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PROJECT WEST AFRICA

Presented By:

**Infinity Worldwide Telecommunications
Group of Companies (IWTGC)**

August, 2006



Project Overview

- Infinity was founded to provide broadband communications services to the West African community
- Founded by African and African American telecommunications veterans who are dedicated to the economic advancement of West African nations
- Led by a seasoned management team & advisers who have substantial international experience
- The Project:
 - Infinity will construct a fiber-optic sub-sea cable communications network to provide inter- and intra-regional bandwidth services, termination services and national and international interconnection services
 - Infinity will then extend its broadband network locally, through purchases of terrestrial fiber and wireless deployment, to offer retail services in targeted cities
- Total project costs are estimated to be \$800 million



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Market Opportunity

- Underserved markets – In a region with over 300 million people, there are just over 2.5 million fixed lines
- Anecdotal Evidence of Demand – cellular communications companies have attracted 15 million voice customers in Nigeria alone
- Closed wholesale system – an open access system will prompt retail demand
- Market by Market service offerings – the region is disconnected, a unified service offering will prompt regional economic expansion

Broadband – with the precedent success of mobile voice, the next underserved communications market is broadband



The Infinity Team

Management

- **Adedoyin Ademilola**, *Co-Founder, Chairman & CEO*
- **Robert D. Woog**, *Chief Operating Officer*
- **Nicole Kaplan**, *Finance Director*
- **Mool Singhi**, *Executive Vice President and Chief Network Architect*
- **Thomas A. Soja**, *Spec. Advisor, Office of the CEO and Executive VP Corporate Development*
- **Mademba Cisse**, *Senior Vice President – Regulatory and Business Affairs*
- **Stephen Prendergast**, *Senior Vice President – Operations and Customer Service*
- **James Roberts**, *Senior Marketing Executive*
- **Bolade Agboola**, *General Manager IWTGC Nigeria*

Advisors

- **Andrew D. Lipman**, *Partner, Bingham McCutchen LLP, Chief Legal Advisor*
- **Olubusola Obasanjo**, *Senior Advisor, African Affairs*
- **Dr. Victor Lawrence**, *Senior Advisor*
- **Yaya Kourouma**, *Advisor, African Affairs*



Regulatory and Political Support

- **ECOWAS (Economic Community of West African States)**
 - Resolution from the ECOWAS Ministers to support Infinity and its endeavors in West Africa
 - Strong support from executives who understand that telecommunications and IT infrastructure are fundamental to economic development.
 - Discussing an integrated concept entitled *Centers of Excellence*: buildings that would house and offer world-class connectivity, distribution, storage, customer support, security, content, processing capability and applications as the foundation of growth beyond traditional telecommunications services to full-service content and communications provision.
- **NEPAD (New Economic Partnership for African Development)**
 - Project has been endorsed as needed for regional economic development (Dakar, July 2005).
 - Project is highlighted by NEPAD for approval by all heads of state in region. Strong recommendation of NEPAD support will also be included in report to World Bank and other leading development institutions such as the West African Development Bank and regional regulatory and operator organizations
- **WATRA (West African Telecommunications Regulatory Association)**
 - Presented to WATRA conference in September, 2005 in Accra, the project goals and desired regulatory environment to allow for region-wide deployment
 - Significant interest expressed by numerous countries resulted in Infinity's decision to expand the coverage area of the project
- **The ITU** coordinator of the group mandated to oversee the implementation of the Information and Communication Infrastructure of the Geneva Plan of Action adopted by the World Summit on the Information Society (WSIS) has included the Infinity West Africa project in the list of projects which will be facilitated for implementation in the framework of the WSIS decisions.



