



PAN AFRICAN TOWERS

*The New Face of Connectivity in
Africa*



Who we are



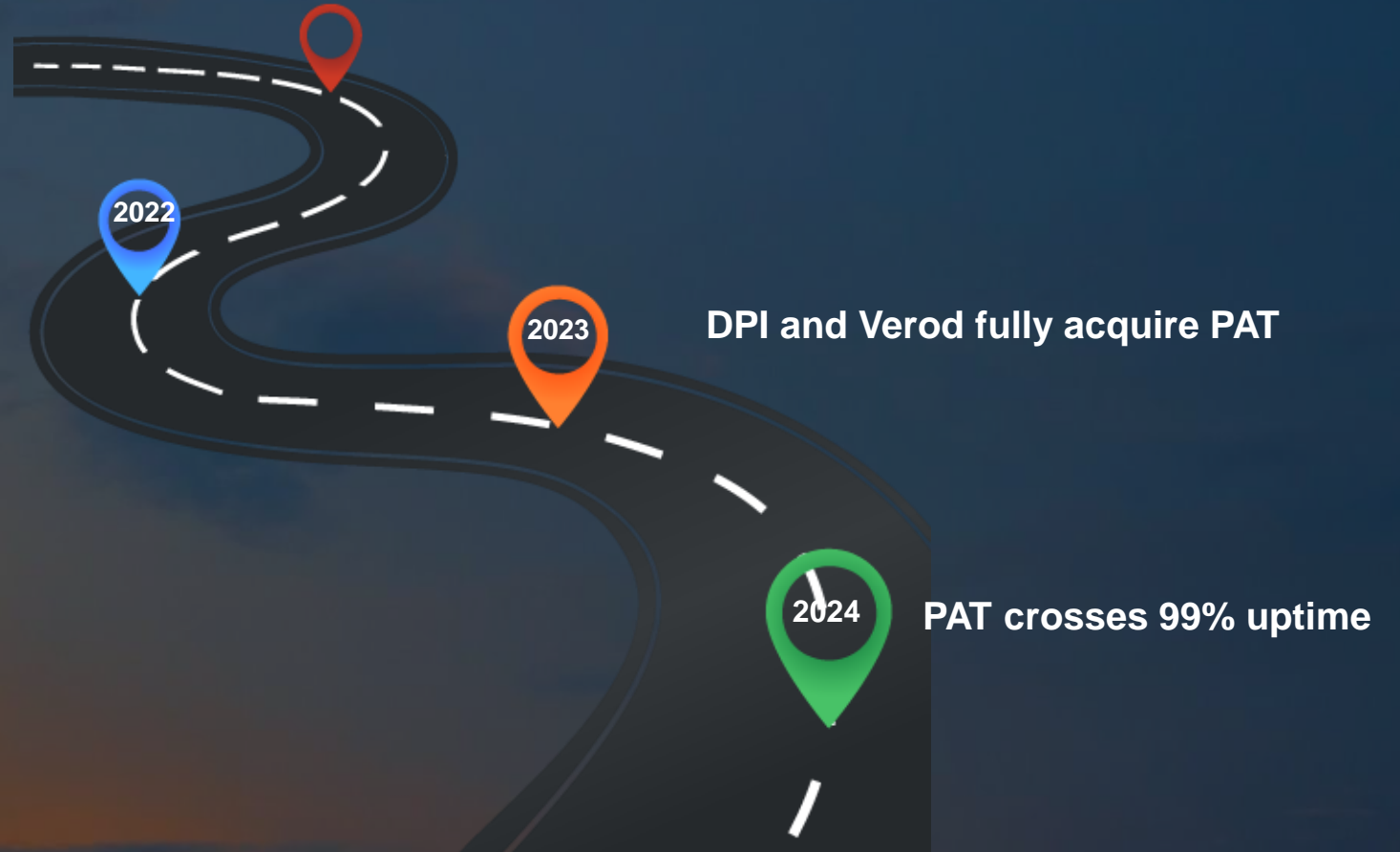
Introduction

- We are the third largest Nigerian **telecom tower operator**, launched in 2017, operating c. 760 towers across the country.
- We have an **aggressive growth plan** to build c. 1,000 towers over the next 5 years, to accelerate the country's strong appetite for next-generation mobile broadband growth and internet penetration.
- Our vision is to become the **partner of choice to the leading MNOs**.

