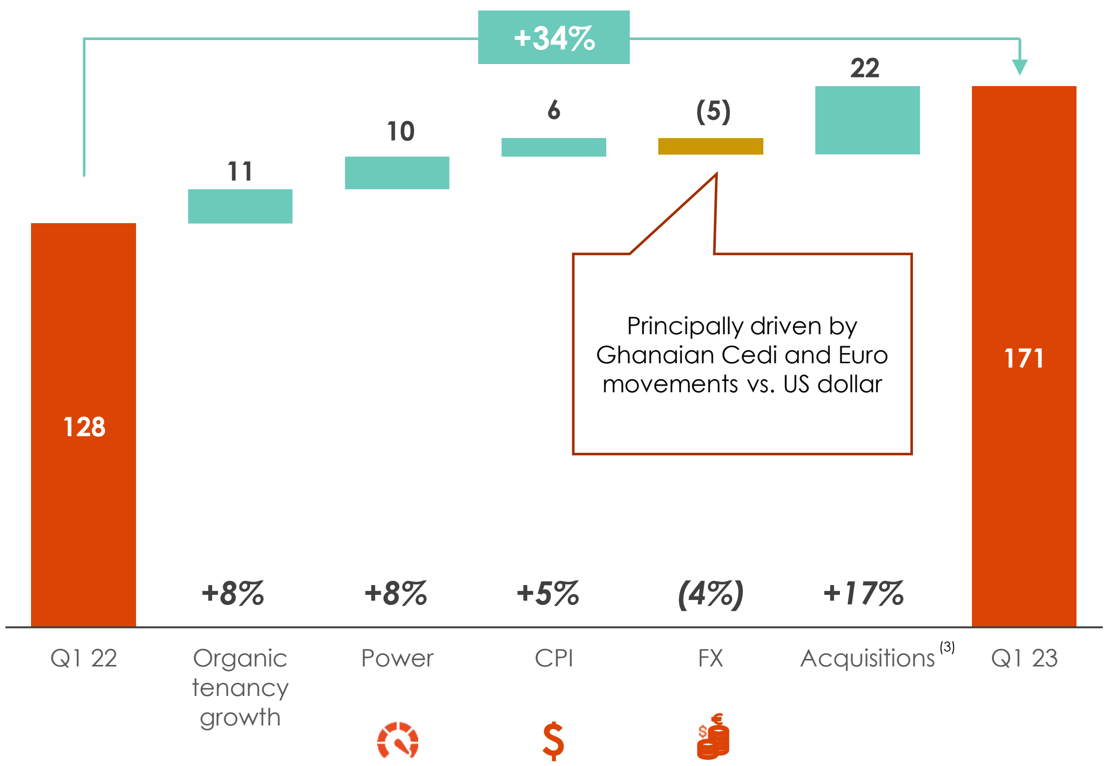
- Decrease driven by higher power costs that have increased powered-linked revenues and related operating expenses comparably (-3ppt impact)

Organic growth[(1)] East & West Africa Central & Southern Africa Middle East & North Africa Holdco

