

Company Profile

 TAWAL





FACTS ABOUT TAWAL



We Own and Operate
16,000+ Towers



We Serve
5 Telecom Operators
and **+30 clients**
in Saudi Arabia



Our infrastructure
covers more than **99%**
of the populated areas



More than 90
Maintenance Centers
Around the Kingdom



We Support
the Environment Connecting
+500 Sites to Cleaner Energy
Sources



Our ICT Infrastructure
Is Operated with
99.9% PIN Availability

BRIEF INTRODUCTION

ICT services have become a core building block of any modern society. It helps keep businesses and end-users connected everywhere and at all times to enhance productivity among many things. The latest wireless technologies, such as 5G and IoT, require the existence of a compatible and widespread ICT infrastructure. This infrastructure takes the form of a vast distributed network of telecoms towers, which are at the core of any wireless network to supply wide coverage and capacity for a growing number of mobile network users. TAWAL, the leading Saudi Telecommunications Tower Company, offers unique advanced network infrastructure solutions for the ICT sector across the Kingdom to support your business through our modern era technology transformation.



VISION

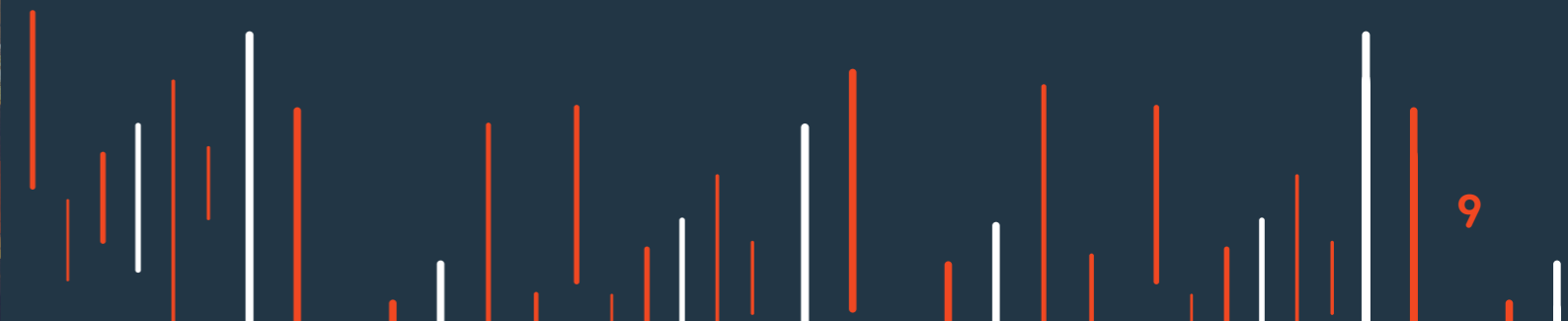
BECOME THE LEADING REGIONAL ICT
INFRASTRUCTURE SERVICE PROVIDER





MISSION

- Enable operators to enrich the communication needs of customers by accelerating the roll-out of future technologies [e.g. 5G, IoT] and supporting the Vision 2030 digital transformation
- Drive MNOs, the Government and Businesses to operate more effectively and cost efficiently by enhancing colocation and realizing operational efficiencies
- Make a positive impact on the local community and ensure environmental sustainability by contributing to community development and promoting renewable energies



WHO WE ARE

TAWAL is a leading **Saudi ICT infrastructure company** offering high-quality solutions to corporate clients in search of a reliable and cost-efficient wireless infrastructure that would ensure optimal operations for their business.

Our core activities involve designing, building and managing consolidated ICT infrastructure facilities that enable state of art and modular connectivity. By **enhancing infrastructure sharing**, TAWAL enables its clients to attain **operational excellence** and accrue higher profits resulting from **reduced capital expenses** for network rollouts and **lowered operating expenses** for managing infrastructure multiple sites. **Tower sharing** also provides additional benefits for congested urban areas, including **minimizing infrastructure duplications** and excessive network redundancies, as well as **reducing visual pollution** that usually results from dense equipment installations.

