



**IMPACT
2030**

**CONNECTING PEOPLE,
POWERING GROWTH**



Unique Platform Strategically Focused on Africa & Middle East

- **9** High-growth markets
- **#1** Position in seven of our markets
- **#1** Most diversified towerco across A&ME



(millions)

	Today	FY 30	Growth
Population ³	369	415	+12%
Unique Subscribers ⁴	173	214	+24%
HT footprint (population covered)	157	>190	+21%

14.6k towers

 Tanzania 4.3k	 DRC 2.8k	 Oman 2.6k
 Senegal 1.5k	 Ghana 1.1k	 Malawi 824
 Madagascar 677	 Congo B 554	 South Africa 385

1. Unless stated otherwise, all data as of Q3 25.
2. UN World Population Prospects, accessed September 2025.
3. Unique mobile subscribers, GSMA Intelligence Database, accessed September 2025.

IMPACT 2030: Ambition Over Next Five Years



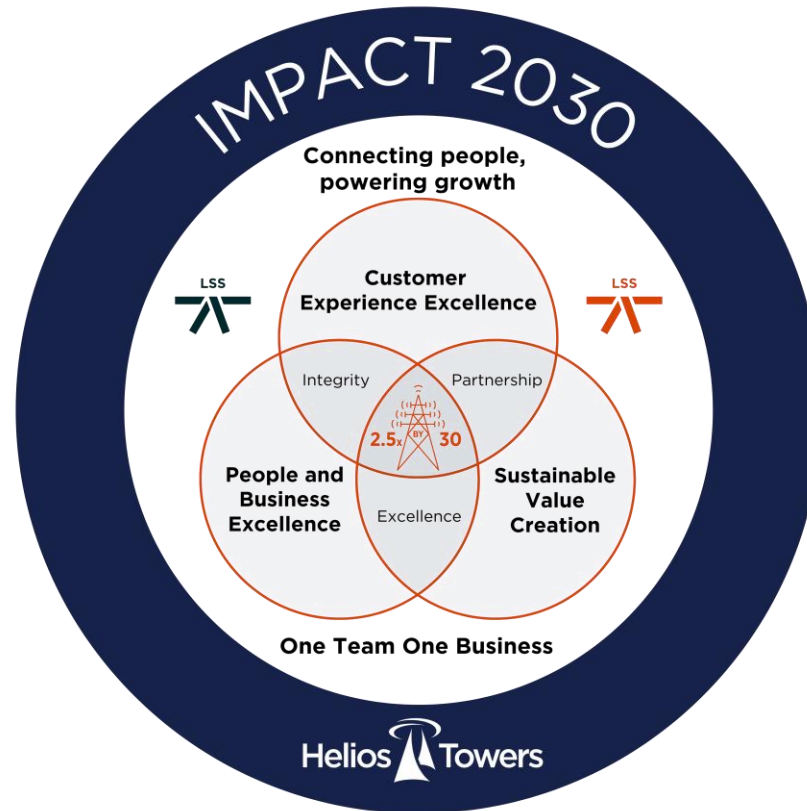
Our vision

To be the leading towerco
in Africa & Middle East



Our purpose

Connecting people,
powering growth



Our mission

Deliver **customer
experience excellence**
through our digital business
excellence platform and
create sustainable value for
our people, environment,
customers, communities and
investors

Our values Excellence | Partnership | Integrity



Oman Mobile Market Performance

Oman marks our entry into the Middle East, following the acquisition of Omantel's tower portfolio in 2022

