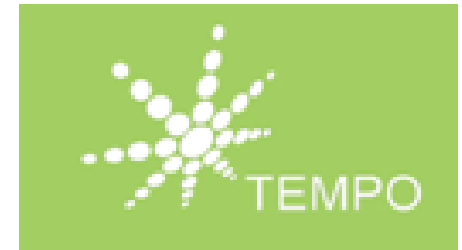


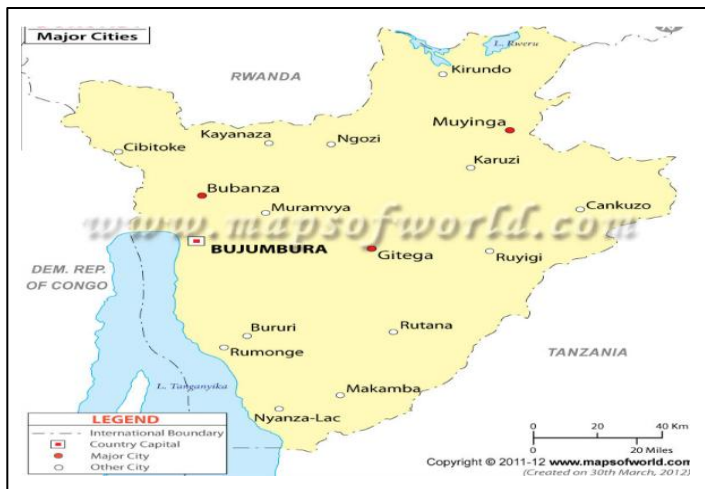


Africell

Company Profile

- Africell is a GSM company that was incorporated in 1999 in the Republic of Burundi in Eastern Africa;
- The company was acquired by Vtel (81%) in 2008.
- Africell is currently covering 60% of Burundi.
- With 75 sites currently on air covering the capital Bujumbura and upcountry areas, expansion plans are underway to cover the rest of the country.





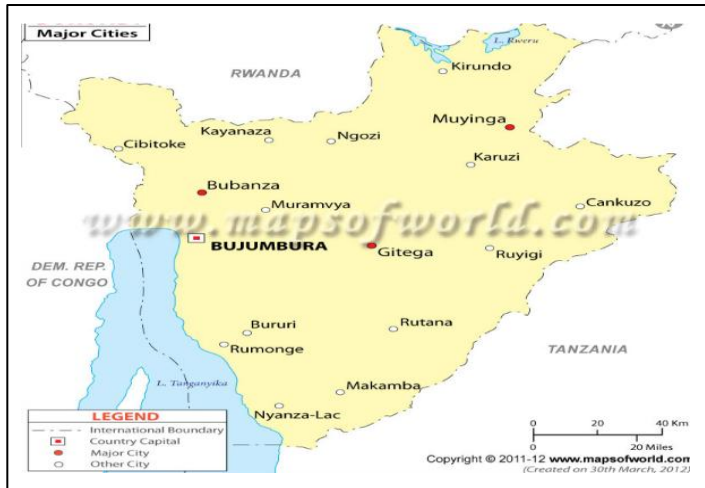
Country Data (2012 est.):

- Country Area: 27,830 sq km
- Total Population: 10,888,321 (Jul. 2013)
- Inflation Rate: 16%
- Age structure:
 - 0-14 years: 45.8%
 - 15-24 years: 19.7%
 - 25-54 years: 28.3%
 - 55-64 years: 3.7%
 - 65 years and over: 2.5%

Macro Economic & Sector Data:

- GDP/Capita: 600 USD
- No. Of Operators/Technology:
 - GSM: 5 operators , Including Tempo
 - LEO
 - Econet
 - Lacell
 - Onamob
 - 3G : 2 operators
 - LEO
 - Econet
 - Fixed tech. : 1 operator
 - Onatel

