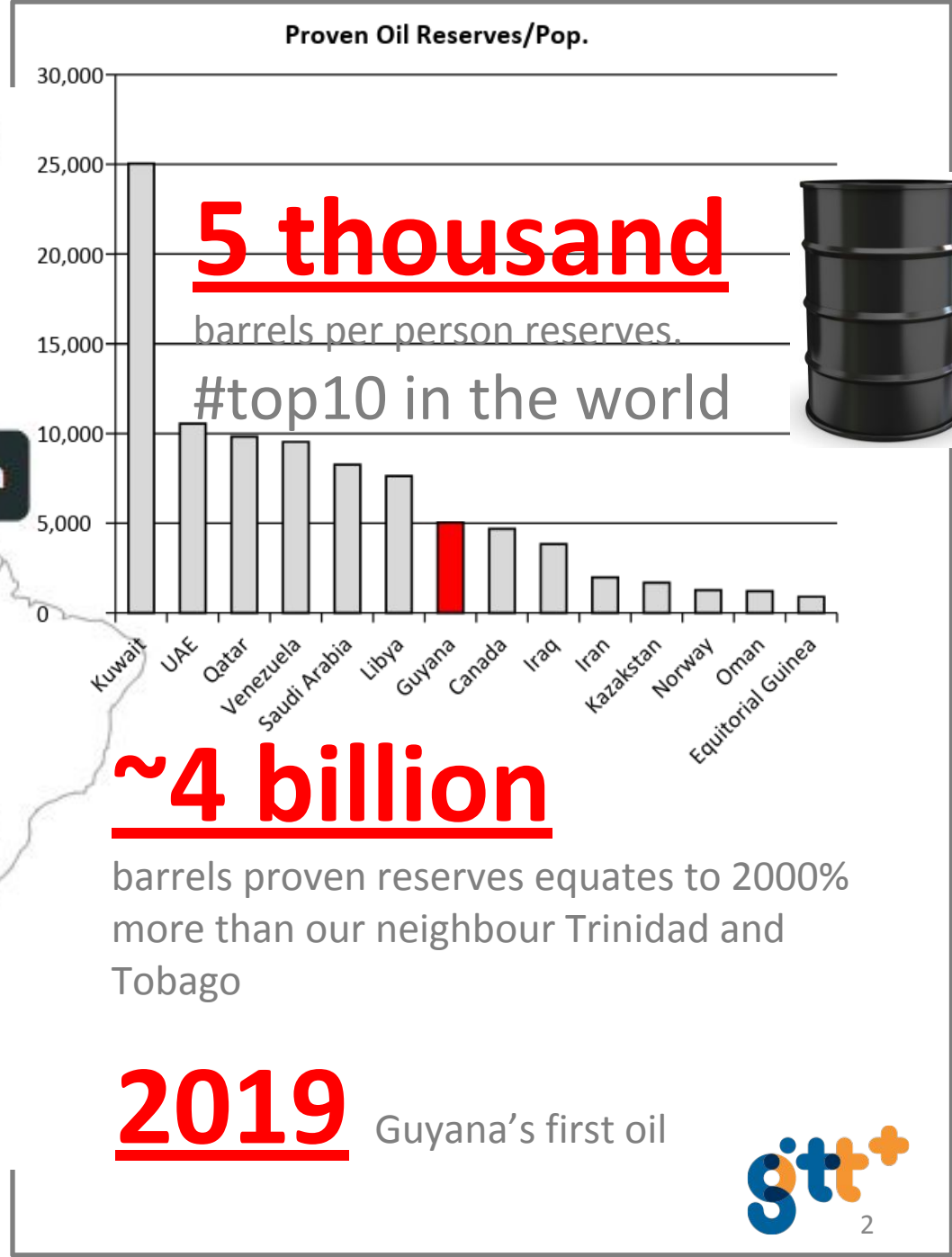
