



Results

Q2 2017

17 August 2017

Agenda

- 1_____Executive Summary
- 2_____Financial Results
- 3_____Q&A

Today's Team

Team from Helios Towers Africa ("HTA")



Kash Pandya
Chief Executive Officer



Tom Greenwood
Chief Financial Officer



Alex Leigh
Director of Sales & Marketing



Jeffrey Kriek
Head of Corporate Finance and Investor Relations



Executive Summary

Group Q2 2017 Key Highlights

Results Snapshot

<i>In US\$m, unless otherwise stated</i>	Q1 17	Q2 17	% change Q-o-Q	H1 16	H1 17	% change Y-o-Y
Sites (#)	6,507	6,501	0%	5,512	6,501	18%
Colocations (#)	5,876	5,966	2%	4,727	5,966	26%
<i>Colo Ratio (x)</i>	1.90x	1.92x		1.86x	1.92x	
Revenue	83	86	4%	120	169	41%
Adj. EBITDA⁽¹⁾	28	29	5%	33	56	72%
Annualised adj. EBITDA	110	115	5%	65	113	72%
<i>Adj. EBITDA margin (%)</i>	33%	33%		27%	33%	
Capex	18	45	150%	68	63	-8%
Gross Debt⁽²⁾	612	611	0%	401	611	52%

(1) Adjusted EBITDA is defined as loss for the year, adjusted for loss for the year from discontinued operations, additional tax, income tax, finance costs, other gains and losses, investment income, loss on disposal of property, plant and equipment, amortization and impairment of intangible assets, depreciation and impairment of property, plant and equipment, deal costs relating to unsuccessful tower acquisition transactional and exceptional items

(2) Excluding unamortised financing costs and derivative financial instruments






Operational Summary

- Y-o-Y +989 sites (+18%) and +1,239 colocations (+26%) added
- Y-o-Y growth driven by organic demand, Airtel DRC acquisition and Business/Operational Excellence Program
- Colo Ratio increased to 1.92x
- Q-o-Q -6 sites (0%) and +90 colocations (+2%) added during Q2 17

Financial Summary

- Revenue: +41% Y-o-Y / +4% Q-o-Q
- Adj. EBITDA: +72% Y-o-Y / +5% Q-o-Q
- Adj. EBITDA margin: +6% Y-o-Y

Recent Developments

	Vodacom Buy-out	<ul style="list-style-type: none"> ▪ \$62m option for Vodacom's shares in Tanzania ▪ Awaiting Fair Competition Commission (FCC) approval
	Tanzania listing	<ul style="list-style-type: none"> ▪ Recent Tanzanian law for network facilities licenses (incl. HTA) requires 25% listing of shares locally ▪ 1 February 2017 HTT interim prospectus submitted ▪ Final prospectus to be submitted during H2 2017 (subject to regulatory approval)
	Tigo and Airtel Ghana JV	<ul style="list-style-type: none"> ▪ 3 March 2017 JV announced and pending NCA approval ▪ Will create stronger combined customer
	Power saving initiatives	<ul style="list-style-type: none"> ▪ Solar and hybrid roll out progressing well and to plan ▪ Phase 2 underway <ul style="list-style-type: none"> ▪ 400 DRC solar systems planned by Q1 2018 ▪ On schedule for 400 hybrid sites in 2017 ▪ Completed grid connections to c.200 sites with a further 100 sites planned during 2017
	Zantel acquisition	<ul style="list-style-type: none"> ▪ Helios Towers Tanzania Ltd ("HTT") to acquire all mainland unique telecoms tower sites from Zantel ▪ Acquisition grows HTT's telecom tower sites in Tanzania by 185 sites

