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The Tower Market Report

MARKET UPDATE – Q2 2026

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** https://www.pinpointadvisors.com/news/pinpoint-shortlisted-for-tmt-finance-deal-of-the-year*

Market Highlights – Carriers

Verizon Reports Mixed Q2 2026 Results. Verizon reported Q2’26 revenues of $34.3B (missing consensus estimates by ~3%), while adjusted EPS of $1.30 beat forecasts by 1.6%. The carrier delivered 184,000 wireless postpaid phone net adds, (vs. a loss of 9,000 in Q2’25). Following last year’s announcement of 13,000 workforce reductions, Verizon announced new layoffs of 3,000 employees in Q2’26 and the sale of 274 retail stores as part of ongoing cost-optimization efforts.

AT&T Tops Earnings Estimates but Misses on Revenue. AT&T reported Q2’26 revenues of $31.6B (missing consensus estimates by 1.5%), while adjusted EPS reached $0.65, beating expectations by 10.2%. The carrier delivered 432,000 postpaid phone net adds for the quarter, up from 401,000 in Q2’25.

T-Mobile Tops Revenue and Earnings Estimates. T-Mobile reported Q2’26 revenues of $22.8B (beating consensus estimates by 0.21%) and EPS of $3.13 (exceeding expectations by 25.7%). The carrier delivered 277,000 postpaid net account additions for the quarter, compared to 318,000 in Q2’25.

FCC Approves EchoStar’s $17B Spectrum Sale to SpaceX. First announced in Q3 2025 as part of EchoStar’s broader wireless divestiture, the transaction received regulatory sign-off in Q2’26. The approval allows SpaceX to integrate the targeted mid-band spectrum licenses into its Starlink operations. Under the previously disclosed terms of the deal, SpaceX is completing the acquisition via $8.5B in cash and $8.5B in SpaceX stock.

Starlink Targets U.S. Mobile Carriers in Wireless Expansion. During SpaceX's Q2 earnings call, President Gwynne Shotwell signaled plans to build out a terrestrial mobile network and target U.S. MNO market share, noting AT&T, Verizon, and T-Mobile generate ~$600B annually: "I anticipate us to be able to acquire quite a few of their customers because I think our service will be better." SpaceX will leverage spectrum acquired from its pending, FCC-approved EchoStar transaction to enhance its wireless strategy.

AT&T Closes $23B Acquisition of EchoStar Spectrum Licenses. Following FCC approval in Q2’26, AT&T completed its previously announced $23B acquisition of nationwide wireless spectrum licenses from EchoStar, acquiring ~50 MHz of low-band and mid-band spectrum. AT&T will utilize the added spectrum to boost 5G capacity and download speeds.

DISH Initiates Chapter 11 Restructuring. EchoStar subsidiaries DISH DBS Corporation and DISH Wireless initiated a prepackaged Chapter 11 bankruptcy process to restructure debt obligations. The restructuring plan aims to significantly reduce the company's debt load, permit DISH Wireless to continue divesting wireless assets, and allow EchoStar and its brands to continue normal course operations. Holders of more than 88% of DISH DBS’s secured and unsecured notes have signed an agreement to support the restructuring plan.

Sources: Company quarterly disclosures and press releases, Zack’s Investment Research, FCC

Market Highlights – Carriers

T-Mobile Completes $2.9B Spectrum Swap with Grain Management. T-Mobile finalized the sale of its nationwide 800 MHz spectrum portfolio to digital infrastructure private equity firm Grain Management, following FCC approval. In exchange, T-Mobile received $2.9B in cash along with all of Grain's 600 MHz spectrum licenses. Grain intends to market the acquired spectrum to utilities, critical infrastructure operators, rural and regional operators, and other enterprises.

FCC Approves Verizon's $1B Acquisition of Array's Spectrum Assets. The Federal Communications Commission has approved Verizon's $1B acquisition of spectrum licenses from Array Digital Infrastructure (formerly UScellular). First announced in 2024 as part of UScellular's wireless divestiture, the deal allows Verizon to integrate the spectrum into its national footprint to boost network coverage and capacity.

FCC Concludes $3.57B Spectrum Auction to Fund "Rip and Replace" Program. The auction for AWS-3 licenses was the FCC's first spectrum auction in 4 years. Verizon emerged as the largest bidder, committing $3.16B to secure licenses, while T-Mobile and AT&T acquired licenses for $278mm and $121mm, respectively. Up to $3.3B of the total proceeds will be directed toward fully funding the federal "Rip and Replace" program, reimbursing telecom providers for removing Huawei and ZTE equipment from national network infrastructure.

