

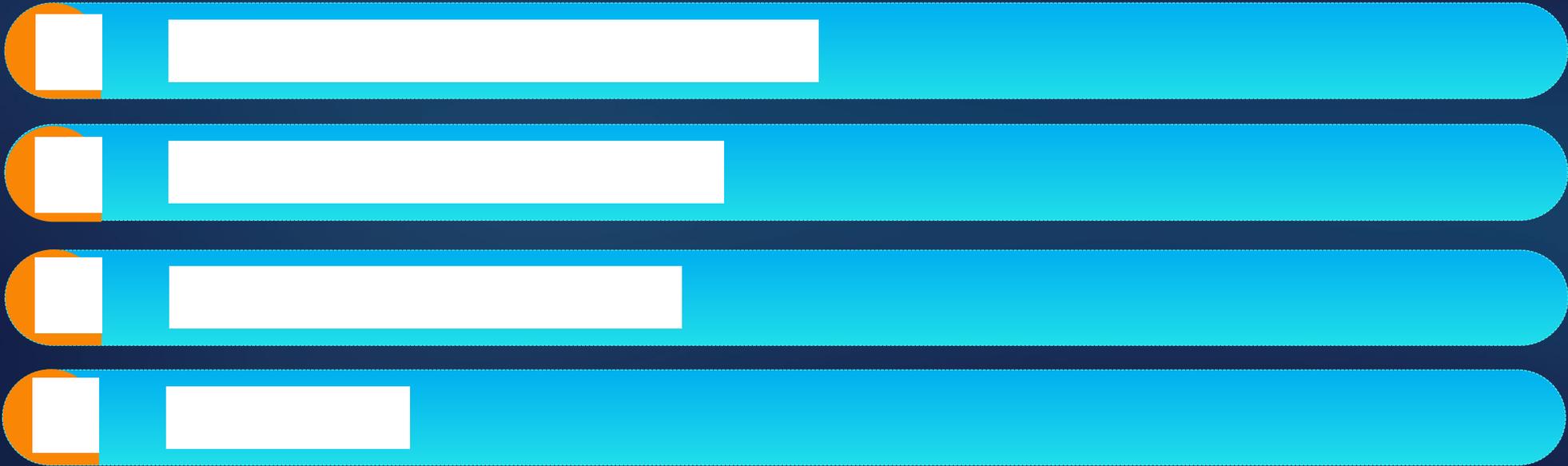


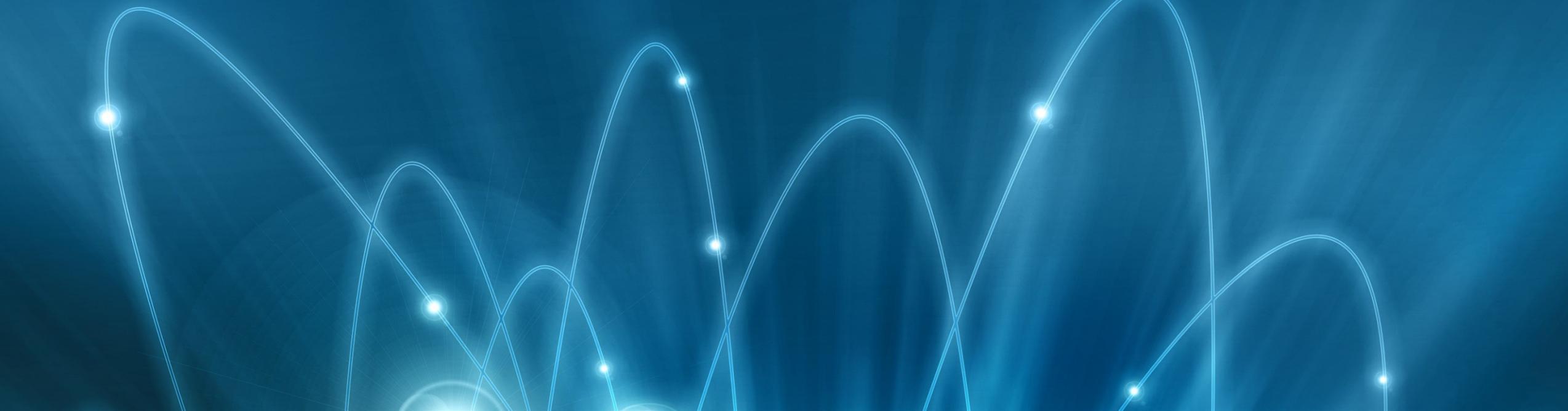
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