

RELEASE THE POTENTIAL OF YOUR PROPERTY ASSETS

The demand for antenna sites has opened up a new range of opportunities for site owners, enabling them to increase the revenue generated by their property.

And, with Arqiva's unique approach to site sharing, you could multiply the benefits several times over. We protect your core business and your surroundings.

Due to the phenomenal growth of mobile technology and the uptake of 3G, coupled with the ever increasing demand for bandwidth to deliver sophisticated applications, operators are under constant pressure to expand their coverage, particularly in urban areas.

Increasingly, users own more than one mobile device – for example, a separate phone for business use and for private use. As a result, total mobile penetration has now reached 103 percent of the UK population, reflected by the fact that users make more calls today from a mobile than from a traditional landline.

The rise in the use of mobiles has translated into an unprecedented demand for locations to house antennas and other wireless network equipment to serve a market which shows no signs of slowing down.

Owners of suitable sites stand to profit from this by renting out their rooftops or land to mobile operators. But rather than dealing with up to five individual mobile operators, site owners can simplify the process significantly by working together with Arqiva. With our unique approach to site-sharing, getting the maximum revenue from your site couldn't be more straightforward.



With our managed service options, you can take advantage of a whole new revenue stream with reduced effort and minimal initial outlay.

An exciting opportunity

In partnership with Arqiva, you can benefit by letting us manage and market your property as a multi-operator site share – a popular choice for landlords and landowners. With this, we offer:

- A complete end-to-end service including all construction and installation, site marketing and management
- A team of engineers skilled at carrying out installation with minimal disruption, even when working on sensitive and secure sites
- Intelligent site design aimed at offering maximum capacity and helping you to generate as much income as possible from your property.

This arrangement involves no financial risk to you, as you will continue to own the site while we manage it. What it gives you is the opportunity to realise maximum revenue from your site whilst concentrating on your core business. The following features will ensure your peace of mind:

- There is no initial outlay; start-up and management costs are paid for from income generated
- Your site will be actively marketed by Arqiva using our powerful Sitefinder tool and dedicated account team
- All invoices, payments and annual accounts will be produced by Arqiva.

In addition to Arqiva's managed service option, you can also choose to sell or lease your site to us, giving you the flexibility to choose exactly how you want your site to earn extra revenue.

Your options with Arqiva

According to your plans for your site and its suitability, we offer the following site options:

Selling

If you would like to sell your site outright, you can negotiate a price with us, subject to your site being a suitable antenna location.

Leasing

If you would like to receive a fixed income from your site, you can lease it exclusively to Arqiva. We will market the site, but you will be responsible for all site maintenance and invoicing.

Managing

If you would like to maximise the income from your site, you can allow us to market and manage it for you. There is no initial outlay. The level of income you receive will be dependent on the number of mobile operators using the site and will be subject to an agreed management percentage.

What makes a good site?

Mobile operators are attracted to sites that offer good coverage opportunities. These can include:

- Rooftops in densely populated areas
- Under-utilised plots of land
- Those close to major routes.

Respecting our surroundings

Arqiva shows its strong environmental consciousness in the following ways:

- Helping our suppliers meet the same high standards that we strive to meet ourselves
- Working to local and national directives
- Respecting local needs and concerns
- Using compact antennas, masts and housings to minimise visual impact.

Health and safety

Our stringent health and safety policy is designed to protect employees and the general public. We:

- Cover all safety issues related to people and buildings
- Ensure that all our sites fall within the ICNIRP standard.

Our credentials

Our ability to manage sites with professionalism and teamwork is proven by our successful track record:

- Over 25 years' experience running large and complex contracts
- In addition to private commercial owners, we manage sites for the Emergency Services and the MoD
- We operate over 2,000 of our own sites
- Our national maintenance team consists of over 600 highly trained and experienced engineers.

What's more, we exercise high levels of co-ordination and flexibility to ensure that we continue this success into the future.



Contact us

To find out more about this compelling proposition and its implications for you as a site owner, contact one of our advisors on **0800 052 6246**, email **wireless.solutions@arqiva.com** or visit our website at **www.arqiva.com**.

Arqiva's Wireless Solutions provide market-leading multi-operator infrastructure systems and services to wireless telecoms, transport and interior public space businesses. We do this through our own portfolio of towers and masts and managed sites, and our InBuilding (indoor coverage) and CityCell (urban coverage) products.

Our valued customers are mobile phone, wireless broadband and business radio operators, landlords, developers, architects and landowners. We partner with leading equipment suppliers to ensure our solutions meet requirements. We liaise with the general public and their representatives and all our work complies with the ICNIRP public exposure guidelines.

arqiva

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