



## **Andean Tower Partners Announces the Acquisition of Torres Unidas**

- *Acquisition creates the Largest Independent Tower Company in the Andean Region*
- *Combined portfolio offers 34,150 wireless locations in Chile, Colombia and Peru*
- *Daniel Seiner named CEO of Andean Tower Partners*

**BOCA RATON, FL – December 14, 2017** – Andean Tower Partners (“ATP”), an owner and operator of wireless communication infrastructure in the Andean Region, today announced the acquisition of Torres Unidas (“TU”) from Berkshire Partners. This acquisition adds 1,644 sites to ATP’s portfolio of digital communication infrastructure assets, making it the largest privately-owned tower company in the Andean Region. ATP now owns over 2,150 sites, and manages more than 32,000 master leased sites and 13 small cell networks deployments. Financial terms of the private transaction were not disclosed.

Torres Unidas Chief Executive Officer Daniel Seiner will become the CEO of the combined company and Estrella Zaharia will continue with her responsibilities as Chief Marketing Officer. Founded by Digital Bridge in 2015, ATP owns, operates and manages telecommunications towers, rooftops, small cells and distributed antenna systems solutions for mobile operators.

“We are excited about the continued progress of ATP following our successful institutional capital raise earlier this year,” said Marc Ganzi, Chairman of ATP, and Founder and CEO of Digital Bridge Holdings. “We see a significant tower deficit in the Andean Region, and this acquisition will enhance ATP’s ability to meet an increasing need for telecom infrastructure as our wireless carrier partners continue to densify their networks to keep up with anticipated data consumption in the region. We are also equally excited about the combination of these two management teams to ensure execution of our business plan and most importantly meeting the coverage objectives of our customers in the region.”

“The combined portfolio will give Andean Tower Partners an enhanced footprint in the region, and we are eager to continue to help operators densify their 4G networks and bring the dream of 5G to life in our region,” said Seiner. “These are exceptionally high-quality assets and locations that will allow us to offer an even more compelling value proposition to carriers as they look for a preferred partner that can deliver a full suite of solutions to support their growth in the region.”

Equity financing for the transaction was provided by ISA, The Olayan Group, Equity International, and TC Latin America Partners, who collectively committed \$230 million earlier this year, and followed on with additional commitments to support the acquisition. In addition to the existing investor group, Colony NorthStar (NYSE: CLNS) also committed to the transaction in partnership with Digital Bridge Holdings. Scotiabank was lead arranger and bookrunner for the financing and acted as ATP’s financial advisor. Linklaters LLP provided legal counsel to ATP.

### **About Andean Tower Partners**

ATP is a privately-owned provider of wireless communication infrastructure in the Andean Region. The company owns, operates and manages telecommunications towers, rooftops, and site locations. ATP was founded in 2015 by Digital Bridge executive team with a two-decade proven track record in the telecommunications infrastructure sector.

### **About Digital Bridge Holdings, LLC**

Founded in 2013 by Marc C. Ganzi and Ben Jenkins, Digital Bridge is focused on the ownership, investment, and active management of companies in the mobile and internet infrastructure sector. Since inception, Digital Bridge has raised over \$7.5B USD of equity and debt capital used to acquire and invest in all three core pillars (data centers, towers and fiber/small cells) of mobile and internet infrastructure through six businesses, including Vantage Data Centers, DataBank, ExteNet Systems, Vertical Bridge, Andean Tower Partners, and Mexico Tower Partners. For more information, please visit [www.digitalbridgellc.com](http://www.digitalbridgellc.com).