

## “Infrastructure Sharing in Telecom”

QTIL participated in the Conference organized by Indian Infrastructure

*May 10<sup>th</sup> 2007, The Imperial, New Delhi*

India is one of the fastest growing telecom markets in the world. To cater to the increasing subscriber base, service providers need to step up network infrastructure which requires substantial investments. Therefore to utilize its efficiency in the best possible way **QTIL was a co-sponsor** for the infrastructure meet.

For the conference six delegates from QTIL were sent with one speaker. **Mr. Shiv Raichand on behalf of the QTIL team, presented the keen interest in all segments of the businesses as to how would the business grow and at what pace would the sharing commence.** At this conference it was viewed that the scale of infrastructure that is to be built for various operators in the coming 3 years is in the order of 3,00,000 towers or more. There is likelihood of multiple competitors in the fray for this business including operators (Airtel, Hutch, Reliance, Idea) besides Greenfield IP 1 license holders like the likes of QUIPO.

The mission of this conference was to evaluate the potential of infrastructure sharing in the country and discuss strategies, plans, issues and concerns. Questions on top of the mind were:

- What are the industry's views on the recent TRAI recommendations on the infrastructure sharing?
- What are the plans of infrastructure development companies? What are they offering to the service providers?
- What is the current status of infrastructure sharing?
- What is the operator perspective on infrastructure sharing?

These questions helped in enlightening the thoughts of the audience to see the future scenario.

The conference had three distinct sessions: Key trends and practices in infrastructure sharing - India and Overseas; Operator response to TRAI recommendations; and Plans of Infrastructure Development Companies. The conference included all the key stakeholders such as the service providers, infrastructure developers, technology providers, equipment manufacturers, policy makers & regulators, civil contractors, legal & management consultants, industry analysts and financial institutions. This session was an informative experience for everyone present.

QUIPO'S circle plan for coming year was well received by the audience. There were interesting questions asked such as; what is stopping the new entrants from taking a PAN-INDIA stand? These questions were answered by the jury that included QUIPO.

We would like to thank Mr. Arun Kapur, Group President and ED, QIEL for his constant encouragement to the team by discussing the plans of infrastructure development companies and making it a triumph.