

# 2nd Annual Investing in ICTs in emerging markets

ALL CONCESSIONS  
& EARLY BIRD PRICING  
EXPIRE ON 28TH NOVEMBER 2009



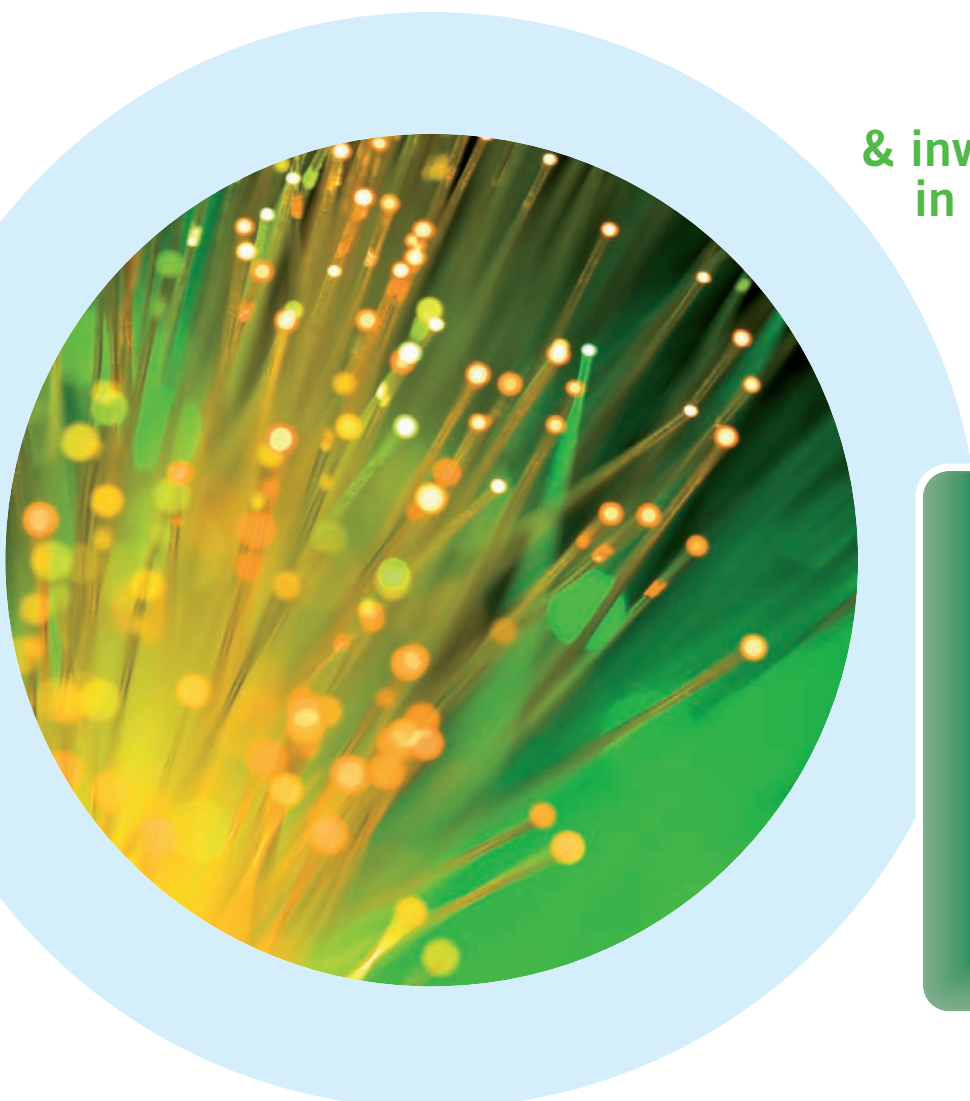
Organised by:



COMMONWEALTH  
TELECOMMUNICATIONS  
ORGANISATION

## Examining business & investment opportunities in developing economies

9th & 10th December 2009  
Inmarsat Conference Centre  
London, UK



### New for 2009

- Towards a digital Commonwealth
- Broadband for all
- Launch of Commonwealth Telecom Development Fund (CTDF) for emerging markets

Sponsors:



Supporting organisations:



