

Corporate Social Responsibility (CSR) Projects



Introduction

In preserving the Helios Towers' custom of giving back to the community, a Corporate Social Responsibility project is done every year, to help rural communities in different aspects of life.

In the year 2018 and 2019, the HTT designed a project, aimed at providing a free cell phone charging service near the local HT Cell tower, to a select number of villages in rural Tanzania.

Two pilot sites were fitted with the selected solution, and they are currently under observation, for future implementations improvement.

Site Selection

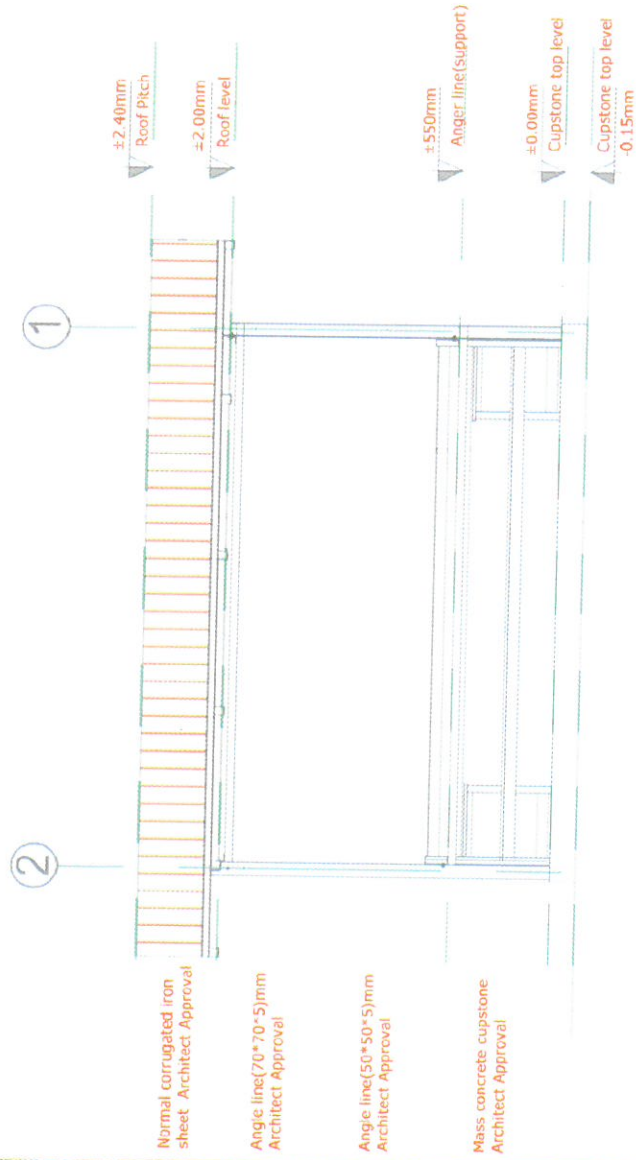
Each year, two sites are identified.

The site selection criteria was:

1. The site has to be in a rural area with no connection to the power grid
2. The HT cell tower landlord has to be the village government

