



Houlihan
Lokey

Digital Infrastructure Industry Update

Q4 2024



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Houlihan Lokey Overview

01

Digital Infrastructure Industry Update Q4 2024

Dear Clients and Friends,

Houlihan Lokey is pleased to present its Digital Infrastructure Industry Update for Q4 2024. We have included topical news stories, transaction announcements, public markets valuation data, and industry insights to help keep you abreast of this dynamic and constantly evolving industry.

Houlihan Lokey now has ~40 financial professionals between the U.S. and Europe covering the digital infrastructure sector.

This update also includes the latest from Houlihan Lokey's Capital Markets team, one of the largest and most active non-balance-sheet placement agents on Wall Street. The Capital Markets Group brings real-time knowledge of and insight into what is achievable in today's volatile markets based on recent and in-process financing transactions.

We hope you find this quarterly update to be informative and that it serves as a valuable resource to you. If there is additional content you would find useful for future updates, please do not hesitate to call or email us with your suggestions.

Regards,

Houlihan Lokey's Digital Infrastructure Team



Jason Hill
Co-Head of U.S. Tech, Global
Head of Digital Infrastructure
JDHill@HL.com
+1 617.947.7295



Bill Fanning
Managing Director
BFanning@HL.com
+1 415.205.7242



Clayton Funk
Managing Director
CFunk@HL.com
+1 816.820.0169



Christian Maher
Managing Director
Christian.Maher@HL.com
+44 (0) 79 0024 3308



Chris Godsmark
Managing Director
Chris.Godsmark@HL.com
+44 (0) 79 7040 6784



Max Gilbert
Managing Director
Max.Gilbert@HL.com
+44 (0) 78 2499 7547



Jesse Nichols
Managing Director
Jesse.Nichols@HL.com
+1 720.202.1481



Brian Pryor
Managing Director
BPryor@HL.com
+1 650.996.7295



Greg Widroe
Managing Director
GWidroe@HL.com
+1 916.425.9659



Ed Wirgman
Managing Director
Ed.Wirgman@HL.com
+44 (0) 79 1900 4811



Sean Hew
Director
SHew@HL.com
+1 305.877.8807



Charlie Hartwick
Senior Vice President
Financial Sponsors
CHartwick@HL.com
+1 310.788.5394



Sean Fitzgerald
Managing Director
Capital Markets
SFitzgerald@HL.com
+1 917.837.0069



Mario Manna
Managing Director
Capital Markets
Mario.Manna@HL.com
+1 203.253.5685



Gregg Newman
Managing Director
Capital Markets
GNewman@HL.com
+1 646.221.8141

Our Service Offerings



Mergers and
Acquisitions



Corporate Valuation
Advisory Services



Capital Markets



Transaction
Advisory Services



Board Advisory
Services



Dispute Resolution
Services



Financial
Restructuring



Transaction
Opinions



Portfolio Valuation
and Fund Opinions




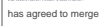
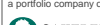





































Accomplishments 2024 in Review

The Digital Infrastructure team is part of Houlihan Lokey’s global Technology Group, with more than 145 finance professionals dedicated to delivering superior results and outstanding service in the technology sector.

Houlihan Lokey continued its position as a leading investment banking advisor to digital infrastructure and connectivity companies, having recently advised FullFibre on its merger with Zzoomm; Bridgepoint on its acquisition of Eckoh; Kajeet on its growth capital raise from MWP; Bandwidth Logic on its joint venture with a strategic investor; Connect De Moines on its sale to Cologix; Glass Routes on its growth financing from Post Road Group; Focus Group on its sale to Hg; Colohouse on its acquisition of Hivelocity; Lit Fibre on its sale to CityFibre; Apogee on its sale to Boldyn Networks; INdigital on its sale to Novacap; and Surf Internet on its debt raise from DigitalBridge, CPPIB, and Boundary Street.

The Digital Infrastructure team has earned a reputation for providing superior service and achieving outstanding results in M&A advisory, capital raising, restructuring, and financial and valuation advisory. A trusted advisor, the group combines extensive market capabilities with in-depth industry knowledge to help clients maximize shareholder value.

Featured Recent Transactions

<div>Transaction Pending</div> <div> a portfolio company of BASALT INFRASTRUCTURE PARTNERS has agreed to merge with  a portfolio company of </div> <div>Financial Advisor</div>	<div> has acquired </div> <div>Buyside & Financing Advisor</div>	<div> has received a growth equity investment from </div> <div>Financial Advisor</div>	<div> has entered into a joint venture with A Strategic Investor</div> <div>Financial Advisor</div>	<div> has been acquired by </div> <div>Sellside Advisor</div>	<div> a portfolio company of  has received a Senior Secured Credit Facility from  Growth Financing</div> <div>Exclusive Advisor & Placement Agent</div>	<div> a portfolio company of  has combined with </div> <div>Buyside Advisor</div>	<div> a portfolio company of  has received a new investment from </div> <div>Sellside Advisor</div>	<div> a portfolio company of VALTERRA PARTNERS has acquired </div> <div>Buyside Advisor</div>
<div> a portfolio company of Newlight PARTNERS has been acquired by </div> <div>Sellside Advisor</div>	<div>APOGEE has been acquired by </div> <div>Sellside Advisor</div>	<div> has been acquired by </div> <div>Sellside Advisor</div>	<div> a portfolio company of  Upsized Senior Secured Credit Facility Growth Financing \$200,000,000</div> <div>Exclusive Placement Agent</div>	<div> a portfolio company of  has been acquired by  a portfolio company of </div> <div>Sellside Advisor</div>	<div>Charter COMMUNICATIONS has sold a portfolio of wireless towers to  </div> <div>Exclusive Financial Advisor</div>	<div> has received an equity investment from </div> <div>Exclusive Financial Advisor</div>	<div> a portfolio company of  has been acquired by </div> <div>Financial Advisor</div>	<div> has received an equity investment from TERRAMONT INFRASTRUCTURE PARTNERS</div> <div>Exclusive Financial Advisor</div>



Houlihan Lokey in the Capital Markets

Houlihan Lokey’s Capital Markets team is the largest of its kind on Wall Street, with more than 100 professionals raising and advising on \$18 billion in capital across 80+ transactions in 2024. A dedicated group of individuals within the team are experienced in financing all aspects of the digital infrastructure sector.

Please contact Gregg Newman at GNewman@HL.com or Mario Manna at Mario.Manna@HL.com to discuss this in more detail.

Featured Houlihan Lokey Digital Infrastructure Capital Markets Transactions



a portfolio company of

PLATFORM
SECURITY PARTNERS

has received a Senior Secured Credit Facility from

POST ROAD

Growth Financing

Exclusive Advisor & Placement Agent



a portfolio company of

V A L T E R R A
P A R T N E R S

has acquired

HIVELOCITY

Credit Facility & Equity Financing

Acquisition Financing


Buy-side Advisor & Exclusive Placement Agent



has received an equity investment from

MACQUARIE


Exclusive Financial Advisor



has received a growth equity investment from

Aligned
Adaptive Data Centers

Lead Financial Advisor and Placement Agent



a portfolio company of

BainCapital **POST ROAD**

Upsized Senior Secured Credit Facility

Growth Financing

\$200,000,000

Exclusive Placement Agent



a portfolio company of

Astra
CAPITAL MANAGEMENT

2nd Lien Term Loan

Refinancing

Exclusive Placement Agent

Please let us know if you’d like to speak with our Capital Markets team about the current financing environment and opportunities in this market.

Investment-Grade Capital

For issuers with sufficient cash flow stability or contracted revenue, Houlihan Lokey can structure a transaction to achieve investment-grade credit ratings. Houlihan Lokey accomplishes this using project finance or asset-backed securities (ABS) techniques to isolate cash flows in a nonrecourse special purpose vehicle (SPV). This enables us to privately place the transaction with insurance companies at a significantly lower cost than other sources of capital and more quickly than public ABS. Investment-grade solutions typically provide longer-dated liabilities and lower principal amortization requirements than term loans. Similar to term loans, securitizations can be divided into senior and junior tranches to optimize the capital structure. If done privately, this type of financing is available to greenfield assets with the appropriate contracts.

Unrated or Below-Investment-Grade Capital

For issuers with growth stories or higher cash flow volatility, Houlihan Lokey generally focuses on private credit investors. Term loans are the most common execution format for this group. Private credit investors offer quicker execution and more flexibility than syndicated leveraged finance markets. Term loans can be tranching into different classes of seniority: first-out/second-out and OpCo/HoldCo structures. As leverage and risk increase, payment-in-kind features and equity upside (including warrants and conversion options) can be added to the structure. Private capital solutions can also include structured equity in the form of convertible or redeemable minority and common equity investments. In the current market, private capital sources are aggressively competing with the syndicated markets to provide attractive senior secured capital and can provide junior capital in an equity-like form to support growth initiatives or as an alternative to a sale.



Capital Markets Conditions in Q4 2024

Digital Infrastructure Highlights in Q4 2024

Fiber

- Bulk homeowner association (HOA) and multidwelling unit (MDU) Fiber provider Bluestream priced a \$262 million ABS transaction at credit spreads significantly tighter than its 2023 offering. For example, Class B notes are priced at ICUR+200 as compared to ICUR+420 in the April 2023 offering. All three tranches came 30 bps inside the tight end of price talk.
- Two large commercial bank deals closed for greenfield FTTH networks: ALLO further upsized its recently repriced DevCo facility to \$320 million, and Dobson Fiber obtained \$330 million from its bank group, including a \$165 million capex facility to cover greenfield expansion.
- Summit Broadband closed a \$100 million debt facility with Brookfield's infra debt fund for its Florida expansion.
- Open-access fiber network operator Ubiquity took advantage of a recently announced tenant agreement with AT&T to print a \$275 million term loan, sized at a 45% loan-to-cost ratio, priced at SOFR+375.
- Glide, a prominent U.K.-based internet service provider (ISP), successfully completed a major debt refinancing and secured a new capex facility for network expansion.

Data Centers

- Two data center ABS deals totaling ~\$2.2 billion closed in the quarter. Centersquare (formerly Cyxtera) did an \$885 million colo ABS transaction, which included a \$400 million 4(a)(2) tranche marketed to insurance companies. Cloud Capital Data Centers priced a \$1.3 billion ABS secured by four hyperscale data centers with an appraised value of \$2.1 billion.
- Project Finance banks committed ~\$11 billion to greenfield hyperscale data centers during the quarter, including a \$3.4 billion construction facility for QTS' 340MW Fayetteville DC9-10 and \$3.5 billion for Switch's 300MW "Bighorn" portfolio of three data centers in Reno leased to Amazon.

High-Performance Compute

- Chirisa obtained \$610 million of commitments for a 50MW greenfield data center in Richmond leased to GPU provider CoreWeave.
- GPU provider Crusoe Energy Systems had a busy quarter. After announcing a JV with Blue Owl to develop a 206MW data center campus in Abilene, Texas, leased to Oracle, the company obtained a \$2.3 billion construction loan for that project.

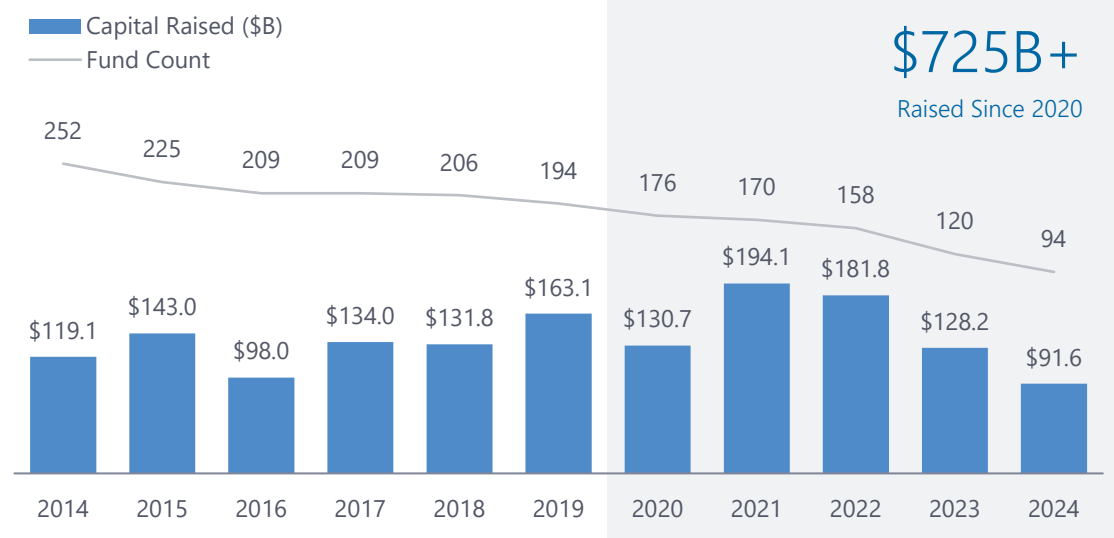
Commentary

- The Federal Reserve continued easing monetary policy with 25bp cuts in November and December. The FOMC's statements suggest they'll make fewer and slower rate cuts in 2025. SOFR fell by ~50 bps in the quarter and now stands at 4.3%.
- Both five-year and 10-year U.S. treasuries increased by ~75 bps due to longer-term concerns about inflation and fiscal policy. The S&P 500 hit an all-time high following the election but retraced some of those gains in December. Public new issue markets posted a strong quarter. ABS issuance was 20% above the prior year, leaving 2024 the busiest year in more than a decade. The high-yield bond market was 58% above the prior year, and leveraged loans had their busiest year on record, according to *Bloomberg*.
- Sentiment is strong in private credit variants of the above-mentioned public asset classes. The Federal Reserve estimates private credit markets are larger than both the leveraged loan market and the high-yield bond market. Asset allocation to private credit continues to grow.

