



Business Plan - HTT Infracore Limited  
August 2025





**helios towers**

Who we are

# HELIOS TOWERS IS A LEADING SUB-SAHARAN INDEPENDENT TOWERCO

## Our Portfolio

Operating since **2010**

**9** countries

**14,417** total sites

**30,074** tenants

**2.09x** tenancy ratio

**99.98%** power uptime



**Experience working with and building for Africa's and Oman largest MNOs**

4,252

Tanzania

1,458

Senegal

553

Congo B

824

Malawi

382

South Africa

2,694

DRC

2,557

Oman

1,097

Ghana

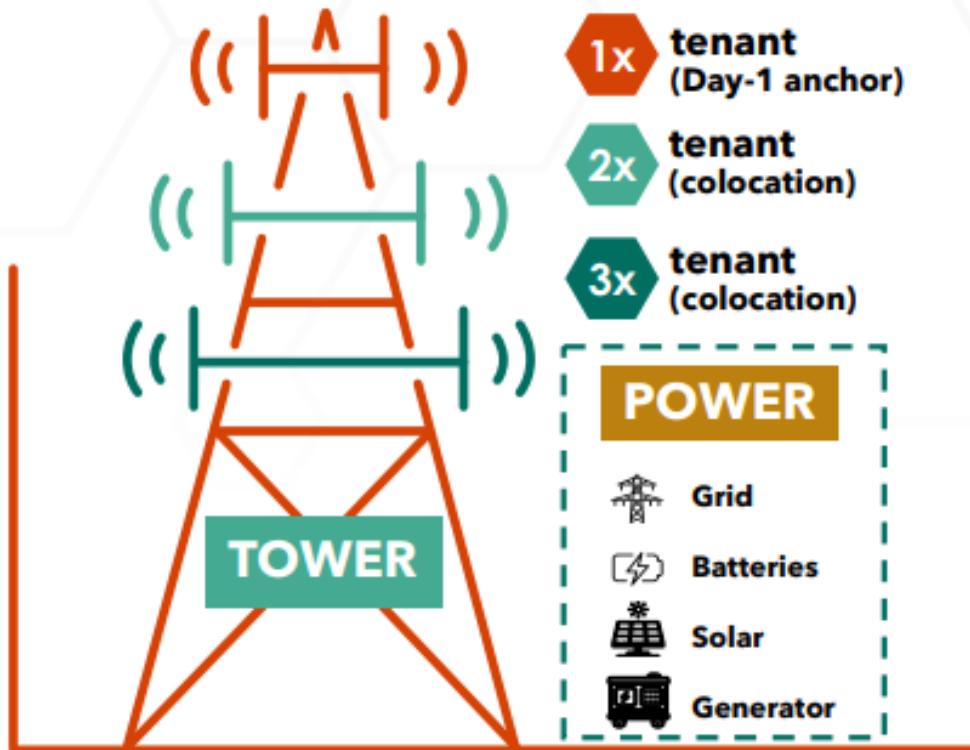
600

Madagascar

# OPERATING MODEL

Providing Infrastructure & Energy

## 1 What we do



**Landlords**  
(individuals, municipalities, other)  
Supply land for tower sites

Ground Rent

Ground Lease

**HTA**  
Provides infrastructure and energy to Wireless Network Operators

Rental Fee

Infrastructure and Energy

**Wireless Network Operators**  
Provide transmission services by means of antennas & microwave dishes located on towers

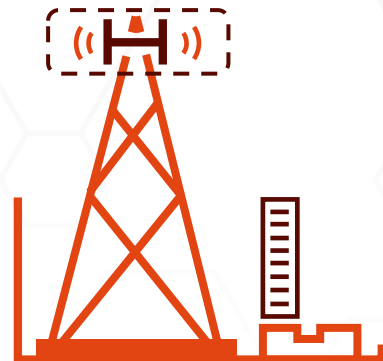
# STRAIGHT-FORWARD CUSTOMER OFFERINGS

## 1 Acquire and Build Sites



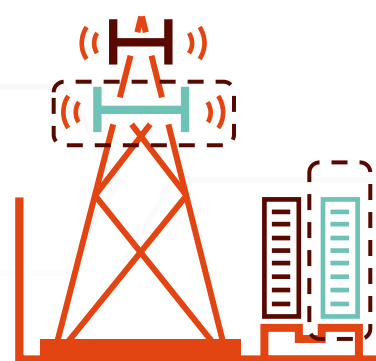
- Grow site portfolio through acquisitions (sale & leaseback) or organically (build-to-suit)

