Inside Towers

Thursday, February 27, 2014 Volume 2 | Issue 42

American Tower Prepares for Viom Networks Bid

American Tower Corporation is looking to place a bid for an Indian telecommunications tower company, Viom Networks that could be worth $1.6 to $1.9 billion according to India's Economic Times. Citing unnamed sources, the Times said the bid may come by March 7, and that American Tower is likely to value Viom based on its operating profit and not on the number of towers it owns. Currently, American Tower owns about 10,000 towers in India. Viom Networks is owned by Tata Teleservices, SREI group, and private equity firms. If American Tower were to acquire Viom Networks, they would add approximately 41,000 towers to their portfolio.

Meetup Americas 2014
May 20-22, Rosen Shingle Creek, Orlando, Florida
Co-located with the PCIA Wireless Infrastructure Show
Tower Xchange
PCIA
2014 WIRELESS INFRASTRUCTURE SHOW MAY 19-22, ORLANDO, FL

SBA Communications Considers Further Acquisitions in Brazil

BN Americas announced that SBA Communications I looking to acquire further towers in Brazil. In December 2012, SBA announced the company's acquisition of 800 towers in Brazil. With the 2016 Summer Olympics on the horizon, many telecommunications companies are looking to expand their footprint in the country. In December 2012, SBA President Jeffrey Stoops said, "We are excited to begin operations in Brazil. This acquisition provides us with a national footprint of high quality towers, including leasing arrangements with all of the major broadband wireless providers, and establishes us as a substantial independent tower owner in an attractive and high growth market."

Vodafone Announces Mini Cell Tower at Mobile World Congress 2014

This past week, the Vodafone Foundation announced the Instant Network Mini at the Mobile World Congress trade show in Barcelona. According to Computer World the device is "a cell in a backpack that's designed to let telecommunications relief workers swoop in to disaster areas and restore service as residents regroup. It weighs 11 kilograms and can be carried as hand luggage on commercial flights, according to the social-investment arm of U.K. carrier Vodafone. Non-technical staff can unpack the bag and set up the components to start service, the foundation said. The portable cell can provide 2G GSM coverage over a radius of 100 meters and carry as many as five voice calls at a time, as well as SMS (Short Message Service) messages. It connects to the wider world via satellite, according to a Vodafone Foundation news release. Through SMS, the system can also support mobile money services used in some developing countries."

Tower Ticker

Symbol	Last Sale	Change		% Change	Share Volume	Market
AMT	$81.46	0.63	▲	0.78%	2,251,465	NYSE
CCI	$75.46	1.76	▲	2.39%	1,636,172	NYSE
SBAC	$94.89	2.10	▲	2.26%	1,273,409	NASDAQ
TMUS	$30.90	0.57	▲	1.88%	5,270,570	NYSE
VZ	$47.50	1.15	▲	2.48%	139,461,810	DualListed
S	$8.65	0.26	▲	3.10%	13,715,425	NYSE
T	$32.23	0.23	▲	0.72%	54,931,881	NYSE
Information as of 4:00pm EST 02/27/2014						

First Week of April 19th Options Begin Trading for SBA Communications

According to Forbes, “Investors in SBA Communications Corp. saw new options begin trading this week, for the April 19th expiration. At Stock Options Channel, our YieldBoost formula has looked up and down the SBAC options chain for the new April 19th contracts and identified one put and one call contract of particular interest. The put contract at the $90.00 strike price has a current bid of $1.05. If an investor was to sell-to-open that put contract, they are committing to purchase the stock at $90.00, but will also collect the premium, putting the cost basis of the shares at $88.95 (before broker commissions). To an investor already interested in purchasing shares of SBAC, that could represent an attractive alternative to paying $93.74/share today.”

American Tower Corp’s “Buy” Rating Reaffirmed at Deutsche Bank

American Tower Corp.‘s stock had its “buy” rating reaffirmed by investment analysts at Deutsche Bank in a note issued to investors on Monday, AnalystRatings.NET reports. They currently have a $100.00 price target on the stock, down from their previous price target of $105.00. Deutsche Bank’s price target points to a potential upside of 24.75% from the stock’s previous close. According to the Ticker Report, AMT has been the subject of a number of other recent research reports. Analysts at Nomura reiterated a “buy” rating on shares of American Tower Corp in a research note on Monday, January 27th. Separately, analysts at Jefferies Group initiated coverage on shares of American Tower Corp in a research note on Thursday, December 19th. They set a “buy” rating and a $90.00 price target on the stock. Finally, analysts at Zacks downgraded shares of American Tower Corp from a “neutral” rating to an “underperform” rating in a research note on Thursday, December 5th. They now have a $70.00 price target on the stock. Three research analysts have rated the stock with a sell rating, nineteen have given a buy rating and one has assigned a strong buy rating to the

company's stock. American Tower Corp currently has a consensus rating of "Buy" and an average target price of $91.50. (Source: Ticker Report)

Zoning and Moaning

Virginia Balloon Test Redone for Controversial Cell Tower

AT&T conducted another balloon test in Lynchburg, Virginia to show residents where a proposed cell tower would be. The proposal is being considering by the City Council, but neighbors feel a tower would ruin the landscape and look out of place in the residential setting. AT&T said the 145-foot tower would allow it to shrink a coverage gap and better serve the city. The company said it reviewed several sites, and selected this one because it's in a wooded area set back from neighbors. The balloon was flown up to 145 feet to show the residents the exact height of the tower and how visible it would be. AT&T had already completed a balloon test in the area; however, the trees had leaves and the council requested the company take current photos without the foliage.

Juneau Issues Moratorium on New Cell Tower

The Juneau Assembly has placed a temporary moratorium on new cell towers for the city. The moratorium will prevent permits to be issued for any new cell tower until May 19th. The Assembly members are hoping to adopt a master plan by that time in order to regulate where and how cell towers are built. This moratorium will only apply to new cell phone towers, not towers needed for public health or safety.

Tower Safety

Could the Secret to Increasing Safety be Eliminating Complacency?

"Situational awareness is critical in operations where compliance, processes, and people's safety are concerned," Ryan Somers at Forbes wrote. When employees become comfortable and are just going through the motions, they can become complacent leading to mistakes and fatalities. Paying attention to every step you're about to take and keeping the lines of communication open between workers on the ground and those of the tower is extremely important. After a while, the work may begin to feel like a routine you can do with your eyes closed but that doesn't mean you shouldn't double-check every action you take in order to stay safe.

Tower Calendar

American Tower Corporation to Present at the Deutsche Bank 22nd Annual Media, Internet and Telecom Conference

American Tower Corporation announced that its Chief Financial Officer, Tom Bartlett, is scheduled to present at the Deutsche Bank 22nd Annual Media, Internet and Telecom Conference in Palm Beach, Florida on Monday, March 10, 2014 at 3:00 p.m. ET. The live audio webcast link will be available on the Company's website, www.americantower.com, on Monday, March 10, 2013.