OUR JOURNEY SO FAR.....



PAT completed a merger with SWAP Technologies and became the #3 tower company in Nigeria
PAT appoints new CEO, Azeez Amida.



5 Core Values At PAT



OUR CORE VALUES



Innovation

At PAT, we believe in thinking outside the box and looking for new and more efficient ways to deliver our services to our clients delivery.



Customer Focus

At PAT we understand the importance of the customer as we are here because of the customer.



Service Quality

At PAT, we strive for excellence in our service quality.



Cost Advantage

We understand that cost is a major determining factor for our clients, and we aim to help our customers afford the cost of conducting business in our clime by keeping our world-class services as affordable as possible.



Speed

We go the extra-mile to ensure that service delivery meets all timelines and deadlines and where possible is done earlier than stated timelines.

Our Services



Current focus

COLOCATION

We provide space, cooling, physical security, and power to meet client's needs. Whether traditional telephony, broadband, transport, or supplementary services.



BUILD TO SUIT

Pan African Tower designs and deploys tower solutions at key locations that match the needs and meets the specification of our clients.



DISTRIBUTED ANTENNA SYSTEM

We provide DAS solutions to resolve the problem of poor indoor connectivity.



Our Clients

We service top-tier industry players everywhere we operate

90+% of revenues



Mobile Network Operators (MNOs)