Digital Infrastructure Fundraising

Overview of Historic Infrastructure Investor Fundraising⁽¹⁾

The 2024 fundraising performance of unlisted, closed-end infrastructure funds totaled just \$91.6 billion, falling short of expectations. This marks the first time since 2016 that funds raised less than \$100 billion and is a sharp decline from the market peak of \$194.1 billion raised in 2021. The decline is largely due to reduced LP commitments, forcing GPs to rely on a broader pool of investors, which has extended the average fundraising cycle to more than 31 months—double the 16 months in 2021. Highlights were Antin’s Flagship Fund, which raised €10.2 billion in December, surpassing its target by €200 million, and Novacap’s closing of its \$1.0 billion digital infrastructure fund. Looking ahead, 2025 could be a turning point as the top 10 funds in the market are aiming to raise more than \$140 billion (or 31%) of the \$458 billion targeted by all funds in the market. Notably, GIP and EQT, targeting \$25 billion and €20 billion, respectively, are expected to close in Q1 2025.



Recent Notable Fundraises Covering Infrastructure Sectors:

ANTIN INFRASTRUCTURE PARTNERS	DIF CAPITAL PARTNERS	Stonepeak	NOVACAP
Antin Infrastructure Partners V	DIF Infrastructure VII	Stonepeak Opportunities Fund	Novacap Digital Infrastructure Fund I
Fund Size: €10.2B	Fund Size: €4.4B	Fund Size: \$3.2B	Fund Size: \$1.0B
Vintage: 2024	Vintage: 2024	Vintage: 2024	Vintage: 2025

Infrastructure Funds in Market:

BlackRock	EQT	KKR	Brookfield
Global Infrastructure Partners V	EQT Infrastructure VI	KKR Global Infrastructure Investors V	Brookfield Global Transition Fund II
Target Size: \$25.0B	Target Size: €20.0B	Target Size: \$20.0B	Target Size: \$17.0B
Strategy: Core-Plus	Strategy: Core-Plus	Strategy: Core-Plus	Strategy: Core-Plus



Key Industry Trends by Sector

02

Key Industry Trends by Sector

United States Broadband

Net Neutrality and NTIA Ruling

- The Sixth Circuit Court blocked the Federal Communications Commission's (FCC) attempt to reinstate net neutrality, which would require ISPs to treat all data equally without preferential treatment or price adjusting based on content or origin.
 - Net neutrality was first introduced by the FCC during the Obama Administration in 2015 and was repealed two years later under then-President Donald Trump.
 - The decision highlights a growing legal divide on internet regulation, fueling debate over whether ISPs should face more stringent oversight to protect consumers and competition.
- The National Telecommunications and Information Administration (NTIA) recently issued its final "Alternative Broadband Technology Policy Notice," which included guidance clarifying how states can allocate BEAD funds to low-Earth orbit (LEO) satellites and unlicensed fixed wireless providers.
 - Providers using these technologies can now qualify for BEAD funds, though they are not considered "reliable broadband" like fiber, hybrid fiber-coaxial, licensed fixed wireless, and digital subscriber lines.
 - States must still prioritize "reliable broadband" technologies, reinforcing fiber as the gold standard.

Fiber Build-Outs and Announced Expansions

- ALLO Fiber has announced plans to build a fiber network in Boulder, Colorado, with construction set to begin in spring 2025.
- AT&T and JobsOhio have announced a partnership to build a fiber network for all homes and businesses in East Cleveland, Ohio, covering the city's 3.1 square miles. This will make East Cleveland one of Ohio's first cities with 100% high-speed fiber coverage.
- Lumos has announced a \$246 million investment in DuPage and Cook County, Illinois, near Chicago. The funding will support the inaugural expansion of fiber-optic capabilities for local homes and businesses.
- Wire3 has secured a \$115 million credit facility to support the expansion of its 100% fiber-optic network across Florida. The network currently serves nearly 80,000 homes across 800 miles, with new market expansions into Ocala and continued build-outs in Volusia, Marion, Brevard, and St. Lucie counties.
- WOW! has launched its all-fiber services in Brighton, Michigan. As part of its Greenfield expansion, WOW! plans to extend its services to 80,000 more homes in the region.

European Broadband

European Fiber Activity Overview

- Consolidation among alternative network providers (altnets) has continued to be a recurring theme in the final quarter of 2024, along with further announcements of capital raises, such as with Community Fibre unlocking a £125 million new facility provided and/or arranged by J.P. Morgan, Barclays, LBBW, SIMCo (Sequoia Investment Management Company), and Alpha Bank. The NWF (National Wealth Fund), previously UKIB, remained active this quarter and provided Netomnia with an additional £25 million (on top of £75 million in March 2023).
- U.K. FTTH coverage metrics continued to progress this quarter, albeit still mainly driven by Openreach and VMO2/Nexfibre. The majority of altnets are putting their build plans on pause to preserve capital. They continue to focus on network commercialization and driving customer take-up while exploring mergers that could provide attractive financial and strategic synergies.
- Other wholesale deals have materialized in Q4-24, such as with Freedom Fibre agreeing on a partnership with Zen Internet, allowing Zen to offer broadband and ethernet services to its customers.
- While investors continue to remain cautious toward the sector in general, the U.K. altnet market is starting to see improving customer take-up metrics and financial metrics, and with this improving outlook, U.K. fiber should start to drive future potential investor interest.
- The German fiber market, although still lagging its peers in terms of fiber coverage, saw some further momentum this quarter, with TNG Glasfaser (TNG) borrowing an additional £175 million to fund its fiber optic expansion in suburban and rural Germany.
- Outside of the U.K. and Germany, there remain several highly attractive European fiber markets, including across the Nordics, which benefit from lower competition, materially higher penetration rates, and supportive wholesale models.

European Digital Infrastructure Services Update

- Infrastructure service providers focusing on the fiber subsector continue to see lower levels of activity due to the majority of altnets in the U.K. and Germany focusing on commercialization versus build, while other European countries continue to reach higher FTTH coverage metrics.
- Houlihan Lokey continues to see sustained levels of demand for data center and subsea cable build and maintenance services to continue to support expansion requirements.

Key Industry Trends by Sector (cont.)

United States Data Centers

Rise of GPU Cloud Platforms

- GPU cloud providers have raised significant capital in the past 24 months, often directly from Nvidia and AMD, as chip manufacturers look to promote usage and growth while diversifying away from hyperscalers, which have their own chip production ambitions.
- This trend is primarily led by CoreWeave, which has raised ~\$13 billion in capital over the past two years. Until recently, CoreWeave was considered a risky counterparty/credit; however, it is now generally accepted by lenders/investors as a Tier I partner.
- The pace of growth and investment in companies like CoreWeave, Crusoe, Lamda Labs, Denvr Dataworks, and Vultr, among others, increasingly qualifies them as acceptable customers for HPC DC operators, as their growth is fueled by both hyperscales and newer AI platforms.

Investors Pool Capital to Participate in Long-Term AI Growth

- Investors are increasingly forming strategic partnerships to pool greater amounts of capital together to underwrite the extensive investment required to support AI growth and subsequent data center demand.
 - Scaling AI and cloud infrastructure in the U.S. is expected to cost at least \$1 trillion by 2030.
 - In September 2024, BlackRock, Global Infrastructure Partners, Microsoft, and Mubadala formed an investment vehicle to raise \$100 billion to support the build-out of AI and energy infrastructure to create new sources of power for facilities.
 - In October 2024, KKR and Energy Capital Partners announced a \$50 billion joint venture to accelerate the development of data centers, power generation, and transmission infrastructure for the rapid expansion of AI and cloud computing.
 - In October 2024, Equinix also announced a \$15 billion joint venture with GIV and CPP Investments to help accelerate Equinix's xScale data center portfolio. The formation of the JV was driven by the increasing presence of AI and immense cloud growth.

European Data Centers

Recent Sector Trends

- The European data center market remains dominated by the FLAP-D cities (Frankfurt, London, Amsterdam, Paris, and Dublin), which continue to expand but face mounting challenges around power constraints and land availability. To address these limitations, operators are increasingly prioritizing sustainable energy sources and innovative efficiency solutions, particularly in urban hubs.
- Emerging markets are also gaining traction. The Nordics maintain their appeal due to abundant renewable energy and favorable cooling conditions, while Tier II cities like Madrid, Milan, Zurich, Berlin, and Warsaw are experiencing heightened activity. Belgium, often overlooked as a data center market, is poised for significant growth, with a key facility in Gembloux expected to expand by 50% by 2025, further highlighting the diversification of data center investment across Europe.
- To meet the growing demand for storage and cloud infrastructure, the pipeline of data centers across Europe will need to more than double by 2025. This surge in demand, driven by AI workloads, cloud adoption, and digital transformation, is reshaping development priorities and regulatory landscapes. In the U.K., for example, data centers are now classified as nationally significant infrastructure projects (NSIPs), streamlining planning processes to accelerate new capacity additions.

Recent Data Center Developments and M&A Transactions

- Asterion agrees to sell Nabiax, Spain's leading data center group and hyperscaler platform by market share and installed capacity, to Aermont for approximately €1 billion.
- CVC DIF has agreed to acquire Adam Ecotech, a leading colocation data center operator in Spain, with plans to support its expansion across Europe.
- H.I.G. Capital has acquired a majority stake in Nordic data center firm Polar, which is developing multiple projects across Europe, including a 48MW Norway facility with fully pre-sold capacity.
- Equinix is to acquire BT's Irish data center business, including two Dublin facilities, for €59 million.
- DTCP has launched GreenScale, a sustainable data center platform with 170MW of capacity in Ireland. The firm plans to invest £1 billion to expand to 1GW of capacity across Europe, including the Nordics.
- Digital Bridge announced plans to acquire Yondr Group, a hyperscaler data center developer with 420MW of capacity across 11 campuses worldwide and land for up to 1GW.
- Iliad Group is selling a 50% stake in its Opcore platform to InfraVia, valuing the business at €860 million, to accelerate its expansion into a leading European hyperscale platform.

Key Industry Trends by Sector (cont.)

United States Wireless Infrastructure

M&A and Capital-Raising Activity

- Tiger Infrastructure Partners announced its portfolio company, Strategic Venue Partners, received a minority equity investment from Brookfield along with a significant upsize in its revolving credit facility, to capitalize on the growing demand in the in-building space.
- Diamond Communications announced it acquired substantially all the assets of 5G LLC, a rooftop cell site manager with more than 50 thousand properties under management nationwide.
- Pamlico-backed in-building wireless operator Airwavz announced it upsized its credit facility with AB Private Credit, fueling the business's continued growth.
- U.S.-based SBA Communications expanded its global reach through a sale-leaseback with Millicom International Cellular, which included 7,000 tower sites across Central America for \$975 million, making SBA the largest tower company in the region. The parties also entered into a build-to-suit agreement, where SBA will construct up to 2,500 new sites in Central America for Millicom.

Recent Developments

- Amid discussions with TPG to sell its fiber unit for an estimated \$8 billion, Crown Castle canceled the construction of approximately 7,000 small cells. Despite the cutback, Crown is still on track to construct 40,000 small cells over the next few years, reaffirming the company's conviction for the asset type.
- In December, Wells Fargo hosted its annual TMT summit providing new outlooks for the coming years.
 - Despite expectations throughout 2024 that wireless spending would continue to grow in 2025 and beyond, the outlook has now shifted. 2025 is now expected to have similar leasing and buildout levels compared to 2024, with decreases starting in 2026.
 - T-Mobile's wireless capex is expected to peak in 2025 before normalizing in 2026 and 2027 as open RAN efforts conclude. The company still has coverage requirements to reach for 2.5GHz and selected C-Band upgrades.
 - Verizon is also expected to actively upgrade about 20% to 30% of its cell sites with C-Band through 2025 but slow amendment activity thereafter.