The Global Network

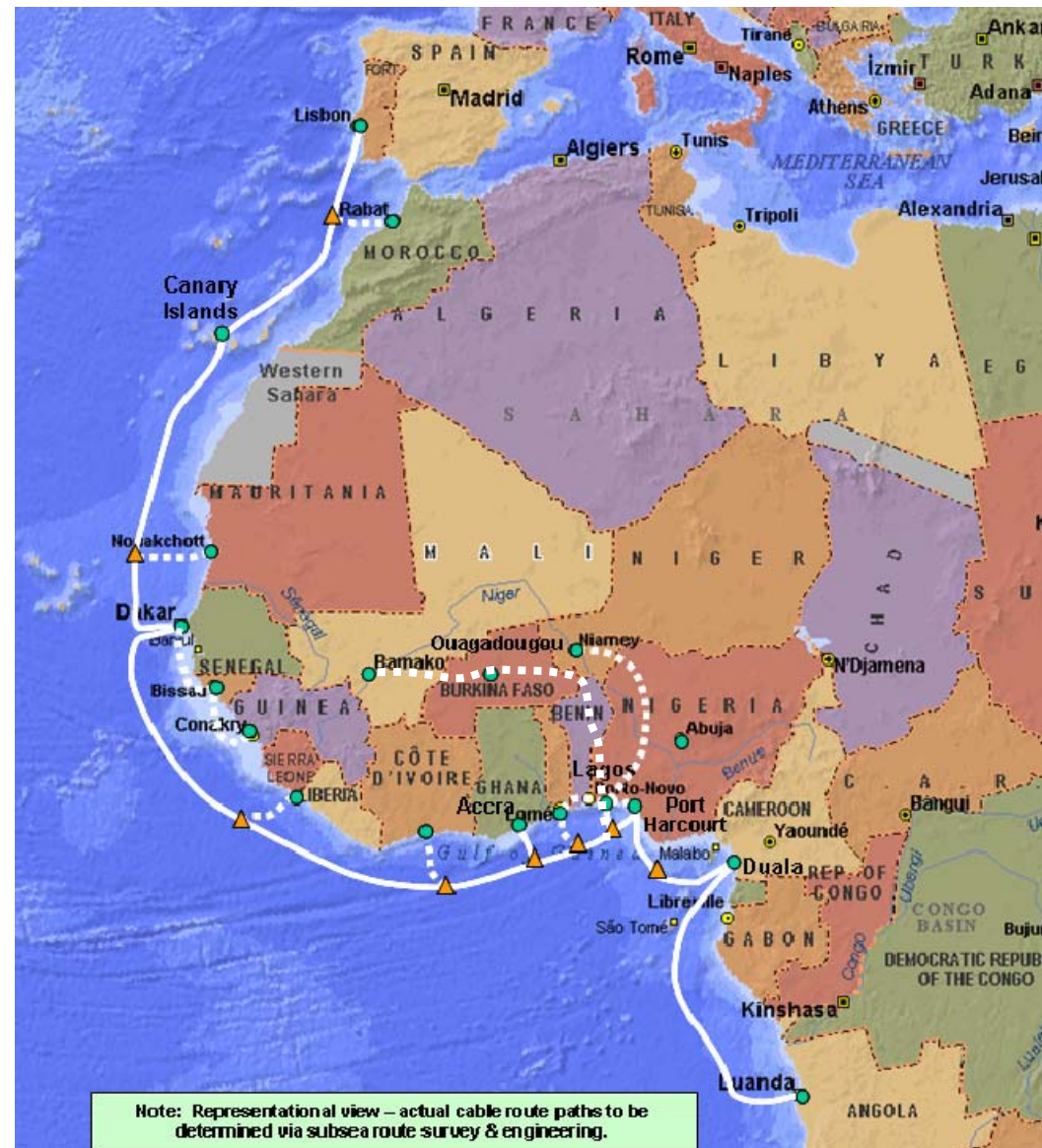
- A regional (sub-sea) network serving West Africa and connecting to Southern Europe
- An international network extending connectivity to the rest of the world.
- A single underlying infrastructure and common architecture for the region, utilizing best-of-breed service platforms





The Regional Network

- True Focus on Regional Inter-connectivity
- The sub-sea regional network facilitates the ability to offer a full continuum of wholesale and retail communications services in cities





