



FT World Telecoms Conference

Emerging Markets: The Key to Growth and Survival

7 & 8 NOVEMBER 2007 • THE LANDMARK • LONDON



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Welcome

Dear Delegate,

It is our great pleasure to welcome you to the FT World Telecoms Conference here at The Landmark Hotel in London.

Now in its twenty-seventh year, the FT World Telecoms Conference has become a key date in the industry's calendar and has grown to attract the leading decision makers from across the industry – operators, service providers, investors, and analysts- who come here to get “the big picture”.

The theme of this year's conference is **“Emerging Markets –The Key to Growth and Survival”**. Slowing revenue growth and intense competition in core European and US markets is forcing increasing numbers of players in the global telecommunications industry to look to the world's emerging markets. By 2010, it is predicted that these markets will account for more than 2/3rds of the world's telecom connections, and almost 90% of all growth in the world's mobile sector. The emerging markets are therefore the key, not only to sustaining revenue growth, but also the key to survival.

We hope that you will enjoy what promises to be another successful event and that you will join us for the drinks reception afterwards.

Yours sincerely



Jayne Van Hoen
Director of Conferences
Financial Times

PROGRAMME



DAY ONE • WEDNESDAY 7 NOVEMBER 2007

09:00 Chair's Opening Remarks

Mr Alan Cane, Senior Technology Correspondent, *Financial Times*

09:05 KEYNOTE

Dr Slim Saidi, Head of Telecoms, Saudi Arabia, *KPMG*

09:25 PANEL: The Global Telecommunications Landscape in 2012

- What is the five-year outlook for the world telecommunications industry? How is it performing in relation to other investment opportunities?
- Where will the next growth hotspots be, and what level of growth can be expected in these countries/regions over the next five years?
- What factors power this growth, and what opportunities do they create?

Mr Sureyya Ciliv¹

CEO, *Turkcell Iletisim Hizmetleri A.S.*

Mr Leonid Melamed,² CEO, *Mobile TeleSystems*

Mr Marc Rennard³

EVP International Africa, Middle East and Asia, *ORANGE – France Telecom Group*

Dr Bashir Gwandu⁴

Executive Commissioner, Licensing and Consumer Affairs, *Nigerian Communications Commission (NCC)*

10:55 Coffee Break

11:15 PANEL: Innovation

- How soon until the emerging markets become the new centre of innovation for the world telecoms industry? What factors are driving this move – lower R&D costs, or different user habits?
- Who are the emerging markets consumers and how much will they be spending on telecoms over the next five years?
- In 2003, less than 10% of the world's population had basic internet access. How will communications products and services grow in the emerging markets and how will this be different to the developed world model?

Dr Boris Nemsic

CEO, *Telekom Austria* and CEO, *mobilkom austria*

Mr John Landau⁵

Vice President, Enterprise Products & Services, *VSNL International*

Mr Stefan Oberg⁶

Head of Telecoms, *Skype*

Mr Peter Bladin⁷

Director, *Grameen Technology Centre*
Vice President, *Grameen Foundation*

Mr Steve Hewson

VP of International Operations & Technology, *Europe Verizon Business*

12:45 Networking Lunch Sponsored by MTS

14:00 PANEL: Convergence & Growth Strategies

- What opportunities does the convergence of media and communications industries present in the emerging markets?
- How does the direction and pace of convergence differ in the emerging markets?
- Where is the real value in the value chain?

Session Moderator:

Mr Sean Collins⁸

Chairman, Global Communications and Media Practice, *KPMG*

Mr Tim Manasseh

Vice President, Europe, Middle East and Africa, *Convergys*

Mr Benny Einhorn⁹

Chief Marketing Officer, *Comverse*

Mr Christian Salbaing¹⁰

Deputy Chairman, *Hutchison Whampoa Europe*, & MD, *3Group*

Mr Ragnar Korsæth¹¹

EVP and Head of Global Coordination, *Telenor ASA*

Mr Johan Bergendahl¹²

VP and Chief Marketing Officer, *Ericsson*

15:45 Tea Break

16:00 PANEL: M&A: The Investor Insight

- What will be the dominant trend in the acquisition of global telecoms assets over the next 12 months? What is driving the boom in M&A?
- Which part of the global telecoms value chain will see most activity - is telcos infrastructure going to be the winner? And where will the best deals take place?
- When will emerging markets start snapping up foreign acquisitions in the developed world?

Mr Teijo Pankko¹³

CEO, *Altimo*

Mr Aldo Mareuse¹⁴

Group CFO, *Orascom Telecom Holding*

Mr Carles Esteva Mosso¹⁵

Head of Mergers, Information, Communication and Media, European Commission, *DG Competition*

Ms Anastassia Lauterbach¹⁶

Executive Vice President for Strategy, *T-Mobile International*

17:25 Chair's Closing Remarks

17:30 Drinks reception in Drawing Room

PROGRAMME



DAY TWO • THURSDAY 8 NOVEMBER 2007

09:00 **Chair's Opening Remarks**

09:05 **PANEL: Operating Strategies in Emerging Markets**

- How can firms overcome the weak infrastructure and shortage of skills? It takes time to build both knowledge and real infrastructure, but how long?
- How to work well with local government and overcome the pitfalls of regulation.
- How do operational value chains differ in emerging markets, and how important is it to find the right partners?
- What are the challenges in bringing the right products to consumers? And how does CRM differ?

