

Acquisitions and Disposals,
Including Sale and Leasebacks

Equity Investments

Debt Financings

Operational Arrangements

Resolution of Disputes

#1 in Project Finance – Telecoms
– *Infrastructure Journal's First Half 2009*
League Table

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Telecom Towers: Overview

Vinson & Elkins's telecoms team has extensive experience advising on specialist telecom towers transactions, particularly in Africa, and has advised on eight such transactions over the past 12 months in countries such as the DRC, Ghana, Nigeria, South Africa and Tanzania.

Although telecom towers transactions contain features found in mainstream M&A, such transactions are typically structured as sale and leaseback arrangements and exhibit many features unique to the telecoms industry.

V&E's telecoms team's experience and understanding relating to the negotiation and drafting of sale and purchase, master lease, build-to-suit, site management and service level arrangements (which are typically negotiated as part of a competitive auction process in an uncertain regulatory environment) is what enables V&E to be one of the few law firms that have the necessary knowledge and international presence to advise clients in this area.

Representative Experience:

- An African telecom infrastructure company on: the acquisition and leaseback of telecom towers in Nigeria; and the acquisition and leaseback of telecom towers in the Democratic Republic of Congo, Ghana and Tanzania, together with related equity investment and build-to-suit arrangements
- A telecommunications infrastructure company in connection with: the proposed acquisition of state-owned tower infrastructure in Finland, the Czech Republic, Switzerland, Brazil, Portugal, and France; the US\$380 million privatisation and acquisition of state-owned broadcast and telephony infrastructure in Italy; and the development of a wireless tower and antenna network in the U.S.
- A privately owned hedge fund sponsor in connection with the acquisition of certain telecom tower asset infrastructure in Latin America
- An Africa-focused private investment firm on the US\$250 million financing of a telecom tower infrastructure company in Nigeria
- A major French telecoms equipment company in relation to various disputed items under a series of contracts for the provision of mobile telecom equipment (including towers) in Nigeria
- A global communications leader in a dispute regarding the operation of telecom towers in the U.S.

Prior results do not guarantee a similar outcome.

Solicitors and Registered Foreign Lawyers. A list of partner names is available for inspection at CityPoint, One Ropemaker Street, London EC2Y 9UE. Vinson & Elkins RLLP is a limited liability partnership formed under the laws of New York authorised and regulated by the Solicitors Regulation Authority (No. 0079019).