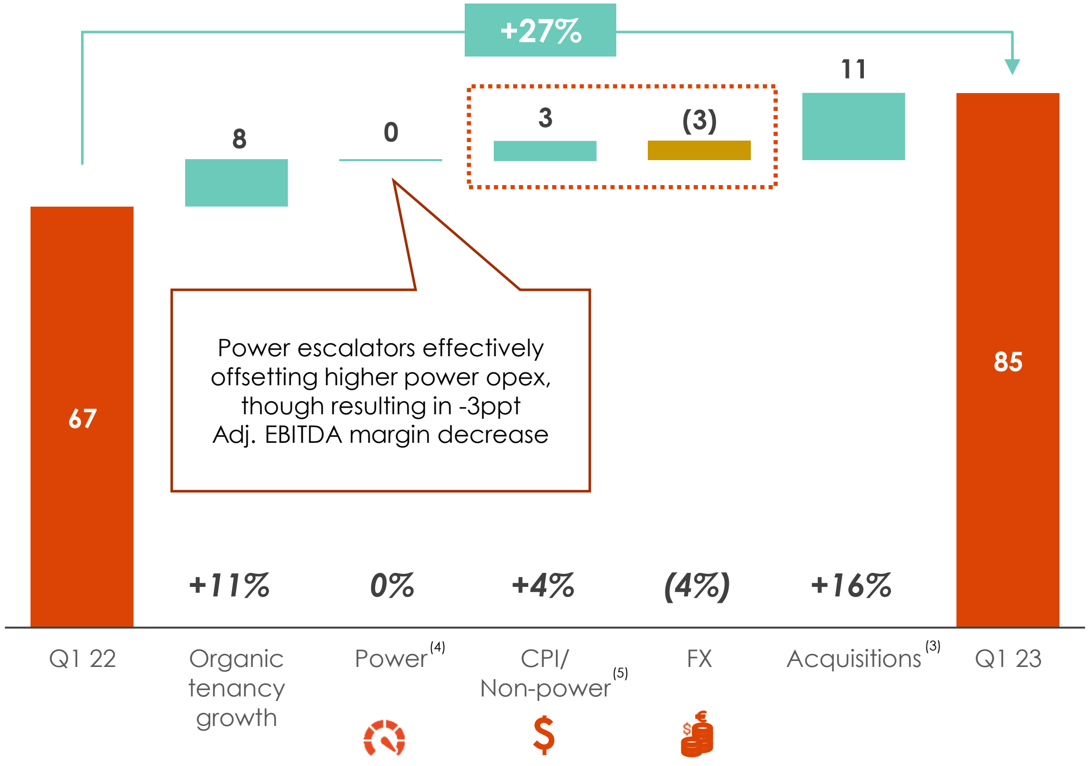
(1) Organic growth excludes revenues and Adj. EBITDA contributed from the portfolios acquired in Malawi and Oman in Q1 2022 and Q4 2022, respectively.

Robust business model protects Adj. EBITDA through macro volatility

Q1 23 YoY revenue walkthrough[1,2] (US$m)



Q1 23 YoY Adj. EBITDA walkthrough[1] (US$m)

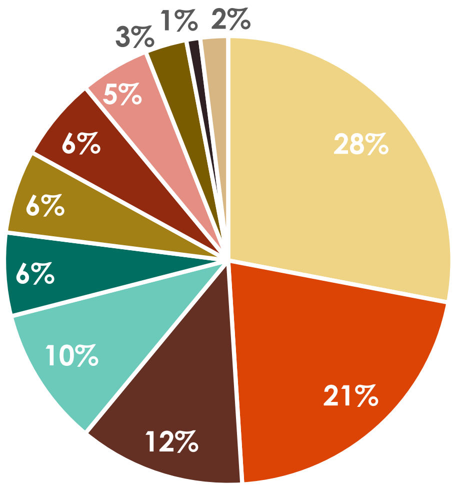


(1) Figures may not sum due to rounding.
(2) HT revenue impact for CPI and power reflect increase in Q1 2023 revenues from respective escalations effected since Q2 22. HT revenue impact from FX reflects the YoY Fx translation impact from local currency and Euro-pegged revenues into US dollars.
(3) Reflects contributions from Malawi and Oman.
(4) Calculated as escalations from power-linked revenues less year-on-year changes in power opex assuming Q1 22 power opex per site using HT's Q1 23 average site count (excluding Malawi and Oman).
(5) Calculated as escalations from CPI-linked revenues less year-on-year changes in non-power opex and SG&A assuming Q1 22 non-power opex per site using HT's Q1 23 average site count (excluding Malawi and Oman).

