Ministry of Telecommunications

Lebanese Telecom sector leveraging the socio-economic development
* Thinking public good vs ROI
* New challenges in the telecom sector, OTT
* Development for who, our Target
* Creating business opportunities
* Knowing our strengths
* Trigger dialogue and debate with stakeholders
* Look for Innovation (youth, education)

*Development, a strategy*
* What about other sectors
  * Agriculture
  * Health
  * ICT production, not only consumption
  * Entrepreneur
  * Education, R&D
  * Technology is not a target, it is a tool

* Development, a strategy
IMPORTANT ANNOUNCEMENT

Subscribers' Lines will not be cut

Due to the ongoing strike of the public sector, subscribers lines, including those that have defaulted from paying the January 2013 bill, will not be cut, pending further communication.

Free lab opened iStream Shop dedicated to test high speeds on the Internet

Sehnaoui: no one will be able to block progress and development in the telecommunications sector.

Sehnaoui in 2013 Arabnet conference: Lebanon can be the core of digital economy

Signing with CYTA For New Submarine Cable

Touch launches a 50% discount package for media members

Launch of the first worldwide live 4G LTE Advanced demo

ANNUAL REPORTS

- 2012 Arabic Annual Report
- 2012 English Annual Reports
- 2012 French Annual Report

MPT PRESENTATIONS

- ITU Measuring the Information Society 2012
- Lebanon ICT sector growth beats global average
* Mobile Internet speed increased by 18 times
  * Average user experience up from 70 Kbps (EDGE) to 1.2 Mbps (3G)
* Fixed Internet speed (DSL) increased by 15 times
  * Average user experience up from 40 Kbps to 600 Kbps

* Benefit of being connected
* Fixed Internet prices decreased by 80%
  * DSL price down from 77$ (1 Mbps) to 16$. Additional 20% discount for Education

* Mobile prices decreased by 40%
  * Touch local calls decreased by 40% daily from 10 pm to 8 am and all day Sunday, for prepaid and postpaid. Alfa local calls decreased by 20% daily from 10 pm to 12 am and by 40% from 12 am to 8 am for prepaid only

* Mobile prices decreased by 72% in different bundles for different ranges of customers
  * Youth Bundle, Postpaid Bundles, Army Bundle, International Bundle, Student Bundle, media bundles

* Blackberry prices decreased by 88% per MB
  * Main plan down from 40$ to 24$, and up from 100MB to 500MB. New plans starting 8$ targeting youth

* Affordability

* Prices to Individuals
* Submarine cable activated capacity increased by 14 times
  * Total activated Lebanese capacity up from 3 Gbps to 43 Gbps

* Submarine cable total capacity increased by
  * Total Lebanese capacity up from 200 to 900 Gbps

* Redundancy and additional capacity secured through the purchase of 24% of the Alexandros cable capacity

* Opening an international highway, removing the bottleneck

* International capacity and submarine cables
* International E1 prices to companies decreased by 84%
  * E1 (2 Mbps) down from 2,700$ to 420$
* International leased line prices to companies decreased by 82%
  * International Leased line down from 15,000$ to 2,700$
* Machine to machine prices decreased by 90%

* Reducing cost to business, more development opportunities
Since May 2012,
* Free Internet at night (from 12 am to 7 am)
* Free internet in public gardens
  * 5 achieved: Sioufi, Sanayeh, Manchiyeh, Jesuites and St. Nicolas.
  * 7 on the way: Jezzine, Zahle, Tallet El Khayyat, Zouk Mikhael, Ballouneh, Burj Hammoud, Saïda.

* Bridging the digital Gap and supporting the information society
* 90% Mobile Penetration Rate
  * (3,782,000/4,200,000)

* 54% of Mobile Phones Users have 1st or 2nd generation smartphones
  * (2,035,000/3,782,000)

* In 20 months, Mobile Broadband subscribers’ base increased by 5 times
  * (Total data subscribers base up from 280,000 to 1,364,000)
* In 20 months, Fixed Broadband subscribers base increased by 32.5%

* Residential household penetration rate up from 20% to 26.5% in 20 months. (Total DSL subscribers base up from 200,000 to 265,000)
* Opening new locations of 7 call centers with expectations to have more than 20 by the end of 2013
* Main changes to Agreement conditions, allowing inbound and outbound, international and domestic
* Creating job opportunities for the Lebanese youth

*Call Centers Reactivations*
* 16 companies applied to be ISPs, all approved by the ministry

* Breaking some oligopolies,
* Open Your Tomorrow
  * Affordable Intel tablets for Youth 20$/month including 1GB - 3G subscription and suitable content
  * Subsidized by MOT and Central bank
  * Offered by Alfa and Touch
  * Future assembly in Lebanon
  * Safe internet access
  * Educational content and Lebanese apps ecosystem
  * World Pilot Project according to Intel
  * 1500 tablets offered to Ministry of Education

* Tablets For Youth

Intel believes that a quality education is a fundamental right of every child. Education is a critical foundation of thriving individuals, families, communities as we all as economies. Notably, technology has an important role in increasing access and in turn improving the quality of education.

