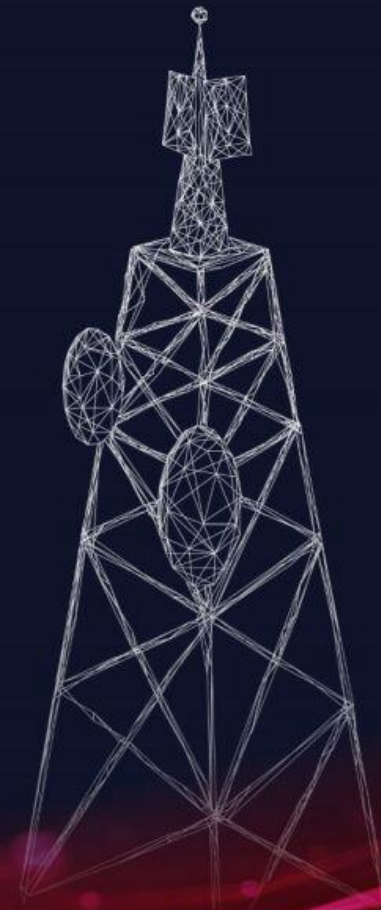


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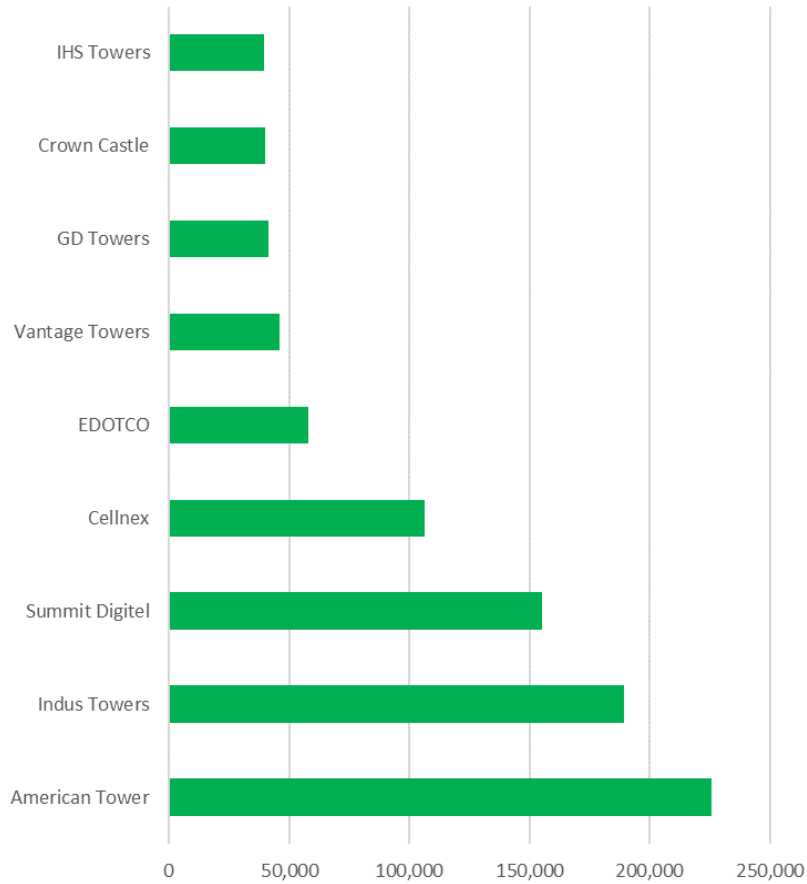








