

# Mobile operators to tackle race for spectrum at London TMT M&A event

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The universal rollout of 4G services and a shift towards the data driven consumer is putting increasing pressure on mobile operators to develop new spectrum acquisition strategies.

Operators now require portfolios of low frequency spectrum to provide high quality coverage and high frequency spectrum to support the highest-data rates and provide high levels of capacity in the most populated areas.

"Spectrum portfolios are market-defining - if you haven't got the right spectrum - or not enough of it - you are going to find it difficult to be a successful market player," said Jan Willem van den Bos, Partner, SNR Denton, who will be chairing the Race for Spectrum panel at the TMT M&A Forum 2013 (<http://www.tmtfinance.com/merger/>) in London on March 14 at the Millennium Hotel Mayfair.

"The good news is that the spectrum market is far more dynamic than it used to be - if you haven't got the right spectrum now, chances are you may be able to pick up what you need soon, such as through re-farming initiatives, liberalisation and trading opportunities. You can see why spectrum regulation is key to making sure this market doesn't fail," said van den Bos.

The spectrum panel also includes speakers from EE, Hutchison 3, SFR, Standard Chartered, Virgin Media and Alix Partners, who will be assessing new licence auctions and the impact of regulation, including key issues such as what new spectrum is available and necessary; valuing licences and spectrum; how should bundles be packaged and 4G, LTE and Wimax and protecting against new technology shifts.

For the full programme go to <http://www.tmtfinance.com/merger/programme>

"The recent UK 4G auction resulted in an unexpected disparity in spectrum holdings across the different operators – it will be interesting to see how this impacts mobile market dynamics," commented spectrum specialist Amit Nagpal, Partner, Aetha Consulting. "For example, could EE increase its market-share in the medium-term through acquiring high-value customers who are attracted by unlimited data plans at price points which other operators could struggle to match?"

TMT M&A Forum 2013 (<http://www.tmtfinance.com/merger/>), which is produced by TMT Finance, gathers leading telecom tech and media executives, including CEOs, CSOs, CFOs and Heads of M&A, with investment bankers, private equity investors and specialist advisers to assess how transactions will drive change globally.

To register to attend go to <http://www.tmtfinance.com/merger/register/>

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