Mr Ahmad Abdulkarim Julfar, Chief Operating Officer, *Etisalat*

Mr Michael Hofmann,¹⁷ Head of Marketing, *Nokia Siemens Networks*

Mr Massimo Migliuolo, VP Service Provider Emerging Markets, *Cisco*

10:30 Coffee Break

10:50 BREAKOUT ROUND TABLE SESSION

Round Table: Hosted by *Comverse*

Winning the Multiplay Game: Service Providers Score Big as Multiplayers

- Getting into the Game: Why, when and how to become a contender
- Playing by the Rules: What is the required regulatory environment?
- Being Highly Competitive: Technologies and infrastructure that give you a commanding field position
- Taking the Trophy: Winning market strategies



Round Table: Hosted by *Convergys*

Customer Management Consulting

- In an increasingly converged and commoditised market, the quality of the customer experience is both the benchmark by which telco's will be judged and the best source of differentiation and sustainable strategic advantage

Mr Patrick Bossert, Industry Lead Telco and Media, *Convergys*



Round Table: Hosted by *VeriSign*

Identifying and Capitalising on Third-Party Revenue Streams

- Barriers/enablers to off-portal revenues & enabling new services while maintaining control over core infrastructure
- Balancing security implications against ease of access and usability
- Ingesting and distributing branded, licensed content across multiple platforms

Mike Ralph, Director, Telecommunications Sector, *VeriSign*



Round Table: Hosted by *Telenor*

Investor Insight

- Micro economic development in Russia and the CIS
- Resurrection of the Russian consumer
- Regulatory framework
- Challenges?

Mr Kjell-Morten Johnsen, Head of Telenor Russia, and Senior Vice President, *Telenor CEE*



13:15 Networking Lunch

14:00 Close of Conference

Supported by:

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FutureMedia



Speakers



Mr Johan Bergendahl
Vice President and Chief Marketing Officer
Ericsson

Johan Bergendahl is Vice President of Marketing in Group Function Sales and Marketing of Telefonaktiebolaget LM Ericsson with global marketing responsibility for the entire Ericsson offering.

Mr Bergendahl has been with Ericsson since 1989 and held various senior management positions in many parts of the organization. The years with Ericsson has given an extensive knowledge of the telecommunications business and understanding of its potential further development

As of January 1, 2004, Mr Bergendahl is Vice President & CMO for the Ericsson group.

Between 2002-2003, Mr Bergendahl held the position as Vice President and General Manager, Portfolio Management and Marketing at Business Unit Systems.

Between 1999 and 2001 Mr Bergendahl held the position as Vice President, Service Provider and Carrier Networks. In 2001, Mr Bergendahl was appointed Vice President, Business Unit Multiservice Networks, a position he held until 2002.

Between 1995 and 1999 he held various managerial positions within Ericsson and between 1992 and 1995 he was manager for marketing and product management in Ericsson Hewlett Packard Telecommunications (EHPT).

Mr Bergendahl joined Schlumberger Sweden in 1983, and between 1986 and 1989, Mr Bergendahl served as President of Schlumberger Sweden.

Johan Bergendahl, born 1953, graduated with a MSc degree in Mechanical Engineering in 1979.



Mr Peter Bladin
Head of Technology Center
Grameen Foundation

Peter Bladin is the founding Director of the Grameen Technology Center and Vice President of Grameen Foundation. Mr Bladin started his career in the information technology field in 1987 when he came to the U.S. from Sweden to work at Microsoft Corporation. During his ten year career at Microsoft Mr Bladin developed a passion for diverse, global applications of technology.

In his role at the Technology Center Mr Bladin leads the microfinance industry in driving relevant and appropriate technology innovation. He was a founding member of the MTN-Village Phone board, initiating the first public-private partnership to extend telecommunications access to the rural poor. He sat on the Micro development Finance Team, a consortium of microfinance and technology leaders dedicated to designing technology solutions to improve the accessibility and efficiency of microfinance. Most recently he leads the Mifos Initiative, a breakthrough information management platform that will change the way the microfinance industry manages technology.

Mr Bladin has a degree in Mathematics, with minors in programming and economics from the University of Uppsala, Sweden. He sits on the Executive Board of the ITV Connect the World initiative, a global multi-stakeholder effort established to encourage new projects and partnerships to bridge the digital divide. He is a member of the Investment Council at Global Partnerships and is active in various non-profits in Seattle including NPower and Social Venture Partners.



Mr Alan Cane
Senior Technology Correspondent
Financial Times

Dr Alan Cane has written about technology for the Financial Times since 1980. Earlier in his career, he was a research scientist working on plant growth mechanisms.

He has been deputy editor of The Times Higher Education Supplement and editor of the weekly newspaper, Computing.

He was educated at the Universities of London, East Anglia and Nottingham.



Mr Süreyya Ciliv
CEO
Turkcell İletişim Hizmetleri A.S.

Süreyya Ciliv, has acted as the CEO of many multi-national, rapidly growing, high technology companies so far and has an extensive experience in Marketing and Sales. Since 2000, Mr Ciliv has held executive positions in Microsoft World Center in USA. From 1997 to 2000, he was the Country General Manager of Microsoft Turkey in Istanbul. Mr Ciliv co-founded Novasoft Systems Inc in Boston, USA where he was both the CEO and the Chairman of the Board between 1987-1997. Süreyya Ciliv received his MBA degree from Harvard University in 1983. He also has Computer Engineering and Industrial & Operational Engineering degrees from the University of Michigan where he had graduated with honors.

