



Our Mission: to bridge Africa's digital divide by providing a telecommunications infrastructure that enables cost effective access to global information, data and markets.

Our goal: to build the most trusted, scalable and professionally managed

About Us: We are a Nigerian company with a Pan-African vision to build the first private sector led and funded International telecommunications highway between Africa and the rest of the world (via Portugal). Having secured pioneer international fibre optic cable landing licenses in Nigeria and Ghana, we are well positioned to be the premier and preferred wholesale international bandwidth provider in these markets.

The combination of our team of highly experienced management professionals, seasoned board of Directors, and strategic alliances with leading global brands makes us confident and optimistic about successful delivery of the project as promised.

Our Project: We are in the process of building an Open Access fibre optic transmission cable from Portugal into the coast of West Africa, with initial landings in Portugal, Nigeria & Ghana, and possibility of landing in more countries along the coast of West Africa as regulatory policies and market opportunities dictate.

The Main One Cable System is an open access submarine cable system, which when completed will span 14,000 kilometres and will provide international and Internet connectivity to countries.

Specifically, the 1.92Terabits per second capacity cable system will originate in Seixal, Portugal where it will interconnect with other cable systems to London, New York and key cities in Asia. As illustrated on the above map, the cable system will also directly connect landing stations in Accra and Lagos in Phase 1, with optional landings in Casablanca, Morocco; Dakar, Senegal; Abidjan, Cote D'Ivoire; Bonny, Nigeria; Libreville, Gabon; Pointe Noire, Congo; Luanda, Angola; and Cape Town, South Africa, depending on the regulatory policies (i.e. licensing, permits etc) as well as market conditions.

Our Value Proposition:

Once commissioned in 2010, our cable system will provide Africa's much needed international transmission capacity. With several multiples of what is currently available on the West Coast, Main One Cable promises to bring the cost of international bandwidth to levels that are globally competitive.

We are focused on providing wholesale capacity (minimum STM1) on an IRU basis. This attractive offer is highly discounted and guaranteed over a long term horizon of 15years. An IRU is an Indefeasible Rights of Use. It is equivalent to ownership of a portion of the cable capacity for a contract term of 15years.

Our offer is a full circuit PoP to PoP solution between the Lagos (or Accra) cable station and Telehouse (East), London, UK, covered by one Service Level Agreement (SLA).

Our service is ideal for companies that require large scale bandwidth capacity because of the long term savings potential of the offer and the opportunity to grow their business based on the competitive advantage that our low cost, high quality bandwidth will deliver.

Our offering includes the following:

- Very attractive prices – as low as 10% of current market pricing on CAPEX basis
- Access to Tata Communications Tier 1 based IP network services and other third party carrier services in Telehouse London at very competitive rates
- Collocation facilities to support multiplexing, termination and other IP service requirements.

Quality of Service

- SLA Based (with Service Credits for outages)
- 24 x 7 x 365 Support
- Open Access
- Non-Retail Competitor

The table below provides our list prices for 1xSTM1 and 1xSTM4 capacity bands, broken down into the upfront payment for the fifteen (15) year IRU, plus the aggregate price for the 15 year annual maintenance charge for the IRU, which is 4% of the upfront costs with an annual 2%

inflation index, payable in quarterly instalments. Extrapolated prices at E1 levels are also indicated for the two capacity bands.

Critical Success Factors:

- First Mover Advantage to deliver new cable capacity to the West African region
- Structure as a long term infrastructure service offering to operators
- Focus on wholesale services with no direct competition with customers
- Capacity prices as low as 90% of current market offering
- High availability and reliability of service (*with in-country world-class Global Network Operations Centre*) backed by measurable SLA.
- Supply Contract for delivery already in force (*World class supplier with guaranteed delivery date and system warranties*).
- Strong maintenance philosophy with *spares depots and registered membership in global cable maintenance association.*
- On-going monitoring and Technical Support (*24 x 7 x 365*)
- Strong management team and supplier to ensure on time delivery and system reliability

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