Diversified business underpinned by long-term contracts with blue-chip MNOs

Diverse, quality customer base

Q1 23 revenue breakdown by customer

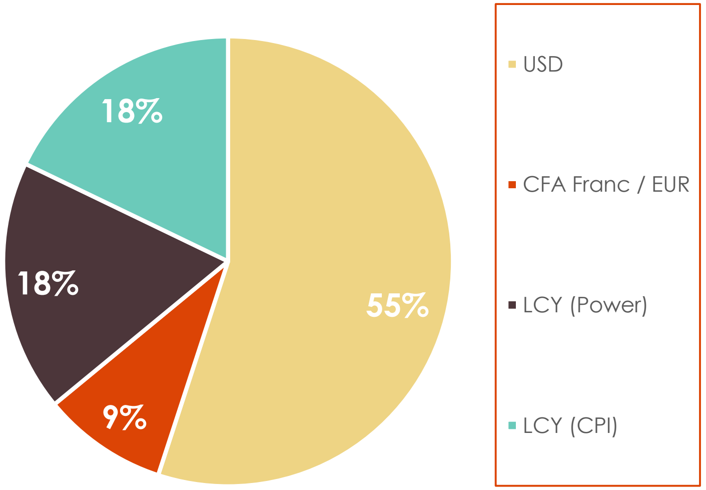


Customers:	# markets:
Airtel	5
Vodacom/fone	5
Tigo/ Axian	2
Orange	3
Omantel	1
Viettel	1
Free	1
Africell	1
MTN	3
Ooredoo	1
Other	--

- Strong customer base with **98%** revenues from large, blue-chip MNOs
- Revenues underpinned by long-term contracts, with **$4.8bn** future contracted revenue at Q1 23 (Q1 22: $4.2bn), with an average remaining life of **7.3 years**

Robust hard-currency revenues

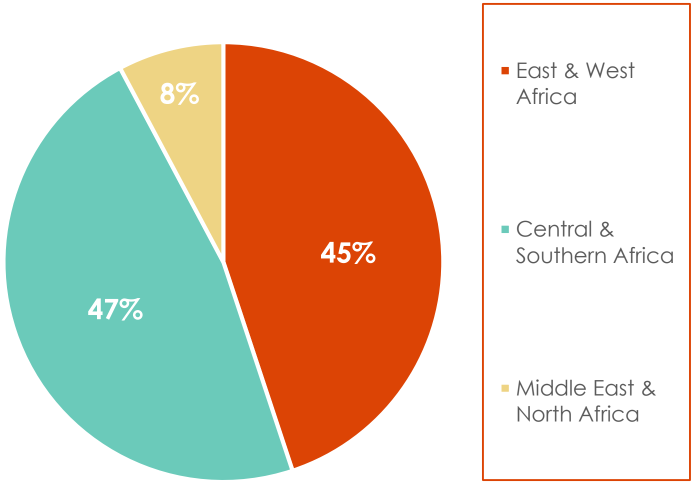
Q1 23 revenue breakdown by FX



- **64%** revenues and **71%** Adj. EBITDA in hard-currency
- High proportion of hard-currency revenues and Adj. EBITDA reflects **four markets being innately hard-currency**[(1)] in addition to customer contract structuring
- **Local currency earnings protected through inflation escalators**

Geographically diverse revenues

Q1 23 revenue breakdown by segment



- Most diversified towerco across Africa and the Middle East, following acquisitions in Malawi and Oman in FY 22

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

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FY 2023 capex is tightly controlled and focused on accretive organic opportunities

Capex breakdown

US$m, unless otherwise stated	FY 22	Q1 23	FY 23 Guidance
Acquisitions	557	3	
Growth	171	28	
Upgrade	16	6	
Discretionary[1]	**745**	**38**	**130 – 170**
Non-discretionary (Cost per site per year)	20 ($2k)	10 ($3k)	c.40 ($3k)
Total capex[1]	**765**	**48**	**170 – 210**

Commentary

Q1 23

- Q1 23 YTD capex of **$48m**, including $10m non-discretionary capex
- Trending in line with full-year guidance

FY 23

- Capex guidance of **$170m - $210m** reiterated
- Discretionary capex of **$130m - $170m** and non-discretionary capex of **c.$40m**, with site, colocation and non-discretionary **unit economics broadly in-line with guidance provided at our Capital Markets Day**[2]

(1) Values may not sum up due to rounding.
(2) Guidance on growth capex provided at Capital Markets Day in May-22: c.$125k per new site and c.$10k per new colocation; non-discretionary capex: c.$3k per site; all increasing with US inflation thereafter.