Speakers



Mr Sean Collins

Partner – *Information, Communications and Entertainment Practice (“ICE”)*
Chairman of *KPMG’s Global Communications & Media Practice*

Sean Collins has a MA in Classics, Cambridge University and is a Fellow of the ICAEW. Sean joined KPMG in 1972 and became a partner in 1985 when commenced a four year secondment to KPMG Kuala Lumpur. Back in London in 1989, Sean developed an increasing specialisation in telecommunications and media. He provides support and direction to the KPMG teams providing audit and non-audit services to KPMG’s major clients worldwide.

Sean is an experienced partner in KPMG’s Information, Communications and Entertainment (ICE) practice, having previously worked in KPMG’s Financial Services practice. He has served as group audit partner for a number of major international clients, co-ordinating KPMG audit services on a worldwide basis.



Mr Benny Einhorn

Chief Marketing Officer
Comverse

Benny Einhorn as the Chief Marketing Officer of Comverse is responsible for managing the company’s global marketing activities. Among his areas of responsibility are: Product Marketing and Management, Business Development and Strategic Partnerships, Marketing Communications and the office of the CTO.

Mr Einhorn joined Comverse in 2001. Before that, he served as Executive Vice President of the Telecommunications Division of Discount Investment Corporation, one of Israel’s largest and most prominent holding companies, where he managed investments and strategic involvement in telecommunication related business ventures with a string high value and growth potential.

He also garnered rich telecom experience at Pelephone, a leading cellular communications provider in Israel, where he served as an Executive Vice President for Sales and Marketing.

Mr Einhorn has also held executive sales and marketing positions at Indigo NV, Optrotec, Inc and Digital (DEC) Israel.

Mr Einhorn is a graduate of Tel Aviv University, from which he received a Bachelor of Science degree in Industrial Engineering (with excellence) in 1981 and an MBA degree in 1984.



Mr Carles Esteva Mosso

Head of Mergers, Information, Communication and Media
European Commission - DG Competition

Carles Esteva is the head of the Merger Policy Unit in the Competition Directorate General of the European Commission. Between 1999 and 2004, he was a member of the cabinet of the European Commissioner for Competition Policy, Mario Monti. In this capacity, he advised the commissioner on merger control, antitrust and cartel policy.

Before joining Mario Monti’s cabinet, Carles Esteva worked in several areas in DG Competition, including the Merger Task Force and the antitrust unit in charge of the financial sector. In these positions he handled cases such as Amex/Visa; IRI/Nielsen; Coca-Cola/Schweppes or Banco Santader/Champalimaud.



Dr Bashir Gwandu

Executive Commissioner, Licensing and Consumer Affairs
Nigerian Communications Commission

Dr Bashir Gwandu, Holds a number of postgraduate degrees in Telecommunications Engineering; and taught Electronic/Electrical Engineering at different Universities in the UK and Nigeria. He also holds an MBA in Finance from the Birmingham Business School. Dr Gwandu has designed many devices that are used in the telecom industry some of which have been patented in Europe and United States. He is a Chartered Electrical Engineer, and a full member of the 3 main International Electrical Engineering Institutes, i.e. The IEE UK, IEEE USA, and IEICE Japan and has published over 36 Electronic and Electrical Engineering research papers in world-class Electrical Engineering journals and conference proceedings. He is one of the reviewers who vet research papers for publication in 2 of the most prestigious IEEE Journals dealing with Optical Communications. In addition to lecturing, Dr Gwandu worked both as Finance analyst/Forensic Accountant at ABR Associates and Hays Finance before returning to Nigeria.

Since 2002, Dr Bashir Gwandu has been involved in research work on regulation of Utilities. He was also one of the engineers invited as part of the Institution of Electrical Engineers (IEE) team to outline policy issues for the UK Energy White-paper. He was also a regular contributor to IEE/Ofcom consultation on spectrum management issues. In particular, Dr Bashir Gwandu’s MBA research work was on Utility market design for Nigeria, with focus on Restructuring, Regulatory and Tariff Setting Challenges.

His major research focus and publications are in the areas of UHF/VHF transceivers, Optical communications, DWDM filters, add-and-drop filters, Radio-on-fibre filters, Fibre lasers, Microwave and RF systems, Dispersion management in long-haul optical fibre links, Erbium-doped Fibre Amplifiers (EDFAs), Optical fibre sensors, Underwater transducers, Digital modem design, Methods for requirements capture and analysis, etc

Speakers

Dr Gwandu is currently the Executive Commissioner for Engineering and Technical Standards at the Nigerian Communications Commission (NCC); supervising Spectrum planning and management, Quality of Service Monitoring and Network Optimization, Equipment Type-approval, Numbering Plan, Allocation and Management. He was the Executive Commissioner in Charge of Licensing/Market operations and Consumer Affairs of the NCC until Jun 07. At Licensing, Dr Gwandu supervised the Interconnect rate determination of Sept 2006 that led improved competition thereby leading to significant reduction in telecom Tariff in Nigeria, the re-classification of Sales and Installation Licenses to Class Category which has encouraged SMEs Entry into the Market, the Issuance of all the 17 Unified- and hundreds of other Licenses in Nigeria that led to increased competition, the Liberalization of International Gateway for GSM operators that allows for carrying of 3rd Party Traffic thereby reducing tariff for international calls, the elongation of Credit Validity period beyond 90days on every Revenue Generating Event which has cut down consumer loses and inconveniences, the introduction of Anti- Mobile Phone Theft Scheme in Nigeria to curtail phone theft, the introduction of Tariff Comparison Platform for Consumers so as to aid choice, the abolishing charges to Customer Care Lines, the Limiting of waiting times for answer on Customer Care Lines, the Management of the Nigerian Internet Exchange project for the ICT Industry, the Improvement of Credit Control system of the NCC, the first ever NCC investigation into the State of the Quality of Service (QoS) of the Nigerian Telecom Networks, and many other important regulatory policies of the NCC in 2006 -2007.