IWTGC's Open Interconnection

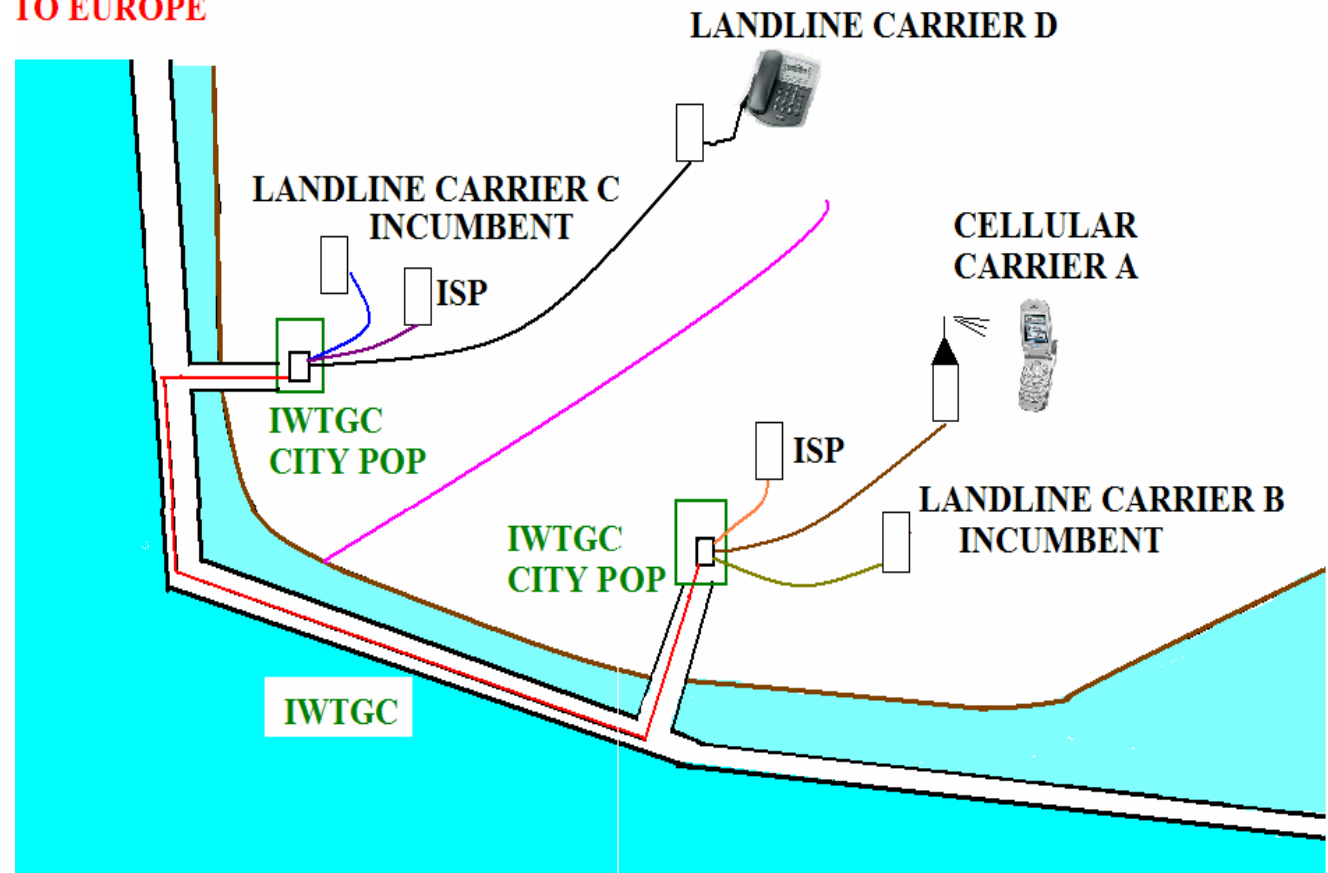
IWTGC Customers

- All Cellular Providers
- All Landline Providers
- ISPs
- Power Companies

Quality of Service

- NEPAD Initiatives
- Trans-Saharan Pipeline
- WAFS

TO EUROPE





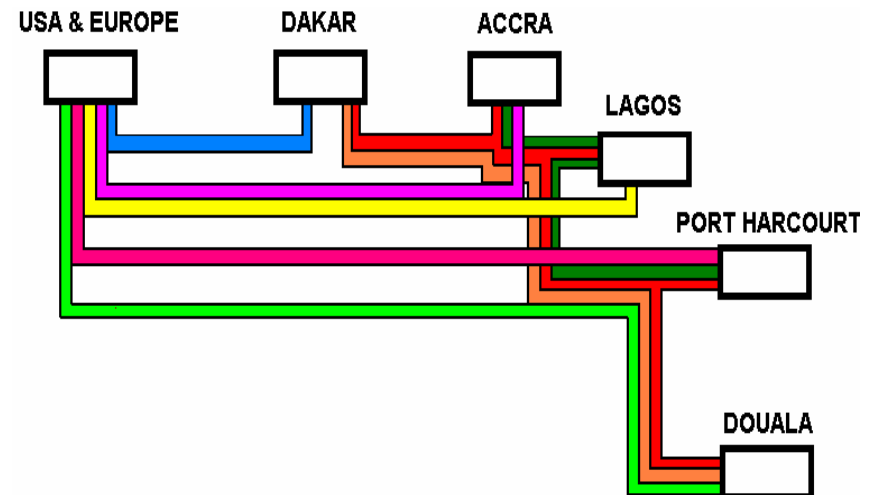
Regional Network Architecture

Backbone Network

- State-of-the-art Fiber-Optic Sub-sea System – Terabit capacity
- Branching Units to allow for Country Independence and Regulatory Compliance
- DWDM - 10 Gbps. Waves
- Central City PoPs – End to End Service
- All Optical Switching
- All IP Service Layer

Backbone Network cont.

- Multiplexing Strategy
 - All Countries – Direct International Connectivity
 - Full Intra-Regional Connectivity
 - Special Communities of Interest