BT Group and Verizon Form 50:50 International Enterprise Joint Venture. The companies signed an agreement to combine their international enterprise operations into a 50:50 joint venture, creating an AI-ready global connectivity platform. The combined business will serve over 3,000 multinational customers across 180 countries, generating ~$4B in annual revenue. Verizon will pay BT an equalization payment of $625mm as part of the transaction.

Canadian Government to Limit Major Carrier Spectrum Acquisitions and Accelerate Cell Tower Approvals. *Innovation, Science and Economic Development Canada ("ISED")* announced in its auction framework for the 26 GHz and 38 GHz bands that it will apply spectrum caps to national carriers Rogers, Bell Canada, and TELUS, to foster market competition. ISED also introduced proposed streamlined tower permitting procedures, including a centralized online portal to expedite cell site approvals and community consultations.

Sources: Company quarterly disclosures and press releases, FCC, ISED

Market Highlights – Towers

AMT Tops Revenue Estimates, Reports Modest U.S. Tower Billings Growth. American Tower reported Q2'26 revenue of $2.75B, beating consensus estimates by 1.4%. Domestic gross organic billings grew 5.7% y/y, matching Q1'26 pace. Domestic churn came in at 5.0%, a modest 10 bps improvement over Q1'26 levels. AMT's net debt leverage ratio remained steady at 4.9x. On the data center front, revenue grew 13.4% y/y, driven by record leasing activity from CoreSite. Additionally, AMT closed the $75.6mm sale of its Philippines subsidiary during the quarter.

CCI Exceeds Revenue Estimates, Boosts U.S. Gross Billings. Crown Castle reported Q2'26 revenue of $1.01B, 1.5% above consensus estimates. Domestic gross organic billings grew 4.7% y/y, a 100 bps increase over Q1'26, while churn increased 10 bps to 6.3%. CCI's net debt leverage ratio rose to 6.3x (vs. 6.0x in Q1). During the quarter, CCI closed the sale of its fiber and small cell businesses to Zayo and EQT , respectively, for a combined total of $8.5B, with proceeds set to pay down $7B of debt and repurchase $1B of shares.

SBAC Surpasses Revenue Estimates, Reports Declining U.S. Billings Growth. SBA Communications reported Q2'26 revenue of $715mm, beating consensus by 1.7%. Domestic gross billings grew 5.1% y/y, a 20-bps decline over Q1'26, while domestic churn rose 10 bps to 8.4%. SBAC's net debt leverage ratio improved to 6.4x (vs. 6.6x in Q1'26). During the quarter, SBAC completed an investment-grade bond offering, issuing $3.5B in senior unsecured notes to refinance existing debt, and replaced its secured credit line with a new $2.5B unsecured revolving credit facility.

AD Outperforms Revenue Expectations, Continues to Grow Site Rental Revenues. Array Digital Infrastructure reported revenues of $54.1mm for the quarter, exceeding expectations by 3.3%. The company continues to lease-up its wireless tower portfolio, formed via UScellular's divestiture of wireless operations, reporting 95% y/y growth in site rental revenues.

Arium Networks Launches as Standalone Small Cell Provider. The company officially launched as a standalone digital infrastructure platform following EQT Infrastructure's acquisition of Crown Castle's small cell business. Led by CEO Laurent Therivel, the Charlotte-based operator launches with a portfolio of over 100,000 on-air or under-contract small cell nodes across 43 states servicing the top three U.S. mobile carriers.

Everest Completes Initial Close of ATN International Towers Acquisition. Everest Infrastructure Partners acquired ATN International's Southwestern U.S. tower portfolio for $268mm in cash. Up to $30mm in additional proceeds may be paid over the next 12 months, subject to construction and operational milestones for sites deferred at the initial closing.

Everest Closes Acquisition of InterConnect Tower Assets. According to *Kalil & Co., Inc.,* Everest Infrastructure Partners acquired select wireless tower sites in California and Arizona from InterConnect Towers, a developer specializing in wireless infrastructure deployment on federal government-owned land across the Western U.S.

Sources: Company quarterly disclosures and press releases, Zack's Investment Research, Kalil & Co., Inc.