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## Key reasons why *you should* attend this forum

- i** Be the first to learn about the new CTO Telecom Development Fund for emerging markets
- ii** Get investment advice from key experts
- iii** Meet key ICT stakeholders from over 25 countries
- iv** Expand your toolkit with new ideas, techniques and cutting edge information
- v** Ask questions that matter to you and your business

## Speakers

### Keynote Speaker:

**Lord Davies of Abersoch**, Minister for Trade, Investment and Business

### Ministerial Speakers:

**Hon. Rajet Denanda**  
Minister of Communication, Government of Bangladesh

**H.E. Maj. Gen. Madut Biar Yel**  
Minister for Telecommunications and Postal Services, Government of Southern Sudan

**Hon. Professor G. Lungwangwa**  
MP, Minister, Communication and Transport, Zambia

**Hon. Idrissu Haruna**  
Minister of Communications, Ghana

**Hon. Mohammed Asraf Ally Dulull**  
MP, Minister of Information and Communication Technology Mauritius

**Hon. Stephen Timms**  
Minister for Communication, UK

**Hon. Aggrey Awori**  
Minister for Information, Communication and Technologies, Uganda

## Who will attend

### Policy makers

- Ministers of Communication
- Directors of Communication
- Heads of regulatory authorities
- CFOs
- CEOs
- Heads
- VPs
- Directors
- Investment bankers

### Types of organisations

- Operating companies
- Equipment manufacturers
- Satellite companies
- Technology and software providers
- Donor agencies
- Law firms
- Management consultancy firms
- Accounting firms
- Investment banks
- Insurance companies
- Equity and venture capital firms
- Commercial banks

## The venue

**Inmarsat Conference Centre**, 99 City Road, London, England EC1Y 1AX  
Telephone: + +44 (0) 20 7728 1106/1646



## Experience London, on of the world's most exciting and vibrant cities while you attend the conference

The Inmarsat Conference Centre is based in the heart of the capital and is within easy reach of a number of hotels. The centre is fully equipped to accommodate conferences, exhibitions, seminars, meetings or evening receptions and parties.

As you would expect from a high quality venue, the Centre has been designed to accommodate the needs of all delegates, and is committed energy and environment policies.

Maximise your conference experience by visiting all the city's new and historical landmarks, including a bird's-eye view from the top of the London Eye. And you wouldn't want to leave London without seeing Big Ben, the Tower of London, St. Paul's Cathedral and the changing the guard at Buckingham Palace. After all that sightseeing, your trip wouldn't be complete without a shopping excursion to Oxford Street complimented by a cup of English afternoon tea at one of London's famous tea rooms.

Main Conference: Day 1  
Wednesday, 9th December 2009

- 08.30 **Conference registration**
- 09.00 **Master of ceremonies open address**  
**Bashir Patel**, Director, CTO
- 09.10 **CTO welcome address**  
**Dr. Ekwow Spio-Garbrah**, CEO, CTO
- 09.25 **Keynote address**  
**His Royal Highness, Chief Chikanta**, Vice-Chairperson of the Zambian House of Chiefs
- 9.45 **Keynote address**  
**H. E. Dr Mohamed Ibn Chambas**, President, ECOWAS
- 10.05 **Group photograph, morning coffee break**

**MINISTERIAL PANEL**

- 10.35 **Chairman's opening remarks**  
**Dr. Ekwow Spio-Garbrah**, CEO, CTO
- 10.45 **The future for investment in ICTs**
- The impact of cable and network sharing
  - The role of regional development banks
  - What are the affects of the recession on emerging markets?
- Hon. Rajet Denanda**, Minister of Communication, Government of Bangladesh\*
- H.E. Maj. Gen. Madut Biar Yel**, Minister for Telecommunications and Postal Services, Government of Southern Sudan
- Hon. Professor G. Lungwangwa**, MP.Minister, Communication and Transport, Zambia
- Hon. Idrissu Haruna**, Minister of Communications, Ghana
- Hon. Mohammed Asraf Ally Dulull**, MP, Minister of Information and Communication Technology, Mauritius
- Hon. Stephen Timms**, Minister for Communication, UK\*
- Hon. Samuel Lesuron Poghio**, Minister of Information and Communication, Kenya
- Hon Venâncio Massingue**, Minister of Science and Technology, Mozambique\*

