SBA Communications Corporation Acquires 127 Towers From US Unwired For $40 Million

BOCA RATON, Fla., Jan. 2 /PRNewswire/ -- SBA Communications Corporation (Nasdaq: SBAC) announced today that it has acquired 127 towers from US Unwired Inc. (Nasdaq: UNWR), a Sprint PCS Network Partner, for approximately $40 million in cash. The towers are located in Louisiana, Texas, and Arkansas.

"We are pleased to enter into this relationship with US Unwired," said Steven Bernstein, Chairman and CEO of SBA. "We were attracted to the portfolio because US Unwired's towers are very similar to the towers we have been building for SBA -- newly-constructed, well-located, multi-tenant capable and engineered for today's PCS, digital and data users," concluded Bernstein.

SBA paid US Unwired $313,000 per tower, and US Unwired will lease space on the towers for an initial monthly rental fee of $1,500 per site under a long- term lease agreement with 4% annual increases in subsequent years. The 127 towers currently produce approximately $360,000 in annualized rent from parties other than US Unwired. Annualized operating expenses are approximately $1.1 million, with no revenue-sharing obligations.

Subject to certain conditions, the agreement also provides SBA the option to purchase an additional 173 towers by April 2001 and another 100 towers by December 31, 2001, under similar terms, including the same cash purchase price per tower of $313,000 and initial monthly rental fee of $1,500 per month.

Adds Jeff Stoops, SBA's President: "The US Unwired towers are high-quality assets located in high-growth Sunbelt markets. The towers average over 235' in height, 90% of which are either guyed or lattice in design. With US Unwired, the towers currently average 1.2 tenants per tower. The towers are structurally capable of holding 3.5 to 4.0 or more broadband tenants, providing SBA with ample room for additional lease-up and performing installation and other tower-related services. We are very excited about the transaction and view it very similarly to our prior tower purchases from carriers -- well-engineered and located, structurally capable towers in growth markets with an excellent company in US Unwired as our anchor tenant."

SBA is a leading independent owner and operator of wireless communications infrastructure in the United States. SBA's primary focus is the construction of new towers and acquisition of existing towers for its own account. Since it was founded in 1989, SBA has participated in the development of over 14,000 antenna sites in the United States. More information about SBA can be found at www.sbasite.com.

For further information, please contact: Jeffrey A. Stoops, President, (561) 995-7670.

Information concerning forward-looking statements:

This press release includes forward-looking statements about SBA's business, operations and other matters, including statements with respect to the quality and capacity of the acquired towers and the growth potential of the markets in which the towers are located. These forward-looking statements may be affected by the risks and uncertainties in SBA's business. This information is qualified in its entirety by cautionary statements and risk factor disclosure contained in certain of SBA's Securities and Exchange Commission filings. SBA wishes to caution readers that certain important factors may have affected and could in the future affect SBA's actual results and could cause SBA's actual results for subsequent periods to differ materially from those expressed in any forward-looking statement made by or on behalf of SBA. Such factors include, but are not limited to: (1) SBA's ability to secure as many site leasing tenants as planned; (2) SBA's ability to expand its site leasing business and maintain or expand its site development business; (3) SBA's ability to continue and expand synergies between its site leasing and site development businesses; (4) SBA's ability to identify and acquire new towers, including its capability to timely complete due diligence and obtain third party consents; (5) SBA's ability to retain current lessees on newly acquired towers; (6) SBA's ability to realize economies of scale for newly acquired towers; (7) the continued dependence on towers and outsourced site development services by the wireless communications industry; (8) SBA's ability to compete effectively for new tower opportunities and site development services in light of increased competition; (9) SBA's ability to raise substantial additional financing to expand its tower holdings; and (10) the business climate for the wireless communications industry in general and the wireless communications infrastructure providers in particular. With respect to the option to acquire additional towers from US Unwired, a number of factors, including, without limitation, ongoing due diligence and third-party consents will affect the timing of consummation or whether such acquisition is ever consummated should the option be exercised (of which there can be no assurance). SBA undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date hereof.

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