

**VANTAGE
TOWERS**

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TowerGo diversification

MWC 2024, Barcelona, Spain
GSMA Tower & Fibre Forum Seminar
29/02/2024
Jaime Abril, Head of Product and Business Development

Vantage Towers: Powering Europe's digital transformation

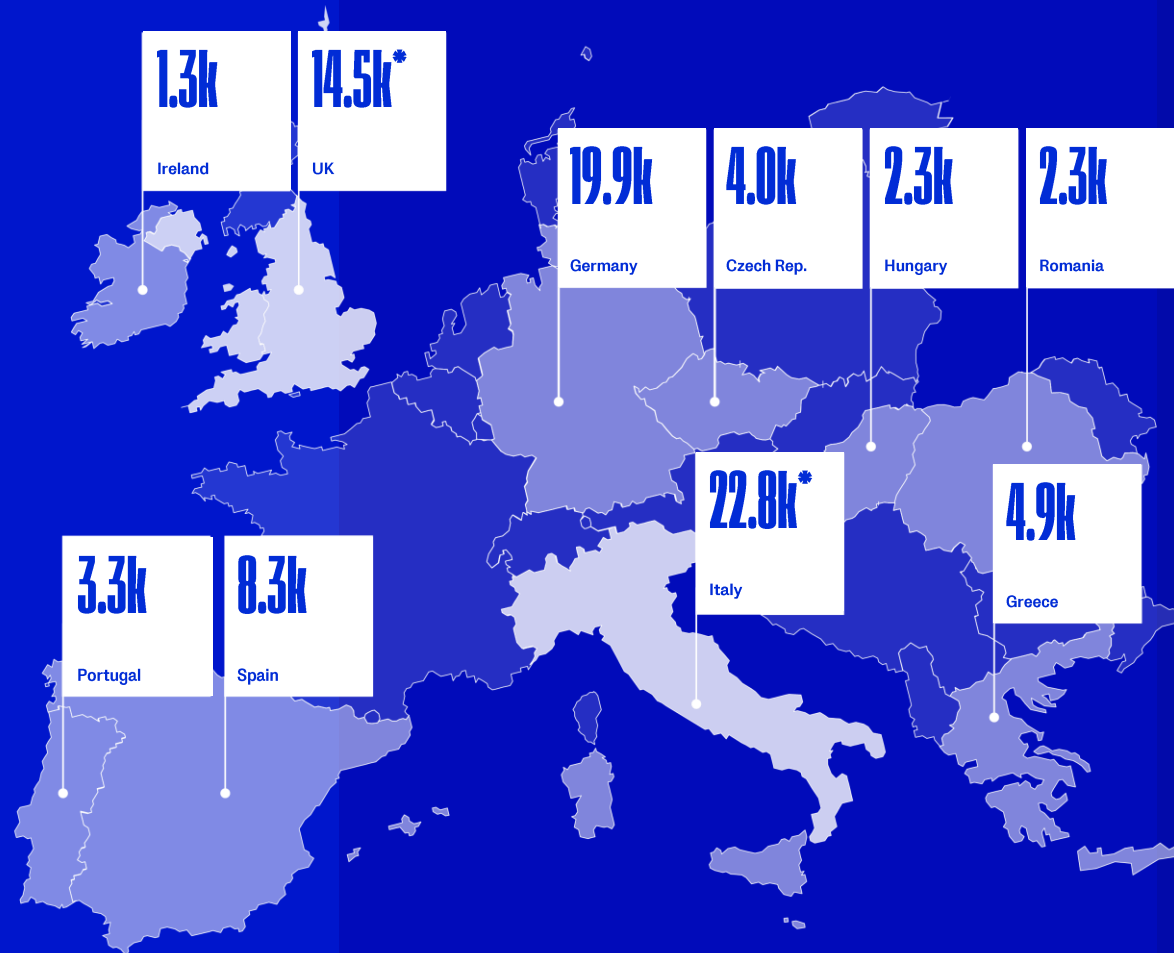
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 **84,000+**
sites

