

Company Profile

MTECH Communications Group



MTECH
communications
MPOWERING THE MOBILE GENERATION

ABOUT MTECH

MTech Communications PLC is Africa's leading mobile content and media interactivity provider with operations in Nigeria, Kenya, Uganda, Tanzania, Malawi, Zambia,, South Africa, Rwanda, Swaziland, Cameroon, Cote d'Ivoire and Ghana. Since inception in 2001, MTech has been at the front in launching Value Added Service products to support business objectives of telecom operators in all her country of operations. MTech works with mobile telephone operators and media organizations to develop, launch and run value added services for mobile users. Since then, the company has extended its services to operators, organizations and subscribers across Africa, and also grown to become MTech Communications Plc, following its enlistment on the Nigeria Stock Exchange in 2009. This milestone makes it the first Value Added service provider in Nigeria to attain this achievement.

MTECH SERVICES

Utilizing various channels and technologies, MTech provides services to the Mobile Network Operators, Enterprises, Developers as well as Government agencies. Some of the services we provide are listed below:

Network Operators

- Content Development
- Content Aggregation
- Digital Music Distribution
- Subscription-Based services
- Mobile Solutions - Conceptualization & Development
- Mobile Applications Development

Enterprise

- Mobile Marketing
- Mobile Advertising
- Mobile Application Development
- Mobile Promotions Service
- Virtual Airtime Top-Up Solution
- Digital Distribution of Music Content
- Media Solutions
- Enterprise Messaging
- SMS Reseller Service
- Shortcode Aggregation
- Inbound & Outbound Voice Service
- Consumer Reward Solutions

Government Agencies

- Digital Content Distribution
- Mobile Applications Development
- Mobile Solutions Development

Developers

- Mobile Payment Aggregation
- Mobile Monetization Solutions

THE MTECH ADVANTAGE

By choosing MTech as your solutions provider, our strengths give you the following advantages:

- Focus on user experience
- Strong relationships with African GSM operators
- Largest Aggregator for African Music
- Applications are optimized for the different GSM handsets
- Expertise and experience in mobile application technology
- Integration with GSM network - the only mobile application company with existing direct connection from network centre to the GSM network.
- Provision of a secure interface to view all entries online real time
- 24hrs/7 days/365 days technical support including weekends and Public holidays
- Dedicated technical personnel

Connectivity to Network Operators

The following are some of the telecoms companies we have connectivity in different countries.