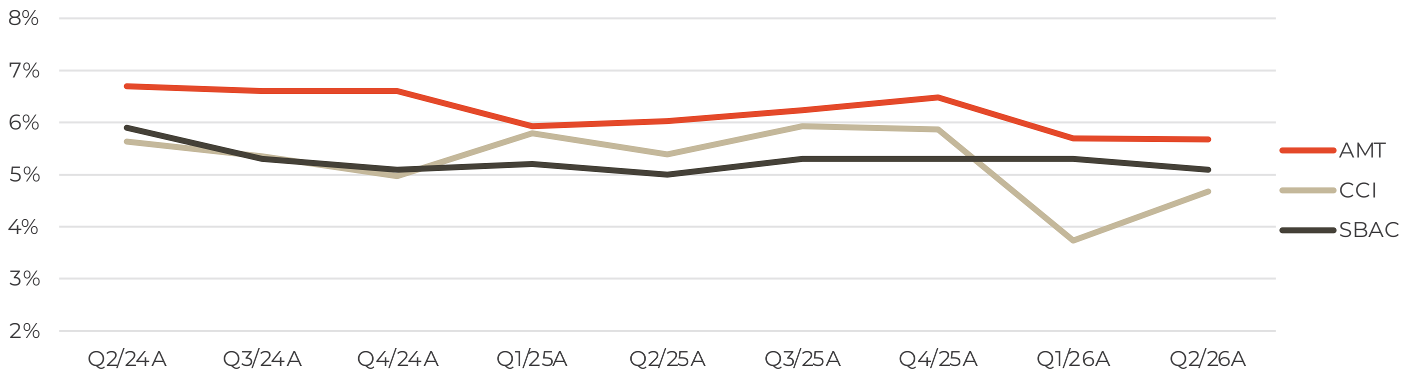
Market Highlights – Towers

ARX Wireless Divests Tower Portfolio. According to *Brown Gibbons Lang & Company,* Wireless infrastructure developer ARX Wireless, a portfolio company of private equity firm Crosstimbers Capital Group, sold its wireless tower portfolio spanning 11 states to an undisclosed buyer. The portfolio consists of 13 active sites and 17 in development, with U.S. carriers AT&T, Verizon, and T-Mobile all active tenants on the portfolio.