## 2 Sites with 1 tenant



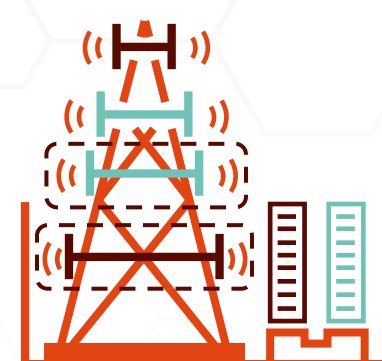
- MNOs place own active equipment on HT sites

## 3 Colocation: Multiple Tenancies



- Adding new tenant to an existing site

## 4 Amendment: Equipment Addition



- Existing customer adds additional equipment, typically driven by customer deployment of new technology (e.g. adding 4G & 5G alongside existing 2G/3G)

## What we do

- 1 Build and acquire telecoms infrastructure to meet the connectivity needs of operators
- 2 Offer colocation to multiple operators, reducing costs and improving efficiency
- 3 Manage power solutions to ensure reliable network operation

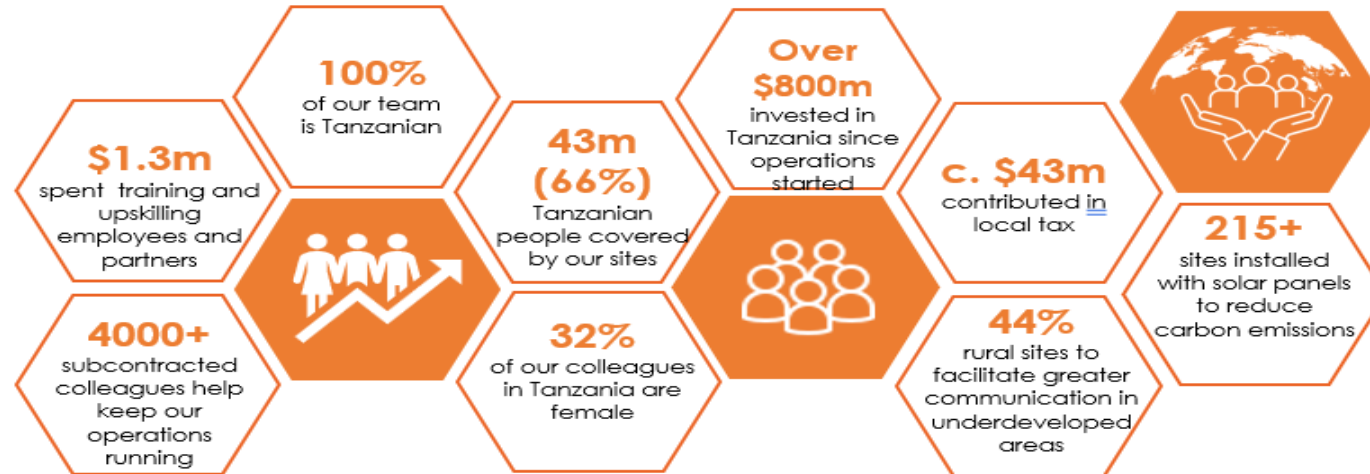


4,207 sites

106 local employees

2.46x tenancy ratio

99.99% av. power up time



\$1.3m spent training and upskilling employees and partners

100% of our team is Tanzanian