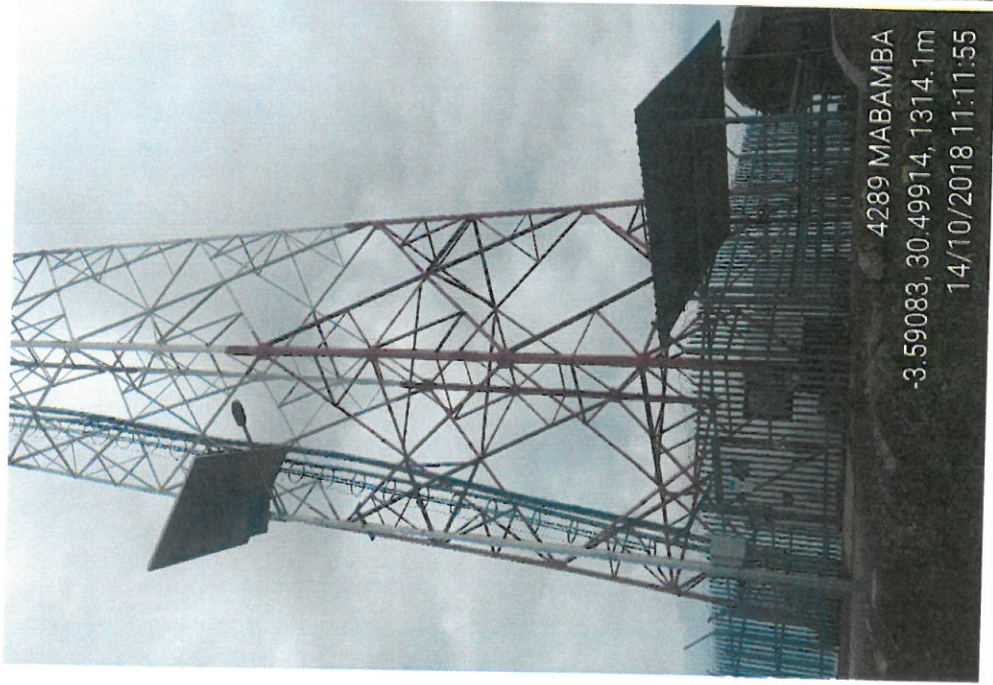
Design and Implementation

Waiting Area Shed Design



Implementation

4289 Mabamba Actual Implementation



