

TowerXchange Meetup Asia 2018 – agenda



Marina Bay Sands, Singapore | 4 - 5 December 2018

Tuesday, 4 December | Day one

8:00 Registration and welcome coffee

8:50 TowerXchange's analysis of the Asian telecom infrastructure industry

- Pablo Crespo, Head of Asia, TowerXchange
- Arianna Neri, MD - Americas and Asia, TowerXchange

9:30 Keynote address

- Suresh Sidhu, CEO, edotco Group

9:50 Indus Towers Fireside chat: Smart cities

- Moderator: Kieron Osmotherly, CEO, TowerXchange
- Bimal Dayal, CEO, Indus Towers
- Deepankar Sanwalka, Partner, India Advisory Leader, PwC India

10:10 Keynote: 5G-oriented sweating the assets of your site

- Hongming Tao, President of Telecom Energy Domain, Huawei

10:25 Networking coffee break sponsored by



11:00 Bharti Infratel Fireside chat: The restructuring of the Indian towerco and MNO markets

- Moderator: Kieron Osmotherly, CEO, TowerXchange
- DS Rawat, MD & CEO, Bharti Infratel

- Deepankar Sanwalka, Partner, India Advisory Leader, PwC India

11:20 Executive panel: Asia mature markets at a glance

- Moderator: Jonathan Atkin, Managing Director, RBC Capital Markets
- Tom Andrews, Managing Director, Aird Towers
- Sushil Kumar Chaturvedi, CEO, Ascend Telecom Infrastructure
- Sachin Naik, COO & Chief O&M Officer, Bharti Infratel
- Sudhir Prasad, CEO C&SE Asia, SVP Strategy, American Tower
- Moqem ul Haque, Group Chief Strategy Officer, Pakistan Telecommunication Company Limited (PTCL)
- Steve Weiss, CFO, Protelindo

12:15 Interactive roundtable session I and - in parallel

12:15 Ascend Telecom Infrastructure vendor briefing

In this session, executives from Ascend Telecom Infrastructure will discuss the company's initiatives and requirements on smart energy management, site automation and overall TCO reduction.

Session leaders include:

- Subhash Bhat, National Head – Sales & Marketing
- Rajat Chitravanshi, Chief Supply Chain and Project Officer
- Sudarshan Kuksoor, CTO

13:15 Networking lunch

14:30 Interactive roundtable session II and - in parallel

Technology working group on energy management

15:45 Networking coffee break sponsored by



16:15 Executive panel: the economics of the tower business in Asia

- Moderator: Fede Membrillera, Managing Director, Delta Partners
- Eric Crabtree, Chief Investment Officer, IFC
- David Goldstein, Senior Advisor, TPG Capital
- Manish Kasliwal, VP and Chief Business Development Officer, C&SE Asia, American Tower
- Ted Manvitz, Executive VP & Chief Strategy Officer, IHS Towers
- Thivanka Rangala, CFO, edotco Group
- Hongming Tao, President of Telecom Energy Domain, Huawei

17:00 Live poll

17:15 End of day one and networking drink reception sponsored by



19:30 Networking dinner at 'Adrift' by David Myers (separate booking required)

Location: Marina Bay Sands, Hotel Lobby Tower 2 sponsored by



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TowerXchange Meetup Asia 2018 – agenda

Marina Bay Sands, Singapore | 4 - 5 December 2018



Wednesday, 5 December | Day two

8:30 Morning coffee

9:00 TowerXchange's analysis of the ESCO market in Asia

- Kieron Osmotherly, CEO, TowerXchange

9:15 Keynote address: Agile operation to leverage your efficiency in the 5G era

- Xuyao Ni, General Manager of Site Integration Service Domain, Huawei

9:30 Keynote address

- Soe Naing, Director, Posts and Telecommunications Department (PTD - Myanmar)

9:45 Executive panel: Myanmar - a market four years in the making

- Moderator: Paul Carpenter, Consultant, Hardiman Telecommunications
- Omer Chappelart, CEO, OCK Yangon
- Gary Hartnett, Tower Sharing Manager, MPT Joint Operation
- Yves Monnier, Chief Commercial & Strategy Officer, Apollo Towers
- Vijendran Watson, Country Managing Director - Myanmar, edotco

