



SMART RURAL
RURAL TRANSFORMATION

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EXECUTIVE SUMMARY

According to the 2019 Demographics of Africa report 49.7% of the population across Africa reside in rural dwellings.

The migration of rural population to urban areas is at an average rate of 11% per year which causes over crowding and negatives social impact in urban areas.

Technology is key in bridging the digital divide between urban and rural communities in the areas of e, e-government, education, health, transportation and financial operations. This would also stem the current rural to urban migration.

SMART RURAL is the catalyst and missing piece in the separate and disjointed rural transformation initiatives

Government needs to embrace the rural transformation agenda to ensure that all citizens irrespective of location (urban or rural), have equal access to government services.



COMPANY OVERVIEW



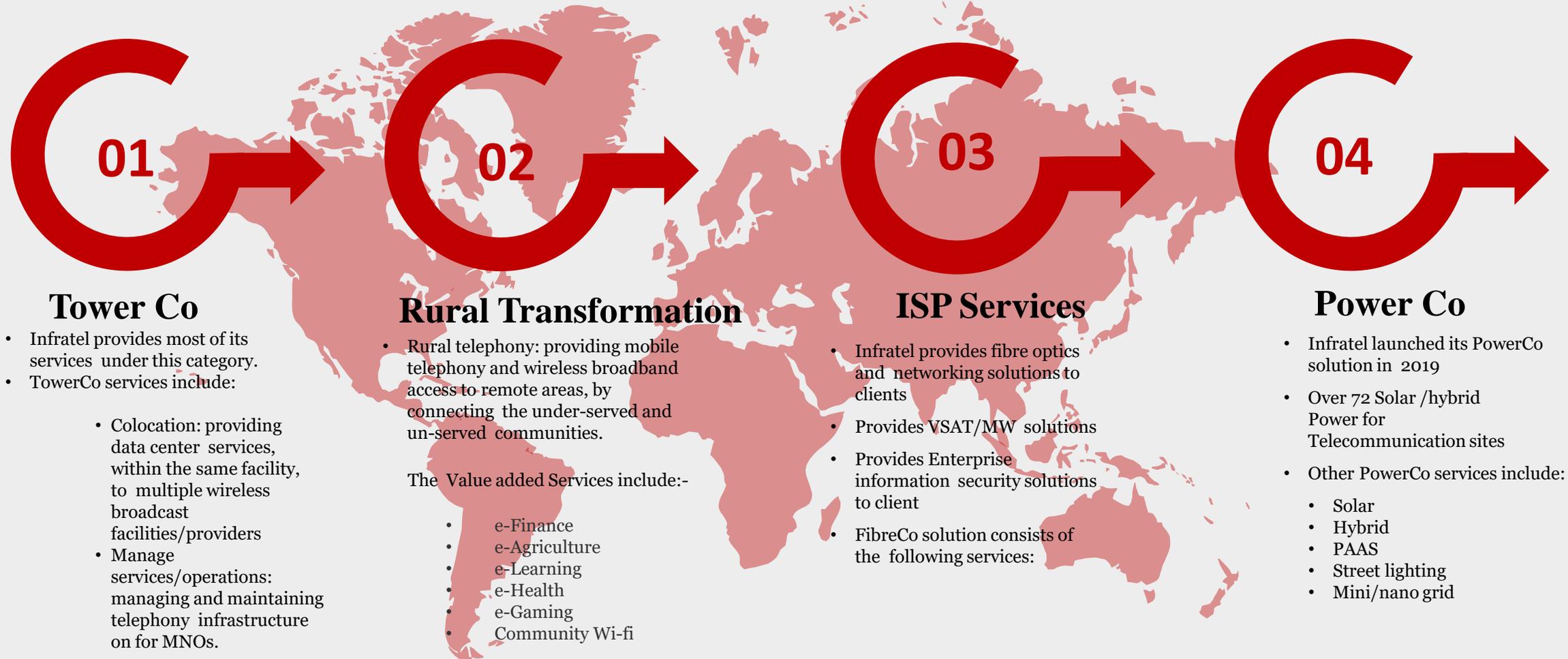
OVERVIEW

- ❖ Infratel Limited (Trading as “INFRATEL AFRICA” or the “Company”) is a leading telecommunication infrastructure service provider in Nigeria and Sub-Saharan Africa
- ❖ The Company has steadily grown over the past years from a basic telecommunications infrastructure provider to a key player in the provision of Rural transformational services across Africa.
- ❖ Infratel’s service offerings are broadly across two key projects, including:
 - ❖ Telecommunication Site Infrastructure and Colocation Services
 - ❖ Rural Transformational Services.