Africell - Internal Fact Base

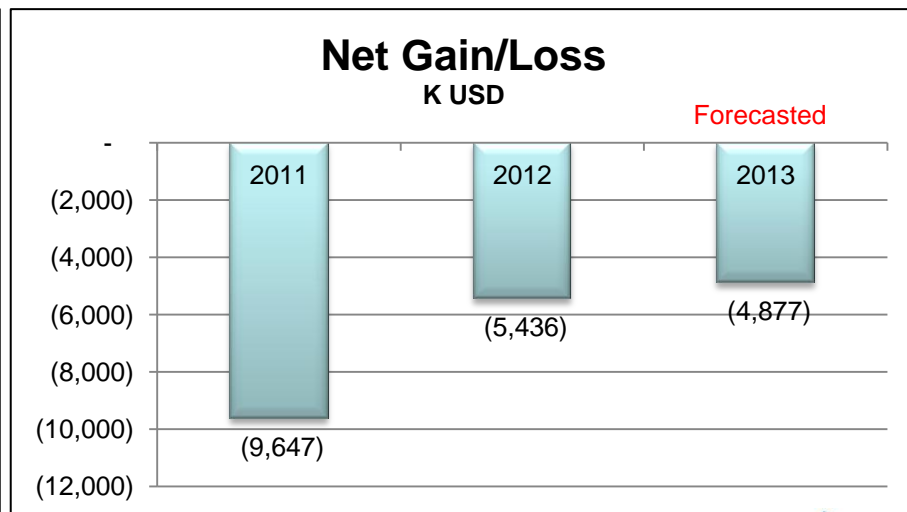
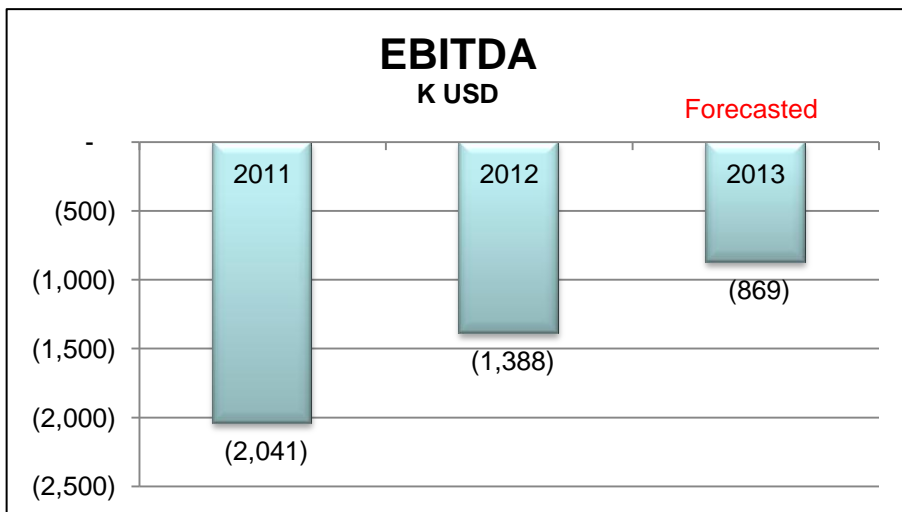
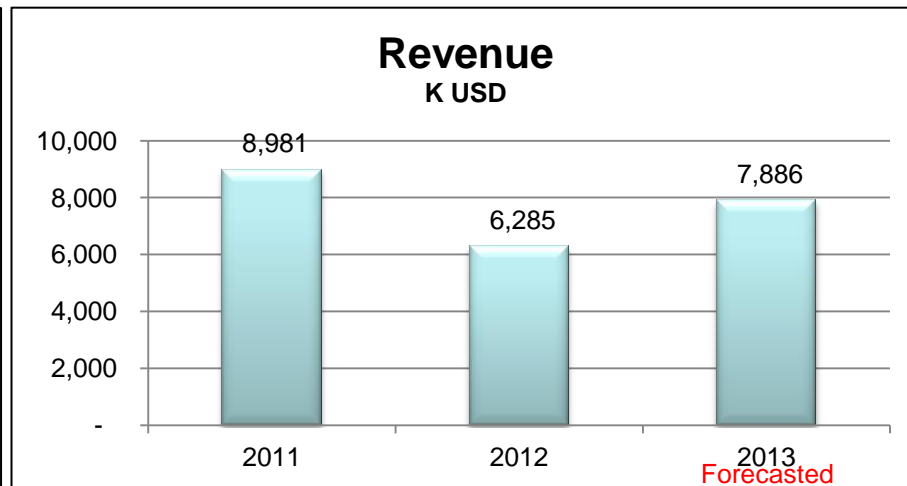
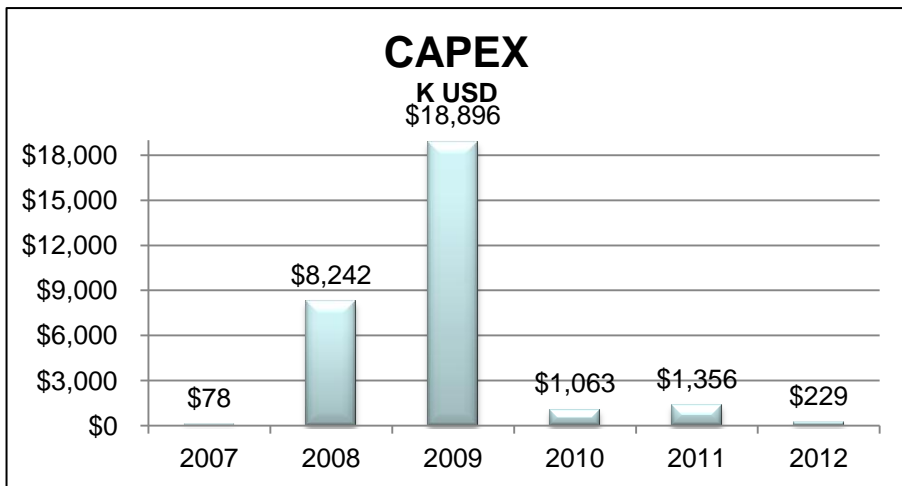