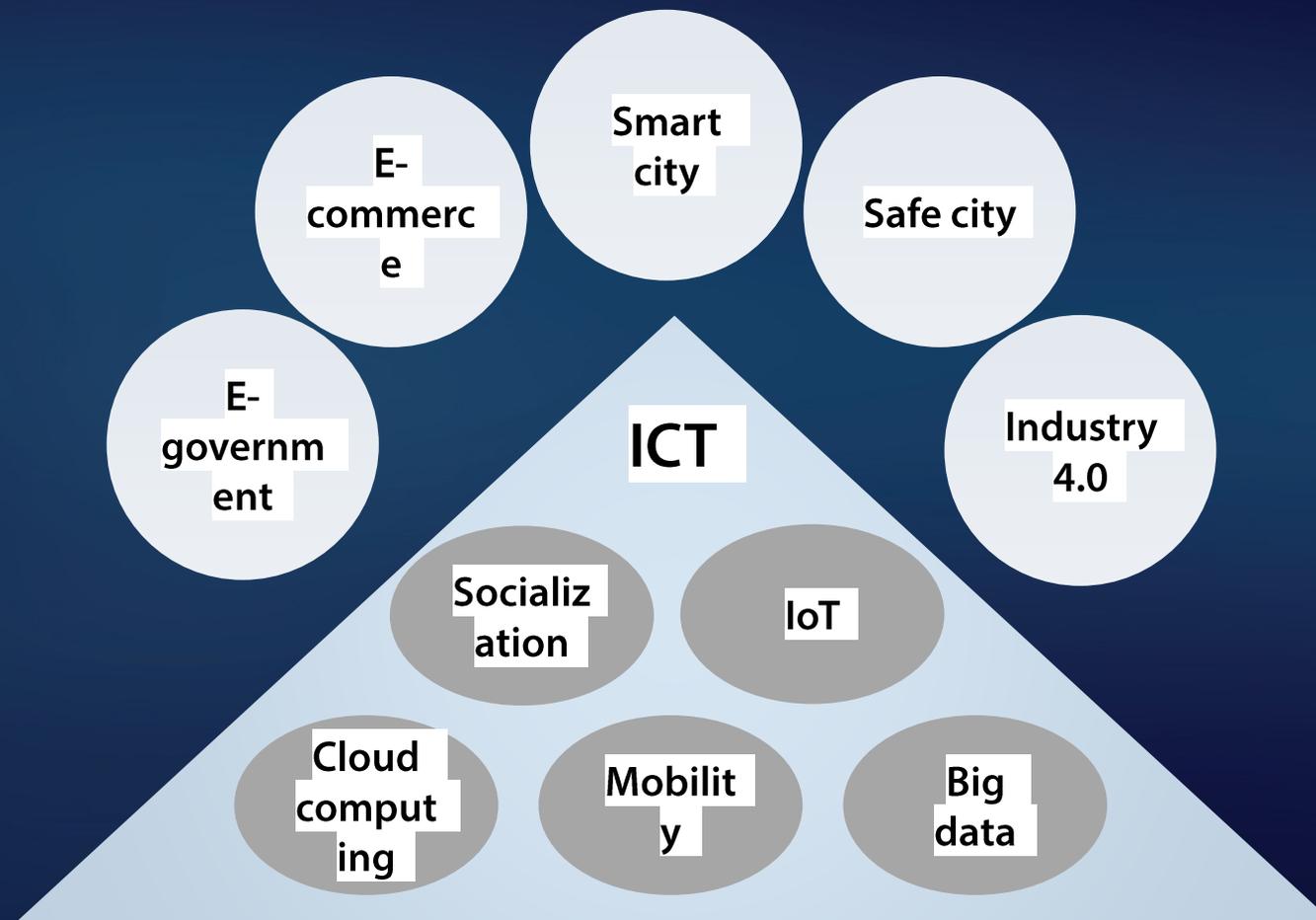






[A large, empty white rectangular box, likely a placeholder for text or a logo.]

