

# Infrastructure Sharing

Think Tower Co-location  
Think PwC\*

Millions of untapped subscribers, the need for network expansion, limited suitable sites, new regulation. Telecom operators need to consider infrastructure planning alternatives.



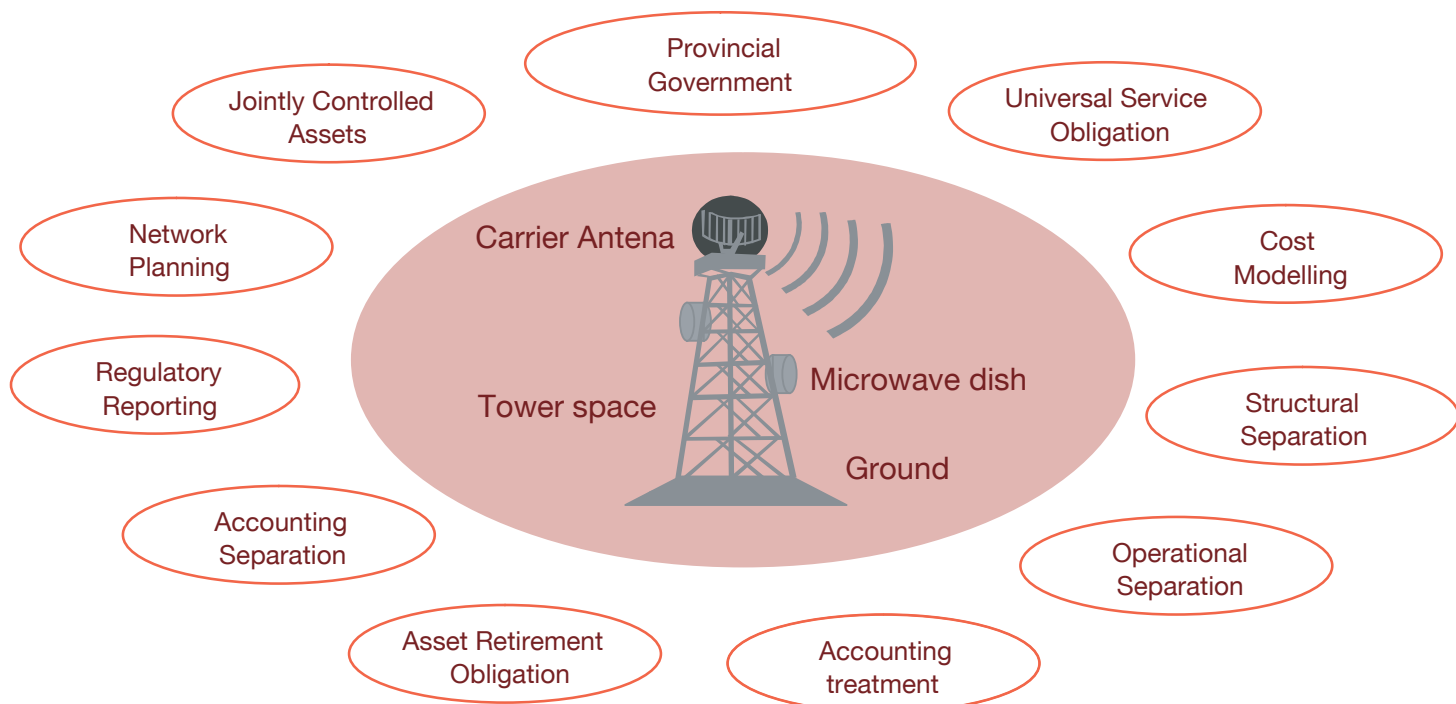
## A Value Call

Telecoms operators are facing ever-increasing scrutiny from the regulator as the level of competition in the industry intensifies and the need for network expansion increases.

The tower co-location regulations bring a new perspective to infrastructure planning and are aimed at opening up new business opportunities for a faster and cheaper rollout of cellular services. At PwC we have international experience where we have assisted operators to determine the impact and opportunities associated with co-location infrastructure sharing.

How will operating versus capital leases affect your return on investment? Do you intend to release your capital trapped in your tower network by way of disposal? Do you consider non organic growth by acquiring/merging with a tower company? Is your tax planning aligned?

Appropriate regulation is about getting the balance right while maximising the opportunity. PwC can provide the insight and expertise to help you achieve that balance.



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