



INFORMATION & COMMUNICATION TECHNOLOGIES

PROFESSIONAL SERVICES FOR COMPANIES

Regional Investment Conferences

The Caribbean

West & Central Africa



A sound Consortium

The Regional Presence of **PRICEWATERHOUSECOOPERS** 



The proven sectorial Expertise of **FPA** and **EFE**

A Business Oriented Approach

on fast growing sectors

□ **I**nformation & **C**ommunication **T**echnologies

- Fixed and Mobile Telephony
- Corporate Networks
- Voice and Data Added Value services
- Internet, Intranet, Extranet services
- Data processing
- Customer Relation management (Call Centers)
- Information and Knowledge Systems and Services

□ **P**rofessional **S**ervices for **C**ompanies

- Consulting, Engineering, Training
- Finance, Commerce, Tourism, Agrobusiness

What are potential Stakeholders ?

□ **EU Potential Investors** → 200

- International & Regional Services Providers
 - Telcos, ISP, ASP, ...
- IT & Telecom Suppliers
- Financial Institutions
- Any other third party organisations

□ **ACP Project holders** → 50

- Sound Entrepreneurs
- Professional organisations (clusters)

On Going Process

1. Start Up Phase

- Sectorial studies
- Promotion to EU investors
- Project holders selection
- Matchmaking EU/ACP stakeholders

2. Investment Conferences

- Comprehensive study report
- VIP keynote speakers
- Stakeholders showroom

3. Follow up

- Customised assistance to selected project holders

Timing schedule and Milestones

- ❑ **Briefing** : Jan. to Feb. 2005
- ❑ **Preparatory Phase**: March to May 2005
- ❑ **The Caribbean**
 - Selection of participants: June to Nov. 2005
 - Investment conference: Dec. 2005
 - Post event support: Jan. 2006
- ❑ **West and Central Africa**
 - Selection of participants: June to May 2006
 - Investment conference: June 2006
 - Post event support: July 2006

Typical Partnerships

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

... and a few more innovative schemes

Join us from now

If you are

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

Please contact us

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Web site (under preparation): www.sia-acp.org/ict

Back up slides

Why to Invest in ACP region ?

- Information and Communication Technologies
- Professionnal Services for Companies

The Reasons why

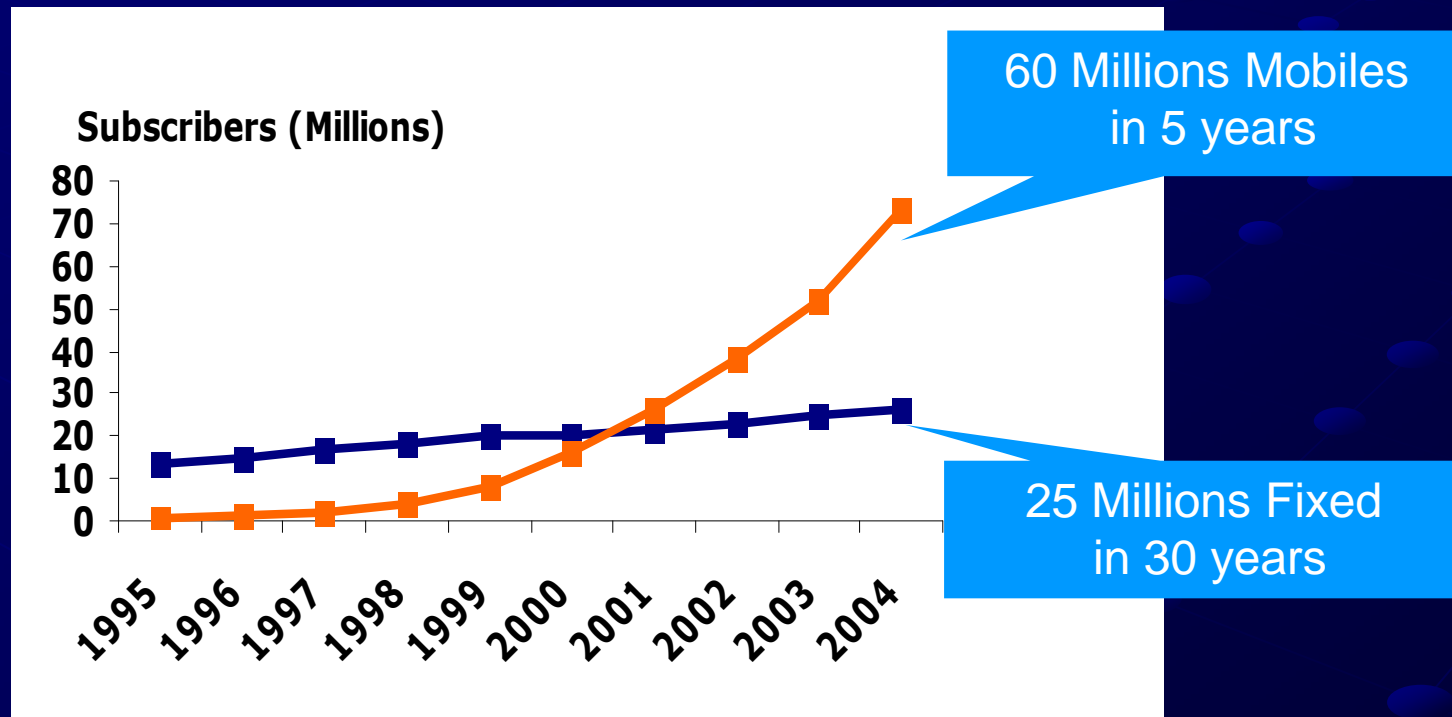
not to Invest in Developing markets

- ❑ **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



Have Investments been Profitable ?



Over 5 years period [1999 – 2003]



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



Making life better

Net Income is often higher than 15 %

The reasons why to Invest ...

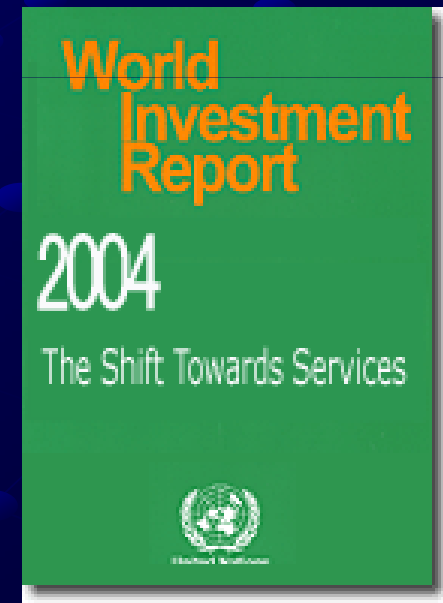
in fast developing ICT sector

□ Huge Opportunities

- BPO (Business Process Outsourcing)
- Call centers and Business hosting
- Software Houses
- Infrastructure Network extension
- Dedicated added value services

□ Improvement of Local context

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



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

New kinds of Partnerships (1)



Addressing Local Needs

New kinds of Partnerships (2)

Mixed Public Private Funding