We own and manage the **passive infrastructure** of our towers and **lease spaces to telecom companies**, in addition to **government and private sectors**. We are also planning for expansions to extend our geographic reach to cover new cities, rural areas, and remote destinations to benefit from economies of scale. Looking ahead, TAWAL is bracing for a new era of technologies and adjacent innovative services such as small cells, IBS, and fiber to develop value-added services.

HOW WE WORK

We embrace a futuristic **customer-centric strategy** and pursue innovative solutions that would maximize our partner's profitability. Our customers benefit from great value for their investment as they are able to **realize scalability** through retaining a unique geographical location to set up their ICT infrastructure at a regular fee, which directly results in **lower CapEx**. We manage our customers' passive infrastructure **efficiently**, allowing them to shift their focus to their core business and boost the quality of their services.

TAWAL has set three strategic levers to drive up value creation for its clients:



By enabling effective business decision-making through building integrated reliable information systems and monitoring the performance of key operational processes.



Through effective ticket management re-negotiation of contracts for better agreements & proficient handling services, while ensuring reliable service quality.



Through optimizing the occupancy ratio of our core products & exploring opportunities from additional products & value-added services.

WHAT SETS US APART



VAST CAPACITY

Although TAWAL is newly founded as an independent company, it brings its partners the **most reliable ICT infrastructure solutions**. Through its **16,000+** towers spread across KSA, TAWAL provides MNOs with a broad wireless network coverage area. TAWAL also has an experienced management and employs great talents.



OPERATIONAL EXCELLENCE

By managing the passive ICT infrastructure **efficiently**, TAWAL allows businesses to extend their services and focus on upgrading their wireless network both in terms of **geographic presence** and **quality of offerings**. TAWAL's prospective products will accompany any business through the upcoming digital transformation centralized around the **5G network** and the **IoT**.



GREAT VALUE FOR MONEY

TAWAL is focused on offering solutions that would ensure its partners **optimum operations** in return for **cost-efficient investments**. It has adopted value levers that would help businesses save on costs through **tower sharing**. MNOs would not have to invest large capital expenses to obtain the network infrastructure they need. Instead, they could get the same facilities by renting space on TAWAL's towers in return for a monthly fee. TAWAL's sturdy clients base also offers the opportunity to **further reduction of leasing fees as more tenants share its sites**.



AGILITY

TAWAL employs its capacity to accommodate its partners' ICT needs and makes flexible offerings of ranging complexity. It caters to tier 1 telecom operators which typically require a dense deployment of thousands of towers with additional equipment, and serves small-scale clients, like event organizers, who might require only single solutions.

LEADERSHIP TEAM



Mohammed Alhakbani
Chief Executive Officer

- More than 20 years of experience in the Telecom field
- Masters degree in Computer Engineering from King Saud University
- Bachelor's degree in Electrical Engineering from King Saud University



Saeed Alshehri
Chief Operation Officer

- More than 20 years of experience in the Telecom and Infrastructure
- Master's degree in Electronics and Telecom Engineering from King Saud University
- Bachelor's degree in Electrical Engineering from King Saud University



Abdulrahman Al Moaiqel
Chief Commercial Officer

- More than 15 years of experience in Telecom and Infrastructure
- Bachelor's degree Electrical, Electronic, and Communication Engineering from King Saud University



Saud Altoaimy
Chief Finance Officer

- More than 15 years of experience in finance, and accounting
- Master's degree in Business Administration from Clark University, Massachusetts
- Bachelor's degree in Accounting King Fahd University of Petroleum and Minerals



Hareth Alsahan
Chief Human Resources Officer

- More than 15 years of experience in human resources
- Master's degree in Human Resources from Marquette University Wisconsin
- Bachelor's degree in Management Science from King Fahd University of Petroleum and Minerals



Richard Ltaif
Chief Strategy & Governance Officer

- More than 15 years of experience in telecom and ICT companies
- Master's degree Electrical Engineering from Cornell University and a Master's degree in Business Administration from London Business School
- Bachelor's degree from Superior Institute of Electronics of Paris Business School



Emmanuel Léonard
Chief International Officer

- More than 15 years of experience in international merger & acquisition, commercial and operations, of which 10 years in the TowerCo sector
- Master's degrees in engineering from Columbia University [New York] and Institute Polytechnique [Paris], and in International Affairs from SciencesPo Paris

Explore **endless opportunities**
with our innovative products
and services, delivering
dependable infrastructure
solutions that help you stay
connected.



