Acquisition of telecommunications towers

Article Overview

Telecom tower acquisitions are driven by strategic scale, geographic expansion, and capital optimization, with major M&A activity reshaping the global tower landscape.

Industry Trends and Strategic Rationale

The telecom tower sector has experienced significant consolidation, with mobile network operators (MNOs) selling tower portfolios to specialist infrastructure firms, which in turn acquire each other to achieve scale and efficiency . For acquiring companies, scale is critical: larger portfolios reduce operating costs, increase bargaining power with suppliers, and enhance attractiveness to multinational MNOs. Acquisitions also provide immediate market presence in new geographies, which is faster than building towers from scratch . Sellers, typically MNOs, aim to unlock capital while retaining long-term access to tower infrastructure through lease agreements .

Recent Notable Transactions

o Phoenix Tower International (PTI) acquired approximately 3,700 towers in France from Bouygues Telecom and SFR's joint venture Infracos, expanding its French footprint to 10,000 sites. PTI operates around 33,000 towers across Europe, the US, Latin America, and the Caribbean .
o Everest Infrastructure Partners and TowerCo jointly acquired 546 towers from Charter Communications across 37 U.S. states, one of the largest U.S. portfolio transactions in a decade. Charter retains tower-use rights and continues as a preferred fiber provider .
o Deutsche Telekom sold 51% of GD Towers in Germany and Austria to DigitalBridge and Brookfield, receiving over EUR10 billion while retaining a 49% stake and long-term access to the towers . GD Towers operates more than 40,000 sites.
o Ancala entered the Irish market by acquiring 300 towers from PTI, forming the TorLoc Towers platform, which will serve MNOs, emergency services, and rural broadband providers .

Key Considerations in Tower Acquisitions
o Portfolio Size and Quality: Larger, strategically located portfolios provide operational efficiencies and higher leasing potential.
o Geographic Diversification: Expands market reach and reduces reliance on a single region.
o Regulatory Compliance: Some acquisitions, like Ancala's in Ireland, are influenced by competition authorities to ensure market fairness .
o Financial Structuring: Deals often involve equity sponsors, joint ventures, or partial sales to balance capital requirements and risk .
o Long-Term Partnerships: Sellers often retain access to towers via lease agreements, ensuring continuity of

service while monetizing assets .

Conclusion

Acquisition of telecom towers is a strategic tool for growth, efficiency, and market expansion. The sector continues to consolidate globally, with specialist tower companies leveraging M&A to build scale, diversify geographically, and enhance revenue potential, while MNOs unlock capital and focus on core operations. Recent transactions in Europe and the U.S. illustrate the scale, complexity, and financial significance of these deals.

Explore telecom tower M&A activity. This guide covers the strategic rationale, key players, valuation methods, and

? Telecom infrastructure refers to the physical components that make up a telecommunications network,

Deutsche Telekom completed the partial sale of its tower business in Germany and Austria, which is combined in the

Site selection is an important part of the project planning process -- it is literally the ground on which you build a cell

Q1"26 wasn"t a comeback quarter for TMT M&A. It was a sorting quarter. Deal counts slid, disclosed value jumped, and capital

Following this operation, American Tower becomes Telefónica"s leading supplier in both Europe and Latin America

Deutsche Telekom (DT) has confirmed the completion of the partial sale of its tower business in Germany and Austria

Understand the role of site acquisition and real estate in telecommunication projects. Discover their importance in

Telecom REITs operate a capital-efficient, recurring revenue model: they acquire or control

Telecommunications infrastructure is a busy sector, with more mergers and acquisitions than ever. At the same time,

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Saudi Telecom Company has completed its EUR1.22 billion ($1.33 billion) acquisition of Netherland-based United

COMPETITIVE LANDSCAPE: The competitive landscape of the telecom tower market is characterized by the presence of large

MTN Group announced today that the board of IHS Towers has accepted an offer of

IND FAQ 2.1 - Is the acquisition of a subscriber base entity the acquisition of a business? IND FAQ 2.2 - Is the

The Telecommunication Regulatory Commission Sri Lanka prefers site sharing to minimize the number of towers, thus reducing

TowerNet Ltd purchases a legal entity, TowerCo, from a third party, Telecom Ltd. TowerCo owns a portfolio of

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