European Wireless Infrastructure

Recent Sector Trends

- The European telecom towers market continued its steady pace in the fourth quarter of 2024, with deal volumes remaining consistent with historical levels. The sustained interest from investors and operators underscores the ongoing trend of outsourcing and optimizing passive network infrastructure to support network densification, coverage requirements, and improving operational efficiency.
- The rollout of 5G networks continues to drive demand for telecom towers, with operators investing in infrastructure to support increased data usage and connectivity needs.
- The market is expected to remain active in the coming quarters. Institutional investors and operators continue to seek opportunities for growth and value creation; we can anticipate further M&A activity.
- During its Q3 release, Cellnex achieved a ~10% increase in tenancies across its tower portfolio, with particularly strong growth in Portugal and Poland. Cellnex also confirmed its intent to close the sale of its Austrian sites by the end of 2024 and its Irish operations in Q1 2025. Moreover, Cellnex extended its long-term agreement with Vodafone U.K. and Virgin Media O2, strengthening its U.K. presence.

M&A Activity

- Virgin Media O2 has confirmed plans to sell an 8.3% stake in its tower JV, Cornerstone Telecommunications Infrastructure Ltd., to Equitix for approximately £186 million. This transaction involves the telco selling a 16.6% stake in a holding company that indirectly owns ~50% of CTIL. This investment reflects Equitix's commitment to invest in critical national infrastructure.
- Proximus has signed a binding agreement to sell its Luxembourg towers to InfraRed Capital for €108 million. The deal is expected to close in Q1 2025, subject to regulatory approvals. This sale of Proximus' mobile tower infrastructure in Luxembourg reflects its ambition of extracting value from its noncore assets to fund its strategic priorities. Proximus will use the sale proceeds to support investments in growth areas such as its fiber rollout.

Key Industry Trends by Sector (cont.)

United States Wireless and Spectrum

Large Scale Spectrum Sales

- In November 2024, UScellular announced the sale of selected spectrum licenses to AT&T for around \$1 billion, aligning with its strategy to monetize retained spectrum assets.
 - The deal includes 1.25 billion MHz-Pops of 3.45 GHz and 331 million MHz-Pops of 700 MHz licenses, subject to regulatory approvals and the T-Mobile transaction closing.
 - With this sale and previously announced deals, UScellular will have monetized 70% of its spectrum holdings (excluding mmWave) for around \$2 billion.
 - Retained spectrum assets include 1.86 billion MHz-Pops of low/mid-band and 17.2 billion MHz-Pops of mmWave, with most value concentrated in C-band. The C-band spectrum is positioned for long-term value, benefiting from strong 5G infrastructure, equipment support, and extended build-out timelines through 2033.
- As of October 2024, T-Mobile has fully divested its 3.45 GHz upper mid-band spectrum holdings via two transactions.
 - In May, T-Mobile swapped ~7% of their 3.45 GHz holdings for 2.5 GHz licenses with SoniqWave for an estimated value of ~\$159 million.
 - The remainder of the portfolio was sold to Columbia Capital for more than \$2.7 billion.

Wireless Networks and Spectrum Management Trends

- Rising demand for mid-band spectrum and innovations in spectrum-sharing models are fueling advancements in wireless technologies.
- The FCC's efforts to increase the availability of mid-band spectrum, along with spectrum auctions, may be necessary to support wireless growth.
- Companies are increasingly investing in private networks to enhance control, reliability, and public safety compliance.
- Capital expenditures are rising, with a shift toward small cell projects, fiber infrastructure, and sustainable practices to optimize 5G rollouts.
- Wireless traffic is growing at an annual rate exceeding 30%, driving investments in network densification, AI-driven solutions, and valuable real estate for infrastructure.

United States Asset-Light/Cloud Communications

U.S. Vendors Looking Down Market

- The large U.S. enterprise segment has become saturated with major vendors, including Teams, Zoom, RingCentral, 8x8, and Webex. As a result, vendors are shifting their focus to the small- and medium-sized businesses (SMBs) segment in search of growth opportunities.
- There is significant potential within the large enterprise segment, especially among those yet to transition to cloud communications. However, the timeline for this shift remains uncertain, with some organizations planning to continue using non-cloud solutions.
- Zoom has established new partnerships with Mitel and Avaya, allowing customers to use Mitel or Avaya's core voice platforms with Zoom Workplace layered on top for collaboration capabilities.
- This approach caters to customers who are not ready to move to the cloud immediately. The SMB segment has been increasingly adopting cloud-based solutions, attracting vendors to this market to drive growth.

Key Differentiators

- The U.S. cloud communications market is highly fragmented with more than 400 providers, driving vendors to adopt creative strategies to differentiate themselves from the competition.
- Heightened competition has commoditized core unified communications-as-a-service (UCaaS) features and driven an average revenue per user (ARPU) contraction. Vendors are combatting declining ARPU in several ways, including offering value-added services such as analytics and AI functionality, building industry-vertical-specific solutions, and integrating with key business applications.
- The fragmented U.S. market is ripe for continued consolidation as vendors seek to expand capabilities, talent, footprint, and customer base.

Heightened Focus on SMB CX Solutions

- SMBs seek cost-effective solutions to enhance customer experience (CX) capabilities.
- Vendors are combatting UCaaS pricing pressure by adding contact center and AI features to their existing UCaaS platforms to target SMB customers that do not require a full contact center solution.

Key Industry Trends by Sector (cont.)

United States Digital Infrastructure Services

M&A and Capital-Raising Activity

- In December, Guardian Capital Partners announced the acquisition of Team LINX. Headquartered in Denver, Colorado, LINX provides technology infrastructure services for data center and mission-critical applications.
- In October, Wesco announced it had entered a definitive agreement to acquire Ascent, a privately held company headquartered in St. Louis, Missouri, and a premier provider of data center facility management services for a cash-free, debt-free purchase price of \$185 million.
- In October, Flex announced that it had entered into a definitive agreement to acquire Crown Technical Systems for \$325 million in an all-cash transaction. Crown strengthens Flex's position to assist customers in solving power, heat, and scale challenges in the data center space.
- In October, NV5 Global, Inc., a provider of technology, certification, and consulting solutions, announced the acquisition of two domestic data center commissioning and energy management companies, Kisebach Consulting and Senergy BCS.

Recent Developments

- AT&T announced a boosted goal of deploying fiber, now intending to pass 50 million locations by the end of 2029. Jeff McElfresh, AT&T's COO, stated that the company expects to close in 2024 with 29 million fiber locations passed. Over the next five years, AT&T plans to pass more than three million additional locations annually.
- As of November 19, 2024, all states have secured NTIA approval for their initial proposals under the BEAD program and are in the process of selecting ISPs and completing final proposals. States will receive 20% of their allocated funding as of completion of the initial proposal and the remainder once final proposals are approved.
- Microsoft anticipates spending approximately \$80 billion on data centers to train and operate artificial intelligence by the end of the fiscal year, according to a blog post by Microsoft President, Brad Smith. More than half of this investment is expected to occur within the United States.
- Wireless capex spend is estimated to be ~\$30 billion in 2025. Driven primarily by the "big three." Wells Fargo estimates that AT&T will spend ~\$10 billion, Verizon ~\$10 billion, and T-Mobile ~\$9 billion of wireless capex in 2025.



Key News Stories

03

United States Key News Stories

Subject: BEAD Funding

Louisiana Is the First State to Receive Funding Through the Federal Broadband Equity Access and Deployment Program

Biz New Orleans

Date: December 31, 2024

“ In November, Louisiana unveiled two major initiatives to bring high-speed internet to thousands of disenfranchised communities across Louisiana. The Louisiana Local Fiber Consortium (LLFC), a coalition of Swyft Fiber, REV, and T-Mobile, was awarded nearly \$450 million in BEAD funding to expand fiber networks across the state. The investment represents the largest broadband expansion in Louisiana’s history, aimed at connecting rural and underserved areas through resilient, underground fiber infrastructure. The project will enhance internet reliability and speed for homes, businesses, and emergency services, contributing to broader national efforts, including the \$65 billion allocated for broadband access in President Joe Biden’s 2021 Bipartisan Infrastructure Deal. ”

Subject: Lumen Consumer Business

Lumen Technologies Begins Process to Sell Consumer Fiber Unit

DMR News

Date: December 23, 2024

“ Lumen Technologies has begun the process of selling its consumer fiber business, signaling a shift in its operational focus while addressing its substantial debt, sources familiar with the matter disclosed. The potential transaction, valued between \$6 billion and \$9 billion depending on its structure, underscores the Monroe, Louisiana-based company’s intent to move away from legacy markets and align itself with burgeoning opportunities in artificial intelligence. The consumer fiber unit, which provides high-speed internet services to residential customers, has been a critical part of Lumen’s mass markets business. ”

Subject: Microsoft Increases Data Center Spend

Microsoft to Spend \$80 Billion in 2025 on Data Centers

CNBC

Date: December 31, 2024

“ Microsoft expects to spend \$80 billion in fiscal 2025 on the construction of data centers that can handle artificial intelligence workloads. More than half of this investment will occur in the U.S., the company said in its blog post. In December 2024, Meta announced plans to invest \$10 billion in constructing an AI data center in Richland Parish, Louisiana. ”

Subject: Microsoft Renames 365 App ‘365 Copilot’ in Ongoing AI Evolution

Microsoft Is Tripling Down on AI as Its Future And Long-Term Strategic Epicenter

UC Today

Date: December 23, 2024

“ Microsoft is renaming its 365 application suite of collaboration and productivity tools “365 Copilot,” further illustrating its ongoing AI evolution. Arriving in mid-January 2025, Microsoft is updating the 365 app name and icon to Microsoft 365 Copilot and redesigning the app’s user interface to accommodate future AI-first experiences. Microsoft Copilot, currently an ad-free, web-grounded chat with enterprise-grade data protection, will be renamed ‘Microsoft 365 Copilot Chat.’ Microsoft 365 Copilot Chat will feature web chat and agents that access SharePoint or Graph Connector content. These agents will operate on a metered consumption model (off by default) and leverage an Azure subscription through Copilot Studio. This allows users to benefit from agents without requiring a full Microsoft 365 Copilot license. ”



United States Key News Stories (cont.)

Subject: 6G Technology and Spectrum Needs

6G Technology and Spectrum Needs: Unlocking the Next Generation of Wireless Connectivity

RCR Wireless News

Date: December 20, 2024

“As we march toward 2030, the relentless demand for wireless data is reshaping the landscape of connectivity. Meeting this demand requires a well-orchestrated strategy to secure new spectrum and optimize existing bands. The success of 6G, with commercial deployments expected to start around 2030, hinges on the timely availability of spectrum. Given the complexity of the spectrum allocation process, initiating activities to ensure spectrum readiness for 6G is imperative and cannot be delayed.”

Subject: T-Mobile and SpaceX

T-Mobile and SpaceX’s Starlink Prep for Beta Test of Satellite Cellphone Service

MSN

Date: December 16, 2024

“T-Mobile and SpaceX have taken another step toward enabling satellite connectivity for T-Mobile’s wireless users. On Monday, the two companies announced that they have opened up registration for T-Mobile Starlink, their joint program that allows T-Mobile users to connect to SpaceX’s Starlink satellites to gain connectivity in areas where there isn’t terrestrial wireless coverage. T-Mobile says the beta program is free for all ‘postpaid voice customers with a compatible device’ and will allow for texting using satellites to start when it kicks off ‘in early 2025.’ The carrier says that voice and data support will be ‘coming in the future.’ The carrier is expecting to launch the commercial version of the service ‘sometime in 2025,’ and it is unclear if it will charge users then for the connectivity or if it will limit access or features to customers with specific wireless plans.”

Subject: CallTower Improved Analytics

CallTower to Elevate Insights With Analytics Collaboration for Microsoft Teams

CallTower

Date: December 19, 2024

“CallTower is launching its new CallTower Analytics Collaboration for Microsoft Teams solution to elevate enterprise insights. CallTower Analytics Collaboration for Microsoft Teams is positioned as a solution that enables organizations to optimize workplace collaboration. By delivering in-depth insights into comms patterns, employee well-being, and general productivity, the tool seeks to assist businesses in fostering a more connected and efficient workforce.”

Subject: Construction Financing Loans Support Data Center Builds

Blue Owl-Led Team Secures \$600 Million Construction Loan for Data Center

DatacenterDynamics

Date: December 16, 2024

“The Blue Owl, Chirisa, and PowerHouse joint venture has landed a \$600 million construction loan for its data center development in Virginia. Those data centers will primarily be for AI cloud firm CoreWeave. The construction loan will be used for a data center near Richmond, Virginia, on Chirisa’s 350-acre site. Jordan Roeschlaub, Co-President of Global Debt and Structured Finance at Newmark Group said, ‘This transaction reflects the continued appetite for innovative, large-scale digital infrastructure solutions in key markets.’”



United States Key News Stories (cont.)

