

International
Telecommunications Specialists

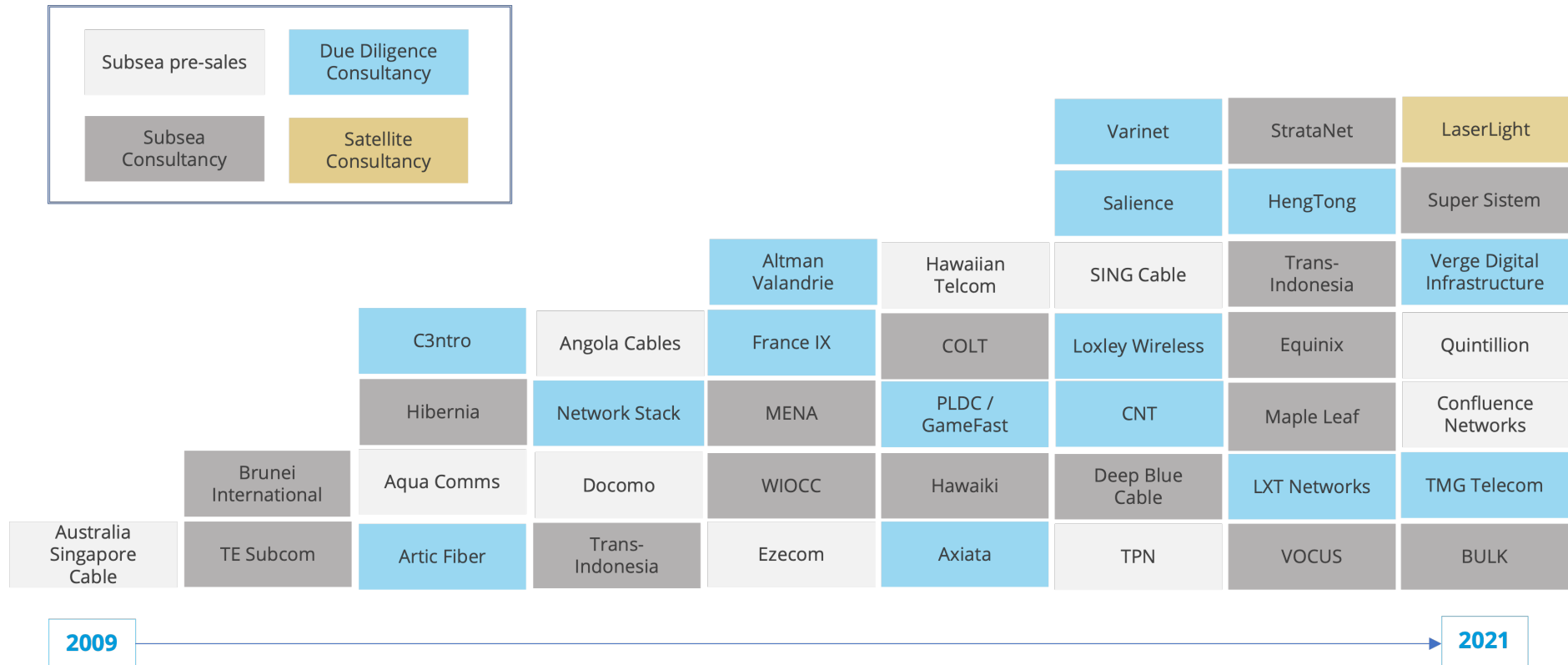


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Serving the Industry
SINCE 2009

APTelecom Worldwide

Our History

International Telecommunications Specialists



Operating in the following countries:

Australia
China
Hawaii
Japan

USA
Cambodia
Thailand
Middle East

Africa
Ecuador
Indonesia
Caribbean

Brunei
France
Norway
Malaysia

Hong Kong
Ireland
Guam
UK

What we do

For Consultancy Firms

- Due diligence
 - Market potential
 - Pricing forecast / analysis
 - Business modeling
 - Regulatory environment
 - Competition
 - Country reports
 - Customer perceptions & demand
 - Viability of new routes
- Expertise in all aspects of monetization;
 - Liquidation of latent assets on existing sub-sea systems
 - New Market entry strategies
 - Guidance on demand for potential new routes
- Combined experience exceeding 50 years on both buy and sell side
- Significant relationships
- Proven track record
- Trusted brand

For New Submarine Cable Builds

- Experienced Undersea Cable Sales Staff
- Expertise in all aspects of commercialization;
 - Demand Validation
 - Presales (pre & post RFS)
 - Permits and Licenses
 - Backhaul
 - CUA, LEASE, MSA & SLA production
 - Partnering
 - Price points
 - Customer segmentation
- Combined experience exceeding 50 years in the Submarine Cable Industry from a commercialization perspective
- Significant relationships
- Proven track record
- Trusted brand
- Additional routes to market beyond the core team via APTelecom's indirect channels