Tier 1



Tier 2



Tier 3

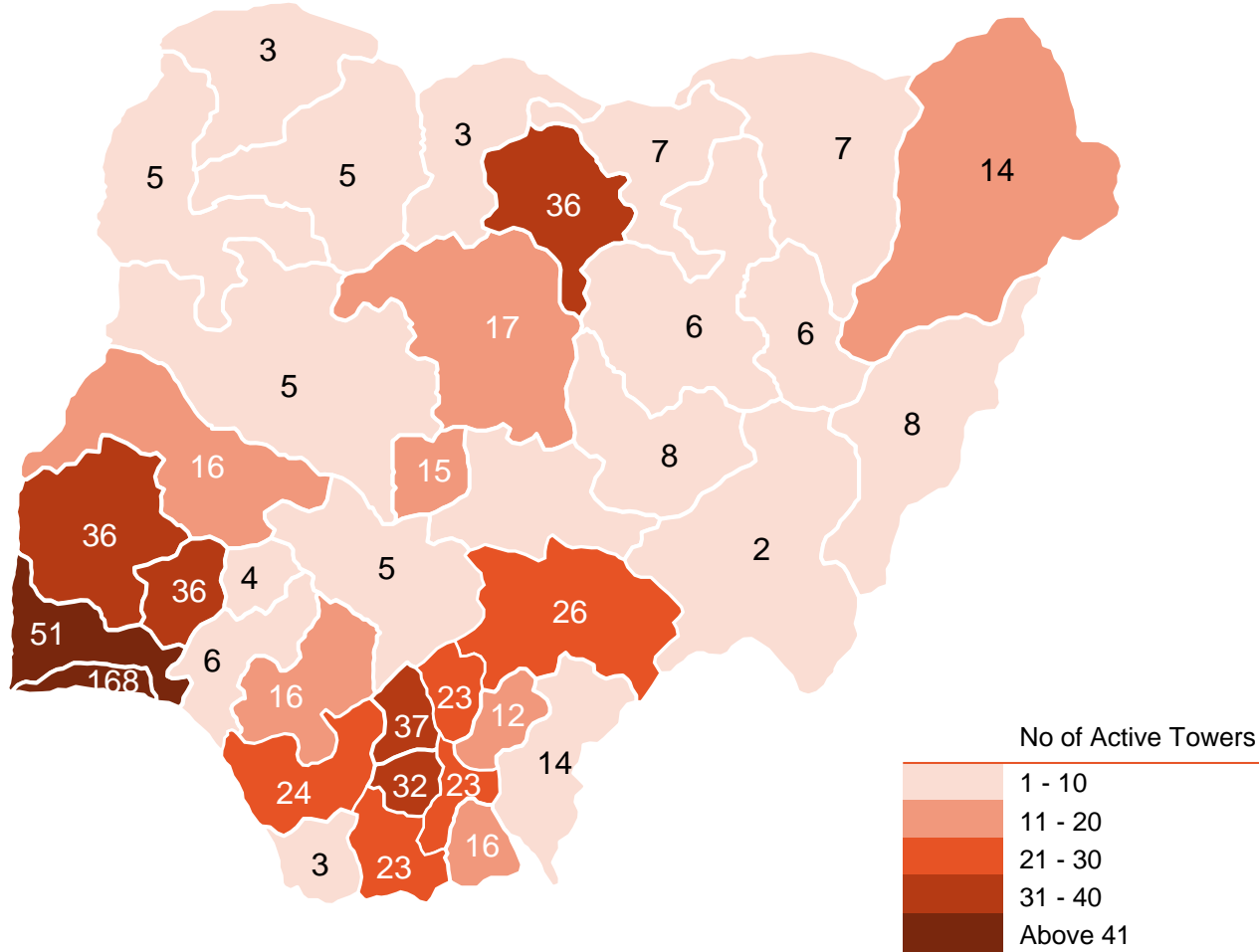


Internet Service Providers (ISPs)



Our Numbers

Well diversified portfolio, covering all of Nigeria's major hubs



Tower portfolio at a glance

764

Towers

36

States and FCT

1.6x

Co-location rate

1,319

Tenants

99.2%

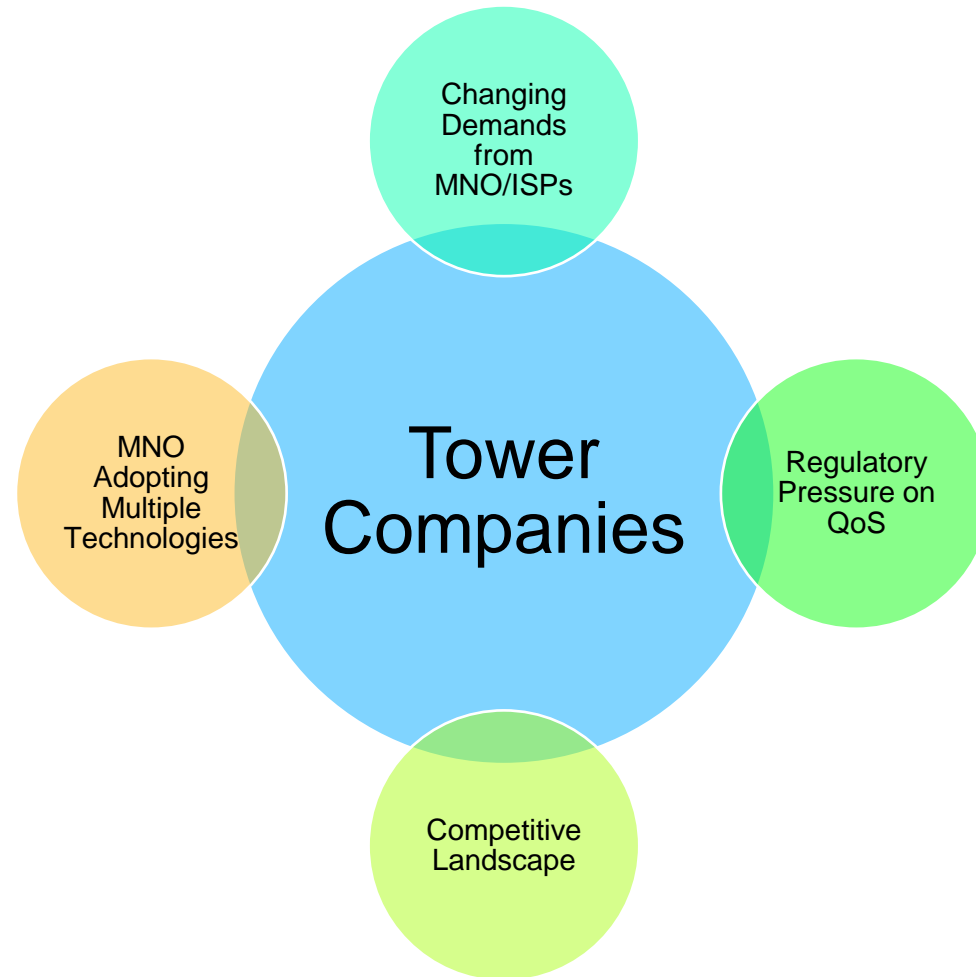
Uptime (May 2024)

