

## StanC helped seal deal

Publication: Times of India, Date: June 28, 2010

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The Standard Chartered Bank helped seal the deal. The official added: “Selling the portfolio to a global player like American Towers or Crown Castle, or any private equity investor, would not have provided RCOM the option to operate its tower infrastructure more efficiently.”

“The deal is around tenancies and not towers,” he added. Giving a break-up, the

official said: “GTL had 32,000 towers and Rel Infratel had 50,000. This brings the total to 80,000 towers. The number of tenants for GTL were 37,500, while that for Rel Infratel were 87,500. Totally, there were 125,000 active paying tenants. All of this now comes into GTL’s fold.”

Moreover, telcos have taken long-term contracts of 10-15 years, and the deal envisages a future tenancy commitment of 75,000.