

Cable & Wireless
Communications


A guide to our business

November 2012

Contents

What we do	3	Monaco & Islands	38
Our Customers	4	Monaco	40
Our People - Board of Directors	5	Maldives	41
Our People - Key Executives	9	Seychelles	42
Our History	11	Guernsey	43
London / HQ	13	Isle of Man	44
		Jersey	45
Panama	15	Ascension Island	46
		Diego Garcia	47
Macau	18	Falkland Islands	48
		St. Helena	49
Caribbean	21	Afghanistan – Joint Venture	50
Anguilla	23	Solomon Islands – Joint Venture	51
Antigua & Barbuda	24		
The Bahamas	25		
Barbados	26		
British Virgin Islands	27		
Cayman Islands	28		
Dominica	29		
Grenada	30		
Jamaica	31		
Montserrat	32		
St. Kitts & Nevis	33		
St. Lucia	34		
St. Vincent & the Grenadines	35		
Turks & Caicos Islands	36		
Trinidad & Tobago – Joint Venture	37		

Panama



Macau



Caribbean



Monaco & Islands



What we do

Mobile

We are the market leader in 21 out of the 27 jurisdictions in which we provide mobile services. We are investing in faster and higher capacity mobile networks. Our core services are increasingly supplemented by mobile data services, which are growing rapidly.



Fixed Line

We are a supplier of fixed line (voice) telephony. Today we are the leading provider in 25 of the 27 markets we serve. We provide fixed line services to many different customer groups, from residential subscribers through to large scale enterprises and governments.



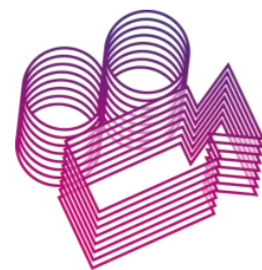
Broadband

We are the market leader in 25 out of 28 jurisdictions in which we supply broadband. We provide high-speed broadband to our customers' homes and workplaces and are investing in our infrastructure so we can deliver on ever increasing demands for speed. In Macau we provide a 250 megabits per second (mbps) residential broadband service, one of the fastest download speeds in the world.



Entertainment

We offer pay TV services in Panama, Barbados, St. Lucia, Monaco, the Channel Islands and Isle of Man and mobile TV in Jamaica. Pay TV services allow us to offer customers convenient and good value 'bundles' of products like 'triple-play' (TV, fixed line, broadband) and 'quad-play' (TV, fixed line, broadband and mobile).



Managed Services/Social Telecoms

We manage, as well as install, telecommunication services for businesses and governments. Our social telecoms projects are helping the communities in which we operate to revolutionise the way they provide public services. For example, in Panama we manage the telecommunications platform for the 911 emergency services operations and have helped the Government to design and launch a national telemedicine network.

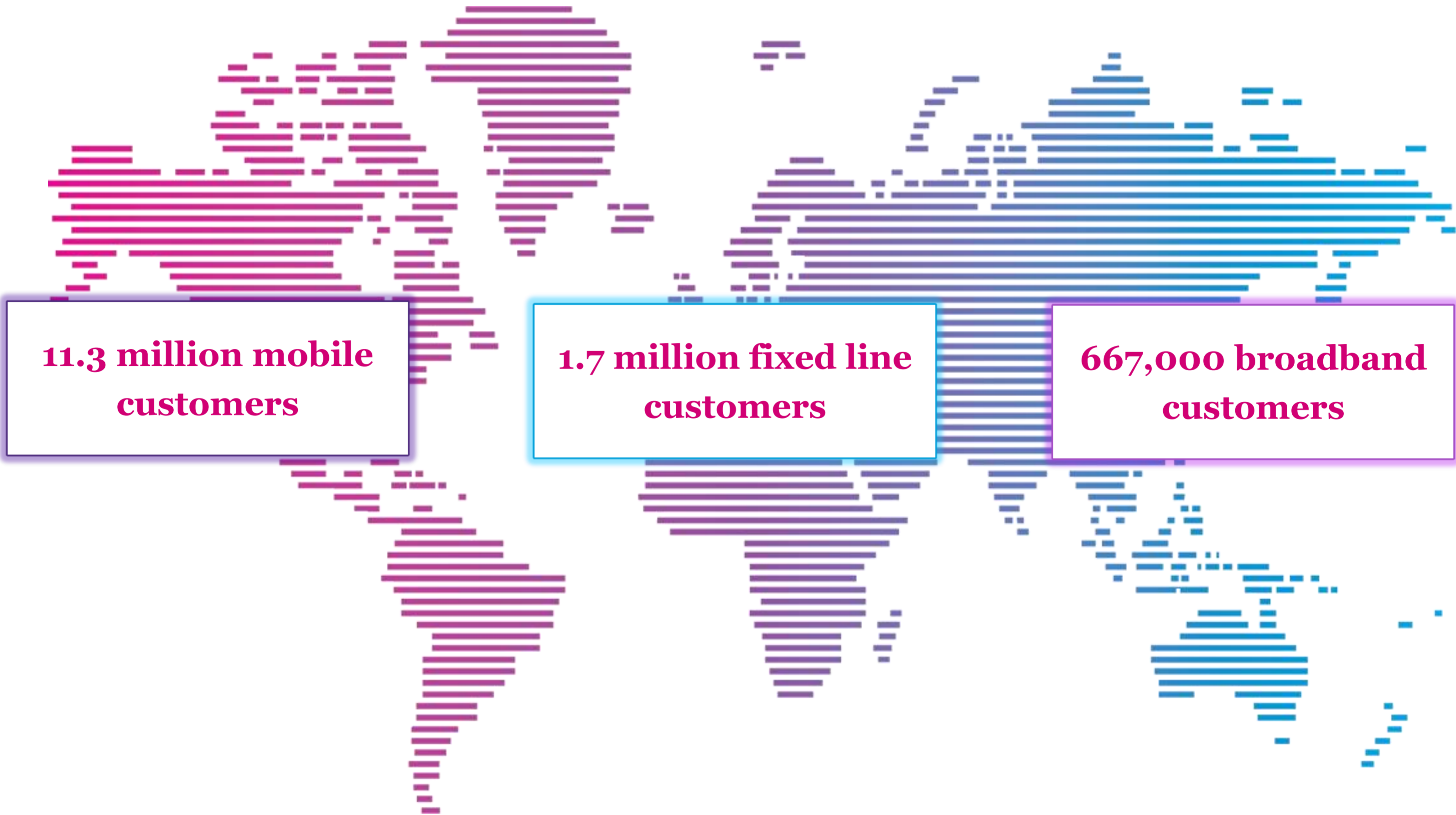


Carrier/Cable

We own an extensive cable network across the world and have substantial capacity on a number of regional sub-sea cable systems. This allows us to carry large amounts of voice and data traffic on behalf of consumers, enterprises and carriers. We also maintain data centres in a number of jurisdictions housing the data of some of the world's most successful enterprises.



Our customers



Includes joint ventures

Our People

Board of Directors



Sir Richard Laphorne CBE
 Chairman

Richard Laphorne has been Chairman of Cable and Wireless plc since January 2003. Following the demerger of Cable & Wireless Worldwide Plc he continues as Chairman of Cable & Wireless Communications Plc. He was awarded a Knight Bachelor in the Queen's New Year Honours on 30th December 2009. Recently he was also Chairman of the private equity owned fashion retailer New Look and of the McLaren Group. His career started with Unilever where in eighteen years he worked in the UK, Paris, Holland and Africa. He then moved to Courtaulds plc as Group Financial Controller, becoming Finance Director in 1986 as well as Chairman of the US Group. He joined British Aerospace plc in July 1992 and was a key member of the management team responsible for transforming the company into Europe's leading defence company. He retired as Vice Chairman in 1999, having been awarded a CBE in 1997.

He started his non-executive career with Amersham International plc in 1989, becoming Chairman from 1996 until 2003. In September 2010 he was appointed a member of the PwC Public Interest Body and is now Chairman. In September 2011 he was appointed a director of Sherritt International, based in Toronto. He has held a number of other directorships including Robert Fleming, the merchant bank, Oasis International Leasing in Abu Dhabi, Chairman of Avecia (spun off from Astra Zeneca), Chairman of TI Automotive (spun off from Smiths Group), Chairman of Tunstall, Chairman of Morse plc and Chairman of Arlington Securities. Between 1999 and 2004 he served on the Navy Board. He led the Working Age project in 2000.

He is a trustee of Tommy's Campaign, the charity researching still and premature birth. In September 2009, he retired as the Queen's Trustee at Royal Botanic Gardens, Kew. In March 2012 he was appointed Chairman of the Foresight Group on UK Manufacturing.



Tony Rice
 Chief Executive Officer

Tony Rice was appointed as Chief Executive of Cable & Wireless Communications on 25 January 2010 having previously served as CEO of the Cable & Wireless Communications part of Cable and Wireless plc from his appointment on 11 November 2008. Prior to this, Tony served as the Cable and Wireless plc Finance Director and Joint Group Managing Director for the Central operations of the Cable & Wireless Group from March 2006, having been a Non-executive Director of Cable and Wireless plc since January 2003.

Tony was chief executive of Tunstall Holdings Ltd from March 2002 until its sale in September 2005 and he continued as a non-executive director of that company until April 2008. Tony was previously group treasurer and then group managing director, commercial aircraft of British Aerospace plc.

Tony is a non-executive director of Spirit plc, following the demerger of Punch Taverns plc and was appointed as chairman of Alexander Mann Solutions on 28 July 2008, subsequently reverting to a non-executive role on 1 September 2009. He was a trustee of Help the Aged until 1 April 2009. Tony is a director of the Commonwealth Business Council.

Our People

Board of Directors



Tim Pennington
Chief Financial Officer

Tim Pennington is Chief Financial Officer of the Company. He previously served as the Group Finance Director for Cable and Wireless plc and as Chief Financial Officer for the Cable & Wireless Communications business. Tim also served as an Investor Director on the Cable & Wireless Worldwide Operating Board from November 2008 to January 2010.

Previously, Tim was CFO and an Executive Director of Hutchison Telecommunications International Ltd, a company listed in Hong Kong and New York. Tim was also FD of Hutchison 3G (UK) (Hutchison Whampoa's UK mobile business) and has corporate finance experience with HSBC Investment Bank and Samuel Montagu & Co.



Nick Cooper
Corporate Services Director

Nick Cooper is an Executive Director of the Company, having served as Corporate Services Director for the Cable & Wireless Communications business since December 2008 and Group General Counsel and Company Secretary for Cable and Wireless plc from January 2006 to demerger. He has Board level responsibility for Human Resources, Brand, PR and Communications, Legal & Regulatory Affairs, Insurance and Corporate Social Responsibility. He also served as an Investor Director on the Cable & Wireless Worldwide Operating Board from April 2006 until December 2009.

Nick qualified as a solicitor with London law firm Herbert Smith. He has held in-house positions as company solicitor with Asda and George Clothing and as General Counsel and Company Secretary of The Sage Group Plc and JD Wetherspoon Plc. In September 2002, Nick was appointed Company Secretary and was part of the Executive Management Board of Energis until its acquisition by Cable and Wireless plc.

Our People

Board of Directors



Simon Ball
Non-executive Director,
Deputy Chairman and
Senior Independent Director

Simon Ball is a Non-executive Director of the Company. He is also the Deputy Chairman, Senior Independent Director, Chairman of the Audit Committee and a member of the Remuneration and Nomination Committees. Simon has also been a Non-executive Director of Tribal Group plc since 1 June 2010.

Simon was Group FD for 3i Group plc until November 2008, having served on its main board since April 2005. Prior to this, Simon held a series of senior finance and operational roles at Dresdner Kleinwort Benson, served as Group FD for the Robert Fleming Group and was Director General, Finance for the Department for Constitutional Affairs.



Alison Platt
Non-executive Director

Alison Platt is a Managing Director at Bupa, responsible for International Development Markets. In addition to leading Bupa's current businesses in India, Hong Kong, Thailand, Saudi Arabia and the US, Alison's role focuses on driving growth in new markets for Bupa across South East Asia, China, the Middle East, as well as Europe and Africa. She took up this post in October 2012 having previously held a number of senior posts across Bupa including Chief Operating Officer of its UK private hospitals business, Deputy Managing Director in its UK insurance business and latterly Managing Director for its businesses in the UK, Europe and North America.

Before joining Bupa Alison held a number of key positions in British Airways.

In May 2009 she became chair of 'Opportunity Now', which seeks to accelerate change for women in the workplace. She was a non-executive director of the Foreign & Commonwealth Office between 2005 and 2010, and in the 2011 New Year Honours she was appointed a CMG for her services to the Board of the FCO. In June of 2012 Alison joined the Board of Cable & Wireless Communications plc as a non-executive director.

Our People

Board of Directors



Ian Tyler
Non-executive Director

Ian Tyler has been a Non-executive Director of the Company since his appointment on 1 January 2011. Ian is also a member of the Audit, Remuneration and Nomination Committees. Ian is a chartered accountant and has been Chief Executive of Balfour Beatty plc since January 2005, having joined the company in 1996 as Finance Director and having become Chief Operating Officer in August 2002.

From 1993 to 1996 Ian was Finance Director of ARC Limited, one of the principal subsidiaries of Hanson Plc, having previously been Hanson's Group Financial Comptroller since 1991. Prior to that, from 1988, he held the positions of Group Treasurer and Financial Controller at Storehouse Plc, the retailing group. Ian is also President of CRASH, the charity for homeless people around the UK.



Mark Hamlin
Non-executive Director

Mark Hamlin was appointed as a Non-executive Director on 1 January 2012. Mark is a Chartered Clinical Psychologist, and is the Chairman of the Organisation Resource Group of Companies. He is a senior advisor to the Boards of global businesses in many areas including strategy, culture and corporate change programmes in international markets. In the last few years he has worked with companies around the world including in China, India, Australia, South Africa, the United States and the United Kingdom.

Mark also leads a successful property business and an online organisation that provides 360 degree products to companies in many countries.

Mark is the President of Wedmore Opera, a charity which produces community based performances in Somerset. Through the ORFoundation he is involved with many charities in Africa, primarily aimed at creating additional income for subsistence farmers and their families.

Our People

Key Executives



Denis Martin
CEO, Monaco & Islands

Denis has been CEO of the Monaco & Islands region since 2008. He previously held the role of CEO of Monaco Telecom, to which he was appointed in 2005. On taking up this role Denis became part of the Cable & Wireless Communications Executive Committee.

Before joining Cable & Wireless, Denis spent seven years in the SFR group, the Vivendi and Vodafone telecoms joint venture in France, where he was President of Cegetel, the fixed and internet subsidiary of the group.

Originally from a finance background, Denis has extensive international experience, working with decentralised business units in a number of industries, including telecoms.



David Shaw
CEO, Caribbean

David Shaw was appointed as Chief Executive Officer (CEO) of the Caribbean business of Cable & Wireless Communications in July 2009. David is responsible for leading the strategy to transform the Caribbean business. David was promoted to CEO from his role as Chief Operating Officer of the Caribbean.

Prior to the Caribbean, David was Chief Commercial Officer at Cable & Wireless Worldwide, where he was responsible for international sales and marketing. David joined Cable & Wireless through its acquisition of Energis in 2005, where he was part of the senior executive team that transformed the UK telecoms operator.

Before that, he was Marketing Director for AT&T's UK business and also spent 10 years with Mercury Communications in a variety of commercial and operational roles.

Our People

Key Executives



Jorge Nicolau
CEO, Panama

Jorge Nicolau has worked for Cable & Wireless Panama since 1999 holding several positions such as Executive Director, Mobile and Executive Vice President, Human Resources. In January 2007, he was appointed as the first Panamanian national to hold the Chief Executive Officer role.

Jorge was Director for Sears Roebuck & Co (USA) in Puerto Rico. Also, from 1974 to 1991 he held managerial regional positions as Chief Operating Officer (COO) for Colombia and Peru, COO for Central America & Panama, Regional Administrator of Merchandise, Regional Auditor and Comptroller for the Sears Group in Panama.

He is an active member in organisations such as the Panamanian Chamber of Commerce, Industries and Agriculture, the Panamanian Association of Business Executives (APEDE), the Inter-American Council of Commerce & Production (CICYP) and the Panama South Rotary Club.



Vandy Poon
CEO, Macau

Vandy Poon became Chief Executive Officer (CEO) of Cable & Wireless Communications Macau business, CTM, in September 2007 and is the first local CEO to hold the CEO role at CTM.

Vandy has over 20 years of experience at CTM and was appointed as Deputy CEO in 2006. During his career at CTM, he's held various pivotal roles in marketing, internet service and mobile business. He has made a significant contribution to the development and growth of various key telecom services, such as 3G mobile. During the historical ceremony of Macau's return to China in 1999, he played a key role in the establishment of the Media Centre. Under his leadership, CTM remains committed to the development of Macau.

Born and raised in Macau, Vandy received tertiary education in the USA and was awarded a Bachelor of Science Degree and a Master's Degree.

Our History 1866 - 1981

The history of Cable & Wireless Communications (CWC) can be traced back to a number of British Telegraph companies founded by Sir John Pender in the 1860s. Since then, we have provided telecommunications services, networks and equipment to businesses, governments and residential customers around the world.

