
UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(D) OF
THE SECURITIES EXCHANGE ACT OF 1934

DATE OF REPORT (DATE OF EARLIEST EVENT REPORTED): JANUARY 11, 2002

CROWN CASTLE INTERNATIONAL CORP.
(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

DELAWARE
(STATE OR OTHER JURISDICTION
OF INCORPORATION)

0-24737 (COMMISSION FILE NUMBER)

76-0470458 (IRS EMPLOYER IDENTIFICATION NUMBER)

510 BERING DRIVE
SUITE 500
HOUSTON, TX 77057
(ADDRESS OF PRINCIPAL EXECUTIVE OFFICE)

REGISTRANT'S TELEPHONE NUMBER, INCLUDING AREA CODE: (713) 570-3000

THIS DOCUMENT INCLUDES "FORWARD-LOOKING" STATEMENTS WITHIN THE MEANING OF SECTION 27A OF THE SECURITIES ACT OF 1933 AND SECTION 21E OF THE SECURITIES EXCHANGE ACT OF 1934. OTHER THAN STATEMENTS OF HISTORICAL FACT, ALL STATEMENTS REGARDING INDUSTRY PROSPECTS, THE CONSUMMATION OF THE TRANSACTIONS DESCRIBED IN THIS DOCUMENT AND THE COMPANY'S EXPECTATIONS REGARDING THE FUTURE PERFORMANCE OF ITS BUSINESSES AND ITS FINANCIAL POSITION ARE FORWARD-LOOKING STATEMENTS. THESE FORWARD-LOOKING STATEMENTS ARE SUBJECT TO NUMEROUS RISKS AND UNCERTAINTIES.

Item 7. Financial Statements and Exhibits

(c) Exhibits

Exhibit No. Description

99.1 Slide presentation from Salomon Smith Barney Entertainment, Media and Telecommunications Conference on January 9, 2002

Item 9. Regulation FD Disclosure

Crown Castle International Corp. presented at the Salomon Smith Barney Entertainment, Media and Telecommunications Conference on January 9, 2002. At the conference, John P. Kelly, Chief Executive Officer, and W. Benjamin Moreland, Chief Financial Officer, discussed the Company's and the tower industry's outlook and responded to questions. To assist investors and other interested parties in their analysis of the Company, the slide presentation is attached as Exhibit 99.1 to this Form 8-K (Exhibit 99.1 is not filed but is furnished pursuant to Regulation FD). The audio webcast of this presentation and the accompanying slide presentation is also accessible to the public on the Company's web site at www.crowncastle.com. It will remain there until February 8, 2002.

FORWARD-LOOKING STATEMENTS

The document attached hereto as Exhibit 99.1 contains numerous forward-looking statements, based on management's current beliefs and assumptions. The forward-looking statements involve expectations, projections and estimates regarding the wireless industry or Crown Castle International Corp. (including its subsidiaries), including expectations, projections and estimates regarding: (i) implementation of our strategy, (ii) future free cash flow targets, (iii) demand for our towers, (iv) new tenant co-location rates, (iv) future margins, (iv) financial performance of our towers, (v) EBITDA growth rates, (vi) future revenues, expenditures and liquidity, (vii) future cell site density, (viii) emergence of new mobile technologies, including 2.5/3G, and (ix) carrier subscriber growth rates.

Such forward-looking statements are subject to numerous risks, uncertainties and assumptions, including (i) those relating to the matters described above, (ii) those included in the Risk Factors sections of the Company's filings with the Securities and Exchange Commission, and (iii) the following:

- . Demand for towers and wireless communication sites may be lower or slower than anticipated for numerous reasons, including reduced carrier expansion, carrier consolidation, network sharing, technology development, or RF health concerns
- . Demand for wireless communications may be lower or slower than anticipated for numerous reasons, including slow customer adoption rates of 2.5/3G and other technologies $\,$
- . Our strategy may be more difficult to implement than anticipated due to financial or other reasons, including our significant amount of indebtedness, or reduced cash flow as a result of reduced revenues or increased operating costs, interest rates or capital expenditures

Should one or more of these risks materialize, or should any underlying assumption prove incorrect, actual results may vary materially from those projected in the forward-looking statements. The Company assumes no obligation to update publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

CROWN CASTLE INTERNATIONAL CORP.

by /s/ E. BLAKE HAWK

Name: E. Blake Hawk Title: Executive Vice President

Date: January 11, 2002

EXHIBIT INDEX

Exhibit No.

