


TIGER AGREES FIBER SALE TO STONEPEAK, RAISES USD 227M

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USA & Canada

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Country:  USA

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Tiger Infrastructure Partners Fund has agreed to sell a data transport company to a [Stonepeak Infrastructure Partners](#)' subsidiary and separately made a USD 227m Form D filing with the SEC for its second fund.

In a 30 May press release, the company said it had agreed to sell Hudson Fiber Networks to ExteNet Systems for an undisclosed price.

According to a source close to the deal, the transaction is due to close in the next 90 days.

Neither Tiger Infrastructure Partners nor Stonepeak Infrastructure Partners returned requests for comment.

Since it acquired Hudson Fiber Network (HFN) in 2014 from the company's founders, Tiger Infrastructure Partners invested in expanding HFN's network in the Manhattan and New Jersey markets by building and acquiring new fiber, growing its enterprise business, and increasing its dark fiber product offerings.

"It was the right time (for Tiger Infrastructure Partners) to sell," said Michael Quinn, partner at financial advisory firm Q Advisors who have represented HFN for the last seven years.

"There is a shortage of independent assets like HFN with their footprint (in the New Jersey and Manhattan metropolitan areas) and it will be good for ExteNet to expand their offering in this area. There is room in the sector for smaller 'niche' fiber players to fill out the desires of larger carriers," he said.

"Tiger's successful partnership with HFN was a good example of our investment strategy: we provided growth capital and the resources of our operating and financial teams to help a young company with superb management build critical infrastructure and scale," said Tiger CEO and Managing Partner, Emil W. Henry Jr. in the statement. "Communications infrastructure remains one of Tiger's key areas of focus," he added.

HFN's CEO Brett Diamond, commented "three years ago, I chose Tiger as our financial partner because of their intensive value-add approach to growth infrastructure. Their contributions to our success were critical."

Quinn added that during their time under Tiger, HFN "built a whole lot of fiber. They have a good relationship with Webster Bank, which supported their expansion."

Q Advisors (financial) and Lowenstein Sandler (legal) advised Hudson Fiber Network on the transaction. Reed Smith (legal) advised ExteNet.

Funds

In a 24 May 2018 filing with US financial regulator the SEC, Tiger Infrastructure Partners announced that it raised a total of USD 227m for the [Tiger Infrastructure Partners Fund II](#).

The firm announced that the [Tiger Infrastructure Partners Fund II \(Europe\)](#), SLP vehicle, which is registered in Luxembourg, had raised a total of USD 227m including the USD 176.5m that the Tiger Infrastructure Partners Fund II announced in January 2018.

Threadmark LP acted as the placement agent and the fund reported that two investors had committed the additional USD 50.5m.

Through its two funds, Tiger Infrastructure Partners has made multiple investments in telecoms infrastructure since 2014.

The firm's USD 113.4m first fund acquired an undisclosed stake in Luxembourg-based data center company Etix Everywhere alongside French fund manager InfraVia in early 2015.

More recently in December 2017, the firm's second fund announced the acquisition of Crosslake Fibre, a fixed-line infrastructure company currently running a cross-border cable between Toronto, Canada and Buffalo, New York through Lake Ontario.

Deal Profile

Hudson Fiber Network

 USA | Telecommunications | Fixed Line | Brownfield

Seller Financial Advisor

Seller Legal Advisor

Acquirer Legal Advisor

Q Advisors

Perkins Coie

Lowenstein Sandler

Investor Profile

Stonepeak Infrastructure Partners GP

 USA | Unlisted

Advisor Profile

Reed Smith

 USA | Legal | Deal count: 11

Q Advisors

 USA | Financial | Deal count: 1

Lowenstein Sandler

 USA | Legal | Deal count: 4

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