1866

Manchester cotton merchant, John Pender is part of a consortium which lays the first undersea telegraph cable across the Atlantic



1869

Pender founds the Falmouth, Gibraltar and Malta Cable Company and the British Indian Submarine Telegraph Company



1870

First cable landed at Porthcurno, Cornwall. London to Bombay Telegraph line is completed



1872

A number of companies merge to form the Eastern Telegraph Company, the first global telecommunications company



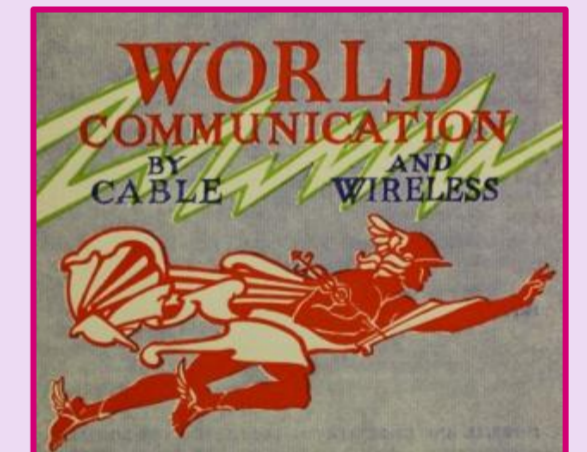
1900

The Eastern Telegraph Company has a massive international network of around 150,000km of undersea cables



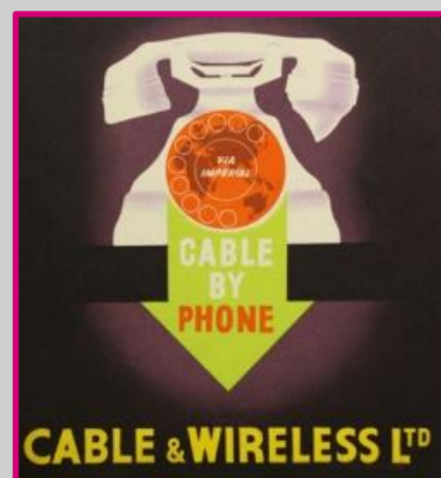
1928

The telegraph cable and wireless radio interests of the British Empire are merged into a new company, Imperial and International Communications Ltd



1934

The company's name is changed to Cable & Wireless (C&W)



1947

The British Government nationalises C&W



1981

C&W is first privatisation by Thatcher Government



Our History 1981 - 2011

1981

C&W launches Macau's first telcoms company, CTM



1993

Mercury Communications, founded by C&W in 1982, launches One2One, Britain's first mobile network



1997

C&W buys stake in Panamanian INTEL (Instituto Nacional de Telecomunicaciones), now Cable & Wireless Panama



2002

C&W purchases Guernsey Telecoms from the Guernsey Government. Business launches start-ups in Jersey (2004) and Isle of Man (2007)



2004

C&W purchases controlling stake in Monaco Telecom



2005

C&W purchases Energis UK. Several members of its management team take up prominent positions within the Group



2009

C&W increases shareholding in the Maldives business, Dhiraagu, to 52%



2010

Group demerges into Cable & Wireless Communications (CWC) and Cable & Wireless Worldwide



2011

CWC purchases a controlling stake in the Bahamas Telecommunications Company and sells its Bermuda business



London / HQ

Cable & Wireless Communications provides world class telecoms services across the globe in a diverse range of communities - ranging from high growth emerging economies to developed nations. We are the market leader in most of the products that we offer and most of the markets we serve with a strong commitment to providing the highest standards of service to each customer.

We are a full service, international telecommunications company operating in the Caribbean, Panama, Macau and Monaco & Islands offering mobile, broadband, pay TV, fixed-line services and enterprise and managed service solutions.

Our headquarters in London provides support for all of our regions. It is also the base for our corporate functions such as Strategy, Investor Relations, Legal, Company Secretarial, Brand and Communications, Finance and our customer relationship management system, Liberate.



Leadership Team:

Tony Rice, Chief Executive Officer



Executive Directors

Tim Pennington, CFO

Nick Cooper, Corporate Services Director

Senior Management Team:

- Lachlan Johnston, Brand & Communications
- James Tooke, Strategy & Development
- Clare Underwood, Company Secretary
- Sheldon Bruha, Corporate Finance, Tax & Treasury
- Ian Lawson, Finance
- Simeon Irvine, Commercial Finance
- Kim Newton, Human Resources
- Birger Thorburn, Chief Information Officer
- Belinda Bradberry, Legal, Regulatory & CSR
- Paul Clarke, Networks

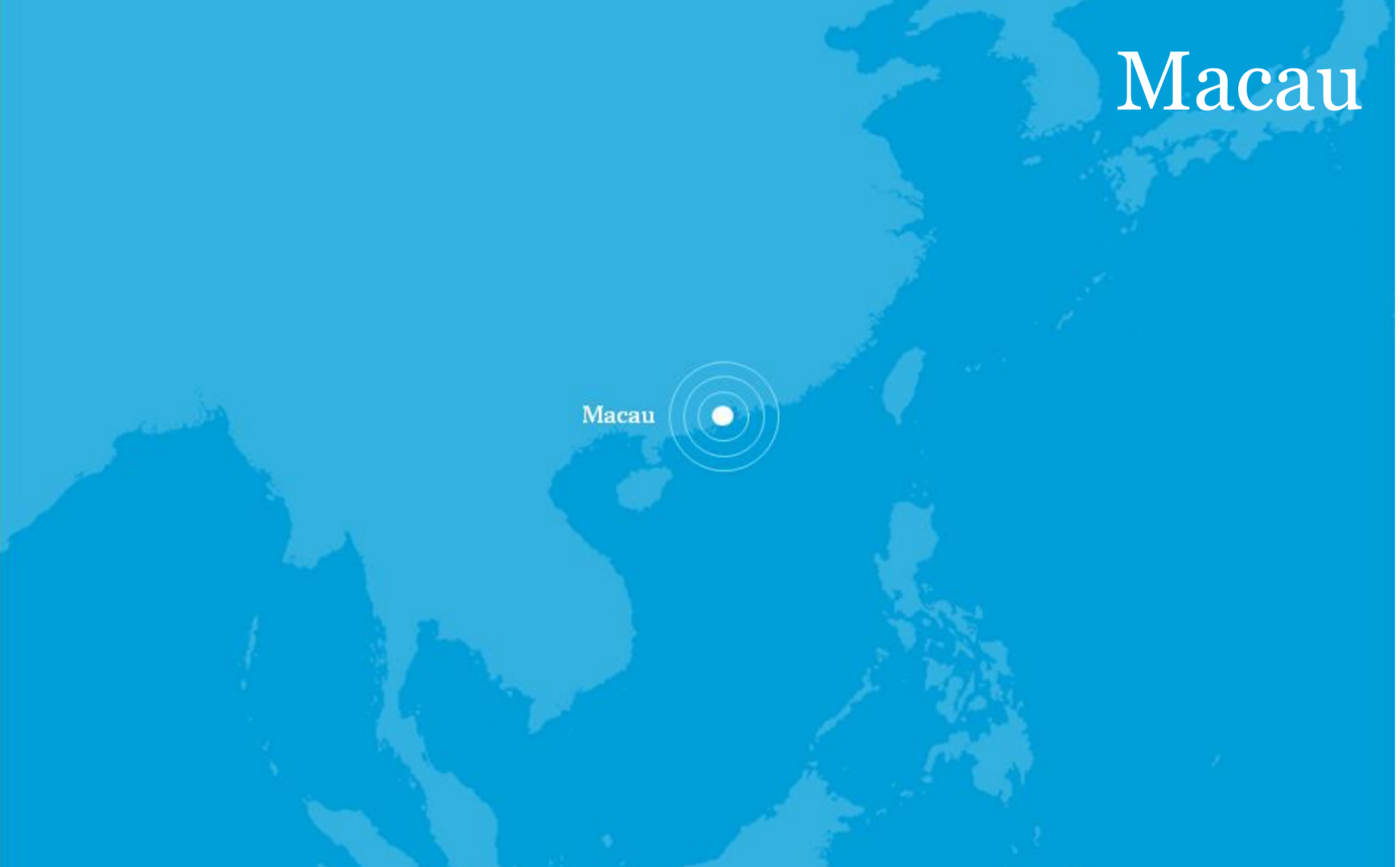
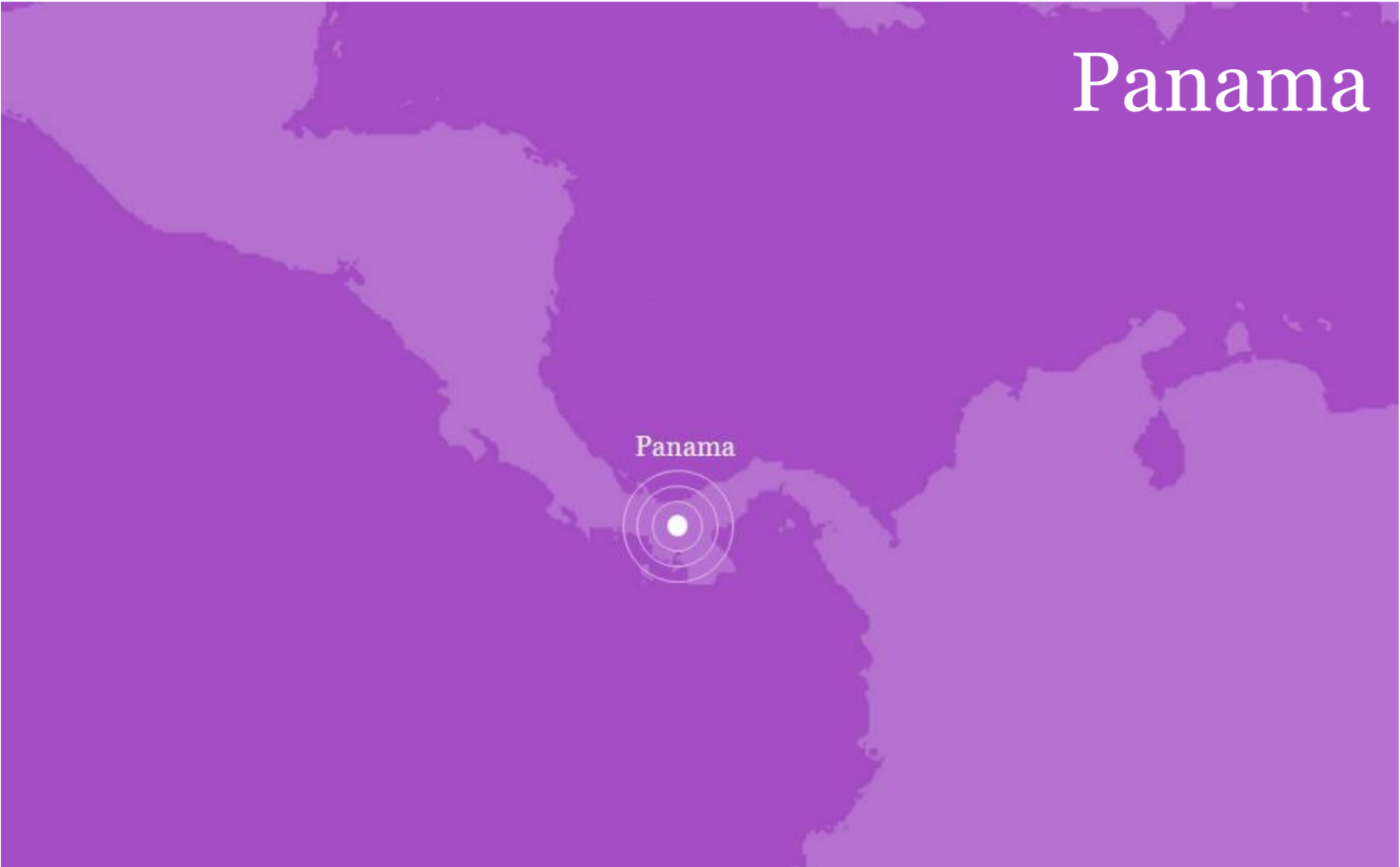
Group Financial Performance

Half Year ended 30 September 2012

Revenue US\$1.4 billion

EBITDA US\$445 million

Regions



Panama



Panama





Our Panama business, Cable & Wireless Panama (CWP), is the market leader in mobile, fixed line and broadband in this growing country of 3.5 million people. They are also a major provider of pay TV and services to enterprises and governments. 1,478 people are employed by Cable & Wireless Panama in this region.



Leadership Team:

Jorge Nicolau, CEO



- Ricardo Lezcano, Executive, Director Commercial
- Alex Arroyo, Executive Director Regulatory Affairs
- Edilberto Morales, Executive Director Finance
- Fortunato Bertello, Executive Director Customer Service
- Luis Carlos Stoute, Executive Director Managed Services
- Jose Quintero, Executive Director Technology
- Marta de Bermudez, Executive Director Legal Affairs
- Rodolfo Moreno, Executive Director Human Resources
- Roberto Mendoza, Executive Director Corporate Affairs

Market Overview (31 March 2012)

Service	Market Penetration	Position
Mobile	139%	1 st out of 4
Fixed	54%	1 st out of 9
Broadband	24%	1 st out of 5
Pay TV	22%	3 rd out of 8

CWP Financial Performance

Half year ended 30 September 2012

Revenue	US\$286 million
EBITDA	US\$115 million

Panama



Background

Cable & Wireless Panama (CWP) provides mobile, fixed line, broadband, pay TV, international voice services and enterprise services. Cable & Wireless Communications has been a major shareholder in Cable & Wireless Panama since 1997. Its mobile business operates under the brand + Movil and the pay TV operation is called TV Digital.

Panama has a President who acts as both the head of state and the head of government. Executive power is exercised by the Government with legislative power being shared between Government and the National Assembly. National elections are held every five years. The National Assembly is elected by proportional representation in fixed electoral districts. Panama's telecoms sector is regulated by the Autoridad Nacional De Los Servicios Publicos which is an independent body.

Panama's economy continues to grow rapidly. Its GDP grew at a rate of 10.6% in 2011. It is expected to continue growing strongly for the next five years as the country increases its drive to be the region's business and travel hub exploiting the Panama Canal's position as a centre of commerce and services. Work is currently underway to widen the Panama canal, which will double its capacity. The project is expected to be completed in 2014 to mark the Canal's 100th anniversary.

Economic Overview

- Population: 3,510,045 (2012 est.)
- GDP: US\$30.6 billion (2011 est.)
- GDP/Capita: US\$8,718 (2012 est.)

Source: CIA World Factbook

Currency

Balboas (PAB). Pegged to the US\$ (B1-\$1).

Industries: Transportation and storage, financial services and communication

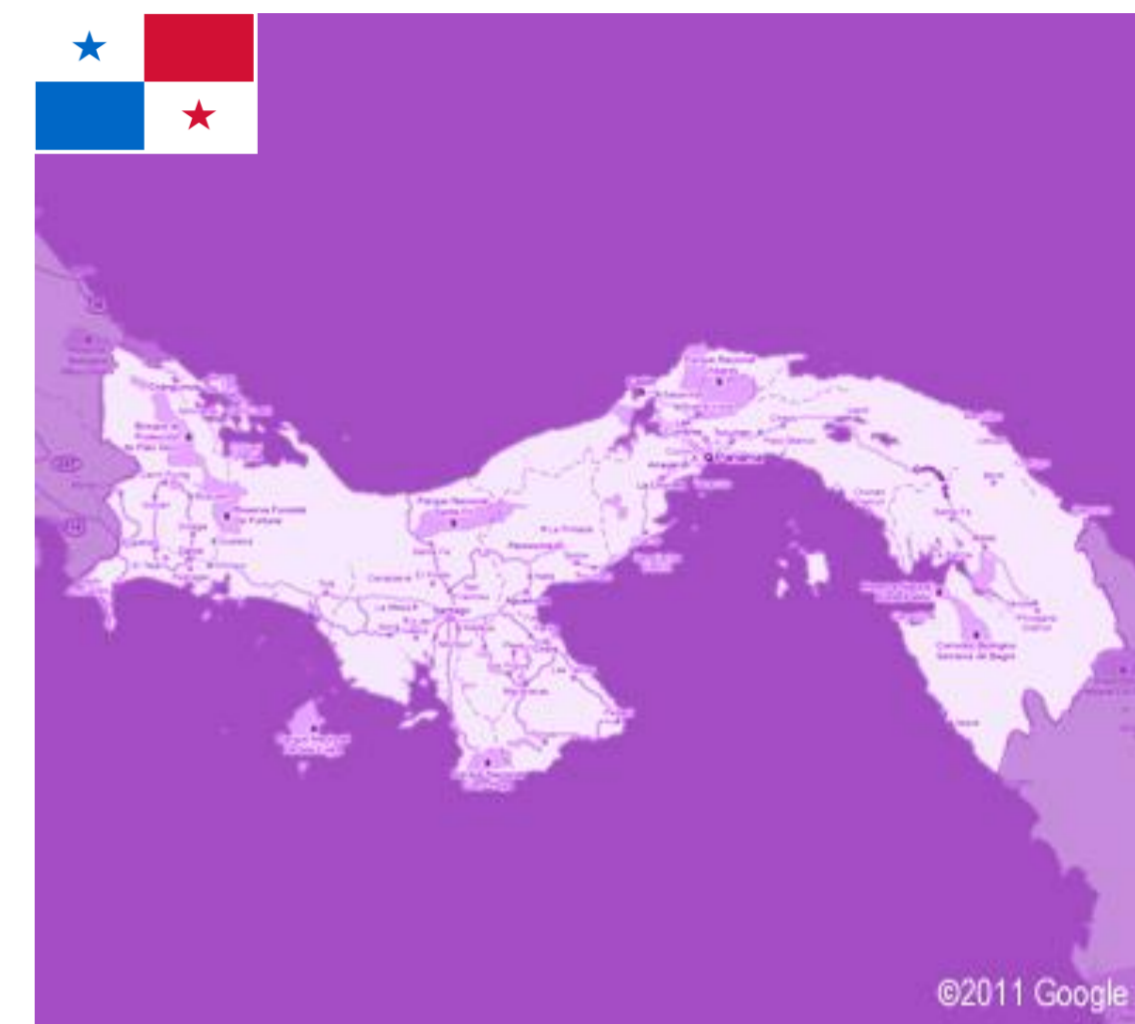
Capital city: Panama City

Country code: +507

Ownership

Cable & Wireless Communications owns 49% of Cable & Wireless Panama. The Government also owns 49% of the company; the remaining 2% is shared between the employees of the company.

Cable & Wireless Communications has both management and board control, through a shareholder agreement.