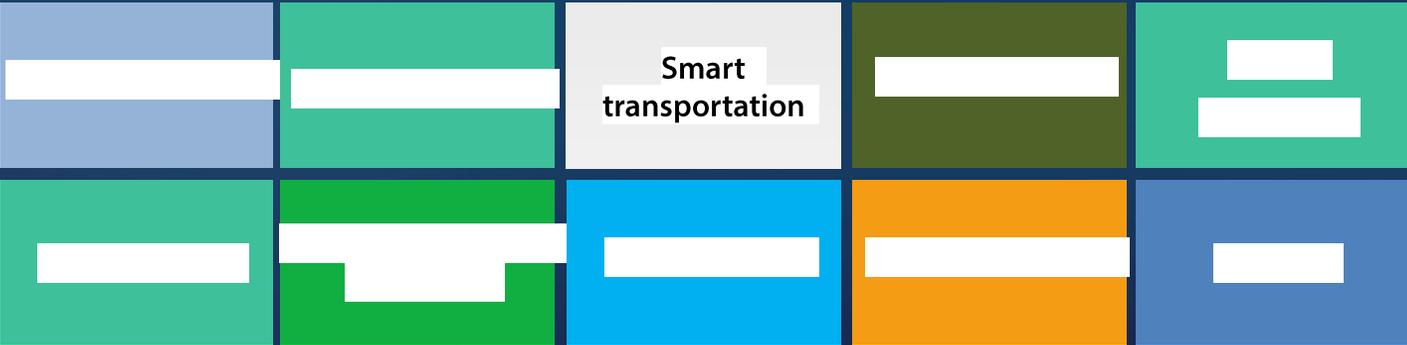




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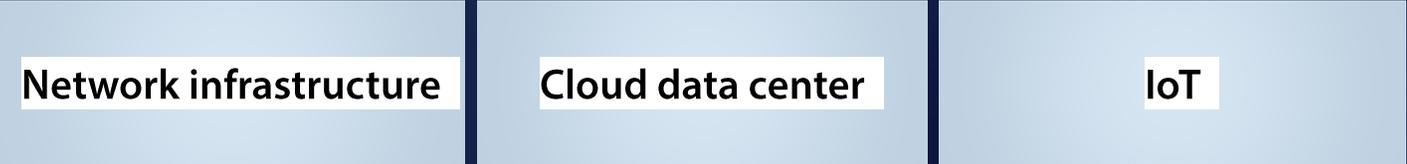
Top-level design



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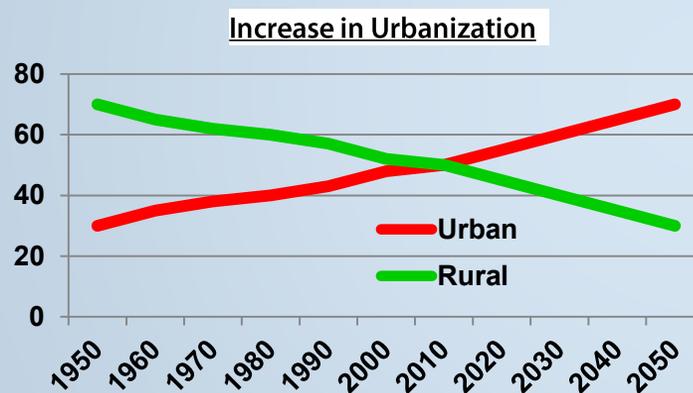


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Increasing Urbanization

- **50%** world's population lives in a city – an increase from 30% 50 years ago
- **57%** by 2025 (Frost & Sullivan)