10:30 Networking coffee break sponsored by



11:00 Keynote address: Building a carrier neutral fiberco

- Puja Goyal, Principal – Transaction Advisory TMT, Capitel

11:15 Executive panel: beyond towers – fibre, 5G and IoT

- Moderator: Puja Goyal, Principal - Transaction Advisory TMT, Capitel
- Alka Asthana, CTO, Bharti Infratel
- Syed Buland Iqbal, Project Manager – Fibre Deployment, Jazz
- Stephen Farrugia, CTO, Broadcast Australia
- William Heapy, Director, Planning & Strategy, Axicom
- Gayan Korralage, Group Strategy Director, edotco Group
- Steve Weiss, CFO, Protelindo
- Zhibing Xu, VP of Wireless Small Cell Product Line, Huawei

12:00 Interactive roundtable session III and - in parallel

12:00 Bharti Infratel vendor briefing

In this session, executives from Bharti Infratel will share insights into the towerco's product requirements and procurement process.

Session leaders include:

- Alka Selot Asthana, CTO
- Sachin Naik, COO & Chief O&M Officer
- Biswajit Patnaik, CSMO

13:15 Networking lunch

14:15 Executive panel: new routes for Asian towercos – Philippines, Cambodia, Bangladesh and more

- Moderator: Enda Hardiman, Managing Partner, Hardiman Telecommunications
- Fady Kamar, Group Director - Business Development, VEON
- Manish Kasliwal, VP and Chief Business Development Officer, C&SE Asia, American Tower
- Marc Perusat, Partner, TASC Towers
- Phillip Wong, Chief Regional Officer - Growth Markets, edotco Group
- Yusoff Zamri, Chief Executive Officer, Cam Towerlink Communication

15:00 Live poll

15:15 Interactive roundtable session IV

16:30 Coffee break and end of Meetup



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TowerXchange Meetup Asia 2018 Roundtables



SESSION 1 – 12:15 on Tuesday, December 4

- 1A. Country focus: Pakistan** - Moqem ul Haque, Group Chief Strategy Officer, Pakistan Telecommunication Company Limited (PTCL)
- 1B. A new paradigm for Indian towercos between MNO consolidation and towercos M&A** - Biswajit Patnaik, Chief Sales & Marketing Officer, Bharti Infratel
- 1C. Fiberising Indonesia: towercos' strategy and the growing role of fibre in the country** - Steve Weiss, CFO, Protelindo
- 1D. Equity markets: how do investors evaluate MNOs, towercos and their strategies** - Gulfray Qayyum, Managing Director, Citigroup
- 1E. Potential synergies and collaboration between towercos, operators and fibre providers** - William Heapy, Director, Planning & Strategy, Axicom
- 1F. Overcoming poor grid connectivity: what are the best solutions for towercos in off-grid areas?** - Aashish Khadsare, Commercial Manager, Apollo Towers
- 1G. A towerco perspective on sustainable green initiatives in Asia** - Tushar Kapadia, Vice President, Strategic Initiatives, GTL Infrastructure
- 1H. Satellite innovations overcoming barriers to connectivity** - Rick Abbasi, Senior Advisor, Customer Solutions Engineering, Intelsat
- 1J. Site facilities evolution to 5G era** – Haijun Wu, VP of Telecom Energy Product Department, Huawei and Xiaowei Zhang, Senior Manager of Energy Product Department, Huawei
- 1K. Dealing with land contracts: how do you accelerate the permitting process and optimize your agreements** - Anita Anwar, Vice President, Property Management, Protelindo
- 1. International Digital Infrastructure Alliance (IDIA) meeting** – by invitation only
- 1. Vendor briefing: Ascend Telecom Infrastructure** – by invitation only