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Net leverage increase driven by Oman acquisition; clear pathway to de-levering

Debt KPIs

($m)	Q1 22	Q4 22	Q1 23
Cash & cash equivalents	**483**	**120**	**83**
Bond (Dec-25)	975	975	975
Convertible bond[1] (Mar-27)	247	247	247
Group facilities (Jun-25)	-	25	25
Local facilities	59	267	268
Lease obligations + other[2]	215	284	302
Gross debt	1,496	1,798	1,817
Net debt[3]	1,013	1,678	1,734
Annualised Adj. EBITDA[4]	274	329	339
Gross leverage[5]	**5.5x**	**5.5x**	**5.4x**
Net leverage[6]	**3.7x**	**5.1x**	**5.1x**

-0.1x / +1.4x

Commentary

- Net leverage increased by +1.4x YoY to 5.1x, due to closing of Oman acquisition in Dec-22
- Anticipate net leverage to be in or around the high-end of target range (3.5x – 4.5x) by the end of FY 23
- Ample liquidity with $83m cash on balance sheet and c.$375m undrawn debt facilities across the Group; c.$460m in available funds
- Debt is largely fixed rate, with no near-term maturities

4 years weighted average life remaining[7]

82% 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 2023 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, derivative liability and shareholder loans.
(3) Net debt is calculated as gross debt less cash and cash equivalents.
(4) Annualisation is calculated as the most recent fiscal quarter multiplied by four, adjusted to annualise the impact of acquisition completed during the period.
(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) Fixed rate % and weighted average remaining life based on current drawn debt.

FY 2023: Guidance reiterated

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	Q1 2023 actual	FY 2023 guidance	YoY[3]
Organic tenancy additions	+628 of which 21% sites	+1,600 - 2,100 of which 40% sites	+7% - 9%
Adj. EBITDA	$339m (annualised)[1]	$350m - $365m	+24% - 29%
PFCF	$227m (LTM)[2]	$230m - $245m	+14% - 22%
Capex	$48m of which $10m non-discretionary	$170m - $210m of which $40m non-discretionary	(73%) - (78%)

(1) Annualised Adj. EBITDA calculated as the most recent fiscal quarter (Q1 23) multiplied by four.
(2) Last twelve months annualised (LTM) portfolio free cash flow (PFCF), adjusted to annualise for acquisitions.
(3) YoY growth refers to FY 23 compared to FY 22.

Key takeaways

- ✓ **Record +1,870 YoY organic tenancy additions (+628 QoQ), reflecting leadership positions in high-growth markets and solid execution**
- ✓ **Strong Adj. EBITDA growth, underpinned by $4.8bn highly visible contracted revenues with 7.3 years average remaining life**
- ✓ **FY 23 guidance reiterated – targeting strong growth, lower capex intensity and a reduction in net leverage**

