"GSMA-Green Power for Mobile Africa Regional Working Group"

Movenpick Hotel, Accra

The Helios Tower Business in Africa

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The Helios Tower Business in Africa

- January 2010. Helios Towers acquires all 730 Tigo towers in Ghana.

- December 2010. Helios Towers acquires all 900 towers from Tigo Tanzania and all 720 towers from Tigo in the DRC.

- Helios is providing services and space to all major African operators including MTN, Tigo, Vodafone, Vodacom, Airtel, Africel, Zantel and many ISP's.

The Tower Business in Africa

Why Tower Companies:

- They are independent and open for all licensed operators
- No need to build new towers.
- Significant lower capital requirements for operators
- Speed to market. Operators can quickly use existing towers
- Cost effective with better quality and availability
- One Stop Shopping
- Safety and Compliance

The Tower Business in Africa

Towerco's provide:

- Tower space and ground space for equipment
- Uninterrupted AC or DC Power supply with SLA's
- Fuel supply and Electricity
- Site related permits
- Maintenance of the sites and the generators
- Managing landlords
- Security

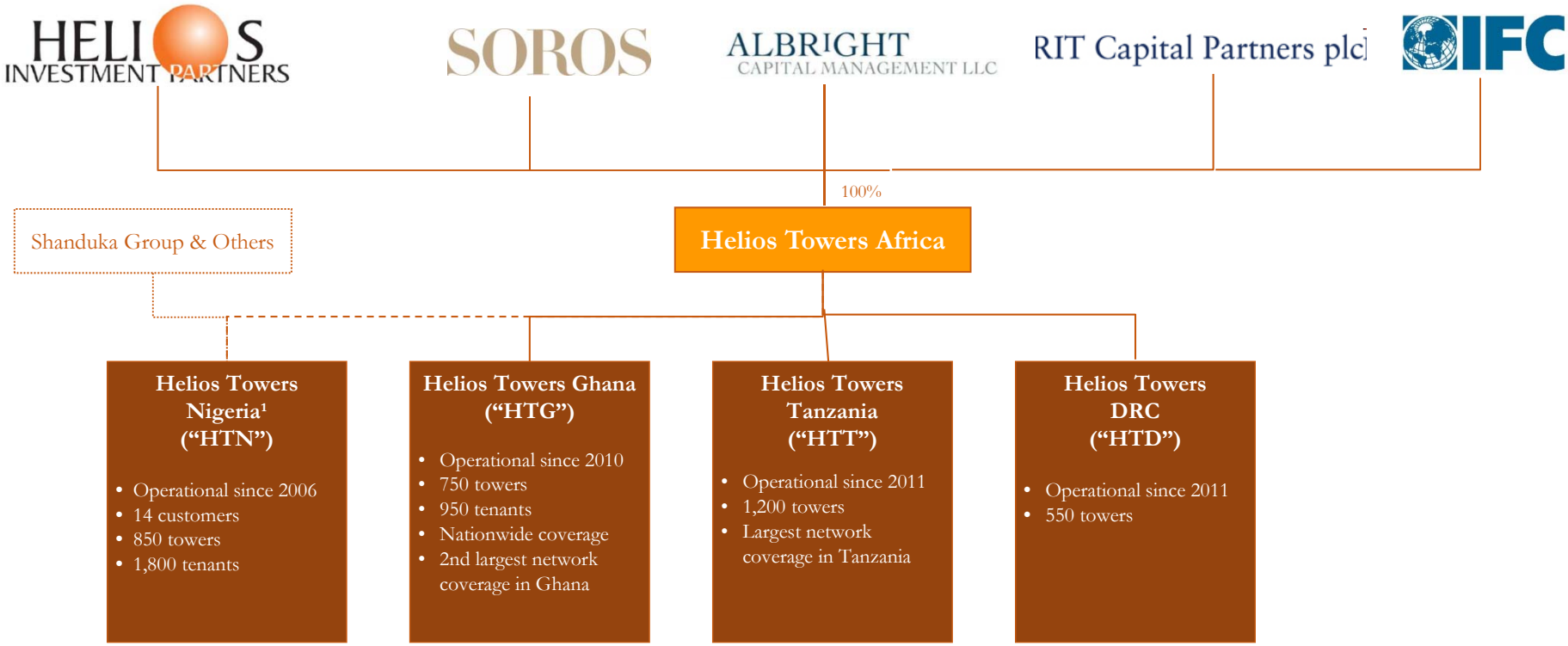
The Tower Business in Ghana

Facts:

- The number of co-locations on the Towers of Helios Towers Ghana, added since early 2010, is about 600 resulting in a significant reduction of the proliferation of towers
- Up time of all sites has increased significantly, resulting in better customer service and higher revenue for the operators.

Helios Towers Africa

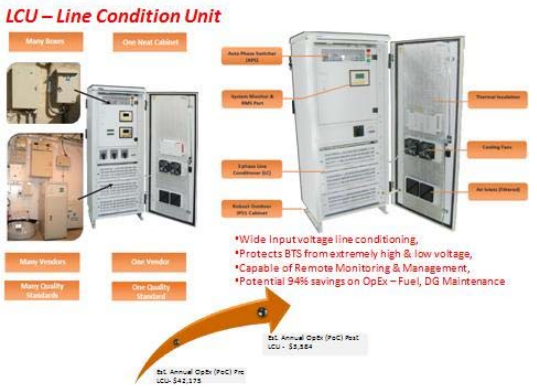
HTA has maintained its "leadership" position as one of the largest independent Towerco's in Africa, with the longest track record of operating in Africa (since 2006)



A Pan-African, Independent Operator of Telecom Towers

HTG-Going-Green

- **Total sites/Off Grid Sites**
  - 730 sites across the country and increasing
  - We have about 16 off grid sites
- **Green power fuel cells, etc) sites (if you have already) (solar, wind,**
  - Fuel cells. Talks and engagements ongoing
- **Challenges of your off-grid / bad-grid sites,**
  - High Capex due to early replacements of Gen Sets (runs 24hrs)
  - High and increasing cost of fuel, makes kw/hr consumption expensive
  - Noise Pollution
- **Solutions (if you have already) or expectations to the GPM program to discuss.**
  - LCU –Line Condition Unit
  - DC (Deep Cycle batteries) being deployed on sites



Sign-off text, as required

Thank You