



CORPORATE PROFILE

Connectnet Broadband Wireless (Pty) Ltd is a provider of value-added wireless data services for business-to-business and machine-to-machine applications. Established in 2004, ConnectNet is a leader in GSM Data (GPRS/EDGE/3G/HSDPA) service provision, with blue chip clients in the retail, financial, security, telemetry, healthcare and pharmaceutical sectors making use of its products including the G-Pad (GPRS), the T-Pad (EDGE/GPRS), the E-Pad (Ethernet) and the Mobile Router (HSDPA/3G/EDGE/GPRS), all locally developed in South Africa.

ConnectNet is 60% owned by Fast Communication Systems (Pty) Ltd - Fastcomm, a provider of integrated wireless solutions to network operators in Africa and the Middle East. In excess of 38% of Fastcomm is owned by historically disadvantaged individuals (HDI), which translates to an effective 23% HDI shareholding in ConnectNet.

Unwire Communications (Pty) Ltd, a specialist provider of technical, management and business expertise in wireless data communications owns the remaining 40%.

ConnectNet's solutions are ideally suited to transaction type applications requiring a fast, reliable and bi-directional communication medium. The ConnectNet service will allow applications to connect to any of the following networks: X.25, Frame Relay, IP (Internet). Our services also allow for product to product connectivity (T-Pad to T-Pad) and cross product connectivity (T-Pad – Mobile Router) if required.

The service is available wherever Vodacom and/or MTN have network coverage and is widely used; by retailers to link point-of-sale (POS) terminals to the banks for credit and debit card authorisations; by pharmacies and the healthcare industry for online prescription and medical aid verification; as a communications link for ATMs; for remote monitoring and metering applications; by micro-lenders to link to banks and other databases; and by security companies to provide bi-directional communications for security systems.

The ConnectNet service is continuously being enhanced to meet the requirements of the market and ConnectNet works closely with its Customers and Business Partners to ensure

that the correct product solution is provided to the Customer at a fair market related price. All of our products have access to two cellular networks for redundancy purposes. The switching from one network to the other occurs automatically and is triggered in the event that our product loses connection with our servers and not only in the event where it loses radio connectivity to the GSM networks. From a Customer perspective, this whole process is totally transparent and near-seamless.

ConnectNet's product offerings provide considerable advantages over similar products in the market. This is especially prevalent in the reliability of the products, the cost to market as well as the depth of industry knowledge and expertise of ConnectNet's employees. The company's entry to the market introduced a price drop that realigned costing within the industry, while the physical and technical improvements in its service offering and the unmatched levels of after sales service and support have garnered it a loyal Customer base.

A fundamental value of ConnectNet is to build positive long-term relationships with Customers and business partners. Relationships are characterised by mutual respect, by integrity, by an effective response to Customer needs and concerns, and by a strong commitment to providing products and services of the highest quality and value. Reliability and robustness were prime considerations in the design of the ConnectNet network and service.

ConnectNet offers highly competitive, fixed monthly tariff packages structured to suit Customer requirements. The products have a variety of built-in features that provide a competitive edge, ensuring operational efficiency, reliability and ease-of-use. The LCD display is one of the features that set us apart from our competitors. This feature provides the installer valuable information during the installation process and also assists ConnectNet in fault isolation, thus reducing Customers down time to a minimum.

ConnectNet considers Customer Care and satisfaction critical success factors and maintains its own Call Centre from where remote monitoring, diagnostics and testing of products occur. The Call Centre performs an administration and maintenance function and provides Customers with friendly and skilled telephonic support. Should a Customer's problem not be solved telephonically, on-site support is provided. Most of the installation and on-site maintenance of ConnectNet's products has been outsourced to Adroit Communications (Pty) Ltd. Adroit has the capability to service our Customers throughout South Africa.

ConnectNet's Head Office is situated in Centurion from where all its departments (Call Centre, technical support, technical development, Customer Care, sales & marketing, HR &

administration, finances and operations) are run and managed. Regional offices are operational in Cape Town, Durban, Bloemfontein and Port Elizabeth.

The ConnectNet service has been expanded internationally to include Namibia, Botswana, Nigeria, the Ukraine and Swaziland. Further expansion into other countries is planned.

The management and board of directors are fully committed to good corporate governance, to equal opportunities and to the principles of openness, integrity, respect and accountability in dealing with all Customers, business partners and stakeholders.