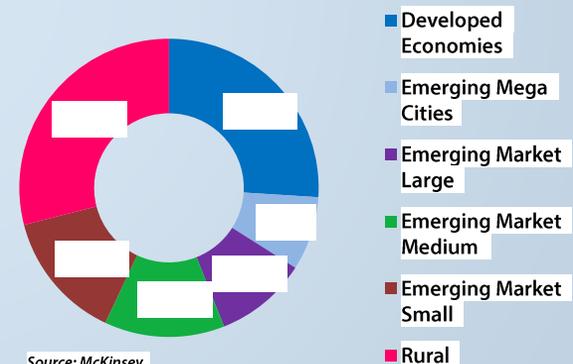


Source: United Nations

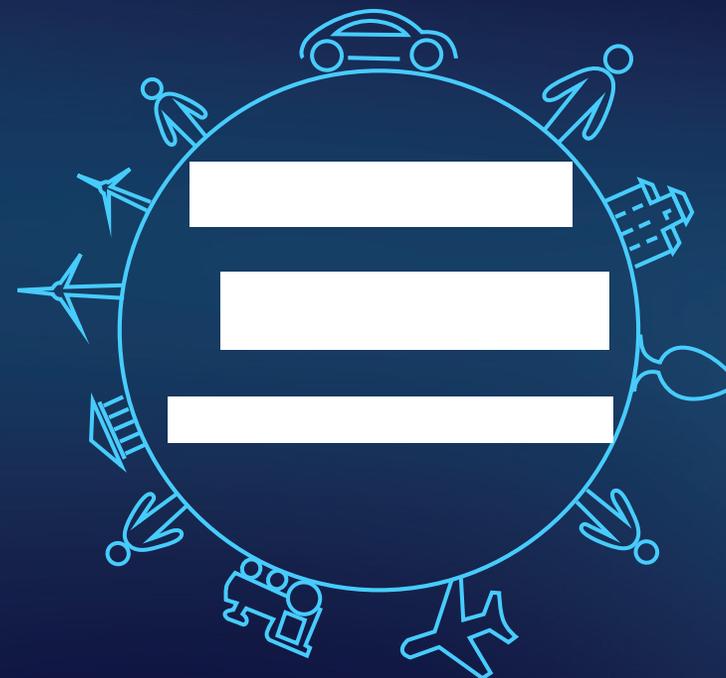
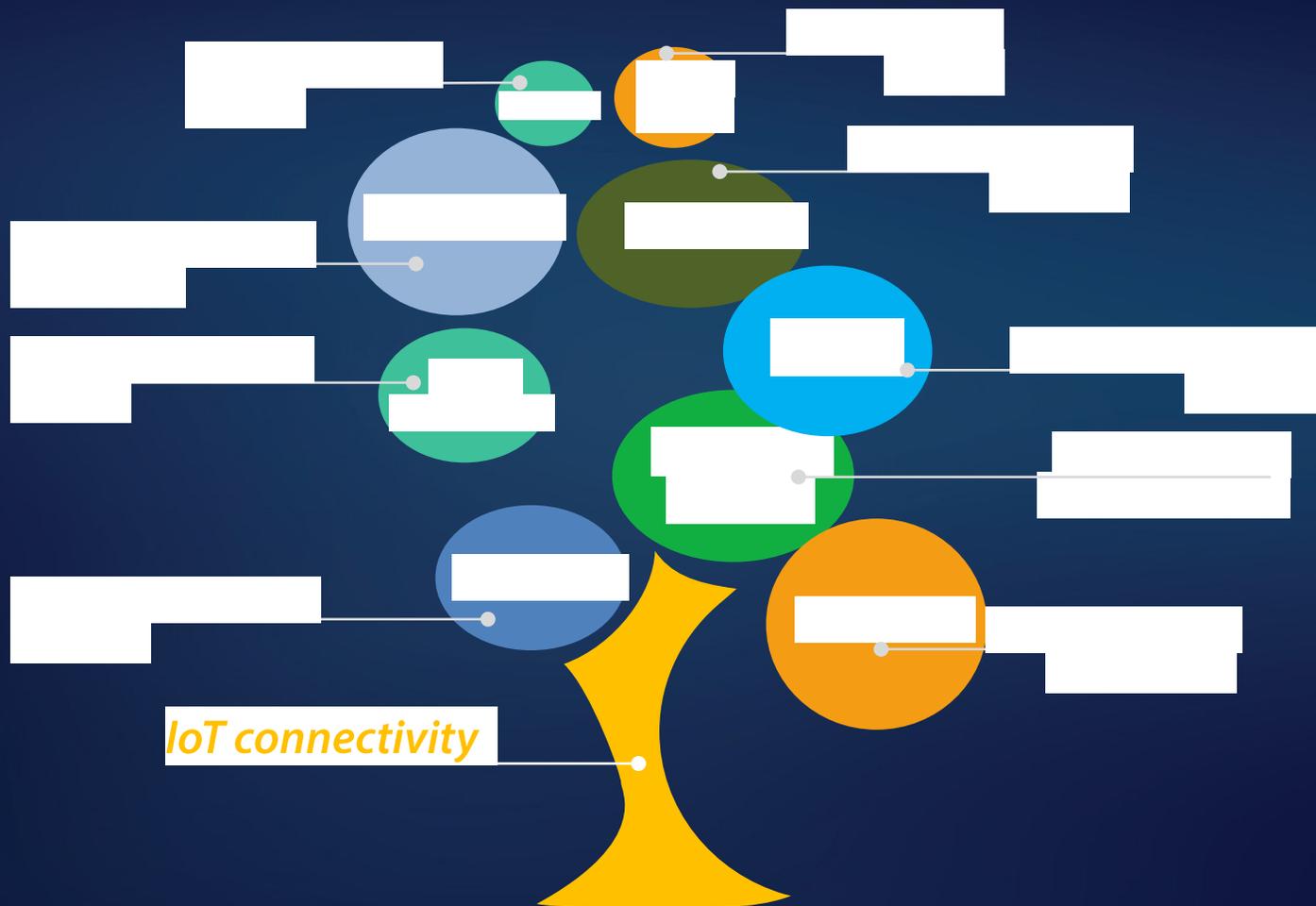
Cities significantly contribute to GDP

- **70%** of global GDP is generated by cities
- **37** of the World's largest economies are cities

GDP Growth 2007 - 2025



Source: McKinsey



* Mc Kinsey Global Research 2015

[Global estimations from 9 analytics agencies, eg. Ovum, GSMA, Gartner]



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When It comes to partnership, two main factor should be taken into consideration.