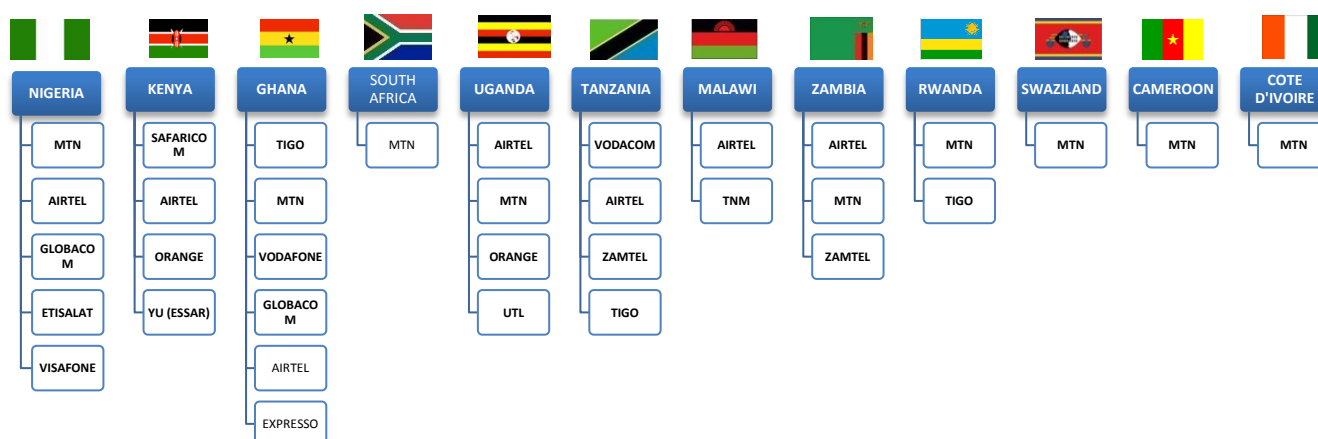


Figure 1 - MTech's Network of Reference in Countries of Operations

AWARDS & ACHIEVEMENTS

MTech Communications is the biggest player in the Value Added Service (VAS) market in Nigeria and was recognized with the best Value Added Service award at the Nigerian Telecoms Award.

Some of our notable achievements are:

- Pioneer Value Added Service Provider in Nigeria
- First privately owned RBT platform deployed at Zain Ghana
- Largest SMS profiled database in Nigeria
- Largest pool of Short Code numbers in Nigeria
- Pioneer and Biggest Player in the VAS Market in Nigeria
- Biggest VAS company in market share in Ghana, Kenya, Tanzania and Uganda
- Extensive Africa experience – Nigeria, Kenya, Uganda, Tanzania, Rwanda, Swaziland, Malawi, South Africa, Cote d'Ivoire, Ghana, Cameroon and Benin Republic.
- Aug. 2001 First Value Added Service Provider at inception of GSM in Nigeria
- Dec. 2001 First Wireless Application Protocol (WAP) service in Nigeria (MTN WAP)
- Dec. 2002 First information download service in Nigeria
- Aug. 2002 First Ring Tone download service in Nigeria
- Jun. 2003 First Mobile Interactive marketing (British American Tobacco)
- Oct. 2003 Mobile banking (Citizens Bank)
- Jan. 2004 First SMS to TV (African Cup of Nations)
- Jun. 2005 Vmobile V-active (Web to SMS download service)
- Sep. 2005 Airline reservation system (Virgin Nigeria)
- Jan. 2007 MINT AFRICA game show
- Jun. 2007 First Information request service (MTN Ask Me)
- Aug. 2007 Ring back Tone provider for Starcomms
- Sept. 2007 IVR Joke Service on MTN and Celtel (Madam Ekaette)
- Feb. 2008 Information download and RBT provider on Visafone
- May 2008 English Premier League pan-African mobile rights holders (SMS, Video, IVR)
- May 2008 Mandela Birthday Initiative on Zain
- Apr. 2008 Mobile Interactivity Provider for Satellite TV (HiTV)
- Jun. 2008 E Commerce web portal (Haier Thermocool)
- Jun. 2008 Full music download for MTN
- Jul. 2008 Mobile Interactivity provider for Samsung
- Aug. 2008 First Interactivity Provider to TV3 and MTN Ghana
- Aug. 2008 First Online social networking portal (Celtel Central station)
- Sept. 2008 Mobile Interactivity provider for Maltina Dance Hall Reality TV Show
- Nov. 2008 Launched MTN Sim Plus(Sim Tool Kit Service)
- Dec. 2008 Voice-based mobile advertisement for House on the Rock Church (Robocall)
- Jan. 2009 Mobile Solutions provider for Maltina secret campaign
- Jan. 2009 First telethon service (Inspire Africa Foundation)
- Feb. 2009 Customer Loyalty Programme for East African Brewery Limited (EABL)
- Mar. 2009 Privately-owned RBT provider for Zain Ghana
- Mar. 2009 First RBT provider for Safaricom in East Africa

- Jun. 2009 First Value Added Service Provider company to be listed on the Nigeria Stock Exchange
- Sept. 2010 Built a USSD-like on a CDMA platform for Multilinks-Telkom
- Nov. 2010 Launched aggregation and contents provisioning for Nokia Life Tools service
- Nov 2012 Partnered with MTN and Huawei to provide first Mobile Newspaper service on MMS platform
- Sept 2013 Launched MTN Songstar – The first Mobile Karaoke Application in Africa