Top 10 largest towercos globally



Tower ownership by region

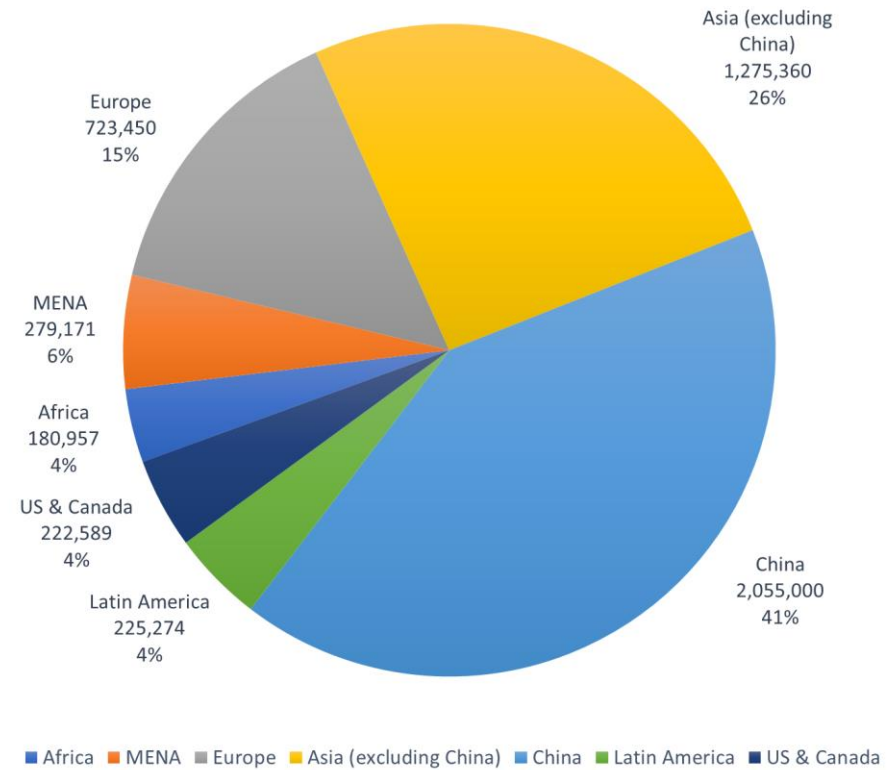
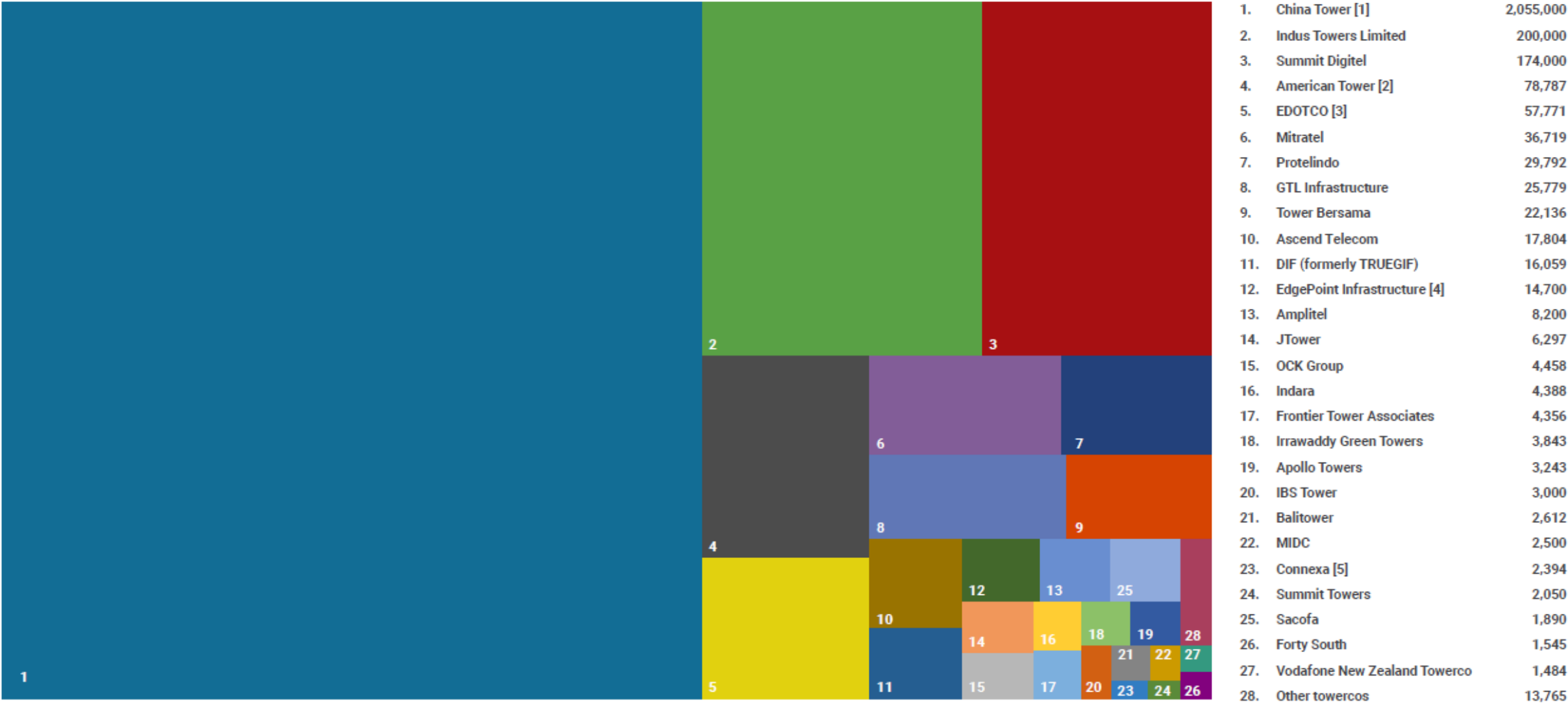


Figure 4: Tower counts of Asia's towercos



[1] China Tower Corporation area reduced to better illustrate the relative market share of the other towercos. If illustrated to scale, CTC's areas would be 3.2x the rest of the industry combined.

[2] Figure is American Tower's Asian tower count; their global tower count is 222,667.

[3] EDOTCO count includes both owned and managed sites. It does not include its 2,242 towers in Pakistan.

[4] EdgePoint Infrastructure's site count includes Centratama (10,500).

[5] Connexa's site count does not include 1,263 towers they have agreed to acquire from 2Degrees

The Top 20 Tower Industry Executives: TowerXchange Exclusive



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TOMORROW'S TOWERCO

The top adjacent service lines and asset types that towercos are diversifying into