Refers to the experience or expertise in the domain of the service offers

It describes the arrangement of activities and resources in the partnership.
(Who does what)

What value is being offered or required.

Gives an overall view of one or a bundle of services or products , is the core issue to consider in service offer.

Regarding operating model, buying model and operational model are considered.

Focuses on who builds or constructs the projects.
(Buy - Sale)

It pays more attention to the operational processes; in other words, this relates to who and how the operation and maintenance will be managed

Addresses the fundamental issue of how to fund the project and potential revenue streams

Where will the funding come from?

Is there a revenue stream & from where?

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In this case, usually the entity has sufficient budget and expertise, but may engage suppliers for components/build etc.

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Overview of one or a bundle of service or products

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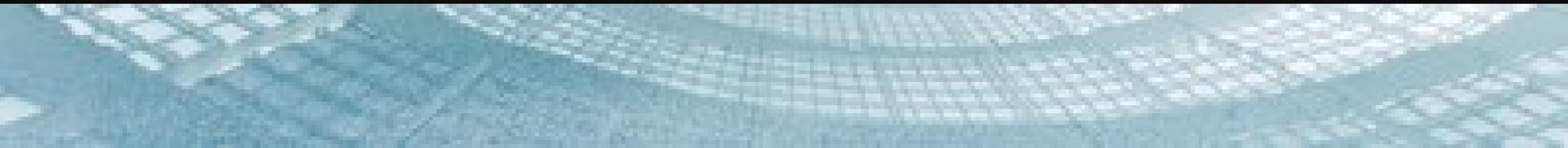
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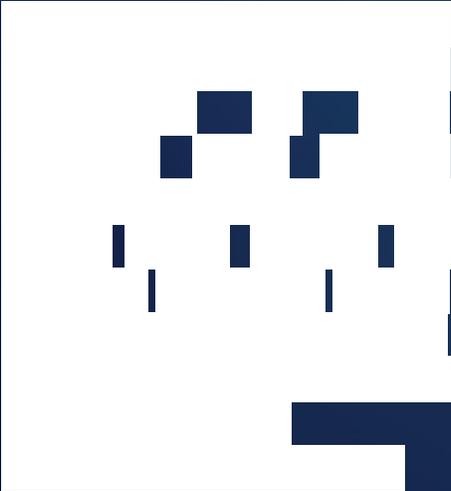


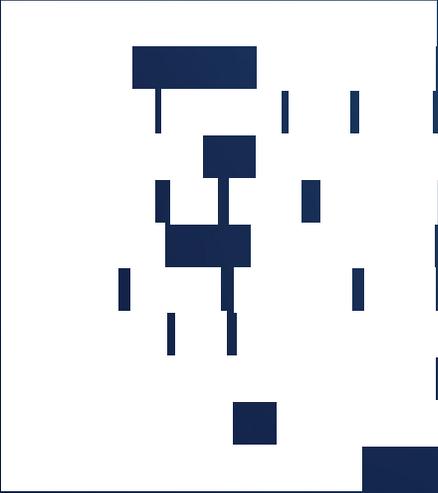
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	DIY	SPV	JV	Alliance	DIY	BOT	BOO	BOOT	DBO	Contract / Out Sourcing	Service Lease	Mgmt Contract
	●				●							
	Gov. Funding	Public and Private Funding	Develop Exaction	Private Funding	Full Revenue	Revenue Share with partner	No Revenue					
	●				●							