MTECH'S TECHNICAL CAPABILITIES / INFRASTRUCTURES

- Servers securely hosted in Amazon EC2 Cloud Services.
- Locally Backup Server for Applications and Database
- Head office with 24/7 power supply and multiple power backups from 100KVA generator and two (2) parallel power backup systems
- Industry-best developers and integrators on Mobile Content
- 24/7 IT staff support
- Analog and digital production/recording studio
- Multimedia graphics development equipment – software and hardware unit

CLIENTS & PARTNERS

The following are some of the clients that MTech has provided various services for:

<u>Fast Moving Consumer Goods (FMCGs)</u>	<u>Music & Entertainment</u>	<u>Telecommunications & Original Equipment Manufacturers (OEMs)</u>
<ul style="list-style-type: none"> ▪ Mouka Foam Limited ▪ Procter & Gamble ▪ Vita Foam ▪ Vconnect ▪ Etihad Airways ▪ Dana Airways ▪ Oando ▪ British American Tobacco ▪ Shell ▪ OLX Nigeria ▪ GNLD Nigeria ▪ Close Up Toothpaste ▪ Artee Group ▪ Mobilotto ▪ My Tv ▪ Multichoice – DSTV, GoTV ▪ Nigerian Televisions Authority - Startimes ▪ Nazara ▪ Honeywell ▪ Dealfish ▪ Arik Air ▪ Virgin Nigeria 	<ul style="list-style-type: none"> ▪ Inspiration FM ▪ Radio Africa ▪ Radio P/H ▪ Blaze FM ▪ Dream FM ▪ Smooth Promotions (Hip Hop World) ▪ Soul Lounge ▪ Mavin Records ▪ Square Records ▪ EME ▪ Kennis Music ▪ Baseline Entertainment, ▪ Megalectrics Ltd (Beat, Classic & Naija FM), ▪ Linda Ikeji, ▪ Nigerian Entertainment Awards ▪ X3M music, ▪ One Nation Records ▪ Capital Hill Music 	<ul style="list-style-type: none"> ▪ MTN ▪ Airtel ▪ Etisalat ▪ Globacom ▪ Vodafone ▪ Visafone ▪ Samsung ▪ Nokia ▪ Sony Ericson ▪ Blackberry ▪ Clickatell ▪ Praekelt Consulting ▪ Mahindra Comviva ▪ On Mobile ▪ Huawei ▪ Swift Networks
<u>Banking & Financial Services</u>	<u>Government Agencies</u>	<u>Food & Beverages</u>
<ul style="list-style-type: none"> ▪ Fidelity Bank ▪ First City Monument Bank (FCMB) ▪ First Bank Plc ▪ Stanbic IBTC ▪ Sterling Bank ▪ First Securities Discount House Limited ▪ First Registrars ▪ Heritage Insurance (Liberty Group) ▪ Kendy Money Transfer Services 	<ul style="list-style-type: none"> ▪ National Agency for Food and Drug Administration and Control (NAFDAC) ▪ National Poverty Eradication Programme (NAPEP) ▪ Corporate Affairs Commission (CAC) ▪ News Agency of Nigeria (NAN) ▪ Central Securities Clearing System (CSSS) ▪ Kenya National Chamber of Commerce and Industry ▪ National Construction Authority of Kenya 	<ul style="list-style-type: none"> ▪ La Casera ▪ Pepsi ▪ Coca Cola ▪ Indomie Noodles ▪ Sweet Sensation ▪ Tetrazinni ▪ Guinness Plc ▪ St Remy Nigeria ▪ Grand Oak Oil ▪ Consolidated Breweries ▪ Nigerian Breweries Plc ▪ East African Breweries Limited (EABL) ▪ Honeywell Group Nigeria