Internal Data:

- Technologies:
 - GSM License
 - 3G
 - WiMAX
- Starting Date
 - 16-Sep-99
 - 16-Sep-99
 - 22-Sep-11
- Expiry Date
 - 15-Sep-14
 - 15-Sep-14
 - 21-Sep-26
- Non-Recurring License fees (K USD):
 - GSM : 200.0 3G: 41.203 WiMAX : 32.348
- Recurring License fees (USD): 1.2% * (Revenues)

- Main Services Provided :
 1. Voice (Post-paid and Prepaid)
 2. Data (GPRS)
- Percentage of Area Coverage : 60% of populated areas
- No. of Subscribers: 159,996 (end of 2012)
- Penetration Rate: 11.39% (Feb.2013)
- ARPU (USD): 3.0 (end of 2012)
- Invested Capital since inception (K USD): 55,401
(including Initial Investment & Cash funding till end of 2012)
- Market Share (Feb.2013):
 - LEO (52,7%)
 - LACELL (15,4%)
 - Tempo (12,9%)
 - Econet (11%)
 - ONAMOB (7,9%)
- No. of employees: 114 (March,2013)

Africell - Internal Fact Base



Average conversion rate (USD/BIF) for CAPEX :

2007: 1,049.78 2008: 1,155.63 2009: 1,201.31 2010: 1,209.04 2011: 1,217.61 2012: 1,385.06



Africell - Burundi BackBone System

- Under the support of the World Bank's Regional Communications Infrastructure Project (RCIP II) for broadband in the EA region, the government of Burundi & the WB have collaborated to develop a government-supported private-sector national fiber optic backbone project.
- The result is Burundi Backbone System Company (BBS), a JV between local telcos & IT companies created to own & manage the asset.
- To further facilitate the venture, a Public Private Partnership (PPP) was signed between BBS and SETIC (Secretariat Executif pour les Technologies d'Information et de Communication), the government's arm for telecom/IT/e-government.