Subject: Zoom Workplace for Education

Zoom Boosts School, University Collaboration With Workplace for Education

Zoom

Date: December 16, 2024

“ Zoom has announced Zoom Workplace for Education, a new UCaaS solution to enhance collaboration in schools and universities. Zoom Workplace for Education is a secure platform tailored for educational institutions that combines voice, video, chat, phone, live meetings, webinars, recording, transcription, translation services, AV room integration, and more. Zoom Workplace for Education has introduced five new licensing bundles designed to meet the diverse needs of educational institutions. The bundles—School & Campus, School & Campus Plus, Enterprise Essentials, Enterprise Plus, and Enterprise Premier—offer tailored solutions that simplify management and streamline operations. ”

Subject: Five9 Boosts Agent Comms

Five9 Boosts Agent Comms With Bidirectional Presence for Microsoft Teams

Five9

Date: December 11, 2024

“ Five9 has announced its ‘industry-first’ Microsoft Teams UC integration with a bidirectional presence to enhance agent-expert communications. Five9 has affirmed that its latest Microsoft Teams UC Integration with bidirectional presence bolsters agent-expert comms and accelerates resolutions for elaborate customer queries. In what Five9 describes as being the first time, Five9 agents and Teams users can now simultaneously view each other’s presence status. This integration enables contact center agents and back-office staff to easily click-to-call, initiate conferences, or transfer calls, encouraging smoother collaboration and more rapid resolution of customer inquiries. ”

Subject: Data Center Growth Pushes Demand for Power

U.S. Electricity Demand to Surge to 128GW by 2029 Due to Data Center Growth

DatacenterDynamics

Date: December 11, 2024

“ Electricity demand in the U.S. is projected to surge by 18GW within the next five years, marking a fivefold increase in load growth projections compared to estimates from two years ago, according to a new report from Grid Strategies. The report identifies data center expansion as the primary driver of this demand, with the PJM Interconnection and Electric Reliability Council of Texas (ERCOT) regions expected to see the largest increases. These regions are expected to add 73GW of new demand by 2029. ”

Subject: Growing Optimism in Building Fiber Passings

AT&T Bumps Fiber-Passing Goal to 50 Million

Fierce Network

Date: December 4, 2024

“ AT&T announced during its analyst day this week a boosted goal of deploying fiber, now intending to pass 50 million locations by the end of 2029. Jeff McElfresh, AT&T’s COO, stated that the company expects to close this year with 29 million fiber locations passed. Over the next five years, AT&T plans to pass more than 3 million additional locations annually. AT&T CEO John Stankey has expressed strong optimism about fiber, stating that it, ‘is destined to be nearly ubiquitous because the physics says it will win.’ ”



United States Key News Stories (cont.)

Subject: Wireless Capex Outlook

AT&T Outlines Strategic Plan to Drive Sustainable Growth

Inside Towers

Date: December 4, 2024

“ AT&T unveiled a three-year strategy at its Analyst & Investor conference yesterday that was aimed at expanding its 5G and fiber services across the U.S. while signaling its commitment to future growth and technological leadership in the telecommunications sector. The carrier said it was focused on strengthening its 5G network infrastructure to deliver faster and more reliable connectivity. To that end, capital investment expenditures for the company were projected in the \$22 billion range annually from 2025 to 2027 for wireless and fiber.

Under its capital return plan, the company expects to maintain its current annualized common stock dividend of \$1.11 per share. This plan would result in over \$20 billion in total dividend payments, with the capacity for about \$20 billion in share repurchases from 2025 to 2027. ”

Subject: Small Cell Industry Trends

Crown Castle Cancels 7,000 Small Cells Amid Fiber Sale

Light Reading

Date: October 17, 2024

“ Crown Castle has canceled the construction of roughly 7,000 small cells. The company's management argued that the mini cell sites were too expensive to build and that the permitting process was taking too long, and as a result, the company and its network operator partners opted to just give up and walk away. To be clear, though, Crown Castle remains supportive of the small cell business in general. Company officials said Crown Castle remains on track to build another 40,000 small cells over the next few years, in addition to the 70,000 small cell nodes it currently operates. That makes Crown Castle one of the biggest small cell operators in the country. ”

Subject: Investor Confidence in AI Continues to Drive Investment

AI Cloud Company CoreWeave Secures Another \$650 Million Investment

DatacenterDynamics

Date: November 14, 2024

“ GPU cloud provider CoreWeave has closed a minority investment of \$650 million. The investment round was led by investors Jane Street, Magnetar, Fidelity Management & Research Co., and entities administered by Macquarie Capital. The company has raised billions of dollars in equity funding and billions more in debt financing in the past two years to fund its expansion plans. Microsoft is a major user of the platform and could spend as much as \$10 billion on its cloud by the end of the decade. It is estimated the company is currently valued at somewhere around \$23 billion. ”



Europe Key News Stories

Subject: Vodafone U.K./Three

CMA Approves Merger of Vodafone and Three in the U.K.

Vodafone U.K.

Date: December 5, 2024

“ After 18 months of detailed and thorough analysis, the U.K.’s Competition and Markets Authority (CMA) has approved the combination of Vodafone and Three in the U.K. Vodafone and Three have committed to invest £11 billion to create one of Europe’s most advanced 5G networks. The new network will reach 99% of the population and benefit more than 50 million customers through significantly better quality, greater reliability, and enhanced capacity for handling ever-increasing data demand. This demand is set to accelerate further with more widespread adoption of new technology, such as AI. The combination creates a new, stronger player in U.K. mobile, with the scale to drive more intense competition across both the retail and wholesale markets. The £11 billion network investment will require no public funding and as highlighted by the CMA, will ‘boost competition between the mobile network operators in the long term, benefiting millions of people who rely on mobile services.’ ”

Subject: EQT/Melita

EQT to Sell Melita, the Digital Infrastructure Owner and Operator in Malta

EQT

Date: November 22, 2024

“ EQT is pleased to announce that the EQT Infrastructure IV fund (EQT) has signed an agreement to sell Melita to Goldman Sachs Alternatives. Harald Rösch, CEO of Melita, said, ‘Thanks to EQT’s support, the past five years have been transformational, enabling us to make substantial progress across all aspects of our business and becoming the first operator in the European Union to deploy both a nationwide Gigabit broadband network and a nationwide 5G network. This transaction reflects the achievements of our entire team and the loyalty of our customers. With Goldman Sachs Alternatives’ support and expertise, we are excited to continue our journey sustainably, investing in our infrastructure, enhancing our services in Malta, and driving further innovation.’ The transaction is subject to conditions including regulatory approvals. ”

Subject: Towers

Proximus Sells Luxembourg Towers to InfraRed Capital Partners in €108 Million Deal

DatacenterDynamics

Date: November 23, 2024

“ Proximus Group has announced a deal to sell 100% of its Proximus Luxembourg Infrastructure (PLI) business to InfraRed Capital Partners. This will see the Belgian telco sell its 267 mobile tower assets in Luxembourg for €108 million (\$112.5 million). Proximus, which operates under the Tango and Proximus NXT brands in Luxembourg, will remain an anchor tenant on the respective sites, it noted. The company said that it has a long-term master service agreement in place to ensure it will have continued access to the infrastructure. InfraRed Capital, which is a global infrastructure asset manager, said it plans to invest further in PLI to enhance telecommunications coverage in Luxembourg. The company said after this deal, it has covered more than half of its €500 million (\$520 million) divestment target, which it aims to hit by 2027. Proceeds from the sale will be used to invest in Proximus’ fiber roll-out strategy. ”

Subject: Bouygues Telecom/La Poste Telecom

Bouygues Telecom Acquires MVNO La Poste Telecom in France

DatacenterDynamics

Date: November 18, 2024

“ Bouygues Telecom has announced the completion of its acquisition of MVNO La Poste Telecom from La Poste Group and rival French telco SFR Group. In a statement, La Poste Group said the transaction amounts to a value of €950 million (\$1 billion), with the figure split between La Poste Group and SFR. La Poste Group, which previously held a 51% stake, will earn €484.5 million from the sale. SFR owned the remaining 49%. La Poste Groupe currently uses SFR’s mobile infrastructure for its network. ‘This strategic move with the La Poste Group underlines our ambitions in the B2C market. It’s a source of great pride to combine our two brands that enjoy the robust values of a strong local presence, expertise, and agility,’ said Benoît Torloting, CEO of Bouygues Telecom. ”



Europe Key News Stories (cont.)

Subject: Communication Services

Giacom Boosts Insights Capability With Inform Billing Buy

Comms Dealer

Date: November 13, 2024

“Giacom has acquired Inform Billing to add Advanced BI into its offering and provide partners with access to deeper insights into their revenue streams. The buy expands Giacom’s Cloud Market Tools software suite with Inform Analytics, Inform Billing’s business intelligence solution, enabling its partners to make more data-driven decisions. Terry O’Brien, CEO at Giacom, said, ‘Our goal is to make it easy for partners to become that trusted advisor, monetize new services quickly, and scale efficiently. The addition of Inform Billing’s expertise strengthens our Cloud Market Tools ecosystem and provides partners with deeper insights into their revenue streams, supporting growth in both revenue and profitability.’ Shaun Bodsworth, Founder and MD of Inform Billing, added, ‘Joining forces with Giacom presents a unique opportunity to combine our solutions with Giacom’s Cloud Market Tools.’”

Subject: Zegona Communications

Vodafone Spain and Telefónica Sign FibreCo Contract

Mergermarket

Date: November 7, 2024

“Zegona Communications PLC (LSE:ZEG) (Zegona) is pleased to announce Vodafone ONO, S.A.U. (Vodafone Spain) and Telefónica de España, S.A.U. (Telefónica) have signed a binding contract to create a new fiber network company in Spain. Earlier this year, Zegona announced it had signed non-binding agreements to create FibreCos with both Telefónica and MasOrange and a non-binding agreement for a new fiber wholesale agreement with Telefonica. This new FibreCo will cover 3.6 million premises across Spain, providing fiber access services for 1.4 million Vodafone Spain and Telefónica customers.”

Subject: Data Centers

DTCP Backs GreenScale, a New Data Center Platform, to Accelerate Growth in Cloud and AI-Driven Data Centers Across Europe

DTCP

Date: November 12, 2024

“DTCP, a leading specialist investment management firm focused on digital transformation, announced its investment in GreenScale, a large-scale sustainable data center platform engineered to meet the needs of hyperscale, AI, and Cloud customers with a focus on sustainability and rapid deployment. GreenScale launches with 170MW of secured capacity, spanning two strategic sites in Northern Ireland and the Republic of Ireland, previously announced via DTCP’s acquisition of AtlanticHub, in October 2024, and has plans to develop an additional 300MW in the Nordics. With an ambitious goal to build 1GW+ of data center capacity across Europe, GreenScale is positioned to support the growing demand for Cloud and AI-driven infrastructure. DTCP intends to initially invest one billion pounds, supporting the growth of GreenScale.”

Subject: U.K. Fiber—ISP Partnership

Zen Internet and Freedom Fibre Partner To Push New Freedom B2B Products

Fibrenews

Date: November 4, 2024

“Freedom Fibre has announced a partnership with Zen Internet (Zen), allowing Zen to offer broadband and ethernet services to its customers and potentially their partners. The announcement supports Freedom Fibre’s new business product launch with both an FTTP and Ethernet offering. Their FTTP product, FibrePlus, will offer up to 8.8Gbps contended, while their FibreDirect will offer traditional uncontended Ethernet services of up to 10Gbps.”



Europe Key News Stories (cont.)

Subject: VMO2/Cornerstone

Virgin Media O2 Sells Additional 8% Stake in Towers JV to Equitix

DatacenterDynamics

Date: October 31, 2024

“ Virgin Media O2 has confirmed plans to sell an 8.33% stake in its tower JV, Cornerstone Telecommunications Infrastructure Ltd. (CTIL), to infrastructure investor Equitix for around £186 million (\$241 million). The transaction involves the telco selling a 16.6% stake in a holding company that indirectly owns 50% of CTIL. Cornerstone is the U.K.’s largest tower infrastructure company, with 20,000 masts across rural and urban locations. The company has committed to expanding this with a further 1,200 new sites by 2025. ‘This additional minority stake sale follows the same logic and strategic rationale as our previous deal, allowing us to successfully monetize our infrastructure while retaining a controlling share in an important asset,’ said Lutz Schöler, CEO of Virgin Media O2. Once the deal is completed, Virgin Media O2 will still retain a 25.01% stake in Cornerstone.

”

Subject: Data Centers

DigitalBridge Acquires Data Center Developer Yondr

DatacenterDynamics

Date: October 28, 2024

“ Alternative asset manager DigitalBridge Group... announced it has reached an agreement to acquire Yondr Group through one of its managed investment funds. The deal is expected to close in early 2025. Terms were not disclosed. Yondr will continue to operate as an independent company within DigitalBridge’s portfolio, which includes Vantage, Switch, DataBank, Scala, and others. Headquartered in London and owned by single-family investment office Cathexis, Apollo Global Management, and Mubadala, Yondr is a developer, owner, and operator of data centers. The company currently has a contracted capacity of 878MW, with 58MW currently operational. The company has projects in Virginia, the U.K., Malaysia, Japan, Germany, and India. Yondr has more than 420MW of capacity committed to hyperscalers, with ‘significant’ additional land to support a total potential capacity of more than 1GW, according to DigitalBridge.