SESSION 2 - 14:30 on Tuesday, December 4

- 2A. Latest from down-under: Australia & New Zealand** - Tom Andrews, Managing Director, Aird Towers
- 2B. Identifying and attracting investors in Asia: What are their needs and expectations?** - Eric Crabtree, Chief Investment Officer, IFC
- 2C. Accurate portfolio valuation: what is the real value of your assets and how do you successfully structure a sale?** - Sachin Gupta, Partner, Delta Partners
- 2D. Fiberising India: RoW and other challenges in the path towards Smart Cities** - Tilak Raj Dua, Director General, TAIPA
- 2E. Country focus: Myanmar** – Khaled Habbal, VP and COO, IPT PowerTech
- 2F. A debate on the goods and the bads of entering a new market: from the license process to local currency contracts** – Akshay Grover, Chief Investment Officer, iSON Towers
- 2G. Digital in-building: how to effectively deploy small cells across Asia** – Zhibing Xu, VP of Wireless Small Cell Product Line, Huawei and Mark Easton, Principal Consultant of CTO, Huawei
- 2H. The potential irruption of a third operator in Philippines: what is the regulation and market requirements for the tower industry to develop?** - Alan Fernandez, Head, Business Development, ISOC Infrastructure
- 2. Technology working group on energy management:**
 - **Alka Asthana**, CTO, Bharti Infratel
 - **Tushar Kapadia**, Vice President, Strategic Initiatives, GTL Infrastructure
 - **Sushil Kumar Chaturvedi**, Director & CEO, Ascend Telecom Infrastructure
 - **Kumari Nalini Subramaniam**, Regional Director of Engineering, edotco Group
 - **Fahmi Pahlevi**, Head of Technology PMO, Indosat Ooredoo
 - **PT Pawar**, Senior Specialist - Energy Management, edotco Group

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TowerXchange Meetup Asia 2018 Roundtables



SESSION 3 – 12pm on Wednesday, December 5

- 3A. Opportunities and business case for small data centres in Asia - are they a natural evolution for towercos?** –Vinod Nair, Senior Partner, Delta Partners
- 3B. What to expect from the newly launched Bangladeshi tower regime?** - Marc Perusat, Partner, TASC Towers
- 3C. Is IoT a real opportunity for towercos and MNOs?** - Joe Komadina, General Manager, Cyient Communication Business
- 3D. Why towercos need to integrate fibre in Myanmar? (and everywhere else)** - Paul G. Crilley, Director & Founding Partner, 6i Pte Ltd
- 3E. Best practices in fiberising networks towards LTE (and 5G)** - Syed Buland Iqbal, Project Manager – Fibre Deployment, Jazz
- 3F. How to successfully structure and price long term contracts** - Piyush Choudhary, Telecoms Analyst, South East Asia, HSBC
- 3G. Energy efficiency: what role for renewables in today’s tower industry** - Kumari Nalini Subramaniam, Regional Director of Engineering, edotco Group
- 3H. Understanding 5G requirements: which spectrum will be utilised and equipment deployed?** - Stephen Farrugia, CTO, Broadcast Australia
- 3J. Data collection and utilisation** – Ankur Lal, CEO, Infozech
- 3. Vendor briefing: Bharti Infratel** – by invitation only

SESSION 4 – 15:15 on Wednesday, December 5

- 4A. Beyond macro-towers: what do MNOs need to build in Asia (and how can towercos help)** - Gary Hartnett, Tower Sharing Manager, MPT Joint Operation
- 4B. How regulation should support infrastructure sharing** - Frederic Werner, Head of Strategic Engagement, International Telecommunication Union

- 4C. What are the benefits and risks of going public and who would be next in Asia?** - Kingston Pang, Managing Director, Redpeak Advisers
- 4D. Optimisation and efficiency: how can towercos reduce cost through technology and lean management?** - Sander van Litsenburg, Vice President, Engineering & QHSE, Protelindo
- 4E. Managing maintenance, energy and security partners: transferrable lessons learned** – Gordon Porter, VP – Operations, IHS Towers