4289 MABAMBA
-3.59083, 30.49914, 1314.1m
14/10/2018 11:11:55

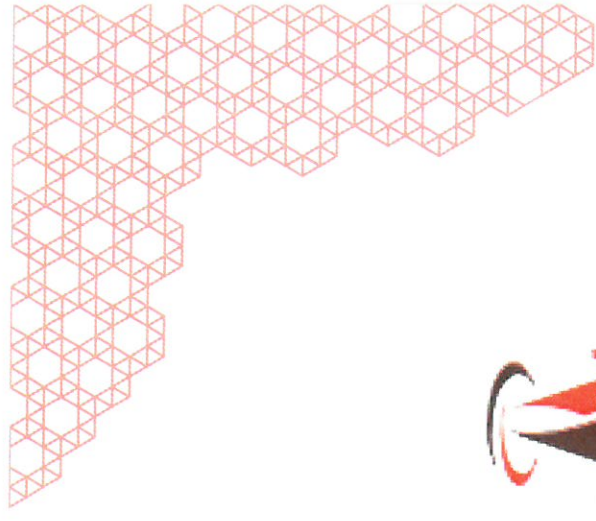
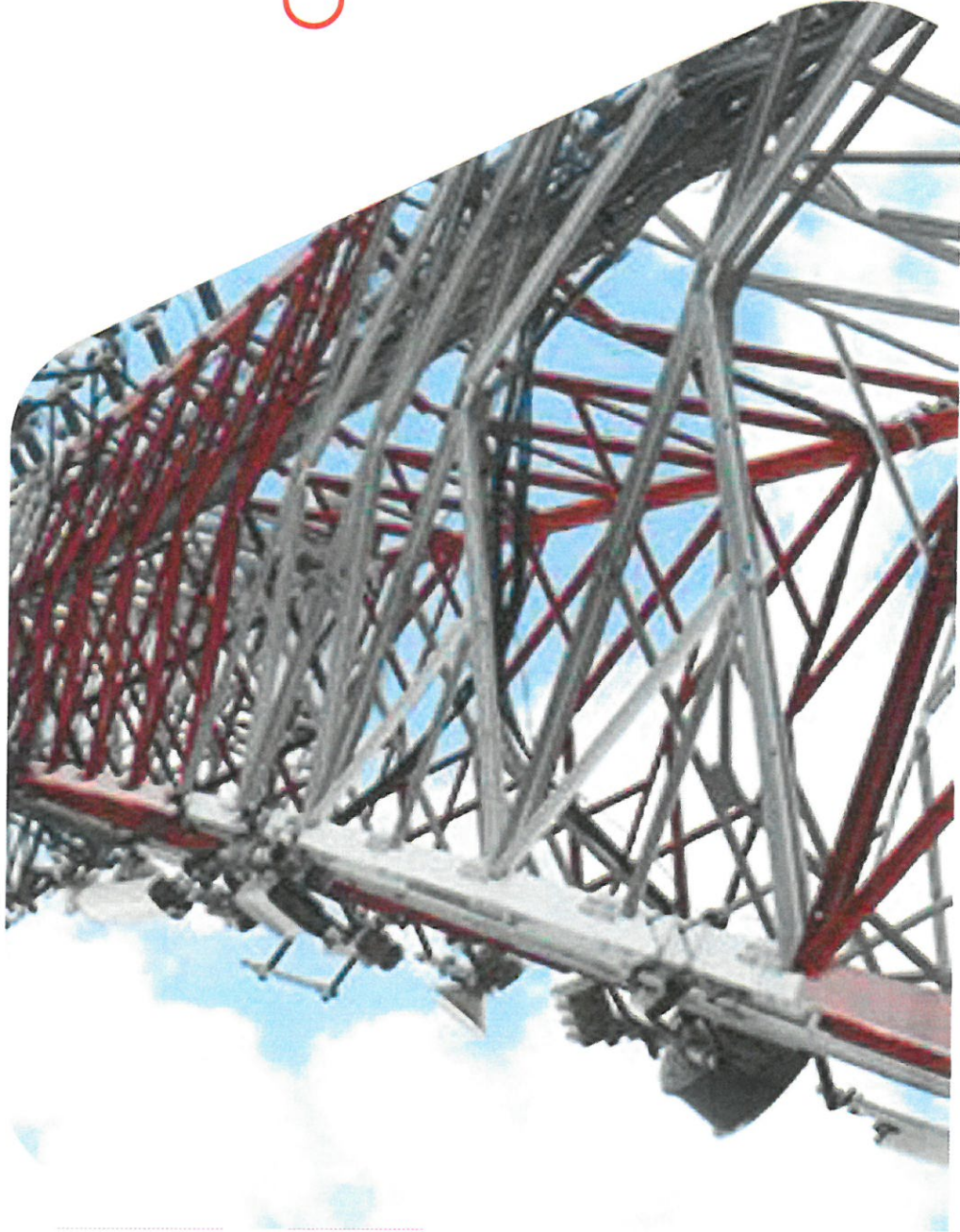