99.1 Description

Slide presentation from Salomon Smith Barney Media Conference on January 9, 2002

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SLIDE 1

CROWN CASTLE INTERNATIONAL CORP.
NYSE: CCI

John P. Kelly - Chief Executive Officer W. Benjamin Moreland - Chief Financial Officer

SLIDE 2 FORWARD LOOKING INFORMATION

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SLIDE 3
FORWARD LOOKING INFORMATION

Certain Risks and Uncertainties

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SLIDE 4 CROWN CASTLE LEADS THE INDUSTRY

- * Largest independent wireless tower operator in the world
 - Largest tower portfolio (16,000 towers y/e 2001)
 - Largest operating platform
- * Highest revenue per tower (\$40,000 +LQA)
- * Highest operating margins (56% Q4 2001Estimated)
- * Most experienced engineering staff

SLIDE 5

MISSION AND STRATEGY

Mission

- -----

* To develop, deploy, own, and operate the most technologically advanced, shared communications infrastructure . . .

Strategy

cracegy

- * Lease existing towers
- * Streamline operations
- Maximize site revenue
- * Allocate capital efficiently

SLIDE 6

PREMIER USA NATIONAL TOWER FOOTPRINT

[Map showing Crown Castle International Corp. USA tower footprint]

SLIDE 7

PREMIER UK NATIONAL TOWER FOOTPRINT

[Map showing Crown Castle International Corp. United Kingdom tower footprint]

SLIDE 8

REVENUE BY CUSTOMER & INDUSTRY

% of Recurring Revenue

BBC 15.2% Verizon 12.0% ITV Digital 5.1% Cingular 4.6% Deutsche Telecom 4.5% Nextel 4.3% NTL 3.7% British Telecom 3.5% Voice Stream 2.6% 55.7% Subtotal Other 44.3%

[The following is a tabular representation of graphical materials]

Recurring Revenue by Industry

Broadcast 26% Telecoms 72% Other 2%

SLIDE 9
TOWER PERFORMANCE BY YEAR

As of 9/30/01	Annualized Rev/Tower (000's)	BBE	Margin %	Telecom & Broadcast ROA
CCUK CCUS	69.9	N/A	51%	9%
Pre 1998	70.8	3.93	77%	16%
1998	46.3	2.57	65%	9%
1999	39.3	2.18	59%	5%
2000	27.8	1.54	42%	3%

SLIDE 10 FINANCIAL STRATEGY

- Capital Allocation
- Debt service (i.e. cash interest)
- Tower builds & improvements
- Service offerings (e.g., backhaul)
- * Liquidity
 - Fully-funded for existing business plan
 - Adequate covenant headroom
- * Capital Structure
 - Reduce the cost of capital through operating performance and de-leveraging the balance sheet

SLIDE 11 THE PATH TO FREE CASH FLOW IN 2004

Objective: Achieve positive free cash flow after interest and capital expenditures in 2004 with existing financial resources while significantly deleveraging the capital structure.

Solution: Continued execution of the core tower leasing business and allocation of capital spending to value-enhancing activities within the constraints imposed.

SLIDE 12 ONE TOWER MODEL

	Q4 01E Annualized	Q4 02E Annualized	Q4 03E Annualized	Q4 04E Annualized
BBEs	2.25	2.61	2.99	3.37
Revenue	\$40,500	\$47,000	\$53,800	\$60,600
Operating Expenses	16,000	16,800	17,600	18,400
G&A	1,900	2,100	2,200	2,300
EBITDA	22,600	28,100	34,000	39,900
EBITDA Margin	56%	60%	63%	66%
Incremental Margin		85%	87%	87%
Revenue Growth		16%	14%	13%
EBITDA Growth		24%	21%	17%

Assumes leasing at .4 BBE annually

(In Millions)	2002	2003	2004
Tower Revenue	\$685 - 710	\$810 - 840	\$950 - 1000
Tower Gross Profit	405 - 450	510 - 560	620 - 690
Service Gross Profit	50 - 60	60 - 70	65 - 75
Total G&A	79 - 88	83 - 92	88 - 97
EBITDA	385 - 415	480 - 530	595 - 655
Capital Expenditures	510 - 610	325 - 425	260 - 360
Interest Expense	280 - 310	280 - 315	330 - 370
Cash Interest Expense	180 - 200	195 - 220	295 - 325

