



Building Africa's Digital Future



Partnerships



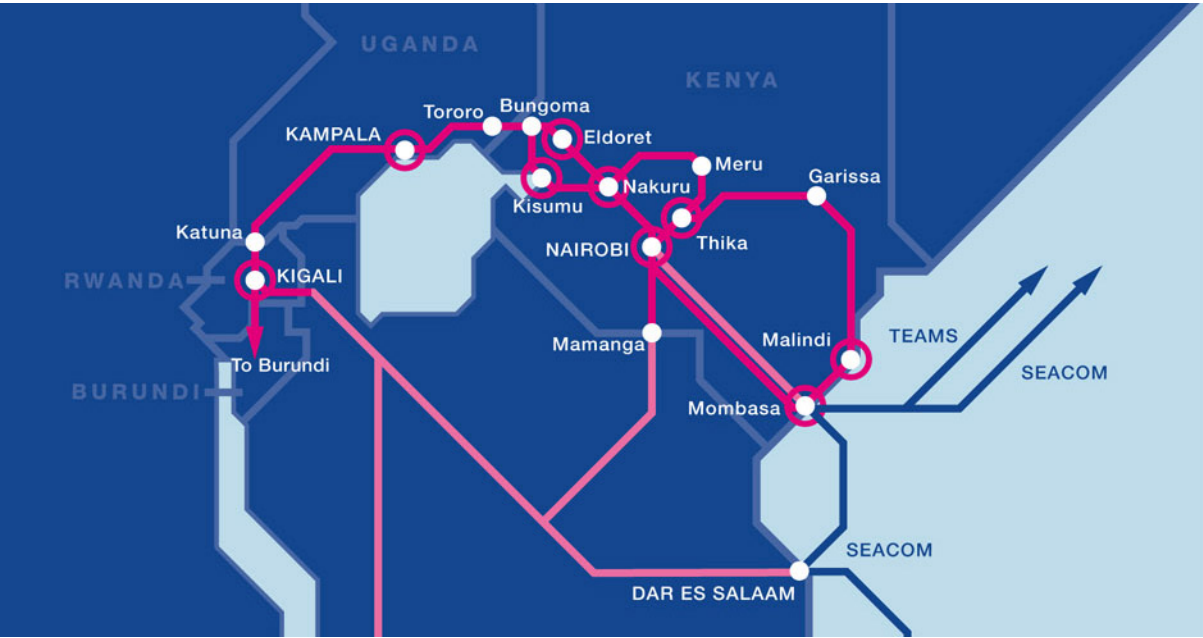
Liquid Telecom



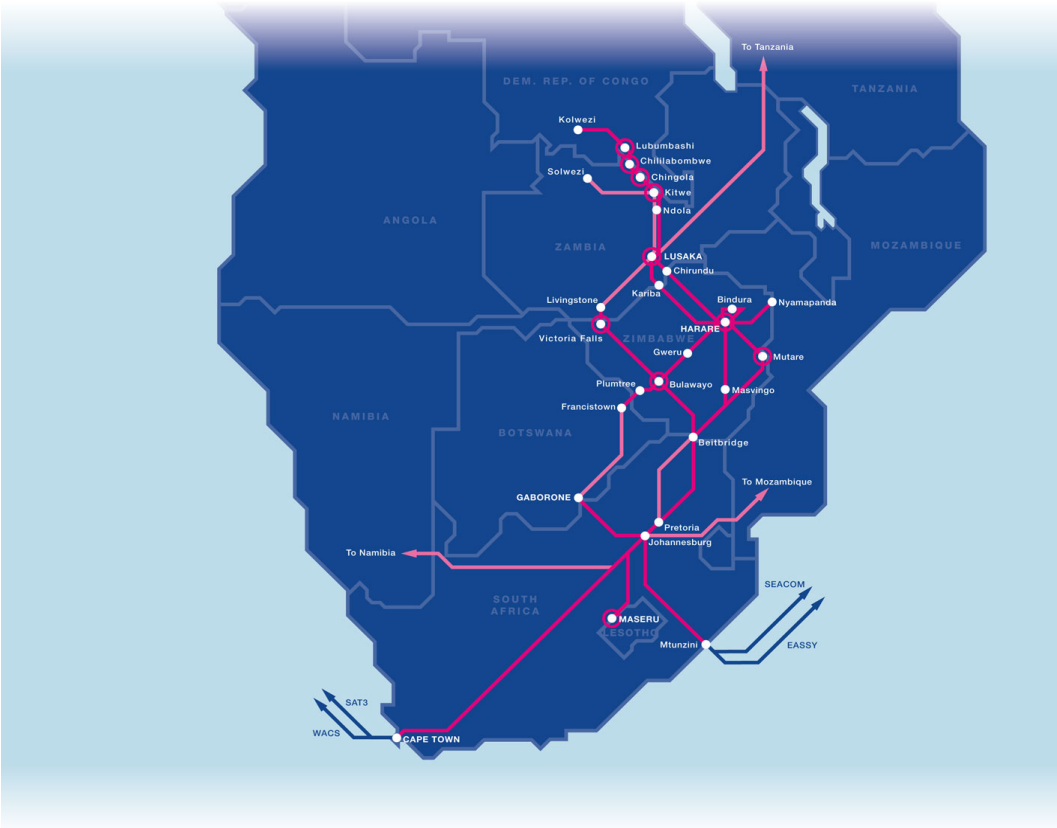
- Founded in 2004
- Part of Econet Group
- Traditionally a satellite and voice operator
- Began planning fibre in 2008
- Launched high speed fibre linking Zimbabwe to South Africa and the rest of the world in 2010
- Launched high speed fibre linking Zambia to Zimbabwe in 2011
- More than 6000 km of fibre live running traffic in 2012
- Further construction projects underway
- Services include IP transit, National backhaul, International and National MPLS, International high speed Ethernet and legacy STM-X SDH connections
- Acquired Zimbabwe Online (ZOL) in 2012
- Acquired Altech's East African telecommunications assets in 2013
- Acquired certain Rwandatel assets in 2013