”

Subject: CSPs

Bridgepoint Agrees £169 Million Deal to Take Eckoh PLC Private

BusinessCloud

Date: October 30, 2024

“ Bridgepoint has agreed to a £169 million deal to take Eckoh PLC private. The private equity investor says the move if ratified by shareholders, will help the secure payments and customer engagement software firm to realize its potential. Bridgepoint has created a vehicle, Eagle U.K. Bidco Ltd., to complete the all-cash deal. The offer is for 54 pence per share, which represents a premium of approximately 11.34% to the last available price of 48.5p. It values the entire issued and to-be-issued share capital of Eckoh at approximately £169.3 million, a multiple of 15.9x on Eckoh’s adjusted EBITDA for the year ended March 31, 2024. The acquisition is expected to be completed during Q1 2025, subject to shareholder approval.

”

Subject: Data Centers

Proximus Sells Data Centers to Belgium’s Datacenter United in €128 Million Sale-Leaseback Deal

DatacenterDynamics

Date: October 25, 2024

“ Belgian telco Proximus has sold its data centers to local operator Datacenter United (DC United)... Datacenter United has taken over four facilities in a deal valued at €128 million (\$138.5 million). The transaction is expected to close by Q1 2025. As part of the deal, DC United owner TINC will sell a 50% stake in the newly combined data center firm to Cordiant Digital Infrastructure Ltd. Together, the acquired data centers reportedly offer around 11MW of capacity, serving both Proximus’s internal IT applications and B2B housing and hosting services for enterprise customers. Following the transaction, Proximus will enter into a 10-year master service agreement (MSA) to secure the provision of data center services from the acquired sites, along with a separate multi-year Lease Agreement for office and telco spaces in Evere and Mechelen. This agreement includes an initial 10-year term with two five-year extension options.

”



Europe Key News Stories (cont.)

Subject: U.K. Fiber—Fundraising

Netomnia and Community Fibre Bank New Funding

Megabuyte

Date: October 24, 2024

“ FTTP player Netomnia, now merged with Brsk, has raised £25 million from the National Wealth Fund (NWF, formerly the U.K. Infrastructure Bank), to support the provision of services to socially disadvantaged areas. Coincidentally—[it] was a £125 million debt raise for Community Fibre, taking the company’s total funding to £1.1 billion. For Netomnia, NWF’s £25 million (on top of £75 million in March 2023) takes total funding for Netomnia/Brsk to £1.35 billion, of which £740 million had been spent to the end of September passing 1.82 million premises ready for service (RFS) and signing 190,000 customers (+95,000 and +15,000 in the past month alone). The company is fully funded to get to 3 million premises by December 2025. ”

Subject: Vodafone

Vodafone Germany Rolls Out Nationwide 5G Stand-Alone Network

DatacenterDynamics

Date: October 10, 2024

“ Vodafone Germany has rolled out its 5G stand-alone (5G SA) network across the country. According to the telco, its network covers 92% of Germany’s population. In its announcement, Vodafone said it has equipped more than 16,000 base stations with its 5G SA technology, which it has called 5G+. Prior to deploying the 5G SA network nationwide, Vodafone said that half of its 5G network used the LTE/4G core network, otherwise known as 5G non-stand-alone. ‘We are switching 5G to real-time communication... and bringing the fastest network to many millions more people across the country,’ said Vodafone Germany CEO Marcel de Groot. Vodafone said its 5G SA network will help enable use cases such as mobile gaming and augmented reality. The company launched its 5G SA network in the U.K. last year, becoming the first carrier in the country to do so. ”

Subject: Managed Service Providers (MSPs)

CloudCoCo Sells MSP Business to Aspire for £9.2 Million

Comms Dealer

Date: October 21, 2024

“ CloudCoCo Group is expecting to complete a sale of its MSP business by the end of the month and has announced it will sell to Aspire for £9.2 million. Following a reorganization of the firm, the Group indicated to shareholders that it was selling CloudCoCo Ltd. to meet some of its loan commitments. Proceeds from the Proposed Sale will discharge all liabilities of the Group, including the MXC Loan Notes, and leave the company with approximately £950,000 of cash for working capital. Sharing plans for its future following the sale, the company will continue to grow the remaining business. After the Aspire deal is completed, it will continue to be an IT product reseller via its business-to-business operation in Sheffield. ‘The proposed sale of our IT managed services business marks a positive step for the Group, enabling us to eliminate long-term debt and focus on expanding our value-added reseller operation, particularly in e-commerce, where we see significant opportunity.’ ”

Subject: Data Centers


H.I.G. Capital Acquires Majority Stake in Nordic Data Center Firm Polar

ISP Review

Date: October 7, 2024

“ Alternative investment firm H.I.G. Capital has acquired a majority stake in the Nordic data center firm Polar. The investment firm said Polar’s first data center in Norway will provide up to 48MW of capacity once fully operational—with 100% of its initial capacity pre-sold—and that the firm is actively developing several other data center projects across Europe. Andrew Liao, Co-Head of H.I.G. Infrastructure, said, ‘We are extremely excited by this transaction as data center infrastructure is becoming an increasingly critical enabler of the next wave of digital transformation. We look forward to working with Polar’s highly respected management team and our co-investor, Lian Group, by bringing H.I.G.’s extensive capabilities and relationships to support the company’s growth.’ ”





Featured Q4 2024
Transactions

04

Featured Q4 2024 Transactions

United States

Broadband			
Announced Date	Target	Investor/ Acquirer	Description
Dec-24	Summit Broadband	Brookfield Asset Management	Summit Broadband, a leading fiber-optics telecommunications provider in Florida, announced the successful closing of an incremental \$100 million debt facility and term expansion with Brookfield.
Dec-24	Ubiquity	Goldman, Nomura, Woodforest	Ubiquity, a digital communications infrastructure owner, operator, and developer has successfully secured \$420 million in green construction financing facilities, with proceeds used to expand deployment of last-mile open-access fiber networks.
Dec-24	The Computer Works	The Stephens Group	The Computer Works, a leading provider of fiber and fixed wireless internet services based in Arkansas announced the completion of a significant growth capital investment led by The Stephens Group.
Dec-24	Conterra Networks' Fiber Assets in New Mexico	Ezee Fiber	Ezee Fiber announced it acquired Conterra Networks' New Mexico fiber assets and network. Conterra Networks provides fiber-based telecommunications services to enterprise, carrier, education, government, and data center customers.
Nov-24	ThinkBig Networks	IQ Fiber	IQ Fiber, a Jacksonville, Florida-based provider of 100% fiber-optic internet service, announced it has completed the acquisition of ThinkBig Networks, LLC, a Maryland-based 100% fiber-optic internet service provider.
Nov-24	Ruston Fiber Network	RightFiber	RightFiber has agreed in principle to acquire the City of Ruston's fiber optic broadband network. The transaction is expected to close in the first quarter of 2025. RightFiber will continue serving existing business customers at that time.
Nov-24	MidAtlantic Broadband Assets	Rise Broadband	Rise Broadband, a leading provider of broadband services across 16 states, announced it has acquired MidAtlantic Broadband's 100% fiber-to-the-home broadband/internet business in Missouri.
Nov-24	Ziply Fiber	BCE	BCE Inc., Canada's largest communications company, announced that its wholly owned subsidiary, Bell Canada, has entered into a definitive agreement to acquire Ziply Fiber, the leading fiber internet provider in the Pacific Northwest of the U.S.
Oct-24	Nextera	EarthLink	EarthLink, a premier internet service provider, announced its acquisition of Nextera Communications, a leading provider of fixed wireless, voice, and data solutions in Minnesota.

Data Centers			
Announced Date	Target	Investor/ Acquirer	Description
Dec-24	Vultr	LuminArx Capital and AMD Ventures	Vultr closed an equity funding round led by LuminArx Capital Management and AMD Ventures, valuing the company at \$3.5 billion. Founded in 2014, Vultr has been self-funded and has grown steadily organically.
Dec-24	Crusoe	Consortium	Crusoe closed a \$600 million Series D funding round. The round was led by Founders Fund, an existing investor, and both new and existing investors participated, including Fidelity, Mubdala, and NVIDIA.
Nov-24	CoreWeave	Consortium	CoreWeave has closed a \$650 million minority investment led by investors Jane Street, Magnetar, Fidelity, and entities administered by Macquarie Capital.
Nov-24	Three QTS Data Centers	Wren House	Wren House has acquired a majority stake in three QTS data centers in Northern Virginia, which deliver a total of 100MW of critical IT capacity. QTS will retain an ownership stake in the three data centers and continue to operate the facilities.
Oct- 24	AlohaNAP	1547 / Harrison Street	1547 Critical Systems Realty and Harrison Street acquired AlohaNAP carrier hotel in Hawaii. The partnership will support a new expansion phase that will add 1.5MW of capacity to the facility.
Oct-24	Yondr	DigitalBridge	DigitalBridge Group has announced it has reached an agreement to acquire Yondr Group, a global developer and operator of hyperscale data centers.
Oct-24	Flexential	Morgan Stanley Infra	Morgan Stanley Infrastructure Partners (MSIP) has invested in U.S. data center firm Flexential. MSIP is partnering with GI partners to accelerate Flexential's growth.
Oct-24	DataBank	AustrailianSuper	DataBank, a leading provider of enterprise-class edge colocation, interconnection, and managed services, announced a \$2.0 billion equity raise led by AustrailianSuper, which committed \$1.5 billion.



Featured Q4 2024 Transactions (cont.)

United States

Communication Service Providers

Announced Date	Target	Investor/ Acquirer	Description
Dec-24	Nitel	Comcast Business	Comcast Business has acquired Nitel, a network-as-a-service provider, to expand its managed services and connectivity solutions for businesses across the U.S.
Dec-24	Echo AI	Calabrio	Calabrio bolstered its AI capabilities by acquiring Echo AI, a generative AI-native conversation intelligence program.
Dec-24	Metaswitch	Alianza	Alianza has expanded its cloud communications portfolio through the acquisition of Metaswitch, a provider of high-performance communications software.
Dec-24	Cogito Corporation	Verint Systems	Verint Systems acquired Cogito Corp. to strengthen its global contact center management software offerings.
Nov-24	T-Metrics	NUSO	NUSO broadened its product suite by acquiring T-Metrics, a provider of contact center solutions and communication tools.
Oct-24	Evolve IP	ATSG	ATSG has acquired Evolve IP to enhance its cloud-based offerings in desktop-as-a-service, unified communications, and contact center solutions.

Wireless and Spectrum

Announced Date	Target	Investor/ Acquirer	Description
Nov-24	UScellular	AT&T	United States Cellular Corp. announced that it has entered into an agreement with AT&T to sell a portion of the company's retained spectrum licenses for a total consideration of around \$1.02 billion.

Wireless Infrastructure

Announced Date	Target	Investor/ Acquirer	Description
Dec-24	Strategic Venue Partners	Brookfield	Tiger Infrastructure-backed Strategic Venue Partners received a minority equity investment from Brookfield Asset Management and its institutional partners.
Oct-24	SBA	Millicom International Cellular	Millicom announced it entered into an agreement with SBA Communications to sell and lease back 7,000 towers in Guatemala, Honduras, Panama, El Salvador, and Nicaragua for a total consideration of approximately \$975 million.
Oct-24	5G LLC	Diamond Communications	Diamond Communications has acquired substantially all the assets of 5G LLC, an aggregator of real estate for the delivery and implementation of technology solutions with expertise in the rooftop cell site market.

Digital Infrastructure Services

Announced Date	Target	Investor/ Acquirer	Description
Dec-24	Team LINX	Guardian Capital Partners	Guardian Capital Partners announced the acquisition of Team LINX. Headquartered in Denver, Colorado, LINX provides technology infrastructure services for data center and mission-critical applications.
Oct-24	Ascent	Wesco International	Wesco International (NYSE:WCC) announced it has entered a definitive agreement to acquire Ascent, a company headquartered in St. Louis, Missouri, and a premier provider of data center facility management services for \$185 million.
Oct-24	Crown Technical Systems	Flex	Flex (NASDAQ:FLEX) announced that it has entered into a definitive agreement to acquire Crown Technical Systems, a leader in fully integrated power distribution and protection systems, for \$325 million.
Oct-24	Kiesbach Consulting and Senergy BCS	NV5 Global	NV5 Global, Inc. (NASDAQ:NVEE) a provider of technology, certification, and consulting solutions, has acquired two domestic data center commissioning and energy management companies, Kiesbach Consulting and Senergy BCS.



Featured Q4 2024 Transactions (cont.)

Europe

Broadband

Announced Date	Target	Investor/ Acquirer	Description
Nov-24	Spring Fibre	Harmony Networks	Harmony Networks acquired Spring Fibre for £1.5 million, significantly below the £37.4 million owed to creditors for building out 12,000 premises.
Nov-24	CityFibre	Lit Fibre Management	CityFibre announced the sale of Lit Fibre's consumer ISP to co-founders Tom Williams and Ben Bresler for an undisclosed amount.
Oct-24	Community Fibre	Consortium	Community Fibre raised a new facility from JPM, Barclays, LBBW, SIMCo (Sequoia Investment Management Company), and Alpha Bank, totaling £125 million and bringing the total funding to £1.1 billion.
Oct-24	Netomnia	NWF	NWF's £25 million takes total funding for Netomnia/Brsk to £1.35 billion, of which £740 million had been spent to the end of September passing 1.82 million premises ready for service and signing 190,000 customers.
Oct-24	Infra fibre	UGG	Unsere Grüne Glasfaser (UGG), a German fiber optic infrastructure provider, has announced in a press release the acquisition of Infracapital-backed Infra fibre Germany, including its internet service providers LEONET and BBV.
Oct-24	XpFibre	Consortium	XpFibre raised €5.7 billion on its refinancing, which consisted of a €1.2 billion U.S. private placement issuance (USPP) and € 4.5 billion of syndicated debt.