43m (66%) Tanzanian people covered by our sites

Over \$800m invested in Tanzania since operations started

c. \$43m contributed in local tax



215+ sites installed with solar panels to reduce carbon emissions

4000+ subcontracted colleagues help keep our operations running

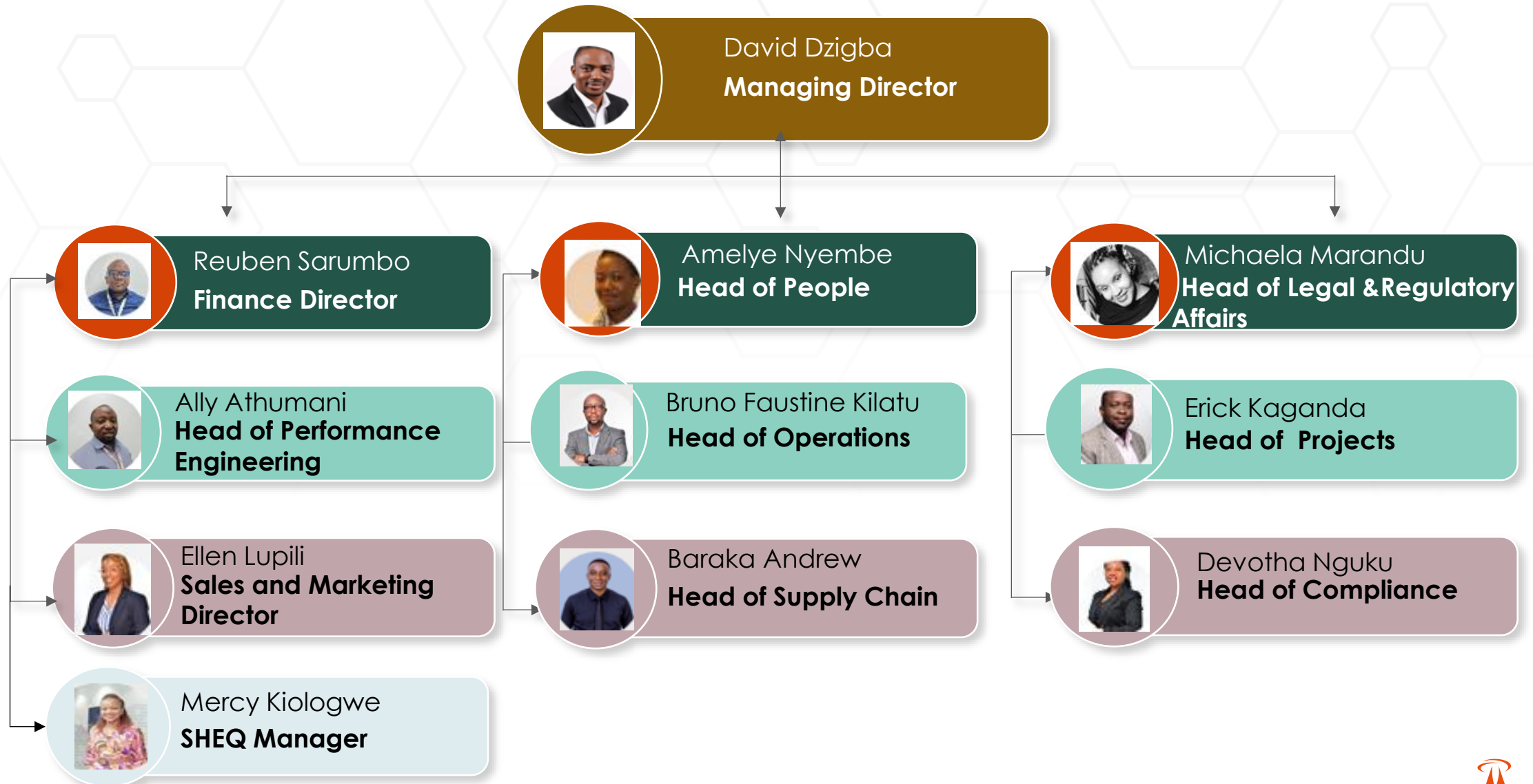


32% of our colleagues in Tanzania are female



44% rural sites to facilitate greater communication in underdeveloped areas

# ORGANIZATIONAL & MANAGEMENT STRUCTURE



# CORPORATE CITIZENSHIP

- **Consistent track record of tax compliance (2024), including:**

- Annual License fee to TCRA \$2.3m
- Annual contribution to UCSAF \$2.8m
- Annual service levy to local government \$0.8m
- Annual site landlords rent \$14.8m
- Annual payroll taxes (PAYE & SDL) \$1.1m
- Annual withholding tax \$5.0m
- Annual Corporate Income Tax \$32.7m
- Annual Electricity Purchases \$19.3m

