

# AHMED MAHJOUR: BIOGRAPHY

- **Status:** CEO, Tunisia Telecom
- **Education:** M.S. and Ph.D., State University of New York at Stony Brook
- **Employment:**
  - From 1981 to 1994: Professor at the University of King Saoud in Riyadh, Saudi Arabia, then at the University of Tunis.
  - From 1995 to 1997: Director of the Post and Telecommunications Higher Institute of Tunis
  - From 2001 to 2002: Member of the government of Tunisia (Secretary of State for Informatics and Internet)
- **Major Accomplishment:** Transformation of Tunisia Telecom for the last ten years:
  - Restructuring the Company, making it one of the largest & most profitable Tunisian corporations with more than 1.2 billion TND of total revenues and close to 240 Millions TND of net profits for 2007 with an EBITDA of 52%.
  - From a fixed-line operator in 1997, with nearly 650,000 lines and a limited packet switched data network with 3000 subscribers, Tunisia Telecom is now an incumbent operator in Tunisia with 4.2 millions mobile subscribers and nearly 1.2 million PSTN subscribers.
  - Achieved a cumulative average growth rate (CAGR) over the past ~5 years of ~20%.

# Broadband services for Enterprises

TUNISIE TELECOM



اتصالات تونس

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# Broadband Access: An Enabler of Economic Development

- **Several economic studies performed by international bodies (OCDE, Davos, ...) demonstrated that a high penetration of broadband access favors economic development**
- **The reasons most often cited are:**
  - ★ Creation of new services and new usages
  - ★ Cross sector productivity improvements and cost savings
  - ★ Qualitative improvement of business processes thanks to the widespread usage of CRM and ERP applications
  - ★ Development of new business models (e-commerce, e-banking, ...)
  - ★ Development of work or business at home
  - ★ Better capacity building through wider access to online training

# Broadband ADSL

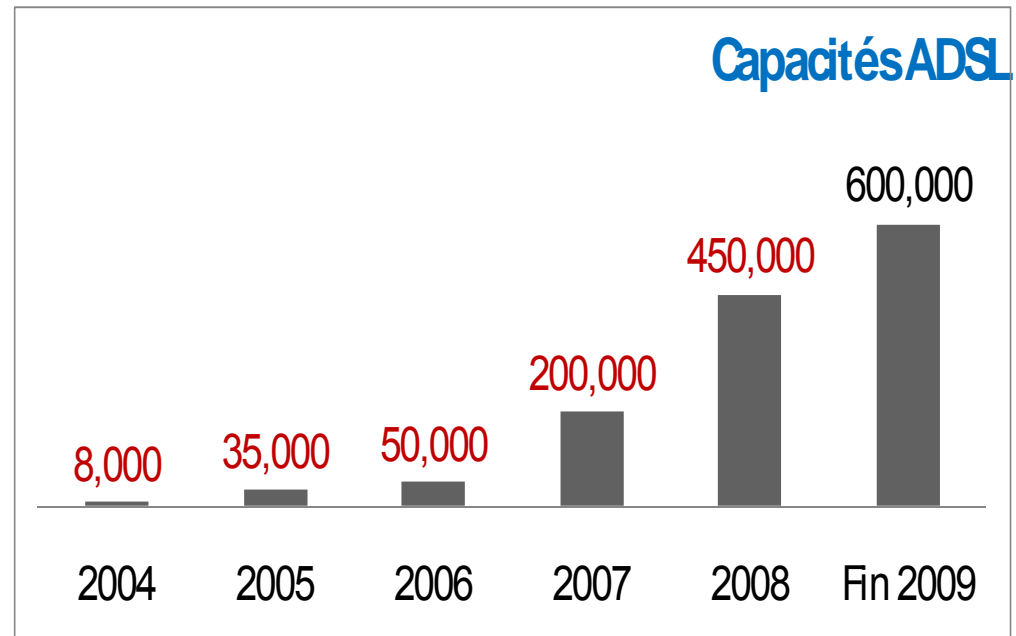
-Tunisie Telecom network has a total ADSL capacity of *300 000 lines* of which *50%* is utilised.