Dr Gwandu was part of the Launch Committee of the recently Launched Nigerian Communications Satellite (NigComsat-1) and is currently on the Board of the NigComSat Ltd, and the NCC, and was until recently on the Board of Digital Bridge Institute in Nigeria.



Mr Steve Hewson

Vice President, Operations & Technology – Europe
Verizon Business

Steve Hewson heads up operations and technology for Verizon Business in Europe. In this role Mr Hewson oversees the plan, build (including third party integration), operations and service provision of the company's network in this region. Mr Hewson joined the company (MFS) in 1995 and has held a number of positions with increasing responsibility for the majority of network design and build, voice over IP, transport and data.

Always working in the international arena, Mr Hewson was at BT prior to joining Verizon Business. He was involved with its correspondent business as well as being an integral player in the company's global network expansion, both with own built and the original Concert project.

Mr Hewson has an honours degree in Electrical and Electronic Engineering from the University of Leeds. He is based at the company's international headquarters in Reading, U.K. Hewson is married with three children and is a lifelong Leeds United supporter.



Mr Michael Hofmann

Head of Marketing
Nokia Siemens Networks

Michael Hofmann heads Marketing for Nokia Siemens Networks. Joining Nokia in April 2005 as the Head of Services Marketing & Sales for the Networks Business Unit, he became the head of Services following the announcement of the Nokia Siemens Networks merger in mid 2006. In addition to this position, Mr Hofmann also led the integration of the Marketing teams from Nokia and Siemens.

Mr Hofmann joined Nokia from T-Systems in Germany, a division of Deutsche Telekom, where he led their entire international business, focusing specifically on IT outsourcing and network services. Prior to T-Systems, he worked for eight years with Sony Germany in senior management positions ranging from corporate planning and control to logistics and IT, eventually heading all support functions in the Executive Board.

Of German/Cuban origin, he started his career with a German investment bank specializing in joint ventures in developing countries, and later on spent several years managing business consulting companies in Mexico and Chile.



Mr Ahmad Abdulkarim Julfar

Chief Operating Officer
Etisalat

A17-year veteran of the telecommunications industry, Ahmad Abdulkarim Julfar has worked in various roles at Etisalat. He has been responsible for a large number of the company's innovations and initiatives. As COO, he has overall operational responsibilities over the Engineering, Marketing and IT departments, and all the regions of Etisalat's operations.

Mr. Julfar joined Etisalat in 1986 as a graduate trainee in the Access Network Planning Section. He has worked in many departments throughout the Corporation, and as a result, has developed strong competencies in Telecommunication Network Planning, Installation and Operations Activity, as well as Customer Service. Prior to becoming COO, Mr Julfar was the General Manager of Etisalat's Dubai Region and eCompany, the Internet arm of Etisalat. At eCompany, he spearheaded the launch of the comprehensive eBusiness initiative and the e4me payment portal.

Mr Julfar has a Bachelor's Degree in Civil Engineering and Computer Science from Gonzaga University, Washington, USA.

Speakers



Mr Ragnar Korsæth
EVP and Head of Global Coordination
Telenor

Ragnar Korsæth, Executive Vice President and Head of Global Coordination has served as Executive Vice President and Head of Global Coordination since January 2006. Mr Korsæth joined Telenor in 1997, and has held a number of senior positions, including Chief Operating Officer of Telenor International Mobile, Chief Financial Officer of Telenor Mobile and Finance Director at Telenor International.

Mr Korsæth holds a Master of Science in Business Administration from the Norwegian School of Economics and Business Administration in Bergen and has additional qualifications as Certified Financial Analyst (EFFAS) from the Norwegian School of Business and Administration in Bergen.



Mr John Landau
Vice President, Enterprise Products & Services
VSNL International

John Landau is the Vice President of Enterprise Products for VSNL. He is responsible for the Company's worldwide network services and managed services offerings for the enterprise market.

Prior to joining VSNL, Mr Landau was Vice President of Corporate Marketing at Teleglobe, which was acquired by VSNL in February 2006. He joined Teleglobe through Teleglobe's acquisition of Voice over IP pioneer ITXC June 2004, where he was Executive Vice President of Product Management. Prior to joining ITXC in 2002, Mr Landau was Vice President of Product Marketing for computer telephony market leader Dialogic Corp from its IPO announcement in 1993 through its acquisition by Intel in 1999, where he stayed on for three years as Director of Technology for the Communications Product Group.



Mrs Anastassia Lauterbach
Executive Vice President for Strategy
T-Mobile International

Anastassia Lauterbach was appointed Executive Vice President for Strategy at T-Mobile International in 2006 where she is responsible for driving group strategy, reporting directly to the Management Board.

