

Revised Criteria for the Evaluation of an Individual Licence Application

The National Telecommunications Regulatory Commission hereby notifies the public that from the 8th January 2007 in the evaluation of an Individual Licence application the following criteria apply:

1. Legal, 2. Financial and 3. Technical

1. Legal (5 points)

- (i) That the applicant is a valid legal entity
- (ii) Proof of incorporation or registration of the company, if applicable

Applications that do not satisfy the legal criteria are not to be evaluated further.

2. Financial (60 points)

(i) Source of funds

- a) Amount and nature of financing, that is debt, equity, or grant funds
- b) Guarantor of funds
- c) Nature, history, reliability and goodwill of institution providing funds

(ii) Availability of funds

- a) Letter of comfort or letter of intent from individual/institution providing funds
- b) Financial records of individual/institutions providing funds
- c) Audited statements of the applicant where applicable

(iii) (a) Going Concern

Quality of Business Plan based on:

- Pro forma financial statements and assumptions used
- Market analysis and marketing plan
- Projected market share and activity levels

Performance Indices as follows:

- Liquidity
- Debt Service ability
- Profitability

(b) New Business Entity

Quality of Business Plan based on:

- Pro forma financial statements and assumptions used

- Market analysis and marketing plan
- Projected market share and activity levels

Pro forma Performance Indices as follows:

- Liquidity
- Debt Service ability
- Profitability

(iv) Experience of Management

Bio-data of key management personnel indicating experience in business

3. Technical (35 points)

- (i) Engineering experience
- (ii) Availability and Qualifications of Technical staff
- (iii) Appropriateness of Technology
- (iv) System design/Strategy

A successful applicant must obtain:

- a minimum overall score of 65% and
- a minimum of half the points allocated to the financial component.

Dated [-] of [-] 2006

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Chairman
National Telecommunications Regulatory Commission