

Delivering Independent Wireless Infrastructure Fit for the Digital Decade



EWIA members enhance Europe's connectivity by investing in long-term high quality shared telecom infrastructure



Neutral hosts for wireless service operators

- › Mobile operators providing 4G, 5G
- › Internet of Things, innovative wireless operators
- › Industry Verticals



Expanding our wireless infrastructure

- › Existing portfolio of circa 100,000 sites in Europe
- › Site creation
- › Site buyback & mutualisation



Actors of European connectivity, resilience & recovery

- › Enhancing coverage
- › Hosting critical and emergency services
- › Attracting new source of investments

A proven business model

1

Higher efficiency through neutral host sharing

- Higher colocation ratio
- Reduced environmental footprint
- Economic savings

2

Catalyst for European Innovation

- Time to market
- Sites and beyond: Fiber to the tower, small cells, DAS, transport corridors, millimeter waves, edge data centers

3

Growing in Europe

- Outsourcing to independent players is on the rise: 17% in 2017, 20% in 2020.
- Competitiveness of the model confirmed by recent deals (2020 and 2021)
- Compared to other regions in the world, 28 billion¹ could be released with increased tower outsourcing, contributing to fund 5G deployment

The vision for Europe's digital transformation by 2030 revolves around four cardinal points:



EWIA – European Wireless Infrastructure Association



10 towerco members in 14 European countries



Capital intensive & long term investments with industrial commitment



Over €100bn of assets operated globally



Our policy asks: Policies to reflect and support wider, faster and greener infrastructure deployment through neutral host investment.

¹Period 2019-2029, under certain assumptions – source EY-Parthenon report on the economic contribution of the European tower sector, October 2020