 Launched in
2020

 Headquarters in
Germany

 Superhost in
Europe



Working to better connect Europe



Enabling Europe's digital transformation



Dedicated to providing sustainable solutions

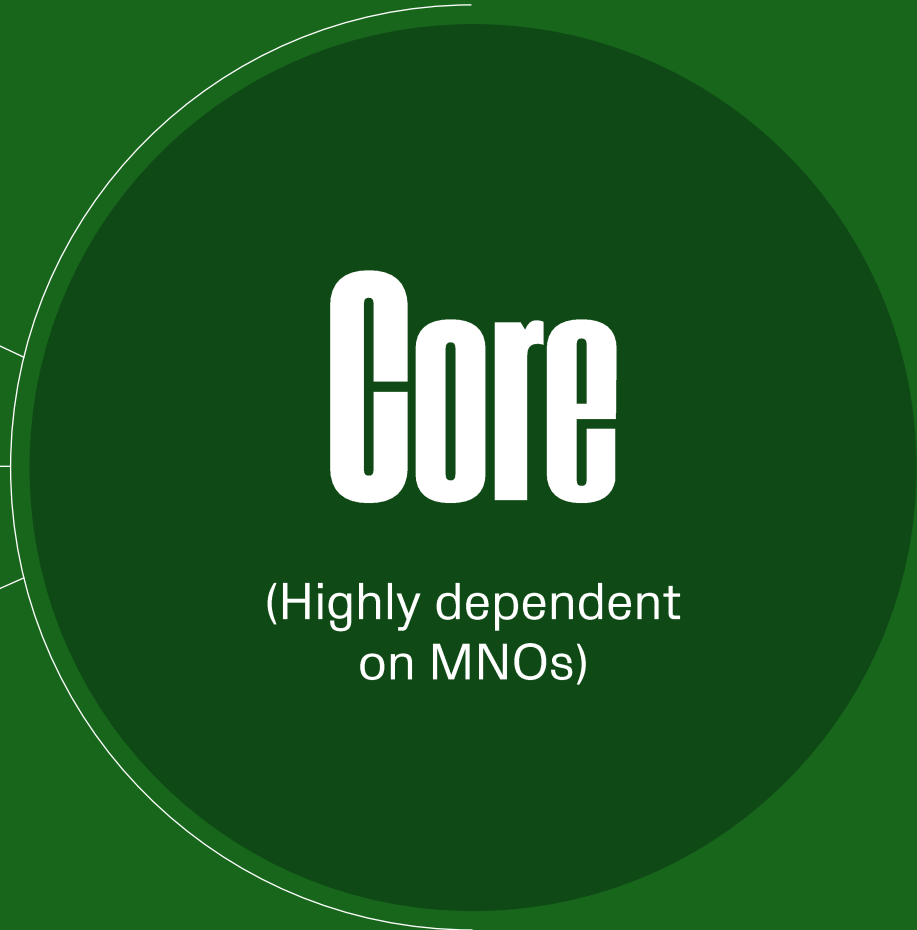
* Joint venture: Italy and UK

Why? | Diversification driving forces

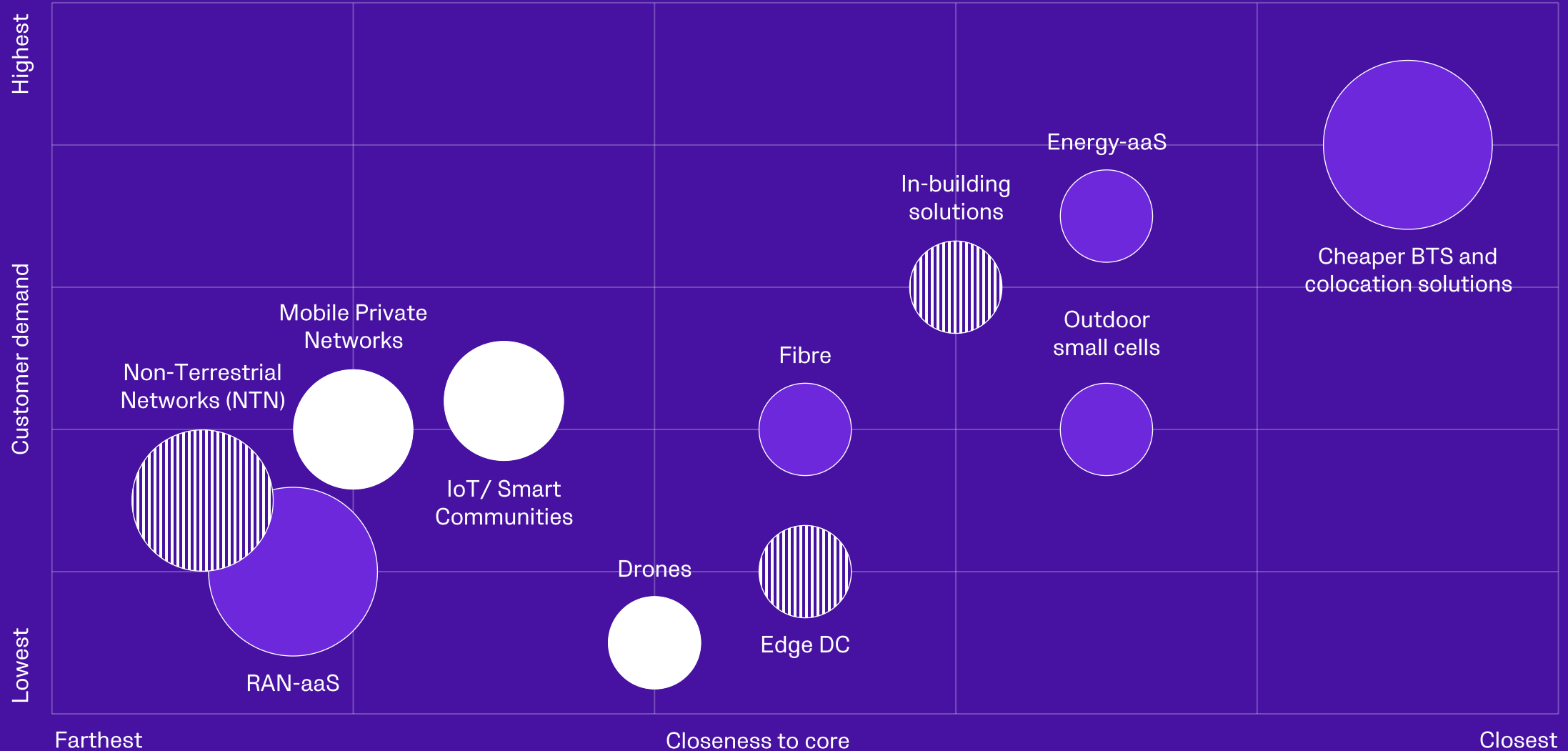
Increasing competition
in the TowerCo market

RAN sharing

Changing requirements
from MNOs and non-MNOs



What? | Beyond the core opportunity map



How? | External and internal product diversification success factors

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Customers

- Features/ requirements
- Costs
- Time-to-market

Investors

- Returns
- Margins
- Long-term-value

Company

Government and regulation

- Rules
- Funding
- Control

Partners

(Suppliers, landlords)

