
Tulip Telecom to power World's third largest Data Center in India

Acquires Data Center in Bengaluru (Karnataka, India), thus powering the facility to become India's largest and the World's third largest single site Data Center'

Key highlights

- The proposed facility to be India's largest and world's third largest eco-friendly Data Center – spread across 9 lac sq. ft, with an approximate investment of Rs. 900 Cr
- Company's fifth Data Center (after one each in Delhi and Bengaluru and two in Mumbai) providing a combined space of approximately 10 lac sq. ft.
- In line with Company's strategy to provide end-to-end data services

New Delhi, January 18, 2011 - Tulip Telecom Limited (Tulip), India's leading Enterprise Data Services provider, in an endeavor to further strengthen its end to end data services offering, today announced the acquisition of a Data Center facility in Bengaluru by acquiring 100% shares of SADA IT Parks Private Limited (SADA) at a value of Rs 230 crore. This is the Company's fifth Data Center and will have the total Data center space of approximately 10 lac sq. ft. The Bengaluru facility will be owned and operated through a wholly owned subsidiary of Tulip named '*Tulip Data Center Private Ltd (Subsidiary)*'.

Spread across an area of 9 lac sq. ft the Tier 4 Data Center will be set up in Bengaluru (Karnataka) with a total investment of Rs 900 crore spread over a period of 3 years.

Commenting on the acquisition, Sanjay Jain, CEO, Tulip Telecom Ltd. said, "*I am very pleased to announce the acquisition of our 5th Data Center for our domestic and international customers. Our new Data Center will help meet the rising customer requirements for Co-location, Managed Hosting & Data Storage and a suite of other complementary services including Managed Security Services and storage requirements of our customers from across the globe. This, we believe*

*will provide further impetus towards strengthening our foothold in the Enterprise Data Services market place. **He further added,** "The launch of this Data Center endorses Tulip's commitment to its Domestic and Overseas customers to support their business needs while providing end-to-end solution for Connectivity, Managed and Data Center Services."*

Congratulating his team on the announcement, Lt. Col. HS Bedi, VSM, Chairman and Managing Director, Tulip Telecom Ltd. said, *"I am glad to have a team who shares the same vision as mine of making Tulip the leader in the Enterprise Data Service segment. This acquisition provides us with the opportunity to garner a higher market share given our end-to-end product and service offerings whilst enabling customer stickiness. It will provide us a platform to roll out numerous other services including Cloud Computing, SAAS and Managed Application Services. We believe we are on the right track to achieve our vision thereby maximizing shareholder value."*

The new eco-friendly Data Center has state-of-the-art infrastructure and can house up to 16,000 racks, backed by upto 100 MW Power supply through 5X20 MW substations. This facility will further be able to host over 2,000 technical and managerial workforce. The entire building has a floor load bearing capacity of 1500 kgs per sq. meter. The civil structure of this facility is ready and the Company would make investments in power equipments, HVAC, Fire detection and extinguishing systems, physical and data security systems, network equipment, WAN, LAN and storage, systems and software for data center operations depending on the demand. Given the robust demand, the facility would be ready to be utilized in less than 6 months.

The Bengaluru Data Center will serve the hosting, co-location, storage and connectivity needs of large enterprises and small and medium businesses in India and other emerging markets, while also serving as a disaster recovery facility for enterprises that are present in other key business centers across India or nearby countries. Further, it allows the Company to expand its market penetration by addressing new customer requirements in fast growing industry verticals viz. banking and financial services, manufacturing, IT and ITeS. The data center will be carrier neutral facility.

This state-of-the-art data center is planned to be ISO 20000-1 & 27001 certified and will be designed as per Seismic Zone 4 specifications with raised floors, precision air-conditioning with accurate temperature and humidity control systems with separate cooling zones. The completed facility will aim

to offer a wide range of physical security features, including state-of-the-art smoke detection and fire suppression systems, motion sensors, and 24x7 secured access with biometric & proximity card readers, as well as video camera surveillance and security breach alarms.

Tulip Telecom has been able to set the highest service delivery standards in data center services with its mature service delivery practices and security standards. The company already has four operational data centers (two in Mumbai, and one each in Delhi and Bengaluru) with ISO 20000-1 & ISO 27001 certifications to ensure reliable and high quality service delivery. Some of the biggest telecom companies in the world use Tulip's data centers and networks to establish their networks in India.

About Sada IT Parks Private Limited

SADA IT Parks Private Limited is a Special Purpose Vehicle that owns the Data Center facility in Bengaluru, with total space of 9 lac sq. ft.

About Tulip Telecom

Tulip Telecom Ltd. (BSE: 532691/NSE: TULIP) is India's leading enterprise communications service provider. The Company's data network has the largest reach of over 2,000 locations in India. The Company has a national presence with over 3,000 employees and more than 1,800 customers across India. Tulip designs, implements and manages communication networks of large enterprises on long term contracts to include enterprise communications connectivity, network integration, managed and value added services.

For more information on the Company, please log on to www.tulip.net or contact:

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