

Presentation
at
Pakistan Afghanistan Summit

The Opportunity



May 23, 2011
Dubai

- Wateen Optical Fiber Cable (OFC) Network providing inter and intra city connectivity across the country

- 10,000+ km covering all the four provinces of Pakistan and providing metro connectivity in 22 major cities of Pakistan
- DWDM Deployment of 160 Lambda scalability
- 76 existing ADM Sites and increasing
- International Connectivity with Neighboring Countries (Afghanistan via Torkham and Chaman, Iran via Taftan, India via Wagah, and China via Khunjerab)

- MPLS Core for QoS

- 22 Cities WiMAX Network

- Satellite connectivity (VSAT & DVB-RCS)

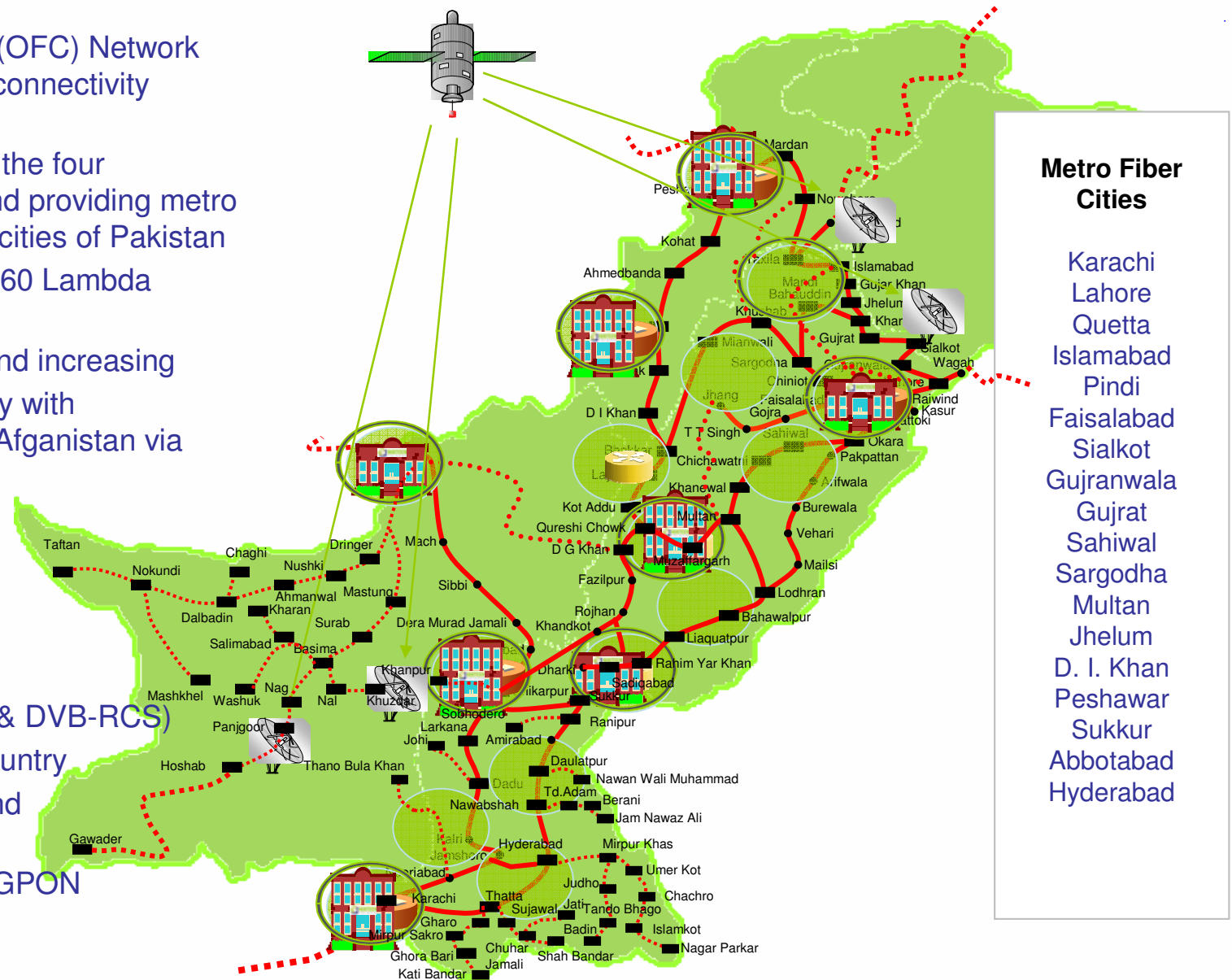
- 10 VSAT hub sites in country
- Footprint on Pakistan and Afghanistan