Thank you

Jërëjëf

Zikomo

Matondo

Matondi

Asante

Merci

Shukran شكراً

Misaotra

Medaase

Siyabonga

Investor relations

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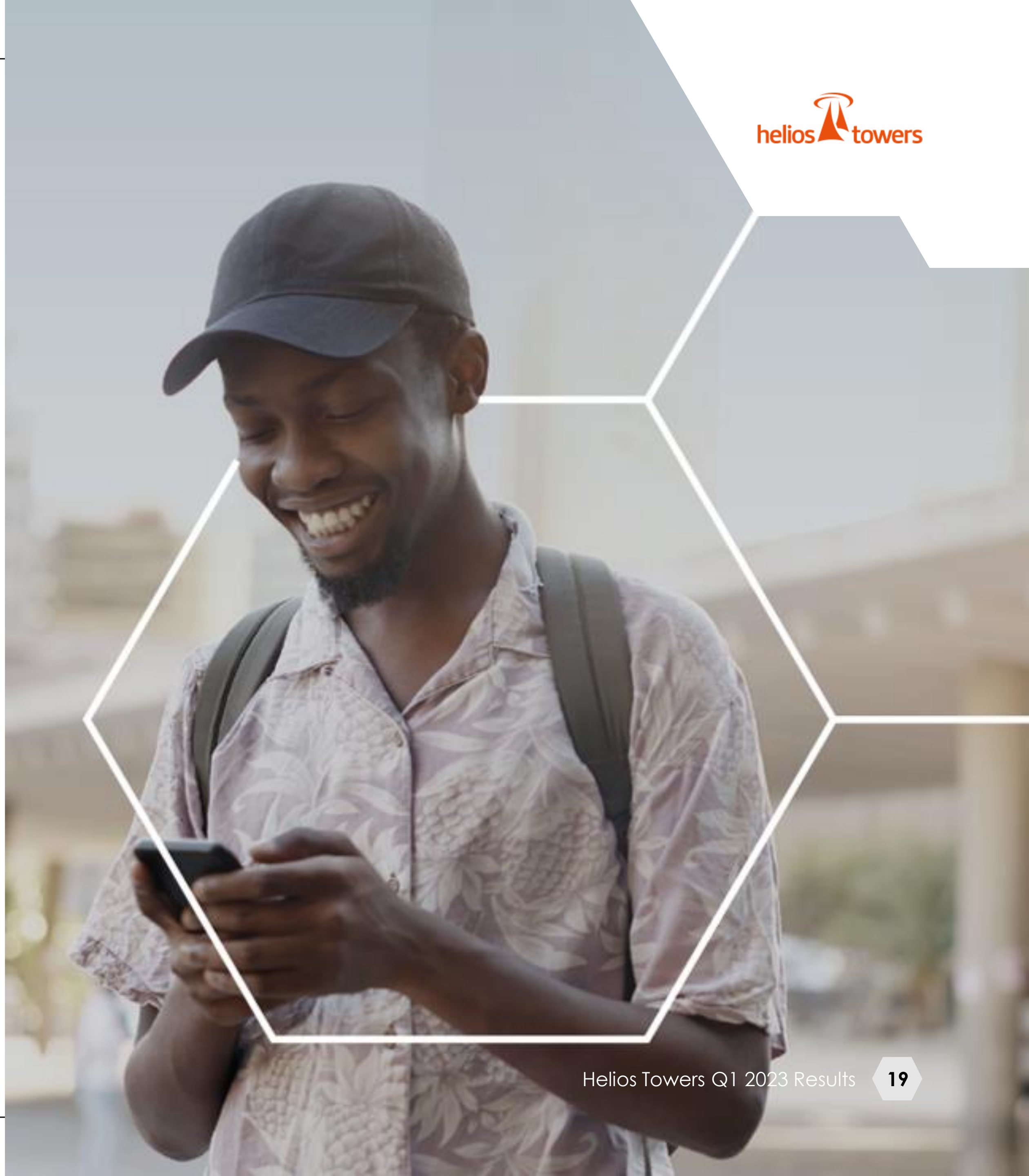
Upcoming IR events

Date	Event
18-May	Citi Frontier Markets Symposium
31-May - 02-Jun	BofA Emerging Markets Debt and Equity Conference
8-Jun	JP Morgan Frontier Markets Fixed Income Conference
20-Jun	Morgan Stanley Global Towers and 5G fireside chat
22-Jun	Barclays ESG EM Corporate Day
27-Jun	Jefferies ESG fireside chat