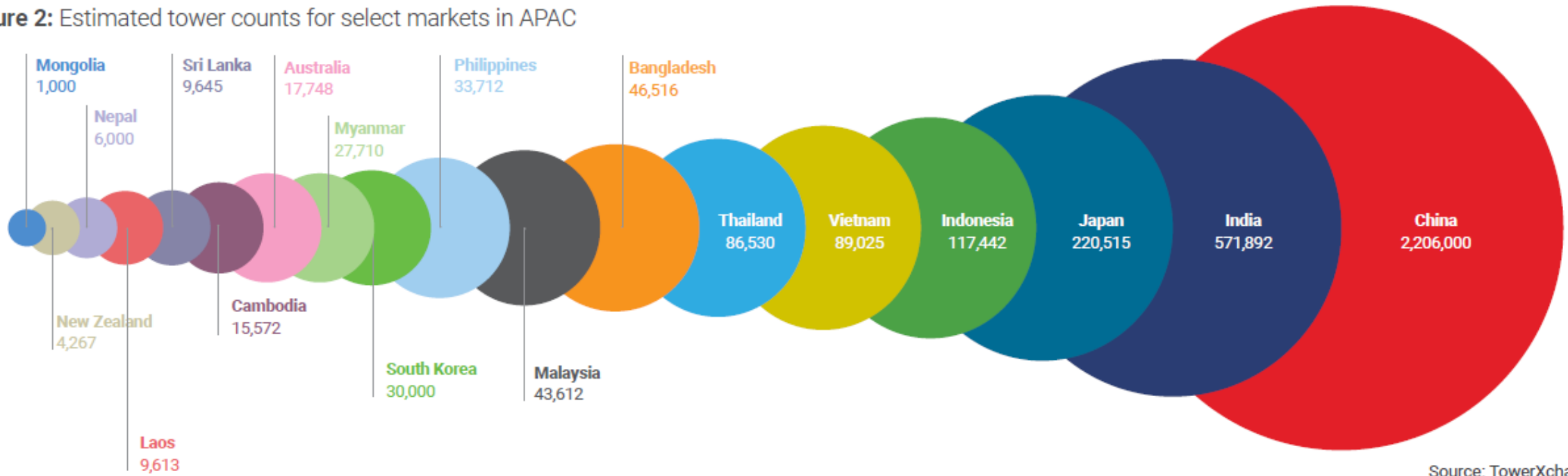
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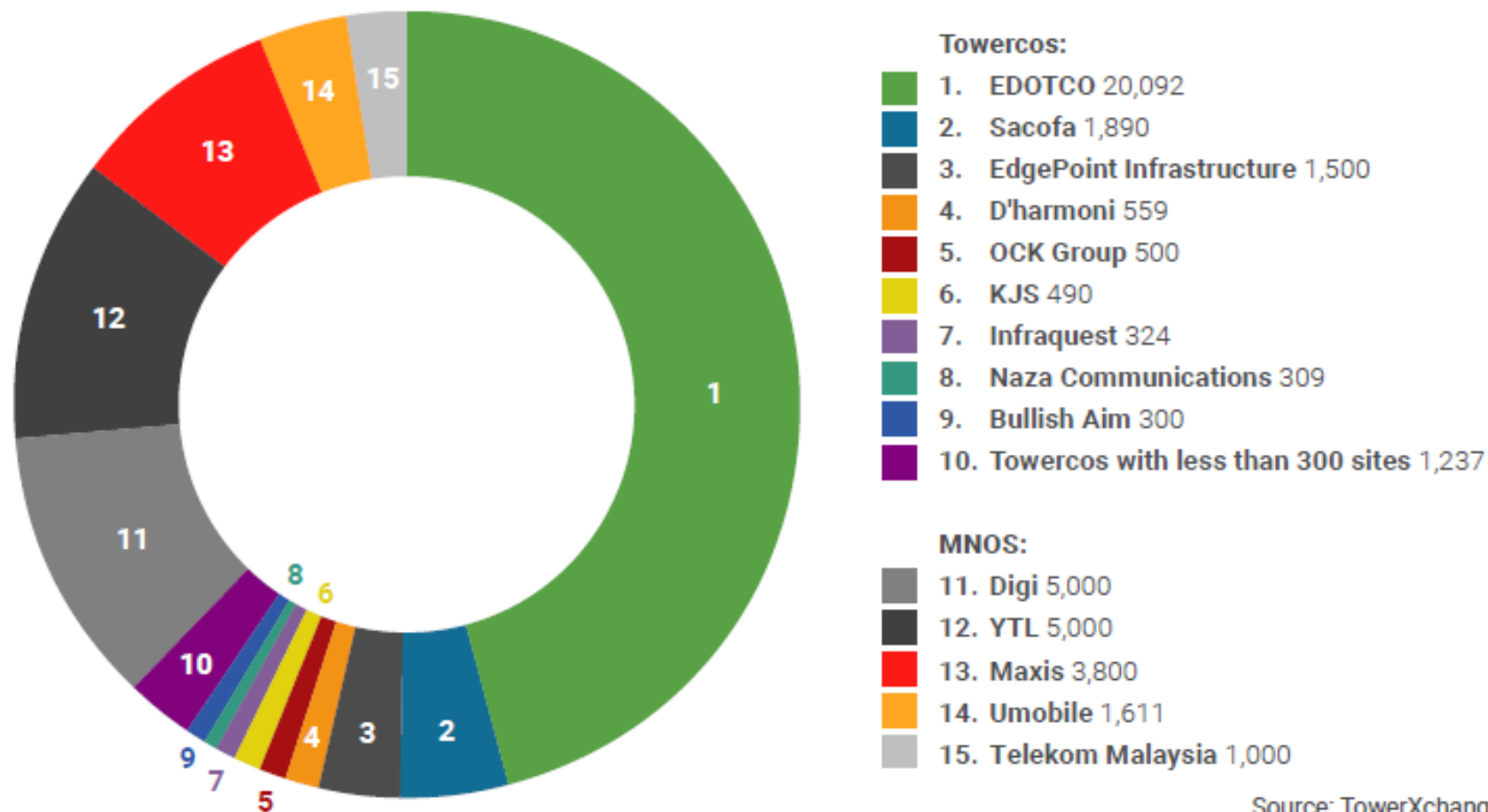
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Figure 2: Estimated tower counts for select markets in APAC