## Active contribution to the people of Tanzania

01

Benefitting all mobile telecom customers through facilitating broader network coverage and improved uptime

02

Contributing to the rural electrification and UCSAF initiatives to extend both electricity grid and mobile network coverage into rural areas

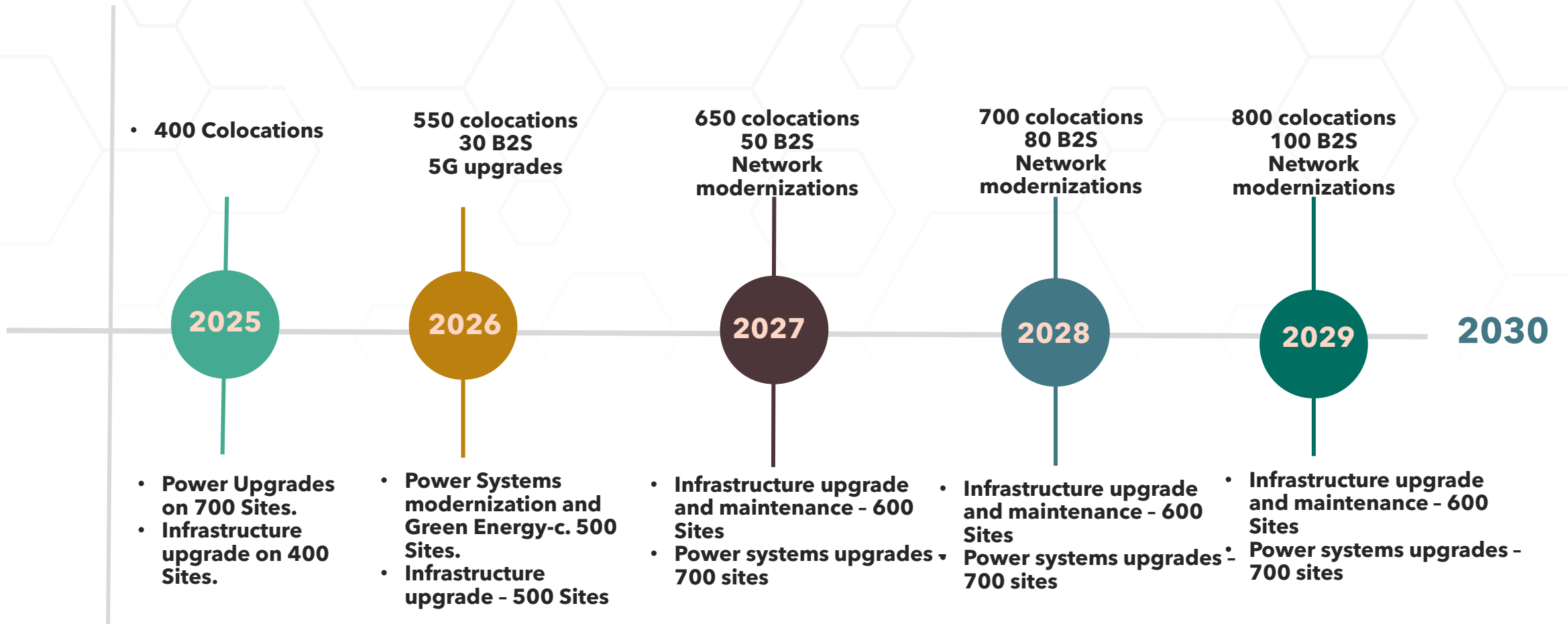
03

Continuously improving its operations and power technology to reduce carbon footprint

04

Strategic customer of TANESCO, and strategic supplier to TTCL

# ROLL-OUT PLAN FOR COMING 5 YEARS





**helios towers**

**THANK YOU**