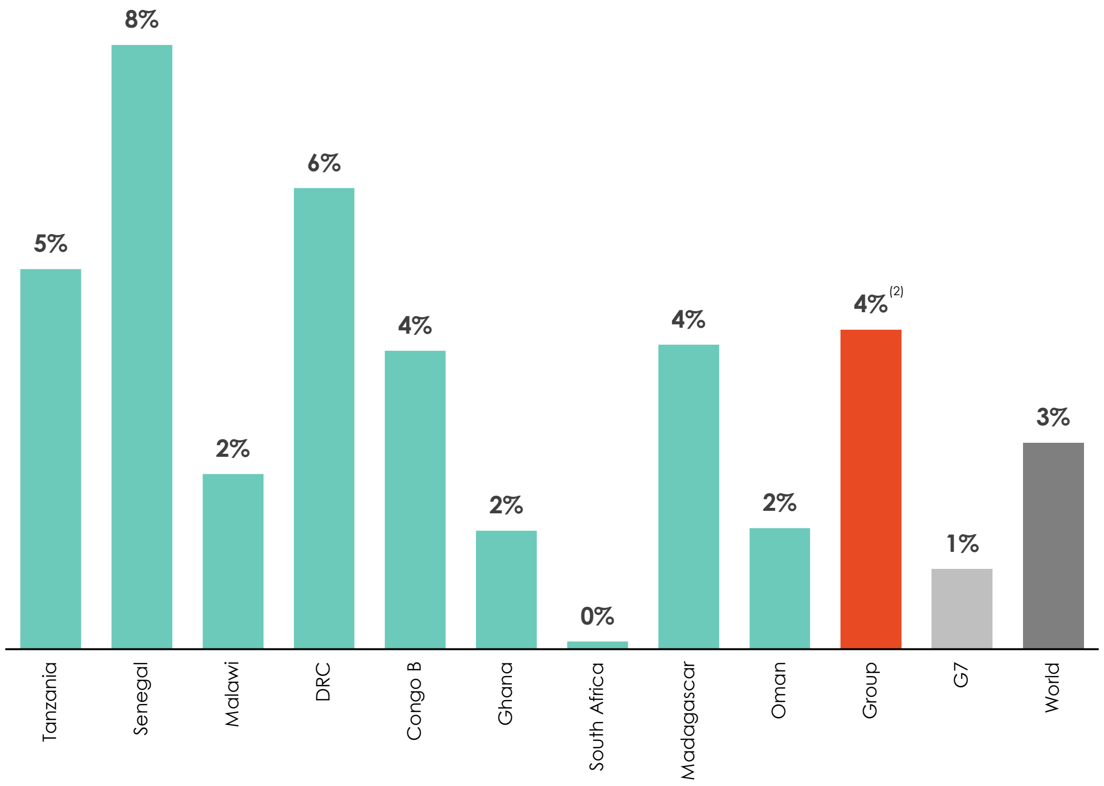
Appendix

Q1 2023 sites and tenancies

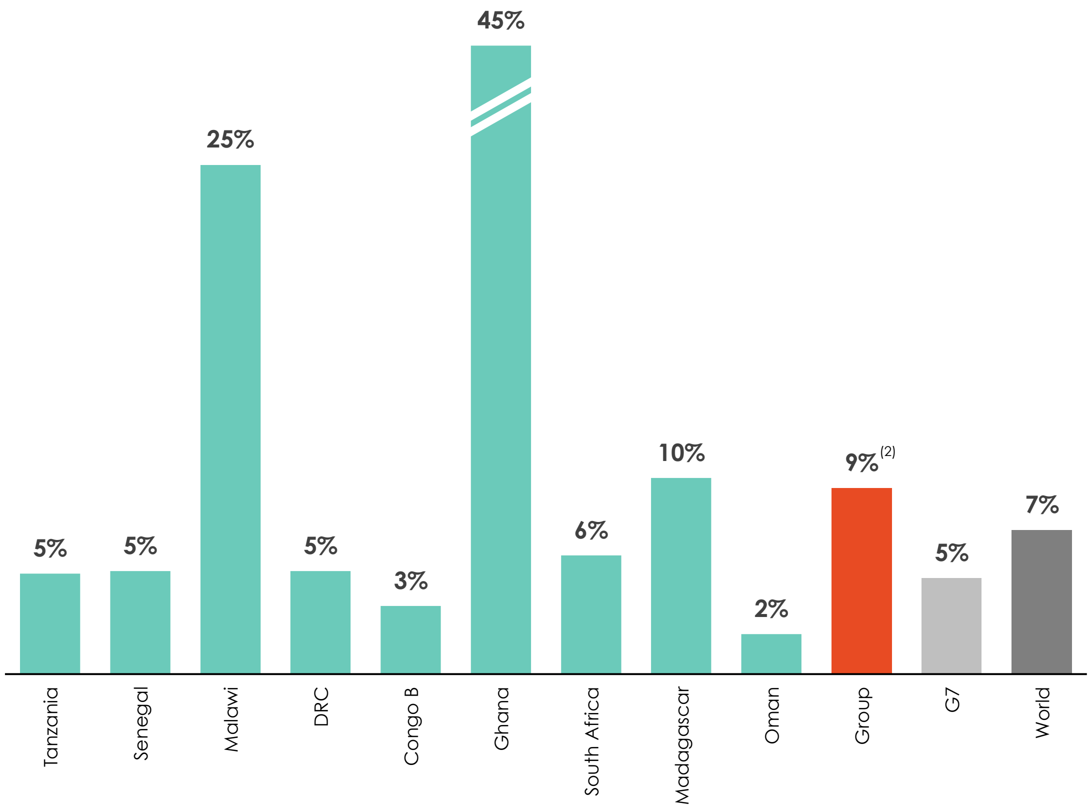
	Sites					Tenancies					Tenancy ratio				
	Q1 23	Q1 22	YoY	Q4 22	QoQ	Q1 23	Q1 22	YoY	Q4 22	QoQ	Q1 23	Q1 22	YoY	Q4 22	QoQ
Tanzania	4,195	4,068	+127	4,188	+7	9,642	9,121	+521	9,422	+220	2.3x	2.2x	+0.1x	2.2x	+0.1x
Senegal	1,361	1,261	+100	1,347	+14	1,453	1,331	+122	1,439	+14	1.1x	1.1x	0.0x	1.1x	0.0x
Malawi	766	723	+43	765	+1	1,268	1,098	+170	1,232	+36	1.7x	1.5x	+0.2x	1.6x	+0.1x
East & West Africa	*6,322*	*6,052*	*+270*	*6,300*	*+22*	*12,363*	*11,550*	*+813*	*12,093*	*+270*	*2.0x*	*1.9x*	*+0.1x*	*1.9x*	*+0.1x*
DRC	2,326	2,105	+221	2,233	+93	5,371	4,784	+587	5,215	+156	2.3x	2.3x	0.0x	2.3x	0.0x
Congo B	513	471	+42	511	+2	735	661	+74	715	+20	1.4x	1.4x	0.0x	1.4x	0.0x
Ghana	1,116	1,060	+56	1,113	+3	2,325	2,093	+232	2,216	+109	2.1x	2.0x	+0.1x	2.0x	+0.1x
South Africa	373	335	+38	369	+4	639	556	+83	631	+8	1.7x	1.7x	0.0x	1.7x	0.0x