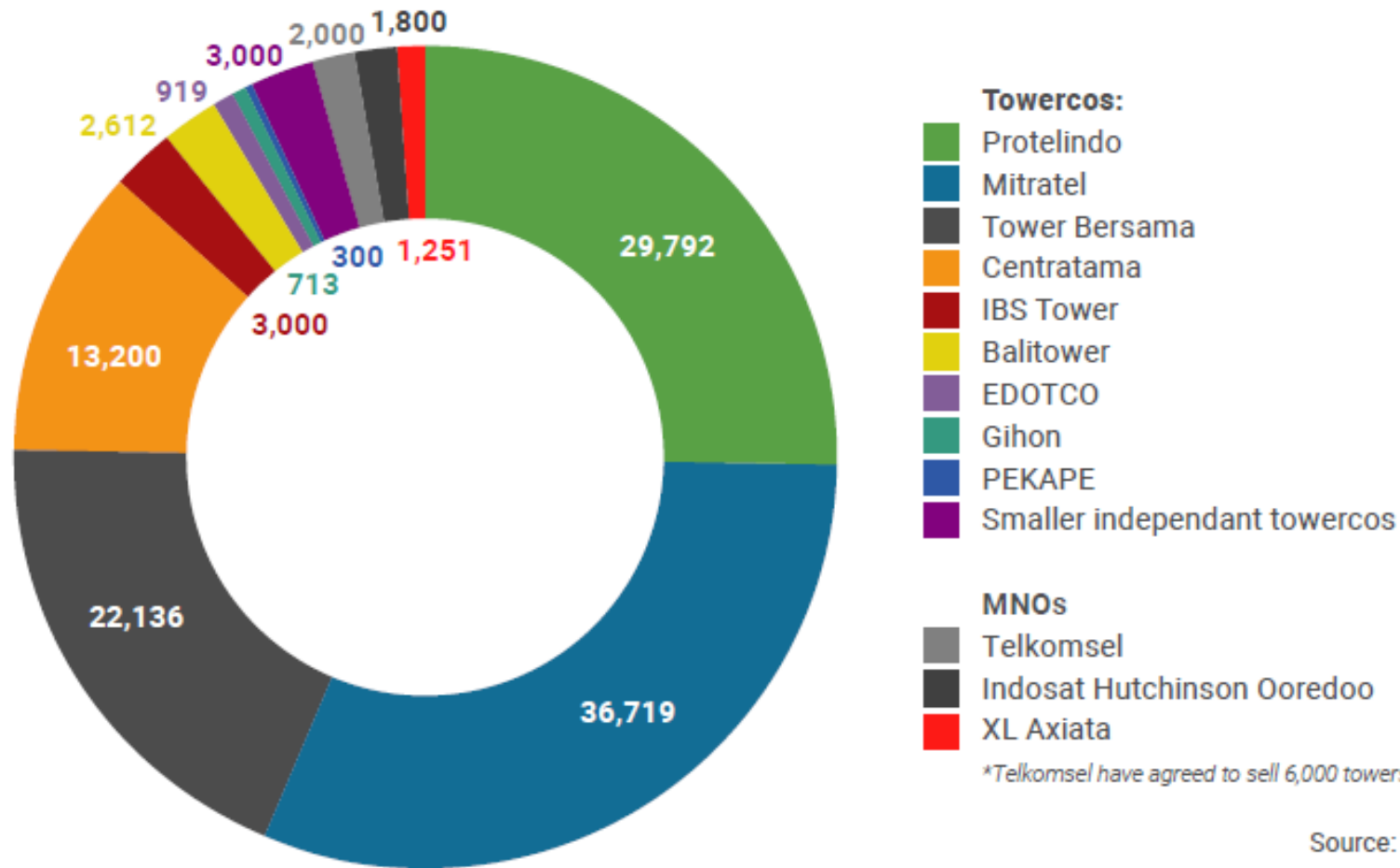
Source: TowerXchange

Figure 14: Malaysia - estimated tower ownership



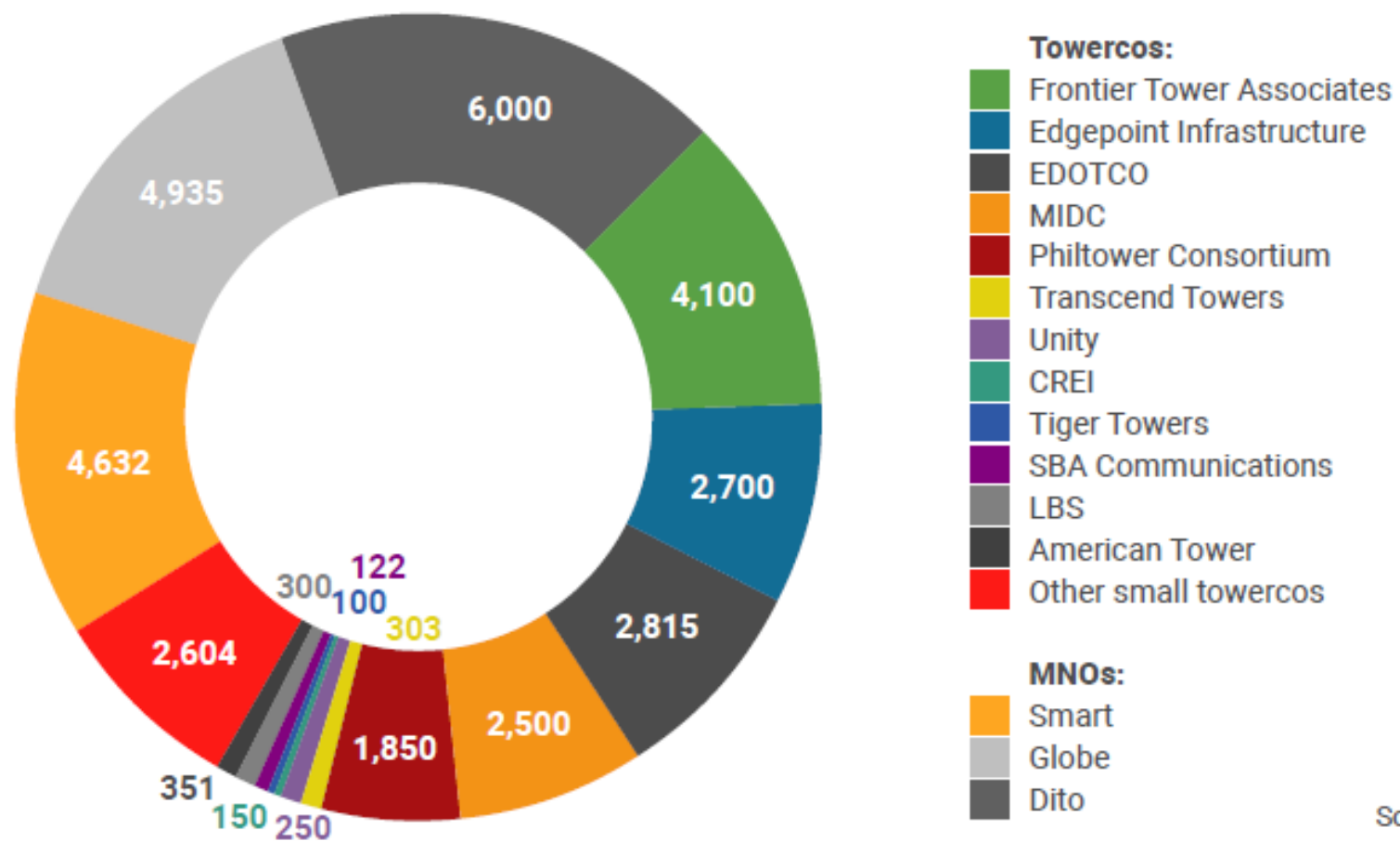
Source: TowerXchange

Figure 10: Indonesia - estimated tower ownership



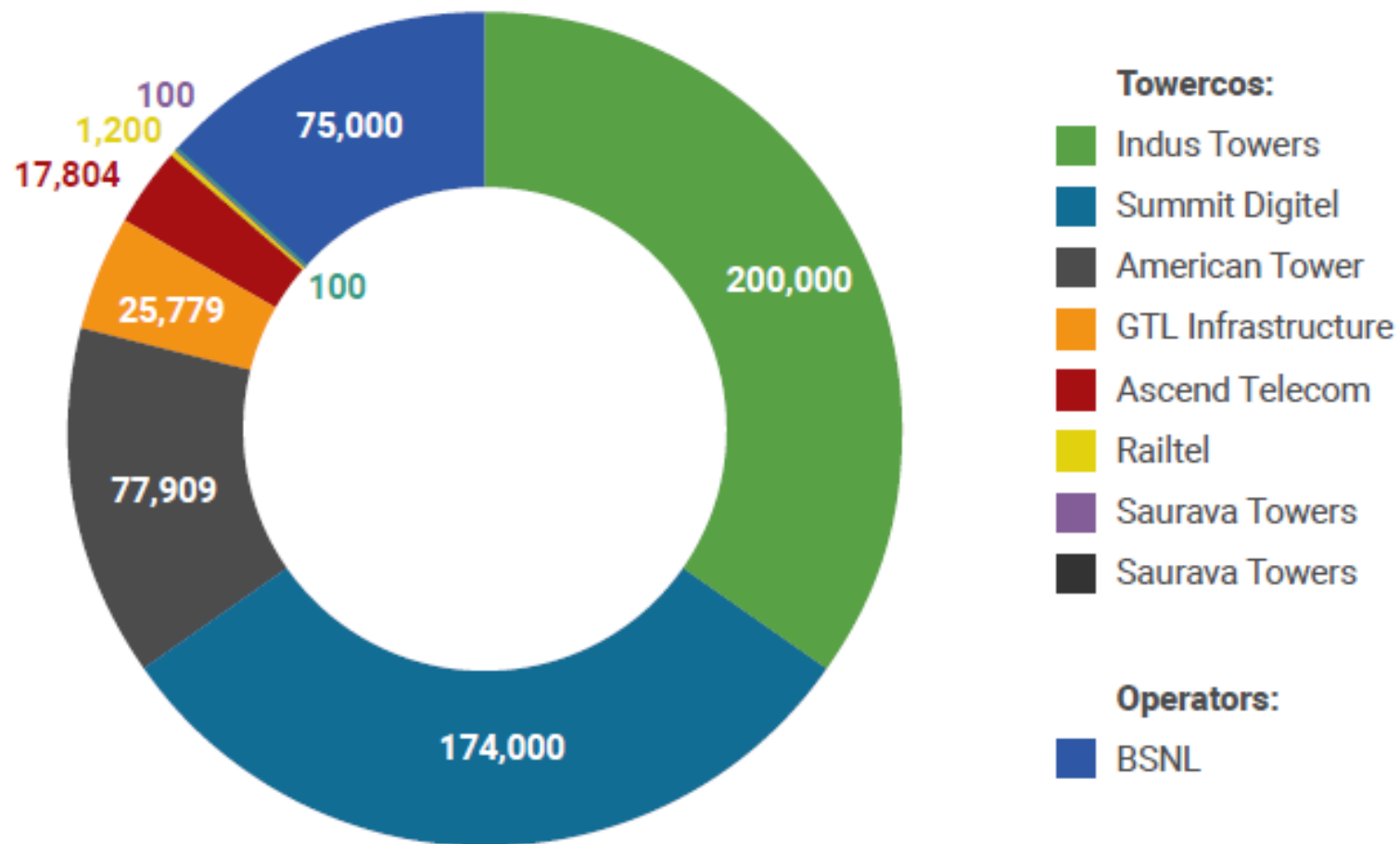
Source: TowerXchange

Figure 19: Philippines - estimated tower ownership



