

## Opening Address CANTO

My name is Euan Fannell, and I am Vice President of Corporate Affairs for Cable & Wireless Communications. I have the distinct pleasure of bringing you greetings on behalf of Liberty Latin America, our parent company. First, let me say how thrilled I am to be here in Panama City, the growing, dynamic capital of the Republic of Panama where my mother was born. This annual CANTO Conference is a significant event, not only to businesses like ours across the region but to the advancement of the digital economy and the development of countries across the Caribbean and the greater Americas.

As a headline sponsor of this year's Conference, we consider this role a privilege. Our continued investment in CANTO and in the region as a whole underscore our unwavering commitment to the Caribbean and in driving creative dynamic and forward-thinking ICT policies that will shape the environments and drive Digital growth and adoption.

I've worked in the telecommunications and media industry for most of my career and for a long period with Liberty Global, and now Liberty Latin America with businesses in the Caribbean and Latin America Markets. It therefore gives me a greater appreciation for the theme of this year's Conference – which is **“Guiding Digital Adoption to Lead the Global Market”**.

Most of us in the room have been fortunate enough to experience first-hand the major paradigm shift that has moved ICT from a developing sector to *“Fluid Living”* meaning that Internet Connectivity continues to disrupt and transform consumers' lifestyles and plays an integral role in the growth and development of businesses, driving prosperity in the region. Governments in the Caribbean are coming to terms with the fact that economic indicators like GDP are intrinsically linked to the level of Digital Adoption in their countries. As they work to attract investment to their countries, more and more investors want to ensure that there are

comparable ICT structures in place that drive indicators like Ease of Doing Business, Internet Speeds, and Smart Phone Penetration.

Our goals here at the Conference must then be to ensure that we have the collaborative and frank conversations with Telecommunications Ministers, Regulators and Stakeholders to ensure we share the common vision of creating an ICT space in the Caribbean where there are balanced regulations that create value and convenience for consumers but also understand and protect the ability of providers to operate successfully. To ensure that we address the challenges we face across the telecoms industry on issues like a level playing field for all providers- including OTT's or striving to strike the delicate balance between encouraging new players versus protecting content and property rights.

We need to remain responsive to the ever-growing digital changes that lie ahead. Our sector is growing at an exponential rate, with the emergence of new programs, applications and innovations, every day. We need to be both proactive *and* reactive. We need to shape our regulations and operations to the evolving needs of customers – both regionally and globally. At C&W, we pledge to continue our investments to provide both our business and residential customers, with the best innovations to stay ahead of the digital evolution. And we've seen first-hand how these technologies have transformed businesses, governments, and empowered the lives of our people.

With over 150 years of service in the region, I think it's safe to say that we are in this for the long haul. Through mergers and acquisitions we have expanded our footprint and services to become part of Liberty Latin America - and you will hear more about this when our CEO of LLA, Balan Nair addresses you tomorrow morning. Our aim remains the same to grow organically and inorganically so that we can serve consumers and businesses and work with the governments of the region to drive digital transformation and adoption. Our CEO of C&W – Inge

Smidts is also here and will share with you tomorrow morning, some of the exciting ways we are creating memorable moments for our residential and business consumers across the Caribbean and here in Panama.

On behalf of Liberty Latin America and C&W Communications, I would like to thank you all for supporting CANTO, a very important organization for us in this region. We welcome you to CANTO's 34<sup>th</sup> Annual Conference and trade exhibition and I invite you to join us tomorrow for some very stimulating discussions both at the Ministerial Breakfast and the Ministerial Forum and I look forward to seeing you at our booth.

Again, thank you and enjoy the Conference.