Our Products & Solutions



01. BUILT-TO-SUIT

TAWAL selects an optimum spot and constructs wireless communication towers, tailor-made to match your business' needs.

WHAT IS BUILT-TO-SUIT?

We undertake the building of **ultramodern telecom towers** end-to-end, from zoning and site acquisition to delivery to our clients. **We build to suit your passive infrastructure**, including the site, tower and a shelter and power supply. Once the site is built, we assess its colocation potential and explore ways to attract other tenants to lease spaces on it. In areas where acquisition is a challenge, we offer the option of building sites that require smaller land area, such as rooftops.

Our Built-to-Suit product offers clients **a wide range of solutions tailored to fit their needs and capacity**. This product is complemented with our O&M services through which we operate and maintain the sites on behalf of our tenants. This solution offers an array of benefits across the board, from improved quality and range of services to better cash flows management. Built-to-Suit ensures that carriers obtain the telecom infrastructure model they need in order to **expand their connectivity** and reach remote areas, while considerably **reducing costs** through saving on capital expenses.

How Does Built-to-Suit Supports your business?

- **Cutting** the cost and achieving better cash flows management.
- **Simplifying** site selection, contracts management and supplier relations.
- **Expanding** the range and expediting the rollout of cutting-edge technology.
- **Avoiding** the hassle of operating and maintaining the site.
- **Mitigating** the risk of owning and managing your towers.

Our Products & Solutions

02. LITE BUILT-TO-SUIT

TAWAL presents custom-made solutions tailored to your requirements, with a flexible scope of optimization.



WHAT IS LITE BUILT TO SUIT?

Lite Built to Suit is TAWAL innovative proposition for clients that require more flexibility when it comes to the **contractual commitment** and **payment setups** as well bridging the gap between Real Estate Developers/ Owners and Mobile Operators. With this proposition, TAWAL undertakes the building of ultra-modern telecom infrastructure based on the client customized requirements. The scope encompasses the stages from zoning and site acquisition to delivery of the passive infrastructure which includes the site, tower, shelter, and power supply.

The product offers clients a wide range of solutions tailored to fit their requirements. In areas where commercial power grid is not available, Lite B2S offers alternative power sources to ensure availability even in rural and remote areas. Depending on the Model examined, the product is complemented with O&M service through which TAWAL will operate and maintain the sites on behalf of the client during the contract period.

How Does Lite Built to Suit Benefit Your Business?

- **Boosting** preparedness for networks presence.
- **Allowing** rollout of innovative services, even in rural areas.
- **Saving time** and effort through relaying operation and maintenance activities during the flexible contract period.
- **Transferring the risk** and management of running independent telecom infrastructure facilities.
- **Reducing** environmental impact through promoting shareability and contributing to a lower carbon footprint.

Our Products & Solutions

03. COLOCATION

Engage in sharing passive infrastructure through collocating on our towers to densify your network.



WHAT IS COLOCATION?

Colocation refers to the mutual use of a single site to mount multiple telecommunications antennas or equipment operated by different carriers or enterprises. Consolidation enables & encourages operators to dismantle their existing sites and move their equipment to our existing sites at lower fees. This full-fledged eco-friendly solution allows clients including network operators, Internet Service Providers (ISPs), private enterprises, and government entities to **share the passive infrastructure** by leasing spaces on our existing telecom towers, enabling them to densify their presence with ease. Through colocation, carriers & enterprise entities can utilize our broad portfolio of over **+15,500 towers**, spread across the Kingdom, to **expand their services** and **reach remote destinations and rural areas**.