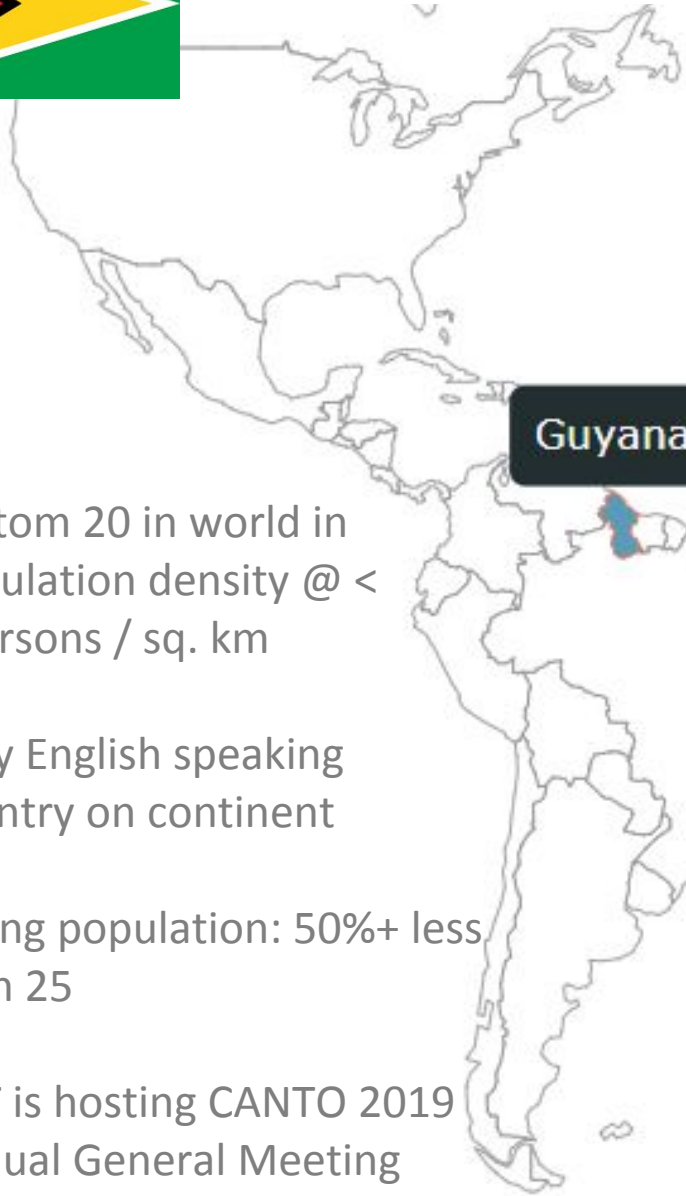