- Triple Play Services HFC & GPON

- Data & Internet
- Voice

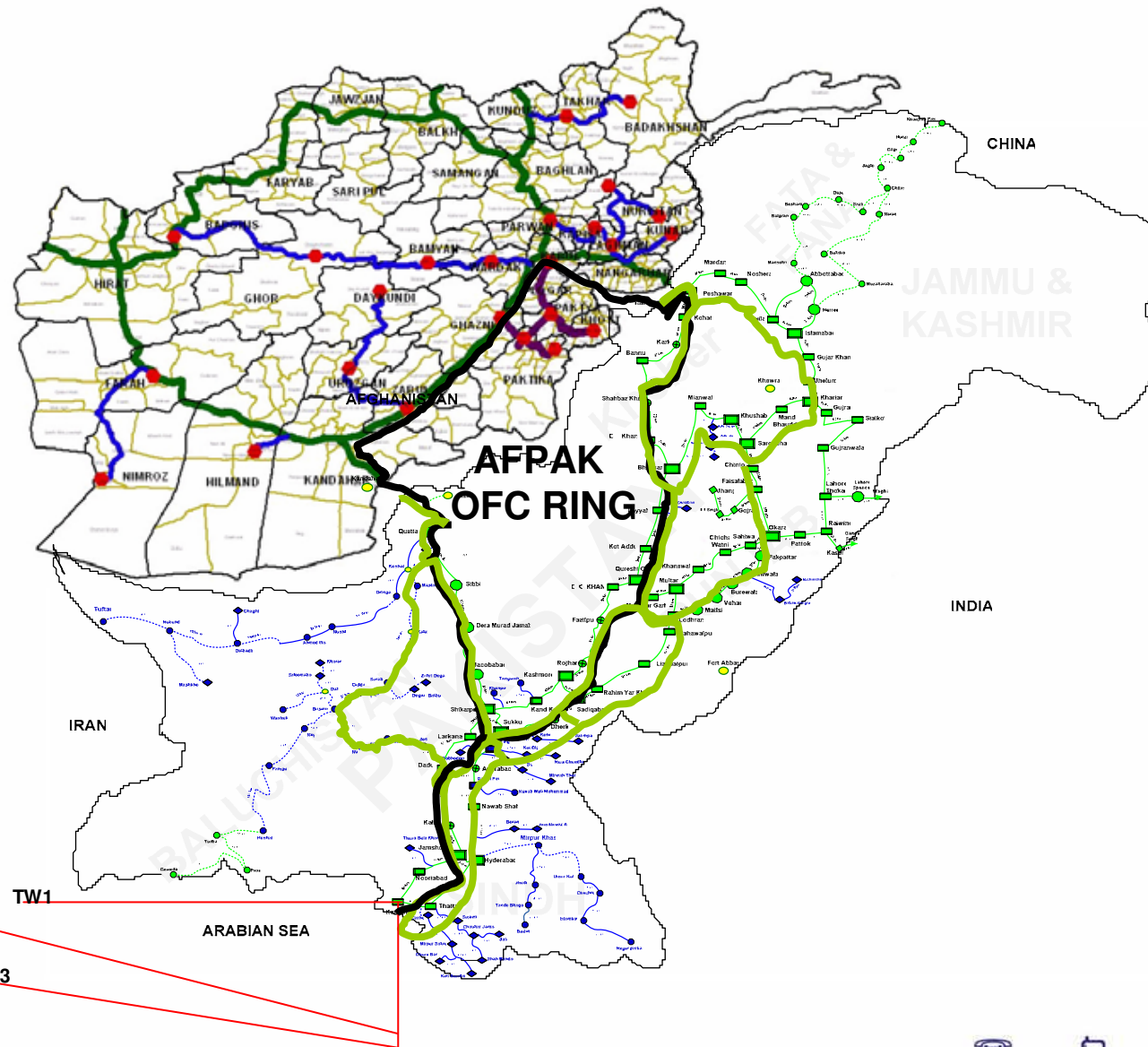
Wideo CONNECT

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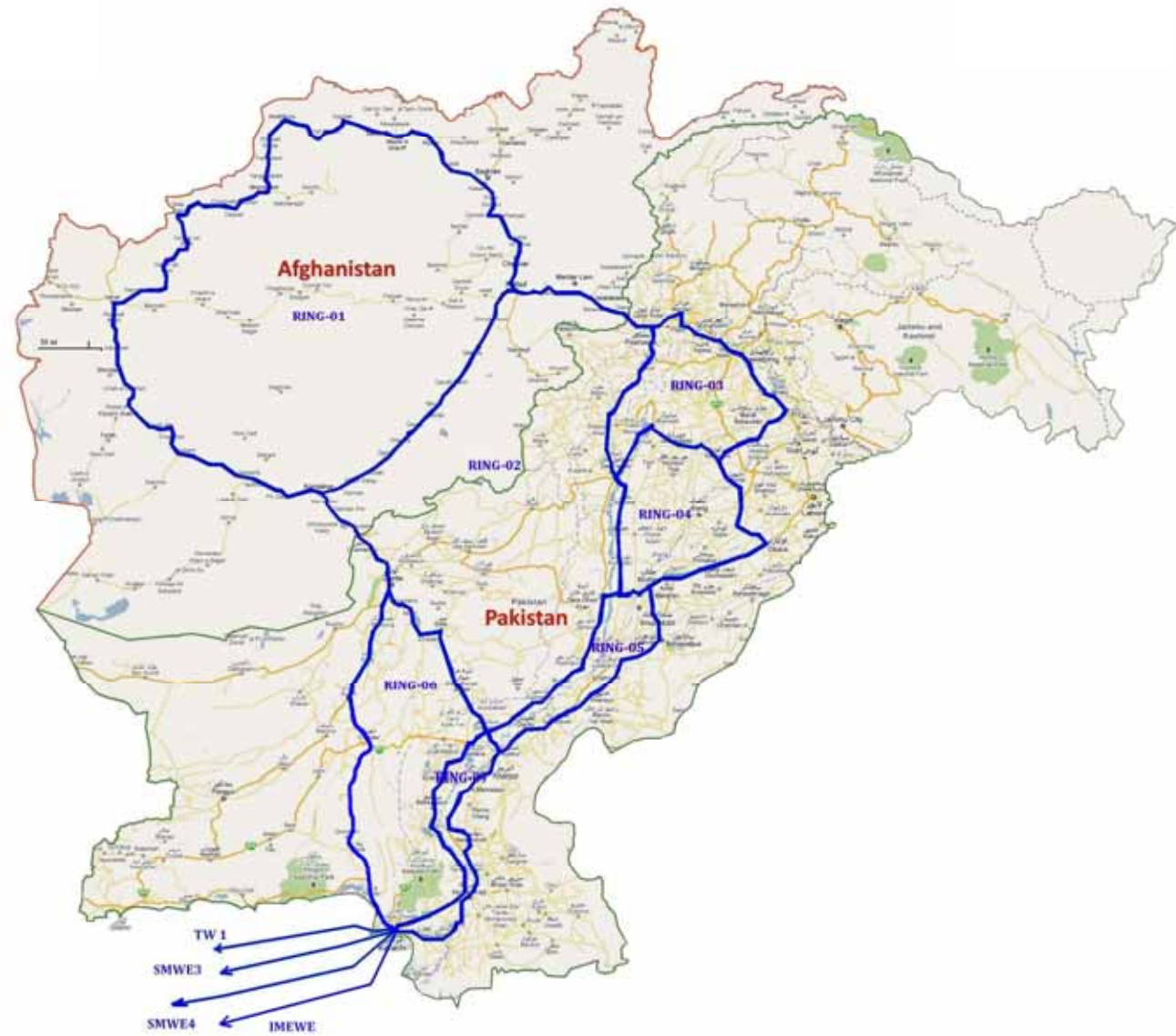
Metro Fiber Cities

- Karachi
- Lahore
- Quetta
- Islamabad
- Pindi
- Faisalabad
- Sialkot
- Gujranwala
- Gujrat
- Sahiwal
- Sargodha
- Multan
- Jhelum
- D. I. Khan
- Peshawar
- Sukkur
- Abbotabad
- Hyderabad