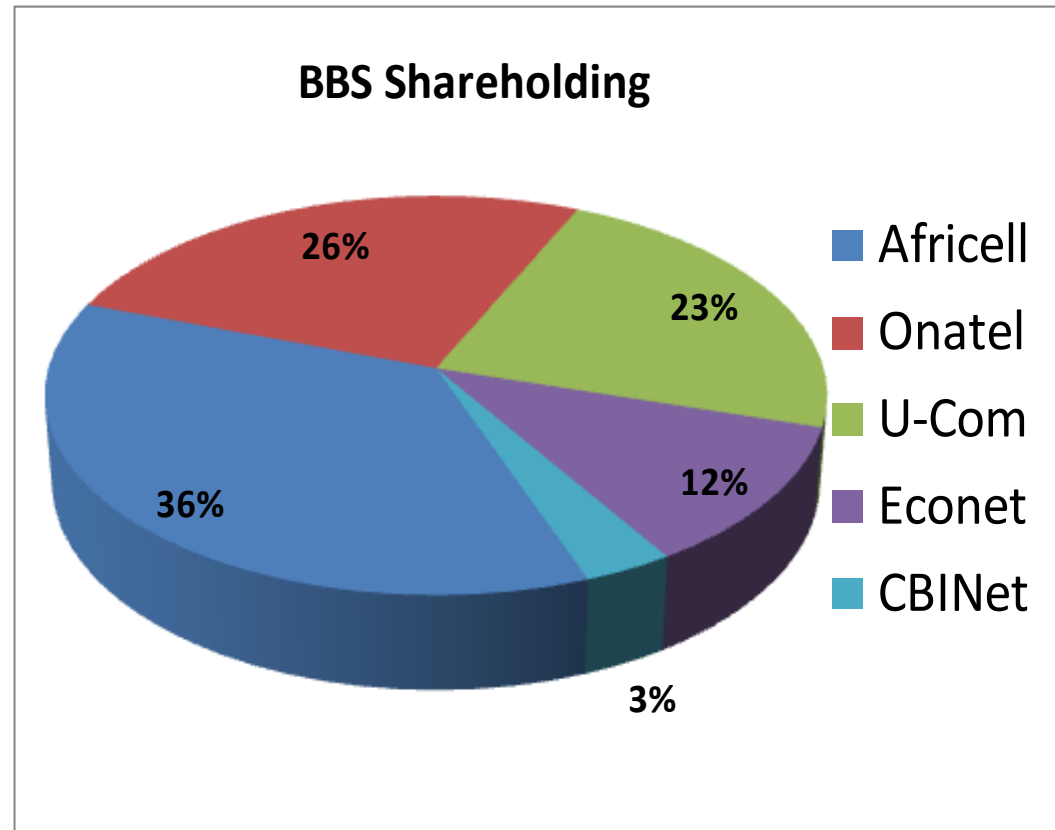


- PPP and Concession Agreements were signed by BBS in May 2010.
- BBS was granted a 20-year concession and country-wide rights of way to install and operate Burundi's national backbone.
- The concession includes exclusivity until mid-2014.
- Exception is that existing operators may install infrastructure for their own use.
- Metro networks are open to competition.
- The concession obligates BBS to operate as an international gateway (virtual landing point) and Internet Exchange Point (IXP) as well.
- In addition to the point-to-point long-haul backbone, BBS will install nearly 75 kilometers of access network in metro Bujumbura and 4-6 km in each of the provincial capitals.
- As a part of the agreements, the mobile operator/shareholders of BBS have been granted 3G licenses + frequency to drive demand.

The logo for BBS (Burundi Backbone System) features the letters 'BBS' in a bold, sans-serif font. The first 'B' is red, the second 'B' is grey, and the 'S' is red. A vertical grey line is positioned to the left of the letters.

BBS - Burundi BackBone System Shareholders

- Share capital is \$3.05 million - held entirely by local operators
- Government is not a direct shareholder
- Share capital is open to other licensed telcos and ISPs in Burundi



BBS - International Connectivity

- **The BBS network will interconnect with 6 border points (3 to Rwanda, 2 to Tanzania, 1 to Congo DRC)**
 - Phase 1: Kanyaru-Haut (Rw), Gasenyi/Nemba (Rw), Kobero/Kabanga (Tz)
 - Phase 2: Mugina/Manyovu (Tz)
 - Phase 3: Ruhwa (Rw), Gatumba/Uvira (DRC)
- **BBS will make arrangements with regional and neighboring country operators to access submarine cables landing at Dares Salaam and Mombasa (TEAMS, SEACOM, EASSV)**
- **As a consequence of its geography and low traffic demand, Burundi will have higher costs and potentially less reliability than its coastal neighbors**
- **Nonetheless – Burundi’s market will grow and as traffic volumes increase, the cost per Mb will decline significantly**
- **The country is strategically placed to connect eastern parts of Congo DRC for operators such as Airtel and Vodacom**