Colocation solutions include O&M services through which we undertake all activities related to operating and maintaining the passive infrastructure on behalf of our tenants. We ensure an integrated, top-notch service with **high network stability** through deploying a range of facilities, including installation, power supply, and security.

How Does Colocation support Your Business?

- **Saving** on direct operating costs and minimizing leasing rates by tower sharing.
- **Boosting** preparedness to increase network capacity and improve coverage.
- **Allowing** quicker rollout of innovative services, even in rural areas.
- **Saving** time and effort through relying on our operation and maintenance activities.
- **Transferring** the risk associated with managing your own independent facilities.
- **Reducing** the environmental impact through contributing to a lower carbon footprint.

Our Products & Solutions

04 .LITE COLOCATION

With our Lite Colocation service, benefit from flexible commitment terms and low-price offerings backed by a cutting-edge telecommunication infrastructure.



WHAT IS LITE COLOCATION?

An alternative Colocation setup tailored for specific segments or cases where requirements differ from the traditional Colocation setup. For any customer that needs to set their coverage, whether telecom or non-telecom coverage, Lite Colocation is a product that gives the customer a tailored specs to host their telecom equipment. Unlike the standard Colocation product, **Lite Colocation has flexible commitment plans at a competitive fee**. While leveraging TAWAL footprint, Lite Colocation will offer the services at **flexible commitment terms, competitive rates, and flexible payment options**. Using our ultra-modern telecom infrastructure, TAWAL will cater to the client's customized needs by choosing from various models and specifications. The scope includes the same stages of standard Colocation from surveying, passive equipment installation through O&M.

How Does Lite Colocation Benefit Your Business?

- **Accelerating** the implementation and roll-out process for client's services.
- **Relying** on an already rolled-out infrastructure make it easy to scale your business up smoothly.
- **Boosting** preparedness for networks presence.
- **Allowing** rollout of innovative services.
- **Saving time and effort** through relaying operation and maintenance activities during the flexible contract period.
- **Transferring** the risk and management of running independent telecom infrastructure facilities.
- **Reducing** environmental impact through promoting shareability and contributing to a lower carbon footprint.

Our Products & Solutions

05. IN-BUILDING SOLUTION (IBS)

Extend your network with the internal coverage at superior quality in a cost-effective manner.

WHAT IS IN-BUILDING SOLUTION (IBS)?

In TAWAL, we provide comprehensive infrastructure solutions to fulfill our clients' various needs, including In-Building Solution (IBS) as part of our product portfolio, covering design, implementation, and operation phases to **boost internal coverage** across airports, hospitals, universities, stadiums, hotels, malls, commercial buildings, towers, government entities, and other buildings. IBS supports our customers from telecom companies, **building landlords, real estate, and complexes owners** by providing superior internal coverage with cutting-edge technologies.

It allows you to **optimize the capital expenses** by enhancing the concept of infrastructure sharing among all our clients, while providing operation and maintenance services to achieve the highest standards of operational efficiency. This kind of solutions will enhance the experience of our clients who lead the mega projects and businesses in the Kingdom, which will help increasing the reliability of their networks and services. The In-Building Solutions include leasing spaces, providing preventive maintenance, fault management, energy management, and other services.

How does IBS support your business?

- **Providing** superior internal coverage for crowded areas.
- **Enhancing** network capacity to support high-speed data services.
- **Providing** coverage in areas that outdoor towers have difficulties reaching, such as basement and the upper floors of high-rise buildings.
- **Providing** a cost-effective solution to cater for the growing number of users.
- **Accelerating** the testing & deployment of the latest technologies.

Our Products & Solutions

06. OPERATION & MAINTENANCE AS A SERVICE

We offer operation and maintenance solutions for our clients' owned infrastructure.



WHAT IS O&M AS A SERVICE?

Operation & Maintenance as a service includes **maintaining the passive infrastructure on a particular site**, including the tower, shelters and power supply, in line with the best international practices and the highest safety compliance standards. At TAWAL we undertake tech-savvy maintenance and operation activities for our clients' owned infrastructure with **premium and cost-efficient** O&M services, leveraging on our experience in tower operations and our nationwide presence.