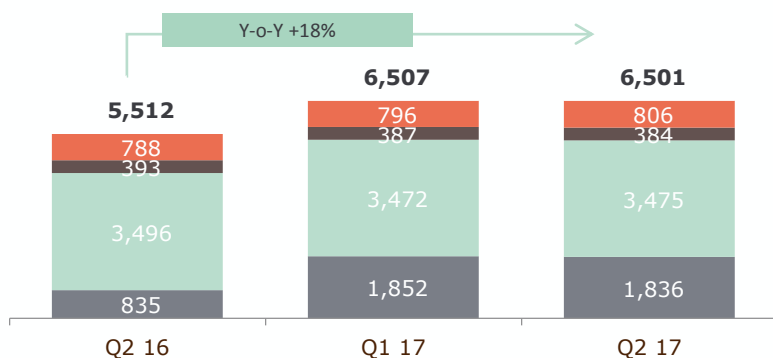


Financial Results

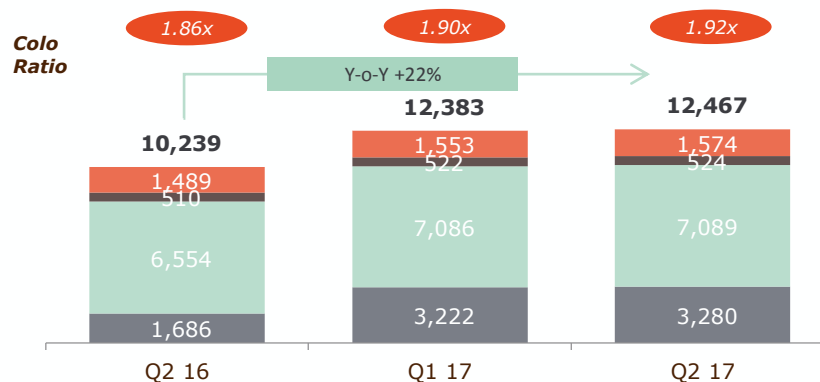
Historical Performance of KPIs

■ DRC ■ Tanzania ■ Congo Brazzaville ■ Ghana ■ Holdco costs

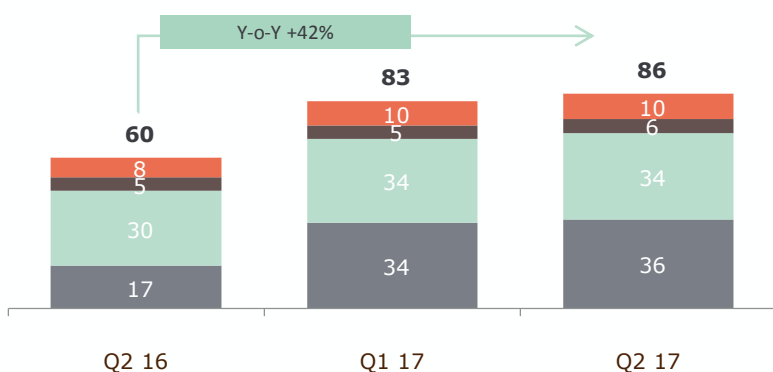
Evolution of Tower Portfolio



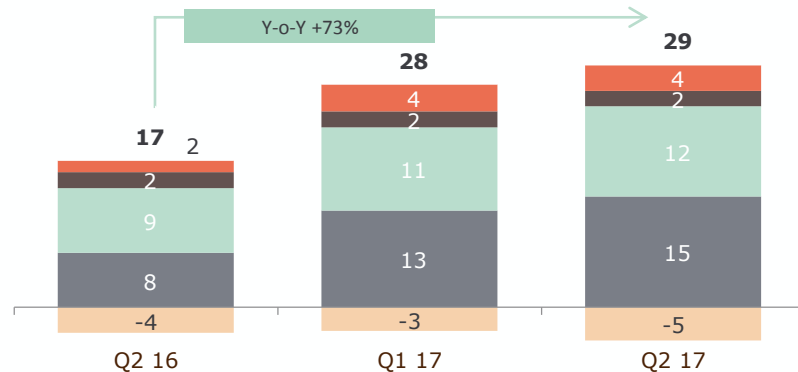
Evolution of Tenants



Revenue Growth (\$m)

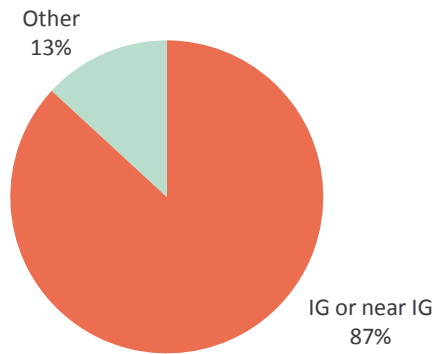


Adjusted EBITDA Growth (\$m)