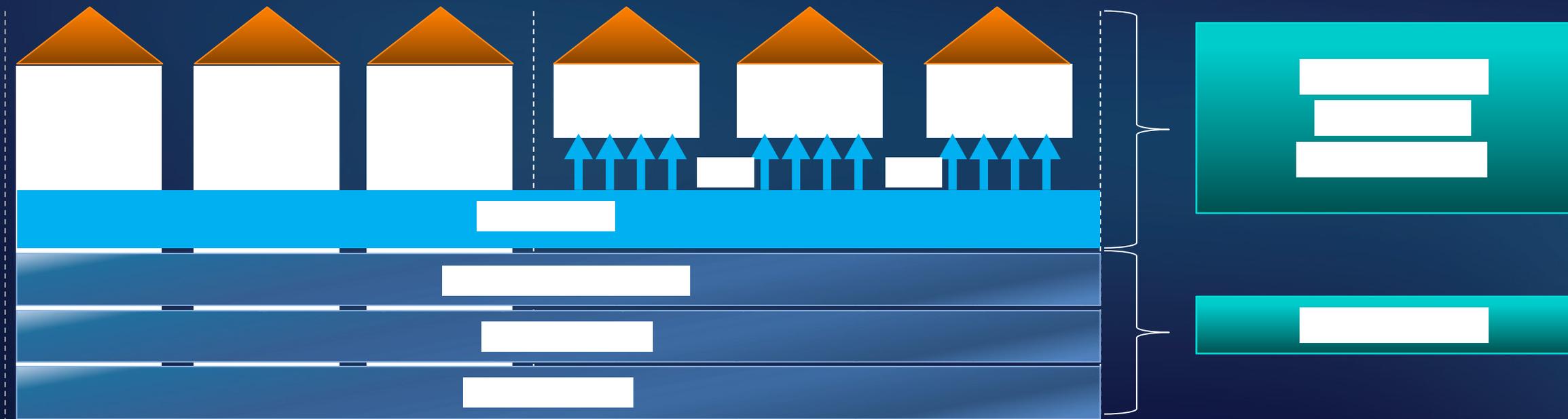
Service Description	Partnership				Operating Model								
 	DIY	SPV	JV	Alliance	DIY	BOT	BOO	BOOT	DBO	Sourcing Contract / Out Service	Lease	Mgmt Contract	
			●			●							
	Funding Model					Revenue Model							
	Gov. Funding	Public and Private Funding	Develop Exaction	Private Funding	Full Revenue	Revenue Share with partner	No Revenue						
	●				●								