Wireless Infrastructure

Announced Date	Target	Investor/ Acquirer	Description
Nov-24	Proximus Group	InfraRed Capital Partners	Proximus Group signed a binding agreement with InfraRed Capital Partners to sell 100% of the shares of its mobile tower infrastructure company, Proximus Luxembourg Infrastructure, for a total consideration of €108 million.
Oct-24	Cornerstone	Equitix	Virgin Media O2 confirmed its plans to sell an 8.33% stake in its tower JV, Cornerstone Telecommunications Infrastructure Ltd., to Equitix for around £186 million.

Wireless

Announced Date	Target	Investor/ Acquirer	Description
Dec-24	Three	Vodafone	The U.K. Competition and Markets Authority (CMA) has cleared the Vodafone/Three merger, subject to them signing binding commitments to roll out a combined 5G network in the U.K. The deal is expected to close in H1 2025.
Nov-24	Melita	Goldman Sachs Alternatives	EQT signed an agreement to divest Melita, a Malta-based mobile telephony and cable TV network provider, to Goldman Sachs alternatives for an undisclosed amount.
Nov-24	La Poste Mobile	Bouygues Telecom	Bouygues Telecom has acquired leading French MVNO La Poste Mobile from La Poste Group and SFR and secured an exclusive distribution agreement with La Poste Group. This will boost Bouygues Telecom's Mobile customers by c.2.4 million.

Communication Service Providers

Announced Date	Target	Investor/ Acquirer	Description
Nov-24	Inform Billing	Giacom	Giacom announced its acquisition of Inform Billing, a billing solution provider for resellers and managed service providers to further enhance Giacom's billing capabilities.
Nov-24	CloudCoCo	Aspire	CloudCoCo announced plans to sell its IT services business to Aspire for £9.2 million. This sale will help CloudCoCo pay off its debts and streamline its operations for future growth.
Oct-24	Eckoh	Bridgepoint Advisers	Bridgepoint Advisers has agreed to acquire Eckoh for £169.3 million through its subsidiary, Eagle U.K. Bidco Ltd. The deal is expected to be finalized in Q1 2025.



Featured Q4 2024 Transactions (cont.)

Europe

Data Centers

Announced Date	Target	Investor/ Acquirer	Description
Dec-24	Iliad's Data Center Unit	InfraVia	InfraVia is to acquire a 50% stake in French telco Iliad's data center unit, which has an enterprise value of €860 million.
Dec-24	BT's Data Center Business	Equinix	Equinix to acquire BT's Irish data center business, including two Dublin facilities, for €59 million.
Nov-24	Nabiax	Aermont Capital	Aermont Capital has acquired 100% of Nabiax for a valuation of around €1 billion, from Asterion Industrial Partners and Telefónica, taking over the management of the leading data center company in Spain.



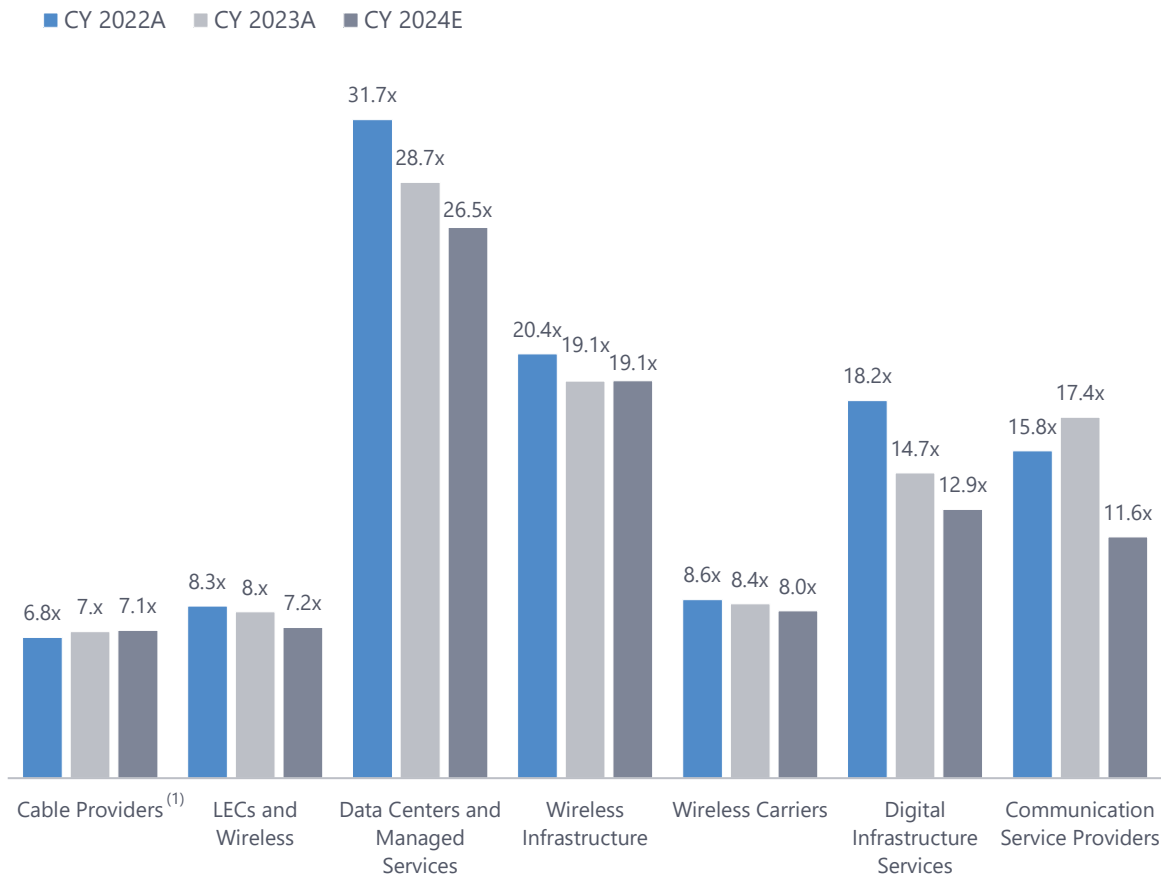


Public Markets Overview

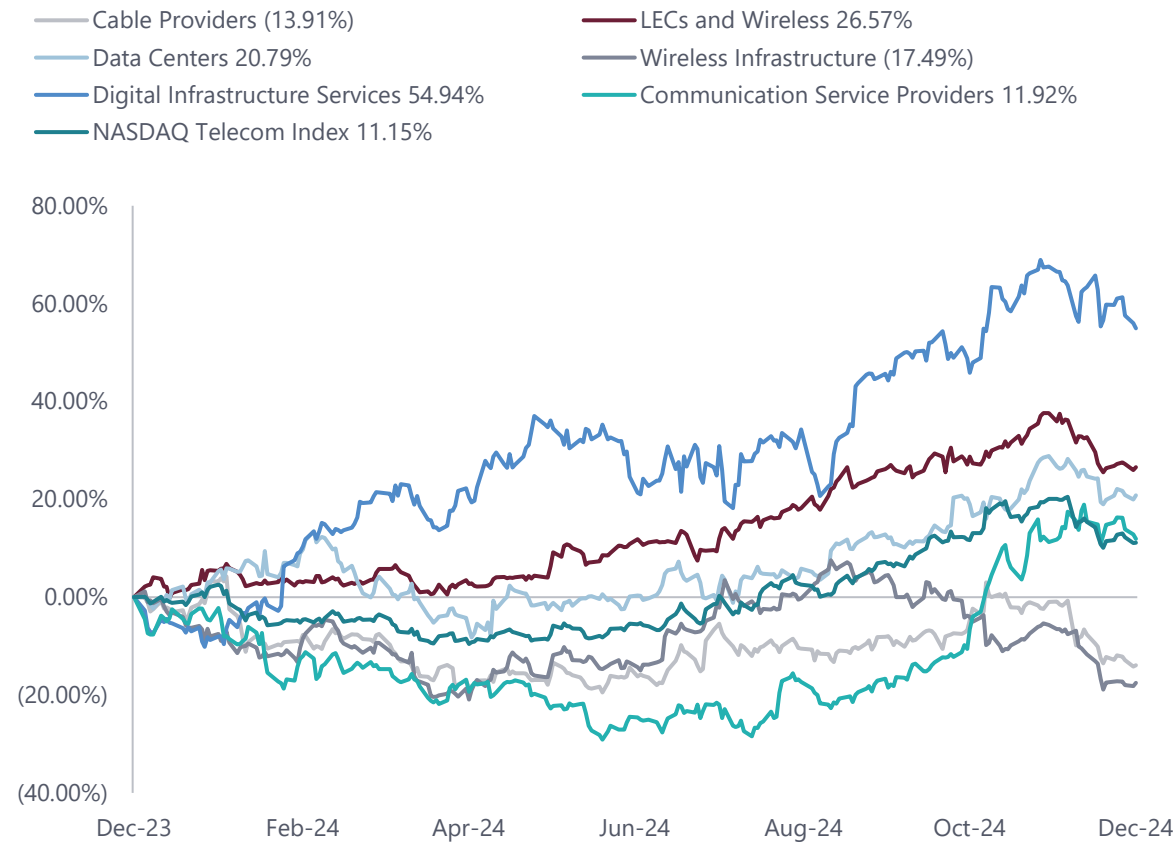
05

United States Public Markets Overview

Median EV/EBITDA



12-Month Indexed Stock Price Performance



Source: S&P Capital IQ.
Notes: Calendar year consensus estimates are used unless otherwise noted.
The components of each sector are detailed on the following pages. All data as of December 31, 2024.
(1) Includes Cogent.

United States Public Comparables

Cable Providers, Data Centers and Managed Services, and Wireless Infrastructure

Cable Providers

Company	Stock Price (\$)	% of 52-Week High	Equity Value (\$M)	Enterprise Value (\$M)	LTM Lev	EV/Revenue			EV/EBITDA		
						CY 2022A	CY 2023A	CY 2024E	CY 2022A	CY 2023A	CY 2024E
Comcast	37.53	80%	143,610	236,928	2.7x	2.0x	2.0x	1.9x	6.4x	6.3x	6.3x
Charter Communications	342.77	83%	48,741	148,288	4.5x	2.7x	2.7x	2.7x	6.8x	6.8x	6.6x
Altice	2.41	73%	1,111	26,163	7.4x	2.7x	2.8x	2.9x	6.7x	7.3x	7.6x
Cable One	362.12	63%	2,035	5,299	4.2x	3.1x	3.1x	3.3x	5.8x	5.8x	6.3x
Cogent	77.07	89%	3,656	5,655	NM	9.4x	6.0x	5.4x	24.2x	15.1x	16.4x
Shentel	12.61	57%	689	1,006	4.1x	3.8x	3.5x	3.0x	13.9x	11.3x	8.6x

Mean	4.6x	4.0x	3.4x	3.2x	10.7x	8.7x	8.6x
Median	4.2x	2.9x	3.0x	3.0x	6.8x	7.0x	7.1x

Data Centers and Managed Services

Company	Stock Price (\$)	% of 52-Week High	Equity Value (\$M)	Enterprise Value (\$M)	LTM Lev	EV/Revenue			EV/EBITDA		
						CY 2022A	CY 2023A	CY 2024E	CY 2022A	CY 2023A	CY 2024E
Equinix	942.89	95%	90,978	107,414	6.2x	14.8x	13.1x	12.3x	31.9x	29.0x	26.2x
Digital Realty Trust	177.33	90%	58,823	77,798	7.9x	16.7x	14.1x	13.9x	31.7x	28.7x	26.5x
DigitalBridge Group	11.28	54%	1,965	3,332	NM	2.9x	2.5x	5.3x	10.6x	11.7x	32.4x

Mean	7.1x	11.5x	9.9x	10.5x	24.7x	23.1x	28.3x
Median	7.1x	14.8x	13.1x	12.3x	31.7x	28.7x	26.5x

Wireless Infrastructure

Company	Stock Price (\$)	% of 52-Week High	Equity Value (\$M)	Enterprise Value (\$M)	LTM Lev	EV/Revenue			EV/EBITDA		
						CY 2022A	CY 2023A	CY 2024E	CY 2022A	CY 2023A	CY 2024E
American Tower	183.41	75%	85,706	134,888	6.4x	12.6x	12.2x	12.9x	20.4x	19.1x	19.4x
Crown Castle	90.76	75%	39,444	68,886	7.4x	9.9x	9.9x	10.5x	15.9x	15.8x	16.5x
SBA	203.80	80%	21,913	36,297	8.1x	13.8x	13.4x	13.6x	20.5x	19.2x	19.1x

Mean	7.3x	12.1x	11.8x	12.3x	18.9x	18.0x	18.3x
Median	7.4x	12.6x	12.2x	12.9x	20.4x	19.1x	19.1x

United States

Public Comparables (cont.)

