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PARTNERING TOWARDS A DIGITAL NATION THROUGH PROVISION OF PREMIUM DIGITAL INFRASTRUCTURE PLATFORM & SERVICES

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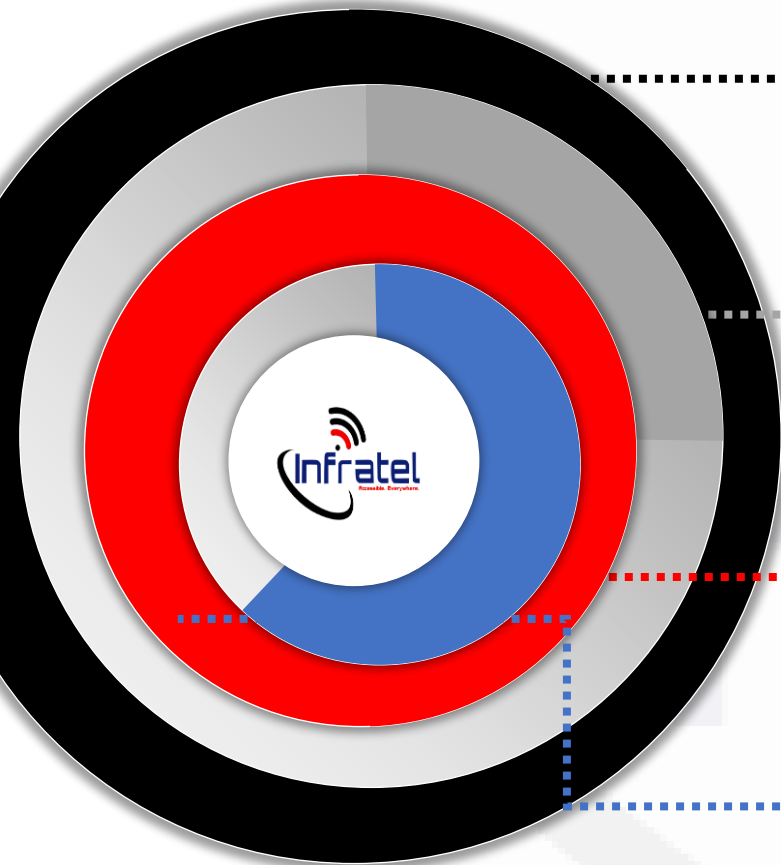
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Brief About INFRATEL



INFRATEL was established by government through IDC.

- The company commenced operations in September 2019
- We are currently 100% owned by IDC.

INFRATEL's STRATEGIC ROLE

To accelerate growth of the Telecom and ICT Industry through provision of shareable Telecom and ICT infrastructure services to public and private customers.

- INFRATEL Owns & Operates three best-in class Tier III Certified Data Centers
- INFRATEL Owns & Operates 1280 Telecom towers distributed countrywide

SOME OF OUR SERVICES

1. Tower colocation 2. Data Centre Colocation 3. Data Storage 4. Server Renting (Physical and Virtual) & 5. Software Development

INFRATEL CERTIFICATIONS





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Theme Interpretation

02 Interpretation of the theme: “Partnering Towards A Digital Nation”

The Future is Digital. Adopt & Adapt!

The Future may be uncertain

- ✓ Predicting future trends is a daunting task
- ✓ To Succeed – Preparation for the future is key