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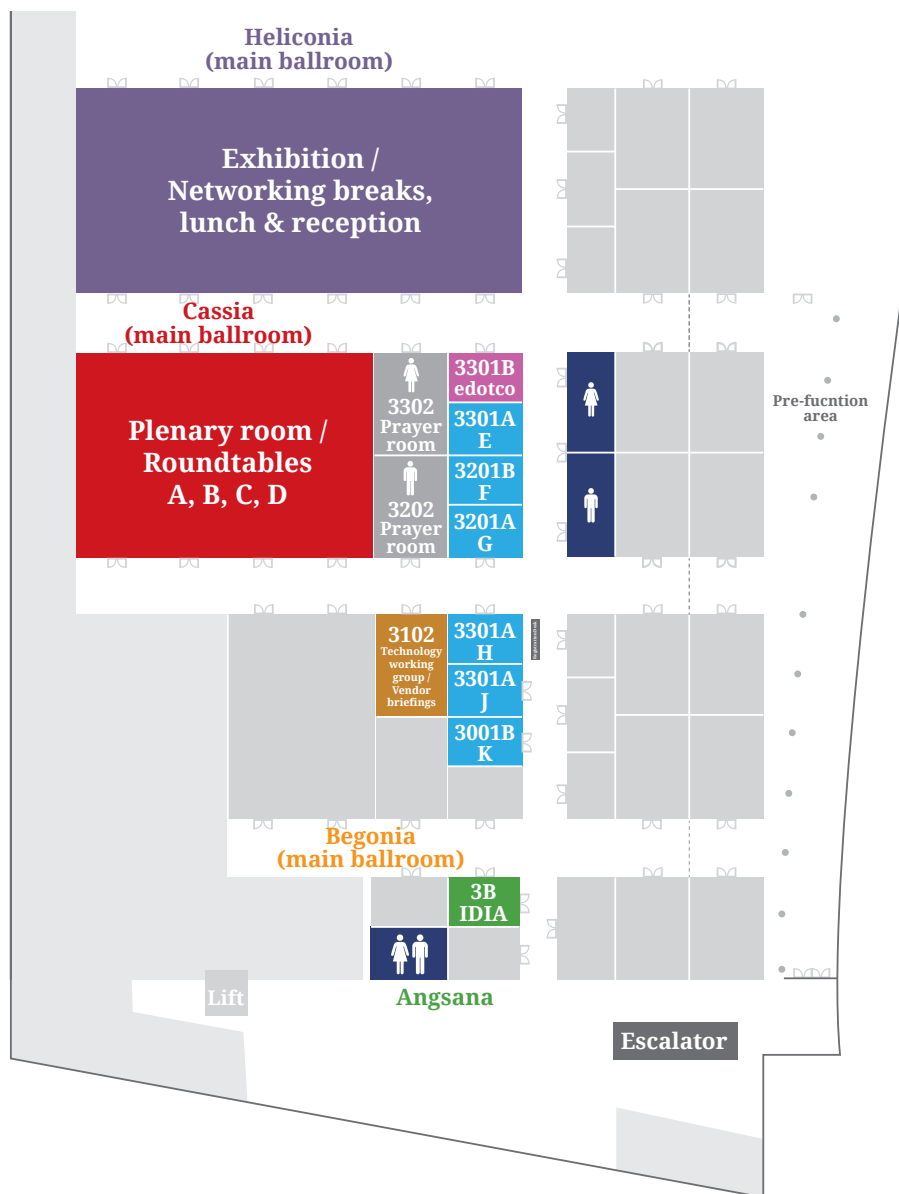
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TowerXchange Meetup Asia 2018 floorplan



Cassia Main Ballroom
Plenary room / Roundtables A, B, C, D

Roundtable E (Cassia 3301A)
Roundtable F (Cassia 3201B)
Roundtable G (Cassia 3201A)

Roundtable H (Begonia 3101B)
Roundtable J (Begonia 3101A)
Roundtable K (Begonia 3001B)

Heliconia Main Ballroom
Exhibition / Networking breaks, lunch & reception

Technology working group / Vendor briefings (invitation only)
(Begonia 3102)

edotco meeting room (Cassia 3301B)

IDIA (Angsana 3B)

Prayer room (male) (Cassia 3202)
Prayer room (female) (Cassia 3302)

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