

Proposed subject & pitch: **How WiMAX can bring Broadband for All**

- Africa has become a focal point for telecoms companies looking to drive revenue growth at rapid rates (+ 66% in mobile telephony 2005). There are more than 100 Million mobile subscribers in Africa and there's still massive growth potential as mobile penetration is very low (15% as of end of 05).
- The next big wave : Replicate in Broadband Wireless the success of Mobile in telephony. Africa remains the least connected continent in the world both from the view of total bandwidth feeding the entire continent and from an Internet penetration perspective. Demand is growing rapidly and exceeds by far the demand.
- Welcoming regulations arise : a wave of deregulations and the prioritisation of the telecoms sector through pan-African initiatives have boosted the creation of independent regulators and the entry into the market of competing service providers. Moving forward all these markets will be subject to increased competition. All these facts make the African continent one of the most exciting Wireless Broadband markets.
- WiMAX has the potential to become the open standard for broadband connectivity (open standard, interoperable, full IP, similar deployment to Mobile telephony, low cost terminals ecosystem...). WiMAX is the fastest and most cost effective way of reaching areas without any existing wired infrastructure or where the wired network is old and /or saturated. Today's customers want portability and mobility in addition to just broadband connectivity.

Speaker : Stephane Lecomte, Alcatel (BWA Business Development Director)