What are TowerCos?

Through TOTEM, our fully operational European TowerCo, we aim to derive higher value from our passive mobile infrastructure assets and benefit from new growth opportunities. What exactly is a "TowerCo"?

Definition of a TowerCo

The word "Tower" refers to the structures that support mobile network antennas and include masts and rooftop installations. A Tower Company or TowerCo is an entity responsible for managing "passive" (non-electronic) infrastructure assets, which exclude antennas. Today, TowerCos hold a significant proportion of passive mobile infrastructure assets in Europe. They lease space on their masts and rooftop installations to different operators on a long-term basis. They can also build new infrastructure when required.

Benefits of infrastructure sharing

Infrastructure sharing improves operational performance and generates additional revenue, enabling owners to maximize the value of their assets. Expenses such as electricity and maintenance are split among users. Furthermore, infrastructure sharing helps optimize network coverage and reduce the digital divide in areas with space constraints (i.e., where new infrastructure cannot be built). TowerCos can help operators take a differentiated approach by building exclusive sites on request. Operators need to decide whether it makes more sense to share infrastructure or adopt a differentiated approach depending on the circumstances. Infrastructure sharing also benefits the environment, as less new infrastructure needs to be built if multiple operators use the same mast.

New networks driving demand for TowerCo solutions

Several operators in Europe already employ shared infrastructure models. Infrastructure sharing is also a well-established practice in the United States, providing a viable solution for quick coverage expansion in such a large country. With the arrival of new IoT (Internet of Things) and 5G networks, a significant increase in the number of antennas is expected and, in turn, the demand for TowerCo solutions.

TOTEM's passive
mobile infrastructure portfolio
includes

over
26,000
sites
in France and Spain