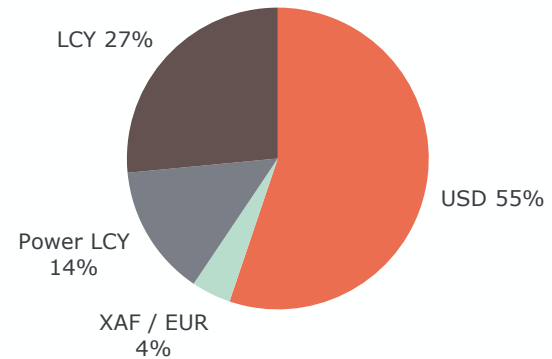


H1 2017 Revenue Breakdown

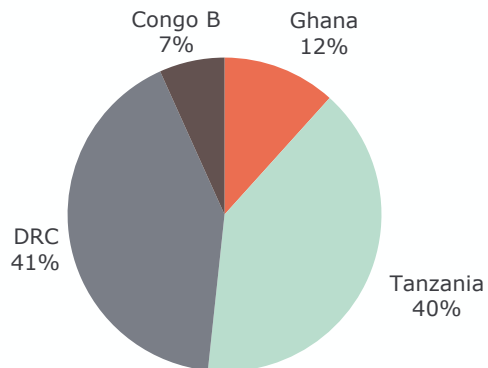
H1 17 Revenue Breakdown by Customer



H1 17 Revenue Breakdown by FX



H1 17 Revenue Breakdown by Country

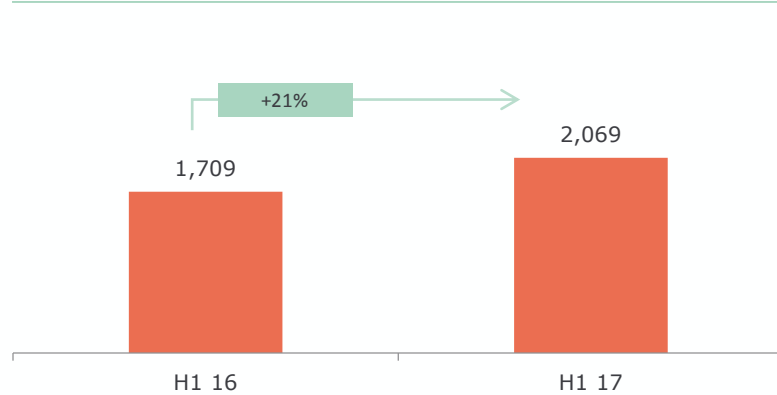


Commentary

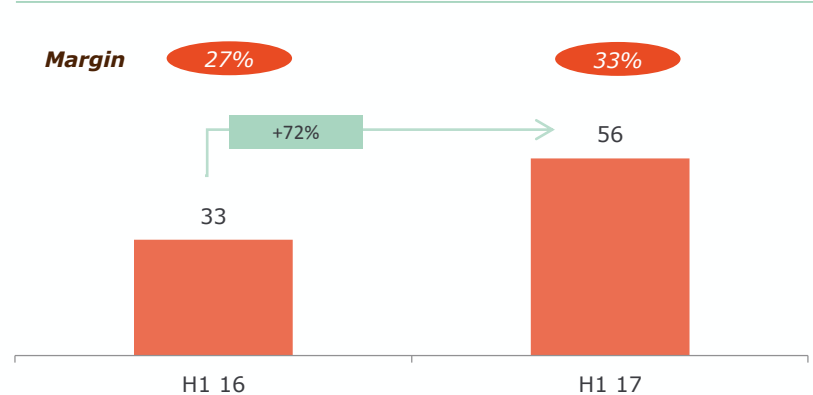
- 87% of H1 17 revenues from Investment Grade (IG) or near IG customers
- 59% of revenues in USD or XAF (which is pegged to the Euro)

