



## **MEDIA RELEASE**

### **Reliance Jio and Indus Towers Ink Infrastructure Sharing Deal**

#### ***Agreement to help avoid duplication of Infrastructure and Preserve Environment***

**New Delhi, September 22, 2014:** Reliance Jio Infocomm Limited ("Reliance Jio"), a subsidiary of Reliance Industries Limited (RIL), the only pan India operator with BWA spectrum preparing to launch 4G services and Indus Towers, the world's largest and India's leading provider of telecom tower infrastructure, today announced the signing of a Master Services Agreement (MSA) for tower infrastructure sharing. Under the agreement, Reliance Jio would utilize the telecom tower infrastructure services being provided by Indus Towers to launch its services across the country. As per the agreement, the pricing would be based on prevailing market rates.

The agreement will help in avoiding duplication of infrastructure and preserving the environment. It will also ensure seamless services to Reliance Jio customers through Indus' world class tower infrastructure.

**Sanjay Mashruwala, Managing Director, Reliance Jio** said, *"We are continuing our effort to create a new age network which will provide innovative and empowering digital solutions to every Indian through our high speed 4G services. We are building our network through a combination of infrastructure network that we are creating on our own and those that we are renting from quality partners. We already have such tower sharing agreements with all the major players in India, and this relationship with Indus Towers will further accelerate the rollout of our services."*

**Mr. B.S. Shantharaju, CEO, Indus Towers** said, *"We are delighted to partner Reliance Jio in their endeavor to roll-out next generation wireless broadband services. Our footprint in 15 Circles in India coupled with high network uptime levels, cost effective solutions, faster access to market and lower operational costs will provide Reliance Jio a robust and seamless telecom infrastructure. Additionally, our agreement with Reliance Jio will also bring benefits to our existing customers in the form of lower rentals and energy costs. At the same time, the infrastructure sharing will help in avoiding duplication of towers and benefit the environment through lower power and fuel consumption. On this new partnership, we look forward to a long and mutually beneficial relationship with Reliance Jio."*

Indus Towers has a well-defined infrastructure sharing strategy to support and to enhance infrastructure sharing in India, thereby allowing for expansion of wireless networks into rural areas and promoting better environmental utilization of resources in metro areas. Currently Indus Towers services 11 operators namely Airtel, Vodafone, Idea, Aircel, Tata Teleservices, Uninor, Reliance Communications, Videocon, MTNL, BSNL & MTS.





### **About Reliance Jio Infocomm**

Reliance Jio Infocomm Limited (RJIL), a subsidiary of Reliance Industries Limited (RIL), India's largest private sector company, is the first telecom operator to hold pan India Unified License. This license authorises RJIL to provide all telecommunication services except Global Mobile Personal Communication by Satellite Service.

RJIL holds spectrum in 1800 MHz (across 14 circles) and 2300 MHz (across 22 circles) capable of offering fourth generation (4G) wireless services. RJIL plans to provide seamless 4G services using FDD-LTE on 1800 MHz and TDD-LTE on 2300 MHz through an integrated ecosystem.

RJIL is setting up a pan India telecom network to provide to the highly underserved India market, reliable (4th generation) high speed internet connectivity, rich communication services and various digital services on pan India basis in key domains such as education, healthcare, security, financial services, government citizen interfaces and entertainment. RJIL aims to provide anytime, anywhere access to innovative and empowering digital content, applications and services, thereby propelling India into global leadership in digital economy.

Reliance Jio has:

- An agreement with GTL Infra for more than 27,800 towers across India. (Sept 2014)
- An agreement with Ascend Telecom for their more than 4,500 towers across India. (June 2014)
- An agreement with Tower Vision for their 8,400 towers across India. (May 2014)
- An agreement with ATC India for their 11,000 towers across India. (April 2014)
- An agreement with Viom Networks for their 42,000 telecom towers. (March 2014)
- An agreement with Bharti Infratel for their 36,000 telecom towers. (March 2014)
- Agreement with Bharti Airtel for a comprehensive telecom infrastructure sharing agreement to share infrastructure created by both parties to avoid duplication of infrastructure wherever possible. (December 2013)
- A key agreement for international data connectivity with Bharti to utilise dedicated fiber pair of Bharti's i2i submarine cable that connects India and Singapore. (April 2013)
- Agreements with Reliance Communications Limited for sharing of RCOM's extensive inter-city and intra-city optic fiber infrastructure of nearly 1,20,000 fiber-pair kilometers of optic fiber and 500,000 fiber pair kilometers respectively (April 2013 / April 2014), and 45,000 towers (June 2013).

From less than 700 professionals a year back, the RJIL Jio team has grown rapidly to a national footprint of over 10,000 professionals today.





### **About Indus Towers**

Indus Towers Limited is an independently managed company offering passive infrastructure services to all telecom operators. Indus is headquartered in the National Capital Region, New Delhi. Founded in 2007, Indus Towers Limited has been promoted under a joint venture among entities of Bharti Group (rendering telecom services in India under the brand name Airtel), Vodafone Group (rendering telecom services under the brand name Vodafone) and Aditya Birla Group (rendering telecom services under the brand name Idea), who created history by collaborating to share telecom infrastructure.

Indus has a presence in the 15 major telecom circles of India, and has achieved 237,562 tenancies, a first in the telecom tower industry globally. With 113,490 towers in 15 circles across the country, Indus has the widest coverage in India and is also the largest telecom tower company in the world.

Indus began as the largest telecom tower company in 2008 with a modest tenancy ratio of 1.28 and within 5 years reached the momentous achievement of 2.0x.

Indus' vision of "Transforming Lives by Enabling Communication" is setting a new paradigm for a networked economy, on a world leading scale, whereby there is inclusive and impactful growth for all.

Indus Towers is honored and is the winner of the coveted, most prestigious the Gallup Great Workplace Award 2014. Indus Towers is among the winners because its results demonstrates Engagement Excellence by having one of the most productive and engaged workforces in the world. Indus also features amongst the Top 50 Most Respected Companies in India and has been ranked 2nd in Telecom sector, in an annual survey conducted by Business World magazine in 2013.

For any further information please visit our website [www.industowers.com](http://www.industowers.com)

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