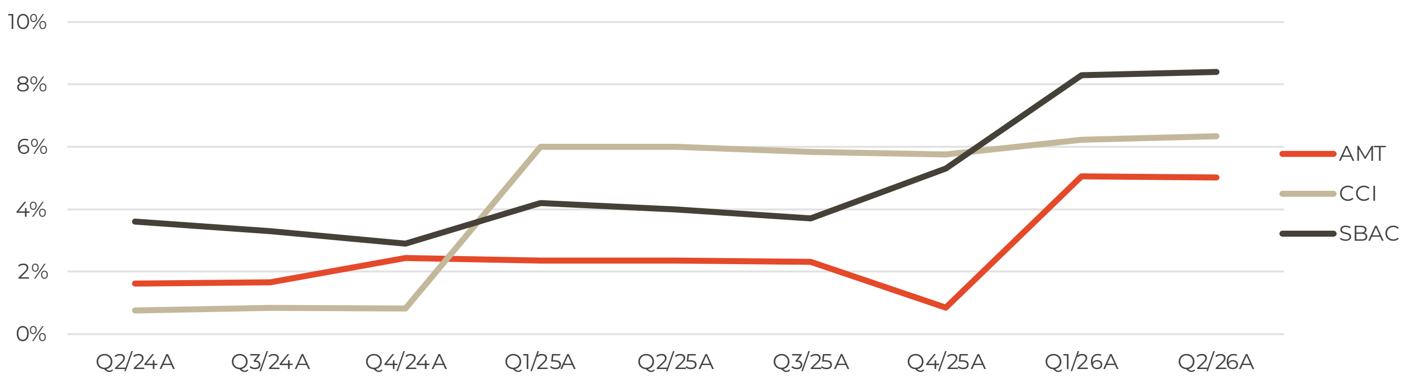
Sources: Brown Gibbons Lang & Company

Selected TowerCo Key Operational Metrics

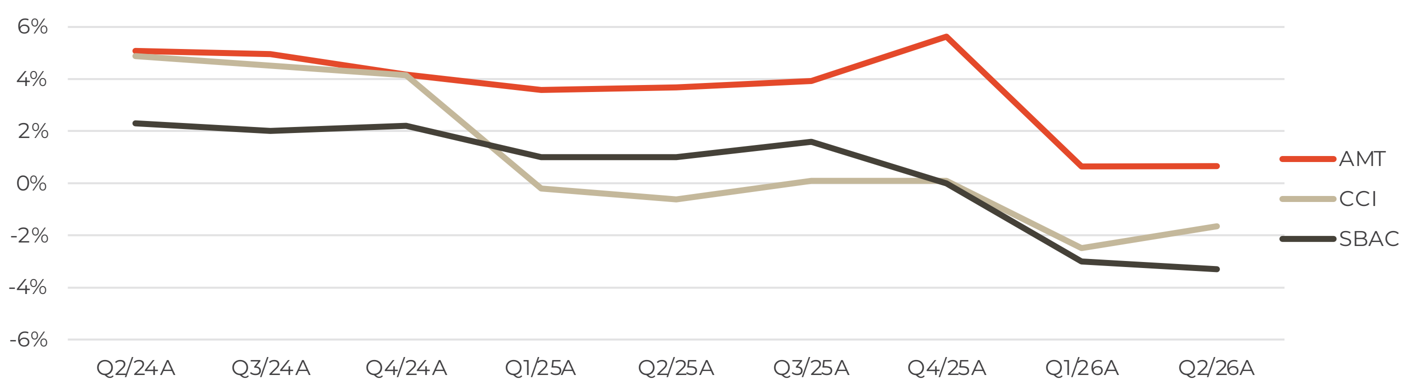
Domestic Gross Organic Revenue Growth (Year-over-year)



Domestic Churn Rate (Year-over-year)



Domestic Net Organic Revenue Growth (Year-over-year)



Notes:

- AMT rates do not include straight-line revenue, prepaid amortization revenue, and foreign currency impact. Rates reflect revenues from other properties including managed sites and rooftops. Rates reflect U.S. and Canada portfolio. Q3 2025 was the last quarter to recognize Sprint churn.
- CCI rates adjust for straight-line revenue, amortization of prepaid rent, contributions from acquisitions of less than one year, and other. Beginning Q1 2025, churn and net organic revenue growth have accounted for churn related to T-Mobile's acquisition of Sprint, which was not recognized previously.
- SBAC rates as per reported figures.

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Sources: Public company quarterly disclosures

TowerCo Valuation Trends

U.S. Tower Public Trading Multiples

	Symbol	Price Aug. 18/26	Shares Outstanding (mm)	Mkt. Cap. (mm)	Debt (mm)	Cash (mm)	Ent. Val. (mm)	Net Debt/ LQA EBITDA	LTM EBITDA (mm)	LTM Revenue (mm)	Div. Yield	EV/LTM EBITDA
American Tower	AMT	$172.33	466.0	$80,299	$37,190	$1,763	$115,726	4.9x	$7,278	$10,942	4.2%	15.9x
Crown Castle	CCI	$74.03	426.0	$31,537	$18,353	$1,254	$48,636	6.3x	$2,786	$4,162	5.7%	17.5x
SBA Comm.	SBAC	$181.40	105.7	$19,168	$12,778	$385	$31,561	6.4x	$1,939	$2,871	2.8%	16.3x