OVERVIEW

- ❖ Infratel has built, managed and optimized a significant number cellular towers for various Mobile Network Operators (“MNO”) and Original Equipment Manufacturers (“OEMs”)
- ❖ Over the past three years, Infratel in conjunction with its technical partners have implemented rapid rural telephony rollout of over 500 sites in 5 countries across Africa. Included in this number, is the over 100 sites it has rolled in Nigeria within the last 12 months
- ❖ Infratel continue to transform and significantly improve the quality of life in the rural communities especially for women and youths by deploying technology driven solutions in a digital village hub/ eco-centre system built around Base Stations called SMART RURAL.

OUR SERVICE OFFERING



RURAL TELEPHONY SOLUTION



RURAL TRANSFORMATIONAL SERVICES

0

RURAL TELEPHONY SERVICES

e-Government

1

- Nin Registration
- Voter's registration
- Government Payment Systems



e-Services

2

- Recharge Card Sales
- Sim Sales and customer registration
- SIM swap
- Phone Sales and Minor repairs
- Phone charging Service
- Phone Calling Service



e-Finance

3

- Agency Banking Services
- Online Transactions



E-Health

4

- Community-Based Telemedicine.
- Drone-based Medicine Delivery.



e-Learning

5

- Curriculum based digital e-learning platform targeted at women and youths within the community



RURAL TRANSFORMATIONAL SERVICES

0 RURAL TELEPHONY SERVICES

e-Power

6

- Subscription based Energy Boxes for individuals in communities.
- Community Micro-Grid.



e-Agric

7

- Solar Based Cold – rooms.
- Buyer-Seller Network



Community Wi-Fi

8

- Community-Based Wi-Fi services



e-Viewing

9

- Community Based viewing centre for broadcasting events.



e-Marketing

10

- Marketing of product or solution within the community.
- Promos and brand awareness.
- Product enlightenment and use case scenarios.
- Periodic marketing storms including road shows



MODEL DESIGN (SAPPHIRE)



MODEL DESIGN (DIAMOND)



MANAGEMENT TEAM



TUNJI ALABI
Managing Director

- Over 30 years of proven international strategic leadership experience across various industries including telecommunications.
- He has comprehensive experience in programme management including requirement analysis, design, integration and testing.
- Tunji worked with Ecobank Group as Chief Information Officer (CIO) and Airtel Nigeria as the Director of Strategy. He supported the implementation of the first mobile banking initiative within the company.



DR. TOLA YUSUF
Executive Director

- Over 20 years experience in project and commercials management
- Tola has led various profitable infrastructure and technology projects across Nigeria and Africa
- He worked with Alan Dick West Africa – provtelecom infrastructure solutions for: MTN Nigeria, Starcomms, iding Celtel and Ariba Ghana



OGUNNAIKE OGUNDEKO
Director, International Business

- . Over 29 years of professional experience shared amongst the manufacturing industry, Oil and Gas, Road construction and Consulting.
- For over 12 years he practiced the management of human, material and financial resources.
- Managed Total Quality and Business Process and re-engineering



Claire Lesedo Collins-Hopper
Director – (Finance)