Madagascar	515	488	+27	508	+7	615	589	+26	605	+10	1.2x	1.2x	0.0x	1.2x	0.0x
Central & Southern Africa	*4,843*	*4,459*	*+384*	*4,734*	*+109*	*9,685*	*8,683*	*+1,002*	*9,382*	*+303*	*2.0x*	*1.9x*	*+0.1x*	*2.0x*	*0.0x*
Oman	2,519	--	--	2,519	--	3,072	--	+3,072	3,017	+55	1.2x	--	--	1.2x	0.0x
Middle East & North Africa	*2,519*	*--*	*+2,519*	*2,519*	*--*	*3,072*	*--*	*+3,072*	*3,017*	*+55*	*1.2x*	*--*	*--*	*1.2x*	*0.0x*
Group	13,684	10,511	+3,173	13,553	+131	25,120	20,233	+4,887	24,492	+628	1.8x	1.9x	(0.1x)	1.8x	0.0x

Our markets are some of the fastest growing in the world

Forecast 2023 real GDP growth(1) in HT markets



Forecast 2023 inflation trend(1) in HT markets



(1) Forecasts from IMF World Economic Outlook, Apr 2023. Inflation refers to average consumer prices. DRC inflation reflects US inflation due to dollarised nature of economy.
(2) Group blended average weighted based on Q1 23 site count.