-ADSL penetration ratio on top of the fixed voice subscriber base is: *13.4%*

-ADSL household penetration ratio is: *6.5%*

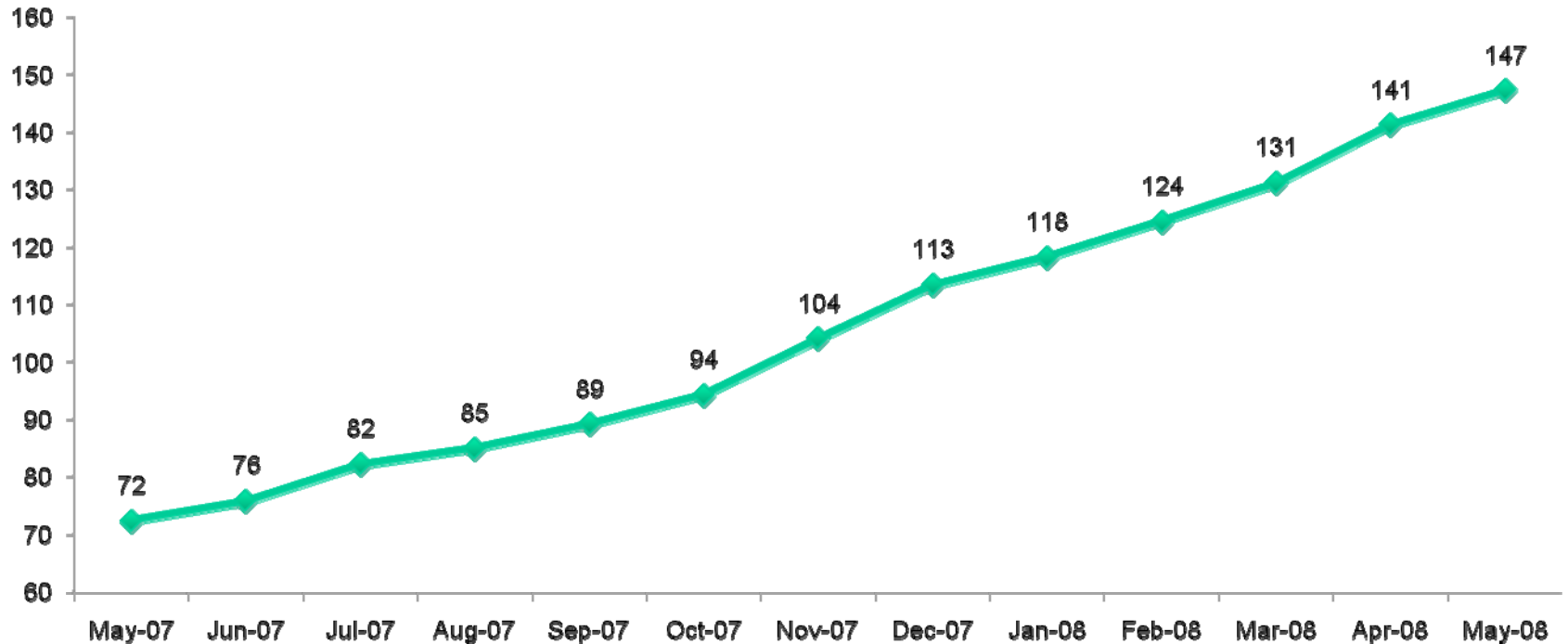
-Entreprises ADSL: a large portfolio of offered speeds going up to 7 Mbit/s

- Available now all over the country.