Market Overview (31 March 2012)

Service	Competitors
Mobile	Movistar, Digicel, Claro
Domestic Voice	Cable Onda, Clarocom, Advance, Movistar, Claro, Panameñas, System One, Net Uno
Broadband	Cable Onda, Mobilphone, Wipet, Viva Communications
Pay TV	Cable Onda, Claro TV, Sky, Astrovision, Mocatel, Viva Communications, Cable Total Panama

Recent Developments

- In 2012 CWP won a social telecoms contract to install a new IT system for around half the country's public hospitals
- Also in 2012, CWP won a social telecoms contract to update Panama's National Registry, a project that will make buying and selling a home, or starting a business much easier
- In December 2011 CWP was chosen to implement a 911 emergency services system for the Government of El Salvador
- In October 2011 CWP was chosen to help digitise Panama's civil administration as part of the Government's 'Panama without Paper' project
- CWP launched a video on demand service to complement its pay TV service in September 2011

Macau



Our Macau business – operating as CTM – is the only full service telecoms operator in its market offering customers mobile, fixed line, broadband as well as enterprise services. It continues to lead the market in providing the highest quality service and driving the development of Macau’s communications infrastructure. 954 people are employed by CTM.



Leadership Team:

Vandy Poon, CEO



- Donald Shaw, Vice President, Strategy & Business Performance
- Patrick Ip, Chief Financial Officer / Vice President, Finance
- Gloria Silva, Vice President, Corporate Communications, Human Resources & Administration
- Aguinaldo Wahnon, General Counsel / Vice President, Legal & Regulatory
- Thomas Lei, Vice President, Network Services
- Declan Leong, Vice President, Enterprise Business
- Ebel Cham, Vice President, Consumer Market

Market Overview (31 March 2012)

Service	Market Penetration	Position
Mobile	253%	1 st of 4 operators
Fixed	101%	Sole provider
Broadband	80%	Sole provider

CTM Financial Performance

Half year ended 30 September 2012

Revenue	US\$310 million
EBITDA	US\$87 million

Background

CTM provides mobile, broadband, fixed line and enterprise services in Macau. CTM has operated there since 1981, when Cable & Wireless Communications was one of its founding shareholders.

Macau is a Special Administrative Region (SAR) of the People's Republic of China. In accordance with China's 'one country, two systems' formula, it retains a high degree of autonomy in all matters other than defence and foreign affairs, keeping its former laws and economic system for a period of 50 years from the handover.

The People's Republic of China appoints the Chief Executive of Macau after selection by an election committee. The Chief Executive appears before a cabinet, the Executive Council, which has between seven and 11 members. The legislative branch of the territory is the Legislative Assembly, a 29-member body comprising 12 directly elected members, 10 indirectly elected members representing functional constituencies and seven members appointed by the Chief Executive. Macau's telecoms sector is regulated by the government through the Bureau of Telecommunications Regulations.

Macau is the world's largest gambling destination by revenue and attracts approximately 28 million visitors every year. Macau's gambling revenues overtook Las Vegas in 2007.

Economic Overview

- Population: 578,025 (2012 est.)
 - GDP (\$): US\$22.1 billion (2009 est.)
 - GDP/Capita: US\$38,234 (2012 est.)
- Source: CIA World Factbook

Currency

Patacas (MOP)

Industries: Tourism, gambling and banking

Capital city: Macau

Country code: +853

Ownership

Cable & Wireless Communications owns 51%, of CTM. Portugal Telecom Group owns 28% and CITIC Telecom International Holdings Limited owns 20%. The Macau SAR Government owns 1%.

Cable & Wireless Communications has management and Board control.



Market Overview(31 March 2012)

Service	Competitors
Mobile	Hutchison, SmarTone, China Telecom
Domestic Voice	Sole provider
Broadband	Sole provider

Recent Developments

- 50% of CTM customers subscribed to mobile data plans in the 2011/12 financial year
- CTM has been collaborating with Cisco and Microsoft to develop a suite of Cloud-services to enable enterprise customers to access a range of IT services through the internet
- CTM launched an initiative called 'Digital Campus' to increase the adoption of IT and telecoms technology in the country's education sector in February 2012. The 'Digital Campus' will enable students to submit assignments and complete assessments online, as well as having access to learning resources
- CTM launched a 250Mbps high-speed broadband service in 2011, one of the highest residential speeds in the world

Caribbean

The Bahamas

Turks & Caicos

Cayman Islands

Jamaica

British Virgin Islands

Anguilla

St Kitts & Nevis

Antigua & Barbuda

Montserrat

Dominica

St Lucia

St Vincent & the Grenadines

Grenada

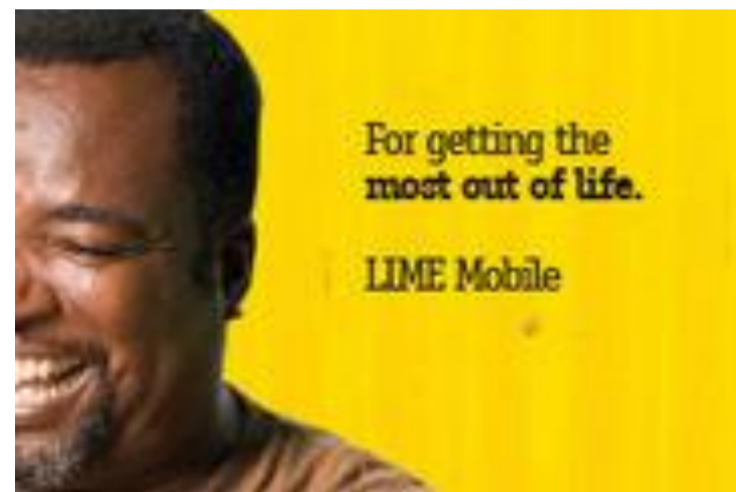
Barbados

Trinidad & Tobago



Powered by **LIME**

Our Caribbean business offers customers mobile, fixed line, broadband and enterprise services. We operate as LIME across the region, except in The Bahamas where we are BTC. The region incorporates 14 Caribbean nations and LIME employs 3,677 people in this region. In addition, Cable & Wireless Communications owns a minority stake (49%) in Telecommunications Services of Trinidad & Tobago (TSTT), the leading telecoms group in that country.



Leadership Team:
David Shaw, CEO



- David Kelham, Chief Financial Officer
- Chris Dehring, Chief Commercial Officer
- Patrick Bradd, Chief Technology Officer
- Garfield Sinclair, CEO, Jamaica/Cayman
- Gerard Borely, CEO, Barbados/Eastern Caribbean/TCI and BVI
- Geoff Houston – CEO, The Bahamas
- Rod Kirwan – General Counsel
- Maria Thompson-Walters – HR Director

Market Overview (31 March 2012)

Service	Market Penetration	Position
Mobile	117% (Blended)	1 st in 11 out of 15 islands
Fixed	63% (Blended)	1 st in 14 out of 14 islands
Broadband	32% (Blended)	1 st in 14 out of 15 islands

LIME Financial Performance

Half Year ended 30 September 2012

Revenue	US\$553 million
EBITDA	US\$137 million

Anguilla

Background

In Anguilla LIME provides mobile, fixed line and broadband services. Cable & Wireless Communications has operated there since 1971.

Anguilla is one of 14 British Overseas Territories which continue to fall under the jurisdiction of the United Kingdom. The Queen is head of state, with foreign affairs predominantly managed by the UK's Foreign and Commonwealth Office. British Overseas Territories also have access to British financial support and funds when needed. Anguilla has its own Government and domestic legislation. Executive authority is exercised by the Cabinet under the leadership of the Chief Minister and is subject to approval by the 11-member House of Assembly.

Anguilla's telecoms sector is regulated by the Public Utilities Commission, an independent body.

Economic Overview

- Population: 15,423 (2012 est.)
 - GDP: US\$175.4 million (2009 est.)
 - GDP/Capita: US\$11,373 (2012 est.)
- Source: CIA World Factbook

Currency

East Caribbean Dollar (EC\$/XCD). Pegged to the US\$ (US\$1 - \$2.70 EC\$)

Industries: Tourism and offshore financial services

Capital city: The Valley

Country code: +1 264

Ownership

Cable & Wireless Communications owns 100% of LIME Anguilla

Local Management

Mark Romney, General Manager



Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st out of 3	Digicel, Weblinks
Domestic Voice	1 st out of 2	Caribbean Cable Communications
Broadband	1 st out of 3	Weblinks, Caribbean Cable Communications

Recent Developments

- LIME has been chosen to implement videoconference facilities for the Caribbean Community Secretariat (CARICOM) – the Caribbean's main inter-governmental grouping
- 2011 marked 40 years since LIME entered the Anguilla market on 31 October 1971
- In February 2011 LIME launched its first video on demand services in Anguilla. The Viceroy Anguilla hotel delivered a fully interactive, multi-language portal where guests can access local information, rent movies on demand, access their guest account and even check out automatically

Antigua & Barbuda

Background

In Antigua & Barbuda LIME supplies international voice, mobile and broadband services.

The twin-island state is independent from the United Kingdom but retains the Queen as its head of state. She appoints a local Governor-General as vice-regal representative. The Governor-General appoints a 17-member Senate. A 17-member House of Representatives is elected.

Antigua and Barbuda's telecoms sector is regulated by the Government.

Economic Overview

- Population: 89,018 (2012 est.)
- GDP (\$): US\$1.2 billion (2011 est.)
- GDP/Capita: US\$13,480 (2012 est.)

Source: CIA World Factbook

Currency

East Caribbean Dollar (EC\$/XCD). Pegged to the US\$ (US\$1 - \$2.70 EC\$)

Industries: Tourism, construction and manufacturing

Capital city: St John's City

Country code: +1 268

Ownership

Cable & Wireless Communications owns 100% of LIME Antigua

Local management

Davidson Charles, Country Manager



Recent Developments

- LIME sponsored the Antigua and Barbuda carnival in 2012
- In February 2012, the Government of Antigua & Barbuda and LIME collaborated on a project to provide 1600 teachers of primary and secondary schools with Lenovo laptops, carry cases and discounted Broadband service to assist with the education need of the country
- LIME has a three year agreement (2010 – 2013) to sponsor Old Road one of the country's top football clubs

Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st out of 3	Digicel, APUA PCS
Broadband	1 st out of 3	APUA PCS, ACT

The Bahamas

Background

The Bahamas Telecommunications Company (BTC) provides mobile, fixed line and broadband services. BTC holds exclusivity over the supply of mobile services until 2014. The company was founded in 1906 and until 2011 was wholly owned by the Government of The Bahamas.

The Commonwealth of The Bahamas is spread over 29 islands. It is a sovereign nation with legislative power vested in a bicameral parliament. The Prime Minister is the head of government and is the leader of the party with the most seats in the House of Assembly. Executive power is exercised by the cabinet, selected by the Prime Minister and drawn from members of the House of Assembly.

The telecoms market is regulated by the Utilities Regulation and Competition Authority (URCA).

Economic Overview

- Population: 316,182 (2012 est.)
 - GDP (\$): US\$8 billion (2011 est.)
 - GDP/Capita: US\$25,301 (2012 est.)
- Source: CIA World Factbook

Currency

Bahamian dollars (B\$/BSD). Pegged to the US\$ (US\$1 – B\$1)

Industries: Tourism and banking

Capital city: Nassau

Country code: +1 242

Ownership

Cable & Wireless Communications - 51%. The Government of the Bahamas - 49%.

Local management

Geoff Houston, CEO



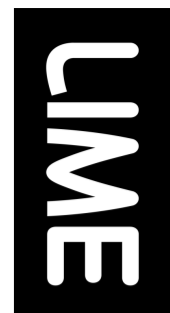
Recent Developments

- BTC opened and renovated seven new retail outlets across The Bahamas in the first half of 2012 to provide customers with a better retail experience
- BTC launched 4G (HSPA+) mobile services in January 2012 giving customers access to mobile data services such as games, video and mobile applications for the first time
- 2012 marks the third year of the BTC Starmaker competition. Launched in 2009, the reality TV show discovers talented Bahamian youth who can become brand ambassadors for BTC
- In July 2011 BTC removed inter-island roaming charges for calls between The Bahamas' 29 islands
- Cable & Wireless Communications purchased 51% of the shares in BTC and took management control on 6 April 2011

Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st	Sole provider
Domestic Voice	1 st out of 2	Cable Bahamas
Broadband	2 nd out of 2	Cable Bahamas

Barbados



Background

In Barbados, LIME provides mobile, fixed line, broadband and pay TV services. Cable & Wireless Communications has operated there since 1924.

Barbados gained independence from the United Kingdom in 1966, but retains the Queen as its head of state. She is represented locally by an appointed Governor General. The island has a two-party parliamentary system which is headed by a Prime Minister and Cabinet.

Barbados' telecoms sector is regulated by the Fair Trading Commission which is an independent body.

Barbados has a luxury tourism industry involving some of the world's most famous resorts.

Economic Overview

- Population: 287,733 (2012 est.)
- GDP (\$): US\$4.5 billion (2011 est.)
- GDP/Capita: US\$15,292 (2011 est.)

Source: CIA World Factbook

Currency

Barbadian dollars (BDS\$/BBD). Pegged to the US\$ (US\$1 – B\$2)

Industries: Tourism, sugar cane and manufacturing

Capital city: Bridgetown

Country code: +1 246

Ownership

Cable & Wireless Communications owns 81% of LIME Barbados. 19% is publicly owned.

Local management

Alex McDonald, Managing Director



Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st out of 2	Digicel
Domestic Voice	1 st out of 3	Digicel, Telebarbados
Broadband	1 st out of 3	Sunbeach, Telebarbados

Recent Developments

- In April 2012 LIME launched a pay TV service in Barbados. Branded 'LIME TV' subscribers nationwide can watch up to 130 channels and video on demand content delivered to a set top box in the customer's home over a broadband connection
- In Barbados we partnered with the Queen Elizabeth Hospital to enhance the delivery of patient care through telemedicine. In a significant change to the way radiology is delivered, the hospital now has digital CT scans, x-rays and ultra-sound images which doctors can view at the hospital or remotely
- LIME Barbados has upgraded its mobile network launching 4G (HSPA+) mobile services

British Virgin Islands

Background

In the British Virgin Islands (BVI), LIME provides mobile, fixed line and broadband services. Cable & Wireless Communications has had a presence in the Islands since the 1880s.

BVI is one of 14 British Overseas Territories which continue to fall under the jurisdiction of the United Kingdom. As such, the Queen is head of state, with foreign affairs predominantly managed by the UK's Foreign and Commonwealth Office. British Overseas Territories also have access to British financial support and funds when needed. BVI has its own Government through a democratically elected Legislative and Executive Council.

BVI's telecoms sector is regulated by The Telecommunications Regulatory Commission.

BVI is also a major cable hub for LIME. The East-West, CBUS and ECFS cables all have landing points in BVI.

Economic Overview

- Population: 31,148 (2012 est.)
 - GDP (\$): US\$1.1 billion (2008 est.)
 - GDP/Capita: US\$35,155 (2012 est.)
- Source: CIA World Factbook

Currency

US dollar

Industries: Tourism and offshore financial services

Capital city: Road Town

Country code: +1 284

Ownership

Cable & Wireless Communications owns 100% of LIME British Virgin Islands

Local management

Sean Auguste, General Manager



Recent Developments

- LIME launched 4G (HSPA+) mobile data services in June 2012
- LIME BVI was presented with a Tourism Ambassador Award by the Government in 2012 for outstanding contribution to the preservation of local culture and dedication to the growth of the tourist sector
- LIME's East-West cable became operational in February 2011. The cable provides a link between Jamaica and the Cayman Islands in the west of the Caribbean, to Tortola in BVI, in the east. The cable also lands in the Dominican Republic

Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st out of 3	Digicel, CCT Global Communications
Domestic Voice	1 st out of 3	Digicel, CCT Global Communications
Broadband	1 st out of 3	Digicel, CCT Global Communications

Cayman Islands

Background

In the Cayman Islands LIME provides mobile, fixed line and broadband services. Cable & Wireless Communications has had a presence in the Cayman Islands since 1890.

Cayman is one of 14 British Overseas Territories which continue to fall under the jurisdiction of the United Kingdom. As such, the Queen is head of state, with foreign affairs predominantly managed by the UK's Foreign and Commonwealth Office. The Government is headed by a British-appointed Governor, a Legislative Assembly, and a Cabinet.

The Cayman Islands' telecoms sector is regulated by the Information and Communications Technology (ICTA) Authority which is an independent statutory authority.

The Cayman Islands are an offshore financial centre with large numbers of fund management groups and insurance companies.

Economic Overview

- Population: 52,560 (2012 est.)
 - GDP: US\$2.25 billion (2008 est.)
 - GDP/Capita: US\$42,808 (2012 est.)
- Source: CIA World Factbook

Currency

Caymanian dollars (CI\$/KYD). Pegged to the US\$ (US\$1.2 – CI\$1)

Industries: Tourism, banking, fund management and insurance

Capital city: George Town

Country code: +1 345

Ownership

Cable & Wireless Communications owns 100% of LIME Cayman Islands

Local management

Anthony Ritch, General Manager



Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st out of 2	Digicel
Domestic Voice	1 st out of 3	WestTel, Telecayman
Broadband	1 st out of 3	WestTel, Telecayman

Recent Developments

- LIME Cayman was the first in the LIME region to implement Local Number Portability (LNP) in 2012, making it possible to 'port' telephone numbers from one network to another
- In October 2011, the Cayman islands was the first LIME territory upgraded to 4G (HSPA+) mobile services
- LIME sponsored the Cayman Carnival Batabano in May 2011. The Carnival was launched in 1984 and is one of the highlights of the Islands' entertainment calendar

Dominica

Background

In Dominica, LIME provides mobile, fixed line and broadband services. Cable & Wireless Communications has been in operation there since 1924.

Dominica's Parliament is formed of 21 elected members, with the President as Head of State.

Dominica's telecoms sector is regulated by the National Telecommunications Regulatory Commission, which is an independent body.

The island prides itself as a 'green' tourist destination with a high proportion of visitors going for its eco-resorts.