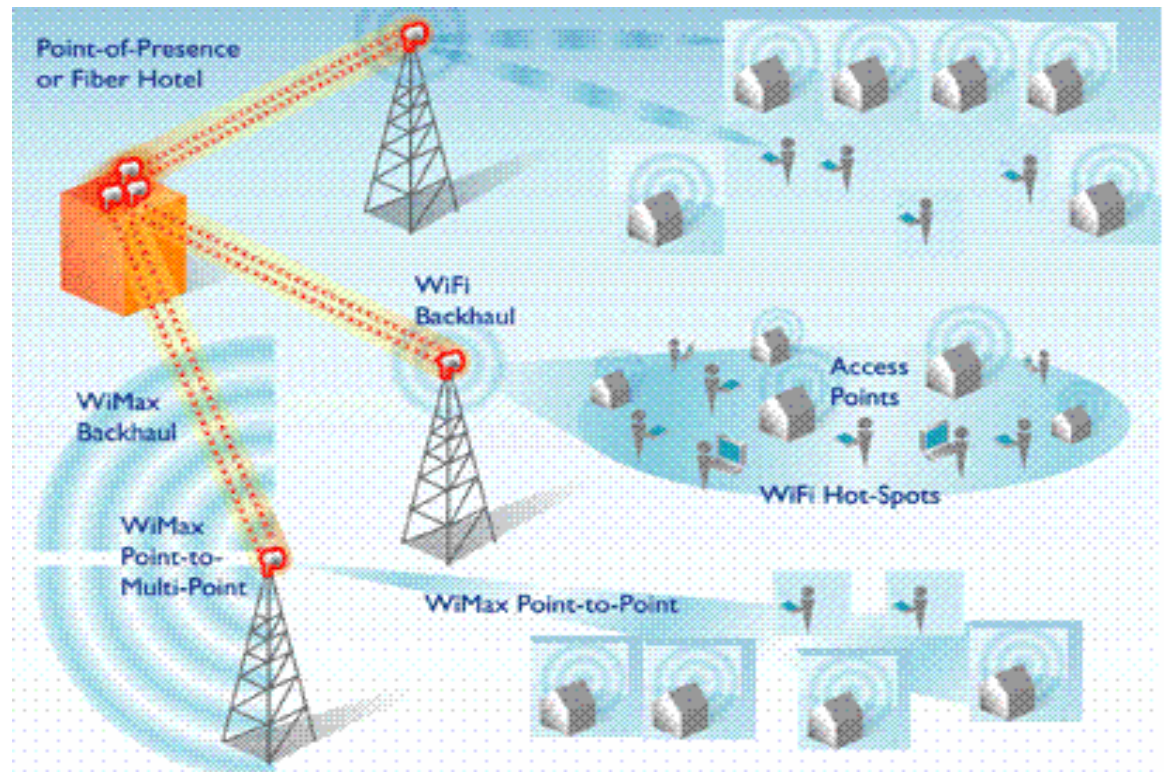




The Local Network

- Deployment of WiFi / WiMax technologies to construct local broadband networks in selected West African cities
- Ability to serve the small and medium sized business market and the residential market with a full complement of broadband services
- Infinity has the unique opportunity to be a first mover in the regional market and acquire significant market share for both businesspeople who travel in the region and those with expatriate relatives.

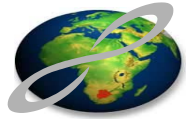
Local Area Network Configuration





The End-User Business

- The Cable is the Enabler
- An Underserved Market Opportunity
- Partnerships, Channel Distribution, and Direct
- Multi-national enterprises data networking served through strategic Global Carrier tie-up
- Small and medium sized enterprises (“SME”) –significant opportunity for service differentiation
- Consumers will be served through multiple existing channels initially
- Local as well as Regional Coverage – unique positioning
- On-net to on-net services - pricing advantage



Applications

- Broadband access
- VoIP
- Email
- Multi-Media Conferencing
- IP Centrex & Outlook Integration
- Web Hosting
- Remote storage service
- Unified Messaging
- Presence
- Streaming Video – News, Sports
- Payments & Top Ups

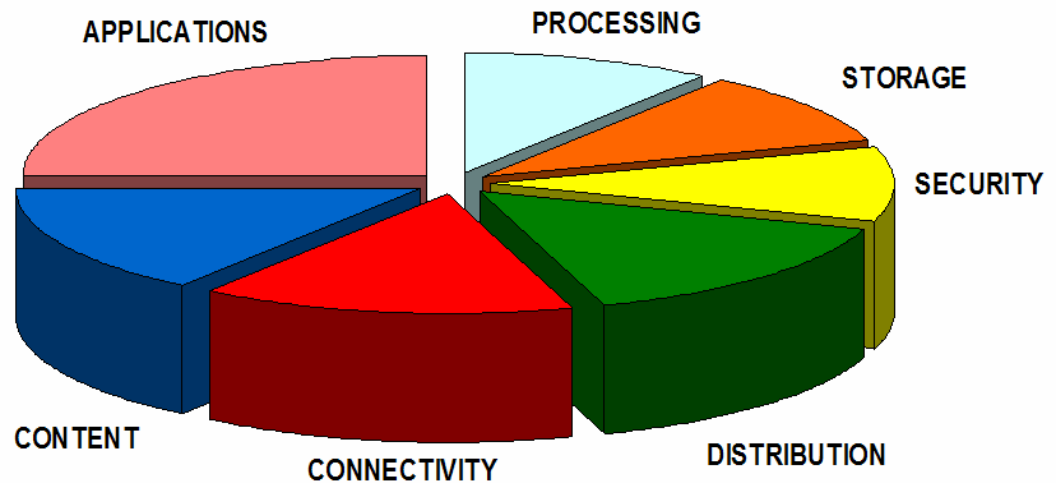


ICT for West Africa

A Holistic Picture

- An ICT Initiative for ECOWAS
- Supporting Open Access Principles
- Bringing all components of ICT under one roof