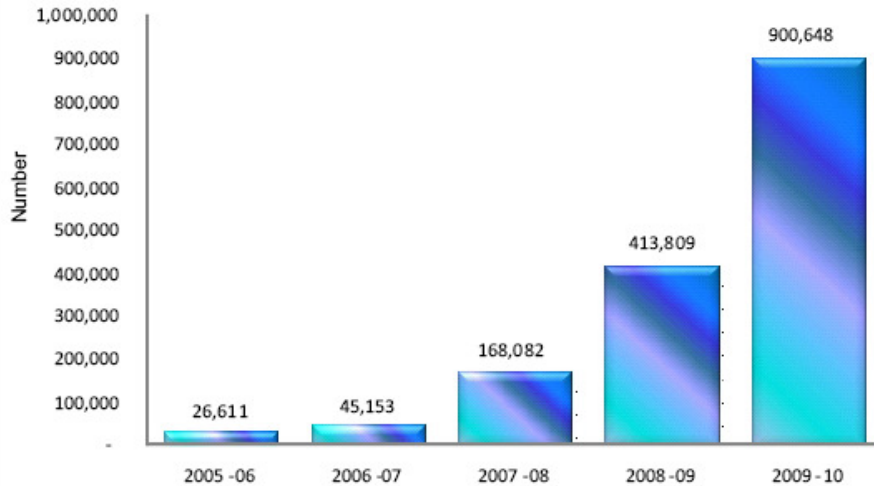


Connecting
Afghanistan
to the
World

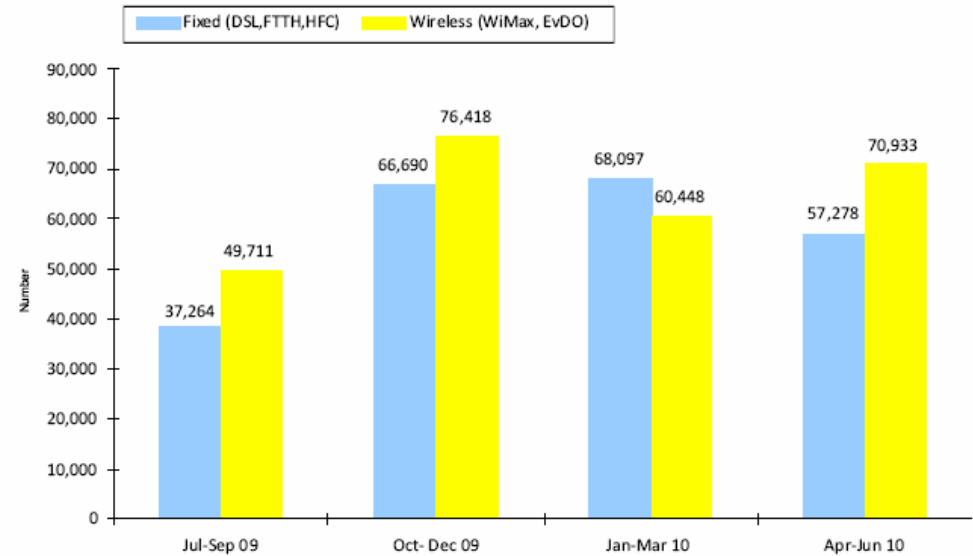
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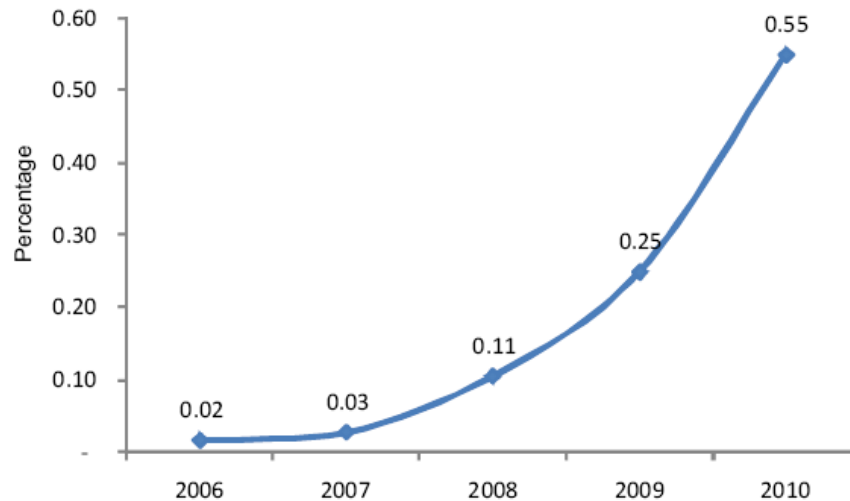
Broadband Subscribers