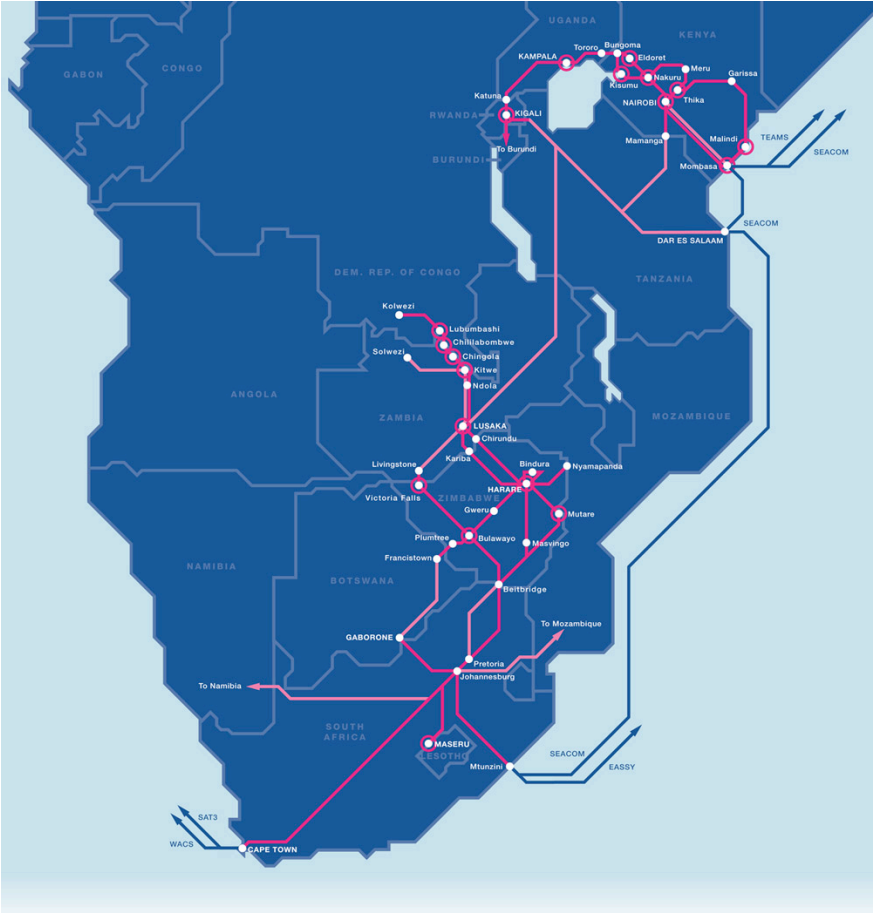
The network acquired



2012 - Southern Africa's Largest Regional Fibre Network



2013 – Africa’s Largest Regional Fibre Network



Partnerships



Our approach



- We don't build where infrastructure exists
 - Unless forced by price / quality / both
- We work with local partners
 - Usually operators
 - Increasingly non-telecom infrastructure providers
 - As a pan-African operator, we cannot “go it alone”
 - Attend to local conditions / regulatory requirements
 - The value we add is connecting a national network to a pan-African network and onward



The Challenges

- Transfer pricing
- Regulatory dissonance
- Border crossings



The Advantages



- Leveraging group buying power
- Expanded MPLS capacity
- Value added services (like voice, transit, content etc)
- Local operators not just a “B-end” provider



A world without borders



With the cross border challenges solved, opportunities exist

- It becomes possible to build a network within a single administrative domain under a single ASN
- The prices come down, due to lack of half circuit charges
- Finger pointing between suppliers evaporates, one supplier, one contract with SLA and a single point of contact
- Regulatory issues are not a concern for the end user or consumer with a single entity managing the services





Partners don't have to be operators

- Liquid has worked with vendor Ekinops to deploy very long DWDM spans with no active repeaters needing facilities and power
- Demonstrated up to 430 km using Ultra Low Loss fibre
- Deployed 310km single span on existing fibre with many other long spans planned and under construction
- Supports multiple 10 Gbps wavelengths with upgrade paths to 100G
- Decrease opex power and maintenance costs
- Remove points of failure



BUILDING AFRICA'S NEXT GENERATION NETWORK



Best African
wholesale carrier

LIQUID
TELECOM