<p style="text-align: center;"><u>Health</u></p> <ul style="list-style-type: none"> ▪ Mary Stopes International Organisation Nigeria (MSION) ▪ Sanofi Pharmaceuticals ▪ Bridge Clinic 	<p style="text-align: center;"><u>Religion</u></p> <ul style="list-style-type: none"> ▪ House on The Rock ▪ Redeemed Christian Church of God ▪ Nasrul Lahi-il Fathi Society (NASFAT) ▪ The Redeemed Evangelical Mission (TREM) ▪ Christ Apostolic Church (CAC) ▪ The Apostolic Church ▪ Christ Embassy 	<p style="text-align: center;"><u>Social Services & Non-Governmental Organizations (NGO)</u></p> <ul style="list-style-type: none"> ▪ United Nations Children's Fund (UNICEF) ▪ Jakins NGO ▪ Fate Foundation ▪ Inspire Africa ▪ Ford Foundation
	<p style="text-align: center;"><u>Sports</u></p> <ul style="list-style-type: none"> ▪ Complete Sports ▪ African Cup Of Nations ▪ Germany 2006 World Cup ▪ Lagos Lawn Tennis Club ▪ Super Sports 	

MEDIA PARTNERSHIPS

NIGERIA

- Beat FM
- Classic FM
- Inspiration FM
- Naija FM
- Radio Port Harcourt
- Kiss FM
- Blaze FM
- Magic FM
- Vanguard Newspapers
- Complete Sports Newspapers
- Hip Hop World
- Leadership Newspaper
- Sun Newspaper
- The Nation Newspaper

GHANA

- TV3
- GTV (Ghana Television)
- Sound City
- 4syte TV.
- Live FM (Accra)
- Star FM (Accra)
- Suncity FM (Sunyani)
- Empire FM
- Shalom FM
- Media Africa Consult GH
- Marhaba Multimedia
- Purim Productions (ZTV)
- TV Africa Limited
- Angel TV

