



Quippo-WTTIL is now Viom Networks Limited

- Board with eminent personalities to provide strategic direction to the company
- Company to be run by an independent & professional management team from Quippo
- Viom to enjoy immense benefit from operational synergies and economies of scale

Mumbai, Wednesday, August 11, 2010: Following the approval from the Delhi High Court for the demerger of passive infrastructure from Quippo Telecom Infrastructure Limited (QTIL), and the subsequent approval from the Andhra Pradesh High Court for the merger of passive infrastructure of QTIL with Wireless TT Info Services Limited (WTTIL), the company (Quippo-WTTIL) today announced a new brand identity – **Viom Networks Limited** – for the newly merged entity. QTIL is promoted by the Kanorias of SREI Infrastructure Finance Limited while WTTIL was the passive infrastructure arm of Tata Teleservices Limited, the country's youngest and fastest-growing pan-India telecom service provider. Viom Networks Limited will continue to be run by an independent & professional management team from Quippo, making it a truly independent telecom infrastructure company without being managed by a telecom company. A new board has also been constituted, as part of the merger exercise, consisting of eminent personalities from the Indian industry.

Announcing the merger and the new brand identity, Mr. Sunil Kanoria, Director, Viom Networks Limited said "With a modest beginning in 2005, and subsequent to our partnership with Tata Teleservices last year, today we are a leading player in the independent telecom infrastructure industry. It has been an extremely exciting and gratifying journey within a very short duration of five years. The approval for the demerger and the subsequent merger will bring immense economic benefits to Viom - the new unified entity. The merger will result in a renewed robust organisation with enhanced product profile, economies of scale with numerous cost benefits due to operational synergies and a stronger financial position, thereby resulting in greater shareholder value. The merger will enable the company to benefit from the combined synergies, and leverage its potential in our endeavour to becoming the 'Most Valuable Independent Shared Infrastructure Company Globally'.

The new board of Viom Networks Limited comprises of renowned corporate personalities. Viom is fortunate to have Mr. Subodh Bhargava as the first independent chairman of the board. One of the most respected industry figures and currently the chairman of Tata Communications, Mr. Subodh Bhargava has represented the boards of various renowned organizations. At present Mr. Bhargava is on the board of leading Government bodies and corporates including the Centre for Policy Research, Ministry of Science & Technology, Larsen & Toubro, Tata Steel Limited, Tata Motors, GlaxoSmithkline Consumer Healthcare and SRF among others. He has also served as the President of the Confederation of Indian Industry (CII) and the Association of Indian Automobile Manufacturers. The other members on the board include Mr. Arun Gandhi (Director-Tata Sons), Mr. Hemant Kanoria (Chairman and Managing Director – SREI), Mr. Anil Sardana (Managing Director-Tata Teleservices), Mr. Sunil Kanoria (Vice Chairman - SREI), Mr. Dipankar Chatterji (Chairman-Calcutta Stock Exchange), Mr. S.K. Gupta (Ex. Chairman and Managing Director-VSNL), Mr. S.G. Murali (Chief Financial Officer- Tata Teleservices), Mr. Satish Kumar Mandhana (Managing Director– IDFC) and Mr. Amit Jain (Oman Investment Fund).

According to Mr. Anil Sardana, Managing Director, Tata Teleservices, "Viom will be a perfect blend of WTTIL, which epitomized Corporate Governance and Quippo Telecom, which represents one of the most professionally managed companies in the telecom infrastructure space. This partnership will help us leverage the best of both the worlds and further strengthen our leadership position in the industry through the combined synergies of both the organisations. The robust board will further ensure that highest standards of Corporate Governance and ethical business practices are followed in achieving the vision of the company".



Under the guidance of the eminent Board, the management of the company will be run by an independent and professional team led by Mr. Arun Kapur as the CEO. A veteran in the telecom industry, Mr. Kapur is credited with pioneering the ingenious idea of passive infrastructure sharing. He has been associated with the company since its inception and has played a pivotal role in the successful implementation of this unique concept.

According to Mr. Kapur, “Our new brand identity – Viom - embodies the philosophy of the organization of being neutral and omnipresent. Viom signifies limitless sky. It personifies omnipresence, the medium in which signals travel, an outward outlook and the ever growing expanse. The sphere in the new logo is the depiction of earth and the vast unimaginable space around it that highlights the continuity, growth and balance. The Blue colour symbolizes depth as well as stability while the Red colour implies power & vigor. The font of the brand identity is simple yet futuristic. All these features that our new brand identity signifies and communicates what we stand for – a neutral, young and growing organization that aims to be a true network enabler for its operator partners by being everywhere.”

“With customer centricity and innovation at the core of our business, we have successfully strengthened our position in the market as a leading independent telecom infrastructure company. Our various innovative solutions and the steps taken to enhance efficiencies in the system have resulted in reducing the total cost of ownership for our operator partners. The company currently has an overall portfolio of over 37,000 towers with over 80,000 tenants. We plan to add another 20-25,000 towers in the next two years and take our tenancy ratio to 2.5x.” added Mr. Kapur.

The other member of the senior management team includes Mr. Probal Ghosal, Deputy CEO and Head of Finance, a seasoned professional with extensive experience of over 25 years in various industries (media, financial services and engineering). During the last three years, he has been instrumental at various levels in the growth story of the telecom infrastructure industry.

The merger will bring about economies of scales by having common Operational fleet, Warehouse, Inventory and Resources, resulting in a huge reduction in compliance cost pertaining to direct and indirect taxes. It will also provide relief from dual taxation on services rendered by both the companies individually. The unified entity can now present a combined financial statement to the shareholders and maintain common books of accounts. Combined MIS reports and synchronized HR policies & practices will provide greater thrust to the growth as well as smooth functioning of the new entity. These benefits to the new entity from combined synergies will further help in achieving company’s vision to become the ‘Most Valuable Independent Shared Infrastructure Company Globally’.

About Viom Networks Limited

Viom Networks Limited is the pioneer in the Shared Passive Telecom Infrastructure industry in India. In 2009, the parent company - Quippo Telecom Infrastructure Limited (QTIL) announced its partnership with Tata Teleservices Ltd. (TTSL) with the merger of their passive infrastructure businesses, resulting in the formation of a unified entity - Viom. The company further strengthened its leadership position with the acquisition of the tower arm of Tata Teleservices (Maharashtra) Limited in early 2010. Viom is an independent entity with over 37,000 towers and with over 80,000 tenants. The company plans to roll-out nearly 20-25,000 additional towers in the next two years and take the tenancy ratio to 2.5x. Viom is the strongest player in neutral host Shared In-Building Communication Solutions (IBS) with installations already completed at most of the major airports.

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