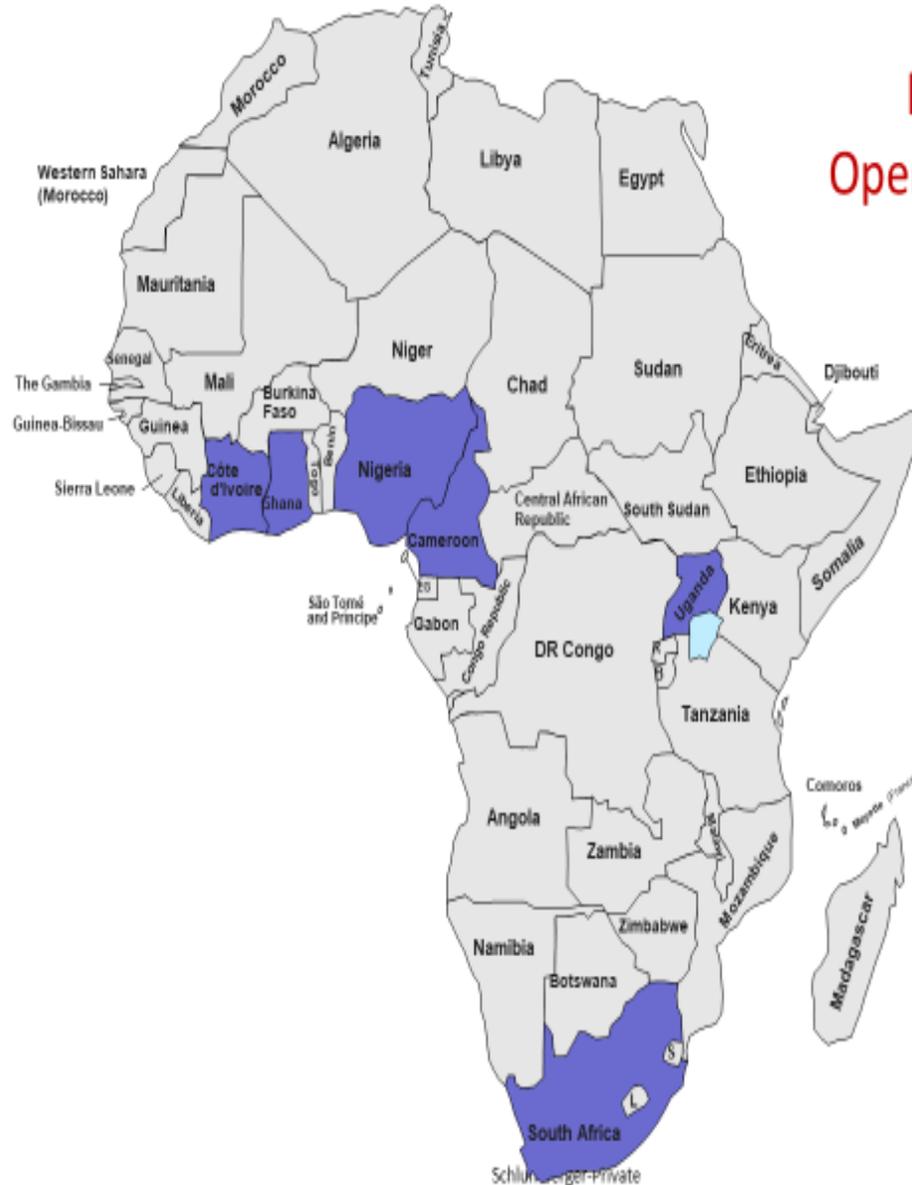
- Over 15 years experience in investment finance, capital raising, business turn around/transformation and organizational development.
- She has successfully raised multi-million dollars for projects in Europe, Asia and Africa.
- Claire, served as senior management role of various companies – Debswana Diamond Company, Gabrone, etc.



STEVE OGUNFEMI
Director
(Business & Strategy)

- Over 20 years experience in project, programme and strategic management of technical projects across Europe and Africa
- He has served on various boards bringing Innovativeness, practical tactics that produce results, in professional services, service and operational management

OUR FOOTPRINT



Infratel Africa
Operational presence

- NIGERIA
- UGANDA
- COTE D'VOIRE
- SOUTH AFRICA
- GHANA
- DRC
- CAMEROON
- ZIMBABWE
- UAE - DUBAI

Key Contacts



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