- 11.55 **Q&A**
- 12.10 **Press conference (Simultaneous with Regulatory Panel)**

**REGULATORY PANEL**

- 12.10 **What type of regulation can promote investment, consistency and predictability**
- Privatisation of incumbent
  - Policy and regulatory capacity
  - The impact of tax breaks on emerging markets
- Ernest Ndukwe**, CEO, NCC, Nigeria  
**Patrick Masambu**, Executive Director, UCC, Uganda\*  
**Mr. Siray Alpha Timbo**, Chairman/Commissioner, National Telecommunications Commission  
**Richard Mwanza**, Acting Director - CAZ, Zambia

- 13.10 **Q&A**
- 13.25 **Lunch and networking opportunity available for sponsorship**
- 14.25 **Policies to encourage broadband investment in emerging markets**

While mobile services have taken off rapidly in many emerging markets, broadband is still at a nascent stage in many countries. Given the potential economic benefits of broadband, expansion of broadband access is increasingly considered an important policy objective in many countries.

This presentation will look at a range of policy measures that stimulate investment in broadband in emerging markets to increase access to services, and policies to stimulate demand.

**Daniel Jones**, Partner, Onda Analytics

\* invited

- 14.55 **Success stories of ICTs in India,**
- India now second largest in the world with 450 million subscribers
  - India adding almost 10-15 million subscriptions a month, highest in the world
  - Broadband and rural big scope
  - 3G/BWA auctions coming up shortly in 2.1/2.5 MHZ
  - Big market for VAS
  - Indian regulatory framework a good example for growth
  - Very big scope for manufacturing
  - 100% FDI allowed in manufacturing and 74% in service sector.
  - MVNO, Number portability to be permitted soon

**Mr. N. K. Goyal**, President, Communications & Manufacturing Association of India (CMAI)

15.25 **Afternoon refreshments available for sponsorship**

16.00 **Practical case studies, financing telecommunication projects**

- Current experience with financing telecoms in emerging markets
- SEACOM project
- Major pitfalls of investing in emerging markets and how to avoid them

**Roland Janssens**, Senior Investment Advisor, Frontier Markets Fund Managers

16.30 **Mobile money transfer**

- Current trends in mobile money transfer
- The future of mobile money transfer
- A vision for the future

**Adrian Baschnonga**, Senior Telecommunications Analyst, Ernst & Young.

17:00 **Q&A**

17.15 **Chairperson's closing comments**

17.30 **End of day 1**

\* invited

Main Conference: Day 2  
Thursday, 10th December 2009

09.00 **Registration and coffee**

09.30 **Chairperson's opening remarks**

**Mr. Martin Jarrod**, Chief, International Programme Development, GVF

9.40 **Operator's perspective**

- Investment for the future
- Operators perspective
- Infrastructure development

**Gabriel Solomon**, Senior Vice President, GSMA

10.25 **Case study: Sharing infrastructure successfully**

- Best practice methods
- Successful infrastructure sharing
- Avoiding the pitfalls

**Sandeep Bhargava**, Head-Corporate Affairs (India & APAC Region) Nokia Siemens Networks

10.50 **Q&A**

11.00 **Morning coffee break and networking opportunity available for sponsorship**

11.25 **Investment opportunities in Kenya**

The Communications Authority of Kenya

11.50 **Risk management - Human capital**

- Gap and risk in current thinking
- Dilemma in current thinking of 'Capacity vs. Capability'
- Holistic capability building strategy and approach

**Dr Amanat Hussain**, President e Worldwide Group

12.25 **Risk management**

- Contract risk avoidance: the software and systems procurement disaster signals
- Getting the ICT contract right and avoiding runaway projects
- Understanding ICT contract monitoring, turnaround and dispute resolution techniques and processes

**Dr. Stephen Castell CITP**, Chairman, CASTELL Consulting

12.50 **Examining the benefits of infrastructure sharing & managed services - the lean operator model.**

- Market dynamics of telecoms services operations in emerging markets, the Challenges
- OPEX reduction strategies and proffering solutions to the high cost of doing telecom business in emerging markets