01

Total towers

2,619

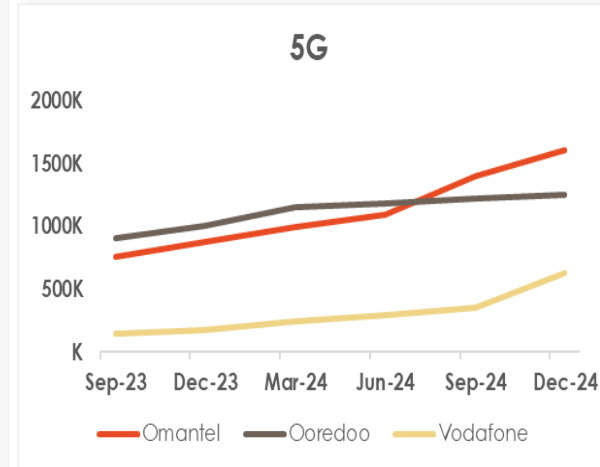
02

Total tenancies

4,493

03

5G subs share per MNO



04

5G subs share per MNO

1.72x
Ratio

عمانتل
Omantel

ooredoo

vodafone



Business Excellence Programme



What is Lean Six Sigma? ✓

Data-driven decision making

Process efficiency methodology

Continuous improvement culture

3.4 defects / 1 million events =
6 σ standard



amazon

AMERICAN
EXPRESS



How is it applied at Helios Towers? ✓

Front-end



**Customer
experience**



**Quality
delivery**



**Leading
operations**

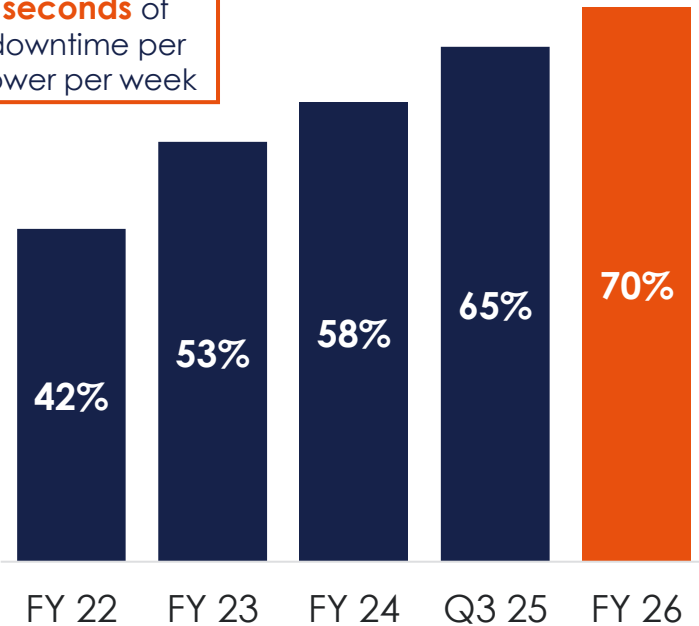


Our investment in people ✓

Lean Six Sigma trained employees (%)

**6 σ = two
seconds** of
downtime per
tower per week

Target



Foundation



People, Finance, Legal & IT





Customer Experience Proposition



Operational excellence



99.99%

Power uptime

each **1%** of network downtime across our nine markets loses MNOs **>\$175m** in annual revenue¹



Financial value



-30%

Lower cost

lease rate is **30%** lower than the operators total cost of ownership²



Global quality standards



-37%

Carbon reduction³

37% reduction in diesel emissions per tenant on towers with two tenants vs. one tenant



<24hrs

Speed

we can get colocation customers online



\$

Capital efficiency

MNOs can focus their capital on active technology and strengthening their balance sheet



5 ISOs⁴

International standards

we adhere to the highest international safety standards, with rigorous performance monitoring

1. Calculated using total FY 24 cellular revenues across our 9 markets, multiplied by 1%. Cellular revenues as per GSMA database accessed July 2025.

2. Based on FY 24 average lease rate per tenant compared to Helios Towers' assessed MNOs total cost of ownership.

3. Average diesel emissions reductions have been calculated from diesel consumption figures for the Group, comparing consumption on towers with 1 and 2 tenants.

4. Our ISO accreditations include ISO 9001 (Quality Management), ISO 14001 (Environmental Management), ISO 45001 (Occupational Health & Safety), ISO 27001 (Information Security) and ISO 37001 (Anti-bribery).



Commitment to Service Quality

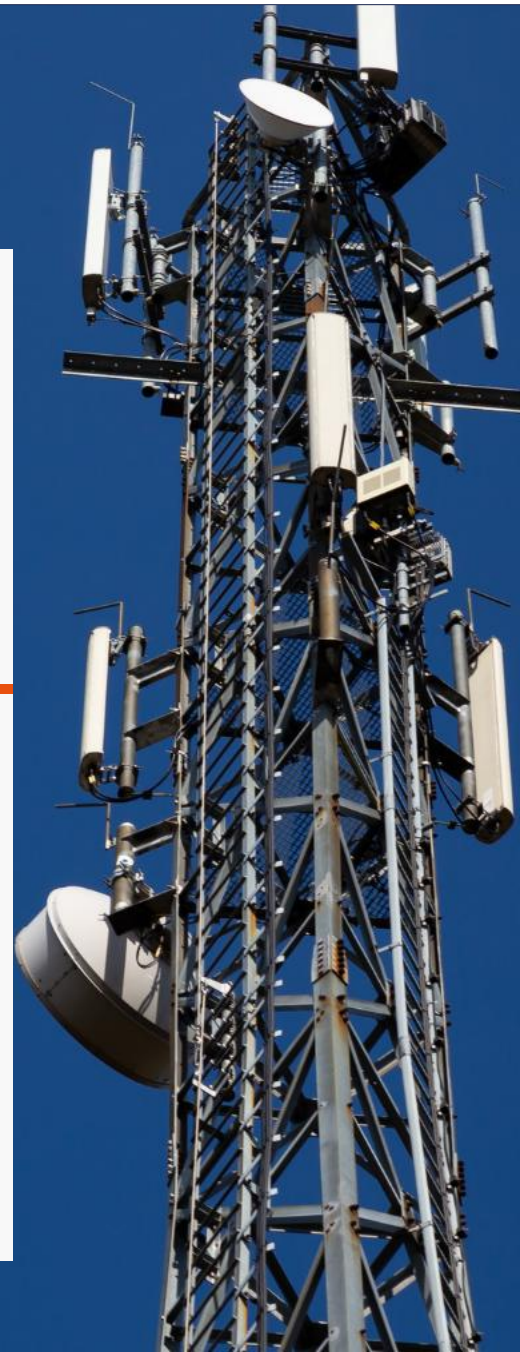


Said Abdullah Ali Al Ajmi

*Vice President Technology
and Infrastructure
Omantel*



Helios Towers has consistently proven to be **an invaluable partner** in our efforts to expand and enhance our network. Their adaptability and swift deployment of sites have **significantly improved our coverage, enabling us to deliver faster and more reliable services** to customers throughout Oman.





Role of TowerCos in Advancing 5G Growth in MENA



Infrastructure enablement

- Facilitating network densification
- Providing ready-to-use passive infrastructure
- Supporting 5G colocation



Capex efficiency & risk sharing

- Reducing upfront investment barriers
- Lowering total cost of ownership



Policy & market advocacy

- Engaging with regulators
- Advocating for fair access



Power & energy solutions

- Ensuring power reliability
- Minimising carbon footprint



Coverage & access expansion

- Accelerating urban and rural rollout
- Complementing fibre deployments



Digital innovation & smart infrastructure

- Preparing towers for edge computing
- Partnering with smart city initiatives