Embracing the Future

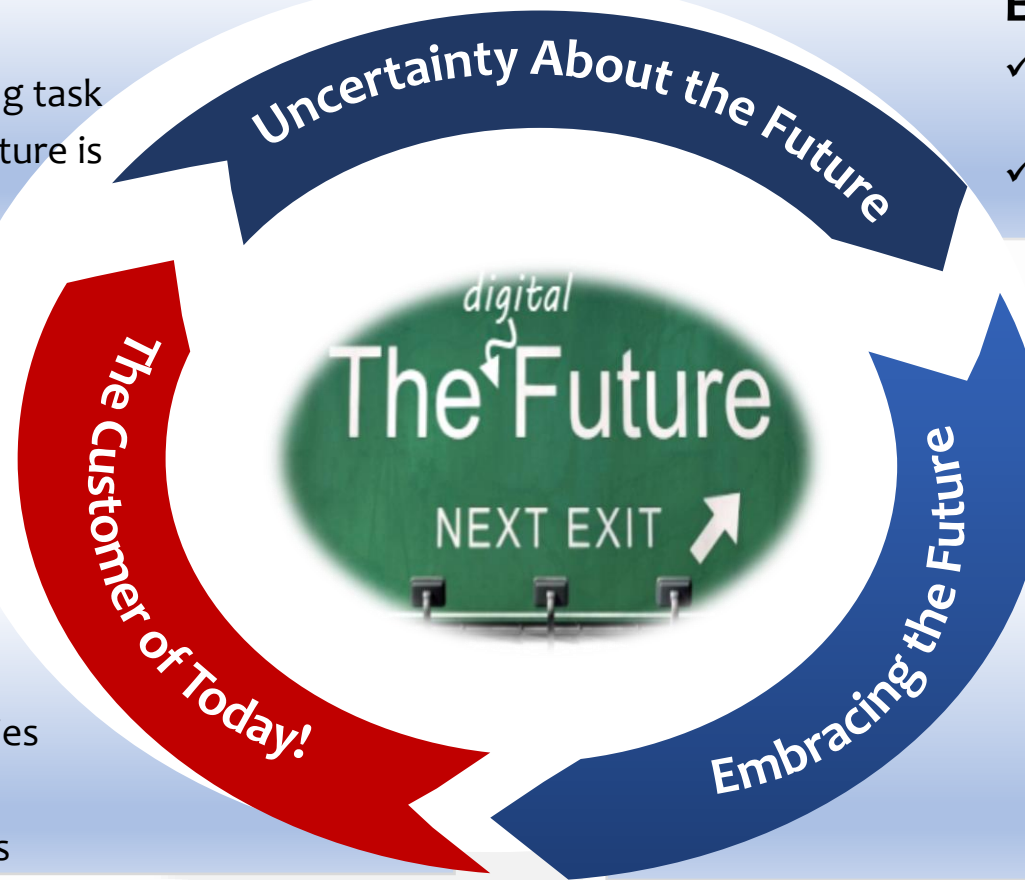
- ✓ Taking the right steps to setup or transform your business.
- ✓ Maintaining Business relevance today and in future

The Customer of Today

- ✓ Hyper adoptive to new technologies
- ✓ Looks for Convenience
- ✓ High rate of technological changes

Embracing the Future

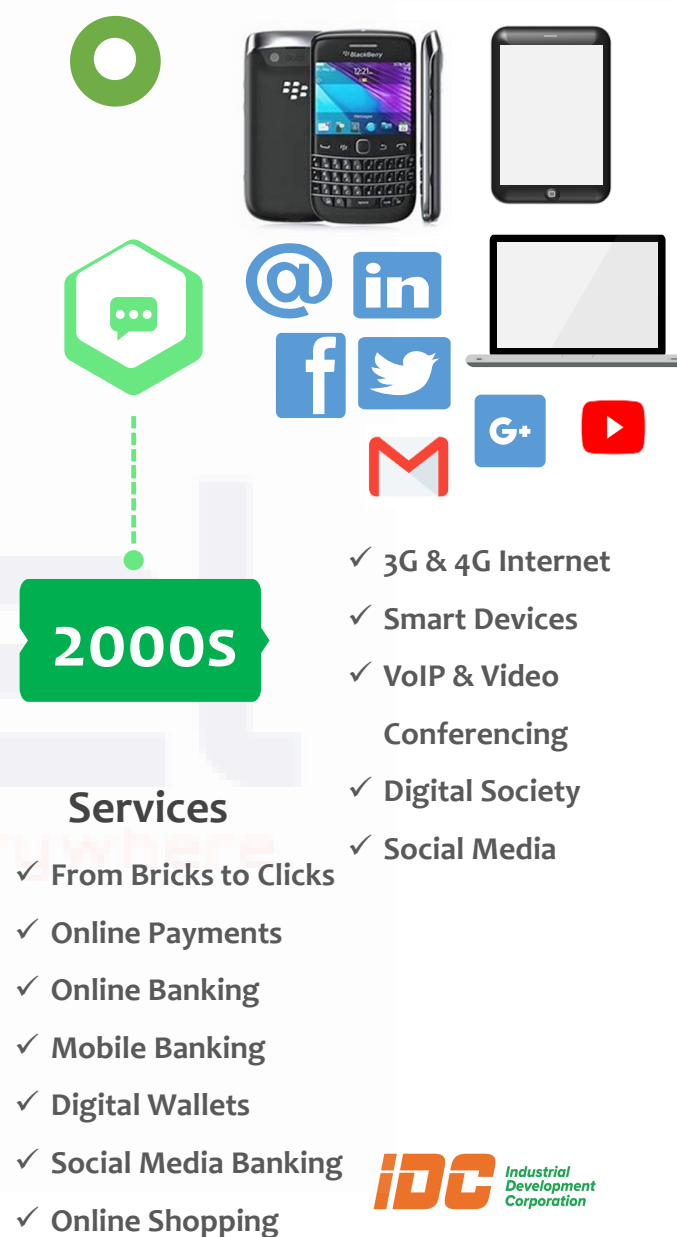
- ✓ Adopt & Adapt New Technologies
- ✓ Artificial Intelligence (AI) and Predictive Data Analytics
- ✓ Big Data, Machine Learning