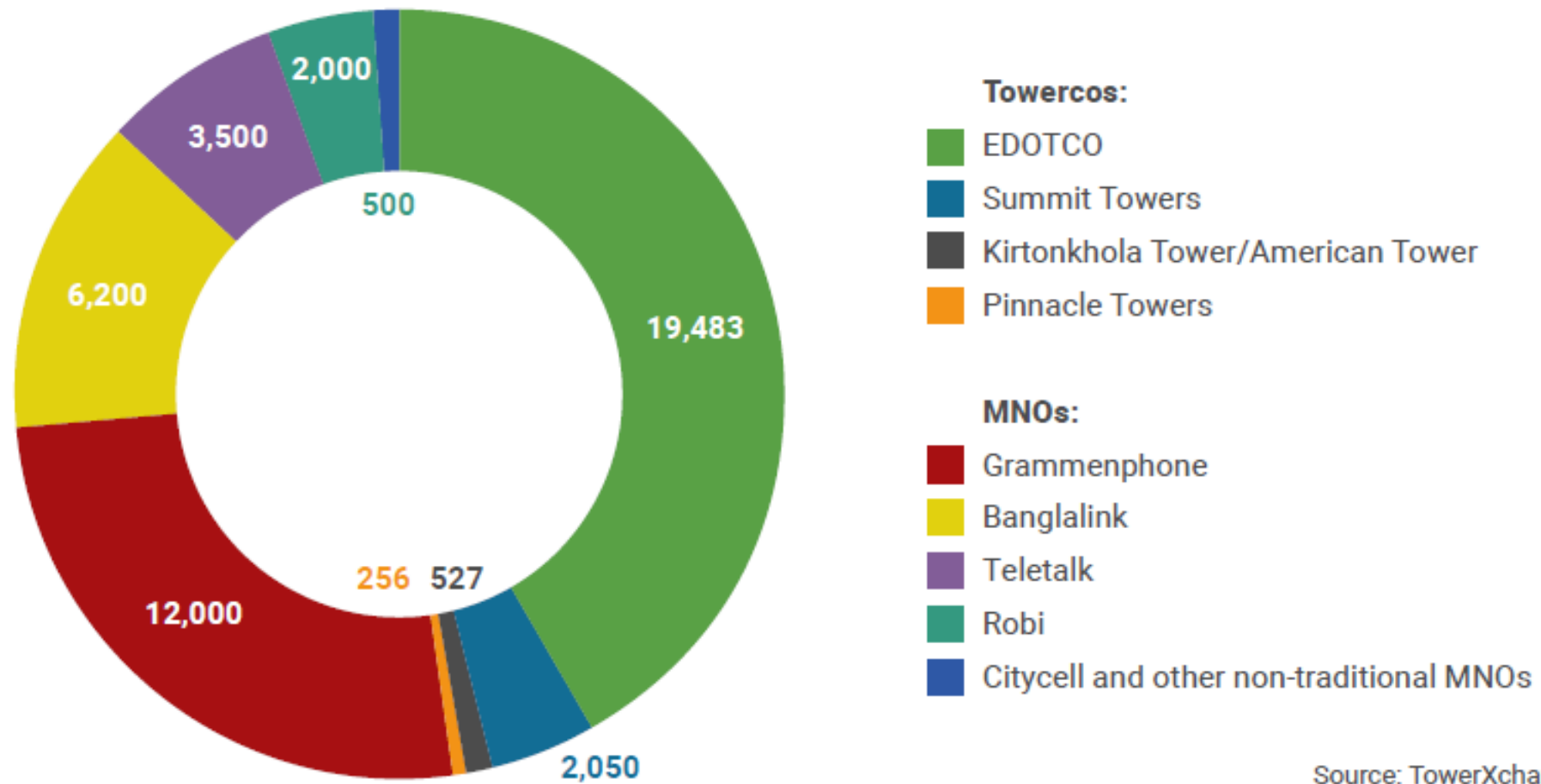
Source: TowerXchange

Figure 9: India – estimated tower ownership



Source: TowerXchange

Figure 7: Bangladesh – estimated tower ownership



Source: TowerXchange

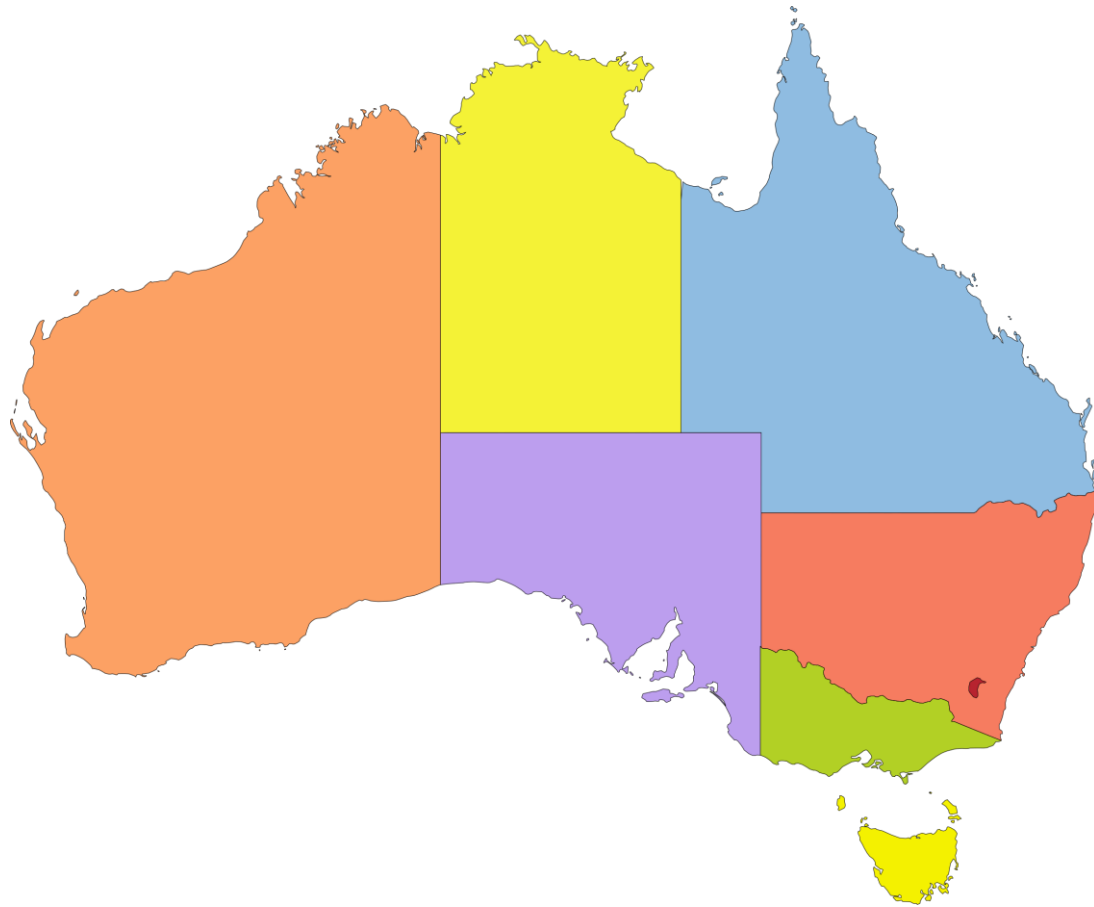
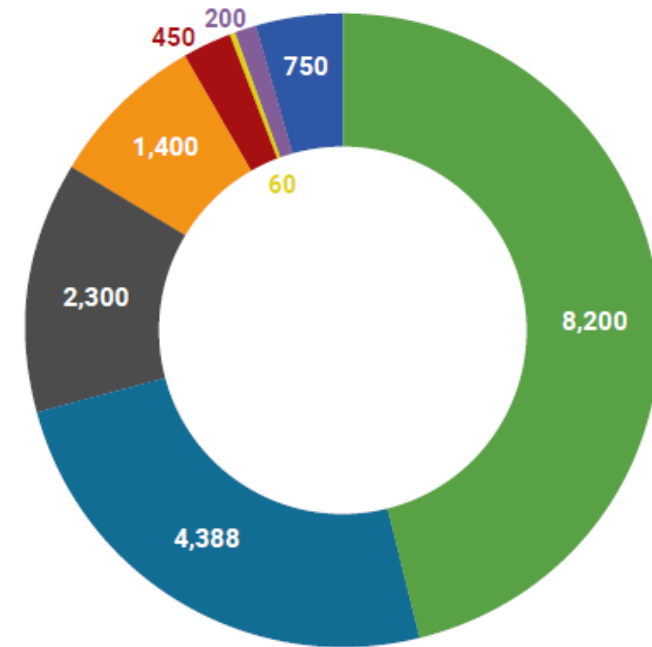


Figure 6: Australia – estimated tower count



- Amplitel
- Indara
- NBN
- Waveconn
- BAI Communications
- Everest Infrastructure Partners ANZ
- Vertel
- Other small towercos

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Suresh Sidhu, Chief Executive Officer and Founder, EdgePoint

Adlan Tajudin, Group Chief Executive Officer, EDOTCO

Keke Luo, Vice President - Service Marketing &
Solution Department, Huawei Shenzhen