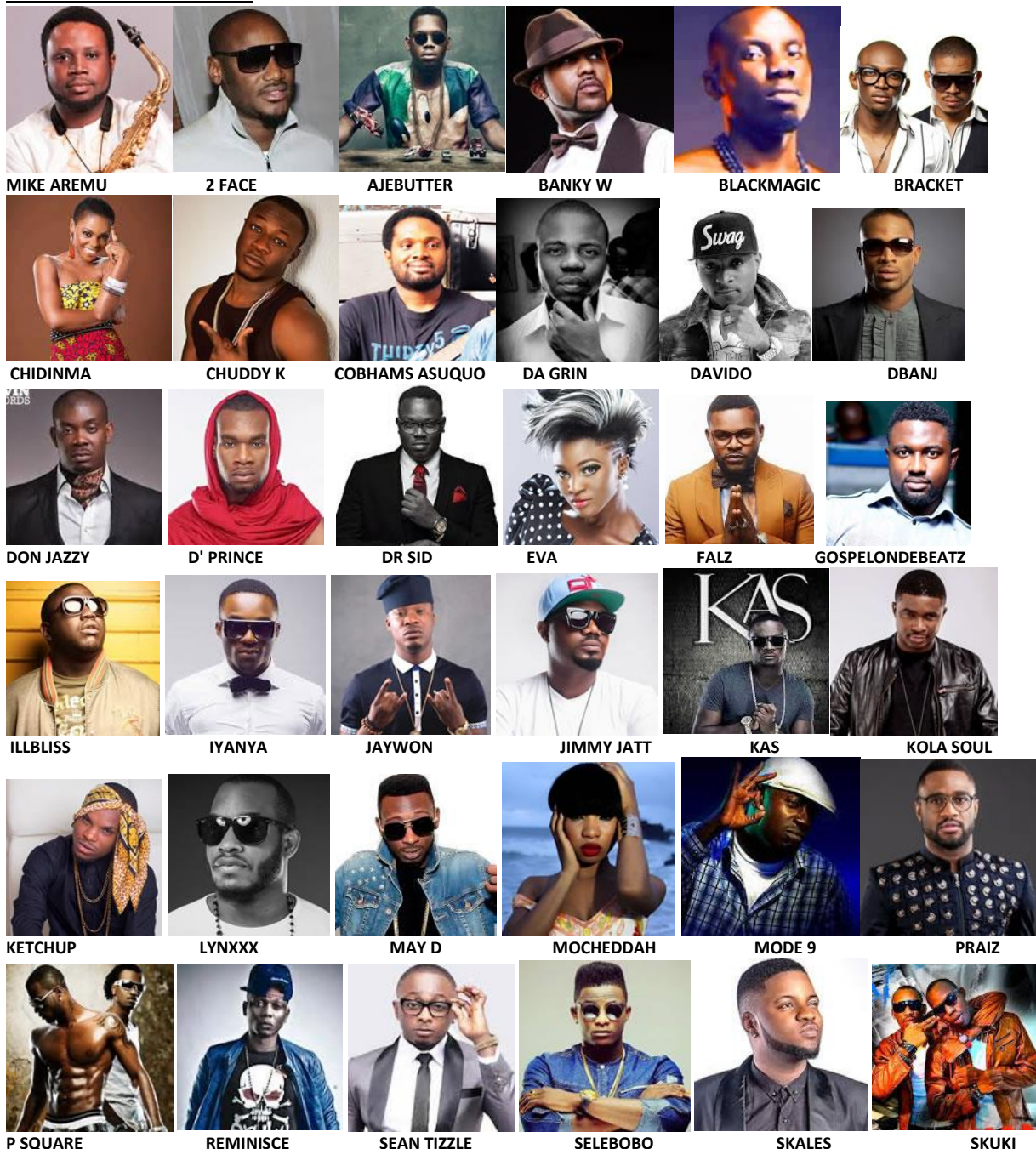
EAST AFRICA

- Radio Africa Limited (Kiss FM, Classic FM, East FM, XFM)
- The Star Newspaper
- Kenya Broadcasting Corporation (KBC)
- Uganda Broadcasting Corporation (UBC)
- Capital FM Uganda
- New Vision Newspaper, Uganda
- Nation Media Group Limited

OUR ARTISTS PORTFOLIO

MTech is the largest aggregator of African music. We have an impressive content catalogue containing local and international artists, of over 1000 artists in different genres and content. Some of MTech's exclusive artists are listed below:

NIGERIAN ARTISTS





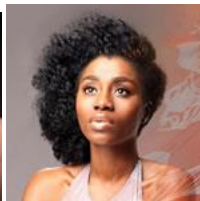
SOLIDSTAR



SANI DANJA



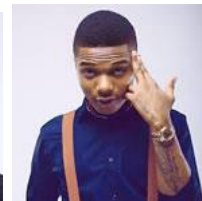
SUNNY NEJI



TY BELLO



WAJE



WIZKID

KENYAN ARTISTS



CANNIBAL



CHOKU



ERIC WAINAINA



ESKOBAR



JIMMY GAIT



JUACALI



KIDIS



KIDUM



MAKAJULLY



MSELA



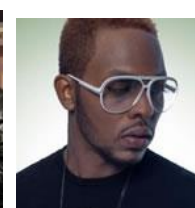
NAZIZI



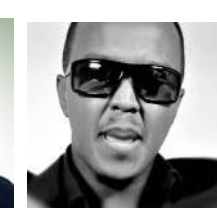
PACIFIC BANDJI



P UNIT



Q-TASI



WYRE



EKO DYDAH

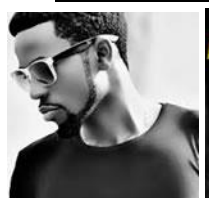


GURBA BOY



TICKIE TAH

GHANIAN ARTISTS



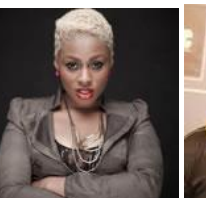
BISA KIDEI



FUSE ODG



SAUTI SOL



ITZ TIFFANY



KWABENA KWABENA



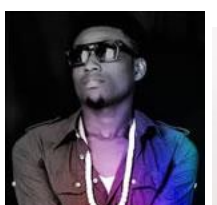
PATIENCE NYARKO



R2BEES



SONNIE BADU



KESSE



KINGSLEY SARPONG



KWAKU GYASI



MERCY ASEIDU

UGANDAN ARTISTS



ZAMBIAN ARTISTS



TANZANIAN ARTISTS



CAMEROONIAN ARTISTS



DIRECTORS AND MANAGEMENT STAFF

MTech's Board of Directors is committed to the code of corporate governance, and endeavors to increase the net worth of the Company through value adding strategies in a transparent and suitable manner. Management is responsible for implementing the Company strategy as directed by the Board.