Economic Overview

- Population: 73,126 (2012 est.)
 - GDP (\$): US\$489 million (2011 est.)
 - GDP/Capita: US\$6,687 (2012 est.)
- Source: CIA World Factbook

Currency

East Caribbean Dollar (EC\$/XCD). Pegged to the US\$ (US\$1 - \$2.70 EC\$)

Industries: Soap, coconut oil, tourism, furniture and shoes

Capital city: Roseau

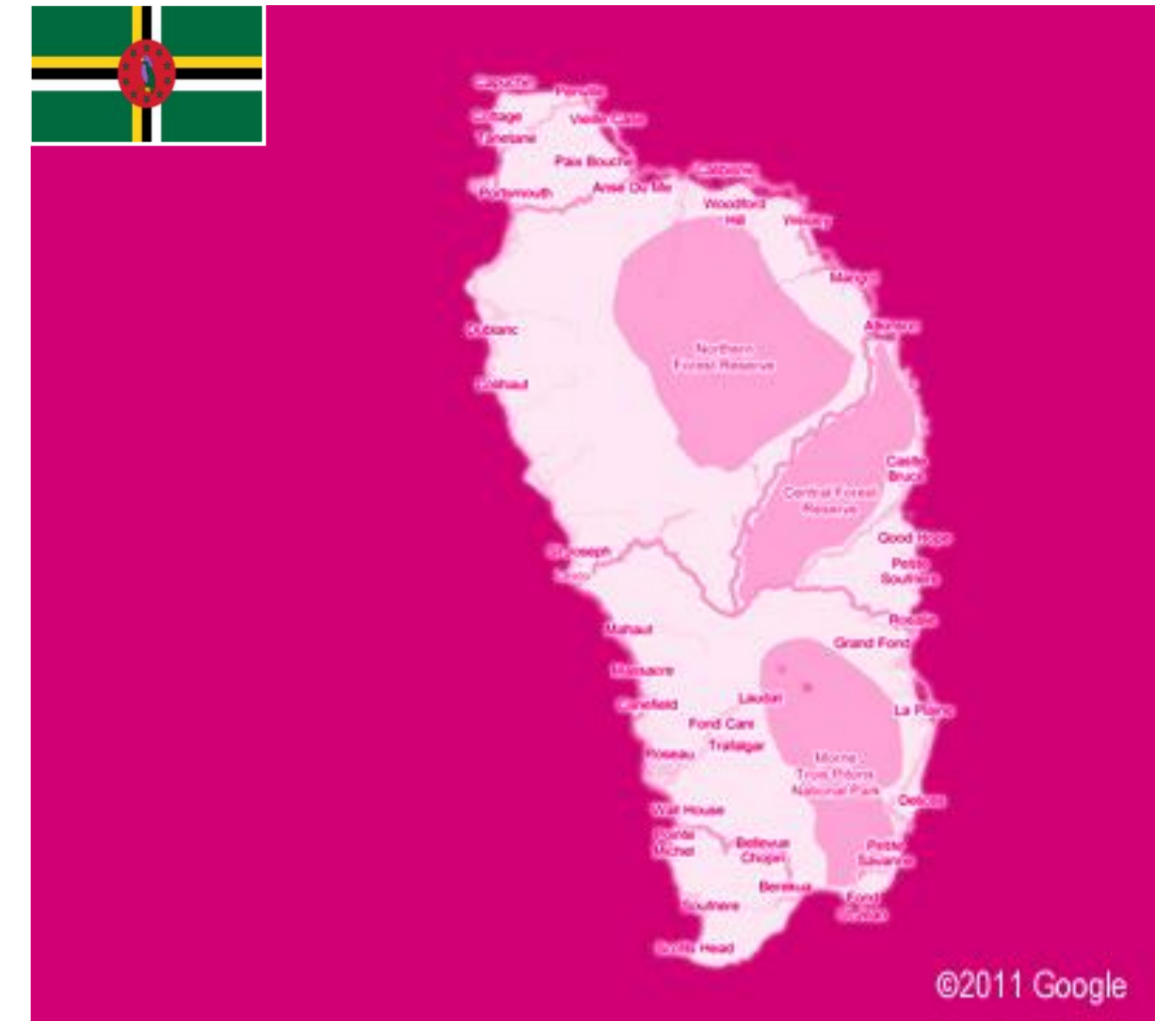
Country code: +1 767

Ownership

Cable & Wireless Communications owns 80% of LIME Dominica and the remaining 20% is owned by the Government of Dominica

Local management

Jeffrey Baptiste, General Manager



Recent Developments

- LIME Creole in the Park, a family music event, celebrated its 10th anniversary in September 2012
- LIME opened a new flagship retail store in July 2012. so that customers can access all LIME's services from a single location for the first time

Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st out of 2	Digicel
Domestic Voice	1 st out of 3	Marpin, SAT Telecoms
Broadband	1 st out of 3	Marpin, SAT Telecoms

Grenada

Background

In Grenada, LIME provides mobile, fixed line and broadband services. Cable & Wireless Communications has had a presence in Grenada since 1925.

Grenada consists of seven islands – one under its name, and six smaller islands. The Queen is the head of state and she is represented locally by a Governor General. Grenada's Parliament is formed of two houses, a 15-member House of Representatives (elected by the public) and a 13-member Senate (appointed by the Government and opposition).

Grenada's telecoms sector is regulated by the National Telecommunications Regulatory Commission, which is an independent body.

Grenada is known as the 'island of spice' due to the production of nutmeg and mace crops.

Economic Overview

- Population: 109,011 (2012 est.)
 - GDP: US\$822 million (2011 est.)
 - GDP/Capita: US\$7,540 (2011 est.)
- Source: CIA World Factbook

Currency

East Caribbean Dollar (EC\$/XCD). Pegged to the US\$ (\$1 - \$2.70 EC\$)

Industries: Tourism, beverages and spices (nutmeg)

Capital city: St George's

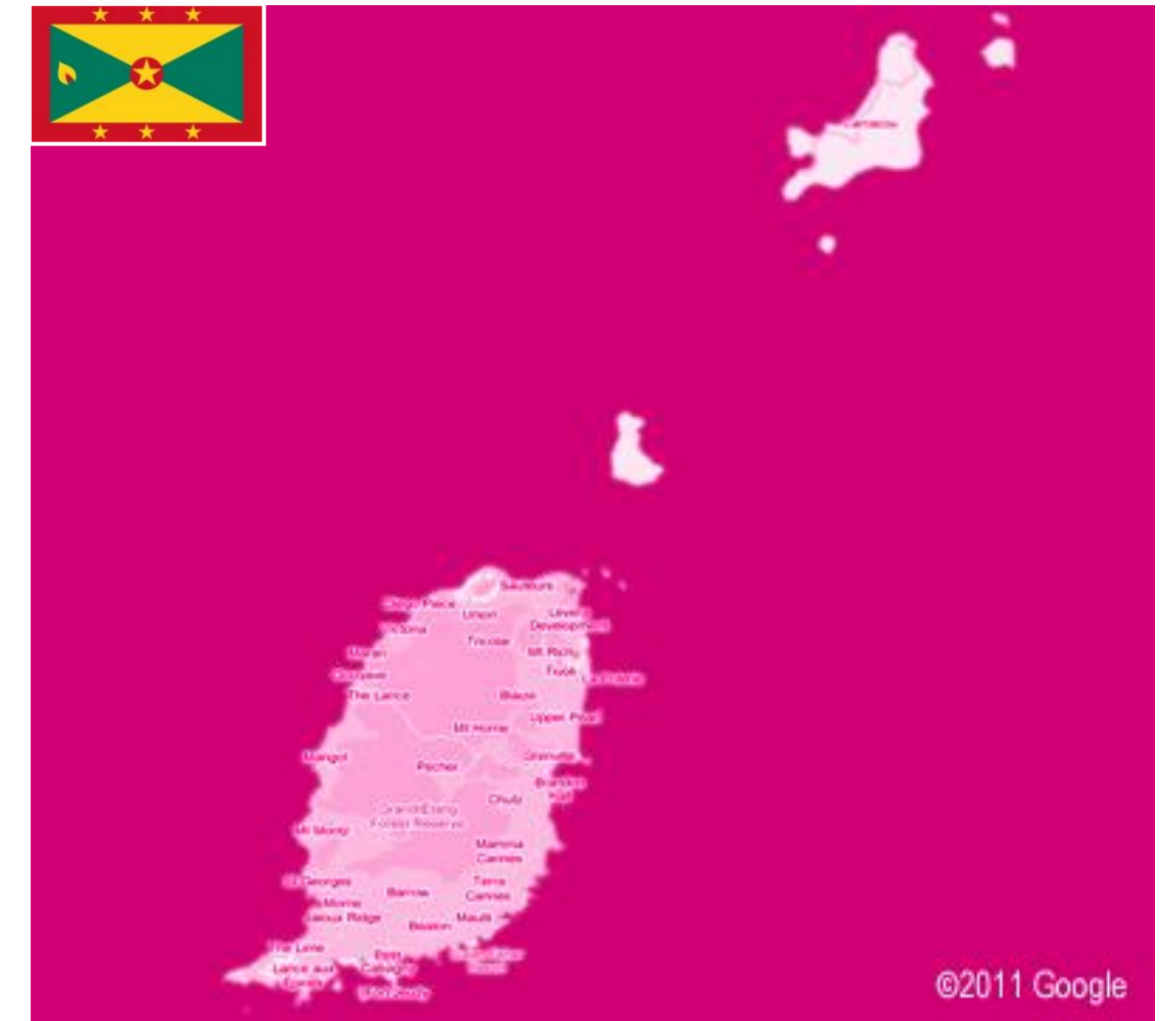
Country code: +1 473

Ownership

Cable & Wireless Communications owns 70% of LIME Grenada. 27.5% is owned by the Government of Grenada and the remaining 2.5% of the company is owned private shareholders.

Local management

Angus Steele General Manager



Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	2 nd out of 2	Digicel
Domestic Voice	1 st out of 2	Flow
Broadband	1 st out of 2	Flow

Recent Developments

- LIME sponsors Grenada's 400 metres Olympic sprint champion, Kirani James. He acts as a brand ambassador for LIME throughout the Caribbean region
- For the past 21 years LIME has been sponsoring a scholarship programme supporting young people to pass their A levels and university degree. An average of 13 scholarships are awarded each year

Jamaica

Background

In Jamaica, LIME provides mobile, broadband, fixed line, data centres and hosting services. Cable & Wireless Communications has had a presence in Jamaica since the 1880s.

Jamaica has a Governor General who is appointed by the Queen. Its Parliament is composed of an appointed Senate and an elected House of Representatives.

Jamaica's telecoms sector is regulated by The Office of Utilities Regulation (OUR), which is an independent body.

Jamaica is the largest island in the English-speaking Caribbean.

Economic Overview

- Population: 2,889,187 (2012 est.)
 - GDP: US\$14.8 billion (2011 est.)
 - GDP/Capita: US\$5,122 (2012 est.)
- Source: CIA World Factbook

Currency

Jamaican dollars (J\$/JMD)

Industries: Tourism, bauxite/alumina and rum

Capital city: Kingston

Country code: +1 876

Ownership

Cable & Wireless Communications owns 82% of LIME Jamaica. LIME Jamaica is a listed entity and the remainder is publicly owned

Local management

Chris Dehring, Chairman
Garfield Sinclair, Managing Director



Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	2 nd out of 2	Digicel
Domestic Voice	1 st out of 6	Flow, Digicel, Reliant, Gotel, Newgen
Broadband	1 st out of 4	Flow, Digicel, D-CAL

Recent Developments

- LIME sponsors sprinters Asafa Powell and 100m World Champion, Yohan Blake. The athletes act as ambassadors for LIME across the region
- LIME sponsored the Caribbean Free Trade Association (CARIFTA) Games in 2011 and 2012
- LIME has been retained by the Government of Jamaica to build a large portion of its island-wide broadband network
- In February 2011, a new fibre optic cable linking Venezuela, Cuba and Jamaica landed on the north coast of Jamaica. LIME is the strategic landing partner for the cable

Montserrat

Background

In Montserrat, LIME provides mobile, broadband, fixed line, data centres and hosting services. Cable & Wireless Communications has had a presence in Montserrat since 1925.

Montserrat is one of 14 British Overseas Territories which continue to fall under the jurisdiction of the United Kingdom. As such, the Queen is head of state, with foreign affairs predominantly managed by the UK's Foreign and Commonwealth Office. Montserrat has its own Executive Council and Legislative Council. The Executive Council consists of the Governor as President, the Chief Minister and three other ministers, the Attorney General, and the Secretary for Finance.

Montserrat's telecoms sector is regulated by The Info-Communications Authority.

Montserrat has an active volcano on one side of the island, which has been erupting since 1995.

Economic Overview

- Population: 5,164 (2012 est.)

- GDP:N/A

Source: CIA World Factbook

Currency

East Caribbean Dollar (EC\$/XCD). Pegged to the US\$ (\$1 - \$2.70 EC\$)

Industries: Tourism, rum and textiles

Capital city: Officially it is Plymouth but this was destroyed by a volcano so Brades serves as the temporary Government centre

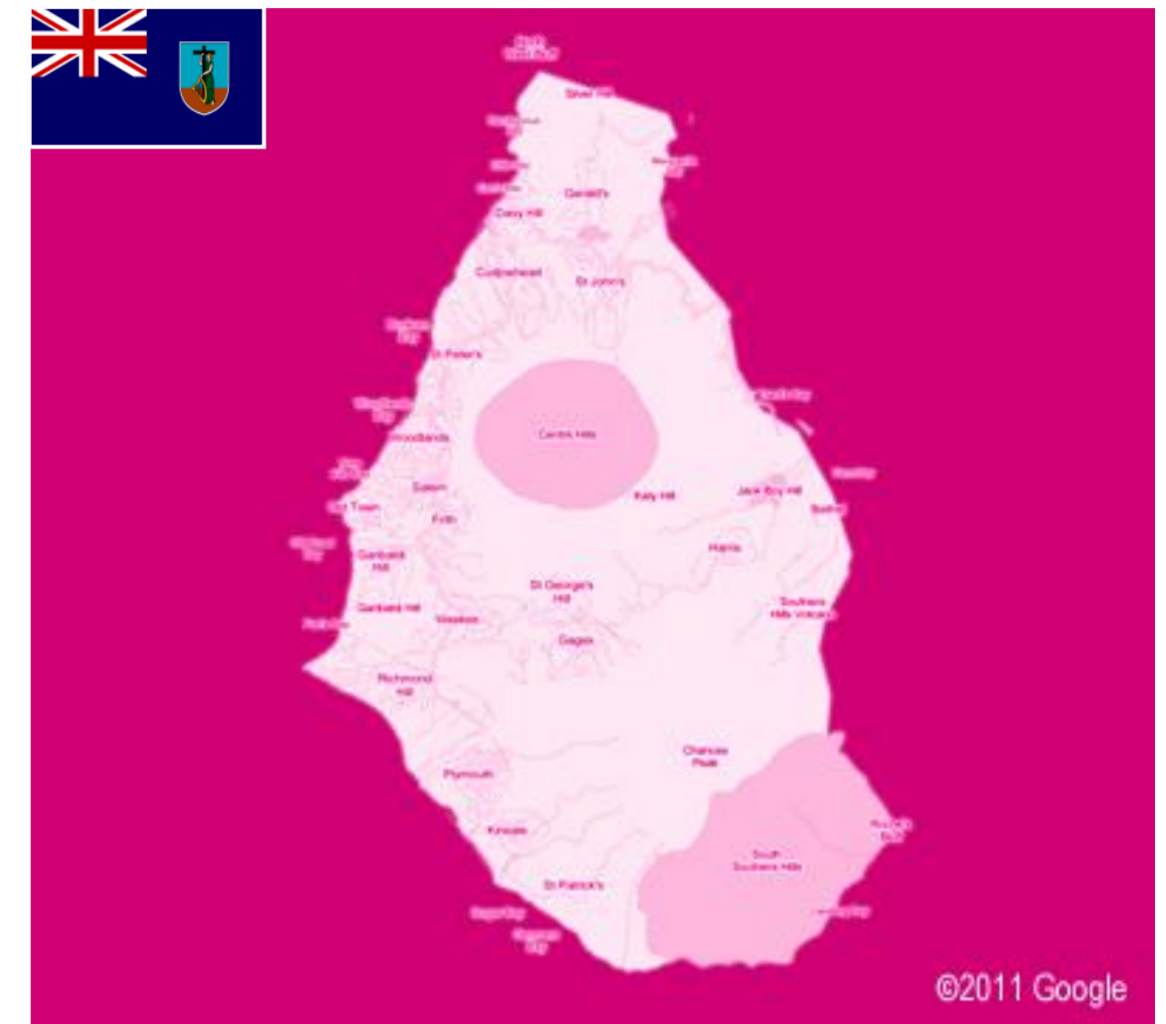
Country code: +1 664

Ownership

Cable & Wireless Communications owns 100% of LIME Montserrat

Local management

Joseph Cassell, General Manager



Recent Developments

- LIME Montserrat has sponsored two international lines which allow nationals living in the UK or US to phone home at local call rates
- Since February 2012 LIME customers have been enjoying free music and exclusive content straight to their mobile from our newest brand ambassador - Damian "Jr. Gong" Marley
- In July 2011 LIME opened a new administrative building and retail store in Montserrat. The company had been using temporary accommodation since the volcano in 1995

Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st	Sole provider
Domestic Voice	1 st	Sole provider
Broadband	1 st	Sole provider

St. Kitts & Nevis

Background

In St. Kitts & Nevis, LIME provides mobile, fixed line and broadband services. Cable & Wireless Communications has had a presence there since the 1880s.

The Federation of St. Kitts & Nevis has a National Assembly composed of 11 elected representatives and three appointed senators. Nevis also has a unicameral legislature with considerable autonomy to make laws. St. Kitts & Nevis' telecoms sector is regulated by the National Telecommunications Regulatory Commission which is an independent body.

St. Kitts & Nevis is becoming a popular tourist destination, with Nevis home to a five-star hotel and several resorts.

Economic Overview

- Population: 50,726 (2012 est.)
 - GDP: US\$715 million (2011 est.)
 - GDP/Capita: US\$14,095 (2012 est.)
- Source: CIA World Factbook

Currency

East Caribbean Dollar (EC\$/XCD). Pegged to the US\$ (US\$1 - \$2.70 EC\$)

Industries: Tourism, cotton, salt, clothing and footwear

Capital city: Basseterre

Country code: +1 869

Ownership

Cable & Wireless Communications owns 77% of LIME St. Kitts and 23% is publicly owned.