Costs and Margin Analysis

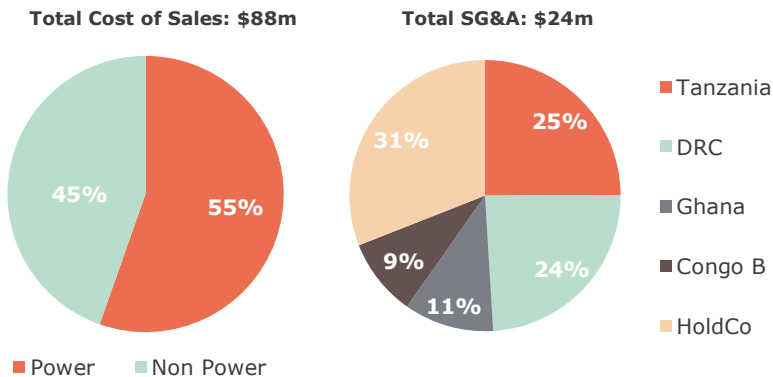
Monthly Cash Flow per Tower (\$) ⁽¹⁾



Y-o-Y Adjusted EBITDA Growth (\$m)



H1 17 Costs Breakdown (\$m) ⁽²⁾



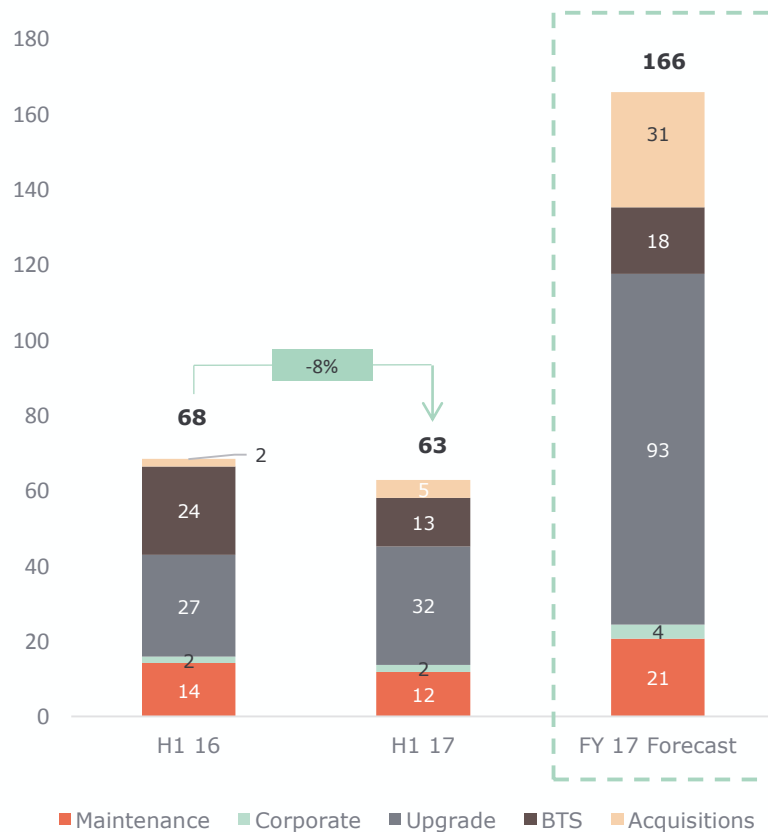
Commentary

- Strong growth in Tower Cash Flow and EBITDA
- Organic demand
- Airtel DRC tower acquisition
- Business/Operational excellence program

⁽¹⁾ Tower Cash Flow calculated as Reported Gross Profit + Site Depreciation
⁽²⁾ Costs breakdown excludes depreciation, amortisation, one-off restructuring costs and aborted deal costs

Capital Expenditure

Capex Breakdown (\$m)



Commentary

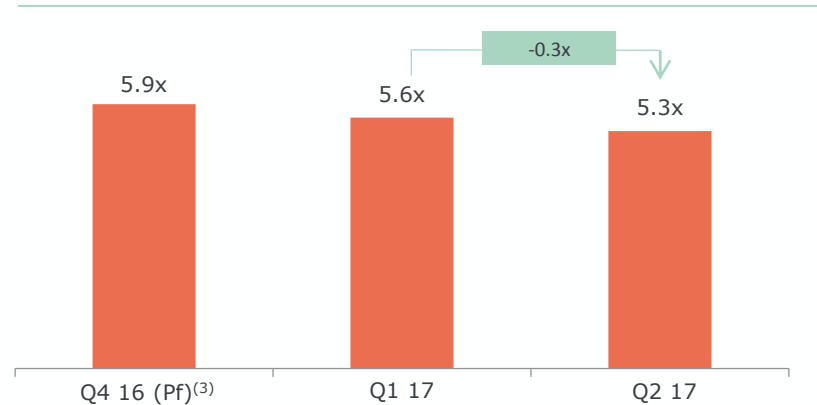
- Capex guidance for 2017 remains at \$166m
- Upgrade capex includes:
 - Planned strengthening and improvements on acquired sites
 - Colocation installations
 - Power investments