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Where are we Coming From – Our Digital Past





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What Drivers are Shaping the Digital Future

04 Key Drivers for the Future of Digital Enabled services

Customers' Needs

- Flexible and multiple channels
- Demand for Convenience
- 360 Degree approach to Customer engagement

People culture

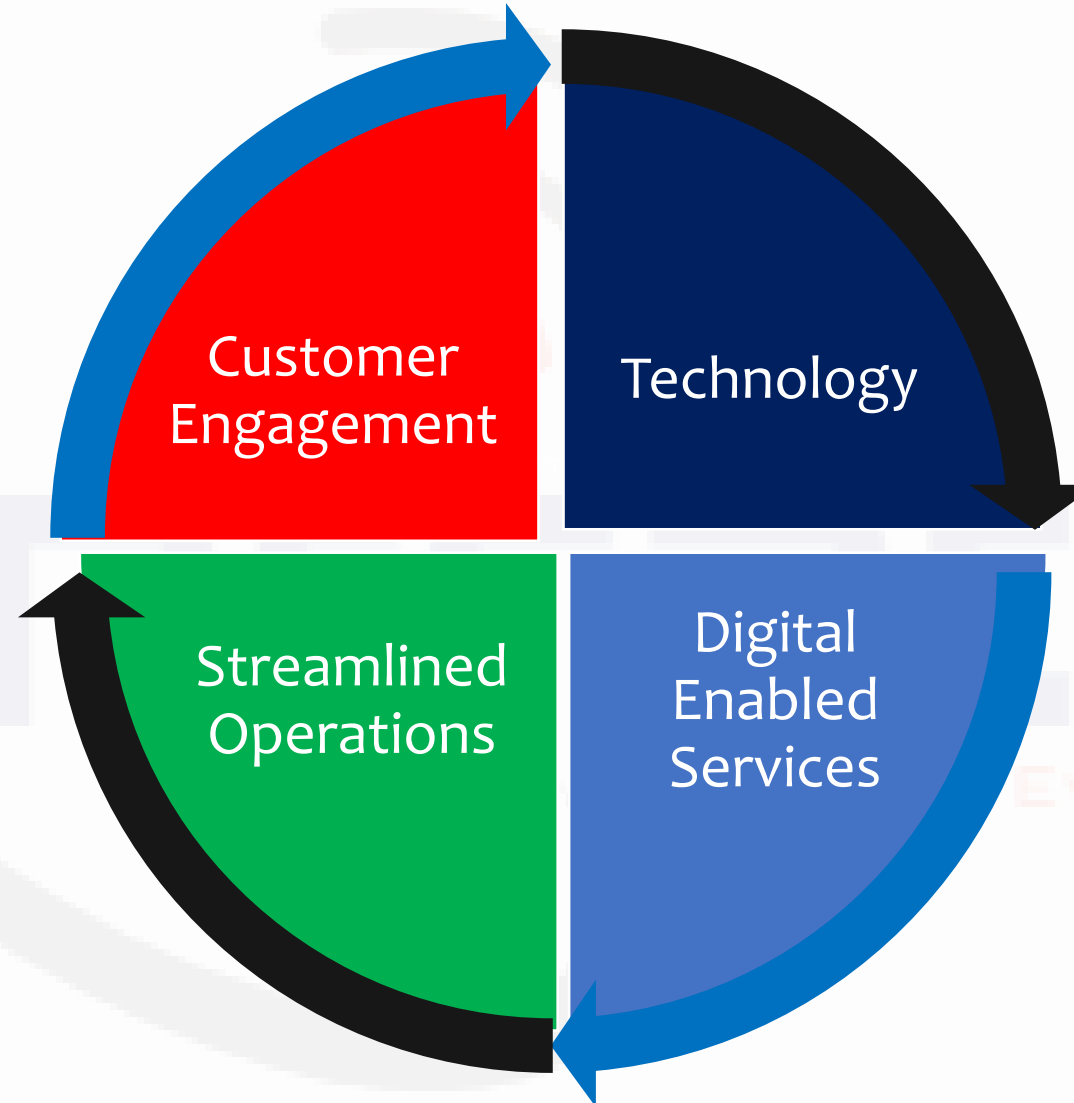
- Ideation
- Problem solving
- Customer Observation
- Agile and Flexible Business Models
- Efficiency

Technology Infrastructure.