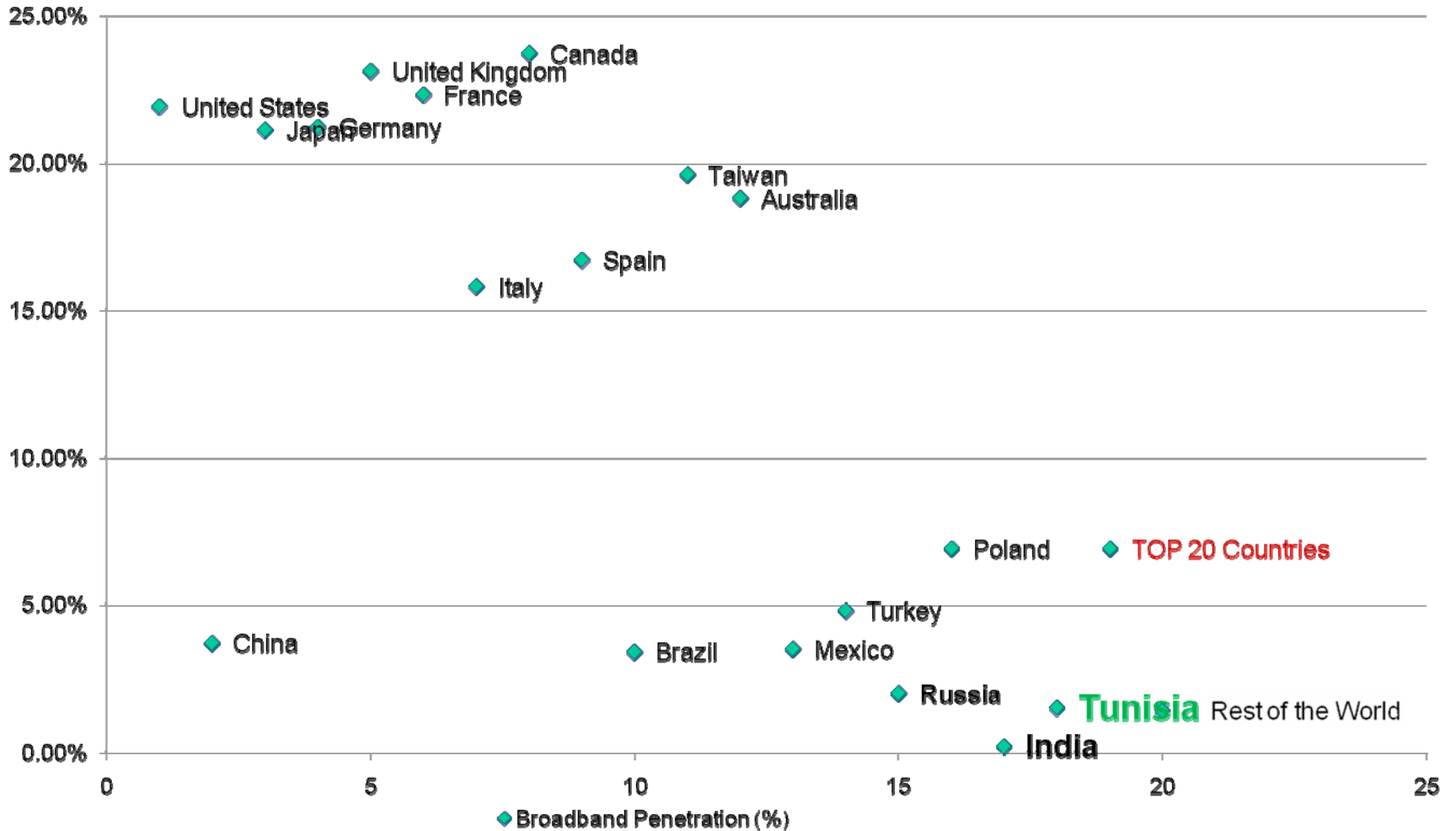


# Broadband Subscribers Evolution

Broadband subscribers number growth rate (May 07 to May 08): **+103%**

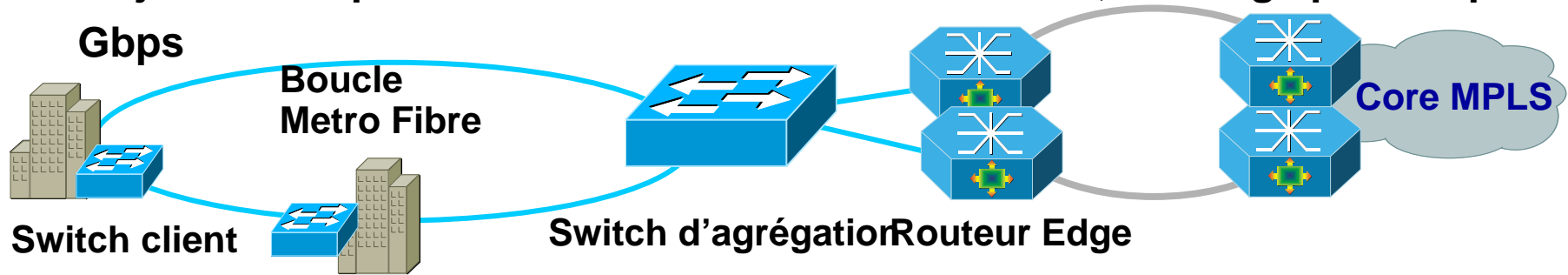


# Worldwide Broadband Penetration



# Very High Speed Access: Fibre to the Building

- **Objective** : implementation of a metro fibre network, offering speeds up to 1 Gbps



- **Target customers: Businesses, Governmental institutions, Universities**
- **Advantages**
  - Very high speed access to IP VPNs
  - Granularity and scalability of offered speeds, up to 1 Gbps