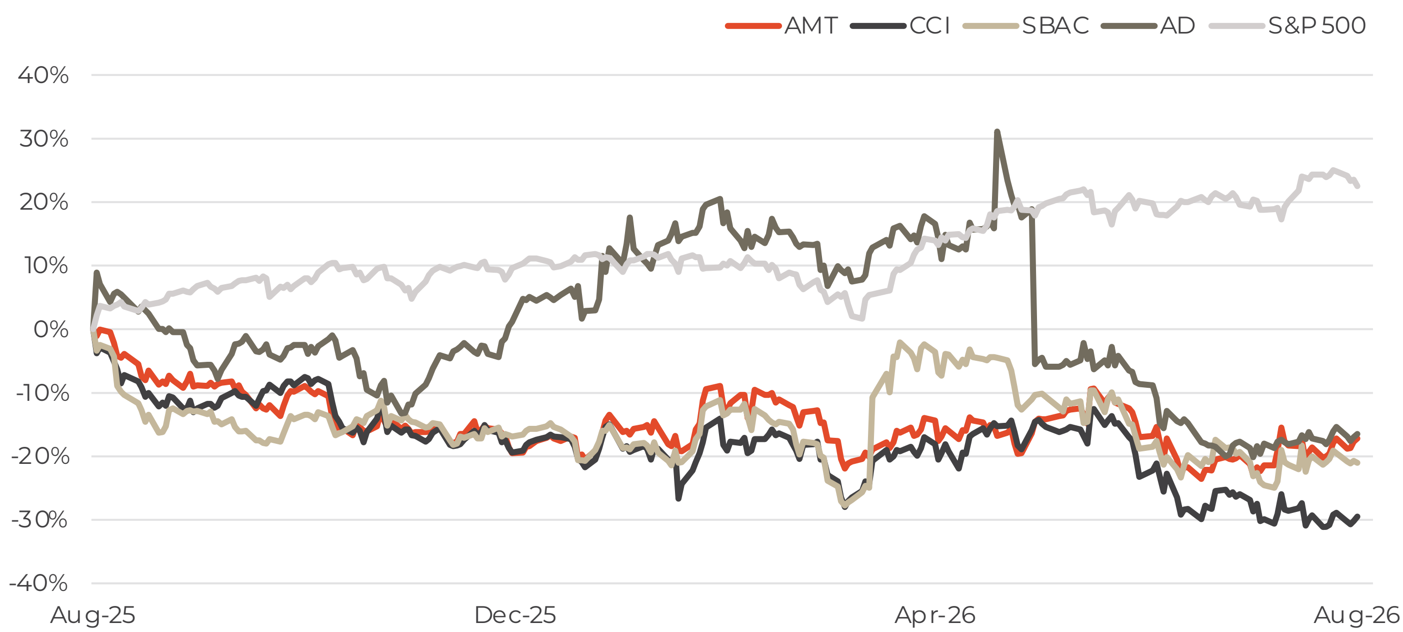
Notes:
- EBITDA figures reflect Adjusted EBITDA.
- Shares outstanding figures as of Q2 2026 earnings reports.

EV / Trailing 12-Month EBITDA Tower Multiples – Historical Trend

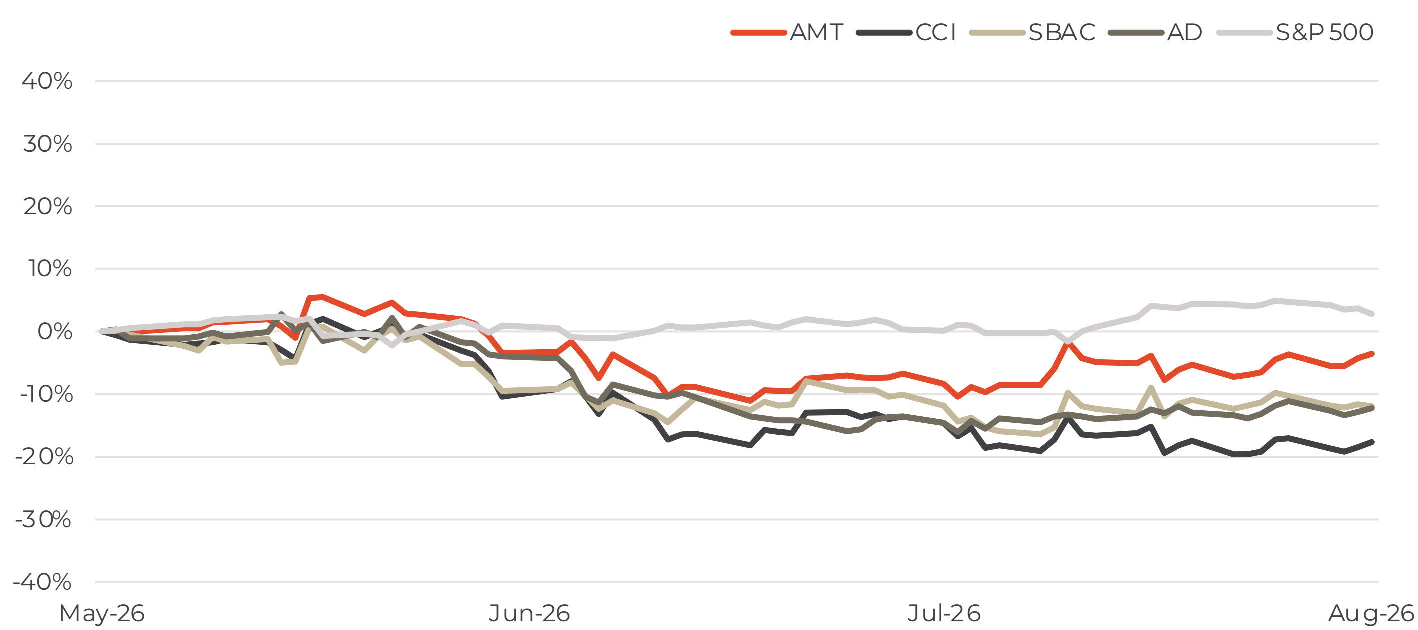
Notes:
- Chart includes AMT, CCI and SBAC.
- EBITDA figures reflect TTM Adjusted EBITDA.