Local management

David Lake, General Manager



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Recent Developments

- LIME expects to launch 4G (HSPA+) mobile data services in St. Kitts and Nevis before the end of 2012
- Country Manager, David Lake was elected as the president of the St. Kitts Chamber of Industry and Commerce (CIC) on 23 February 2012

Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st out of 4	Digicel, UTS Cariglobe, 21 st Century Telecom
Domestic Voice	1 st out of 3	Caribbean Cable Communications, The Cable
Broadband	1 st out of 3	Caribbean Cable Communications, The Cable

St. Lucia



Background

In St. Lucia, LIME provides mobile, fixed line and broadband services. Cable & Wireless Communications has had a presence there since 1924.

St. Lucia is a sovereign state within the Commonwealth of Nations. The Queen is the head of State and appoints the Governor General. The island has a Parliament which consists of a 17-member House of Assembly and an 11-member Senate, appointed by the Governor General.

St. Lucia's telecoms sector is regulated by the National Telecommunications Regulatory Commission, which is an independent body.

Economic Overview

- Population: 162,178 (2012 est.)
 - GDP: US\$1.2 billion (2011 est.)
 - GDP/Capita: US\$7,399 (2012 est.)
- Source: CIA World Factbook

Currency

East Caribbean Dollar (EC\$/XCD). Pegged to the US\$ (US\$1 - \$2.70 EC\$)

Industries: Tourism, clothing and agriculture

Capital city: Castries

Country code: +1 758

Ownership

Cable & Wireless Communications owns 100% of LIME St Lucia

Local management

Chris Williams, Vice President of Country Operations



Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	2 nd out of 2	Digicel
Domestic Voice	1 st out of 2	Karib Cable
Broadband	1 st out of 2	Karib Cable

Recent Developments

- In 2011, LIME partnered with organisations to create a new computer system for St. Lucia's primary schools. The EC\$10m In Time project helps to make primary school children responsible for their own learning, with their work assessed on a regular basis. LIME also provides free internet to support the project
- LIME is providing the network backbone to support St Lucia's Ministry of Public Service to integrate ICT across its operations. The initiative should increase efficiency and service delivery to the public

St. Vincent & the Grenadines

Background

LIME provides mobile, fixed line and broadband services to St. Vincent & the Grenadines. Cable & Wireless Communications has had a presence there since 1925.

St. Vincent & the Grenadines' house of assembly comprised of 15 elected representatives and six appointed senators. The head of state is the Queen who appoints the local general council.

In 2010, St. Vincent & the Grenadines was the first sovereign nation in the world to have full Next Generation Network connectivity, thanks to LIME. This means that everyone living across the islands can get access to broadband services.

The telecoms sector in St. Vincent & the Grenadines is regulated by the National Telecommunications Regulatory Commission, which is an independent body.

Economic Overview

- Population: 103,537 (2012 est.)
 - GDP: US\$700 million (2011 est.)
 - GDP/Capita: US\$6,761 (2012 est.)
- Source: CIA World Factbook

Currency: East Caribbean Dollar (EC\$/XCD).
Pegged to the US\$ (US\$1 - \$2.70 EC\$)

Industries: Tourism, agriculture, cement, furniture and clothing

Capital city: Kingstown

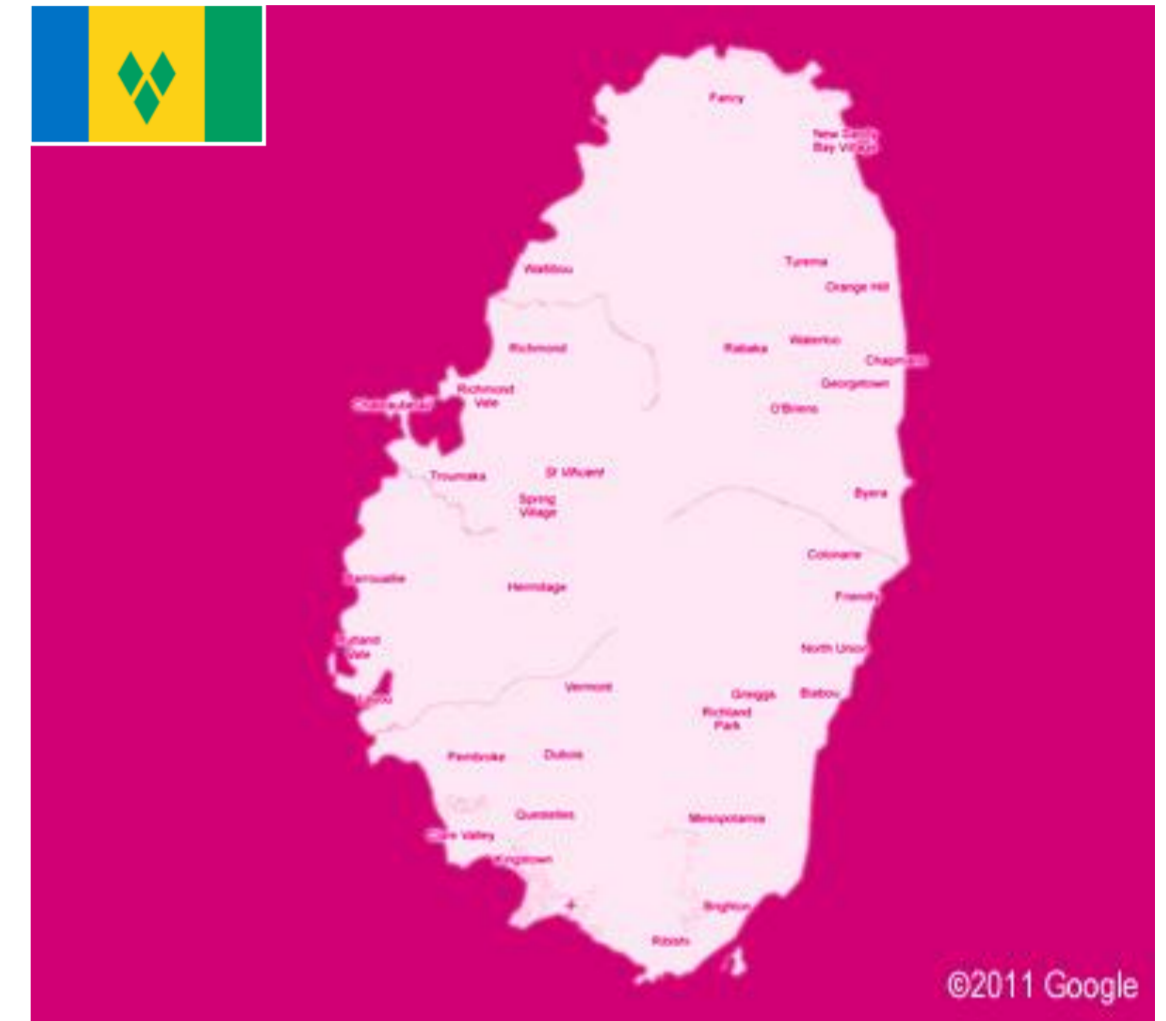
Country code: +1 784

Ownership

Cable & Wireless Communications owns 100% of LIME St Vincent and the Grenadines

Local management

Leslie Jack, General Manager



Recent Developments

- In October 2012, LIME and the National Telecoms Regulatory Commission launched a system to make emergency and non-emergency calls across the island's territorial waters, improving the range and response that can be provided by the coastguard to vessels in the region
- In December 2011 LIME St. Vincent & the Grenadines delivered payphones and wireless internet access throughout the country
- In March 2011, LIME created free wireless hotspots in Overland, Point and Bay in St. Vincent to help those affected by hurricane Thomas
- All islanders can now access broadband, thanks to LIME's NGN network. In 2010 St. Vincent & the Grenadines was the first sovereign nation in the world to fully switch to NGN

Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	2 nd out of 2	Digicel
Domestic Voice	1 st out of 2	Karib Cable
Broadband	1 st out of 2	Karib Cable

Turks & Caicos Islands

Background

In Turks & Caicos, LIME provides mobile, fixed line and broadband services. Cable & Wireless Communications has had a presence there since the 1880s.

The Turks & Caicos consists of two island groups. Over 60% of the population live on Providenciales in the Caicos islands. Turks & Caicos is one of 14 British Overseas Territories which continue to fall under the jurisdiction of the United Kingdom. As such, the Queen is head of state, with foreign affairs predominantly managed by the UK's Foreign and Commonwealth Office. Political power is currently in the hands of the Governor General.

Turks & Caicos' telecoms sector is regulated by the TCI Telecommunications Commission.

The island has recently established itself as a high-end tourist destination, and boasts a burgeoning financial services sector.

Economic Overview

- Population: 46,335 (2012 est.)
 - GDP: N/A
- Source: CIA World Factbook

Currency

US dollar

Industries: Tourism and offshore financial services

Capital city: Grand Turk

Country code: +1 649

Ownership

Cable & Wireless Communications owns 100% of LIME Turks & Caicos

Local management

Drexwell Seymour, General Manager



Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st out of 3	Digicel, Islandcom
Domestic Voice	1 st	Sole provider
Broadband	1 st out of 2	WIV

Recent Developments

- LIME colleagues visited the island's of north and south Caicos in September 2012 to give children free haircuts and LIME goodie bags as a Back to School incentive
- LIME TCI donated gifts and their time for students at the SNAP Centre in April 2012. LIME also donated supplies and food items to help in the day to day running of the centre
- LIME sponsored the TCI United Soccer League in November 2011
- In September 2011 LIME provided trees so that local schools could take part in a planting exercise for Earth Day. 14 primary and pre-schools in Providenciales took part

Trinidad & Tobago

Cable & Wireless Communications – Joint Venture



Background

Telecommunications Services of Trinidad & Tobago (TSTT) provides mobile, fixed line and broadband services. Cable & Wireless Communications has a minority holding in the company (49%).

Trinidad and Tobago's Head of State is the President, who is elected by the members of the Senate and the House of Representatives. The Senate consists of 31 members, 22 appointed on the advice of the Prime Minister and the Leader of the Opposition, and nine appointed by the President.

Trinidad & Tobago's telecoms sector is regulated by an independent body, the Telecommunications Authority of Trinidad & Tobago.

Trinidad & Tobago has the highest GDP in the English-speaking Caribbean, with an economy buoyed by the country's strong natural resource wealth, particularly oil and gas reserves.

Economic Overview

- Population: 1,226,383 (2012 est.)
 - GDP: US\$22.7 billion (2011 est.)
 - GDP/Capita: US\$18,509(2012 est.)
- Source: CIA World Factbook

Currency

Trinidad & Tobago dollars (TT\$/TTD). Pegged to US\$ (US\$1 = TT\$6.2505)

Industries: Petroleum and petroleum products and liquefied natural gas (LNG)

Capital city: Port of Spain

Country code: +1 868

Ownership

Cable & Wireless Communications owns a 49% share in TSTT. The Government owns 51% of TSTT.

Local management

Three Cable & Wireless Communications representatives sit on the Board.



Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st out of 2	Digicel
Domestic Voice	1 st out of 2	Flow
Broadband	1 st out of 7	Green Dot, Flow, Three Sixty Communications, Illuminat, Lisa Communications, Open Telecom

Recent Developments

- The bmobile Smart Financing Offer is giving existing TSTT postpaid customers the opportunity to get Smartphones for a monthly instalment rate via their credit cards
- TSTT exclusively launched the iPhone 4 in June 2011
- TSTT's 'Book Buddies' programme has been running since 2008 and provides school books and supplies to children living in care

Monaco & Islands



Touch Maldives

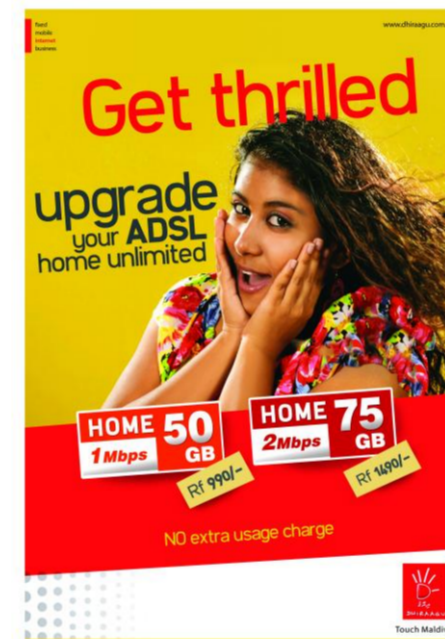


Monaco & Islands



Our Monaco & Islands operation incorporates Monaco and a host of island nations. This region is split into four groups: Monaco Telecom; the Channel Islands and Isle of Man; Indian Ocean; South Atlantic and Diego Garcia. 1,523 people are employed by Cable & Wireless Communications in this region.

Monaco Telecom International, a subsidiary of Monaco Telecom, has a joint venture holding in Roshan, Afghanistan.



Leadership Team:

Denis Martin, CEO



- Catherine Delom, Chief Technology Officer
- Adam Dunlop, Development Director and Chief Executive SADG & Cable & Wireless Seychelles
- Martin Péronnet, Chief Executive, Monaco Telecom
- Frederic Pinchaud, Chief Financial Officer
- Eddie Saints, Chief Executive, Channel Islands & Isle of Man
- Ismail Waheed, Chief Executive, Indian Ocean
- David Woods, Human Resources Director

Market Overview (31 March 2012)

Service	Market Penetration	Position
Mobile	115% (Blended)	1st in 8 out of 10 markets
Fixed	117% (Blended)	1st in 9 out of 11 markets
Broadband	61% (Blended)	1st in 9 out of 11 markets

Financial Performance

Half year ended 30 September 2012

Revenue	US\$280 million
EBITDA	US\$94 million

Background

Monaco Telecom provides mobile, fixed line, broadband and pay TV services in Monaco. Cable & Wireless Communications acquired control of the business from Vivendi Universal in 2004.

Monaco is second only to the Vatican as the smallest independent state in Europe. The State has a constitutional monarchy with the Prince holding overall executive power and he alone, can sign and ratify treaties. There is also a 24-seat National Council, elected every five years, whose function is to accept or reject legislation proposed by the Prince and to vote on budget proposals; 16 members are elected by a list majority system and eight by proportional representation.

Monaco's telecom sector is regulated by Monaco's government.

The State has no income tax and low business taxes. Monaco has a large expatriate population and is a base chosen by many businesses due to its low taxes.

Economic Overview

- Population: 30,510 (2012 est.)
 - GDP: US\$5.47 billion (2010 est.)
 - GDP/Capita: US\$179,285 (2012 est.)
- Source: CIA World Factbook

Currency

Euro (EUR)

Industries: Tourism, construction and financial services

Capital city: Monaco

Country code: +377

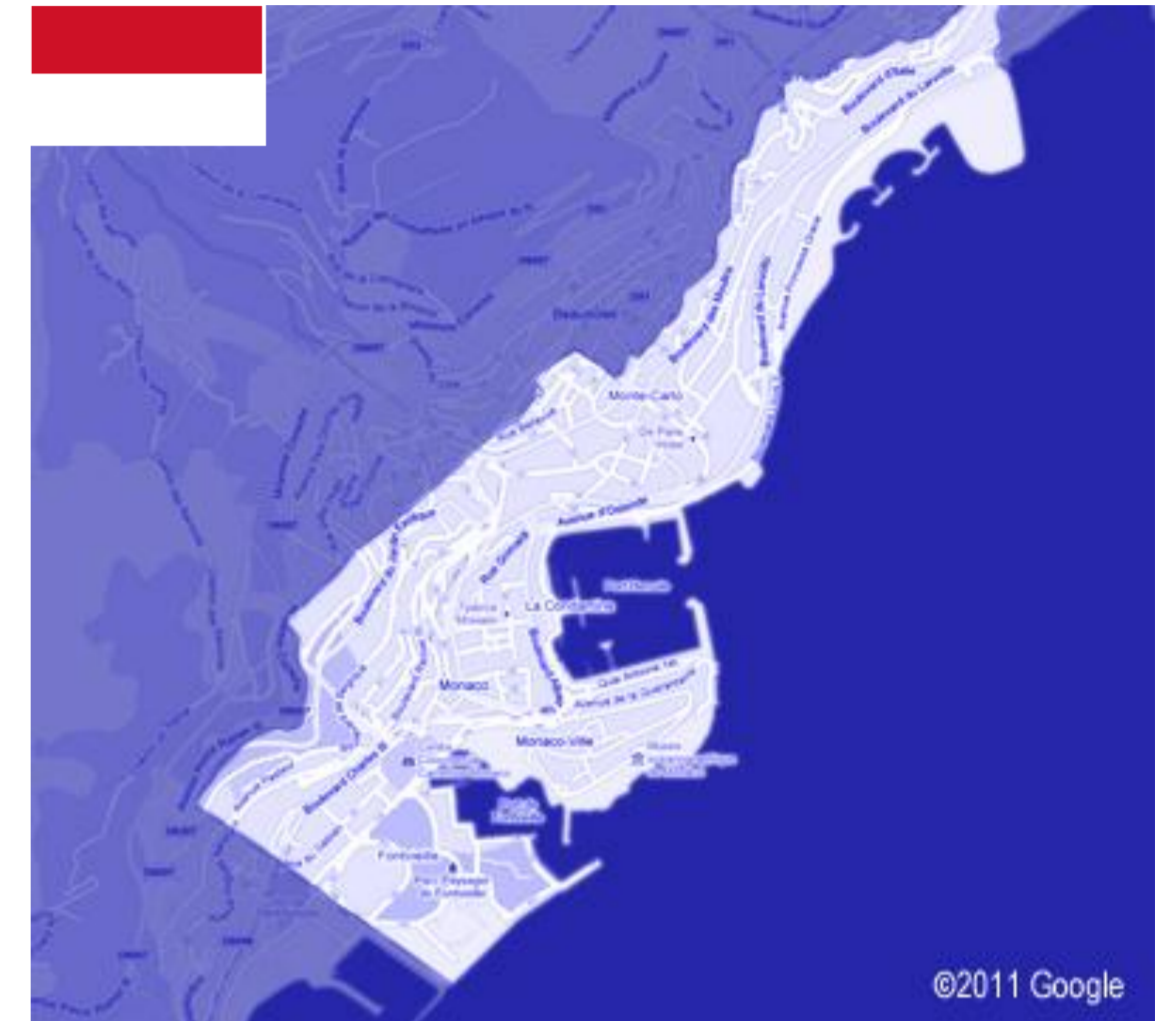
Ownership

Cable & Wireless Communications holds an economic interest of 55% in Monaco Telecom. 6% of this 55% is held in trust by Compagnie Monegasque de Banque. The remaining 45% is owned by the Société Nationale de Financement in which the state is the controlling shareholder.