How does O&M benefit your business?

- **Expert** operations and maintenance services at a lower cost.
- **Effective** quality control for interventions from third parties.
- **Advanced** key performance monitoring and incident management following best practices.

TAWAL's International Expansion Strategy

Building on the strong foundations of owning and managing the **largest tower site portfolio in the Middle East**, TAWAL has developed an **International Expansion Strategy** that aims to fulfill our objectives by seizing opportunities of acquiring and building assets worldwide as we remain focused on our objectives and staying true to our core values that guide our every decision.

TAWAL focuses on **acquiring and merging its resources** with target tower companies, while also enabling MNOs to benefit from TAWAL's solutions for the purpose of **facilitating their network coverage expansion** within the designated country.

TAWAL has created a **worldwide growth expansion plan** that focuses on extending its **international footprint** by consistently pursuing and grabbing opportunities abroad, based on the strong foundations of owning, managing, and operating the **Middle East's largest site portfolio**.

What are our criteria in screening potential markets?



Population
Number of Sites
Rollout Needs



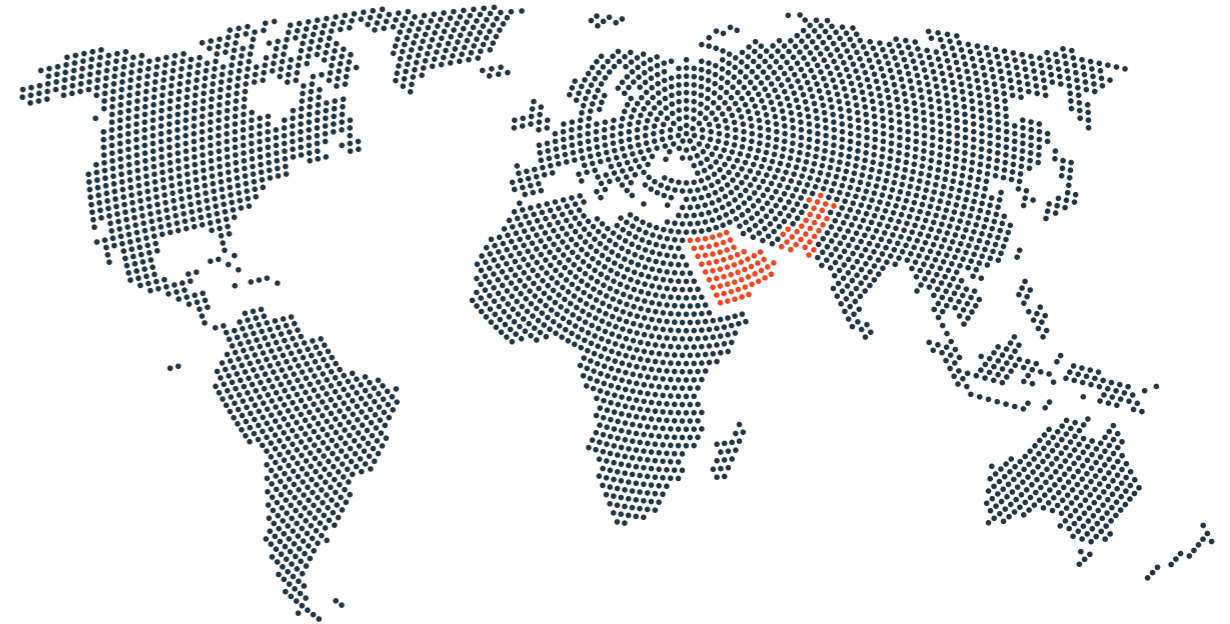
Number of MNOs
Competition
Regulatory Framework



Portfolio Size
Growth Potential

30

Building on the strong foundations of owning and managing the largest tower site portfolio in the Middle East, TAWAL has developed an International Expansion Strategy that aims to fulfill our objectives by seizing opportunities of acquiring and building assets worldwide as we remain focused on our objectives and staying true to our core values that guide our every decision.