The Board consists of three accomplished individuals:

Mrs. Sheri Williams - Chairperson (Co-Founder)

With over 35 years of experience in Nigeria's financial and telecommunications sector, Mrs. Williams has held board positions with multiple companies, including UBA Trustees, First Securities Discount House (FSDH). She is the former Managing Director of United Telesys and CTIC.

Mrs. Williams began her IT career as a software developer with Rank Xerox then transitioned to the financial services sector with ICON Merchant Bank. She holds a Bachelor's degree in Computer Science from Manchester University and an MBA from Imperial College (UK).

Mr. Lateef Belo-Osagie — Director (Co-Founder)

Lateef is currently the Chairman of Hackett Nigeria Limited, a telecommunications equipment and parts supplier to mobile operators in Africa. He is former Managing Director of Quartz Petroleum. Before Quartz, Lateef had stints as a banker with Banque BNP Paribas and NIB (now Citibank Nigeria). Lateef has a Bachelor's degree in Economics from the London School of Economics. He has also obtained post-graduate diplomas from University de Paris-Sorbonne and College of Petroleum and Energy Studies, Oxford University.

Mr. Chris Ubosi - Director (Co-Founder)

Chris is a pioneer in private broadcasting and new media in Nigeria, having run, operated and consulted severally for various top private radio stations in the country. He consulted for the Federal Government in the establishment of the 32 digital stations Nationwide. He holds a Bachelor of Science Degree from the University of Ife, Ile Ife, and a Master of Science Degree in Project Management from the University of Lagos. He has in the last 24 years been actively involved in the Built Environment, Telecommunications and Broadcasting Industries in Nigeria.

Mr. Ubosi has served on various committees, including but not limited to:

- Core Working Group on the National Mass Communication Policy Review in 2004, with the mandate to review the 1987 policy and make recommendations for its improvement. He served on the Electronic Media and Information & Communications Technology (ICT) Subcommittee.
- Advisory Board of "Social Media Week", held for the first time in Nigeria in 2013. This was an international event which held simultaneously in 29 cities worldwide. He repeated in 2014 and will remain on the Advisory Board in 2015.
- Communications Committee for the National Economic Summit 2012, 2013 & 2014.
- Consultant to the Communications Subcommittee of the Federal Government National Flood Disaster Committee.

- Chairman, Organizing Committee of the Freetown Youth for Peace and Prosperity Festival, Sierra Leone, November 2012
- Resource person for various Local and International seminars, involving Media, Broadcasting and ICT.

Chris presently runs and operates 3 radio stations in Lagos, Nigeria: Classic FM 97.3, The Beat 99.9FM and Naija FM 102.7 and 1 in Ibadan: The Beat 97.9FM. He consulted for MTV Networks in their content general and operations in Nigeria, and also carried out several projects in joint venture with them. Chris sits on the Board of several Companies within the country, as well as Board of Management/ Trustees of St. Saviour's School, Ikoyi, The Learning Place, Lekki, '*Change a Life*' and two charity organizations.

His Professional Affiliations include:

- The Institute of Directors Nigeria (IoD Nigeria) – Member
- International Advertising Association (IAA) – Member
- Advertising Practitioners Council of Nigeria (APCON) – Full Member
- National Association of Broadcasters (NAB), USA – Member
- Nigerian Institute of Quantity Surveyors (MNIQS) – Member
- Nigerian Institute of Management (MNIM) – Member

MANAGEMENT TEAM

The Management team is primarily responsible for the day-to-day activities of the companies in different regions where they operate. They manage all operations of the company. The following individuals comprise the management team:

Roseline Ilori

Roseline possesses over ten years' experience in Telecommunications and Mobile Communications Sector with a strong technical background in Information Systems, Networking, and Information Security. Roseline, a marketing strategist, is vast in project management, product development, digital media, strategic planning, stakeholders and performance management.