TowerCo Share Performance

1-Year Relative Share Price Performance



3-Month Relative Share Price Performance



Notes:
- Relative share price performance based on closing price adjusted for splits and dividend and/or capital gain distributions.

Sources: S&P Global, Yahoo

TowerCo Debt Pricing Trends

U.S. Tower Debt Pricing

Company / Issuer	Debt Type	Amount ($mm)	Date	Maturity (Years)	Interest Rate[1]
SBA Communications	Senior Notes	$1,350	Jul-2026	4.0	4.875%
SBA Communications	Senior Notes	$1,350	Jul-2026	5.0	5.150%
SBA Communications	Senior Notes	$800	Jul-2026	7.0	5.450%
TowerPoint Infrastructure[2]	Asset-Backed Securitization	$386	Apr-2026	15.0	5.3 - 5.5%
Vertical Bridge[3]	Asset-Backed Securitization	$1,940	Feb-2026	17.8	5.513%
American Tower	Senior Notes	$850	Dec-2025	7.0	4.700%
Vertical Bridge	Asset-Backed Securitization	$595	Sep-2025	3.0	6.419%
American Tower	Senior Notes	$200	Sep-2025	4.5	4.900%
American Tower	Senior Notes	$375	Sep-2025	9.5	5.350%
American Tower	Senior Notes	$650	Mar-2025	5.0	4.900%
American Tower	Senior Notes	$350	Mar-2025	10.0	5.350%

