



Market situation Orange's perspective

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The mobile market

- Competitive market environment
- Contribution of mobile operators to the development of the economy
- Mobile market penetration
 - Currently 35%
 - We expect 50% to 55% by 2010
- Orange's covers all the major areas in Botswana
- Orange customers
 - 95% pre-paid and 5% post-paid

Issues and concerns

- Cost and availability of leased lines
 - Very high costs
 - Orange's network forced to rely on BTC's network
 - Slow time to delivery of transmission links
- Dependency on BTC's international gateway

the future's bright...

the future's **Orange**

thanks