  - Quality of service and security guaranteed
- **Availability:**
  - **17 business districts and 7 industrial zones** in the regions of Tunis, Ariana, Ben Arous et Sfax, End 2008: **30** business districts and **25** industrial zones

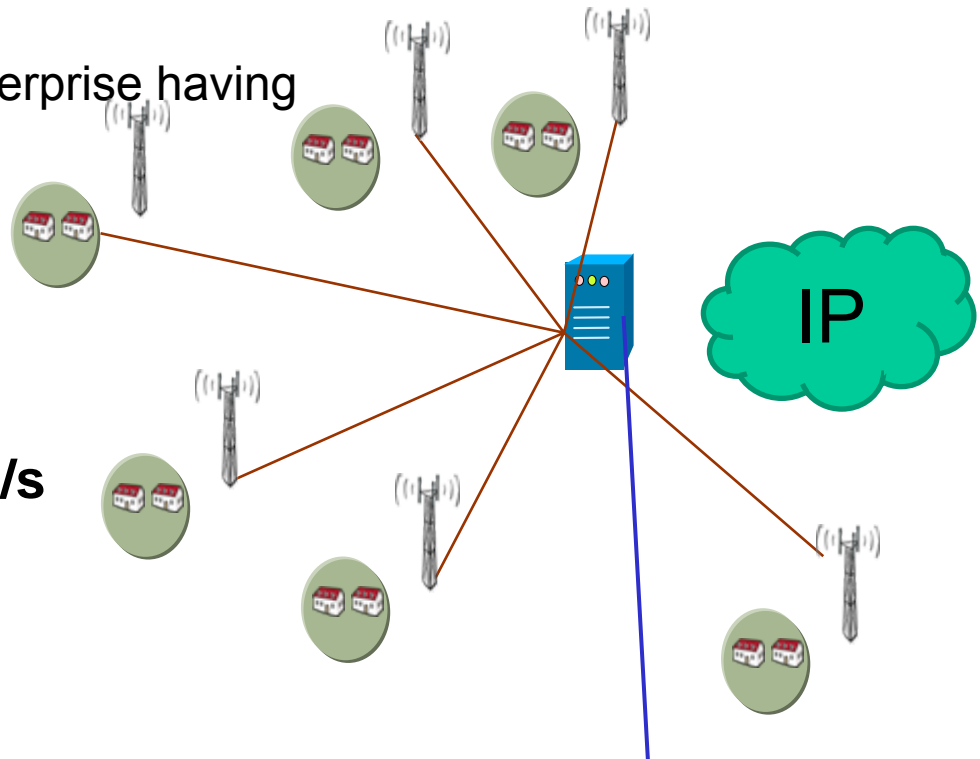
# WiMAX

## ■ Objectives

- ▶ Complete the DSL offer with a radio solution offering broadband connectivity in areas which are:
  - Badly served by the wireline network (long lines)
  - Not covered by the copper access
- ▶ Offer backup connectivity for Enterprise having non secured wireline access

