

Matrix of Asian MNO tower strategies

Source: TowerXchange research

	Afghanistan	Australia	Bangladesh	Cambodia	China	India	Indonesia	Japan	Malaysia	Myanmar	Pakistan	Philippines	South Korea	Sri Lanka	Taiwan	Thailand	Vietnam
AIS																Present but haven't sold	
Axiata Group			Carved out towerco	Carved out towerco			Sold to towerco	Potential tower deal	Carved out towerco		Carved out towerco				Carved out towerco		
Bakrie							Sold to towerco										
Bharti Airtel			Potential tower deal			Carved out towerco										Present but haven't sold	
BSNL						Potential tower deal											
CAT Telecom																Potential tower deal	
China Mobile					Carved out towerco	Present but haven't sold					Present but haven't sold						
China Telecom					Carved out towerco												
China Unicom					Carved out towerco												
Chunghwa																Present but haven't sold	
Etisalat	Present but haven't sold															Present but haven't sold	
FarEasTone																Present but haven't sold	
Globe												Present but haven't sold					
Hutchison		Present but haven't sold	Sold to towerco			Present but haven't sold	Sold to towerco										
Idea Cellular						Carved out towerco	Potential tower deal									Present but haven't sold	
KDDI								Present but haven't sold									
KT Corporation													Present but haven't sold				
LG Uplus													Present but haven't sold				
Maxis						Sold to towerco			Present but haven't sold								
Mobifone																	Present but haven't sold
Mobitel				Present but haven't sold										Present but haven't sold			
MPT										Partnering with towerco							
MTN	Present but haven't sold																

Legend: Present but haven't sold Potential tower deal Partnering with towerco Carved out towerco Sold to towerco

Matrix of Asian MNO tower strategies (cont)

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	Afghanistan	Australia	Bangladesh	Cambodia	China	India	Indonesia	Japan	Malaysia	Myanmar	Pakistan	Philippines	South Korea	Sri Lanka	Taiwan	Thailand	Vietnam
NTT Docomo								Present but haven't sold									
Ooredoo							Sold to towerco			Partnering with towerco							
Reliance Comms						Carved out towerco											
Singtel		Present but haven't sold	Sold to towerco														
SK Telecom													Present but haven't sold				
Smart (PLDT)												Present but haven't sold					
Softbank								Present but haven't sold									
Taiwan Mobile															Present but haven't sold		
TATA Docomo						Sold to towerco											
Telenor			Present but haven't sold			Partnering with towerco				Partnering with towerco	Potential tower deal					Potential tower deal	
Teletalk			Present but haven't sold														
Telkomsel							Carved out towerco										
Telstra		Present but haven't sold															
TOT																Potential tower deal	
True Corporation																Carved out towerco	
Ufone											Potential tower deal						
Vietnamobile																	Present but haven't sold
Viettel				Present but haven't sold													Present but haven't sold
Vimpelcom			Potential tower deal								Potential tower deal						
Vinaphone																	Present but haven't sold
Vodafone		Present but haven't sold	Sold to towerco				Potential tower deal	Carved out towerco									
Warid											Potential tower deal						

Legend: Present but haven't sold Potential tower deal Partnering with towerco Carved out towerco Sold to towerco