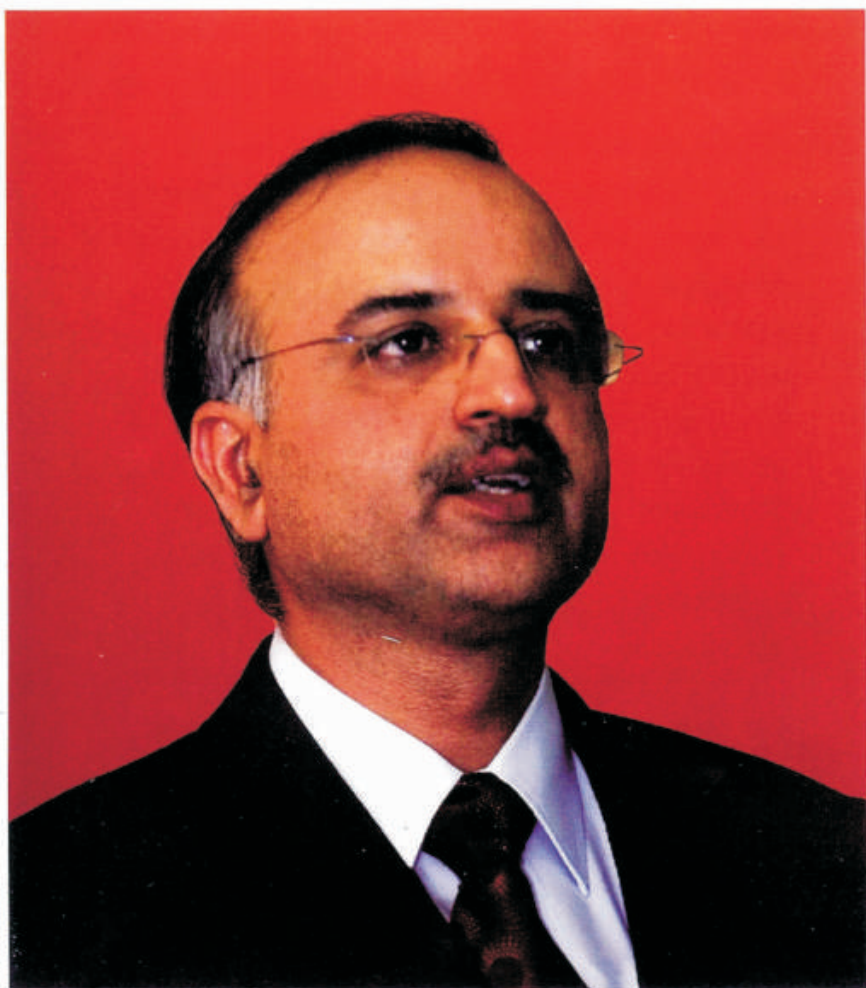


Expert *Views***Sharat Chandra**

President and COO Strategy & New Technologies GTL Limited



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On the role of technological advancement in growth of Indian telecom sector

Over the last few years thanks to favourable regulatory climate and private carriers' aggressive investment, nation-wide network deployment reached a new plateau.

Mobile networks constitute a large pie of the effort as they are not only strategic in nature but easy to roll out also.

The operators are looking at the following areas in order to provide better services to their customers:

- Value Added Services
- Advanced billing systems
- 3G, WiMAX and IPTV are the other trends that are expected to big themes that will drive the Indian market.

With the likely rollout of the 3G services, the need for investments into the telecom infrastructure is only going to increase. Global Group is addressing these issues along with the service providers by coming up with innovative service offerings like Energy Management, O& M Services etc.

It would be our Endeavour to see that the fruits of the telecom revolution that India has seen reach one and all. We are continuously looking at newer ways of helping the service providers lower their Capex and Opex and also help them reach the hinterland, especially the rural areas. Our group company GTL Infrastructure is rolling out app 23,700 towers which should help in bringing in connectivity to the rural India at affordable prices

On importance of year 2008 for the Indian telecom industry

Telecom has played a key role in India both from the perspective of economic development as well as technological advancement. The pace of growth in wireless subscribers has gone past that of China. The contribution to the currently projected GDP growth of 7.5% and rising to 8.1 % by 2012 from the Telecom Industry is significant. The importance of Telecom to India and India to the Telecom

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Industry globally is measurable by the huge interest the telecom community has in providing technology, products and services to the Indian Telecom market at prices and with extent of customisation unmatched elsewhere.