Based on expected lease-up of .4 - .45 tenants per tower annually

SLIDE 14 EBITDA FORECAST

[The following is a tabular representation of graphical materials]

Actual / Projected Mid-point of EBITDA Guidance (in millions)

1999 Actual	2000 Actual	2001 Estimated	2002 Estimated	2003 Estimated	2004 Estimated
\$140	\$247	\$320	\$400	\$505	\$625
		(35	% CAGR)		

SLIDE 15 CAPITAL EXPENDITURES FORECAST

[The following is a tabular representation of graphical materials]

Projected Midpoint of Capex Guidance (in millions)

2001	2002	2003	2004
Estimated	Estimated	Estimated	Estimated
\$750	\$ 560	\$ 375	\$ 310

SLIDE 16 FREE CASH FLOW FORECAST

[The following is a tabular representation of graphical materials]

	2001 Estimated	2002 Estimated	2003 Estimated	2004 Estimated
Free Cash Flow (in millions) Consolidated Net Debt + PIK /	(\$690)	(\$350)	(\$77)	\$5
LQA EBITDA	8.0x	7.6x	6.4x	5.4x

SLIDE 17 LIQUIDITY FORECAST

[The following is a tabular representation of graphical materials]

(in millions)	2001	2002	2003	2004
	Estimated	Estimated	Estimated	Estimated
Debt Availability	\$ 580	\$ 500	\$ 465	\$415
Cash	\$ 850	\$ 500	\$ 270	\$340
Total	\$1,430	\$1,000	\$ 735	\$755

SLIDE 18

CROWN CASTLE INTERNATIONAL CORP.

NYSE: CCI

John P. Kelly - Chief Executive Officer

SLIDE 19 CURRENT STATE OF MIND

- * Wireless industry growth slowing due to wireless data delays
- Current coverage is sufficient
- * 2.5/3G technologies reduce need for more sites
- * Capital constraints may result in carriers waiting
- * Capacity problems can be fixed with equipment and without sites
- * Spectrum relief & removal of spectrum cap means fewer sites

SLIDE 20

1984: 5-YEAR PROJECTIONS

[The following is a tabular representation of graphical materials]

	(Subscribers in Thousands)					
	1984	1985	1986	1987	1988	1989
Forecast (Original Industry Projection)	0	50	100	200	200	200
Actual	0	390	602	1,289	2,148	3,502

(Source: CTIA)

SLIDE 21

1990: 5-YEAR PROJECTIONS

[The following is a tabular representation of graphical materials]

	(Subscribers in Millions)							
	1990	1991	1992	1993	1994	1995		
Forecast (Original Industry Projection)	5.52	8.00	11.20	15.12	18.44	21.76		
Actual	5.28	7.56	11.03	16.01	24.13	33.79		

(Source: Kagan World Media)

SLIDE 22 1995 5-YEAR PROJECTIONS

[The following is a tabular representation of graphical materials]

	(Subscribers in Millions)						
	1995 1996 1997 1998 1999					2000	
Forecast (Original Industry Projection) Actual	34.78 33.79	46.45 44.04	57.37 55.31	66.90 66.21	76.54 86.05	85.63 109.48	

(Source: Kagan World Media)

SLIDE 23 CURRENT REALITY

- * Usage growth is sky-rocketing
- * Coverage is work in progress
- Technical realities demand more sites to improve performance
 - Spectrum constraints in a highly competitive environment
 - TDMA/GSM spectral efficiency near maximum potential
 - New PCS network build-outs
 - In-building penetration coverage
 - Additional 2.5/3G packet data network loading

SLIDE 24 CARRIERS' FOCUS

"more minute" campaigns . . .