4289 MABAMBA
-3.59074, 30.499, 1312.3m
14/10/2018 11:13:58



4289 MABAMBA
-3.59078, 30.49903, 1313.5m
14/10/2018 11:08:59

Thanks

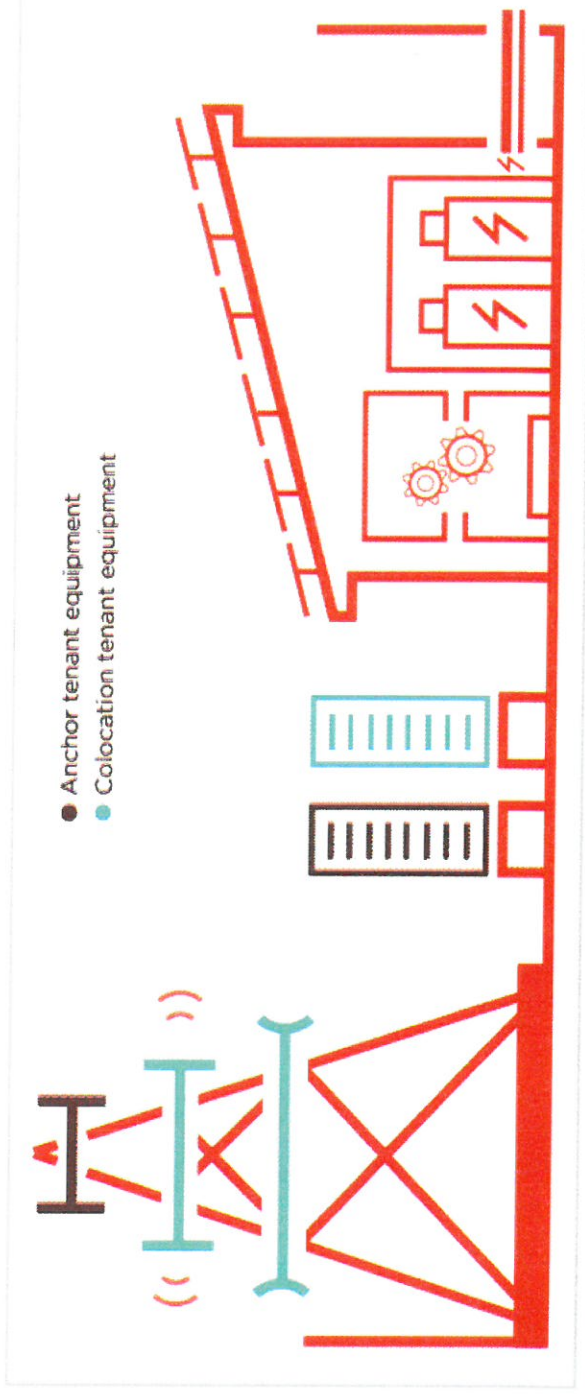


Our Commitment to Tanzania

November 2020

Who We Are

Helios Towers owns and operates telecommunications towers and passive infrastructure in five high-growth African markets. Our principal business is **building, acquiring and operating** telecommunications towers that are capable of accommodating and powering the needs of multiple tenants – typically **large MNOs** and **other telecommunications providers** who in turn provide **wireless voice** and **data services** to consumers and businesses.



