

# Global tele looks at acquisitions to spread its network

TIMES NEWS NETWORK

**Mumbai:** GTL, part of Global group, aims to be the world's leading network services company in the next two years—it is currently at number three. To achieve this target, the company is looking to acquire European and American companies operating in network planning and design, infrastructure management and professional services.

Says Manoj Tirodkar, CMD, GTL, "Our business strategy includes to grow inorganically, which would increase our geographical presence, customer base and our capabilities." The \$268 million firm recently made its second acquisition in Malaysia-based ADA Cellworks, a network planning and optimization firm. Last year it had acquired UK's Genesis Consultancy, a company specialising in O&M and professional services. Though Tirodkar confirmed the regions the company is looking for acquisition, he declined to divulge additional details citing confidentiality reasons.

GTL has been restructuring itself to become a dedicated player in the telecom sector and has been exiting non-core areas. While it leased its call centre infrastructure to a third party, it sold its enterprise network and managed services business to Orange Business Services.

With India ranked as one of the largest telecom markets in the world with a subscriber base of over 200 million, GTL's revenues are skewed towards India. However, the company expects that contribution from other geographies would increase from 20% to 50% in the future.



Global group's other company, GIL, which is into passive telecom infrastructure services, too has plans to roll out 18,000 tower sites in addition to the 7,000 tower sites it has in the country. "We will be investing Rs 7,000 crore to set up 18,000 towers in the next two years," said Tirodkar. He also added that the funding for the expansion has already tied-up through a mix of debt and equity.

While GTL has a presence in over 26 countries, GIL is completely focussed on the Indian market. GIL is also exploring the possibility of buying other tower companies.