Cable & Wireless Communications has management control of Monaco Telecom and majority control of the board.

Local management

Martin Péronnet, CEO



Recent Developments

- In June 2012 Monaco Telecom demonstrated its commitment to the environment by holding a seminar for children about disposing of IT hardware waste at 'Monacology' the annual environmental conference
- In 2011 Monaco Telecom signed a new licence agreement with the Monaco Government covering the telecommunication and cable TV services it provides to the Principality. The new agreement sets out MT's rights and obligations over the next five years and was agreed under MT's long-term concession to operate telecom services in the Principality, which runs until 2023
- In April 2011 Monaco Telecom announced a trial of 4G LTE technology

Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st out of 5	SFR, Bouygues, Orange, Free
Domestic Voice	1 st	Sole provider
Broadband	1 st	Sole provider
Pay TV	1 st	Sole provider

Background

Dhiraagu (Dhivehi Raajjeyge Gulhun Private Limited) provides mobile, fixed line and broadband services to the Maldives. Cable & Wireless Communications has had a presence there since 1988. In 2009, Cable & Wireless Communications increased its shareholding from 45% to 52% and consolidated Dhiraagu in its accounts.

The Maldives is an island nation formed of a group of 20 administrative atolls in the Indian Ocean. Maldives has a world-renowned luxury tourist industry and is home to more than 100 holiday resorts.

The Maldives has a President who heads the executive branch and appoints the cabinet which is approved by the Parliament. The President is nominated to a five-year term through a general election. The Parliament (the Majlis) is composed of 77 members representing 77 constituencies who serve five year terms.

The first presidential election under the new constitution was held in November 2008 and the first multiparty election for the Maldivian Parliament was held in May 2009.

The Maldives' telecoms sector is regulated by the Communications Authority of Maldives which is an independent body.

Economic Overview

- Population: 394,451(2012 est.)
- GDP: US\$1.94 billion (2011 est.)
- GDP/Capita: US\$4,928 (2012 est.)

Source: CIA World Factbook

Currency

Rufiyaa (MVR)

Industries Tourism, fishing, shipping, boat building, rope, coral, and sand mining

Capital city: Malé

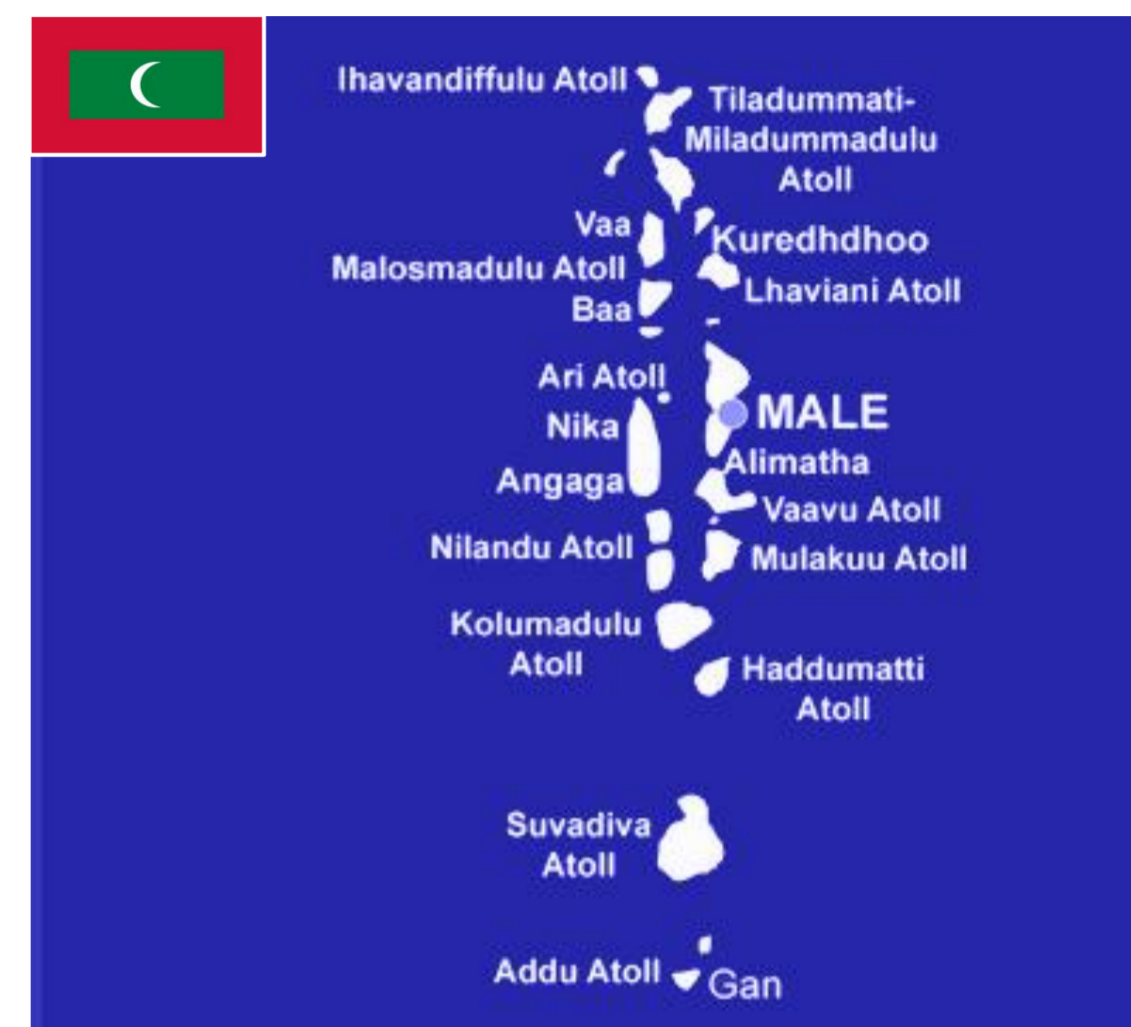
Country code: +960

Ownership

Cable & Wireless Communications owns 52% of shares in Dhiraagu and has management control. The Government of the Maldives owns 41.8% of the company. The Maldivian public owns 5.9% of shares following an IPO in 2012. The Dhiraagu Colleague Share Plan holds the final 0.3% of shares.

Local management

Ismail Waheed, Chief Executive & Managing Director
Ismail Rasheed, CEO



Recent Developments

- Shares in Dhiraagu began trading on the Maldives Stock Exchange on Thursday 19 January 2012.
- Dhiraagu has introduced email bills, which will allow customers to have the option of subscribing to receive bills directly into their specified email address
- Dhiraagu introduced a reward scheme in March 2012 called Dhiraagu Roaming Rewards. It is a first for the Maldives, aimed exclusively to postpaid customers using Dhiraagu's roaming services
- The Dhiraagu Domestic Submarine Cable Network will provide broadband services across the nation. The network became operational in July 2012
- Dhiraagu has introduced telemedicine in the Maldives. The company donated a telemedicine system costing over MVR 2 million to the Ministry of Health & Family in Maldives in December 2010

Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st out of 2	Wataniya Telecom
Domestic Voice	1 st	Sole provider
Broadband	1 st out of 3	Raajje Online (Focus Infocom), Wataniya Telecom

Seychelles



CABLE & WIRELESS

Background

Cable & Wireless Seychelles provides mobile, fixed line and broadband to the islands. Cable & Wireless Communications has had a presence in the Seychelles since 1893.

The Seychelles spans an archipelago of 115 islands in the Indian Ocean, some 1,500 kilometres east of mainland Africa.

The president, who acts as the head of state and Government, elected by popular vote every five years. The President is responsible for appointing the Council of Ministers, who serve as a cabinet. The National Assembly has 34 seats - 25 elected by popular vote and nine allocated on a proportional basis to parties winning at least 10% of the vote.

The Seychelles' telecoms sector is regulated by the Ministry of Information Technology and Communication, which is a Government body.

The Seychelles has a large tourist industry. The tourist sector employs approximately 30% of the entire work force.

Economic Overview

- Population: 90,024 (2012 est.)
 - GDP (\$): US\$1 billion (2010 est.)
 - GDP/Capita: US\$11,108 (2011 est.)
- Source: CIA World Factbook

Currency

Seychelles rupees (SCR)

Industries: Fishing, tourism, agriculture and boat building

Capital city: Victoria

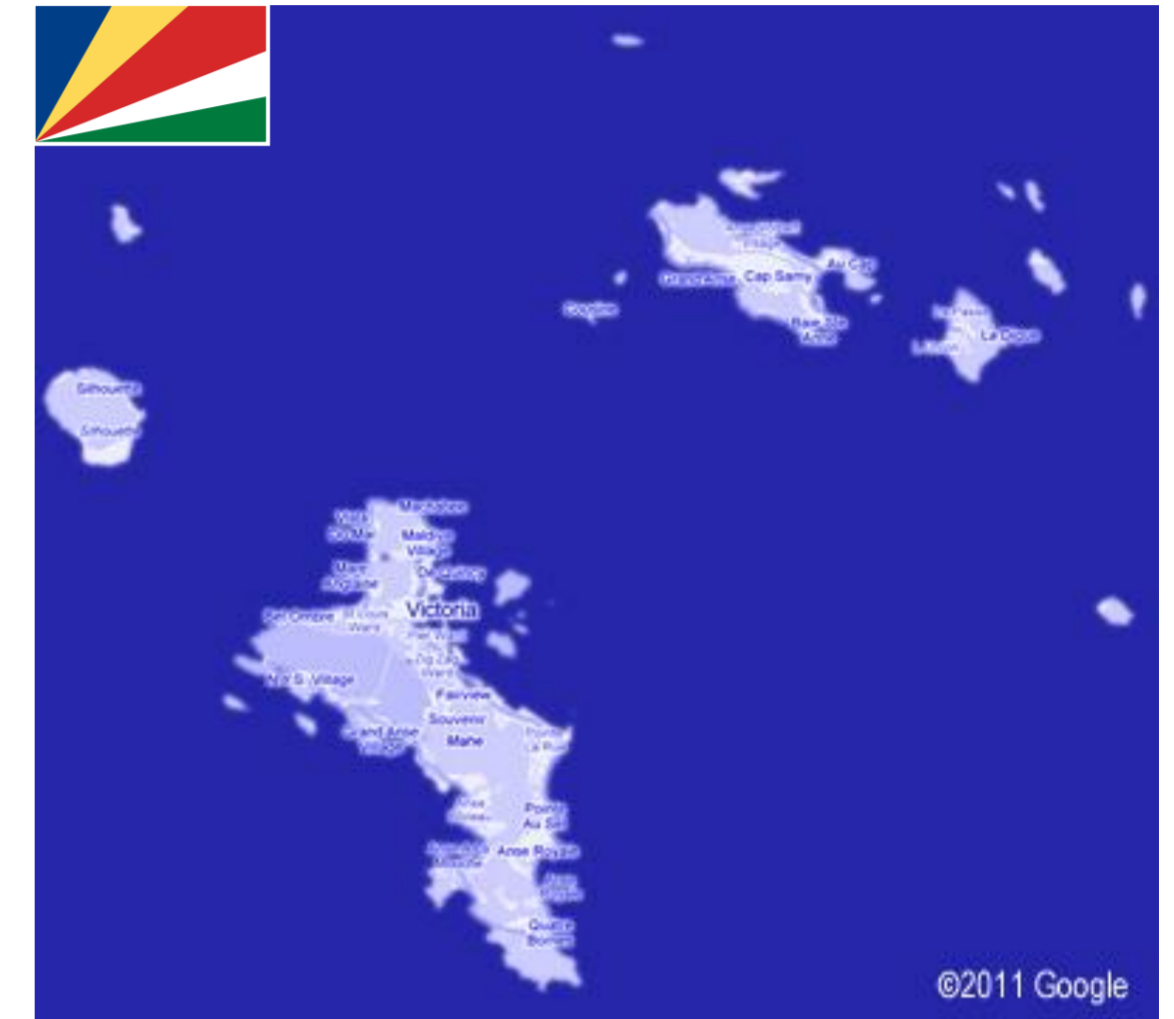
Country code: +248

Ownership

Cable & Wireless Communications owns 100% of Cable & Wireless Seychelles

Local management

Charles Hammond, CEO



Recent Developments

- In 2012 Cable & Wireless Seychelles completed a Fibre To the Curb network which increased the number of households with access to broadband and the speed of their internet service
- This was complemented by the completion of the Seychelles East Africa System (SEAS) submarine fibre-optic cable system. The 2,000km cable links the island of Mahe to Tanzania. The SEAS system has substantially increased the capacity for data traffic to and from the islands, reducing its reliance on more expensive satellite connections
- Cable & Wireless Seychelles introduced MiFi in April 2012, a new pocket sized wireless router that acts as a mobile WiFi hotspot. The device allows for wireless internet access for up to 5 devices simultaneously including smart phones, laptops, iPads and tablets

Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st out of 2	Airtel
Domestic Voice	1 st out of 3	Intelvision, Airtel
Broadband	1 st out of 3	Intelvision, Kokonet

Background

Cable & Wireless Guernsey provides mobile, fixed line broadband and pay TV services. Its consumer business operates under the brand name Sure. Cable & Wireless Communications bought Guernsey Telecom from the Government of Guernsey in 2002.

Guernsey is a British crown dependency but is not part of the UK or of the European Union. The British Government is constitutionally responsible for its defence and international representation.

Guernsey has a Lieutenant Governor who represents the Queen. Its parliament is called the States of Guernsey and is democratically elected. The States meet on a monthly basis and have the power to raise taxation, to determine expenditure, and to pass legislation. The functions of Government are carried out by 10 departments led by a minister who, like the four ordinary members of the department, are elected by the States.

Guernsey's telecoms sector is regulated by Channel Islands Competition and Regulatory Authorities (CICRA), which is an independent body.

Economic Overview

- Population: 65,345 (2012 est.)
 - GDP: US\$2.74 billion(2005 est.)
 - GDP/Capita: US\$41,962 (2011 est.)
- Source: CIA World Factbook

Currency

Guernsey pound (GGP)
(Linked 1:1 £GBP)
Pegged to GBP£ (UK£1 – GGP£1)

Industries: Tourism and banking

Capital city: Saint Peter Port

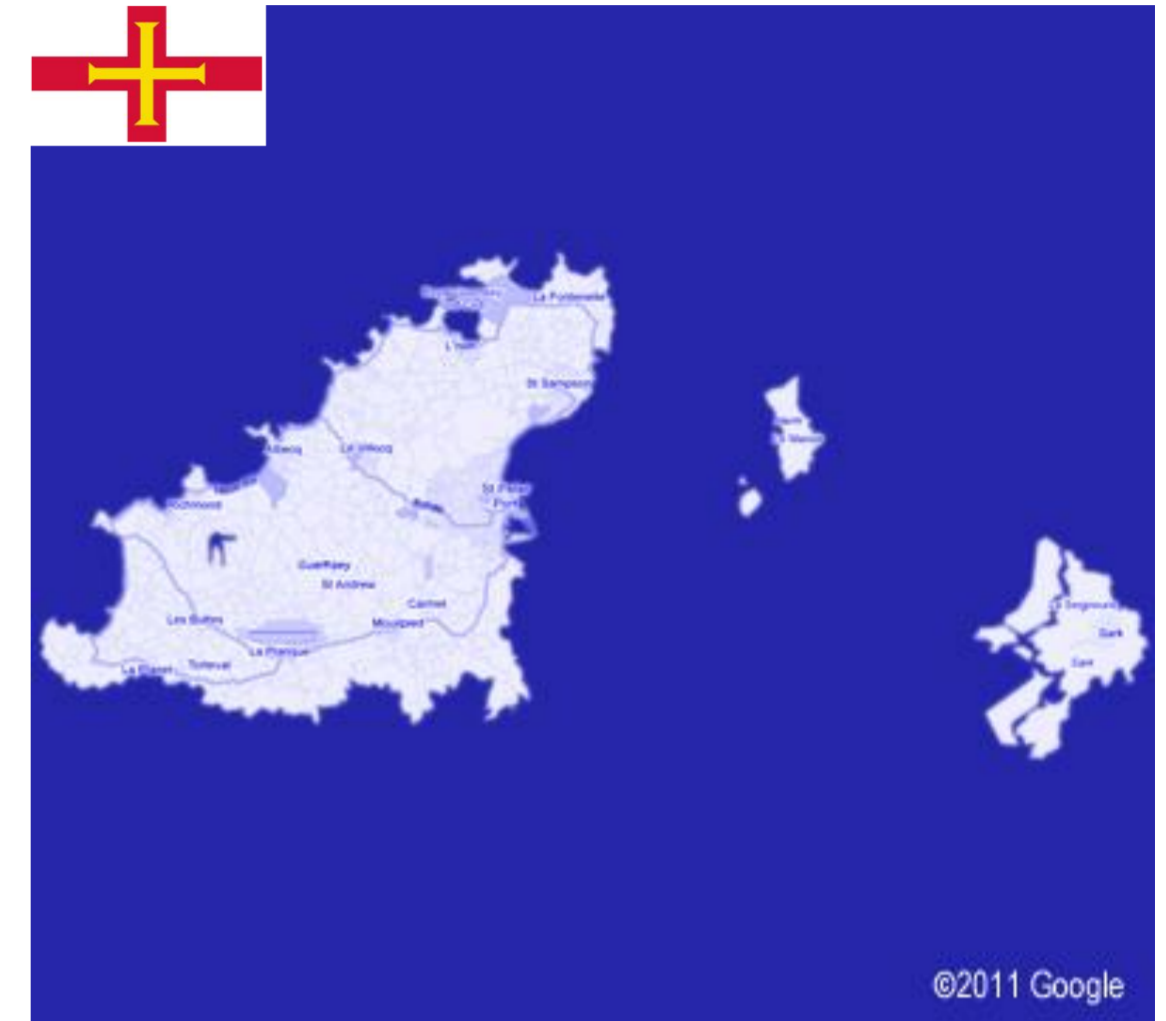
Country code: +44 1481

Ownership

Cable & Wireless Communications owns 100% of Cable & Wireless Guernsey

Local management

Eddie Saints, CEO



Recent Developments

- In October 2012 Sure launched pay TV services.
- In September Sure more than doubled the top download speed for broadband on the island from 16mbps – 40 mbps
- In April 2012 Sure launched a digital contracts system using V-Docs. The new system lets customers view contracts on screen and sign them using an electronic pad. It can also send a copy of the contract to a chosen email address and automate the direct debit process
- As part of Sure's new community project on the last Friday of each month, staff will be clearing rubbish from one of the island's beaches in 2012
- In 2011 we launched Sure Smiles, a comedy festival

Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st out of 3	JT, Airtel
Domestic Voice	1 st out of 2	JT
Broadband	1 st out of 2	JT

Background

Cable & Wireless Isle of Man provides mobile, broadband, fixed line and pay TV services to the island. Cable & Wireless Communications has operated there since 2007 when the market was liberalised. Its consumer business operates under the brand name Sure.

