

Remarks by Garfield Sinclair, CEO LIME Jamaica at the Opening Ceremony of the 30th CANTO AGM- Sunday, January 26, 2014

Salutations...

Welcome to the 30th Annual General Meeting of CANTO.

When such an important regional institution has managed to reach as significant a milestone as three decades in existence - we think – it's almost duty-bound to convene the celebration and commemoration proceedings in the country that knows best how to put on a good show...so welcome to the lovely shores of Jamaica. As the slogan for our magnetic tourism product goes, "Let's get together and feel alright", so we hope you'll do just that while you spend the next 2 days shaping the future of this fine organization.

The LIME Jamaica team really appreciates that you chose our island for this historic AGM and we wish you a HAPPY ANNIVERSARY as you commemorate thirty years of solid leadership and strategic support to regional operators in the various areas of the network, commercial and regulatory development.

On that very note, permit me to share with you a synopsis of recent developments in Jamaica's telecommunications sector and more significantly how LIME has become the 'game-changer' in delivering the best innovation and authentic value to consumers, businesses and the Government.

Let me first say that I am absolutely elated to be leading this exciting phase of LIME's evolution in Jamaica, characterized by a constantly improving brand perception and the delivery of superior value for money to the Jamaican consumer. In a few short years LIME has firmly established itself as Jamaica's value provider in ALL the services we provide. We fought for and won a much more rational regulatory environment and the result has been stronger demand for our mobility and residential broadband services, along with a virtual reversal of the decline in our fixed voice business. Additionally, we have maintained our decisive leadership in the Corporate, SME and Government space where we're still considered the 'go to' telecoms provider for mission critical telecoms solutions.

While the incredible team we've assembled continues to write this turn around story, we've also kept our eyes on the ever shifting horizon, to discern those issues that might require a regional response.

In particular, the issue of Broadband penetration in the region is a perfect corollary to this year's CANTO theme, *'Strategic Alliances for Broadband Development'*. We have seen the many reports, including the Global Information Technology Report, which included 142 countries and ranked CANTO Member-countries outside of the top 30 on the Network Readiness Index. Given the now well documented correlation between a country's network readiness and its economic growth, we need to seriously consider...

- Concrete ways to collaborate with governments to secure increased Broadband access as a tool to empower, develop and enrich more of the peoples of this region.
- Methods to provide tax incentives for the large capital investments required to universally deploy very high speed Broadband infrastructure.....even in an economic environment (complete with IMF funding programs etc..) where foregoing revenue in the short-term might be an extremely tough call for Finance Ministers.

The strong causal link between Broadband adoption and GDP growth should force governments to re-consider the allocation of spectrum, especially for ultra-fast wireless data, as not merely the means to acquiring huge deposits of licence fees over the short term but as a means of developing a more connected society that will deliver increased economic activity, innovation and ultimately tax revenues over the long term.

Telecoms operators in the region will require reasonably unfettered access to next generation spectrum at low or no cost in order to drastically reduce the lag in adopting ICT more broadly. I note with some degree of satisfaction that this has already taken place in a few islands. The recent LTE spectrum auction in Jamaica and Government's U\$40M reserve price should be a cautionary tale.

Of course all this is happening while the world is forging ahead with talk and the testing of 5G spectrum. Indeed my recent visit to the Consumer Electronics Show in Las Vegas clearly illustrated that we have some catching up to do in terms of building out the infrastructure required to facilitate the latest in mobility, entertainment, commercial and even transportation devices. The further behind we fall....the harder it will be to ever catch up.

We at LIME remain undaunted however, we're investing U\$79M or J\$8.4B over the next 3 years in a massive mobile network upgrade and expansion project which began last year and will deliver ultra-fast data speeds and improved voice quality beginning this October, using current spectrum. This will further ready us for migration to true LTE spectrum when the time and conditions are right.

I commit to LIME working even closer with CANTO in the very near future as we strategize on how to increase Broadband penetration as a vehicle for fuelling sustainable economic growth and development....Your Community Hub project is one that comes immediately to mind as a vehicle for empowering our largely underdeveloped communities and especially their youth, to leverage the enormous power of connected mobile technologies to improve their lives and economies. We're excited about getting on board...!!

At the same time, as national operators, we must find rational and mutually beneficial solutions to the issue of 'over-the-top' service providers (the Skypes, Facetimes, etc..) who benefit from our expensive deployment of ICT networks.....without either the regulatory or capital acquisition impediments. I also welcome long overdue discussions to come regarding electronic waste disposal in the Caribbean, which is very important to the environmental well being on which so many of our territories rely.

These (among many others) are the salient and pressing issues a CANTO at 30 must deal with while it develops workable strategies to overcome them. I am confident that the Organization will demonstrate the prescience, intellectual capacity and, being 30, the maturity to tackle the range of complex issues that surround and await us.

One again, welcome to Jamaica and have a successful AGM.

Thank you.