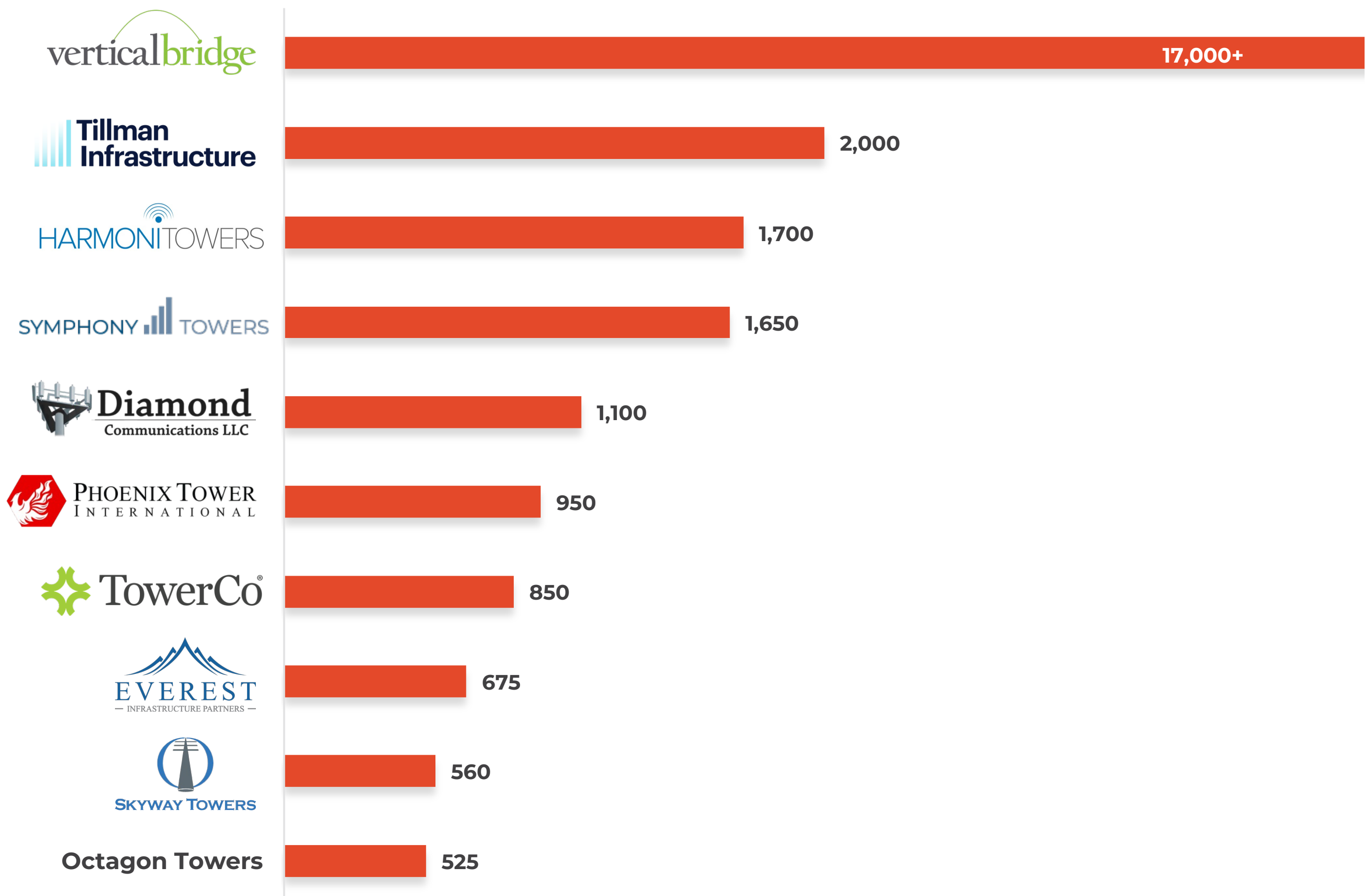
Average	**5.273%**
Median	**5.350%**

Notes:
1) Interest rates for ABS issuances represents the weighted average interest rate of all debt tranches.
2) Maturity for TowerPoint's ABS represents anticipated repayment date ("ARD") of A-2 notes (~70% of the total issuance) as calculated by Fitch Ratings. Interest rate range represents an estimate based on a weighted average coupon rate of i) ~5.36% on Classes A-2 and B, the fixed portion of the ABS ($361mm, ~94% of the issuance) and ii) a coupon rate range of 4 - 7% on Class 1-A-V, the floating portion of the ABS ($25mm, ~6% of the issuance).
3) Maturity for Vertical Bridge ABS represents ARD as calculated by Fitch Ratings.

Sources: Company press releases and FCC filings, Fitch, Morningstar, Davis Polk

U.S. Private Tower Landscape

Approximate No. U.S. Towers Owned by Largest Private TowerCos



Notes:
- Figures for Symphony Towers, Everest, and Skyway Towers as per company website site locators as of Aug 19, 2026. All other figures provided by Steel in the Air.
- Symphony Towers and Skyway Towers figures may include managed sites. All other figures exclude managed sites.

Mobile Data Traffic Trends

Total Data Traffic (EB/Month)

Region	2025	2031	CAGR
North America	11	22	13%
Latin America	8	21	17%
Western Europe	12	26	15%
Central and Eastern Europe	8.9	20	15%
Northeast Asia	44	90	13%
Southeast Asia and Oceania	20	40	13%
India, Nepal, Bhutan	30	68	15%
Middle East and North Africa	11	30	18%
Sub-Saharan Africa	2.8	9.7	23%

Notes:
- Data and table provided by Ericsson's June 2026 Mobility Report.

Data Traffic per Smartphone (GB/Month)

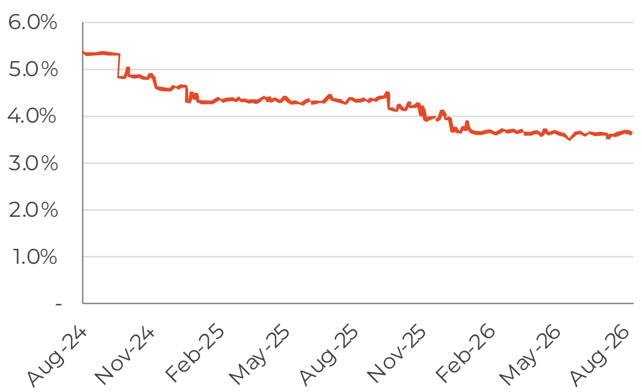
Region	2025	2031	CAGR
North America	25	52	13%
Latin America	15	32	14%
Western Europe	25	59	15%
Central and Eastern Europe	23	50	14%
Northeast Asia	23	45	12%
Southeast Asia and Oceania	21	40	12%
India, Nepal, Bhutan	37	70	11%
Middle East and North Africa	21	47	14%
Sub-Saharan Africa	5.3	12	14%

Notes:
- Data and table provided by Ericsson's June 2026 Mobility Report.