Justin Head, Founder and Executive Vice-Chairman, PowerX

Devid Gubiani, President and Chief Executive, Phil Tower

Investment panel: inflation, M&A and managing a towerco in today's economy

Kingston Pang, Managing Director, Redpeak Advisers

Simon Fennessy, Chief Executive Officer, Waveconn

Wilson Chung, Managing Director, DigitalBridge

William Heapy, Chief Executive Officer, Everest

Infrastructure Partners ANZ

Hastining Bagyo Astuti, Chief Operating Officer, Mitratel

Steve Weiss, Chief Financial Officer, Protelindo

Quick fire insights – new opportunities for towercos

Rahul Katiyar, Chief Executive Officer, Asia Pacific, American Tower

Elfri Jufri, Executive GM of Marketing and Innovation, Mitratel

T.R.Dua, Director-General, DIPA

Wilson Norris, General Manager - Government Affairs, DIPA

Ravin Vickneswaran, VP, IBC and Innovation, EdgePoint Malaysia

Apurba Tribedi, Senior Director, OpenTower, Bentley Systems

Darryll Sinnappa, Chief Executive Officer, Naza Communications

Keanlan Delaney, Chief Executive Officer, Delmec

Networking Lunch

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WORKING GROUP 1

- **1A Working group: data, machine learning, AI working group**

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- Kevin Chong, Director of Digital, EDOTCO
- Simon Fennessy, Chief Executive Officer, Waveconn
- Ajay Jain, Chief Technical Officer and Project Head, Ascend Telecom
- Chris Phoa, Chief Technical Officer, Frontier Tower
- Apurba Tribedi, Senior Director, OpenTower, Bentley Systems
- Azrin Firdaus bin Osman, Chief Commercial Officer, Digital Nasional Berhad
- R. Ramanujam, Chief Technology Officer, Indus Towers
- Rupert Chappell, Sales Director, Telecom, vHive
- Ani Chiuzan, Chief Marketing Officer, PowerX

ROUNDTABLES 1

1B: A framework to build a resilient towerco sector

Manish Kasliwal, VP Director, Indonesia; VP, Regulatory and Industry Relations, APAC, ATC

Amit Kaushal, Senior Principal Commercial, Digital Nasional Berhad

1C: Digital twins: 101 and future use

Domingos Almeida, VP, Group Technology and Operations, EdgePoint

1D: City connectivity: creating connected urban infrastructure

Adam Beck, Head of Digital Urbanism, Co-CEO, ENE.HUB

1E: Forming partnership with real estate developers

Anette Andersson, Senior Specialist, IBC & Partnerships, EdgePoint Malaysia

1F: Potential of sustainability-linked financings for towercos

Waleed Saraf, Principal Investment Officer, APAC TMT Lead, IFC

1G: Site acquisition processes and priorities in Asia

Lim Chuan Wei, Managing Partner, Singapore, Analysys Mason

1H: Monitoring site access and theft prevention

Carlos Ibanez, Country Manager, Philippines, SBA Communications

1J: Satellite connectivity networks: a friend or foe?

Azizee Abdul Aziz, Acting Country Managing Director, EDOTCO Indonesia

15:30 – 16:00
Networking break

Quick fire insights – the new towerco frontiers

Atsushi Tanaka, Chief Executive Officer, JTOWER

Bunchoeun Meam, Director, Telemobile

Nick Clark, Chief Executive Officer, FortySouth

Helen Grace Marquez, President and Chief Executive Officer, MIDC

Jason Yates, Director of Products, Waveconn

Nalini Subramaniam, Executive Director, Sunlink Consulting

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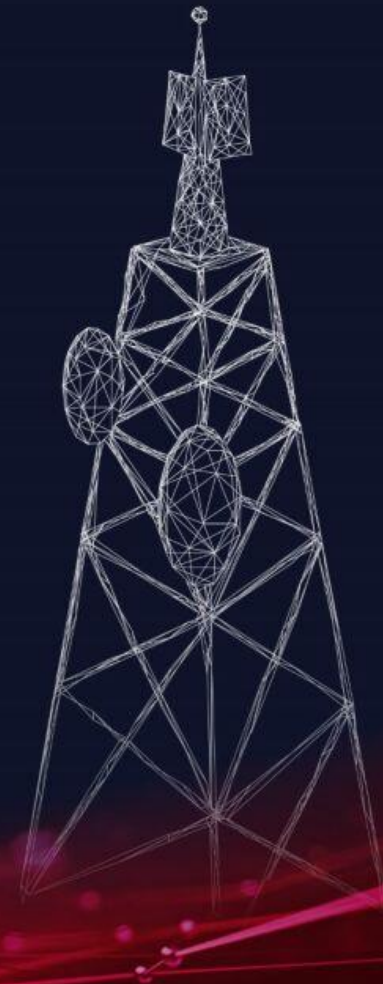


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Gayan Koralage, Director Group Strategy,
EDOTCO

TowerXchange Dragon's Den

Pitch one: Wei Tian, Solution Planning Director, ZTE

Pitch two: Ani Chiuzan, Chief Marketing Officer, PowerX

Judges:

Chuck Green, Non-Executive Director and Advisor, Pinnacle Towers

Nicholas Van Slyck, Vice President, Africa & Asia, SBA Communications

Gayan Koralage, Director Group Strategy, EDOTCO

Sandeep Gauba, Head-Supply Chain Management-Strategic Sourcing,
Indus Towers

The Philippines panel: Streamlining digital infrastructure investment and development

Ricky Steyn, Chief Operations Officer, MIDC

Hendrik Kroon, Chief Strategy Officer, Frontier Tower

William Walters, Chief Executive Officer, Edgepoint Philippines

Suraj Kutty, Country Managing Director, EDOTCO Philippines

Ghada Ghotmeh, Investment Director, CREI

Bernard Santos, Assistant Vice President for Strategic Partnerships and Business Development, Globe Group

Maria Jennifer Barreto, First Vice President, Group Head- Legal, Smart

Operations panel: creating a leaner, meaner tower managing machine

Sunil Issac, Country Managing Director, EDOTCO Bangladesh

Mat Jones, Chief Operating Officer, Amplitel

Jim Burns, Chief Operating Officer, Centratama

Louis Booysen, Rollout Projects Manager, Telemobile

Yvonne Steele, Chief Operating Officer, Frontier Tower

Rahul Katiyar, Chief Executive Officer, Asia Pacific, American Tower

Energy panel: towercos evolving role in managing power

Manish Kasliwal, Vice President, Chief Business Development Officer,
American Tower