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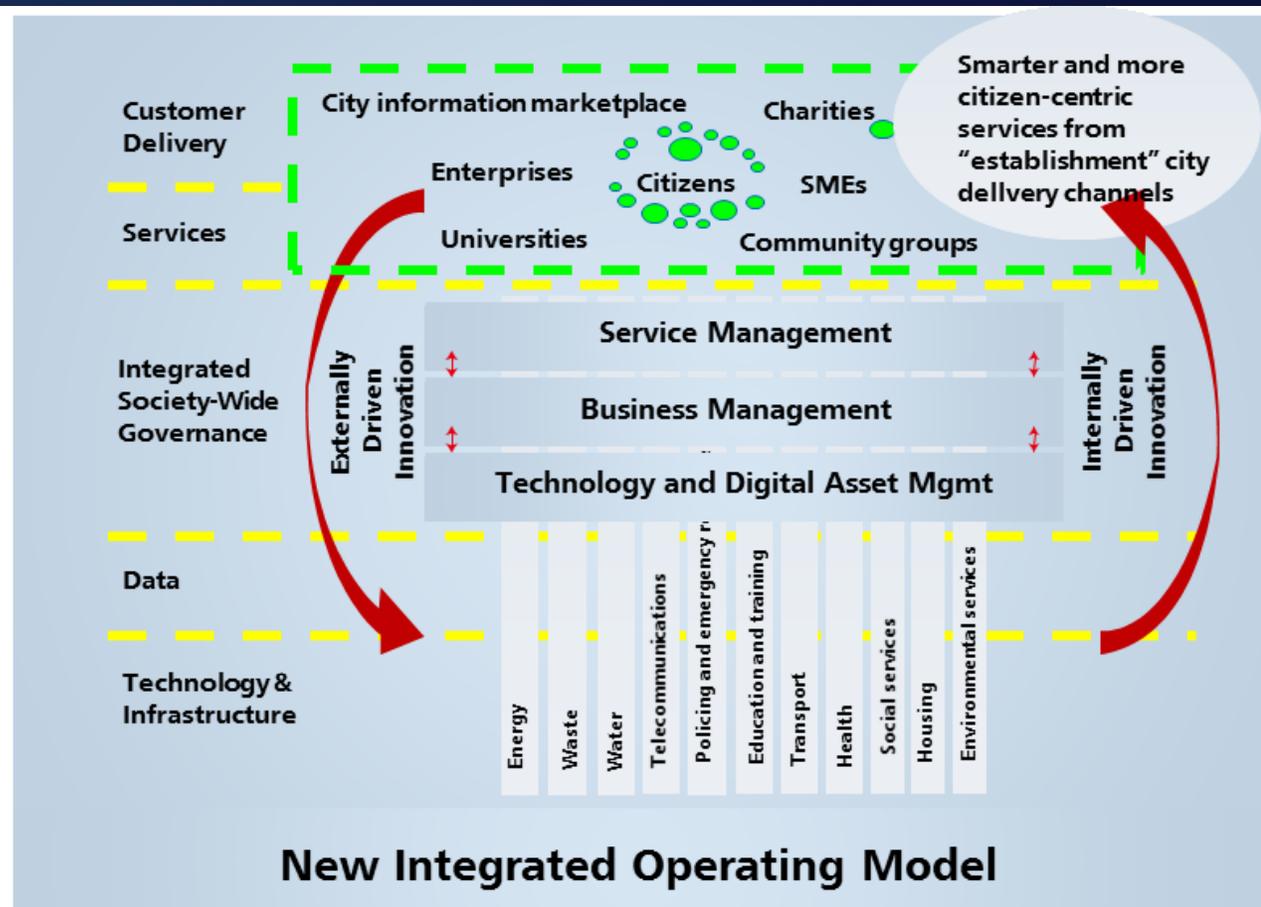
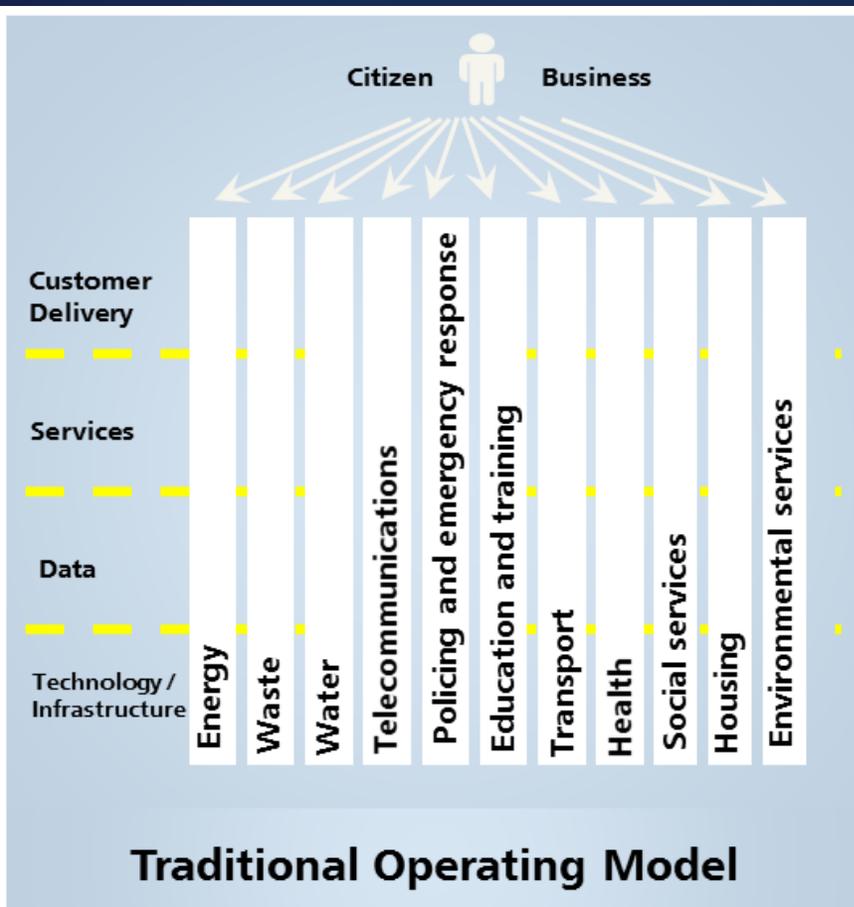
	<ul style="list-style-type: none"> Deliver the ICT services for the duration of the contract 	<ul style="list-style-type: none"> Develop vision, concept, and detailed design Select vendors (through RFP, partnerships, etc.) Oversee implementation 	<ul style="list-style-type: none"> Design and build the service/facility Own and operate the service/facility for a set period time Transfer asset ownership at the end of the contract 	<ul style="list-style-type: none"> Enter into a JV with Government to provide SC services 			
	<ul style="list-style-type: none"> Design and build the service/facility Own the service/ facility 	<ul style="list-style-type: none"> Develop ICT services with the support of Operator Own the service/ facility 	<ul style="list-style-type: none"> Outsource ICT services to Operator 	<ul style="list-style-type: none"> Enter into a JV with Operator 			
	<p>CAPEX By Govmnt</p> <p>OPEX By Operator</p>	<p>CAPEX By Govmnt</p> <p>OPEX By Govmnt</p>	<p>CAPEX By Operator</p> <p>OPEX By Operator</p>	<p>CAPEX By JV</p> <p>OPEX By JV</p>			
	Government	Government	Operator	Joint Venture			
	1 – 3 years	1 – 5 years	5 – 10 years	Undetermined			