Prior to joining T-Mobile, Ms Lauterbach held a senior role at Daimler Chrysler Financial Services, helping to harmonize credit and insurance operations, establish a business process management practice, and was involved in the divestiture of non-core businesses of former Debit.

Preceding this point in her career, Ms Lauterbach held a consulting role at McKinsey & Company where she focused on issues of cost cutting, performance optimization, post-merger integration and strategy, and began her career in the Corporate Underwriting department of Munich Reinsurance Company, the world's largest re-insurer, where she concentrated on the privatization of the Social Security Scheme and long-term casualty risks in international markets. Ms Lauterbach has a PhD in linguistics and psychology from the University of Bonn.



Mr Tim Manasseh
Vice President EMEA
Convergys Corporation

Tim Manasseh is Vice President for Convergys' strategic customer care and technology and outsourcing initiatives throughout Europe, the Middle East, and Africa (EMEA). Mr Manasseh reports to Riki Allon, Senior Vice President and General Manager EMEA Convergys Ltd, and is located in Cambridge, England.

Prior to joining Convergys, Mr Manasseh was at Atos Origin following the sale of KPMG Consulting to Atos Origin. He was responsible for sales of consulting, systems integration and outsourcing services to clients in a number of industry verticals, and latterly was a Vice President in the Global Telecoms team.

Previously, Mr Manasseh was a Partner at KPMG Consulting based in London where he lead transformational business and technology engagements at clients in a variety of industry verticals in Europe. He also completed a 4 year secondment to KPMG LLC where he served on the leadership team of KPMG's High Tech practice in Palo Alto, California, and was a founding Partner of KPMG's Enterprise Business Transformation practice. Prior to this Mr Manasseh had 10 years of European and US experience in sales and marketing at Procter & Gamble

Speakers



Mr Aldo Mareuse

Group CFO
Orascom Telecom Holding

Aldo Mareuse, is Group Chief Financial Officer of Orascom Telecom Holding S.A.E., a position he has held since 2002. He is a member of the board of directors of OTA (Algeria), ECMS (Egypt), Mobilink (Pakistan) and OTT (Tunisia) all Orascom Telecom GSM subsidiaries among others, a member of the board of directors of Wind, a mobile and fixed telecommunication operator in Italy and of Hutchison Telecom International Ltd, an emerging market mobile and fixed telecommunication operator headquartered in Hong Kong.

Prior to joining Orascom Telecom, he worked from 1990 to 2002 in various positions and locations in the investment banking division of Credit Suisse First Boston ("CSFB"). His last position within CSFB was managing director in the investment banking division, telecommunications group.

He holds an Engineering degree from Ecole Centrale de Lyon (France)



Mr Leonid Melamed

CEO
Mobile TeleSystems

CEO and President of MTS from June 14, 2006. Member of the BoD of MTS from June 23, 2006.

Leonid Melamed was born on July 11, 1967 in Moscow. He is a graduate of the Sechenov Moscow Medical Academy and holds PhD in Medicine.

Mr Melamed had been with ROSNO since the Company's founding in 1991. From February 1992, he served as Director of ROSNO's Centre for Medical Insurance. In June 1992 he held the position of Deputy Chairman of the Management Board and, from 1993, First Deputy Chairman of the Management Board. From September 1997, he served as First Deputy Director General and, from March 2001, as First Deputy Director General-Executive Director. Mr Melamed had held the position of Director General and Chairman of the Management Board of ROSNO since September 15, 2003. He is a member of ROSNO's BoD.

In 2004 Mr Melamed was elected Chairman of the Expert Council in Insurance Legislation, part of the State Duma Committee on Credit Organizations and Financial Markets. In 2007 he was put in the list of "250 Young Global Leaders" by World Financial Forum.



Mr Massimo Migliuolo

Vice President, Service Provider, Emerging Markets
Cisco

Massimo Migliuolo is Vice President of the Service Provider business for the Emerging Markets Theatre at Cisco Systems Inc., the worldwide leader in networking, transforming how people connect, communicate and collaborate.

Massimo has led the Service Provider organisation since August 2006, which currently accounts for more than 35% of Cisco's Emerging Markets business (by segment). Cisco's Emerging Markets Theatre covers four key regions: Central and Eastern Europe (CEE), Russia and the Commonwealth of Independent States (RCIS), Latin America (LATAM) and Middle East, Africa (MEA).

Key engagements for Cisco include advising country and service provider leaders about their Information and Communication technology (ICT) and broadband strategy, enabling the built-out of Digital Cities across the Middle East, in addition to the creation of a Public and Safety Virtual Service Provider (VSP) in Latin America.

Recognised as an innovator and thought leader in Cisco, Massimo is focused on creating new business models and developing new solutions to help Service Providers, as well as Governments, continue their transformational broadband build-out in the Emerging Markets. In particular, Massimo is leading Cisco's vision of a Virtual Service Provider (VSP), enabled through his passion for and knowledge of linking market segments to create greater opportunity for Cisco's customers.

Previously, Massimo was responsible for developing Cisco's global mobile strategy and implementing the company's vision for mobile Service Providers. Under Massimo's leadership, Cisco's mobility business tripled and his team enabled Cisco's sales force with revenue-generating and cost-reducing solutions to accelerate growth. Massimo also focused on creating new markets and business models to continuously generate value in the form of new services to end-users. Massimo was able to significantly drive growth for Cisco by brokering key mobile alliances and partnerships to help scale the business.