Communication Service Providers and Digital Infrastructure Services

Communication Service Providers

Company	Stock Price (\$)	% of 52-Week High	Equity Value (\$M)	Enterprise Value (\$M)	LTM Lev	EV/Revenue			EV/EBITDA		
						CY 2022A	CY 2023A	CY 2024E	CY 2022A	CY 2023A	CY 2024E
8x8	2.67	70%	349	693	NM	0.9x	0.9x	1.0x	15.6x	6.4x	7.1x
Altigen Communications	0.73	73%	18	16	NM	NA	NA	NA	NA	NA	NA
AudioCodes	9.74	67%	292	243	1.5x	0.9x	1.0x	1.0x	4.8x	8.0x	7.4x
Bandwidth	17.02	68%	468	917	NM	1.6x	1.6x	1.2x	27.6x	20.6x	11.6x
Crexendo	5.23	69%	142	129	0.7x	3.5x	2.4x	2.1x	48.3x	24.0x	19.2x
Symbolic Logic	0.48	42%	5	0	NM	NA	NA	NA	NA	NA	NA
Five9	40.64	50%	3,056	3,326	NM	4.3x	3.7x	3.2x	24.8x	20.9x	17.6x
LivePerson	1.52	38%	138	467	NM	0.9x	1.2x	1.5x	NM	17.4x	22.4x
Ribbon Communications	4.16	95%	730	1,073	4.8x	1.3x	1.3x	1.3x	15.8x	11.8x	9.6x
Twilio	108.08	93%	16,578	15,005	9.6x	3.9x	3.6x	3.4x	NM	19.4x	17.8x
Zoom Video Communications	81.61	88%	25,013	17,378	0.1x	4.0x	3.9x	3.7x	11.0x	9.4x	9.0x

Mean	3.3x	2.4x	2.2x	2.1x	21.1x	15.3x	13.5x
Median	1.5x	1.6x	1.6x	1.5x	15.8x	17.4x	11.6x

Digital Infrastructure Services

Company	Stock Price (\$)	% of 52-Week High	Equity Value (\$M)	Enterprise Value (\$M)	LTM Lev	EV/Revenue			EV/EBITDA		
						CY 2022A	CY 2023A	CY 2024E	CY 2022A	CY 2023A	CY 2024E
Quanta Services	316.05	90%	46,653	50,914	2.7x	3.0x	2.5x	2.1x	30.4x	26.6x	22.5x
MasTec	136.14	91%	10,609	13,180	3.1x	1.4x	1.1x	1.1x	16.9x	15.5x	13.3x
Dycom Industries	174.06	84%	5,078	6,253	2.3x	1.7x	1.5x	1.3x	18.5x	12.3x	11.1x
Primoris Services	76.40	90%	4,104	5,097	3.3x	1.2x	0.9x	0.8x	17.8x	13.9x	12.6x

Mean	2.8x	1.8x	1.5x	1.3x	20.9x	17.1x	14.9x
Median	2.9x	1.5x	1.3x	1.2x	18.2x	14.7x	12.9x

United States Public Comparables (cont.)

Incumbent LECs and Wireless Carriers

Incumbent LECs

Company	Stock Price (\$)	% of 52-Week High	Equity Value (\$M)	Enterprise Value (\$M)	LTM Lev	EV/Revenue			EV/EBITDA		
						CY 2022A	CY 2023A	CY 2024E	CY 2022A	CY 2023A	CY 2024E
Verizon	39.99	88%	168,343	343,028	3.7x	2.5x	2.6x	2.6x	7.2x	7.2x	7.1x
AT&T	22.77	95%	163,381	324,646	3.5x	2.6x	2.7x	2.7x	7.8x	7.5x	7.2x
T-Mobile	220.73	89%	256,154	363,510	3.8x	4.5x	4.7x	4.5x	13.3x	12.4x	11.5x
Lumen	5.31	51%	5,389	21,569	5.7x	1.2x	1.5x	1.7x	3.2x	4.8x	5.7x
Frontier	34.70	88%	8,641	18,943	5.1x	3.3x	3.3x	3.2x	9.1x	9.0x	8.5x
TDS	34.11	96%	3,884	10,460	4.5x	1.9x	2.0x	2.1x	8.8x	8.5x	7.9x
Consolidated Communications	0.03	61%	8	3	NM	0.2x	0.2x	0.2x	NM	NM	6.1x

Mean	4.4x	2.3x	2.4x	2.4x	8.2x	8.2x	7.7x
Median	4.2x	2.5x	2.6x	2.6x	8.3x	8.0x	7.2x

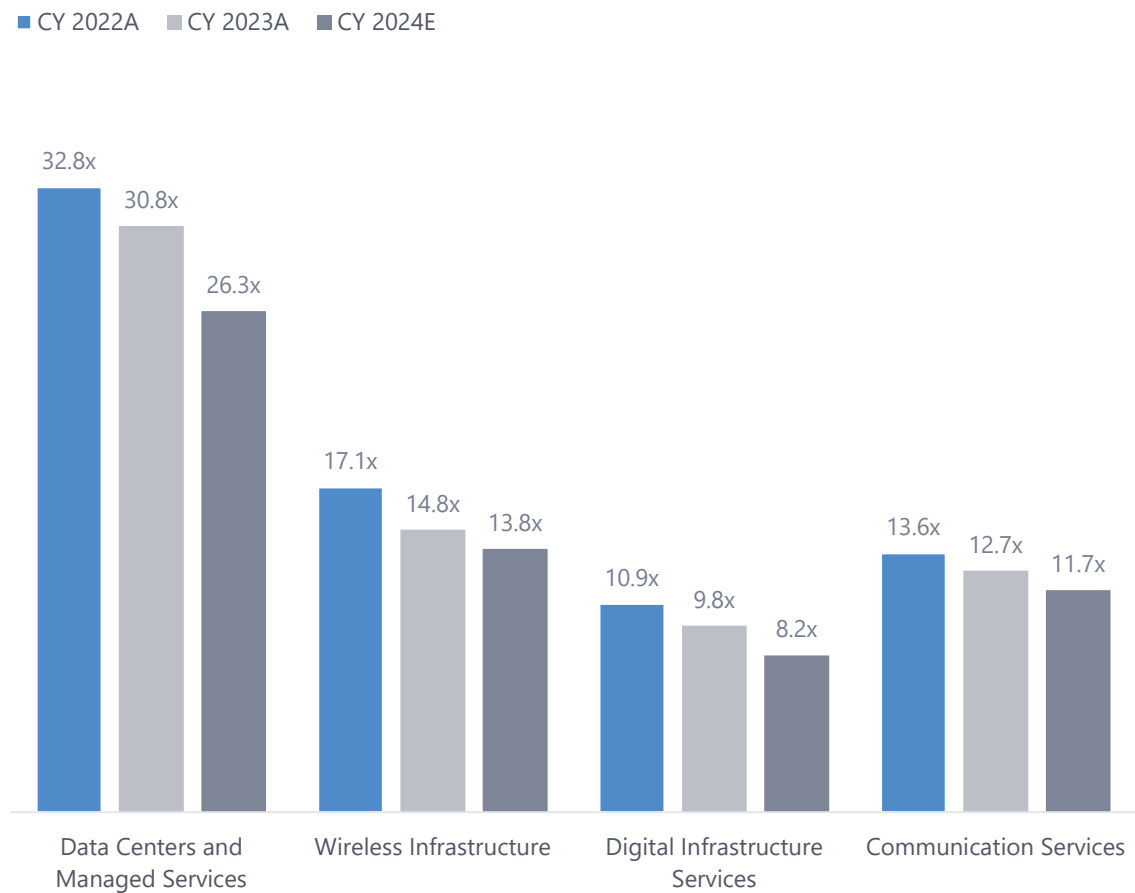
Wireless Carriers

Company	Stock Price (\$)	% of 52-Week High	Equity Value (\$M)	Enterprise Value (\$M)	LTM Lev	EV/Revenue			EV/EBITDA		
						CY 2022A	CY 2023A	CY 2024E	CY 2022A	CY 2023A	CY 2024E
Verizon	39.99	88%	168,343	343,028	3.7x	2.5x	2.6x	2.6x	7.2x	7.2x	7.1x
AT&T	22.77	95%	163,381	324,646	3.5x	2.6x	2.7x	2.7x	7.8x	7.5x	7.2x
T-Mobile	220.73	89%	256,154	363,510	3.8x	4.5x	4.7x	4.5x	13.3x	12.4x	11.5x
UScellular	62.72	92%	5,393	9,007	4.6x	2.1x	2.3x	2.4x	9.4x	9.3x	8.8x

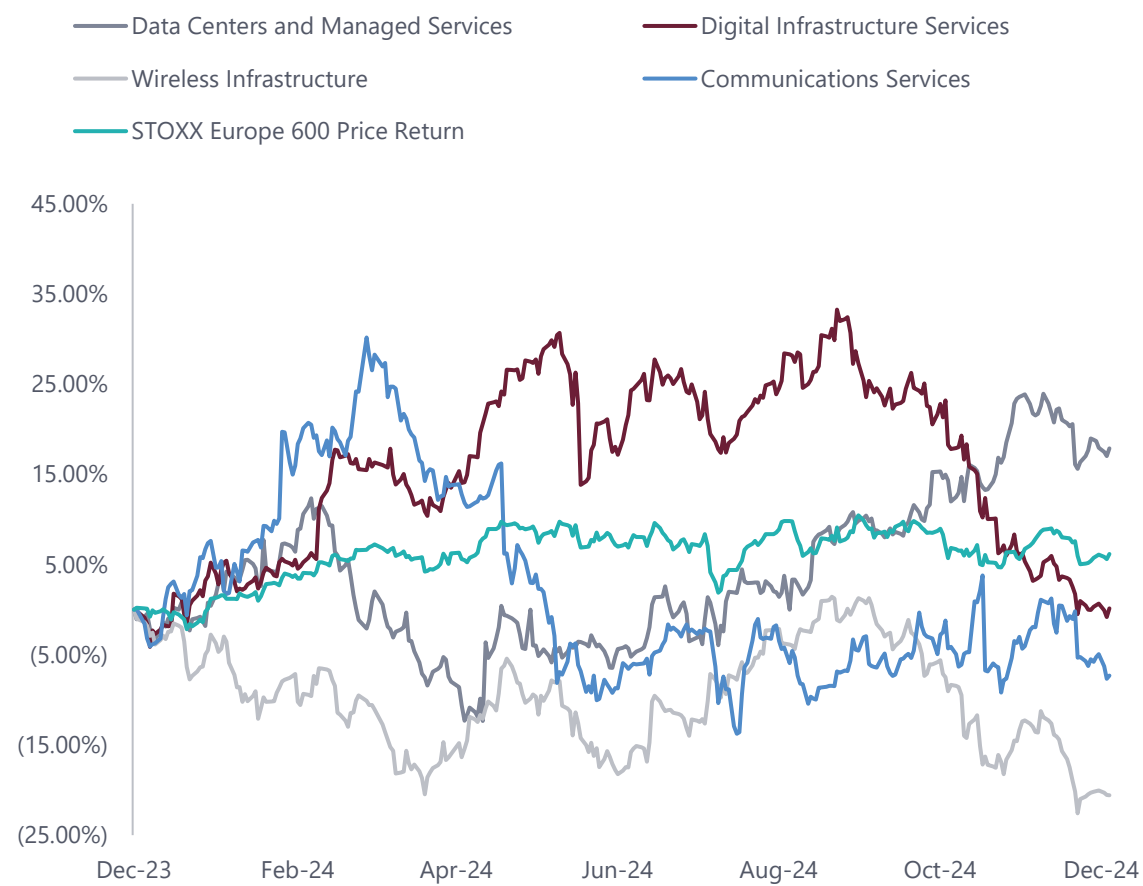
Mean	3.9x	2.9x	3.1x	3.0x	9.4x	9.1x	8.7x
Median	3.8x	2.6x	2.6x	2.6x	8.6x	8.4x	8.0x

European Public Markets Overview

Median EV/EBITDA



12-Month Indexed Stock Price Performance



European Public Comparables

Data Centers and Managed Services, Wireless Infrastructure, and Digital Infrastructure Services

Data Centers and Managed Services

Company	Stock Price (€)	% of 52-Week High	Equity Value (€M)	Enterprise Value (€M)	LTM Lev	EV/Revenue			EV/EBITDA		
						CY 2022A	CY 2023A	CY 2024E	CY 2022A	CY 2023A	CY 2024E
Digital Realty Trust	171.28	90%	56,817	75,145	7.9x	17.2x	15.1x	13.9x	32.7x	30.6x	26.5x
Equinix	910.74	95%	87,875	103,751	6.2x	15.3x	14.0x	12.3x	32.9x	31.0x	26.2x
				Mean	7.1x	16.2x	14.5x	13.1x	32.8x	30.8x	26.3x
				Median	7.1x	16.2x	14.5x	13.1x	32.8x	30.8x	26.3x

Wireless Infrastructure

Company	Stock Price (€)	% of 52-Week High	Equity Value (€M)	Enterprise Value (€M)	LTM Lev	EV/Revenue			EV/EBITDA			
						CY 2022A	CY 2023A	CY 2024E	CY 2022A	CY 2023A	CY 2024E	
Cellnex	30.51	82%	21,526	42,577	8.7x	12.2x	10.5x	10.3x	16.5x	14.1x	13.2x	
INWIT	9.82	84%	9,145	13,727	6.2x	16.0x	14.3x	13.2x	17.6x	15.5x	14.4x	
					Mean	7.5x	14.1x	12.4x	11.8x	17.1x	14.8x	13.8x
					Median	7.5x	14.1x	12.4x	11.8x	17.1x	14.8x	13.8x

Digital Infrastructure Services

Company	Stock Price (€)	% of 52-Week High	Equity Value (€M)	Enterprise Value (€M)	LTM Lev	EV/Revenue			EV/EBITDA		
						CY 2022A	CY 2023A	CY 2024E	CY 2022A	CY 2023A	CY 2024E
Eltel	0.56	79%	88	238	12.5x	0.3x	0.3x	0.3x	7.3x	6.8x	7.8x
Renew Holding	10.94	78%	866	862	1.0x	0.9x	0.7x	0.7x	10.9x	9.8x	8.3x
SPIE SA	30.04	78%	5,074	7,596	4.7x	1.0x	0.9x	0.8x	11.1x	9.8x	8.2x
				Mean	6.1x	0.7x	0.6x	0.6x	9.8x	8.8x	8.1x
				Median	4.7x	0.9x	0.7x	0.7x	10.9x	9.8x	8.2x



European Public Comparables (cont.)