The Isle of Man is a self-governing territory with the oldest parliament in the world, Tynwald, which was founded 1,000 years ago. Tynwald has two branches: the House of Keys and the Legislative Council. The island also has a ministerial system of government that is headed by the Chief Minister who selects the Manx Cabinet (the Council of Ministers). The Chief Minister is nominated by Tynwald from amongst its members after each general election.

The island's telecoms sector is regulated by the Communications Commission which is a statutory board of the Isle of Man Government.

Economic Overview

- Population: 85,421 (2012 est.)
 - GDP (\$): US\$2.72 billion (2005 est.)
 - GDP/Capita: US\$31,831 (2012 est.)
- Source: CIA World Factbook

Currency

Manx pounds (IMP)
(Linked 1:1 £GBP)
Pegged to GBP£ (UK£1 – IMP£1)

Industries: Financial services, intellectual property, films and tourism

Capital city: Douglas

Country code: +44 1624

Ownership

Cable & Wireless Communications owns 100% of Cable & Wireless Isle of Man

Local management

Eddie Saints, CEO
Andy Bridson, Chief Commercial Officer



Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	2 nd out of 2	Manx Telecom
Domestic Voice	2 nd out of 2	Manx Telecom
Broadband	2 nd out of 2	Manx Telecom

Recent Developments

- In 2012 Sure is celebrating its five year anniversary of operating on the Isle of Man
- Sure TV, Sure's pay TV service which was launched in October 2012, includes the island's first dedicated local TV news broadcast
- Sure have supported the Isle of Man TT as the Official Telecoms partner since 2007. As well as being the Official Mobile and Broadband partner of the 2012 TT Races, Sure also sponsor the Sidecar races
- Sure introduced competition into the corporate telecommunications market in 2011, having purchased capacity in two fibre optic cables that run via the UK and Republic of Ireland
- In 2011 Sure began to supply 40Mbps broadband to its customers

Background

Cable & Wireless Jersey provides mobile, broadband, pay TV and fixed line services to the island. Cable & Wireless Communications has been operating in Jersey since 2004. Its consumer business operates under the brand name Sure.

Jersey is a dependency of the British Crown, the Queen is the head of state. The island has its own legislative and taxation systems. The legislature is called the States of Jersey and has 53 elected members: 10 Senators, 12 Constables, and 29 Deputies. The States have voted to reduce the number of Senators further to eight over the next few years. The Bailiff and the Deputy Bailiff are both appointed by the Queen.

Jersey's telecoms sector is regulated by an independent regulator - Channel Islands Competition and Regulatory Authorities (CICRA).

Economic Overview

- Population: 94,949 (2012 est.)
 - GDP: US\$5.1 billion (2005 est.)
 - GDP/Capita: US\$53,713 (2011 est.)
- Source: CIA World Factbook

Currency

Jersey pounds (JEP)
(Linked 1:1 £GBP)
Pegged to GBP£ (UK£1 – JEP£1)

Industries: Finance, tourism and agriculture

Capital city: Saint Helier

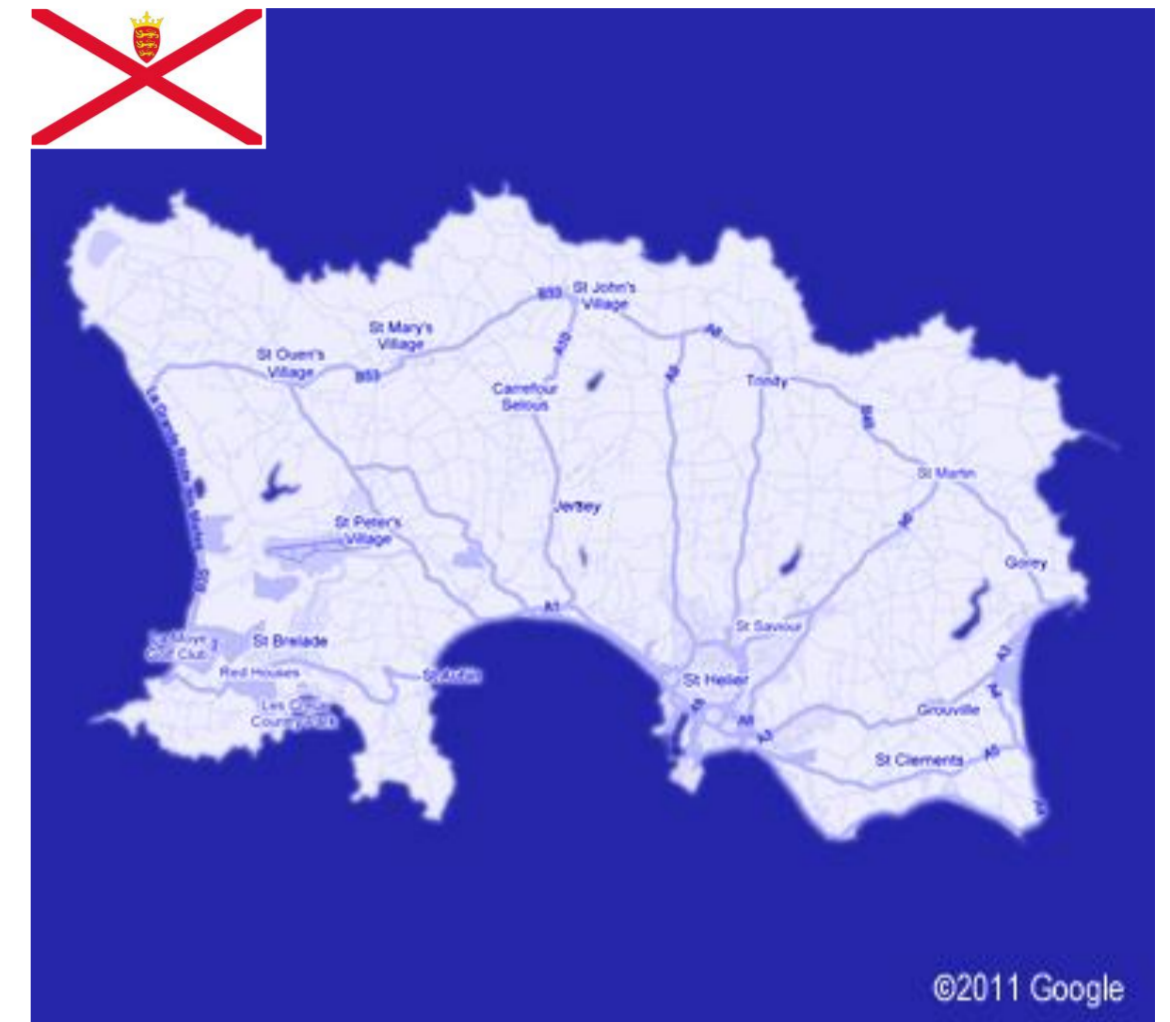
Country code: +44 1534

Ownership

Cable & Wireless Communications owns 100% of Cable & Wireless Jersey

Local management

Eddie Saints, CEO
Graham Hughes, Country Manager



Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	2 nd out of 3	JT, Airtel
Domestic Voice	2 nd out of 2	JT
Broadband	3 rd out of 3	JT, Newtel

Recent Developments

- Sure launched pay TV services in Jersey in October 2012
- In 2011 Sure completed a fixed line access network which will reduce international connectivity costs for enterprise customers
- Sure Skate returned to Jersey in December 2011. The ice rink has become incredibly popular with locals
- In 2011 Sure won a contract to create a global wide Area Network for law firm, Ogier. The company chose CWC because it can deliver almost all the connections it requires without having to work with partner companies

Ascension Island

Background

Cable & Wireless Ascension provides fixed line and broadband services to the island. Our company has operated there since 1899 when the Eastern Telegraph Company (a predecessor of Cable and Wireless Communications) laid the first submarine telegraph cable into Comfortless Cove. Ascension was the location of Cable & Wireless' first Satellite Ground Terminal, which was built to support the Apollo moon landing.

Ascension forms part of a British overseas territory together with Saint Helena and Tristan da Cunha. Ascension has its own constitution; there is a British-appointed Governor who resides in Saint Helena, with an Administrator who is appointed to represent them on Ascension Island. An Island Council, composed of seven elected candidates, advises on new or revised laws and much of Ascension's local legal system is based on the laws of Saint Helena and some parts of English law with modifications.

Ascension's telecoms sector is regulated by the Governor of Ascension Islands.

The inhabitants of the island comprise of the employees and families of the organisations working there, which include the BBC and the Ministry of Defence.

Economic Overview

- Population: N/A
 - GDP: N/A
- Source: CIA World Factbook

Revenue for the Ascension Island Government is raised through taxation introduced in 2002.

Currency

St Helena Pound

Capital city: Georgetown

Country code: +247

Ownership

Cable & Wireless Communications owns 100% of Cable & Wireless Ascension

Local management

Ray Ellick, CEO



Market Overview (31 March 2012)

Service	Position	Competitors
Domestic Voice	1 st	Sole provider
Broadband	1 st	Sole provider

Recent Developments

- Cable & Wireless Ascension Island provided Two Boats School, the only school on the Island and Resource Centre with free internet access. Cable & Wireless Ascension Island's relationship with the school does not stop there as every year they sponsor the ICT Award at the school for the most outstanding ICT student throughout the school year
- Cable & Wireless Ascension provides a free internet link to enable the rebroadcast of local radio from St Helena, St FM Radio to the community of Ascension
- Cable & Wireless Ascension is a Government's partner in the Ascension Island Youth Training Programme, an employment skills programme

Diego Garcia

Background

Cable & Wireless Diego Garcia provides international voice, mobile and broadband services. Cable & Wireless Communications has had a presence there since 1982 and is the exclusive operator.

Diego Garcia's government consists of a Commissioner, who is appointed by the Queen. The Commissioner is assisted by an Administrator and a small number of staff from the UK's Foreign and Commonwealth Office.

Diego Garcia houses a large US military base and US Navy port. Its population is made up of US military personnel and people working in supporting industries.

Diego Garcia's telecoms sector is regulated by the Commissioner of the British Indian Ocean Territories.

Economic Overview

- Population: N/A
 - GDP: N/A
- Source: CIA World Factbook

Currency

US Dollar

Industries: Military Base

Capital city: Diego Garcia

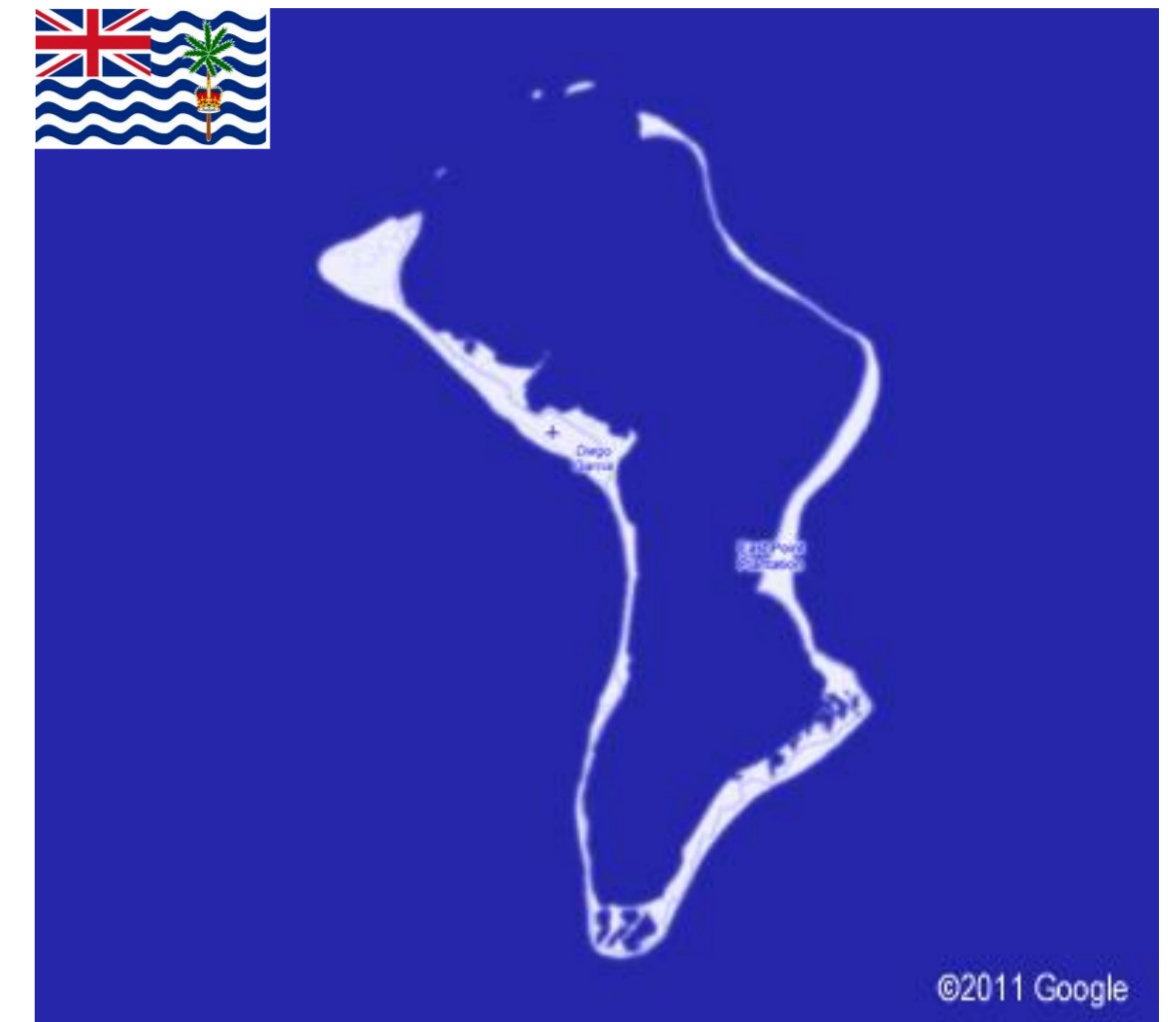
Country code: +246

Ownership

Cable & Wireless Communications owns 100% of Cable & Wireless Diego Garcia

Local management

Mark Heron, CEO



Recent Developments

- Cable & Wireless Diego Garcia Continue to grow IP capacity enhancing island broadband services
- Cable & Wireless Diego Garcia works closely with the US Navy and UK MoD to provide international telephone and internet services through their welfare programmes
- Cable & Wireless Diego Garcia sponsors events associated with its major customer groups including National Maritime Day and Philippine Independence Day
- A GSM mobile/cell network service was launched in December 2009

Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st	Sole provider
International Voice	1 st	Sole provider
Broadband	1 st	Sole provider

Falkland Islands

Background

Cable & Wireless Falkland Islands provides mobile, fixed line and broadband services to the islands. Cable & Wireless Communications has had a presence in the Falkland Islands since 1966 and will operate there with exclusivity until 2019.

The Falkland Islands are an overseas territory of the UK in the South Atlantic Ocean, situated east of southern Argentina. The remote and rugged territory is made up of two main islands, East Falkland and West Falkland, as well as hundreds of smaller islands and islets covering a land area of 4700 Miles. Tourism, fishing and sheep farming are the main economic activities. There is significant oil exploration activity being undertaken in Falkland's waters and after discovery of oil in commercial quantities during 2011 this will continue throughout 2012. The Islands have had a large UK Military presence since the 1982. The Falkland Islands are entirely self funding except for defence which is provided by the UK government.

The British monarch holds supreme authority and is represented on the Islands by a Governor; who acts on advice of the local Executive Council and Legislative Assembly. Under the terms of the Falkland Islands Constitution, eight Legislative Assembly Members are elected every four years. Three of these members are then internally selected to form the Executive Council.

The telecoms sector is regulated by The Falkland Islands Government.

Economic Overview

- Population: 3,140 (2008 est.)
 - GDP: US\$164.5 million (2007 est.)
 - GDP/Capita: US\$52,389 (2011 est.)
- Source: CIA World Factbook

Currency

Falkland Pound (Linked 1:1 £GBP)
Pegged to the GB£ (UK£1 - FKP£1)

Industries: Offshore fisheries, oil, gas, agriculture and tourism.