## ■ Service availability: Q4 2008

## ■ Speeds: 512 kbits/s to 2 Mbits/s



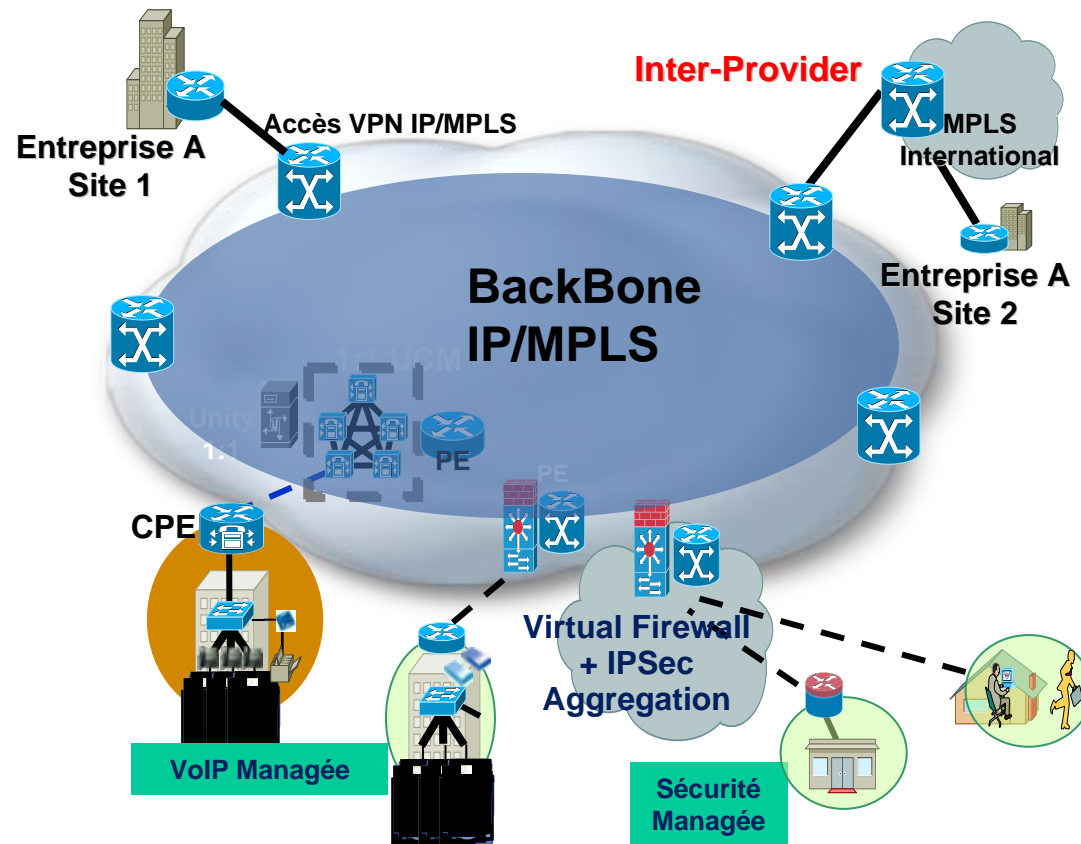
# IP VPN / MPLS service

- **Objective:** Implementation of an IP/MPLS network offering multiservice VPNs to businesses for local and international use.