Broadband Development in the Caribbean



Justin Nedd, CEO



- Bottom 20 in world in population density @ < 4persons / sq. km
- Only English speaking country on continent
- Young population: 50%+ less than 25
- GTT is hosting CANTO 2019 Annual General Meeting

A Growth Story – forging ahead



Invested **30+ million** USD

2010 – Guyana’s first subsea and now a resilient, redundant and self-healing network



>15% CAGR in Fixed
Broadband over last 5 years

Effective \$ rate per Mbps reduced by > **80%**



100,000 FTTx homes passed

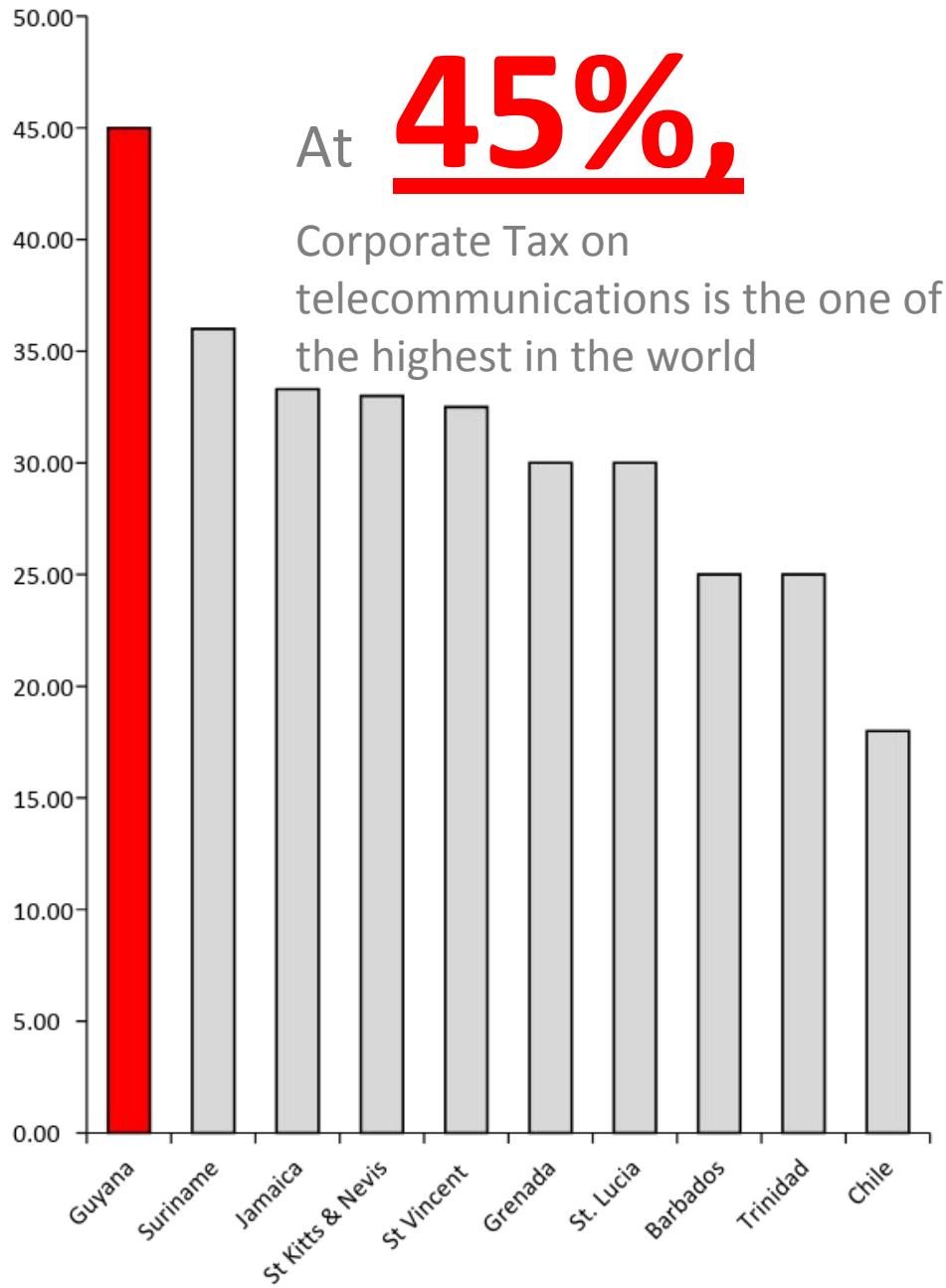
Our 2020 Goal

10pct points increase in BB Penetration -> 1.38% GDP growth

... *World Bank, 2009*

Do more?

GTT certainly wants to!



- + Regulatory fees
- + Property taxes
- + Customs & Excise
- + VAT
- + Spectrum fees

- What about OTTs who pay 0%?
- Reduced tax rates help demand?
- Will reduction in taxes help infrastructure growth?
- Or will operators simply pocket the newfound wealth?

We must address ... now!

- **Rip off the band-aid** – deal with unfavourable rates on operators. At worst put on par with other sectors, at best, favour the industry to grow demand (from customers) and supply (to build infrastructure). Engage stakeholders!
- **Collaborate** to deal with OTTs keeping in mind that customers want OTTs in their lives. Look at other regions? Engage stakeholders!
- Take a **revolutionary** approach (as opposed to evolutionary) to broadband. Leap straight to level of most developed nations by encouraging engines of growth. Engage stakeholders!

Thank you very much!

Justin Nedd
CEO, GTT