Communication Services

Communication Services

Company	Stock Price (€)	% of 52-Week High	Equity Value (€M)	Enterprise Value (€M)	LTM Lev	EV/Revenue			EV/EBITDA		
						CY 2022A	CY 2023A	CY 2024E	CY 2022A	CY 2023A	CY 2024E
Eckoh	0.65	100%	187	175	0.1x	4.2x	4.0x	3.6x	18.0x	15.3x	13.3x
Gamma	18.50	88%	1,772	1,607	0.1x	3.0x	2.6x	2.3x	13.5x	12.2x	10.7x
Link Mobility	1.96	83%	552	715	8.1x	1.5x	1.3x	1.2x	12.0x	11.9x	12.6x
Netcall	1.29	96%	213	173	0.1x	4.6x	4.0x	3.3x	21.3x	18.3x	15.8x
nFon	4.88	75%	81	86	3.3x	1.1x	1.0x	1.0x	NM	12.5x	7.5x
Nice	164.74	63%	10,357	9,423	0.8x	4.6x	4.4x	3.6x	13.7x	12.9x	10.3x
Sinch	1.81	55%	1,528	2,093	2.7x	0.8x	0.8x	0.8x	7.8x	6.4x	6.8x
Vercom	29.80	84%	660	667	1.1x	11.8x	8.7x	5.6x	NM	34.9x	25.6x
				Mean	2.0x	3.9x	3.4x	2.7x	14.4x	15.6x	12.8x
				Median	0.9x	3.6x	3.3x	2.8x	13.6x	12.7x	11.7x





Appendix

06

Global Technology Group

Sector-Specific Expertise Across the Tech Coverage Universe

Our global industry coverage model brings sector-specific knowledge, experience, and relationships to every client we work with.



Broadband and Connectivity



Data Centers and Managed Services



Towers and Wireless Infrastructure



Wireless Services



Digital Infrastructure Services



Communications Software



Academic and Research



Business Management Software



Cloud Software and Services



Communication Service Providers



Communications Tech Solutions



Cybersecurity



Digital Media and Entertainment



EdTech



EHSS



FinTech



Gaming (Gambling)



GovTech/
Public Sector Software



GRC



Human Capital Management



Healthcare and Pharma



Industrial Software



Infrastructure Software (IT User)



Legal and IP



MarTech



Natural Resources,
Energy, and
Commodities



Nonprofit/
Associations



PropTech



Retail



Satellites



Semiconductor Technology



Tech Services (EMEA)



Transportation,
Logistics, and
Mobility



Travel and Hospitality



TV, Film, and Entertainment



Traditional Media


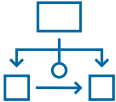



How Houlihan Lokey Can Help

Our firm is ideally equipped to help our clients navigate uncertain times.

We respond quickly to challenging situations and are constantly helping clients to analyze, structure, negotiate, and execute the best possible solutions from both a strategic and a financial perspective.

What We Offer

<div>Corporate Finance</div> <div></div>	<div>› Mergers and Acquisitions</div> <div>› Capital Markets</div> <div>› Private Funds Advisory</div> <div>› Board Advisory Services</div>	<div>We are widely recognized as a leading M&A advisor to the mid-cap and have long-standing relationships with capital providers, including commercial banks and other senior credit providers, insurance funds, asset managers, and mezzanine fund investors. Few other investment banks maintain the breadth of relationships and capital markets intelligence that we do.</div>
<div>Financial Restructuring</div> <div></div>	<div>› Company Advisory</div> <div>› Special Situations</div> <div>› Distressed M&A</div> <div>› Liability Management</div> <div>› Creditor Advisory</div>	<div>We have the largest restructuring practice of any global investment bank. Since 1988, we have advised on more than 1,800 restructuring transactions (with aggregate debt claims in excess of \$3.8 trillion). We served as an advisor in 12 of the 15 largest bankruptcies from 2000 to 2024.</div>
<div>Financial and Valuation Advisory</div> <div></div>	<div>› Portfolio Valuation and Fund Advisory</div> <div>› Transaction Opinions</div> <div>› Corporate Valuation Advisory Services</div> <div>› Transaction Advisory Services</div> <div>› Real Estate Valuation and Advisory</div> <div>› Dispute Resolution Consulting</div>	<div>Over five decades, we have established ourselves as one of the largest financial and valuation advisory firms. Our transaction expertise and leadership in the field of valuation help inspire confidence in the financial executives, boards of directors, special committees, investors, and business owners we serve.</div>

Why We're Different

- No. 1

Global and Tech M&A*
- 

Significant Experience With Financing Markets
- 

Senior-Level Commitment and Dedication
- 

Deep, Industry-Specific Expertise
- 

Superior Work Product/Technical Abilities
- 

Creativity, Imagination, Tenacity, and Positivity

Leading Independent, Global Advisory Firm

CORPORATE FINANCE

2024 M&A Advisory Rankings
All Global Transactions⁽³⁾⁽⁴⁾

	Advisor	Deals
1	Houlihan Lokey	415
2	Rothschild	406
3	Goldman Sachs	371

No. 1

Global M&A
Advisor

Leading

Capital Markets Advisor Raising
and Advising More Than
~\$19 Billion in FY 2024

FINANCIAL RESTRUCTURING

2024 M&A Global Distressed Debt &
Bankruptcy Restructuring Rankings⁽³⁾

	Advisor	Deals
1	Houlihan Lokey	88
2	PJT Partners	59
3	Rothschild	48

No. 1

Global Restructuring
Advisor

\$3.8 Trillion

Aggregate Transaction
Value Completed

FINANCIAL AND VALUATION ADVISORY

2000–2024 Global M&A Fairness Advisory
Rankings⁽³⁾⁽⁵⁾

	Advisor	Deals
1	Houlihan Lokey	1,243
2	Duff & Phelps, A Kroll Business	1,045
3	JP Morgan	1,020

No. 1

Global M&A Fairness Opinion
Advisor Over the Past 25 Years

2,000+

Annual Valuation
Engagements

TECHNOLOGY GROUP

2024 M&A Advisory Rankings
All Global Technology Transactions⁽³⁾⁽⁴⁾

	Advisor	Deals
1	Houlihan Lokey	101
2	Goldman Sachs	98
3	JP Morgan	93

No. 1

Technology M&A
Advisory Team Globally

140+

Technology Financial
Professionals

2,700+
Employees

36
Locations

\$12.75B
Market Cap⁽¹⁾

\$2.2B
Revenue⁽²⁾

~25%
Employee-
Owned

No
Debt

Sources:
(1) As of January 31, 2025.
(2) LTM ended December 31, 2024.
(3) LSEG (formerly Refinitiv).
(4) Excludes accounting firms and brokers.
(5) Announced or completed transactions.



Introducing ONE Houlihan Lokey

Houlihan Lokey is proud to announce the largest showcase of dynamic businesses through a series of multiday conferences in 2025, one of which will be hosted at the New York Marriott Marquis this May. This premier event will bring together the brightest minds in their industries and offer unmatched opportunities for networking, relationship building, and knowledge sharing.



May 13–15, 2025



New York Marriott Marquis



Technology | Thursday, May 15

Participating Company Benefits

VIP networking reception on the night of Wednesday, May 14.

In-person panel participation allows you to showcase the expertise of your team and your company to a truly international audience.

Participation in **highly curated one-on-one meetings** tailored to the needs of your business, to be held with industry leaders and capital providers on Thursday, May 15.

Access to high-profile investors in the technology space from across the globe.

Tailored follow-up and analysis with meeting attendees after the conference.

The Commitment From You

- Available to attend the conference events on the evening of Wednesday, May 14, and all day on Thursday, May 15.
- One-hour-long panel, with associated preparation calls.
- Working with the Houlihan Lokey team to prepare meeting materials.
- Bio, headshot, and company logo and description for promotional materials.

Featured Sectors

- AdTech
- Business Management Software
- Cloud Software and Services
- Communications Software
- Cybersecurity
- Digital Infrastructure
- Digital Media, Entertainment, and Sports
- EdTech
- EHSS
- GovTech
- Governance, Risk, and Compliance
- Human Capital Management
- Healthcare and Pharma
- Industrial Software
- Infrastructure Software
- Legal and Intellectual Property
- MarTech
- MediaTech
- PropTech
- Retail
- Supply Chain and Logistics
- Transportation
- Travel and Hospitality



Interested in presenting your company at the upcoming event?

Contact a senior member of the Houlihan Lokey Tech team.

Selection of Previous Participating Companies in Our Tech Conferences



About Houlihan Lokey's Global Technology Group

No. 1 Technology M&A Advisory Team Globally

Houlihan Lokey's Technology Group has earned a global reputation for providing superior service and achieving outstanding results in M&A advisory, capital-raising, restructuring, and financial and valuation advisory services.

We are the No. 1 technology M&A advisory team globally (according to data provided by LSEG, formerly Refinitiv, excluding accounting firms and brokers), with more than 140 financial professionals and over 30 managing directors covering an extensive range of sectors and dedicated to each of our primary coverage areas.

Advisor	Deals
Houlihan Lokey	101
Goldman Sachs	98
JP Morgan	93
Morgan Stanley	81
Rothschild	65
2024 M&A Advisory Rankings All Global Technology Transactions <small>Source: LSEG (formerly Refinitiv). Excludes accounting firms and brokers.</small>	

Houlihan Lokey Is the
Trusted Advisor to More
Top Decision-Makers Than
Any Other Independent
Global Investment Bank

No. 1

Global M&A
Advisor

No. 1

Global Investment
Banking
Restructuring
Advisor

No. 1

Global M&A Fairness
Opinion Advisor Over
the Past 25 Years*

Leading

Capital Markets
Advisor

1,800+

Transactions Completed
Valued at More Than
\$3.8 Trillion Collectively

2,000+

Annual Valuation
Engagements

2024 M&A Advisory Rankings
All Global Transactions

	Advisor	Deals
1	Houlihan Lokey	415
2	Rothschild	406
3	Goldman Sachs	371
4	JP Morgan	342
5	Morgan Stanley	309

Source: LSEG (formerly Refinitiv).
Excludes accounting firms and brokers.

2024 M&A Advisory Rankings
All Global Technology Transactions

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Excludes accounting firms and brokers.





Houlihan Lokey's Tech M&A Team Is No. 1 Globally With Unparalleled Reach

AMERICAS

Atlanta
Baltimore
Boston
Charlotte
Chicago
Dallas
Houston

Los Angeles*

Miami
Minneapolis
New York
San Francisco
São Paulo
Washington, D.C.

EUROPE AND MIDDLE EAST

Amsterdam
Antwerp
Dubai
Frankfurt
London
Madrid
Manchester

Milan
Munich
Paris
Stockholm
Tel Aviv
Zurich

ASIA-PACIFIC

Beijing
Fukuoka
Gurugram
Hong Kong SAR
Mumbai
Shanghai
Singapore
Sydney
Tokyo

Local Technology Teams

*HQ

No. 1

Tech M&A
Advisor⁽¹⁾

12

Locations
Worldwide

140+

Technology
Financial
Professionals

30+

Managing
Directors

101

Technology
Deals In CY24



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