On significant achievements of the Indian telecom industry during 2008

Investments into the Telecom space through setup of manufacturing facilities, M&A in the operator domain has yielded a sizeable chunk of the total FDI estimated at around \$ 37Bn. Given the ongoing interest in India and the huge growth potential in the telecom sector, by 2012 total FDI in India is projected to be to the tune of \$ 60Bn and it is only prudent to assume that Telecom will occupy a position of prominence in the share of this investment.

Announcements of 3G policy and auction for both 3G and WiMax in a short time window in January 2009, reflects the firm commitment of the Govt of India to take major strides in induction of new technologies. Focus on Infrastructure sharing , starting with passive infrastructure and leading upto Active components of wireless networks are major steps in the right direction. Let us not forget that in the current Financial crisis enveloping the world, it is critical for the Telecom industry, equipment vendors and Operators, to make sure that investments are judiciously made for making products and services available at affordable price to the Indian masses.

On the most promising technologies of the year 2008

I see WiMax and 3G both as promising technologies that will co-habitat in India to serve unique communication needs. We have already setup a world class Centre of Excellence for WiMax that delivers end to end services capabilities for WiMax equipment vendors and carriers' globally. Add to that our unique offerings through the WiMax Academy and Interoperability Testing labs and we have the wherewithal to serve all the customers whether they are operators, equipment vendors, CPE manufactur-

ers or APPLICATION Developers.

With the Indian Telecom awaiting release of spectrum for 3G and WiMAX, it is only prudent for GTL as a service organisation to prepare itself for rendering services to Operators and OEMs for 3G rollouts. GTL with its spread across continents already has a pool of resources who have laid their hands on 3G planning and deployment. 3G COE will leverage this experience and build a competence centre with trained professionals to support 3G business in India to provide:

- Technical Bid support
- Systems Engineering
- Project Management
- Deployment & Commissioning
- Operations and Maintenance
- Professional Services (Network consultancy)

On GTL's growth during 2008

GTL Ltd., a Global Group Enterprise, is India's largest network services and solutions provider to address the Network Life Cycle requirements of Telecom Carriers and Technology providers (OEMs). Headquartered in Mumbai, India, Global Group is focused on Network Services and Shared Telecom Infrastructure. For over two decades, the group has been partnering with leading Telecom OEM's and Operators to offer it's cutting edge solutions in the wireless communications space. Executing projects in over 35 countries, the Company has built over 45 cellular networks, installed and commissioned over 36,000 cell sites, connecting more than 36 million subscribers.

Our business model is built around creating a multi vendor, multi tool proficiency through which we deliver services in a combination of onsite and offshore delivery. The primary engagement route is to serve the customer under KPIs and SLAs which then form the basis of measuring the outcome for customer network improvement, audit and first time deployment.

With the acquisition of ADA cellworks™ in November last

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year we have taken a leap forward in enhancing our capabilities on a global scale. This acquisition brings to us proficiency in a multitude of tools, a talent pool of over 1000 high calibre RF engineers and presence in APAC, China and a big pool in India.

GTL's growth story revolves around innovation....both in the market place and a go to market finesse. Providing high quality services is seen by us as the number one factor for success in these markets, a view held across all business verticals of GTL. Add to that a firm commitment for local engagement - good local contacts, hiring the best local talent and understanding local business and customer norms - and we have a winning combination of processes, tools, people and market presence. I have no hesitation to proclaim that GTL is well positioned to take on the competitive threat of foreign rivals. We have adapted four key parts of our business in order to compete better which include improved service quality, better processes, an increased global presence and a renewed focus on people.

SHARAT CHANDRA BIOGRAPHY

Mr. Sharat Chandra is the President & Chief Operating Officer- Strategy & New Technologies, of GTL Limited. In his role, he overlooks the Strategic, and New Technology aspects of the company. His responsibilities include enabling a smooth integration of all acquired international companies and formulating a common thread of business strategy tying in all business units of GTL group. He has been closely associated in establishing group business strategy to gain new markets and enhance stakeholder value across all businesses of the group. Additionally, he is actively engaged and driving the company's global operations in the WiMax and 3G space.

Mr. Sharat Chandra is a seasoned telecom professional and brings with him a wealth of experience of more than 26 years. His core expertise lies in high-tech and telecommunications industries, and brings with him strong leadership and domain expertise.

Mr. Sharat Chandra comes to GTL from Motorola where he was Director Operations, Networks & Enterprises business. During his 14-year tenure with Motorola he held several key executive positions and has a vast experience in areas like Sales, Engineering, Strategic planning, Business Development and Operations. Mr. Sharat Chandra was keenly engaged in developing business strategies and executed them to profitably grow the Networks business for Motorola.

Mr. Sharat Chandra is an engineer in Electronics and Telecom from Delhi College of Engineering. He has done his Master in Management from Faculty of Management Studies, New Delhi.