With her exceptional leadership attributes, she is responsible for operations of the Nigeria office as well as Cameroon, South Africa and Congo DRC.

Roseline, a Certified Cisco Security Professional (CCSP) is a graduate of Computer Engineering from Obafemi Awolowo University, Ile-Ife, Nigeria and holds a Masters in Business Administration (MBA) with Specialization in Marketing. She serves on the Steering Board of Wireless Application Service Providers Association of Nigeria (WASPAN).

Chimere Mbonu

From 2002, Chimere has built experience in new media and telecoms, with skills, which include web and desktop applications development, content development, product development and management acquired

through the development of various mobile entertainment and general mobile initiatives in Nigeria, UK and Ghana.

With a Bachelor of Science degree in Geography and a Microsoft Certified Professional (programming), he became involved with telecoms early in his career creating mobile enabled content and working with various teams to develop solutions enabling mobile subscribers' access to relevant content. He also possesses an Executive MBA in the Metropolitan School of Business and Management in United Kingdom.

Chimere's past experience in television production which he has integrated into mobile service provisioning has helped in providing interactivity television programs in Nigeria, Ghana and Uganda at the time.

Chimere is currently serves on the board of directors of the Wireless Applications Service Providers Association of Ghana and is the Managing Director MTech Communications Limited West Africa.

William Chesire

William is the CEO of MTech in East Africa. He has vast experience in the telecommunications industry and has been with MTech since 2009.

Prior to joining MTech, William was the General Manager of Sovereign Communications limited a telecommunications distribution company.

William was the General Manager at Longleat Holdings Limited he managed the company's equity portfolio at the Nairobi Stock exchange and was also responsible for rolling out the international Mpesa pilot through Provident Capital Transfers for the Kenya – London corridor and Global Vision Telecom, a local loop operator in Kenya.

William was also involved in setting up Beltone Limited, the Safaricom Dealers Association Investment Company in 2005. William has been involved in many startups and his area of expertise is Business Development.

Company Address

Website: www.mtechcomm.com

Email Address: info@mtechcomm.com

Head office - Nigeria



Office Location

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Lagos, Nigeria.

Telephone: +234 1 2711537, 234 708 999 5887

Email addresses:

General Enquiries - info@mtechcomm.com

Investor Enquiries - investors@mtechcomm.com

Sales Enquiries - sales@mtechcomm.com

Career Opportunities - careers@mtechcomm.com

Kenya Office**Office Location**

4th Floor, Longonot Place
Kijabe Street, Nairobi

Kenya

Postal address:

23920 - 00100 Nairobi, Kenya

Phone: +254 020 222 2399

Email addresses:

Sales - bd@mtechcomm.com

Accounts - accountskenya@mtechcomm.com

Content/CRBT - contentkenya@mtechcomm.com

Technology - techkenya@mtechcomm.com

Human Resource - hrkenya@mtechcomm.com

Ghana Office**Office Location**

Fidelity House, No. Z 300 Block, Ring Road Central, Accra

Postal Address

P.O. Box CT 8429 Cantonments, Accra - Ghana.

TELEPHONE: 0303933738

M: +233264589701

Email: infoghana@mtechcomm.com

Uganda Office**Office Location**

Plot 1A Cooper Road, Kisimenti , Kololo.

Postal Address

P O Box 7818, Kampala , Uganda.

Telephone: +254 20 2222399

Email addresses:

Sales - bd@mtechcomm.com

Accounts - accountsuganda@mtechcomm.com

South Africa**Office Location**

MTech Mobile Solutions Pty Ltd.

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Office park

Bramley

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Bramley 2018

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sa@mtechcomm.com