Who We Are

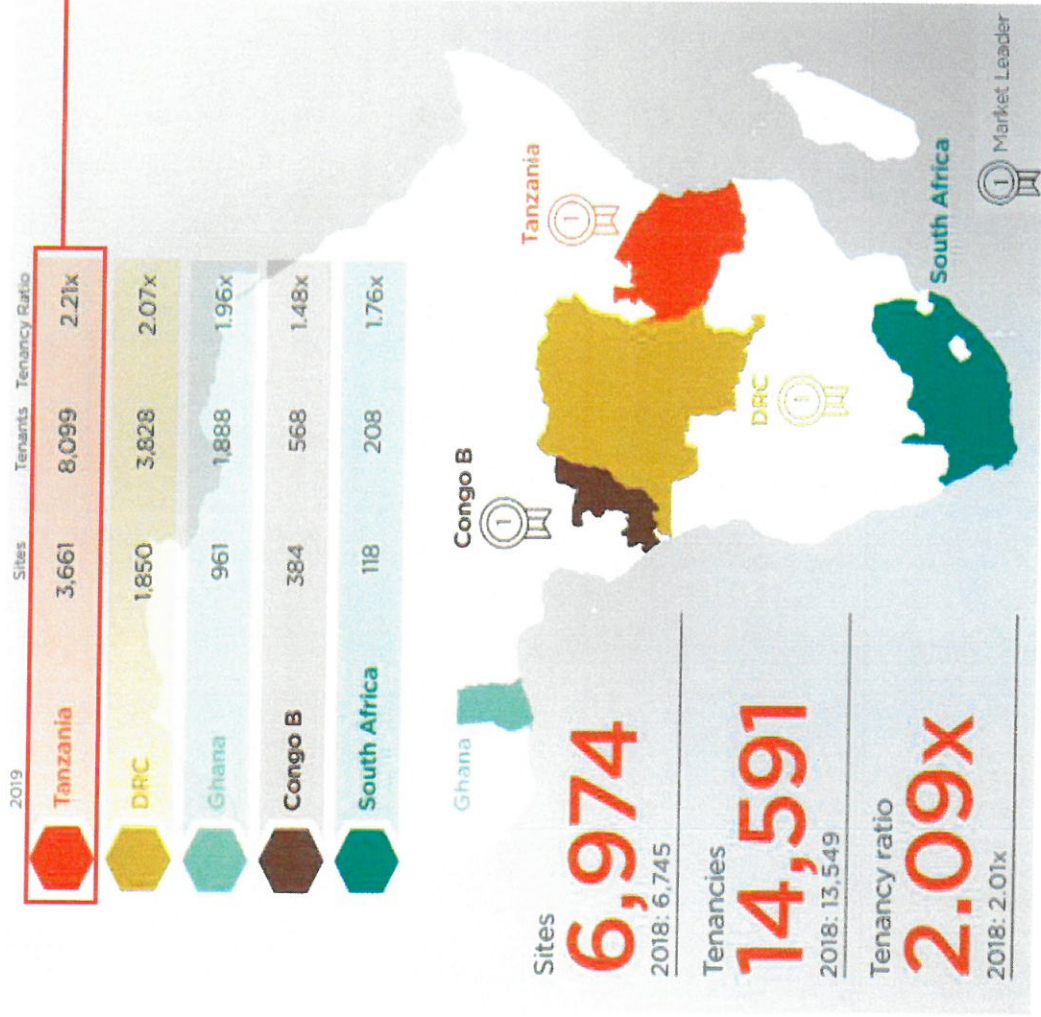
Our operations in Tanzania

We are the sole independent towerco in Tanzania. We entered the market in **2011** and have completed four tower transactions in that time, providing us the opportunity to **refurbish** and **strengthen** already built towers to better serve the needs of our customers. **Build-to-suits**, or new towers that we build for a specific MNO, comprise the rest of our tower portfolio, roughly a third. We have **54%** of our towers in **urban areas** and **72%** in **unique positions** across the country.



Who We Are

Tanzania: our #1 market and our most advanced business



Who We Are

Our Team: Tanzanian to its core



Ramsey Koola
Managing Director

- Joined 2015
- 20+ years of telecom industry.



Gwakisa Stadi
Finance Director

- Joined 2015
- 10 years in Accounting & Auditing.
- Previously at Deloitte.



Jaffary Kiama
Head of Operations and Maintenance

- Joined 2015
- 12 years in telecom industry.
- Previously at Tigo.



Amani Keenja
Head of Projects

- Joined 2016
- 20+ years in Telecom industry.
- Previously at Alcatel, Huawei.



Jean Milliken
Head of HR

- Joined 2018
- Previously at Diageo, Etisalat and Barrick Gold.



Herieth Koka
Sales & Marketing Director

- Joined 2019
- 5 years in Telecom industry.
- Previously at Etisalat, Diageo, Vodacom.



Mercy Lyimo
SHEQ Manager

- Joined 2016
- Previously at Green Resources and Barrick North Mara Gold Mine.



Baraka Andrew
Head of Supply Chain

- Joined 2019
- 8 years in Telecom industry.
- Previously at Airtel.



Michaela Marandu
Legal Manager

- Joined 2020
- 10 years in corporate law and regulated sectors.
- Previously at Clyde & Co.



Frank Noel
Head Performance Engineering

- Joined 2015
- 9 years experience in Telecommunication industry.
- Previous at Nokia.



Togani Ngotta
Contract Manager

- Joined 2015
- 15 years in Telecom industry.
- Previously at Vodacom, IBM.



All employees Tanzanian nationals
 50% management team are women

66 25

Our Commitment to Tanzania

Our Economic Contribution

Annual Tax Spending (2020)	
Annual license fees to the regulator (TCRA)	\$1.6m
Annual Contribution to UCSAF	\$1.6m
Annual service levy to local governments	\$0.5m
Annual corporate income tax to TRA	Over \$4.0m
• Annual net Value Added Tax	\$12.3m
• Annual withholding tax	\$6.4m
• Annual Payroll taxes (PAYE & SDL)	\$1.3m
• Annual import ,custom duties& import VAT	\$1.6m



Total investment in Tanzania \$700 million

Our Commitment to Tanzania

Our Communities are your communities

The very nature of our business is rooted in society. And our contribution to the communities in which we live and work is at the heart of what we do:



We have provided four remote communities, without grid availability, with a reliable power source to charge their phones by installing charging stations next to our towers in these areas.