[Pictures of carrier promotions for high minutes of use rates]

SLIDE 25

USAGE IS SKYROCKETING

- - driven by price elasticity 3-yr MOU CAGR = 60%

[Graph showing rising minutes of use from 1992 through 2000]
[Graph showing rising subscribers from 1991 through 2000]
[Graph showing rising monthly usage per subscriber from 1993 through 2000]
[Graph showing ARPU (revenue per month per subscriber) declining from 1993 through 2000]
[Graph showing price per minute declining from 1993 through 2000]

SLIDE 26 NETWORK COVERAGE ISSUES

Situation

- -----

- * Cellular coverage still incomplete
- * PCS coverage (as % of population)... less complete
- * PCS frequencies don't propagate as well as cellular
- * Lack of coverage is number one driver of churn and adds
- * Huge financial incentive to prevent churn

Implication

- -----

* PCS carriers will aggressively add coverage sites

SLIDE 27 WHY CARRIERS EXPERIENCE CHURN

[The following is a tabular representation of graphical materials]

Reason Choose Provider

Good Coverage 20%
Promo/Sale 18%
Recommended 8%
Price 8%
Group Plan 5%

Reason Switched Provider

- -----

Good Coverage 18%
Price Plan 17%
Promo/Sale 12%
Customer service 9%
Recommended 5%

(Source: Telephia; n = 50,000 for choose and 9,500 for switched)

SLIDE 28

NYC CASE STUDY

[The following is a description of graphical materials]

Correlating factors to churn

- -----

Dropped Calls (higher correlation)

Customer Service

Coverage

Network Quality

Blocked Calls (lower correlation)

[Graphic entitled "Net Q Satisfaction vs. Churn: New York" showing increased WSI Net Q Score leads to lower churn rate. Chart states "Increase relative saturation by 14% decreases churn by 1.25%"]

- * For a 20% market player in NYC with 1.2 million subscribers, reduced churn equals greater than \$65 million in annual cost savings.
- * At \$350,000 per cell site, carrier could build 185 new cell sites per year, further reducing churn.

SLIDE 29

FINANCIAL MAGNITUDE OF CHURN

- * Impact to industry of a 1.25% reduction in churn: \$6.65 billion savings
- * \$6.65 billion could build 19,000 cell sites per year at \$350k per site

(Source Calc: 123.2 million subscribers x 1.25% x 12 months per year x \$ 360 per CPGA)

SLIDE 30 RESULT

- * Financial realities for carriers make network performance #1 priority
- * Significant percentage of carrier expenditure will be based on site development

SLTDF 31

TROUBLE SPOTS BY TOWER & OPERATOR

[Graphic entitled "Site Analysis, 2 Mile Radius, San Francisco March 2001"]

(Source: Telephia)

SLIDE 32

TOWER SITE DEMAND PROJECTIONS

- * What is the future cell site density for 2G likely to be?
- * Answers can be proxied by analysis of available metrics:
 - Drive test data
 - Dropped calls, call quality problems, and no service areas
 - Estimate of operators' cell density
 - Demographic proxies
 - Scanning receivers (customer churn)
 - Switch statistics (not available to tower companies)

SLIDE 33

TOWER SITE DEMAND PROJECTIONS

* If we consider 3G high speed data, then cell site density can be projected based on one key assumption:

Data Rate Required

SLIDE 34

MIGRATION TO 3G

[Graphic showing possible evolution of technologies from 2000 through 2004]

(Source: The Strategis Group)

SLIDE 35

WIRELESS DATA: 3G

Relation to cell site density . . .

[Graphic showing higher bits/HZ technologies require smaller cell sites]

Increases in bits/HZ throughput requires smaller cell sites

SLIDE 36

WIRELESS DATA

- * All of today's systems were designed for voice (12.2 KBPS) and will require additional sites to provide ubiquitous high speed data.
 - Three times the number of cell sites will be required, unless:
 - Operator elects to accept lower speed data in marginal areas
 - Certain technologies can improve radio link quality "enough" to support lower speed data.

SLIDE 37 CURENT 5-YEAR PROJECTIONS

[The following is a tabular representation of graphical materials]

(Subscribers in Millions)
2000 2001 2002 2003 2004 2005
--- --- --Forecast 106 135 162 181 201 221

(Source: CTIA)

SLIDE 38

US STILL RELATIVELY UNTAPPED

[The following is a tabular representation of graphical materials]

Penetration Rate by Country

Austria 83.70% 80.11% Italy Sweden 77.62% Portugal 72.44% 72.38% Netherlands 71.94% Switzerland 71.51% Norway 70.12% 69.89% Ireland 66.29% Spain Germany 64.38% Australia 59.20% France 56.71% US 42.19%

(Source: Global Mobile)

SLIDE 39 CONCLUSION

Three major items impact wireless growth . . .

Quality of service Cultural acceptance Spectrum availability