

Unitech signs pact for sharing telecom towers

By Staff
New Delhi, Feb 11

Unitech Wireless, the telecom arm of realty company Unitech, on Wednesday announced that it will be leasing towers from Wireless-TT Infoservices Ltd (WTTIL), the tower arm of Tata Teleservices Ltd, and Quippo Telecom Infrastructure Ltd (QTIL), across India. The company said that with this agreement, it will be able to roll out services across 22 circles by the second half of 2009, as planned.

The deal gives Unitech Wireless access to 40,000 towers, which makes it the biggest ever infrastructure sharing deal in telecom in the world. As a result of this announcement, Unitech is expecting the first tranche of money amounting to Rs 1,250 crore from Telenor, its partner in the telecom venture, within the first month.

Norwegian telecom operator Telenor, which had announced purchase of 60% stake in it, last month scrapped its 12-billion-kroner rights issue. The issue had been earlier pro-

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- ▶ Unitech will leverage existing and future towers and backbone infrastructure of WTTIL
- ▶ It will be able to roll out services across 22 circles by the second half of 2009

posed for raising funds for its \$1.6-billion investment in Unitech Wireless. The company will now be raising the money through a combination of cash flow and additional debt.

While scrapping the rights issue, the company had specifically stated that "closing of the Indian transaction is subject to certain conditions being fulfilled. Telenor anticipates that this will take place during the first quarter of 2009. Telenor

remains confident that all conditions will be met within the indicated timeframe". Sources had then confirmed that the investment would be subject to Unitech's ability of signing tower-sharing deals.

According to sources, this week, GSM equipment vendors submitted tenders to Unitech Wireless and orders are expected to be placed within a week. Nokia, Ericsson, Huawei and Alcatel Lucent are the contenders.

According to a statement issued by Unitech Wireless, the company will leverage the existing and future towers and the backbone infrastructure of WTTIL. In addition, an agreement for the provision of transmission has been entered into with TTSL. These agreements are a key component for completing Unitech Wireless' transaction with Telenor, expected in the first quarter of 2009.

TTSL recently merged its tower arm with Quippo Telecom. Unitech Wireless' agreement will provide it access to 40,000 sites, based on the roll-out plan of the entity.

12.02.09 - Financial Express - Unitech signs pact for sharing telecom towers

Unitech Wireless signs tower sharing deal with TTSL, Quippo

PRESS TRUST OF INDIA
New Delhi, 11 February

Inching closer towards sealing the deal with Norway-based Telenor, Unitech Wireless today signed an infrastructure sharing pact with the tower arm of Tata Teleservices (TTSL) and Quippo Telecom Infrastructure.

As part of the pact, Unitech Wireless will lease tower infrastructure from Wireless-TT Infoservices (WTTIL) and QTIL across India. This agreement will enable the company to roll out GSM services as planned by the second half of 2009, Unitech and Tata Teleservices said in a statement.

In addition, Unitech entered into an agreement for the provision of transmission with Tata Teleservices.

Meanwhile, Telenor CEO Jon Fredrik Baksaas said, "The tower and transmission agreements are the key elements in the closing process of our Unitech Wireless deal and will enable us to embark on its swift and cost efficient rollout."

Last year, Telenor acquired 60 per cent stake in Unitech Wireless for Rs 6,120 crore.

TTSL recently merged its tower arm, WTTIL, with Quippo Telecom, a pure-play tower company, which will have an inventory of about 22,000 tow-

ers by April 2009. The agreement gives Unitech Wireless access to 40,000 sites, as required, based on the rollout plan.

These agreements are a key component for completing the Unitech Wireless deal with Telenor and are expected to happen in the first quarter of 2009. The other condition required for the Telenor-Unitech Wireless deal to materialise was to convert the subsidiaries to private limited companies, which has been met.

The tower sharing and transmission agreements both have 20-year terms with options to extend the contracts for a subsequent five-year period.

12.02.09 - Business Standard - Unitech Wireless signs tower sharing deal with TTSL, Quippo

Unitech Wireless inks deal with Tata Tele, Quippo

Mumbai: In a bid to roll out its GSM services as planned for the second half of 2009, Unitech Wireless, the telecom unit of realty major Unitech, has signed an infrastructure sharing deal with Wireless-TT Infoservices, the tower arm of Tata Teleservices and Quippo Telecom Infrastructure, to lease their telecom tower infrastructure.

Unitech Wireless, in which Norway's Telenor acquired 60% stake for Rs 6,120 crore last year, has also entered into an agreement for the provision of transmission with Tata Teleservices. The latter, recently merged its tower arm (Wireless-TT Infoservices) with Quippo Telecom, a pure-play tower company. TNN

12.02.09 - Times of India - Unitech Wireless inks deal with Tata Tele, Quippo

Tata Tele arm, Unitech sign tower sharing deal

Our Bureau

New Delhi, Feb. 11

Unitech Wireless has signed an infrastructure sharing deal with Wireless-TT Infoservices Ltd (WTTIL), the tower arm of Tata Teleservices Ltd, and Quippo Telecom Infrastructure Ltd (QTIL).

Unitech Wireless will lease tower infrastructure from WTTIL and QTIL across India. This agreement will enable Unitech Wireless to roll out GSM services as planned – by the second half of 2009. The tower sharing deal was one of the pre-conditions for Unitech to close the equity deal with the Norway-based mobile firm Telenor.

"The tower and transmission agreements are key elements in our process of closing our Unitech Wireless deal, and will enable Unitech Wireless to embark on a swift and cost-efficient roll-out," the Telenor Chief Executive, Mr Jon Fredrik Baksaas, said.

"The deal marks an important milestone in the rollout, as it will considerably shorten the time to market for Unitech Wireless. We look forward to a long and mutually rewarding relationship with Quippo, WTTIL and TTSL," Mr Sanjay Chandra, Chairman of Unitech Wireless, said.

TTSL recently merged its tower arm, WTTIL, with Quippo Telecom, a pure-play tower company, which will have an inventory of about 22,000 towers by April 2009. The agreement gives Unitech Wireless access to 40,000 sites as required, based on the rollout plan.

12.02.09 - The Hindu Business Line - Tata Tele arm, Unitech sign tower sharing deal

Unitech Wireless in pact with TTSL, Quippo

■ **NEW DELHI:** Inching closer towards sealing the deal with Norway-based Telenor, Unitech Wireless signed an infrastructure sharing pact with the tower arm of Tata Teleservices and Quippo Telecom Infrastructure. Unitech Wireless will lease tower infrastructure from Wireless-TT Infoservices and QTIL across India.

12.02.09 - Economic Times (Bangalore) – Unitech Wireless in pact with TTSL, Quippo