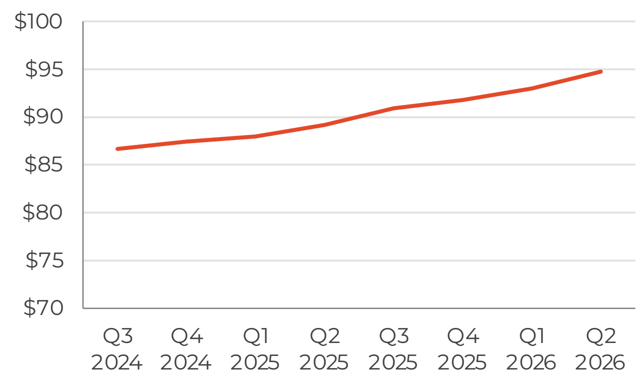
Sources: Ericsson

Macroeconomics

Secured Overnight Financing Rate

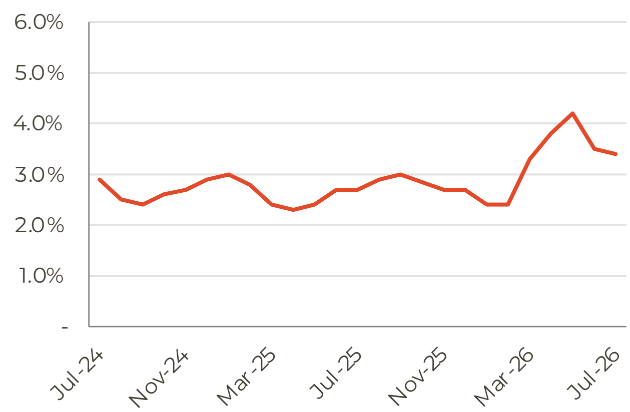


U.S. GDP per Capita (000s)

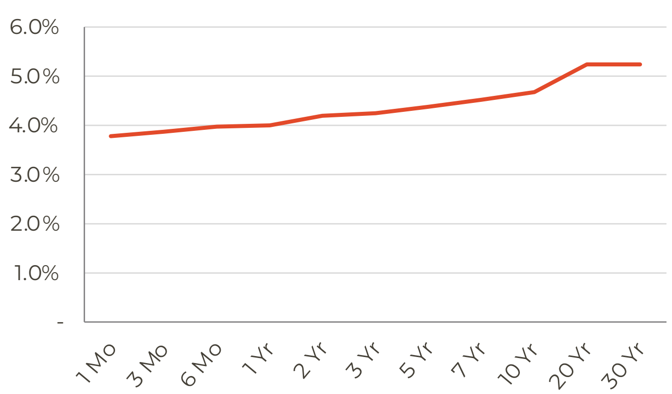


5 Year U.S. Treasury Yield

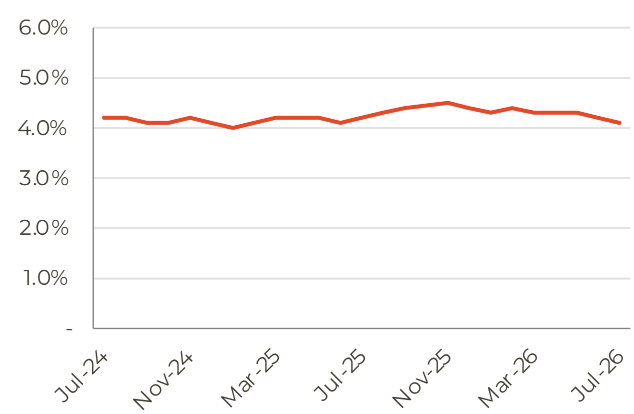
U.S. CPI Inflation



U.S. Treasury Yield Curve



U.S. Unemployment Rate



Notes:

- U.S. Treasury Yield Curve as at August 12, 2026.
- Due to the federal government shutdown in Q4 2025, CPI Inflation and unemployment rates for October 2025 are estimated using the average of the previous and following months.

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Sources: St. Louis Fed, Bureau of Labor Statistics, U.S. Department of Treasury, Federal Reserve Bank of New York

Pinpoint Capital Advisors

Pinpoint Capital Advisors is a leading boutique investment bank focused exclusively on the mid-market digital infrastructure sector including wireless towers, fiber and data centers. Pinpoint advises companies on transactions (business sales) and raises capital for growth from longer-term, lower cost institutional investors.

We would be delighted at the opportunity to discuss your tower business with you, and would be happy to provide further information on our approach and process.

Please feel free to connect with our experienced team. We'd love to hear from you!

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