- **Target customers:** Large & medium businesses and multinationals

- **Advantages**

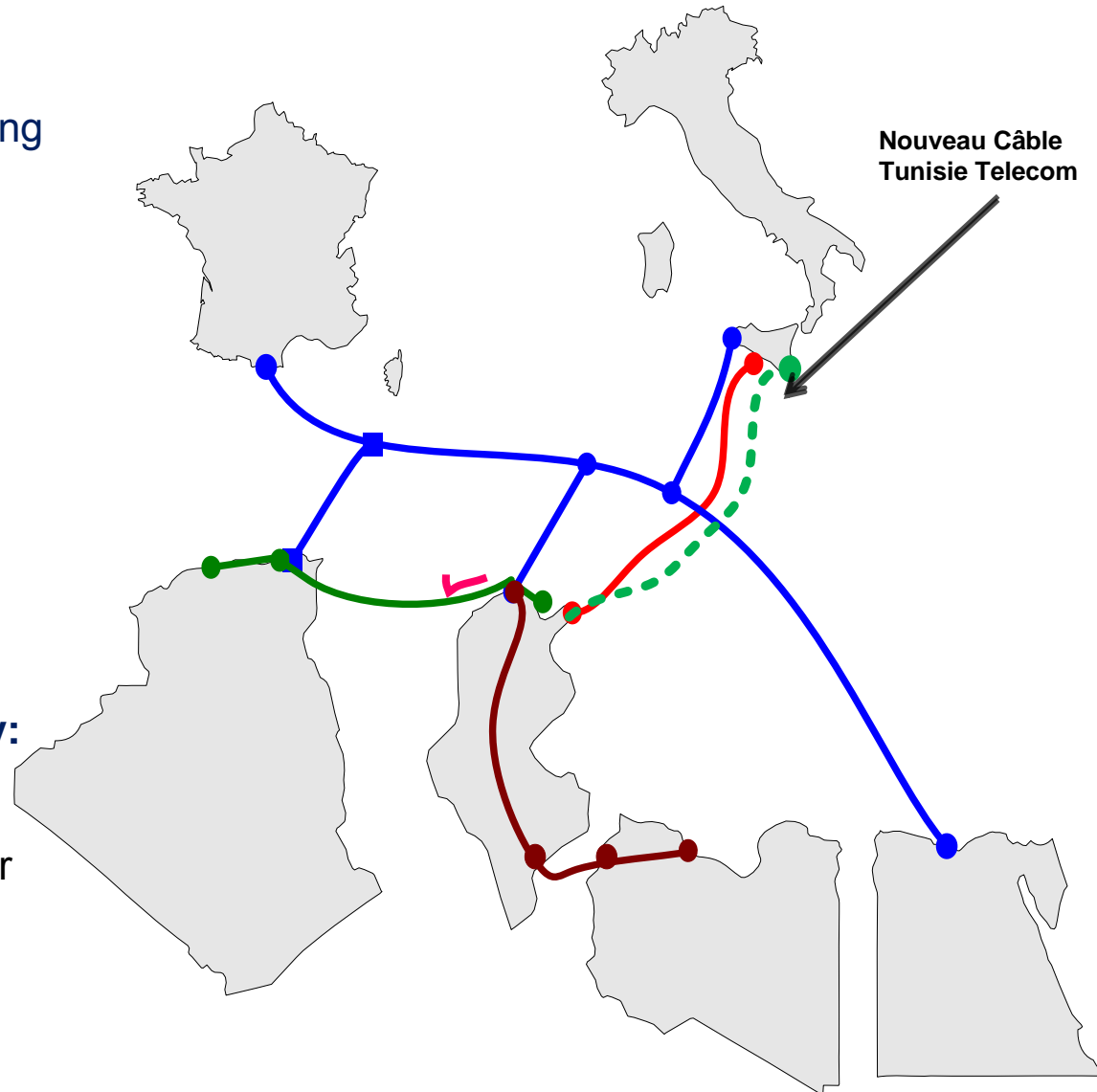
- ▶ **High speed access**-> 1 Gbits/s on fibre
- ▶ **Highly secured access**
- ▶ **A multiservice platform**
- ▶ **Quality of service management**
- ▶ **Managed services** :VoIP, managed security, ...



- **Availability: Q3 2008**

# International Infrastructure: Security and High Capacity

- **2 International Gateways** on two different sub-marine cables, ensuring security and reliability of our international communications.
- **Connection to global networks :** participated to major cable consortiums SEA ME WE IV (to France, Middle East and Asia) and KELTRA (Italie)
- **A third cable is currently under study, will be in service Q4 09**
- **International bandwidth capacity: 5 Gbits/s**
- **Introduction of IP technology:** for international voice transport



# Conclusion

- Tunisie Telecom accelerated in 2008 the deployment of **ADSL 2+** technology, throughout the country allowing higher speeds (up to 20 Mbps).
- In parallel, Tunisie Telecom introduced the Fibre to the Building (FTTB) access for businesses, allowing speeds up to 1 Gbps (500 x current ADSL speed) and the **multiservice platform** IP VPN MPLS.
- FTTB service will be fully available in 30 business districts and 25 industrial zones by year end.
- Tunisie Telecom plans to upgrade its core networks (mobile and fixed) to New Generation Networks during 2008-2009. 17% of our gross earnings are re-invested each year.