Market overview: Macro and industry snapshot

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	# MNOs(1)	Mobile Penetration(2)	4G/5G penetration	PoS Growth CAGR(3) (2021 – 2026)	Towers held by MNOs(4)	Credit ratings(5)	Credit ratings momentum(6)
Tanzania	4+	48%	15%	8%	0.6k	B2(Pos)/NR/NR	↗
Senegal	3	44%	24%	7%	2.7k	Ba3(St)/B+(St)/NR	↗
Malawi	2	41%	17%	8%	0.8k	NR/NR/NR	--
East & West Africa	*4+*	*46%*	*17%*	*8%*	*4.1k*	--	--
DRC	4	27%	6%	12%	1.3k	B3(St)/B-(St)/NR	↑
Congo B	2	38%	19%	10%	0.3k	Caa2(St)/ CCC+(St)/CCC+	↑
Ghana	3	54%	20%	5%	0.4k	Ca(St)/SD/RD	↓
South Africa	5	73%	49%	1%	16.8k	Ba2(St)/BB-(Pos)/ BB-(St)	↗
Madagascar	4	37%	28%	7%	0.6k	NR/B-(St)/NR	↘
Central & Southern Africa	*4*	*39%*	*16%*	*9%*	*19.4k*	--	--
Oman	3	84%	63%	9%	3.0k	Ba2(Pos)/BB(Pos)/ BB(Pos)	↑
Middle East & North Africa	*3*	*84%*	*63%*	*9%*	*3.0k*	--	--
Group	**3+**	**51%**	**25%**	**8%**	**26.5k**	--	--

(1) Group/ segment figures calculated on a site weighted basis across our nine operational markets.
(2) GSMA Intelligence Database, accessed December 2022. Market penetration; Unique mobile subscribers 2022. Group/ segment figures weighted based on Q1 23 site count.
(3) Analysys Mason, February 2022. Group/ segment figures weighted based on Q1 23 site count.
(4) Analysys Mason, February 2022. Towers held by MNOs reflects marketable tower held by MNOs across our markets.
(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.

↑ 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

Adj. EBITDA protected through power price volatility

Without power escalation protections

Illustrative example

US$m (unless otherwise stated)	Before power increase	Power increase	After power increase
Revenues	50	-	50
OpEx	(30)	(10)	(40)
Adj. EBITDA	20	(10)	10
Adj. EBITDA margin	**40%**	-20ppt	**20%**

Adj. EBITDA reduction without power price escalations

With Helios Towers power escalation protections

Illustrative example

US$m (unless otherwise stated)	Before power increase	Power increase	After power increase
Revenues	50	10	60
OpEx	(30)	(10)	(40)
Adj. EBITDA	20	-	20
Adj. EBITDA margin	**40%**	-7ppt	**33%**

HT Q1 2023

US$m (unless otherwise stated)	Q1 23 (adjusted for YoY power increases)	Power increases	Q1 23 (reported)
Revenues	161	10	171
OpEx/SG&A	(76)	(10)	(86)
Adj. EBITDA	85	0[1]	85
Adj. EBITDA margin	**53%**	-3ppt	**50%**

Adj. EBITDA protected with power price escalations

Adj. EBITDA *margins* may move due to volatile fuel price movements; However, importantly Adj. EBITDA is well-protected

(1) Calculated as escalations from power-linked revenues less year-on-year changes in power opex assuming Q1 22 power opex per site using HT's Q1 23 average site count (excluding Malawi and Oman).

Leading ESG credentials

First rating of 'AAA' from MSCI, Jul 22
(the highest possible score from MSCI)

Inclusion in the FTSE4Good Index, Jul 22

Scored B, Dec 22
(improvement from 2021 rating of B-)

Platinum rating, Nov 22
(rated top 1% from telecoms industry)

ESG Risk Rating of 22.6, Jul 22
(Medium Risk)

Scored C-, May 21

Disclosure score of 87%, Feb 23
(higher than average score of 68% for all companies)

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

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