

Independent Wireless Infrastructure operators are part of the solution for the EU's Digital Single Market

- 12 members, 7 EU countries
- Percentage of telecommunication towers outsourced to TowerCos much lower in the EU than in the rest of the world
- An open internationally proven wholesale model
 - Towers
 - Small cells / DAS – urban & indoor
 - Acquisition, improvement and wholesale of utility rights
- €60bn invested in wireless infrastructure in Europe and across the globe
- Typically backed by infrastructure funds or public markets



A key contribution to EU DSM objectives

Tower companies enable better coverage, promote competition and generate significant investment

Better connectivity

- Increased colocation facilitating site creation, including in less covered areas or along transportation axis
- Faster roll-out
- Lowering cost of network deployment

Promotes competition

- Lower barriers to entry for network launch or extension
- Fair treatment to all networks
- Intrinsically competitive at wholesale level
- Avoid competition issues raised by active network sharing

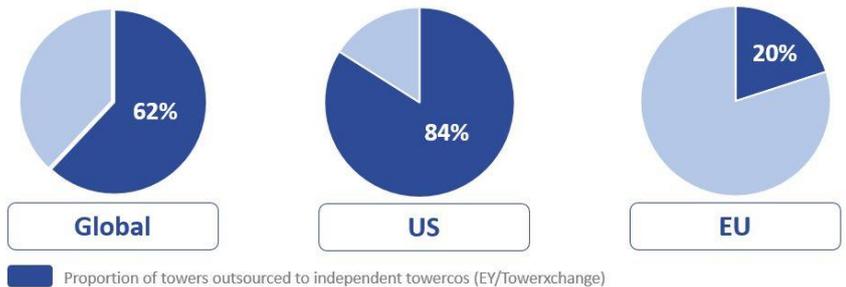
Boosting the Investment for the Gigabit society

- Capacity to raise infrastructure financing at lower cost of capital than MNO
- Cash from tower sales is used by Telcos for investment in mobile and fibre
- Efficient operation: Return on MNO investment is improved

Enormous potential for growth, ready for the 5G era

The independent wireless infrastructure sector is growing rapidly in the EU and represents a major new telecoms asset class

- Communications networks are increasingly disaggregated.
- Level of infrastructure outsourcing still low in Europe versus 62% in global and 84% in the USA.



- *An increase in the degree of outsourcing to TowerCos (i.e., to match the levels seen in the USA today) would have a net benefit of €23 billion to the European economy over the next decade, and could unlock €27 billion in capital investment*
- *The wholesale-only business model is well suited in a 5G world where small cells, distributed antenna systems and adequate backhauling capacities will be crucial. In the US around half of the small cells are being deployed by independent wireless infrastructure operators.*