ALTECH Information Technologies

Leading Technologies: Touching Lives

JOHAN GELLATLY

ALTECH Information Technologies

Leading Technologies: Touching Lives

- Leading niche market IT solution provider
- 1000 employees, more than 200 engineers
- Manage 50 million subscribers on a continuous daily basis
- Global footprint (Nigeria, France, South Africa and East Africa)
- Blue Chip clients
  - Vodacom SA, DRC, Tanzania
  - Zain (Celtel)
  - Digicell
  - KDN
  - Absa, Standard bank, FNB
  - MTN etc.
- Ownership of IPR
- Strong and growing annuity base

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OVERVIEW

ALTECH INFORMATION TECHNOLOGIES

Telecommunications middleware, payment technologies, and smartcard technologies

Altech Card Solutions

- **Integrated transaction services (Switching)**
- **Data card (Personalisation)**
- **e-Security**

Leading player in the secure electronic transaction switch market.

Cardbased activities serving select vertical markets

Exclusive distributor of Gemalto EFT POS terminals into the Sub-Saharan African market

Altech NamITech SA*

Supply of secure end-to-end business solutions

Development and implementation of value-added applications

Intelligent use of smart cards and the latest technology such as biometrics and Public Key Infrastructure (PKI)

Altech NamITech West Africa

Prepaid voucher manufacturing plant in Lagos, Nigeria

Expanding products and services offered particularly in the mobile, banking and government sectors including personalisation

Altech Isis SA Altech Isis France

Provider of OSS/BSS products, System Integration and Software development services for fixed line, NGN and mobile network operators

Deployments for various African network operators that include the continent's largest mobile and fixed line network operators

*Has been sold to Gemalto subject to competition commission approval

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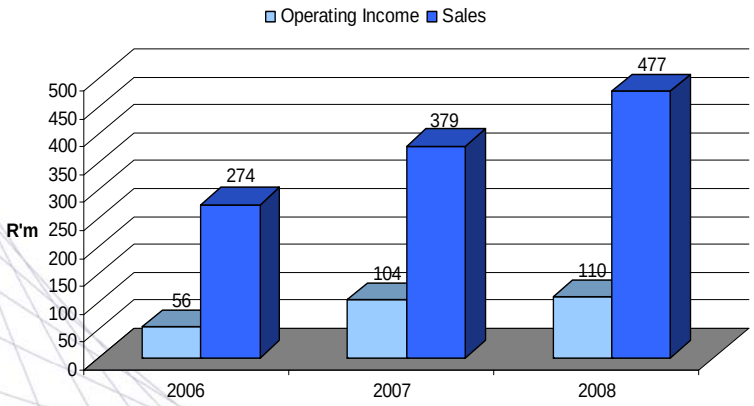
COMPANY STRUCTURE



*Excluding Altech NamITech SA

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SALES AND OPERATING INCOME

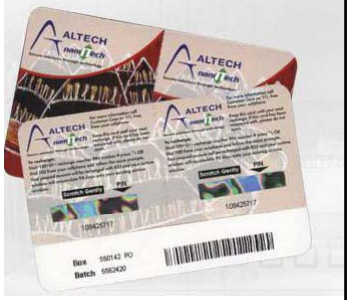
ALTECH CARD SOLUTIONS	ALTECH NAMITECH WEST AFRICA	ALTECH ISIS
Data card – card personalisation	Chip cards	Real-time Converged Customer Administration and Provisioning
EFT POS Solutions	Pre-paid vouchers	CRM, ACD, CTi Systems
Integrated transaction services	Fulfilment packs	Real-time Converged Rating and Billing System
e- Security Solutions	Prepaid scratch cards	Systems Integration
	Single Panel pre-paid recharge card vouchers	Project Management
	Multi Panel pre-paid recharge card vouchers	Software Development

PRODUCTS AND SERVICES

Chip Cards

Magnetic strip Secure card manufacture, personalisation and fulfilment

Chip (smart) cards Secure manufacture, personalisation and fulfilment



Prepaid Vouchers

ALTECH NAMITECH WEST AFRICA PRODUCTS

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- Acquisitions
- Expand global footprint
- West Africa expansion
- Increase annuity switching revenues
- Major telecom and other subscriber base operator opportunities (i.e. TV, broadband, voice etc.)
- Converged payment solutions

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OPPORTUNITIES

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- Economic down-turn
- Retention and acquisition of skilled resources
- Forex risk
- IT company consolidation in the market

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THREATS

- Datacard - Card Personalisation Solutions
- EFT POS Solutions and Cards
- ITS - Integrated Transaction Switching Services
- e-Security Solutions

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PARTNERS

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- Acquisitions
- Achieve and create critical mass
- Continue to expand the global footprint
- Increase annuity switching revenues

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THE WAY FORWARD