For more than a decade, Intel has successfully helped over 100 countries transform their education systems with technology to increase student achievement and create a workforce with the skills necessary to prosper in today's global economy. These countries share a visionary leadership that empowers youth with the right tools and opportunities in order to reach their maximum potential and go on to transform their communities.

In announcing their large reform scale education program, Open Your Tomorrow, Lebanon has joined this visionary group! Open Your Tomorrow is an innovative initiative driven by the Ministry of Telecommunications in collaboration with the Ministry of Education and implemented by local solution provider, Triple C. The initiative will create a disruptive environment for successful education transformation across Lebanon. The students of Lebanon will gain access to the quality education they deserve while all the citizens of Lebanon will benefit from the economic opportunities generated by the effort.

In the last decade, Intel has invested over $1 billion, trained over 10 million teachers and Intel employees have donated over 4 million hours toward improving education in over 100 countries.

To learn more about Intel's commitment to education, visit: www.intel.com/education

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* Mobile Internet Service Providers Licensing
  * Introducing competition on the mobile internet market
  * Customers may buy data plans from any of the following companies:
    Alfa,
    Touch
    Sodetel,
    Idm,
    Cyberia,
    Terranet,
    Broadband plus BBP,
    Wise
Network Operation Center
* Optical Transport Network Project
* DWDM
* Internet Gateway
* IPMPLS
* NGN
* FTTx proposed phases

<table>
<thead>
<tr>
<th>Area/Speed</th>
<th>2013-2016</th>
<th>2017-2020</th>
<th>2021-2025</th>
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<tr>
<td>Urban Areas FTTB</td>
<td>20-100 Mbps</td>
<td>100 Mbps</td>
<td>100 Mbps</td>
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<tr>
<td>Sub-Urban</td>
<td>20 Mbps</td>
<td>20-100 Mbps</td>
<td>100 Mbps</td>
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<td>Rural</td>
<td>8 Mbps</td>
<td>20 Mbps</td>
<td>100 Mbps</td>
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* Digital Zone BDD
  * Surface area of Beirut Digital District
    * today 5,000 m²
    * by the end of 2016: 40,000 m²
  * One to be opened SOON outside Beirut

* Beirut Digital District
* 4G live tests where successfully executed by Alfa at ABC and by Touch at Sassine square

* Hwawei also made a world premiere by aggregating both 1800 and 800 carriers to reach 250Gbps at Sassine square.
* Be The Minister Competition
  * Mohamed Chahrouh – Minister of Telecommunications for one day
  * 200 Young winners of 4G dongles for pilot phase
* Bloggers competition
  * Winner Gino Reaidy – going to Silicon Valley with the minister

* 4G Pilot Phase Competition
* February 5, Safer Internet Day
  * Campaign launched
  * www.e-aman.com
* Lebanon in the top 10 countries with the greatest change in the ICT development index in 2011.

**Table 2.14: IDI – Arab States**

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<td>138</td>
<td>1.55</td>
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</tbody>
</table>

| Average   | 3.77               | 3.52             |

Source: ITU.
Note: Simple average.

**Table 2.7: Top ten economies with greatest 2010-2011 change in the IDI access sub-index, by absolute value change (left) and rank change (right)**

<table>
<thead>
<tr>
<th>IDI rank 2011</th>
<th>Access rank 2011</th>
<th>Country</th>
<th>Access value change 2010-2011</th>
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<tr>
<td>60</td>
<td>66</td>
<td>Brazil</td>
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<td>71</td>
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<td>70</td>
<td>60</td>
<td>Seychelles</td>
<td>0.65</td>
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<tr>
<td>65</td>
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<td>53</td>
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<td>46</td>
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<td>76</td>
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<td>50</td>
<td>48</td>
<td>Uruguay</td>
<td>0.45</td>
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Source: ITU.