Massimo joined Cisco eight years ago from Lucent Technologies and previously worked at AT&T, where he was engaged in the development of their mobile market.

Having graduated from the Bocconi University in Milan, with a degree in Business Economics, Massimo spent three years in the Oil Industry, before joining the telecommunications industry.

Speakers



Dr Boris Nemsic

CEO
Telekom Austria
CEO
mobilkom austria

Boris Nemsic joined mobilkom austria in 1997 as director of the Network Planning department. After winning the tender for a GSM license in Croatia in 1998, Mr Nemsic became CEO of the new operator. In 2000 he was appointed CEO of mobilkom austria, a wholly-owned subsidiary of Telekom Austria. In 2002 he was made COO Wireless and board member at Telekom Austria. Since May 2006, Boris Nemsic has been CEO of the Telekom Austria Group and CEO of mobilkom austria. Mr Nemsic is an internationally renowned telecommunications expert.



Mr Stefan Öberg

Head of Telecoms
Skype

Stefan Öberg is responsible for Skype's Telecom and Desktop products, Skype Hardware and for usability across all Skype product lines. Skype Desktop products include the flagship Windows product as well as Skype for Mac and Skype for Linux. Skype Hardware includes the development of dedicated Skype devices, such as WiFi-phones and telephone adapter boxes, as well as managing relations with global partners that produce accessories such as headsets and web cameras.

Prior to Skype, Mr Öberg served seven years in different positions at Tele2, the Swedish telecom operator initially in Sweden and later in Estonia. In his last assignment he was responsible for the rollout of Tele2 mobile telephony in Russia, where he launched 11 turn-key GSM operators all over the country.

Mr Öberg was also the founder and chairman of Trigger Software, a wholly-owned subsidiary to Tele2, and the development company behind Everyday.com, and many other innovative services in the mobile and internet spheres.

Before joining Tele2, Mr Öberg spent five years at Electrolux, the Swedish world leading household appliances company. Working with global marketing of the Electrolux brand, he was responsible for bringing Electrolux to the web, as one of the first listed companies in its industry.

Mr Öberg earned a Masters in Business Administration in Information Management and Finance from Handelshögskolan in Stockholm, Sweden and a scholarship from McGill University, Canada.



Mr Teijo Pankko

CFO
Altimo

Teijo Pankko has been with Altimo, a leading \$20 billion international telecoms investment group, since July 2006, when he joined as CFO and as a board member. He'd previously been at Financial Corporation Uralsib, where he held the position of CFO and been a board member since 2005. Prior to that, he was CFO and a board member at Alfa Bank. He held various finance and treasury related positions before that at both financial institutions and other companies since starting his career in 1985. His education includes a Masters Degree in Economics from The Business School of Economics (Helsinki, Finland), 1988, and a Masters Degree in Finance from the Moscow Government Social University (Moscow, Russia), 2003.



Mr Marc Rennard

EVP International Africa, Middle East and Asia
Orange – France Telecom Group

Marc Rennard is Executive Vice President of Orange - France Telecom Group, in charge of Africa, Middle East and Asia since 2006, and Chairman, and/or member of the Board of several international Fixed-line, Mobile and Internet subsidiaries since 2004.

He was formerly Vice President of International Operations at the International Division of France Telecom.

He was Chairman and Chief Executive Officer of UNI2, telecommunications operator, a France Telecom subsidiary in Spain (03/04).

Mr Rennard was Deputy Managing Director of TDF (96/02), Chairman of TDF VIDEO SERVICE (96/02), Chairman of TDF Câble (92/96 and 01/03), Commercial Director of TDF (92/96).

He was Managing Director of «Société des Montagnes de l'Arc», «Groupe Caisse des Dépôts» (89/92), Managing Director (86/89), Agency Director (84/85) and Consultant (82/83) of CEREP COMMUNICATION, surveys manager at ISEOR (79/81).

Speakers



Dr Slim Saidi

Head of Telecoms, Saudi Arabia
KPMG

Dr Slim Saidi is a recognized International Telecommunications Expert. Before joining KPMG in the Riyadh office, he was carrying out his own advisory practice providing advice and assistance to Sub-Saharan African and Middle Eastern ICT decision makers and insights into those markets. Dr Saidi carries an extensive experience in the African and Middle Eastern telecommunications sector.

He has had multiple assignments in Tunisia, Algeria, Cameroon, Mali, Chad, Mauritania, Yemen and other African and Middle Eastern countries. Since 2001 Slim Saidi has been advising many CEO's and executive decision makers; He acted as the Strategic Advisor for the CEO's of Cameroon Telecommunications, SOTELMA (Mali) and Tunisie Telecom. Prior to that, he was part of Global Supply Chain Competency Centre leadership of (Arthur) Andersen. He was co-leading a team that was in charge of developing and deploying, worldwide, a new consulting and improvement methodology and tools and has in that context also delivered a major consulting engagement to Bell Canada. Currently and in his role of Leader of Telcos, he is assisting major operators such as ETIHAD ETISALAT, Saudi Telecom and Qatar Telecom.