The Agenda

Improving Technical Efficiency

Key Drivers

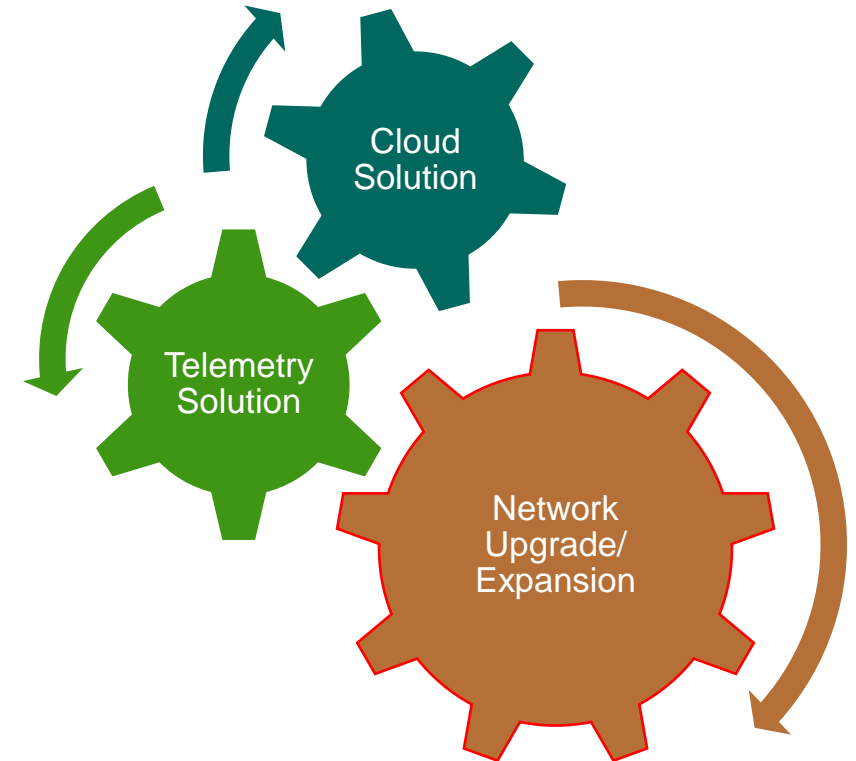
- Technological Advancements -
- Changing Consumer Demands -
- Competitive Landscape -
- Regulatory Pressures -



Agenda: Improving Technical Efficiency



- **Upgrading Networks:** As the MNOs are transitioning to 5G networks for faster speeds and greater reliability, the tower company expands to bridge the inter-site distance to provide better QoS.
- **Adoption of Cloud Solutions:** Shifting operations to the cloud for scalability, cost savings, and flexibility.
 - Assets
 - Real Time Site Parameters
 - Cloud backup of SAP
- **Embracing Telemetry Solution and Automation:** Using remote management for tasks such as network management, and predictive maintenance.



Note: IHS, ATC and other towercos new towers estimated for the next 5 years based on latest market intelligence

Major Benefits



- **Increased Technical Efficiency:** Automated processes and reduced manual work.
- **Enhanced Customer Experience:** Personalized interactions and streamlined processes.
- **Revenue Growth:** Diversifying services and exploring new markets.



Challenges & Barriers



- **Legacy Systems and Infrastructure:** Replacement/ upgrade of old systems/processes poses significant challenge.
- **Data Privacy and Security Concerns:** Strong security measures are critical to maintaining customer trust and complying with regulation to avoid heightened data privacy and security risks.
- **Talent Acquisition and Skill Gaps:** Requires a workforce with specialized data analytics, cloud computing, and cybersecurity skills.
- **Integration Complexities:** Minimize disruptions to operations and ensure continuous functionality across new and old systems is a challenge during integration.
- **Regulatory Compliance:** Compliance is a critical aspect that must be addressed throughout digital transformation in telecommunications.

Thank you

A. 5th & 6th Floor, 999c, Danmole Street, Victoria Island, Lagos

E. info@panafricantowers.com