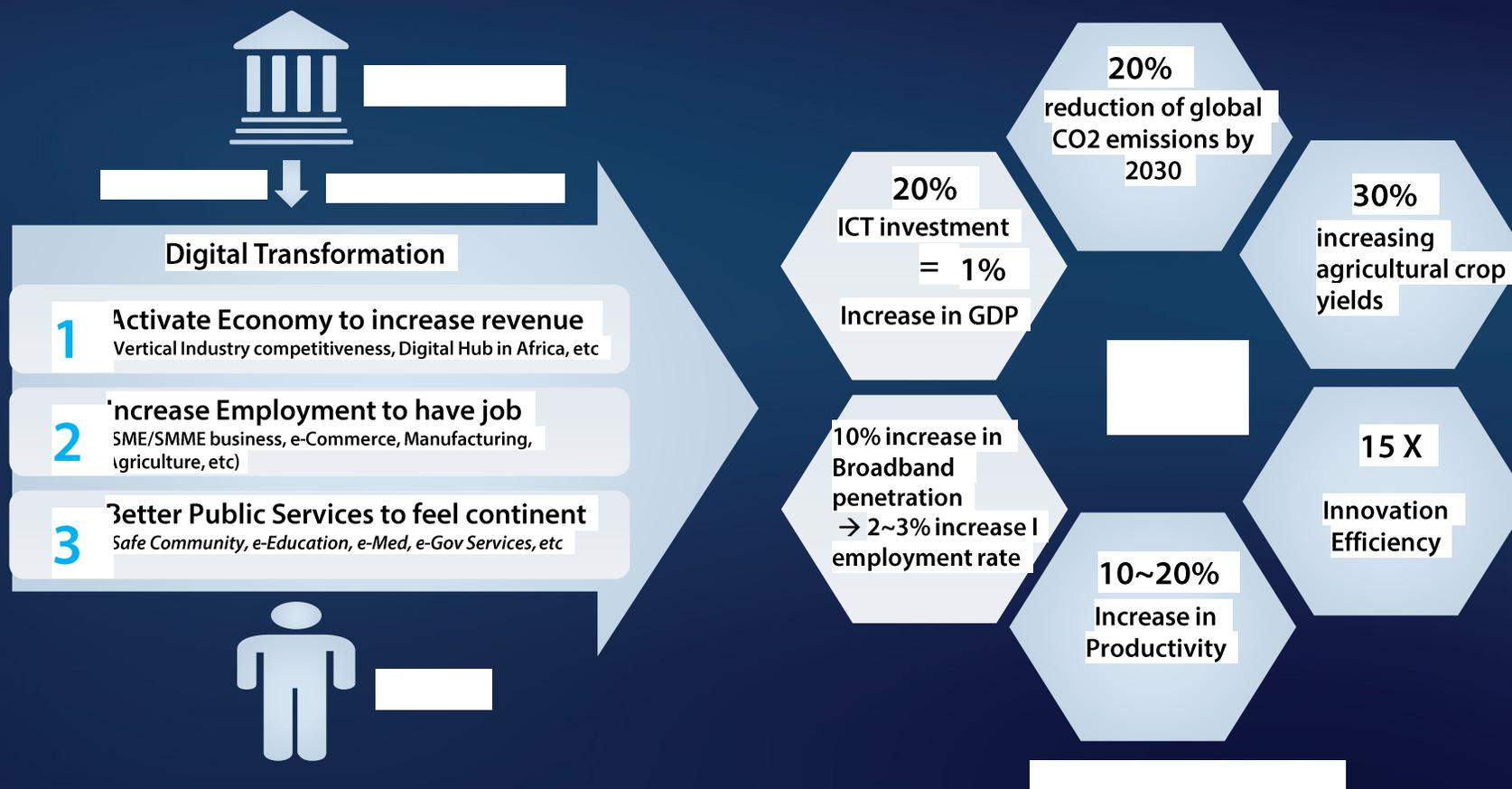
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- [Redacted]









Thank you

