

Welcome to the

**PUBLIC AND PRIVATE
SECTOR PARTNERSHIP
FORUM
(PPP – AFRICA - 2007)**

Nairobi, 4th - 5th June 2007

TOPIC

**A BRIEF ON
THE EAST AFRICA
SUBMARINE CABLE SYSTEM
(TEAMS) PROJECT**

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Agenda

- Drivers for TEAMS
- Partnership Framework
- Project Highlights
- Conclusion

DRIVERS FOR TEAMS

- National Vision of the Government of Kenya to use ICT for Economic Transformation - Make Kenya an ICT Hub.
- The need for an appropriate International Telecoms Connectivity
 - High Capacity
 - Affordability
 - Reliability
- The essence of speed & certainty in the attainment of sector objectives
- The need to ensure diversity, competitive advantage & open access scenarios

Partnership Framework

- The Governments of Kenya and the UAE
- Through Telkom Kenya & ETISALAT - MoU
- Other interested parties within the region are invited to the partnership
 - Governments/Institutions,
 - Telecom Operators both investment and/or capacity off-take,
 - Private investors to invest, etc.
- A Financial Lead Arranger is being engaged and will soon be knocking at your doors

Project Highlights

- **Scope** - Mombasa to Fujairah & link to other international cable systems
- **Estimated Cost** - USD 80 Million
- **Management** – TEAMS SPV (investors/capacity off-takers), Etisalat - within a C&MA
- **Feasibility Study** - Positive Business Case
- **Competition** - Potential competitors such as EASSy, FLAG, SEACOM taken into account



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TEAMS Cable Route

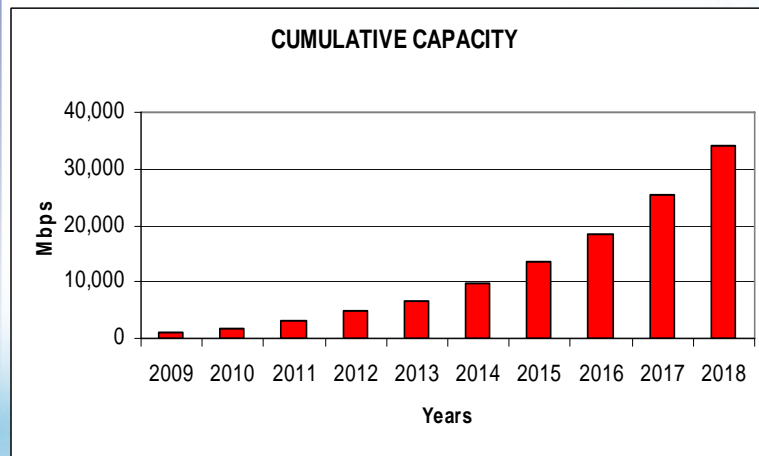


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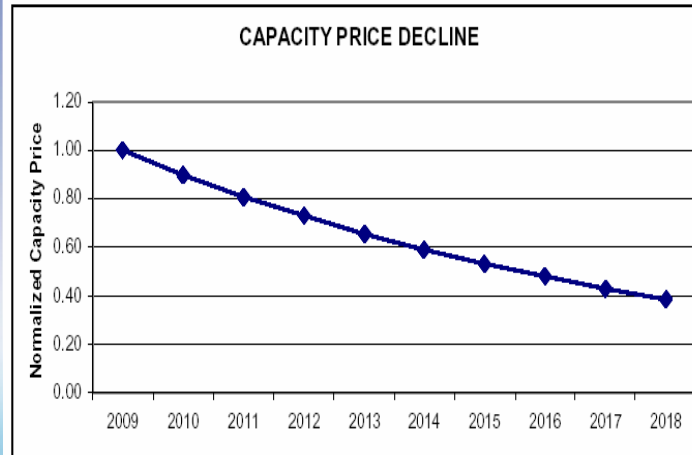
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Cumulative Bandwidth Capacity Forecast



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Pricing Trend Analysis



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Conclusions

- TEAMS is a feasible project which shall provide good service on a non-discriminatory (Open Access) basis not only to users in Kenya but also those within reach say the neighbouring countries
- It will also provide good returns to its shareholders.
- TEAMS will offer high-quality, low-cost transit & international connectivity based on the principle of “INFRASTRUCTURE SHARING”

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Thank You!