- Cloud Computing
- Digitization & Automation
- CyberSecurity
- Open API
- Predictive Data Analytics

Services

- Agility & Speed
- Faster & cheaper Services
- Accessible every where
- User friendly
- Eco System partnerships





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What Does the Digital Future Look Like???

05 What does the Digital Future Look Like?



Banking & DFS

The Future is Here!

- ✓ Branchless Banks
- ✓ 100% Digital Banks
- ✓ Digital Currency
- ✓ Fully Cloud Hosted Banks
- ✓ Near Field Communication Cards
- ✓ (Mobile, Cashless, Digital Onboarding & Digital KYC)
- ✓ AI/Machine Learning
- ✓ Real time Anti Money Laundering



ICT & Telecoms

Do not be Left Out!

- ✓ 5G Technology
- ✓ Internet of Things
- ✓ AI in Analytics
- ✓ Robotics
- ✓ Virtual Reality
- ✓ Mobile Money to FinTech
- ✓ Mobile Money ecosystems



SME's

You Snooze you Lose!

- ✓ Cash is no longer king! Online payment solutions will differentiate your business.
- ✓ Online Presence: You cannot survive without online presence (e-Commerce)
- ✓ CAPEX Down: options for accessing information systems with low Capital expenditure



All Industries

Get Ahead of your Peers!

- ✓ Automation of Workload – Automated Manufacturing:
- ✓ AI - Artificial Intelligence will be used in all types of businesses, especially those that deal with security.
- ✓ Self-Driving Cars
- ✓ Smart Cities
- ✓ Chatbots



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What Should we do to Embrace the Digital Future?

