



**TELECOM** INFRASTRUCTURE PARTNERS

Mobile infrastructure partners

# Home



## TELECOM INFRASTRUCTURE PARTNERS

- ✓ TIP invests in telecommunications infrastructure around the world
- ✓ TIP is represented in Europe, Latin America and Asia
- ✓ Headquarters in London
- ✓ We have more than 20 years of experience
- ✓ We employ around 200 professionals from all over the world
- ✓ They are specialists in investment and rental rates in the telecommunications sector
- ✓ We entered the Czech market in October 2021
- ✓ We are the only investors in the Czech Republic who will provide you with financial security in exchange for a TELCO lease



TIP is strengthening its position as the fastest growing telecommunications infrastructure investment company in the global market.

# Professional assessment of your location

Does your location meet our requirements?

## ***Your benefits from the analysis***

1. Technical analysis of mobile operator equipment, risks and strengths
2. Professional analysis of the lease agreement
3. Presentation of possible capitalization options





**We offer high upfront payment to rental income owners and professionally manage their rental relationship**

## Landowners

Around the world, infrastructure companies and mobile operators have leased millions of rooftop and ground sites like yours.

Like you, owners of these properties face questions about whether to continue collecting rent or work with professionals to monetize their rent.

Worldwide, tens of thousands of property owners have already decided to sell their leases to investment companies such as Telecom Infrastructure Partners.

We are well aware of which property owners choose to sell their lease. Those who seek the advice of an experienced professional or accountant will find out how to make the best use of the sale proceeds. The accountant will show them how to achieve financial independence through higher returns than the usual 2-3% annual indexation of rents if they have an inflation clause and apply it correctly.

Landowners get the opportunity to do what any good investor would do:

**Minimise risk**

**Maximise profit**

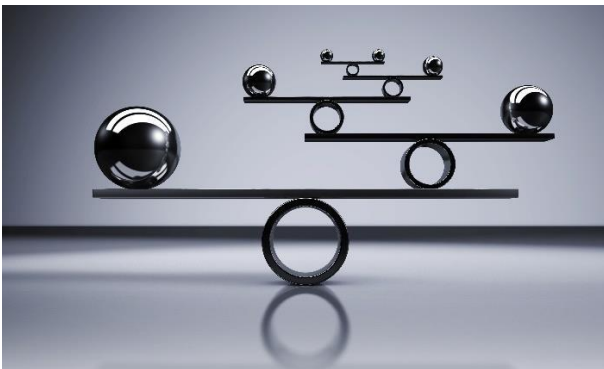


### ***Invest back into your business***

Many landlords believe that unlike their rental properties, the rate of return on their business will exceed inflation. Why keep your capital tied up in uncertain future rents when you can expand your business instead!

### ***Reinvest in real estate***

Investment in reducing the energy consumption of the building/house. Most often our clients purchase heat pumps, solar panels and insulate their properties.



### ***Debt reduction***

Repayment of loans with high interest rates and the resulting reduction in monthly costs.

### ***Retirement***

Some property owners want to retire early. One way to do this is to sell your rental and invest the funds in stocks or bonds, which offer greater returns and security than an operator's rent.



# Questions & Answers

## Because transparency and professionalism are important to us

What exactly does TIP buy from me?

We are buying a contract to lease the BTS while the mast/transmitter is there. TIP takes over the rights that the property owner has today.

How much does TIP pay for the telecommunications infrastructure lease agreement?

The amount of the payout depends on:

- (1) the amount of rent currently payable under the lease agreement,
- (2) lease terms,
- (3) future rent increases,
- (4) the type of site (masts or existing structures such as roofs, chimneys, etc.) and its location,
- (5) all other places in the vicinity (place sharing),
- (6) the duration of our investment and a number of other factors that affect our assessment of risk.

Wouldn't it be better if I kept the lease?

Mobile site rental differs from other commercial leases in that the tenant (operator) can terminate the contract at short notice. Try asking your local bank to lend you money under a lease from your mobile phone provider. More than 25,000 mobile site owners around the world have already opted for prepayment. Because they know that renting from an operator offers no guarantees. It can be cancelled or reduced at any time. The point of a good investment is to have a return that at least exceeds inflation! Otherwise you lose money.

Can the operator cancel my location?

Yes. The contract can be cancelled at any time, with a short notice period. For this reason, site owners cannot contact a local bank to borrow against the lease. The rental of mobile sites is worth much more to TIP than to the site owners. This is because the site owner faces a so-called binary risk: either the site exists ("1") or it does not exist ("0"). TIP, on the other hand, faces portfolio risk. The TIP accepts site cancellations because it owns many more leases for each cancellation (i.e., unlike the site owner, the TIP is 'hedged' by the global portfolio).

What happens to my money if the telecom operator cancels the lease after TIP has made its investment?

Nothing. Our investments are non-recourse. This means that if the tenant cancels the lease after TIP has invested in rent, we cannot reclaim the money invested. This is a major advantage for landlords: landlords win because they turn an uncertain rent into a large lump sum. They get the money up front and transfer the risk associated with the site to TIP.

If I sell my leasehold rights, will I still own my land?

Yes. TIP only acquires the rights associated with the lease of the mobile site (primarily the right to rent). If you do not want us to buy your site (which we are willing to do), the site is yours to do with as you wish.

How long does it take to receive a payout from TIP?

We'll take care of the whole process. The parties sign the basic terms of the transaction. Then the internal approval process takes place - the project is presented to the investment committee, if approved, followed by a legal analysis and site inspection, after which draft contracts are prepared. Unless additional documentation is required, such as a geometric plan, etc., the entire transaction takes approximately 1 month from the initial approval of the terms. We release part of the funds immediately after signing the contract, the remaining part after the registration of rights in the land register, or according to the agreed payment schedule.

What happens to my land if TIP takes it over?

After the investment is made, we inform the tenant (operator). We are a professional manager in the area. Both for you as a land owner and for the telecommunications operator as a tenant. If another potential tenant of the telecommunication infrastructure is interested in your place, we will coordinate everything with you and the operator.

Does the landowner have any costs associated with transaction?

All closing costs are paid by TIP. It is important to us that the transaction is carried out correctly in relation to Czech legislation. TIP does not cover the costs of its own advisor or lawyer.

How to start?

Please contact your local contact person so we can get the process started.

[www.telecom-ip.cz/kontakt](http://www.telecom-ip.cz/kontakt)



TELECOM INFRASTRUCTURE PARTNERS

Trojanova 354/4  
120 000 Prague 2  
[www.telecom-ip.cz](http://www.telecom-ip.cz)