



INFORMATION & COMMUNICATION TECHNOLOGIES

PROFESSIONAL SERVICES FOR COMPANIES

Partnership Meetings & Investment Conferences

The Caribbean

West & Central Africa



A sound Consortium

The Regional Presence of **PRICEWATERHOUSECOOPERS** 



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

Scope of



NEW **O**PPORTUNITIES FOR **I**NVESTORS WITH **A**DVANCED **T**ECHNOLOGIES

□ **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

- Applications based on ICT: e.business services
- Finance, Tourism, Agrobusiness, Culture

What are potential Beneficiaries?

□ EU Potential Investors and 3rd Parties

- International & Regional Services Providers
 - Telcos, ISP, ASP, ...
- IT & Telecom Suppliers
- Corporate Users
 - Finance, Tourism, Agrobusiness, Culture
- Financial Institutions
 - International/Regional/National
 - Public/Private

□ ACP Project holders

- Sound Entrepreneurs
- Professional organisations
- Business partnerships and consortia

On Going Process

1. Start Up Phase

- Investor country briefs
- Promotion to EU investors
- Project holders selection
- Matchmaking EU/ACP stakeholders

2. Investment Conferences

- Investor opportunities 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: Mid 2006
 - Post event support: July 2006

Typical Partnerships

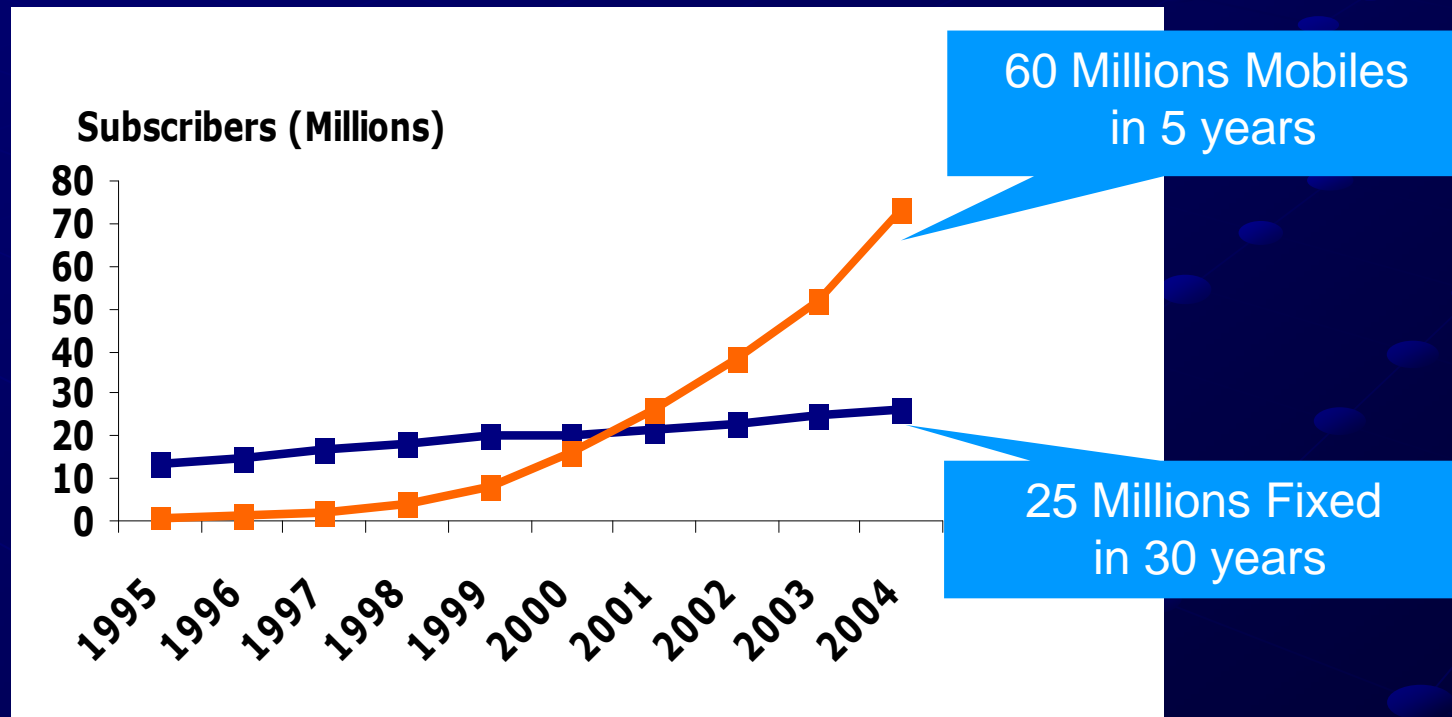
- ❑ **Subcontracting & Outsourcing**
- ❑ **Cooperative Business**
- ❑ **Project funding**
- ❑ **Joint Ventures**
- ❑ **Traditional Capital Investments**

... and a few more innovative schemes

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 %

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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