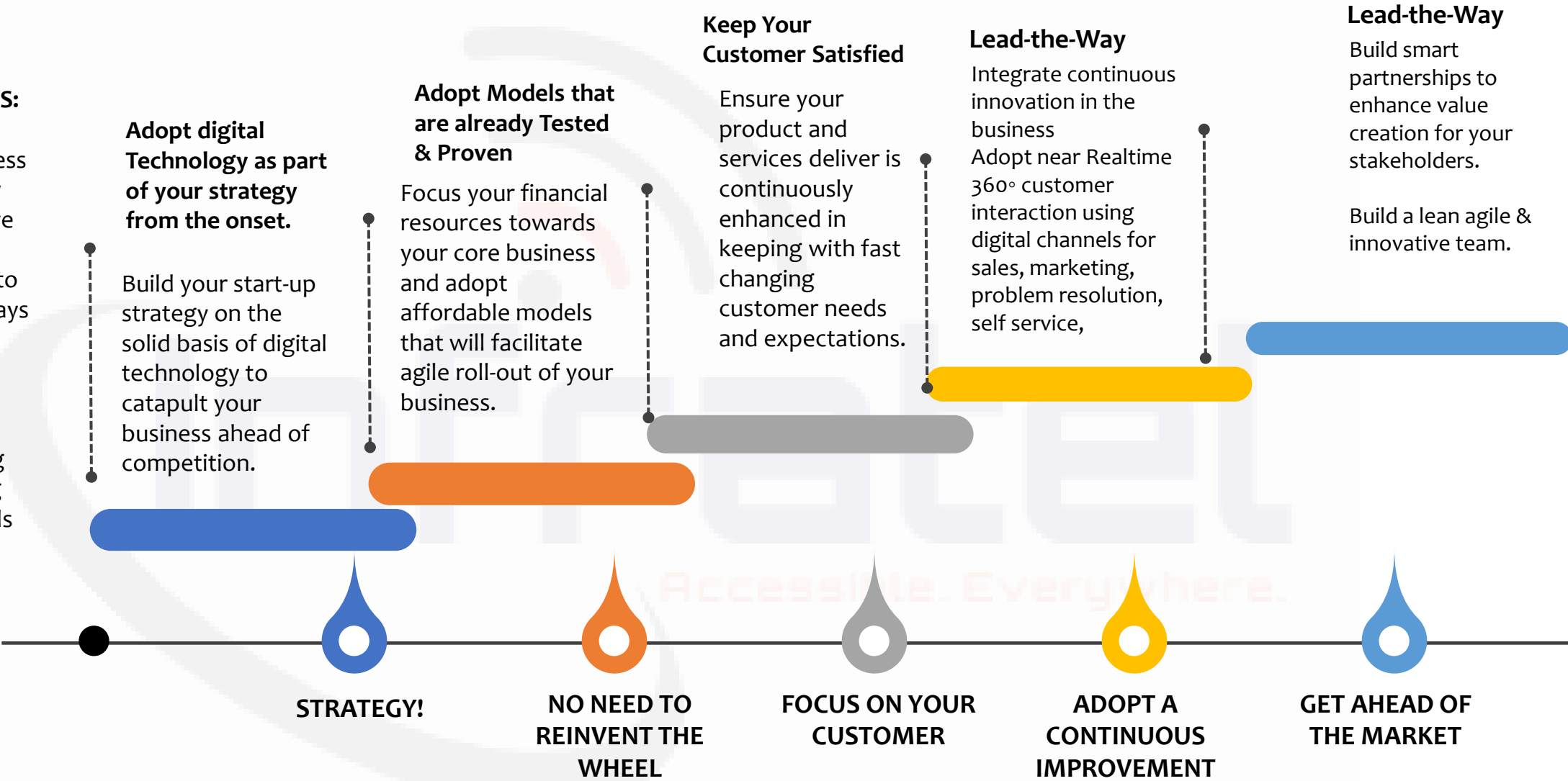


06 What should we do to embrace the Digital Future? FOR START-UPS

STARTUP ENTERPRISES:

Why use the old business models to setup a new company and later have to undergo a change management process to align to the modern ways of doing business.

Start-ups have the potential to disrupt big businesses by entering the market with models that embrace digital enabled services, partnerships and right employee culture towards excellent customer experience





What should we do to embrace the Digital Future? FOR EXISTING ENTERPRISES

EXISTING ENTERPRISES:

These are a bit lethargic in adopting new way of doing business. Employees have developed a culture that requires a change management process to refocus their thinking to customer centricity, ideation, critical thinking and problem resolution. Their business models are anchored on processes and procedures that are manually executed. These organizations require to go through a digital transformation journey





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Challenges we should All Expect

07 Challenges we should all expect in the Digital Future



Need for Hyperscale Data Centres - High CAPEX

Data Centre Build is a high capital-intensive project



Shortage of Digital Skills - To develop digital solutions & automate workflows

Cybersecurity Threats -

Securing Digital Infrastructure is expensive. Robust Security Digital Transformation Initiatives

Most Targeted Countries in order : Ethiopia, Uganda, Rwanda, Botswana, Angola

	Cryptominer	Ransomware	Mobile	InfoStealer	Banking	Botnet
Africa Avg.	9.2%	2.3%	3.5%	9.8%	6.9%	14.8%
Global Avg.	4.1%	1.6%	1.3%	5.0%	4.3%	6.6%



High OPEX - High Operational Expenditure to maintain Data Centre Facilities



Innovation Curve is Steep - Businesses need to focus on their core businesses to remain viable

INFRATEL is your Partner of Choice to take away the burden!



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INFRATEL Capabilities & Value Proposition

Products & Services

- ✓ Colocation (Data Centre)
- ✓ Offsite Data Backup Services
- ✓ Server Renting
- ✓ Storage Renting
- ✓ Disaster Recovery Services
- ✓ Corporate Email Service
- ✓ Software & Website Development
- ✓ Payment Gateway Integration Services
- ✓ Website Hosting & Domain Registration
- ✓ Tower Colocation Services

Key capabilities

- ✓ Power Capacity – 6 days Power Backup – No Loadshedding
- ✓ Redundant 2 x 1.25MW+ CUMMINS Generators
- ✓ Geographical Redundancy
- ✓ High Connectivity Capacity
- ✓ High Security Standards
- ✓ Dual Dark Fibre & MPLS Links
- ✓ Presence of all ISPs and Carriers
- ✓ Modern Data Centre Architecture
- ✓ Connectivity to other countries

Key Certifications



Certified



Certified

- ✓ Zero Security Breach
- ✓ 100% Availability

From 2016 to date



08 INFRATEL Value Proposition

INFRATEL will help your organisation to:

- Reduce your ICT CAPEX & OPEX Budgets
- Have peace of Mind to focus on your core Business & Innovate Quickly
- Attain Audit, Legal & Regulatory Compliance for your Business
- Support Your Compliance to Data Protection, Privacy & Cybersecurity Legislation
- Actualise Disaster Recovery for your organization
- Offer Excellent Customer Experience for your customers
- Accelerate the Business Digital Transformation for your organization
- Adopt a Cloud Strategy
- Adopt an outsourced business model for all shareable infrastructure
- Enhance your Coverage reach through our Tower Infrastructure



Accessible. Everywhere.



SPEAK TO US TO SUPPORT YOUR DIGITAL TRANSFORMATION JOURNEY

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