



## **HTN Towers enters into agreement to increase its tower portfolio by up to 58% following deal with SWAP Technologies and Telecomms Plc**

**Nigeria, August 28, 2015:** HTN Towers, the pioneer of tower infrastructure sharing in Africa, announces it has executed a Managed Services and Co-location Agreement with SWAP Technologies and Telecomms Plc ('SWAP').

The agreement has secured HTN's rights to manage up to 702 sites owned by SWAP. These sites span Lagos, Abuja and 32 other states in Nigeria.

HTN Towers has commenced operations on the first 100 SWAP sites and will take over management of the remaining sites in a phased manner, pending receipt of customer consents. As the remaining sites are taken over for management, HTN Towers will refurbish them to its standards, with a view to offering such sites for co-location in the future.

HTN Towers will contract directly with SWAP's customers under the terms set forth in its existing customer tenancy agreements and earn additional revenues from co-locating new customers onto the SWAP towers.

Upon completion of the transfer of the towers, HTN Towers will own or manage up to 1,905 towers, an increase of 58% over its current portfolio.

Inder Bajaj, Chief Executive Officer of HTN Towers, said:

"I am delighted to announce our management services agreement with SWAP. The agreement provides the platform to expand the number of towers we manage by up to 58% and increases our coverage across Nigeria. It is also a further vote of confidence in the strength and quality of HTN Towers' operations and customer service."

Kesavan Madhavarao, the Acting Group Chief Executive Officer of SWAP, commented:

"SWAP management is excited about the successful consummation of this landmark agreement between SWAP and HTN Towers, which is first of its kind in Nigeria or perhaps in Africa. We are very confident that this relationship will result in enhanced value for both SWAP, HTN Towers as well as for the esteemed customers with enhanced and superior quality of services."

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### **HTN Towers**

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### **HTN Towers (formerly Helios Towers Nigeria)**

- HTN is a pioneer tower company in Nigeria with over 1,200 owned towers and c.1,900 point of service tenancies and is the pioneer of tower infrastructure sharing in Africa. Nigeria has emerged as Africa's largest telecoms market and is expected to grow rapidly from a subscriber base of c.140mm people in 2014 to c.180mm in 2020



- HTN's principal business is owning, managing and leasing out space on towers for antennas and other wireless equipment and providing full site maintenance, including power management and security services, under long-term lease agreements
- Led by a highly experienced management team, and with over 200 employees, HTN is an ISO 9001:2008 certified company and is recognized by its customers as delivering best in class service and efficiency in building and maintaining towers
- HTN benefits from the tower industry's recurring revenue model with long-term contracts with investment grade operators while operating in Africa's largest and high-growth mobile market.

For more information, please visit <http://htntowers.com/>