Fixed Vs Wireless Subscribers

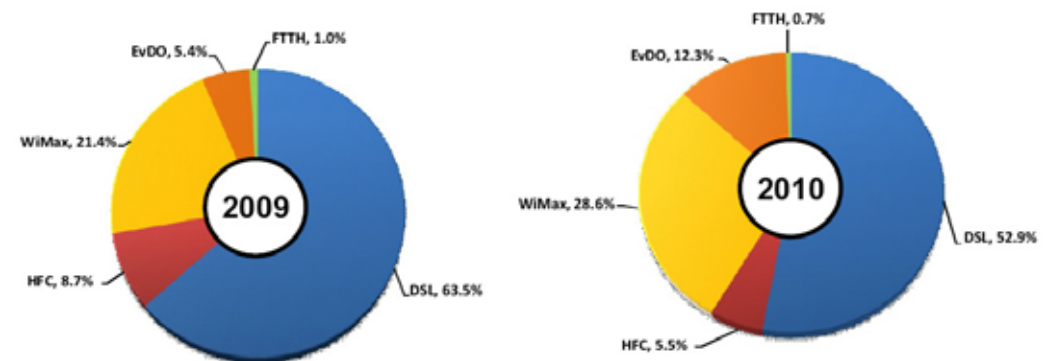


Broadband Penetration



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Broadband Subscribers Share by Technology



Source: PTA Annual Report

- Your **OPPORTUNITY** is **LIMITLESS**
 - Every Fixed Line connection is your target Internet subscriber
 - Every Broadband consumer is your target Voice subscriber
 - Simply deploying fiber to customer sites using high capacity VSAT bandwidth, will require (at least) more than 2 x STM16 of IP Transit, this year
 - Your only possible loss is:
 - **TIME IS NOT ON YOUR SIDE**
 - Deregulation is Mandatory by ITU
 - Long Term planning and investment is the key to successful infrastructure deployment
 - Competition can take away the opportunity in no time
 - Agility is your key to success
 - Customer Service will be the final denominator of service
 - You have an opportunity to learn from your neighbour
- You are in a High Value – Low Volume Market
 - New Services are crucial for survival of telecom companies
 - Telecom, Media, and IT (TMT) will eventually converge
 - E-Government Services
 - E-Business
 - Entertainment
 - Content will be the only common denominator for convergence
 - Remember illiteracy has negligible impact on an internet that is, NOW, mostly accessed for VIDEO based services
 - Video based services are the market drivers today
 - VoIP based services will drive the next Voice-Wave
 - Content will be the KING when convergence takes place for TMT
 - It will happen faster than our expectation
 - Just as Video happened faster than our expectation

■ E-Government Services

- Government services delivery via Internet
 - Agriculture – Prices, Water Availability, Crop Protection, Farmer Education, etc.
 - Health – BHU & Doctors contacts, Vaccinations, Telemedicine, etc.
 - Education – School & College contacts, Admissions, Courseware, Examination, Results, Fee Payment, Distant Education, etc.
 - Judicial system

■ E-Business

- E-Commerce (B2C)
 - Information, Maps, Travel, Tickets (Bus & Train), etc.
 - Tax payment and Refunds for Individual tax payers
- Procurement (B2B)
 - SMB and Self Employed Individual businesses
 - Supplier registration, Products catalogue & pricing

■ Entertainment

- IPTV
- Regional and National language content – Music, Video, Movies, etc.
- Gaming
- Window shopping
- Social Networking
- Afghanistan 'Youtube'

■ New Services

- Audio Conferencing
- Video Telephony
- Video Conferencing
- Security & Surveillance
- Bill Payment

■ Societal Benefit

- Eliminating the human interface reduces corruption
- Creates self-employment opportunity

■ Economic Benefit

- Telecom contributes 5% of GDP
- Only new services will enable telecom companies to survive
- Voice will shrink to 'free' service when 'VoIP' is legalized

The background is a vibrant green with abstract, flowing, organic shapes that resemble liquid or smoke. The colors range from a bright, almost white green to a deep, dark green. The shapes are curved and layered, creating a sense of movement and depth.

Thank You

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