



PTI BOLIVIA

Client Impact





ABOUT PTI BOLIVIA

PTI Bolivia is a subsidiary company created to acquire, build, maintain, operate, and lease wireless communications infrastructure in Bolivia. PTI Bolivia is owned by Phoenix Tower International (PTI), a leading high-quality wireless infrastructure operator of telecommunications towers across Latin America and the Caribbean.

Founded in 2013, PTI has been working to consolidate and deploy new tower portfolios in the region. The company has a specialized telecommunications infrastructure management team prepared to meet client needs. Through its corporate policies and procedures, PTI is committed to practices that foster equal opportunity, diversity, and a safe work environment. PTI also works to reduce its environmental footprint while improving the quality of life for local communities.

PTI is a leading independent telecommunication tower operator in Latin America and Caribbean

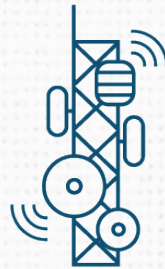
Telecom towers:
716

Women employees:
33%

GEOGRAPHIC FOCUS



SECTORS



VISION



PARTNERING WITH PTI BOLIVIA



IDB Invest is providing US\$60 million in financing to PTI Bolivia for the acquisition and construction of wireless towers. With this investment, IDB Invest is contributing to increasing the productivity of Bolivia's existing telecommunication infrastructure and expanding the geographic coverage of its mobile telecommunication network.

The investment offers PTI Bolivia the opportunity to apply innovative solutions to expand its services and facilitate the shared use of telecommunications towers among wireless providers while increasing wireless broadband penetration. The project also enables PTI Bolivia to develop and implement an environmental assessment to better identify and manage potential environmental and social risks related to its operations, including mechanisms to address community concerns and conduct public consultations related to new investments.

INVESTMENT SNAPSHOT

| Sector | Region | Project Investment | Approval Date |
|------------|---------|--------------------|---------------|
| Corporates | Bolivia | US\$60M | 2018 |

Targets (2023)

| | |
|--------------------------|--------------------|
| Number of 4G subscribers | Site Tenancy Ratio |
| 4,600,000 | 1.64 |
| Acquired towers | Constructed towers |
| 617 | 104 |



MEASURING DEVELOPMENT IMPACT

IDB Invest's [Impact Management Framework](#) is an end-to-end series of tools and practices covering the complete investment lifecycle. It allows us to build, measure, and manage a portfolio of financially sustainable investments that maximize development impact and contribute to reaching the Sustainable Development Goals (SDGs).

The SDGs are at the core of our approach. IDB Invest identifies the expected contributions of each investment to specific SDG targets upfront, and measures actual progress achieved over time.

PTI BOLIVIA: DEVELOPMENT IMPACT RESULTS

1 NO POVERTY



PTI Bolivia improves broadband coverage provision for low-income communities giving potential access to 4G.¹

NUMBER OF 4G SUBSCRIBERS (2021):
7,249,363²

8 DECENT WORK AND ECONOMIC GROWTH



PTI Bolivia improves telecommunication's infrastructure efficiency and capacity, thus promoting inclusive and sustainable economic growth.

SITE TENANCY RATIO (2021):
1.23

JOBS SUPPORTED:
12

9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



The project increases wireless broadband penetration by developing efficient infrastructure, thus contributing to economic development and human well-being.

NUMBER OF 4G SUBSCRIBERS (2021):
7,249,363²

NUMBER OF CONSTRUCTED TOWERS (2021):
108

¹ PTI Bolivia's infrastructure is located in municipalities and departments with poverty rates above 40%. (Source: Bolivia Household Survey 2016-2020. National Institute of Statistics).

² Source: GSMA Intelligence, © GSMA Intelligence Service 2020

10 REDUCED INEQUALITIES



PTI Bolivia promotes assistance and financial flows, including foreign direct investment in developing countries.