Summary of Financial Debt

Debt KPIs

<i>In US\$m, unless otherwise stated</i>	Q1 17	Q2 17
Cash & cash equivalents	289	268
Debt (Principal)		
Loans ⁽¹⁾	12	11
HTA Senior Notes	600	600
Gross Debt⁽²⁾	612	611
Net Debt	323	343
L3MA EBITDA	110	115
Leverage		
Gross Debt / L3MA EBITDA	5.6x	5.3x
Net Debt / L3MA EBITDA	2.9x	3.0x

Gross Leverage



Commentary

- Continued deleveraging supported by q-o-q growth in EBITDA

- (1) Including Shareholder Loans
 (2) Excluding unamortised loan issue costs and derivative financial instruments
 (3) Proforma for \$600m bond refinancing

Outlook for 2017

Q3 and 2017 Performance Outlook

2017 performance is in line with management forecasts

Customer expansion continues in line with expectations

Opex saving capex initiatives on track to deliver Q3 margin expansion



Q&A



Appendix

Income Statement

(\$m)	H1 17	H1 16
Turnover	169.0	119.8
% Growth	41.1%	39.9%
Less: Cost of sales	-141.5	-99.8
Gross profit	27.5	20.0
% Margin	16.3%	16.7%
Less: Operating expenses	-48.1	-28.2
Operating profit (loss)	-20.6	-8.2
% Margin	-12.2%	-6.8%
Plus: D&A	72.4	38.0
Plus: Other adjustments	-0.2	-0.1
Plus: Exceptional Items	4.7	3.0
Adj. EBITDA Post Exceptional Items	56.3	32.7
% Margin	33.3%	27.3%
Operating profit (loss)	-20.6	8.2
Plus: Investment income	0.1	0.1
Plus / (Less): Other gains and loss	0.0	0.0
Less: Finance costs	-56.7	-26.2
Profit / (Loss) before taxation	-77.3	-34.3
Less: Taxation	-1.1	-0.6
Less: Discontinued operations	0.0	0.0
Profit / (Loss) for the year	-78.3	-35.0

Balance Sheet

(\$m)	H1 17	Q4 16
Assets		
Inventories	11.1	19.5
Trade and other receivables	124.8	126.9
Prepayments	36.5	34.8
Cash and bank balances	267.7	133.7
Total Current Assets	440.0	314.9
Intangible assets	19.9	35.6
PP&E	656.7	655.1
Investments in subsidiaries	0.1	0.1
Derivative financial assets	2.5	1.4
Total Non Current Assets	679.2	692.2
Total Assets	1,119.2	1,007.1
Liabilities & Shareholders Equity		
Trade and other payables	146.4	166.7
Minority interest buy-out liabilities	8.8	60.5
Loans	58.5	57.9
Total Current Liabilities	213.7	285.1
Loans	598.5	340.6
Derivatives financial liabilities	-	-
Provisions	-	-
Total Non Current Liabilities	598.5	340.6
Equity attributable to owners	352.5	417.7
Non controlling interest	-45.5	-36.3
Total Equity	307.0	381.4
Total Liabilities & Shareholders Equity	1,119.2	1,007.1

Cash Flow Statement

(\$m)