In 2019, celebrating Environmental Day again, our employees helped plant approximately 1,600 fruit trees in schools across the country

In 2018, our employees participated in a beach clean up to celebrate Environmental Day

Our Commitment to Tanzania

Our Future is Tanzania's future

Our employees are a key asset of the business. We nurture and invest in our people to give them the tools to be effective and the opportunities to grow within the business. By doing this we ensure we retain an engaged, happy, productive and efficient workforce.

In 2019, we **invested over \$120,000** on in training programmes in Tanzania, focusing on:

Leadership

Six Sigma



Skills Gap

Our Commitment to Tanzania

Our Next Generation is your Next Generation

This commitment extends to the next generation of Tanzanians. **8 graduates** were enrolled to spend 6 months with our employees at our Dar es Salaam office. The initiative is to support them with **the necessary work experience** to enable them to secure full time employment.

During their time with us they will have gone through the following **training provided in house by our employees:**



Email communication skills



Office etiquette



CV writing &
Interviewing skills



Work experience in
various departments

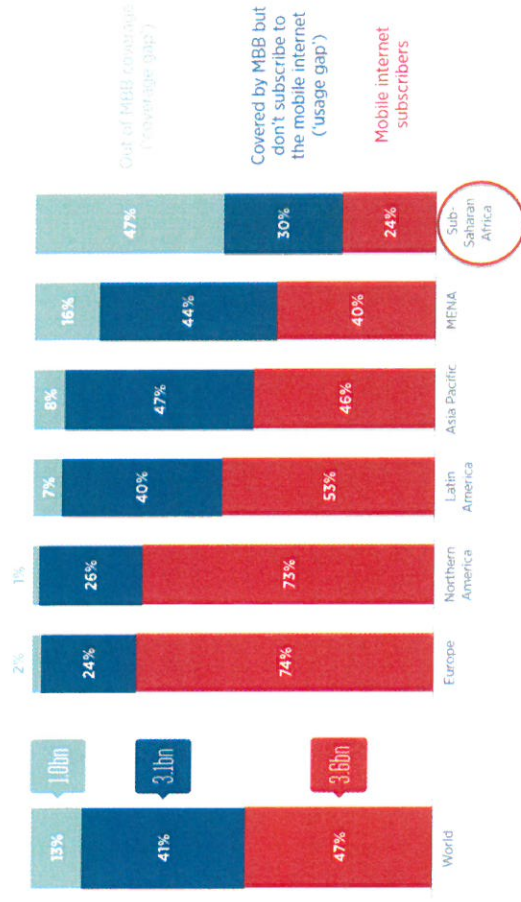
Sub Saharan Africa & Tanzania

Why telecoms infrastructure matters

The Challenge for SSA Mobile development

- SSA has the lowest level of penetration of anywhere in the world
- A majority of that Mobile Gap is caused by a “Coverage Gap”
- We can close that gap

More than 4 billion people don't use the mobile internet
Percentage of population, 2018



Sub Saharan Africa & Tanzania

How we can work with you

Our response

- Colocation: highly efficient and cost effective
- Tower strengthening: makes our towers multi-tenant ready
- Cost effect and efficient for MNOs
- Accelerates the closing of the both the Usage and Coverage Gap
- Benefit to economies is proven and unarguable
- No dividends: all our profits are ploughed back into infrastructure

Our ask

- Every dollar diverted to revenue-based taxes restricts our ability to invest
- Demand is there for Mobile Services – the issue is Mobile coverage
- Let us invest on behalf of the country, its people and MNOs, accelerating growth and improving lives

Our Partnership for the Future

In 2019, Tanzania was one of the **fastest-growing economies** in the world and this growth is only predicted to continue as a result of **strong macro and demographic trends**. These trends will drive demand for mobile and telecommunications infrastructure and **Helios Towers is uniquely positioned** to support the Tanzania government as it moves into the future.

- ✓ Economic Investment
- ✓ Local Employee Base
- ✓ Community Engagement
- ✓ Training & Development