**Mr. Fazal Hussain**, CEO, Helios Towers

13.10 **Q&A**

13.15 Lunch and networking available for sponsorship

**PANEL DISCUSSION**

14.15 **Investing in infrastructure and technology**

- Vision and challenges
- Domestic financing vs international
- Stable financing methods

**Mamodupi Mohlala**, Director General, Department of Communications, Republic of South Africa

**Rory Macmillan**, Macmillan Keck Attorneys and Solicitors

**Adrian Baschnonga**, Senior Telecommunications Analyst, Ernst & Young

**Roland Janssens**, Senior Investment Advisor, Frontier Markets Fund Managers

15.15 **New technology in emerging markets**

- Mobile services
- Future developments in new technology
- Addressing the current issues to sustain growth

**Brooke Partridge**, President and CEO, Vital Wave Consulting

15.40 **Value-added services in emerging mobile markets - the next frontier**

This paper will discuss how the mobile market in emerging economies is shifting from traditional voice and text-based services to one that will become increasingly dominated by value-added services. It will cover the following:

- Brief overview of historical development of the market in selected emerging economies
- Data as the new voice - emerging business models for developing countries
- How networks in emerging economies are evolving to deliver new mobile services
- How regulators in emerging economies are adapting their approach to reap the benefits of innovation in the mobile market
- What the future holds in terms of value-added services in emerging markets
- The strategies of some of the key players

**Christie Christelis**, Technology Strategies International, Leaders in Technology Strategy

16.00 **Innovative partnership models to support sustainable development**

- Demonstrates the gap in current partnership thinking
- Unique multi-sector partnerships that support multiple services
- Critical success factors for S-ICT4D

**Salma Abbasi**, Chairperson and CEO The e Worldwide Group

16.20 **Towards digital Commonwealth - Broadband for all: Creation of Commonwealth Telecom development fund (CTDF) for emerging markets.**

- Why the need for such fund
- Outline and structure of the fund
- Timeline for implementation

**Bashir Patel**, Director, CTO, UK

16.40 **Q&A**

16.55 **Chairperson's closing comments**

17:00 **End of day 2**

\* invited

## Upcoming CTO events for 2010

### Telecom Financing Forum 2010

1st & 2nd March 2010, Mauritius

### The 5th annual Digital Broadcasting Switchover Forum 2010

21st & 23rd April 2010, Johannesburg, South Africa

### 4th annual e-Gov Africa Forum 2010

23rd & 25th March 2010, TBC

### 3rd annual Asia-Pacific e-Gov Forum 2010

11th & 13th May 2010, Macau

For more information please visit: [www.cto.int](http://www.cto.int)



### Praise for CTO Events

*"In an industry as complex as ours, it is important to communicate. Shared learning is invaluable and allows us to understand industry and country/regional constraints, challenges and successes. This forum was an excellent format for that"*

**Martin Springer, Business Analyst,  
BT Global Services**

*"This Conference significantly exceeds my expectation. I wish I had come last year. The contacts made have been invaluable."*

**Richard Goodwin  
Malawi Telecommunications Ltd**

*"I enjoyed the conference very much and I must once again commend the organisers for putting up such a rich programme."*

**Mr. Arlindo Lopes, CEO,  
South African Broadcasting Association**

*"The Conference was very informative and solution orientated"*

**Leopold Armatt  
Office of the President, Ghana**

CTO reserves the right to alter the programme.

## The role of the Commonwealth Telecommunications Organisation

### Our mission:

- To offer the highest quality programmes for capacity development, knowledge sharing and information services
- To expand and diversify partnerships between governments, business and other organisations
- To reduce global poverty and fulfill the global development agenda for ICT.

## The three pillars of the Commonwealth Telecommunications Organisation

### 1 Capacity building and training

- Over 100 bilateral and over 500 online training courses available.
- Unique bespoke programmes for switchover technical training, content development and programming etc can be made available.
- Our Programme for Development and Training (PDT) has helped to enhance the skills of more than 30,000 staff over the last 10 years.
- Open to all industry stakeholders; training given to develop skill sets specifically designed to your organisation's capacity building timetable.
- Our programmes use a faculty of industry experts and trainers from around the world.

