



NEW OPPORTUNITIES FOR INVESTORS WITH ADVANCED TECHNOLOGIES

Enabling Partnerships on Business Opportunities

in the Caribbean



in West & Central Africa



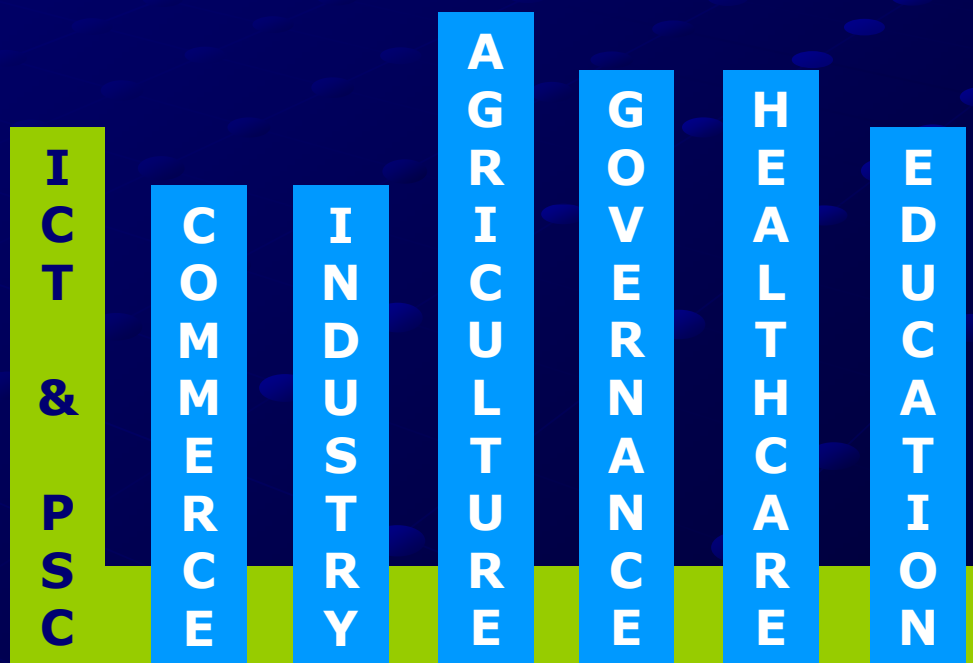


Scope of Work

Information and Communication Technologies

➤ From Infrastructure to Applications

*Transversal
Sectors*



NOVA
TECH

Professionnal Services for Companies

➤ Consulting, Engineering, Training,



On Going Process

1. Start Up Phase

- Business Opportunities identification
- Matchmaking EU/ACP stakeholders

2. Investment Partnership Conference

- Dedicated workshops & Networking
- One-to-One Business Meetings

3. Follow up

- Technical assistance
 - Pro€Invest support



Who should Apply ?

❑ **EU Potential Investors** → 200

- International & Regional Services Providers
- IT & Telecom Suppliers
- Financial Institutions
- Any other third party organisations

❑ **ACP Project holders** → 50

- Sound Entrepreneurs
- Professional organisations (clusters)



Investment Conference & Partnership Meeting

□ Two major Events

- Caribbean : December 2005
- West & Central Africa : June 2006
- Capitalizing on side support

□ Benefits for participants

- Comprehensive business opportunities report
- VIP keynote speakers
 - Heads of Government
 - Senior Industry Officials
 - Policy makers
- Any other meeting opportunities