COUNTRY OF IMPLEMENTATION (2021):

Bolivia

17 PARTNERSHIPS FOR THE GOALS



PTI Bolivia mobilizes financial resources to boost technology and innovation, increasing wireless broadband penetration in developing countries.

NUMBER OF CONSTRUCTED TOWERS (2021):

108

NUMBER OF ACQUIRED TOWERS (2021):

608

RESOURCE MOBILIZATION AMOUNT (2021):

US\$15M



MEASURING & MANAGING IMPACT: PTI BOLIVIA'S DELTA IMPACT SCORE

DELTA Impact Score

The DELTA is IDB Invest's rating system for assessing the expected economic, social, and environmental impact of each investment. The DELTA Impact Score* is tracked and updated annually to monitor and benchmark investment performance.

PTI Bolivia's DELTA Impact Score reflects its potential to improve productivity in the mobile telecommunication sector since the deployment of new networks will be more affordable and dynamic due to infrastructure sharing. In addition, the score reflects the company's contribution to reducing Bolivia's connectivity gap by expanding mobile broadband coverage and reducing operator costs with the deployment of 4G technology. The score also captures the company's capacity to introduce an innovative tower sharing business model to the Bolivian market.

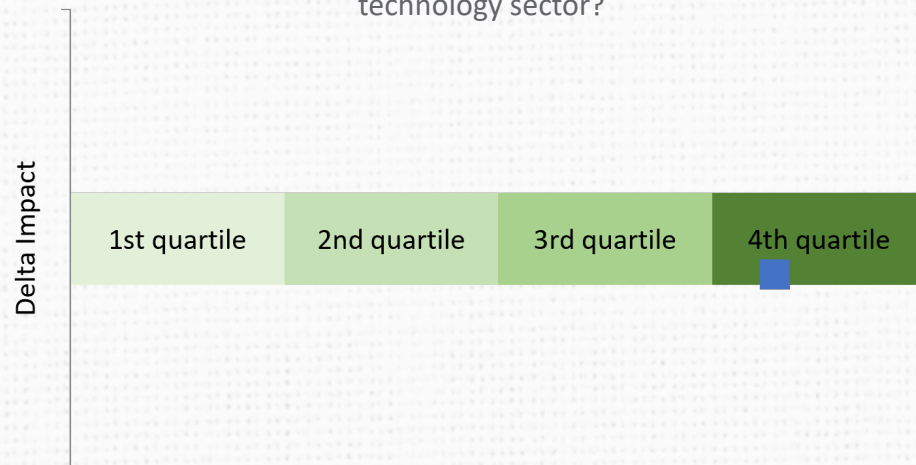
*To complement the DELTA Impact Score, IDB Invest calculates an Additionality Score to ensure that it provides financing beyond what is available in the market and that it contributes to better investment outcomes. The "DELTA Project Score" is the overall rating assigned to each project that encompasses both the DELTA Impact Score and the DELTA Additionality Score.

MEASURING & MANAGING IMPACT: PTI BOLIVIA'S DELTA IMPACT SCORE

DELTA IMPACT SCORE



How does **PTI Bolivia** compare to other investments in the science and technology sector?



BUILDING BLOCKS OF THE DELTA IMPACT SCORE*



Economic Analysis

Estimates the net benefits of the investment to the economy and society (Economic & Social Rate of Return).



Stakeholder Analysis

Complements the Economic Analysis by assessing the types of beneficiaries reached and the type of benefits generated.



Sustainability

Ensures that the project is financially sustainable and meets IDB Invest's ESG requirements.

* To complement the DELTA Impact Score, IDB Invest computes an Additionality Score to ensure that it provides financing beyond what is available in the market and that it contributes to better investment outcomes. The DELTA Project Score is the overall score that encompasses both the DELTA Impact Score and the DELTA Additionality Score.

Client Impact  **DEBrief**

Managing for impact is an ongoing process.

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