For Carriers

- Experienced Undersea Cable Sales Staff & International Wholesale Sales Team
- Expertise in all aspects of the commercialization of new builds
- Expertise in monetization of existing International telecoms assets
- As a de-facto Telco Wholesale 'vertical' within the wider telecoms practice
- Combined experience exceeding 100 years in the Submarine Cable Industry from a commercialization perspective
- Experience exceeding 50 years on both buy and sell of wholesale capacity
- Significant relationships
- Proven track record
- Trusted brand

APTelecom's Footprint

Immediate Sales Presence | Offices & Customers

- Americas
- UK
- Africa
- Middle East
- Japan
- Australia
- SE Asia
- France
- Hong Kong

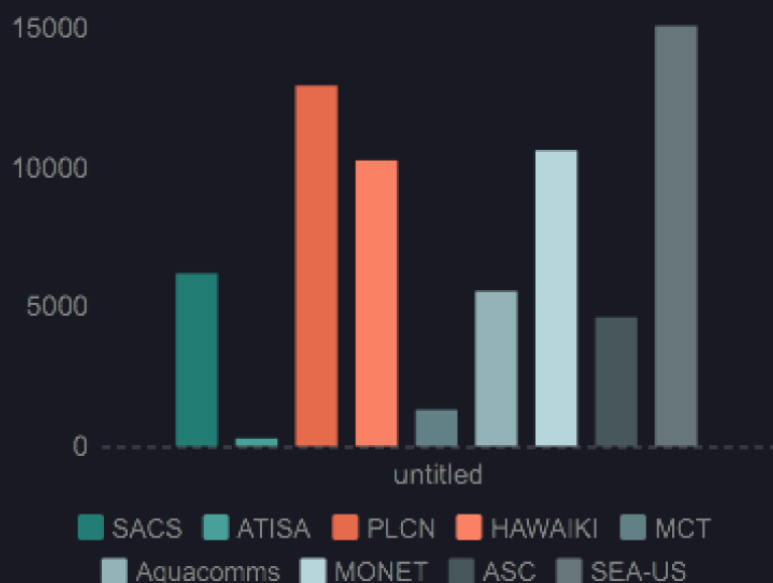


Route km's achieving CIF / RFS with APTelecom's support

APTelecom have supported many systems in achieving their pre-sales objectives in order to reach CIF and subsequently, RFS.

66,507 kms

Route Kms by System

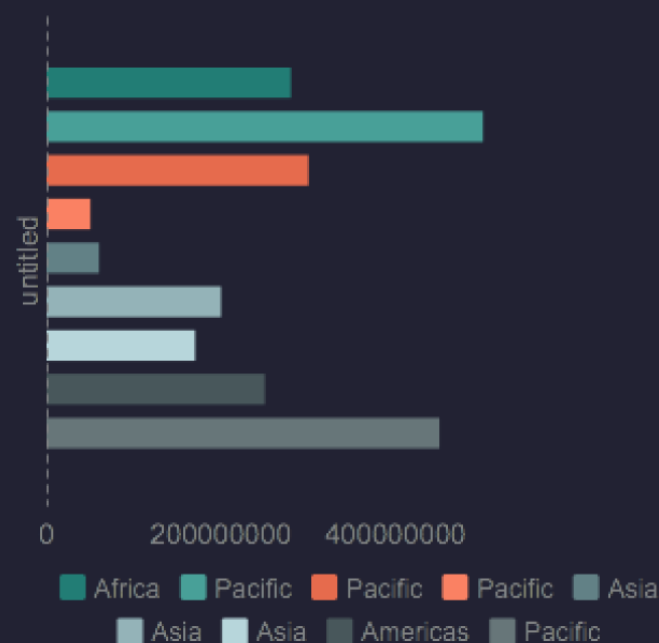


Value of system builds supported by APTelecom

APTelecom has helped it's clients across the globe achieve RFS / CIF on a massive scale.

\$2,260,000,000

Construction Costs



Who We Are

Eric Handa, CEO & Co-Founder

Prior to founding AP Telecom, Eric worked for AT&T, Tyco Telecommunications, Tata Communications and Bharti Airtel in a number of senior operations, research, and sales assignments covering the primary and emerging markets of Asia, the Middle East, and Europe. He has been quoted and featured in numerous publications, including the Wall Street Journal, Telecom Asia, and TelCap Magazine, and is a frequent speaker and panelist within the ICT sector.

Sean Bergin, President & Co-Founder

Sean has been delivering wholesale international telecommunication solutions, outsourcing & consulting services to carriers throughout Asia and the US for more than 15 years. He has worked for Telstra & BT in various management roles. Sean served a Director of Sales for Australia Japan Cable, a submarine cable system linking Australia & Japan. Sean is a frequent speaker and panelist within the ICT sector & has been quoted in numerous publications. Sean is also the President,, Board of Governors, for the Pacific Telecommunications Council (PTC).

Find Out More at www.aptelecom.com

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APTelecom is Anti-Bribery compliant



APTelecom abides by the FCPA Act and adheres to the highest standards of ethics and conduct



APTelecom associate member



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