



Quippo Telecom Infrastructure Limited

QTIL has been incorporated with an objective to provide "Shared Passive Telecom Infrastructure". This unique & pioneer effort was conceptualized & sponsored by Quippo Infrastructure Equipment Ltd. - the first & largest equipment rental company in India, under the patronage of SREI Infrastructure Finance Ltd.

QTIL has established significant presence in Indian Telecom Industry as 1st independent tower rental company. With its high quality, cost effective & time bound services, QTIL gained exceptional confidence among leading telecom players and proof of concept has been achieved from its customer through site sharing. In last 2 years, QTIL has developed ~3500 towers in 12 circles (Punjab, Karnataka, UP(E), UP(W), Haryana, MP, Gujarat, Rajasthan, West Bengal, Bihar, Assam and North East) & >50% of these are already shared by multiple operators.

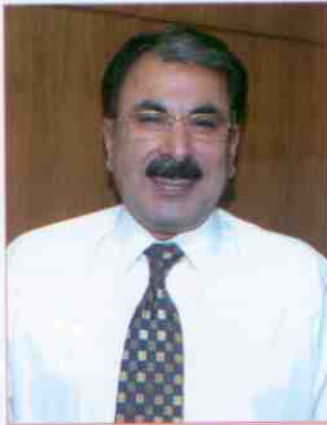
QTIL became one of the first & perhaps most active partners in the "Project MOST" and takes the pride in upgrading world's first ever multi technology, multi shared tower, used by six operators (4 GSM & 2 CDMA) at Dhansa, New Delhi, under the guidance & support of Cellular Operator Association of India (COAI). Quippo has been involved with DOT from the conceptualization of 'USO Fund Project' for Rural Telephony and gained outstanding confidence from the stakeholders. Recently Quippo has been short listed by DOT (USOF) for setting up & managing passive infrastructure for rural mobile telephony.

QTIL, with strong support from its stakeholders, Quippo Infrastructure Equipment Ltd., SREI Infrastructure Finance Ltd., & multi lateral investors, Swedfund (Sweden), FMO (Netherlands), IDFC-PE (India), GIC (Singapore), DBZ etc, is ready to expand operations to other important states such as Maharashtra, AP, Delhi & is expected to have a portfolio of over 40,000 towers in next 3-4 years time. Quippo had a Towering Gain with acquisition of ~1000 towers, representing entire portfolio of Spice Communications. This acquisition combined with committed future roll out of 12,000 towers for Spice's existing & new circles, positions QUIPPO as the leading Independent Infrastructure Service Provider in India.

Quippo is the country's largest infrastructure equipment rental company, servicing high growth verticals of Construction, Mining, Oil, Gas & Energy as well. In addition to having



a state-of-the-art equipment/asset bank for construction & other infrastructure sectors, it has a large pool of fully trained operations & maintenance personnel spread across various sites in India. Quippo also has a JV with GoIndustry, a company that provides plant and machinery valuation and conducts equipment auctions.



MR. ARUN KAPUR
Group President-Quippo
and Managing Director-QTIL

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PROFILE - ARUN KAPUR

A top Management Professional with over 30 years of proven domestic & international experience with successful record of accomplishment in managing large, independent technology businesses in highly competitive markets.

ACHIEVEMENTS

- Transformed 'Quippo' from a Construction Equipment Rental company to a total rental solution provider for infrastructure sector
- Pioneered the Passive Infrastructure Sharing model for Telecom Sector, besides creating 'two' other high potential & distinct business units in Energy Rental and Oil & Gas
- Led one of the most successful M&A transactions in the mobile telecom sector
- Instrumental in making Xerox as a market leader in the copier business
- Founder President of office automation association of India, Member of Strategic Leadership Forum, Chicago, Illinois and Certified TQM (Total Quality Management) Practitioner from JUSE, Japan