	H1 17	H1 16
Cash Flows from Operating Activities		
EBITDA before loss on disposal	56.3	32.7
Exceptional costs	-5.3	-3.7
Changes in Working Capital	-19.2	-19.2
Interest paid	-10.2	-10.8
Finance costs	-	-
Tax paid	-1.0	-0.6
Net Cash from Operating Activities	20.6	-1.6
Cash Flows from Investing Activities		
Payments to acquire PP&E	-57.9	-72.1
Payments to acquire subsidiaries	0.0	0.0
Payments to acquire intangible assets	-1.9	-1.4
Proceeds on disposal on assets	0.2	0.1
Interest received	0.1	0.1
Net Cash from Investing Activities	-59.5	-73.3
Cash Flows from Financing Activities		
Gross proceeds from issue of equity share capital	0.0	174.3
Loan financing costs	-24.1	0.0
Equity issuance costs	0.0	0.0
Net proceeds from drawn down loan	600.0	47.1
Loan repayments	-402.9	-9.8
Net Cash from Financing Activities	173.1	211.5
FX on translation movement	-0.2	-0.3
Net Increase / (Decrease) in Cash and Cash Equivalents	134.0	136.3

Disclaimer

This presentation (the "Presentation") is provided on a strictly private and confidential basis for information purposes only. By attending or reading this Presentation, you will be deemed to have agreed to the obligations and restrictions set out below. Without the express prior written consent of the Company, the Presentation and any information contained within it may not be (i) reproduced (in whole or in part), (ii) copied at any time, (iii) used for any purpose other than your evaluation of the Company or (iv) provided to any other person, except your employees and advisors with a need to know who are advised of the confidentiality of the information.

This Presentation does not constitute or form part of, and should not be construed as, an offer, invitation or inducement to purchase or subscribe for securities nor shall it or any part of it form the basis of, or be relied on in connection with, any contract or commitment whatsoever. This Presentation does not constitute either advice or a recommendation regarding any securities.

The communication of this Presentation is restricted by law; it is not intended for distribution to, or use by any person in, any jurisdiction where such distribution or use would be contrary to local law or regulation.

This communication is exempt from the restriction in section 21 of the Financial Services and Markets Act 2000 on the communication of invitations and inducements to engage in investment activity on the grounds that this Presentation is being directed only at (a) persons outside the United Kingdom, (b) existing holders of securities of the Company who fall within Article 43 of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "Order"), (c) persons who have professional experience in matters relating to investments who fall within Article 19 of the Order or (d) other persons to whom it may be lawfully communicated, falling within Article 49 (high net worth companies) of the Order or otherwise.

No representations or warranties, express or implied are given in, or in respect of, this Presentation. To the fullest extent permitted by law in no circumstances will the Company, or any of its respective subsidiaries, shareholders, affiliates, representatives, partners, directors, officers, employees, advisers or agents be responsible or

liable for any direct, indirect or consequential loss or loss of profit arising from the use of this Presentation, its contents (including the internal economic models), its omissions, reliance on the information contained within it, or on opinions communicated in relation thereto or otherwise arising in connection therewith. The information contained in this Presentation has not been independently verified.

Recipients of this Presentation are not to construe its contents, or any prior or subsequent communications from or with the Company or its representatives as investment, legal or tax advice. In addition, this Presentation does not purport to be all-inclusive or to contain all of the information that may be required to make a full analysis of the Company. Recipients of this Presentation should each make their own evaluation of the Company and of the relevance and adequacy of the information and should make such other investigations as they deem necessary.

This Presentation contains illustrative returns, projections, estimates and beliefs and similar information ("Forward Looking Information"). Forward Looking Information is subject to inherent uncertainties and qualifications and is based on numerous assumptions, in each case whether or not identified in the Presentation. Forward Looking Information is provided for illustrative purposes only and is not intended to serve as, and must not be relied on by any investor as, a guarantee, an assurance, a prediction or a definitive statement of fact or probability. Nothing in this Presentation should be construed as a profit forecast. Actual events and circumstances are difficult or impossible to predict and will differ from assumptions. Many actual events and circumstances are beyond the control of the Company. Some important factors that could cause actual results to differ materially from those in any Forward Looking Information could include changes in domestic and foreign business, market, financial, political and legal conditions. There can be no assurance that any particular Forward Looking Information will be realised, and the performance of the Company may be materially and adversely different from the Forward Looking Information. The Forward Looking Information speaks only as of the date of this Presentation. The Company expressly disclaims any obligation or undertaking to release any updates or revisions to any Forward Looking Information to reflect any change in the Company's expectations with regard thereto or any changes in events, conditions or circumstances on which any Forward Looking Information is based. Accordingly, undue reliance should not be placed upon the Forward Looking Information.



Contact

Investorrelations@heliostowersafrica.com