A Holistic Approach



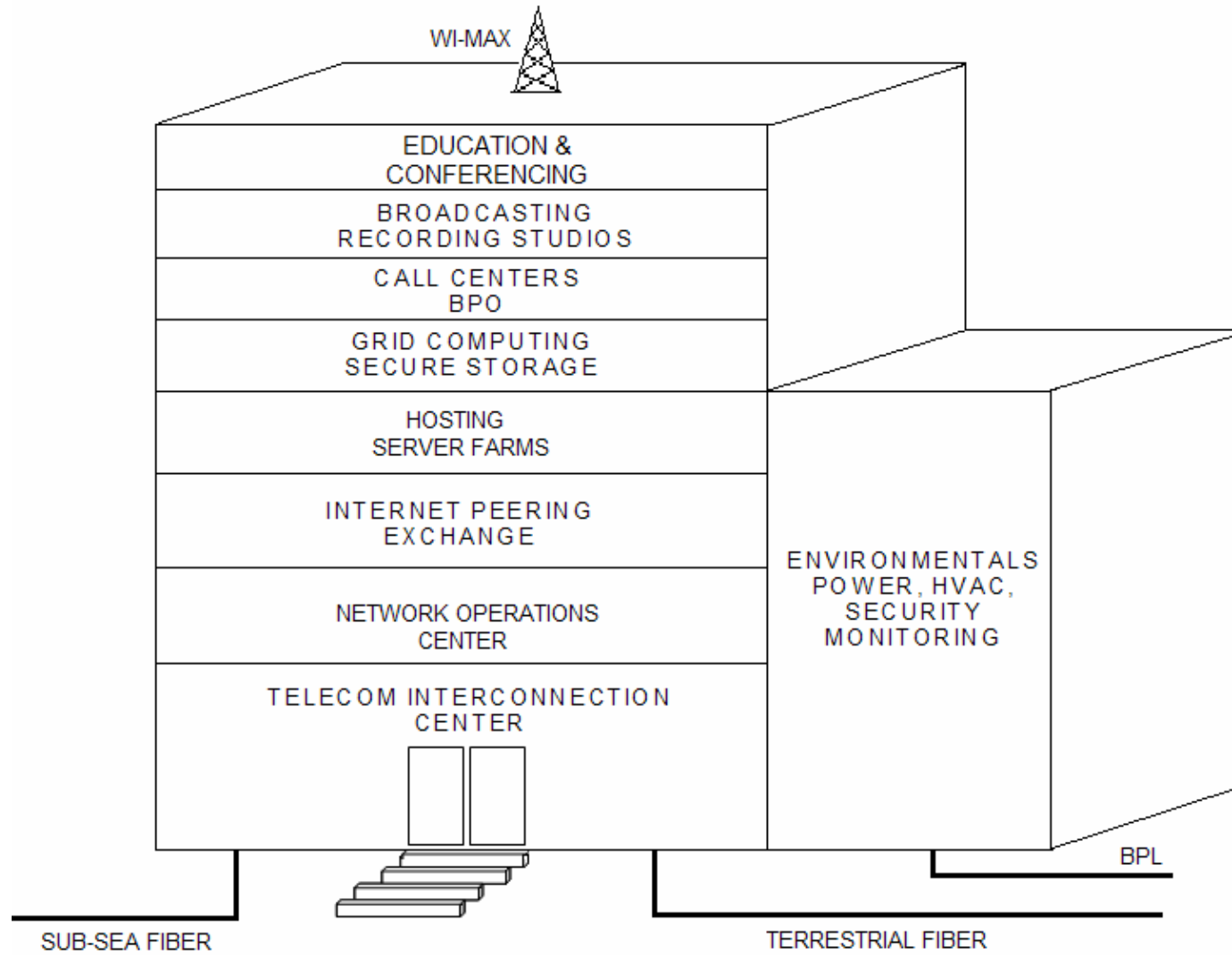
- Lacing together Cities of Excellence through Secure and Abundant Communications
- Focus can now be on Applications
- Facilitate Improved Economic Growth in the Region



