



### → More towers

- white spots resorbtion
- 4G densification
- 5G small cells
- Distributed antennas



### → Fast rollout

- 5G
- Internet of Things, innovative wireless operators



### → Capital

- estimated to be between € 56 bn and € 200 bn



## EUROPE needs

Connected digital single market by **2020**

Gigabit society by **2025**

**213**  
EUROPE NO. 1



### → Our wireless infrastructure

- existing portfolio
- Site creation
- Site buyback & mutualisation
- Increased sharing 2x



### → Quick and open access

- Time to market
- fibre connected small cells
- independent and neutral host



### → Long-term investment

- A new source: Infrastructure funds have \$ 160 billion to invest
- € 28 billion could be released with increased tower outsourcing

Independent wireless infrastructure OPERATORS bring ...



→ A proven business model with growth potential in Europe



US and Canada



Latin America



Europe

% of towers outsourced to independent towercos

## OUR POLICY asks



Policies that incentivise greater independent neutral host investment