Alan Bennett, Executive Director, Operations, Indara

Sushil Chaturvedi, Chief Executive Officer, Ascend Telecom Infrastructure

Devesh Garg, Chief Sales and Marketing Officer, Summit DigiTel

Pradeep de Almeida, Director Engineering Technology & Innovation,
EDOTCO

Hans Moritz, Chief Technology Officer, Myanmar, Irrawaddy Green Towers

12 45 – 13 45
Networking lunch

WORKING GROUP 2

- **2A Working group: responding to natural disasters working group**

*Open to MNOs,
towercos, sponsors*

- David Venn, Chief Executive Officer, Irrawaddy Green Towers
- Peter Beutler, Chief Operating Officer, EdgePoint Philippines
- Sachin Naik, Chief Operations Officer, Summit DigiTel
- Rajaduray Selvaduray, Acting Country Managing Director & Director of Finance, EDOTCO Myanmar
- PT Pawar, Chief Operating Officer, PhilTower Consortium
- Tejinder Kalra, Chief Operating Officer, Indus Towers
- Jon Lipton, Chief Executive Officer, Amplitel

ROUNDTABLES 2

- **2B: Predicting tomorrow's BTS demand**
Reza Aidid, Head, Business Strategy & Market Intelligence, EDOTCO
- **2C: Bangladesh**
Serajus Saleheen, Chief Executive Officer, Bangladesh, Frontier Tower
- **2D: Myanmar**
Caroline Yin Yin Htay, Chief Financial Officer, Apollo Towers
- **2E: Indonesia**
Melany Ulfa, General Manager of the Sales Division, Mitratel
- **2F: Regulation workshop**
Richard Kennedy, Chief Operating Officer, Small Cell Forum
- **2G: Upgrading towers for tomorrow's tenancies**
SPEAKER TBC
- **2H: What makes a towerco tick in 2023?**
Sushil Chaturvedi, Chief Executive Officer, Ascend Telecom Infrastructure
- **2J: EV charging as a new business stream for tower companies**
Nikita Garg, Head of Corporate Development, Indus Towers
- **2K: The new options for off-grid power**
Alan Kneisz, Vice President, Sales and Marketing, Advent Technologies

14 45 – 15 15
Networking break

WORKING GROUP 3

- **3A Working group: towerco, digital infraco or netco – how will the neutral host model evolve?**

Open to MNOs, towercos, sponsors

- Megat Zukarlai, Director Commercial Management & Regulatory, EDOTCO
- Hendrik Kroon, Chief Strategy Officer, Frontier Tower
- Richard Ltaif, Chief of Strategy & Governance, TAWAL
- Satoshi Igarashi, Global Business Development, JTOWER
- Dhananjay Joshi, Managing Director and Chief Executive Officer, Summit DigiTel
- Amit Kaushal, Senior Principal Commercials, Digital Nasional Berhad
- Aseem Goyal, Head Technology- Product Innovation & Design, Indus Towers

ROUNDTABLES 3

- **3B: Looking ahead: new frontiers for towerco ecosystem**
Gayan Koralage, Director Group Strategy, EDOTCO
Vinod Samarawickrama, Manager - Connectivity APAC, EDOTCO
- **3C: A comprehensive ESG framework for the digital infra sector**
Gurreet Kaur, Principal Engineer, Sustainability and Design, EdgePoint
- **3D: How can infrastructure companies meet the operator needs for 5G?**
T.R.Dua, Director-General, DIPA
- **3E: Financing the next wave of SLBs**
Caroline Yin Yin Htay, Chief Financial Officer, Apollo Towers
- **3F: Towerco opportunities and challenges in India**
Sushil Chaturvedi, Chief Executive Officer, Ascend Telecom
- **3G: What'd next for the wave of M&A in Asia Pacific**
Anthony Kersauson, Director, M&A, EDOTCO
- **3H: Sustainable energy solutions for digital infrastructure**
Chuck Green, Non-Executive Director and Advisor, Pinnacle Towers
- **3J: Private networks: The big opportunity in 5G?**
Sarala Liyanage, Senior Manager, Strategy & Commercial, Naza Communication

Urban innovation panel: in-building connectivity – the big opportunity for Asian towercos?

Pradeep de Almeida, Director Engineering Technology & Innovation,
EDOTCO

Simon Fennessy, Chief Executive Officer, Waveconn

Ravin Vickneswaran, Vice President, IBC and Innovation, EdgePoint
Malaysia

Devid Gubiani, President and Chief Executive, PhilTower

Clarence Rivera, Vice Chairman, Frontier Tower

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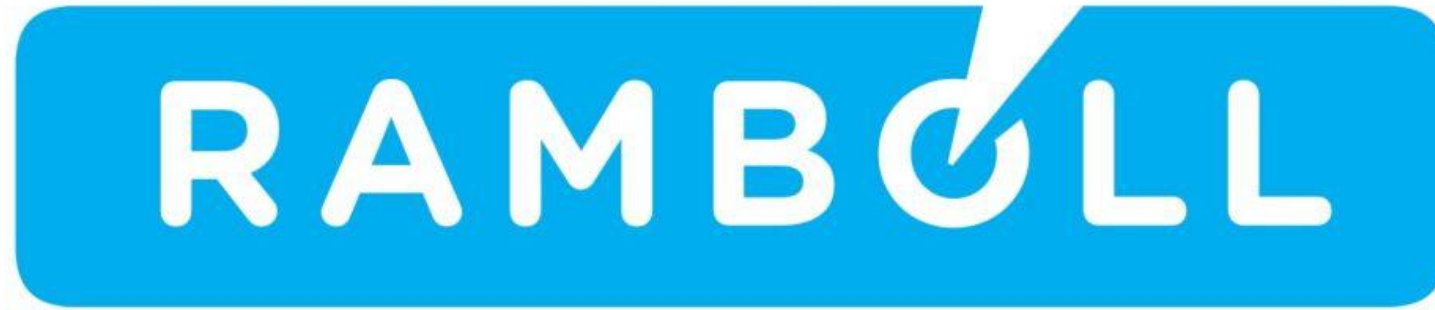


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