31

TAWAL'S SUSTAINABILITY STRATEGY

TAWAL's Sustainability Strategy was meticulously developed taking into account industry best practices, global & local regulatory trends, Saudi national sustainability ambitions, and Sustainable Development Goals defined by the United Nations.

Our Sustainability Strategy Pillars:

A: Care for the Environment

- 1. Reduce Fuel Emissions and Promote Green Energy**
Reduce Greenhouse Gas emissions by electrification and hybrid solutions
- 2. Promote Energy Efficiency**
Reduce energy consumption by promoting efficient energy solutions such as solar panels
- 3. Waste Management and Recycling**
Improve product end-of-life management and promote recycling
- 4. Promote Tower Sharing**
Promote consolidation/colocation to improve urban landscape

B: Contribute to the Economic Development

- 5. Increase the Local Suppliers' Value Contribution**
Promote local purchase while improving overall competitiveness of suppliers

C: Support Community Empowerment

- 6. Tower to Community Connect**
Implement initiatives such as education and other social programs to support local communities across the Kingdom

D: Promote Accessibility and Inclusion

- 7. Network Resilience**
Ensure excellence in network planning and design and adopt autonomy
- 8. Infrastructure Expansion in Under-served Areas**
Improve network coverage by new towers/colocations in under-served areas

OUR SUCCESS PARTNERS

ENABLERS



وزارة الاتصالات
وتقنية المعلومات
MINISTRY OF COMMUNICATIONS
AND INFORMATION TECHNOLOGY



هيئة الاتصالات والفضاء والتقنية
Communications, Space &
Technology Commission



وزارة الشؤون
البلدية والقروية
Ministry of Municipal & Rural Affairs

CLIENTS

Telecom Operators



stc

zain



شركة اتحاد عذيب للاتصالات
Etihad Atheeb Telecom Company

CLIENTS

Non-Telecom Operators



وزارة الدفاع
MINISTRY OF DEFENSE



وزارة التعليم
Ministry of Education



الهيئة الملكية لمحافظة العلا
Royal Commission for AlUla

الهيئة الملكية لمدينة الرياض
ROYAL COMMISSION FOR RIYADH CITY



وزارة الرياضة
Ministry of Sports



الهيئة العامة لعقارات الدولة
STATE PROPERTIES GENERAL AUTHORITY

مدن MODON
الهيئة السعودية للمدن الصناعية ومناطق التقنية
Saudi Authority for Industrial Cities and Technology Zones

GACA
الهيئة العامة للطيران المدني
General Authority of Civil Aviation



NEOM



روشن
ROSHN

KAEC
مدينة الملك عبدالله الاقتصادية

أرامكو السعودية
saudi aramco

CLIENTS

Non-Telecom Operators



مركز الملك عبدالعزيز المالي
KAFD



المؤسسة العامة لتحلية المياه المالحة
Saline Water Conversion Corporation



الشركة السعودية للكهرباء
Saudi Electricity Company

شركة المياه الوطنية
National Water Company



تقنية الفضاء
TAQNIYA SPACE



Mouwasat



المواساة
Mouwasat Medical Services Co.

عقارات الخليج
Gulf Real Estate



SANS
خدمات الملاحة الجوية السعودية
Saudi Air Navigation Services



شركة ذاخر للتطوير المحدودة
THARHER DEVELOPMENT COMPANY LIMITED



مجموعة عبد المحسن الحكير القابضة
ABDULMOHSIN ALHOKAIR HOLDING GROUP

SOLITAIRE



جامعة الملك سعود
King Saud University



كليات الغد الدولية
ALGHAD INTERNATIONAL COLLEGES
للعلوم الطبية التطبيقية
For Applied Medical Sciences



أيان للاستثمار
AYYAN
— INVESTMENT —




ميدكلينيك
MEDICLINIC
مستشفى المرجان
AL MURJAN HOSPITAL




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