### 2 International events and conferences

- At least 10 networking events held per year in Africa, Europe, the Americas, Asia and the South Pacific.
- All events organised are highly topical, educative, informative and accessible to all for knowledge sharing.
- Bringing together the key stakeholder groups for knowledge sharing and commercial relationship building.
- Invitees participate and contribute to the discussions on the market sectors that your business operates in.

### 3 Research and consultancy programmes

- Research and consultancy work is carried out cost effectively to support public agencies and private sector enterprises.
- Reputation built on key areas of competences on policy and regulatory, ICT planning and implementation, pilot projects evaluation and monitoring.
- In-depth industry knowledge and long standing relationships provide support to all stakeholders in the ICT arenas to prepare them for the future.
- Need to fully understand your requirements and propose tailor made solutions that deal specifically with your needs and challenges.

## Your points of contact at the CTO:

### Capacity building, development and training

Mr. Marcel Belingue  
Tel: +44 (0) 20 8600 3816  
Email: m.belingue@cto.int

### International events and conferences

Mr. Samuel Fletcher  
Tel: +44 (0) 20 8600 3809  
Email: s.fletcher@cto.int

### Research and consultancy programmes

Mr. Lasantha De Alwis  
Tel: +44 (0) 20 8600 3814  
Email: l.dealwis@cto.int

## Conference registration form

Title:	Family Name:	First Name:
Company:	Job Title:	
Address:		
	Postcode:	Country:
Tel:	Mobile:	
Email:	Fax:	
How did you hear about the conference?		
Brochure in the mail	<input type="checkbox"/>	CTO website <input type="checkbox"/>
E-mail	<input type="checkbox"/>	Recommendation (Please specify) <input type="checkbox"/>
Phone call	<input type="checkbox"/>	Other (Please specify) <input type="checkbox"/>

## Conference registration details

## Bring a colleague and enjoy 50% off your registration fee

Early bird discount (before 28th November 2009)	Complete conference package
CTO members institutions*	UK£499
Delegates from emerging markets	UK£599
Delegates from developed markets	UK£699
Delegate fee (after 28th November 2009)	Complete conference package
CTO members institutions*	UK£649
Delegates from emerging markets	UK£749
Delegates from developed markets	UK£849

\* Members include: staff of PDT institutions, staff of country member representative institutions, and staff of sector member institutions.

## Payment details

Two easy payment options. Please tick your payment method

1.  By credit cardPlease charge to:    

Cardholder's name

Cardholder's billing address (if different from above)

Card number            Security code  Valid from (mm/yyyy)  Expiry date (mm/yyyy) 

Signature

I understand and agree to pay all fees listed above in accordance with my cardholder's agreement.

2.  By bank transferBank: **Coutts & Co, 440 Strand, London, WC2R 0QS**UK account name: **CTO**Account number: **08367507**Swift code: **COUT GB22**Reference: **B72COUT18000208367507**

- Please include the delegate name, invoice number and the conference code **IE045** in the transmission details
- All bank charges must be borne by the remitter. Please specifically instruct your bank that you are responsible for bank charges incurred outside of your country.
- Confirmation of your booking will only be sent when **FULL PAYMENT** is received.
- All posted registrations must be accompanied by credit card details. Please treat this form as our request for payment.

 Tick this box if you do not wish to be included in promotional mailings or faxes of events and activities organised by CTO.

## Cancellation and refund policy:

- All cancellations must be made in writing.
- Cancellations made on or before the 10th of November 2009 will receive a refund less a 10% administrative charge.
- 50% of the fees will be deducted for cancellations received on or after 1st of December 2009.
- Regrettably, no refunds can be made for cancellations received less than one week prior to the conference.

Note: Our data privacy can be found on our website at [www.cto.int](http://www.cto.int).

FAX THIS FORM BACK TO: +44 (0) 20 8600 3819

To book, please call: +44 (0) 20 8600 3807 or email: [j.connick@cto.int](mailto:j.connick@cto.int), [n.yehiya@cto.int](mailto:n.yehiya@cto.int) or [i.falconer@cto.int](mailto:i.falconer@cto.int)