The Reasons why

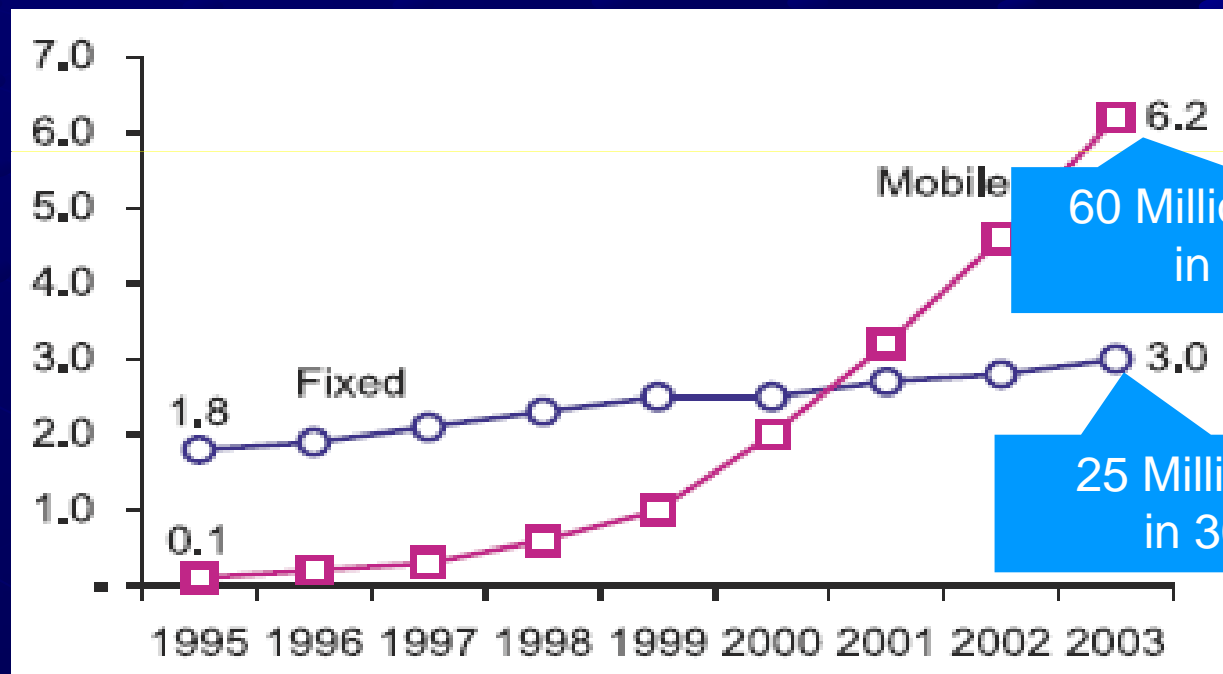
not to Invest in Developing markets

- ☐ **Political and Commercial risks**
- ☐ **Bureaucracy and bad Governance**
- ☐ **Policy & Regulatory barriers**
- ☐ **Fragmented Market**
- ☐ **Infrastructure & Human Ressources**



Nevertheless *the famous success story in Africa*

\$1 billion Investment per year



60 Millions Mobiles
in 5 years

25 Millions Fixed
in 30 years

NOVATECH



Have Investments been Profitable?



By the End of 2003



- ❑ **\$10 billions Revenues**
- ❑ **\$4 billions Licenses fees**
- ❑ **\$1 billion Net Profits**



Net Income is often higher than 15 %



The reasons why to Invest ...

in fast developing ICT sector

□ Huge Opportunities

- BPO (Business Process Outsourcing)
- Call centers and Business hosting
- Software Houses

□ Improvment of Local context

- Policy & Regulation
- Skill of Human Ressources
- Ownership and Creativity
- Telecom Infrastructure



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The Shift Towards Services



Success Stories & Opportunities



□ Professional Services in the Caribbean

- 500 000 jobs in Financial services from US in 5 coming years (AT Kearney)
- Support of Tourism logistic, Agribusiness,

□ Added Value services for African market

- Capitalize on new infrastructure assets
- Ownership by local entrepreneurs



Typical Partnerships

- ❑ **Subcontracting & Outsourcing**
- ❑ **Relocation**
- ❑ **Cooperative Business**
- ❑ **Project funding**
- ❑ **Joint Ventures**
- ❑ **Traditional Capital Investments**



New kinds of Partnerships (1)



Addressing Local Needs



Join us

If you are

- **Telecom Operators or Services Providers**
- **Equipment vendors**
- **Public or Private Financial Backers**
- **... Or anyone interested in investing in the region**

Please contact us

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