Dr Saidi is a frequent speaker at conferences and international symposia; he has also taught at prestigious universities such as Bishop's University-Canada, École Polytechnique -Canada, National Telecommunications School-Tunisia. He holds a Principal Engineer degree in Industrial Engineering from the National Engineering School of Tunis (ENIT), a Ph.D. in Applied Mathematics from the École Polytechnique of Montreal and a Graduate Diploma in Business Administration (D.S.A) from the HEC Business School in Montreal.



Mr Christian Salbaing

Deputy Chairman
Hutchison Whampoa Europe
MD
3Group

Christian Salbaing is Deputy Chairman of Hutchison Whampoa Europe Limited and Managing Director - European Telecommunications of Hutchison Europe Telecommunications Limited ("H3G Europe"). H3G Europe is Hutchison Whampoa's (HWL) principal European holding company for its 3G businesses in Europe.

Since joining HWL in January 2001, he has overseen the coordinated rollout of HWL's 3 Group businesses in Europe. He has also been actively involved with the expansion of A.S. Watson's health and beauty businesses in Europe and with projects involving HWL's Ports division.

Mr Salbaing's responsibilities include representing HWL's businesses across Europe, particularly with the European Commission and Member governments. He is also responsible for the Group's European Corporate Headquarters in London, as well as Group European corporate, regulatory and public affairs.

Mr Salbaing is a member of the ITU Telecom Board and sits on the Strategy Committee of the GSM Association Board.

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ECTA's annual Telecoms Regulatory Conference 28-30th November 2007 in Brussels is considered to be one of the primary industry events for the sector and brings together key stakeholders from the European regulatory and public affairs arena to present current thinking on critical issues affecting regulation, legal and competition issues in the electronic communications industry

For more information, see www.ectaportal.com/regulatory07.



Formed in 1996, The **UMTS Forum** is an international industry association committed to the success of Third Generation (3G) UMTS mobile systems. Bringing together players from across the mobile industry on a peer-to-peer basis, The UMTS Forum promotes a common vision of 3G/UMTS and its long term evolution as well as its worldwide commercial success. Membership of The UMTS Forum is open to all organisations with a commercial interest in 3G/UMTS mobile – including fixed and mobile network operators, infrastructure vendors, terminal device manufacturers, regulators, media/content providers and developers of 3G/UMTS services and applications.

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Welcome to the FT World Telecommunication Conference, from Sean Collins, Chairman, KPMG Global Communications and Media Practice.

It is my pleasure to welcome you to the KPMG sponsored FT World Telecommunications Conference. It promises to be two days of topical panel discussion and presentations from key figures across the telecommunications industry.

The theme of this year's conference is Emerging Markets: the Key to **Growth and Survival**.

By 2010 over half of all mobile subscribers will live in the 'developing world', so it is easy to appreciate why emerging markets are becoming such an important consideration for the Telecoms sector. For Western companies operating in saturated domestic markets, future growth strategies simply have to incorporate expansion in to these new markets.

The growth of emerging markets brings a wealth of opportunities, as well as potential threats, to the established players in the West.

The rapid growth of the middle classes in countries like China and India provides a seemingly endless supply of new customers, many of whom are becoming consumers for the first time in their lives. Currently, an average 7 million new mobile phones are registered in India each month and 6 million in China.

The next stage will see the large operators in these emerging markets turn their attention internationally, opening up a new era of co-existence and competition with existing Western operators.

By investing in this dynamic area KPMG as an Audit, TAX and Advisory firm anticipates financial and commercial opportunities and exciting times ahead.

While these new opportunities are helping to shape the future, it is equally important to focus on the impact that convergence continues to have on the established telecoms sector. With this issue in mind, KPMG will be launching a new report during the conference, entitled Consumers and Convergence, it will focus on the challenges and opportunities next generation consumer needs will bring for the sector.

I look forward to meeting you all at this important event and discussing the mutual business and technological opportunities we all share.

I hope you enjoy the conference, please do take the opportunity to visit the KPMG stand to get your copy of our latest Consumers & Convergence Report.

Sean Collins
KPMG

International Arrivals

Time

Location

Status

18:45

City of London

HQ Established

19:59

Europe

Established

20:04

China

Operating

20:07

India

Just Landed

20:08

Brazil

On Schedule

20:09

Russia

On Schedule

20:10

? Vietnam?

Wait in lounge

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8th Annual ECTA Regulatory Conference 2007

28 - 30 November 2007, MCE Management Centre Europe, Brussels

Speakers include:

Commissioner Viviane Reding, DG Infoso, EU Commission

Mag. Matjaz Jansa, Director General, Slovenian Ministry of the Economy, Directorate for Electronic Communications

Emmanuel Gabla, Chef du Service des Technologies et de la société de l'information, Ministère de l'Economie

Kiyoshi Mori, Vice-Minister for Policy Coordination (International Affairs), MIC (Japanese Ministry)

Roberto Viola, General Secretary, AGCOM

Lord David Currie, Chairman, Ofcom

Gabrielle Gauthey, Member of the Board, ARCEP

Dr Iris Henseler-Unger, Vice President, BNetzA

Dennis Weller, Chief Economist, Verizon

Cecilio Madero, Director of Directorate C – Information, Communication and Media, Commission (DG Comp)

Topics for debate:

Driving investment in telecoms
Exchange on the EU communications review proposals
The role of competition law in the telecoms sector
Functional separation
Next Generation regulation
Mobile services and fixed-mobile convergence
Liberalising spectrum

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GENERAL INFO

LOCATION

The Conference will take place in the Ballroom, with registration taking place in the Drawing Room of the Landmark Hotel.

