



**ALTECH**  
Leading Technologies: Touching Lives

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**THE WAY FORWARD**

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Andy Baker

- Currently weathering the economic down-turn
  - Continue transition to annuity revenue businesses (currently 76%)
- Strong order book
- Focus on increasing operating margins
- Continue moving up the value chain
  - Receipt of I-ECNS and ECS licenses - strategy formulated
  - Altech Stream East Africa (full service multi-country telco operations)



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**THE WAY FORWARD**

- Specific niche acquisitions
- Continue globalisation, leveraging ownership of intellectual property i.e. Brazil, Pakistan, India, Africa
- Exploit liberated SA local telecoms market
- Focus on East Africa (exceptional returns)
- Continue aggressive cost control to protect margins
- Focus on strong, sustainable growth with excellent shareholder returns



## THE WAY FORWARD (continued)



QUESTIONS