

GTL Infrastructure: Infrastructure Sharing Case Study

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Abstracts

Introduction

GTL Infrastructure (GTL Infra) is the largest independent tower infrastructure company in India, and it has been extremely successful in recent times, with the company's client portfolio including all of India's major mobile operators. The company is looking to expand its operations, and is aiming to achieve the highest tenancy ratio in the industry.

Features and benefits

Analysis of GTL Infra's business model.

Assessment of GTL Infra's strategic plans and execution.

Highlights

GTL Infra became a major player in the Indian tower infrastructure market when it acquired Aircel's tower infrastructure. We believe that GTL Infra will look to grow by acquiring smaller infrastructure companies. An increased interest in the African market and a proposed expansion into rural areas will drive the company's organic growth plans.

Your key questions answered

What has been the key to GTL Infra's success in India?

How has GTL Infra executed its strategy?

What is the outlook for similar infrastructure players in India?

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