- Quality
- Quantity
- Costs

Indoor Coverage Solutions

For MNOs and property/ business owners

Multi-carrier solution → future-proof and cost-efficient

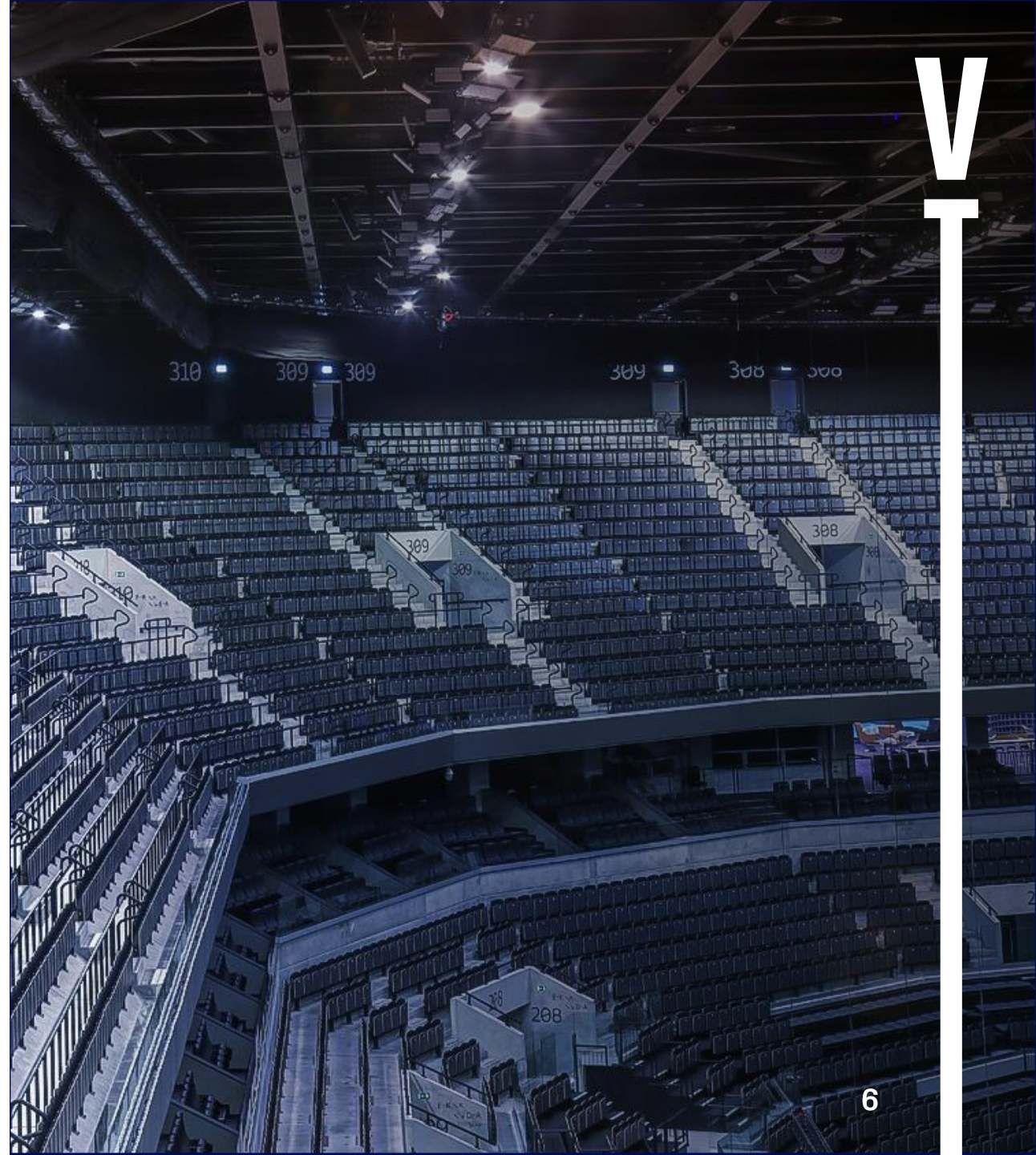
Coverage-as-a-Service, turnkey project

Repeaters and passive, active and evolved DAS solutions

Can be combined with IoT and private networks

Examples:

More than 1.3k DAS sites across Europe at airports, underground facilities, tunnels, hospitals, shopping malls, commercial buildings, stadia, etc.



Small Cell and Smart City infrastructure solutions

MNOs for Small Cells, and Enterprise and Public Sector for Smart Communities

Multi-tenant solution for Small Cells/ outdoor DAS, IoT sensors and gateways, EV-charging stations, and drone stations

Hosting services with optional access to fibre and selected active hardware and services

Facade, illuminated signs, poles, ad hubs, recycling stations, etc. on private and public grounds

Examples:

Small Cells network for Telefonica in Spain and EV-charging stations with Elektromotive Hungaria Kft. in Hungary



Energy solutions

Mainly for MNOs, but also for Enterprise and Public Sector

Multi-tenant infrastructure and energy equipment

Energy (HW)-as-a-Service, focusing on energy efficient and green solutions

Power connection, rectification, battery backup, renewable generation (solar panels, wind turbines, temporary and backup energy solutions)

Examples:

- + Grid electricity consumption from 100% renewable sources
- + ISO 50001-certified energy management
- + Hydrogen and photovoltaic generator



Sensing solutions

Mainly for Enterprise and Public Sectors, but also for MNOs

Hyperlocal real-time environmental data for multiple customers and applications

Sensor Data-as-a-Service and selected nowcasting/ forecasting/ alert services

Microwave-based rainfall, weather, air quality and noise sensing solutions

Examples:

Virtual microwaves for rainfall measurement and weather data for wildfire and flood prevention and management in Spain



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Thank you for
your attention