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ICT – Centers of Excellence

ECOWAS Center of Excellence

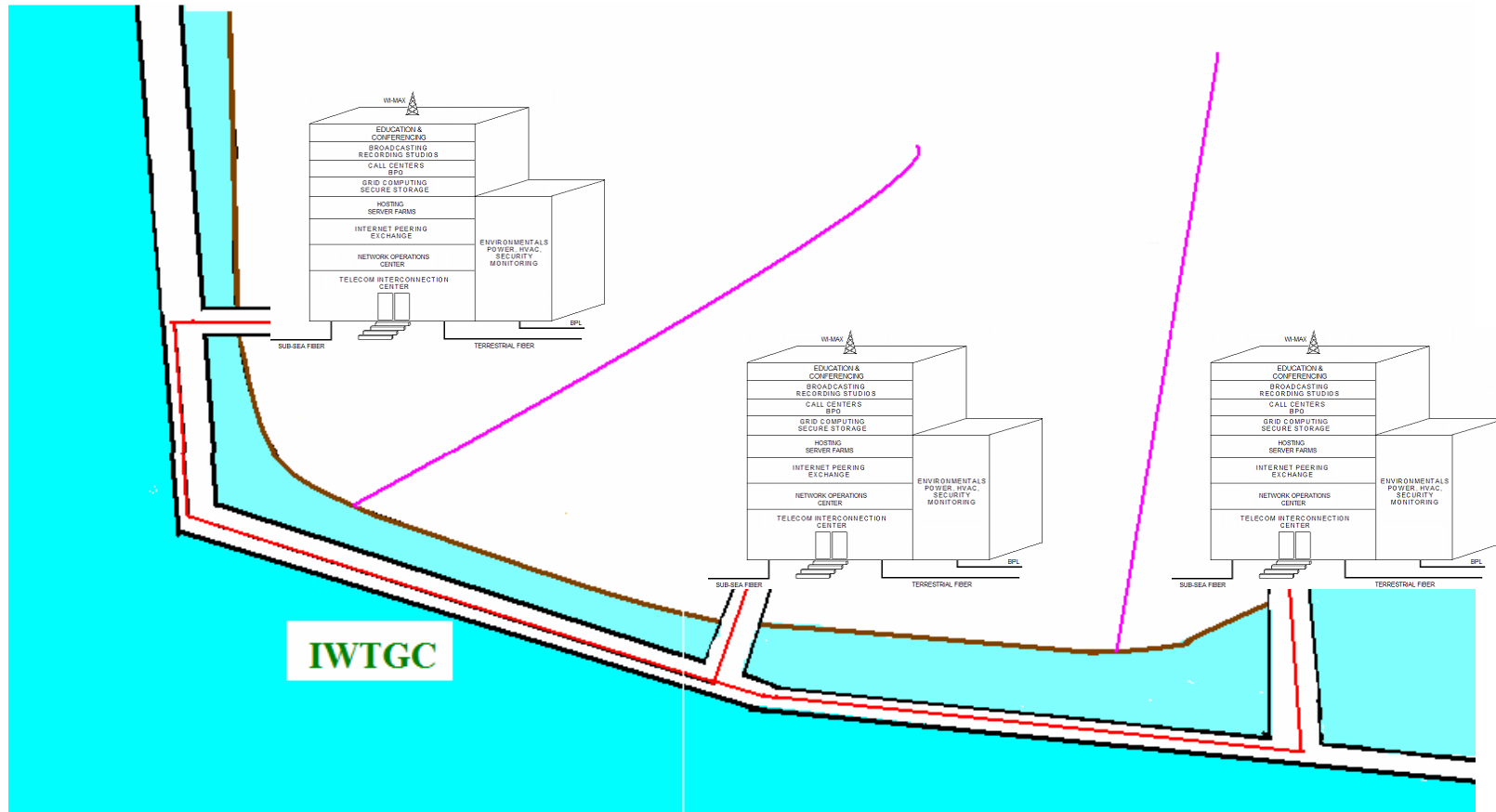




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ICT – Centers of Excellence

ECOWAS Centers of Excellence





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