LUNCH AND REFRESHMENTS

All refreshments will be served in the Drawing Room from 8:00 and during break periods. A buffet lunch will be served in the Drawing Room at the end of the morning session on both days.

DRINKS RECEPTION

A drinks reception will take place in the Drawing Room from 17:30 on Wednesday, 7 November 2007.

FEEDBACK FORMS

We will request regular feedback on the programme during Wednesday and Thursday via the 'Spot Me' device that you will be issued with at registration.

MOBILE PHONES

As a courtesy to other delegates, please ensure your mobile phone is switched off while in the Conference room.

SECURITY

For security reasons it is important that you wear your conference badge at all times.

CLOAKROOM

There are cloakrooms located at the front and back of the hotel.

FIRE PROCEDURE

All delegates need to be aware of the procedures to be followed in the event of fire or if the fire alarm is sounded. Please familiarise yourself with the nearest emergency exits. If you discover a fire, immediately operate the nearest break glass call point, and notify a member of the conference or hotel staff. On hearing the alarm you should proceed immediately to the assembly point located on the hotel forecourt.

SPEAKER PRESENTATIONS AND AUDIO DOWNLOADS

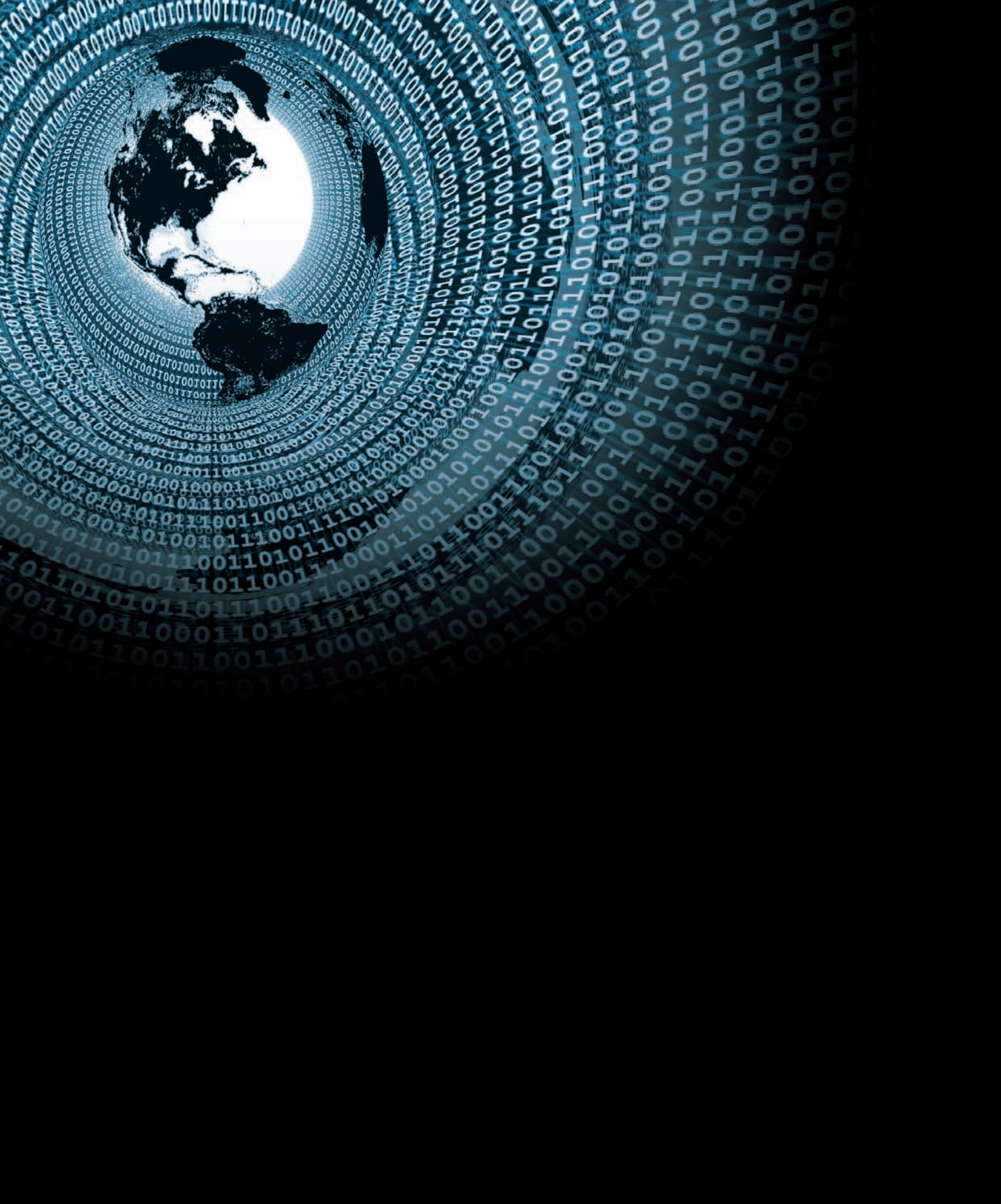
These will be available to download from the FT Conferences website from Monday 19 November.

The access details are: www.ftconferences.com/communications

Username/email address: fttelecoms07@ft.com

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