- **The BBS CEO reports to a 5-member Board**
 - **Chair of the Board is held by Africell as the largest shareholder**
 - **Vice-Chair is held by ONATEL**
 - **Other Board members represent the shareholder/operators**

BBS - Network Roll-out

Fiber Length 1,213 Km,
installed in 3 phases

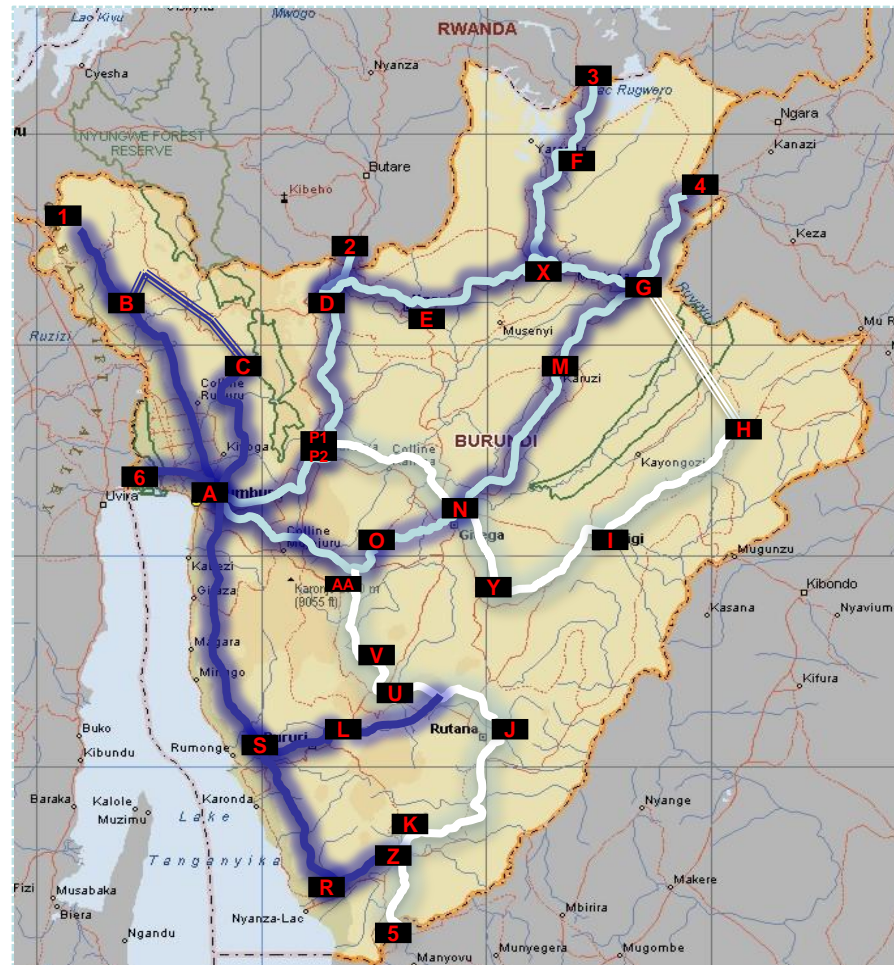
Phase 1: 564 km, Phase 2:
371 km, Phase 3: 278 km

2 BB pops & 5 customer
pops in Bujumbura
19 Pops outside Bujumbura

NOC and IXP in Bujumbura
with dual "home" routers

5 Microwave hops (dark
lines in the drawing)

Multiple redundant routes



SDH transport with POS
for IP services

48 core single mode fiber
G.652.D for long-haul

96 core metro access
cable in Bujumbura

Cable buried in HPDE
duct throughout

Most sites co-located with
shareholder GSM BTSs

Thank you