Capital city: Stanley

Country code: +500

Ownership

Cable & Wireless Communications owns 100% of Cable & Wireless Falkland Islands

Local management

Justin McPhee, CEO



Recent Developments

- Cable & Wireless Falkland Islands launched mobile data services in August 2012. The 2.5G (EDGE) service allows islanders to access the internet and send and receive emails and multimedia messages on their phones for the first time
- Cable & Wireless Falklands significantly expanded coverage of its mobile network during 2011, which now covers approximately 40% of the Islands
- Cable & Wireless Falklands updated its branding in 2011 to align with the main Cable & Wireless Communications brand

Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st	Sole provider
Domestic Voice	1 st	Sole provider
Broadband	1 st	Sole provider

St. Helena

Background

Cable & Wireless St. Helena provides fixed line and broadband services to the island. Cable & Wireless Communications has had a presence in St. Helena since 1899.

St. Helena is an overseas territory of the UK in the South Atlantic Ocean. There is a Governor on the island, appointed by the Queen. There is also a Legislative Council which consists of 16 members. All legislation enacted by this Council has to be ratified by the British Government before it has the force of law. The Legislative Council elects five members to sit on the island's Executive Council which is presided over by the Governor.

The Government of St. Helena has some regulatory powers over broadcasting services and telecoms.

The British Government hopes to make the island become self-sufficient by making it accessible by air and therefore more attractive to tourists. The airport is expected to be completed by 2012. Currently, the RMS St. Helena (Royal Mail Ship) is the only public form of access to the island.

Economic Overview

- Population: 4,000(2012 est.)
- GDP: N/A

Source: UK Department for International Development

Currency

Saint Helenian pounds (SHP)
(Linked 1:1 £GBP)
Pegged to the GB£ (UK£1 - SHP£1)

Industries: Construction, crafts, tourism and fishing

Capital city: Jamestown

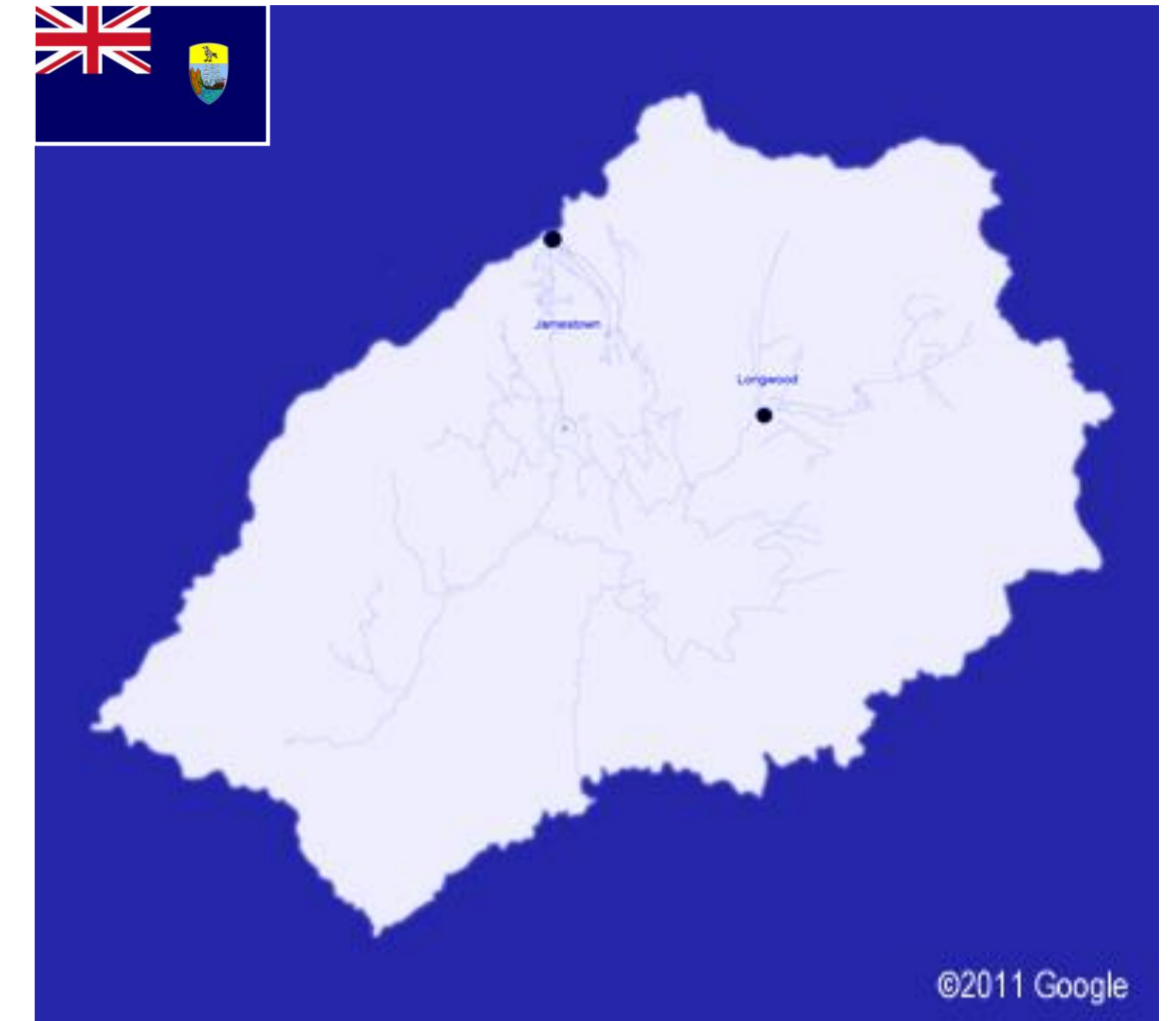
Country code: +290

Ownership

Cable & Wireless Communications owns 100% of Cable & Wireless St. Helena

Local management

Hensil O'Bey, CEO



Market Overview (31 March 2012)

Service	Position	Competitors
Domestic Voice	1 st	Sole provider
Broadband	1 st	Sole provider

Recent Developments

- In 2012 Cable & Wireless Communications was granted a new 10 year operating licence by the Government of St. Helena
- In 2013 Cable & Wireless St. Helena plans to double the speed of broadband on the island
- The number of TV channels available will also increase in 2013, from three to 15. Cable & Wireless St. Helena rebroadcasts the island's TV services using its fibre optic network
- The operator plans to launch mobile services in 2014, a year before St. Helena's first airport becomes operational, which is expected to lead to the development of a tourism industry on the island
- In 2010 Cable & Wireless St. Helena introduced a new broadband package called Lite. The package is designed for users who only require internet access for email exchange and web surfing

Afghanistan

Cable & Wireless Communications – Joint Venture



Background

Roshan is Afghanistan's largest mobile operator. Cable & Wireless Communications has had a presence in Afghanistan since 2003 when the mobile market was liberalised.

Afghanistan has a President who acts as the head of state. Administratively, Afghanistan is divided into 34 provinces. Each province has a capital and a governor in office.

The country's telecoms sector is regulated by the Afghanistan Telecom Regulatory Authority, which is an independent body.

Afghanistan's economic outlook has improved significantly since 2001. The country has received over US\$2 billion in international assistance.

Economic Overview

- Population: 30,419,928 (July 2012 est.)
 - GDP: US\$18.2 billion (2011 est.)
 - GDP/Capita: US\$598 (2012 est.)
- Source: CIA World Factbook

Currency

Afghanis (AFA)

Industries: Textiles, soap, furniture, shoes, fertilizer, agriculture, mineral water, cement, carpets, natural gas, coal and copper

Capital city: Kabul

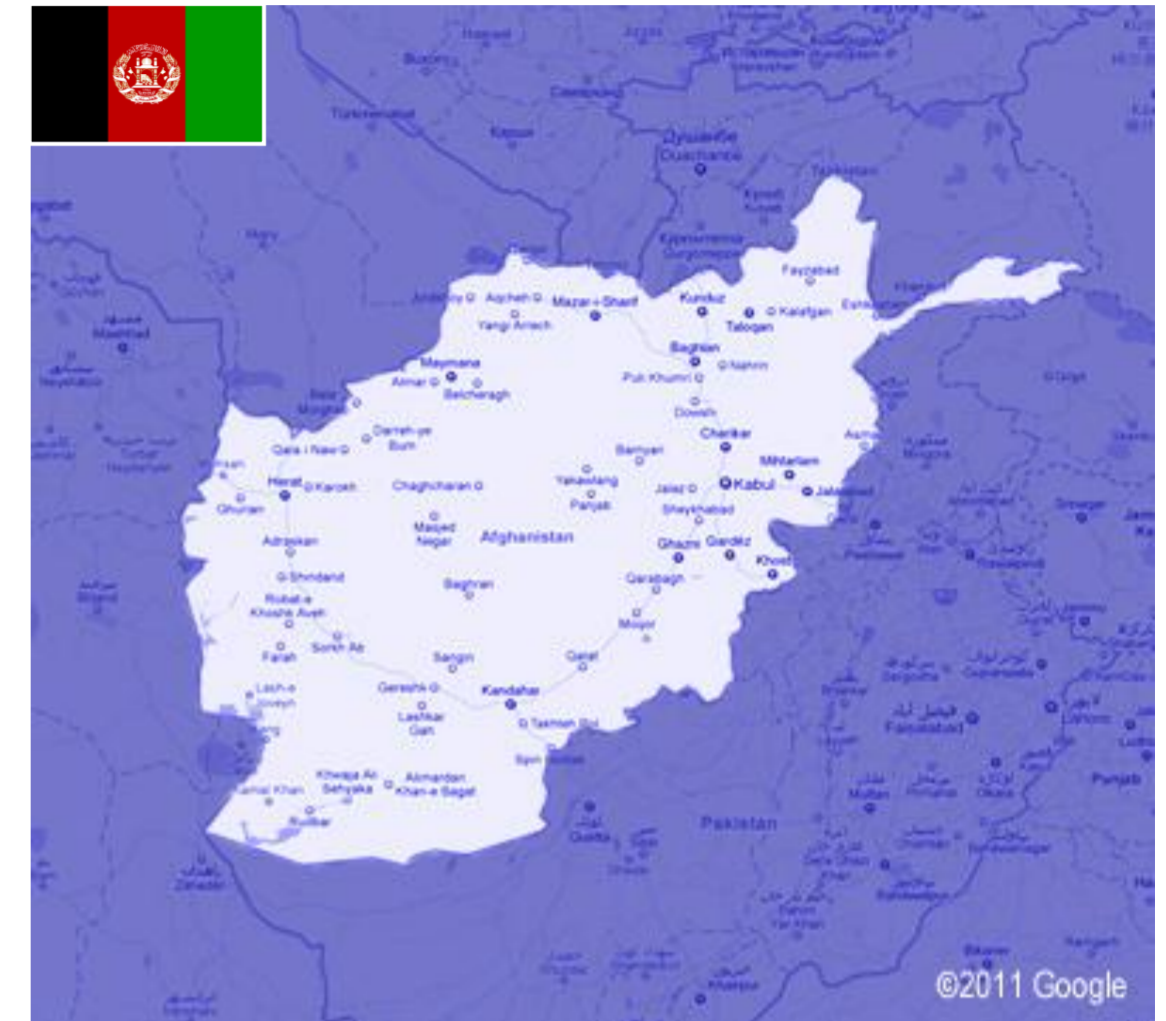
Country code: +93

Ownership

Roshan is owned by an international consortium made up of three shareholders:
 Monaco Telecom International (MTI), a subsidiary of Cable & Wireless Communications – 36.75%
 The Aga Khan Fund for Economic Development (AKFED) – 51.00%
 Teliasonera – 12.25%
 Roshan is accounted for as a joint venture in Cable & Wireless Communications' accounts.

Local management

Karim Khoja, CEO, Roshan
 Lutaf Kassam, Chairman of the Board
 Monaco Telecom International holds two seats on the Board



Recent Developments

- Roshan secured a licence to launch 3G services in September 2012
- Western Union, a leader in global payment services, and Roshan announced in February 2012 that they will introduce the Western Union Mobile Money Transfer service in Afghanistan.
- Roshan and TransferTo, an Ingenico Company and the Global Airtime Remittance Hub, announced a new strategic partnership in January 2012 to offer an international airtime transfer service. The service enables Afghans living overseas to transfer airtime to any of Roshan's more than 5.5 million customers across Afghanistan
- Roshan has spent more than US\$60 million expanding its mobile presence and building a high-speed wireless internet service across the country

Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st out of 4	Afghan Wireless Communication, Etisalat, MTN

Solomon Islands

Cable & Wireless Communications – Joint Venture



Background

Solomon Telekom, which trades using the Our Telekom brand, provides mobile, fixed line and broadband services to the Solomon Islands.

The Solomon Islands has a constitutional monarchy with its own parliamentary system. The Queen is the head of state; she is represented by the Governor-General who is chosen by the Parliament for a five-year term. There is a parliament of 50 members, who are elected for four-year terms.

The Solomon Islands' telecoms sector is regulated by The Telecommunications Commission which is a statutory independent body.

The Solomon Islands chain consists of several large volcanic islands to the south-east of Papua New Guinea, as well as outlying islands and atolls. The terrain is mountainous and heavily forested.

Economic Overview

- Population: 584,578 (2012 est.)
 - GDP: US\$840 million (2011 est.)
 - GDP/Capita: US\$1,437 (2011 est.)
- Source: CIA World Factbook

Currency

Solomon Islands dollars (SBD)

Industries: Fishing, mining and timber

Capital city: Honiara

Country code: +677

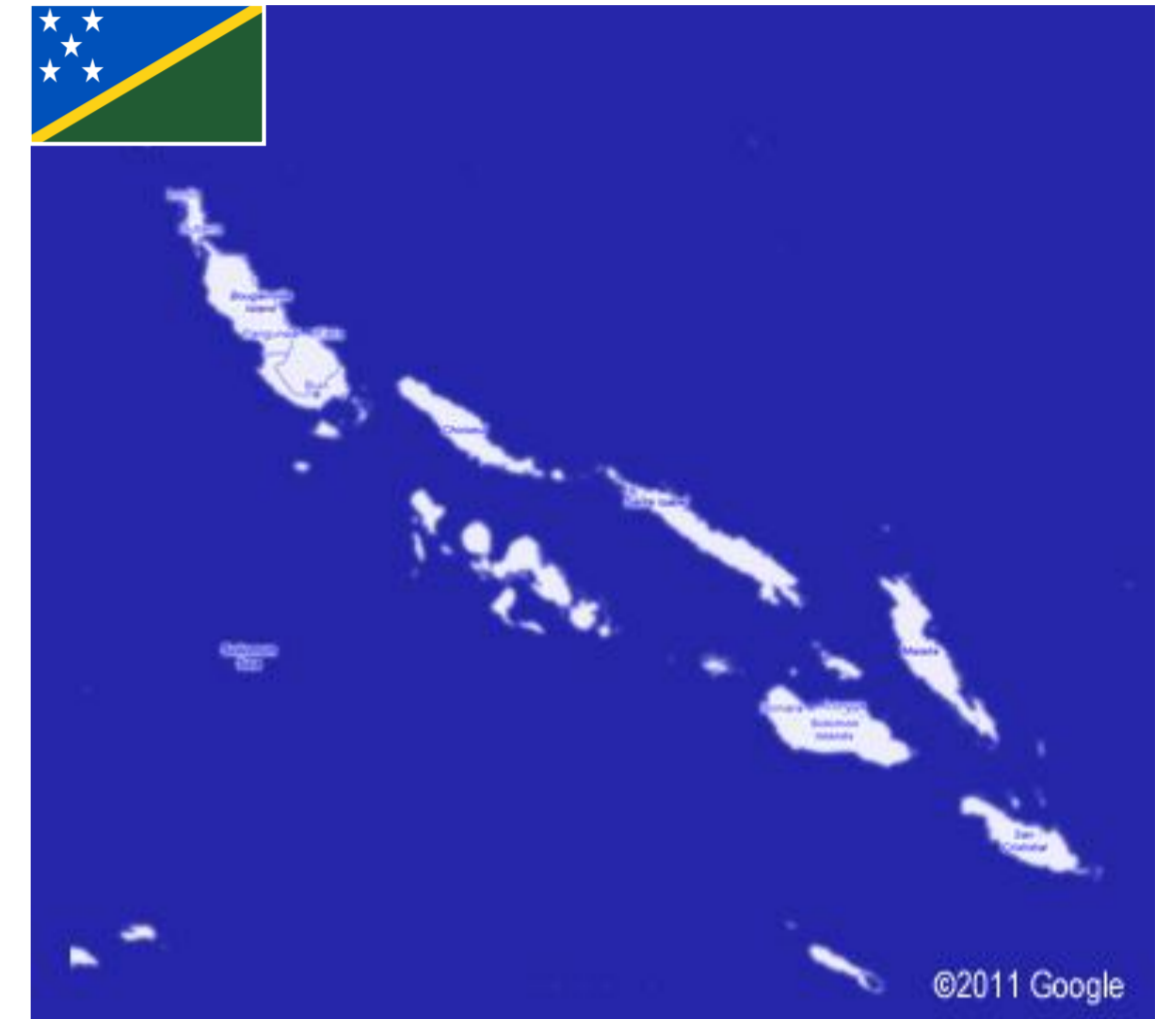
Ownership

Cable & Wireless Communications owns 32.58% of Solomon Telekom. 64.74% is owned by Solomon Islands National Provident Fund Board and 2.68% is owned by Investment Corporation of Solomon Islands.

Solomon Telekom is accounted for as a joint venture in Cable & Wireless Communications' accounts.

Local management

Mr. Loyley Ngira, CEO
Cable & Wireless Communications holds two seats on the Board.



Market Overview (31 March 2012)

Service	Position	Competitors
Mobile	1 st out of 2	Be Mobile
Domestic Voice	1 st	Sole provider
Broadband	1 st	Sole provider

Recent Developments

- In October 2012 Solomon Telekom launched mobile services in the Russell Islands, two small islands in the centre of the country
- The Our Telekom Kids Football, Education and Cultural Exchange festival in 2012 brought together 14 primary schools to showcase their talents and cultural diversity
- Mobile competition was introduced in the Solomon Islands in 2010
- Between 2010 – 2011 Solomon Telekom extended its mobile network to 32 new rural communities.
- The Solomon Islands broadband industry was liberalised in 2011



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