



## 10 YEARS OF ENABLING A DIGITAL ECONOMY

2010 — 2020

"While access to the internet is still patchy across the African continent, the last decade has seen great strides in improving telecommunications in the region" - BBC News 2020".



MainOne's entrance into the telecommunications industry will go down in the history of the West Africa's Internet revolution. The company, borne out of the vision to bridge the digital divide in West Africa and provide accessible and cost effective Internet Access, landed the first, private, open-access submarine cable in West Africa.

Prior to the launch of MainOne in 2010, West Africa's Internet market was characterized by decrepit infrastructure and massive under-supply of bandwidth. With the 2001 liberalization of Nigeria's telecommunications market, significant milestones were recorded in terms of mobile voice telephony but data services lagged behind and Internet access was constrained to satellite services and the government controlled and monopolistic SAT-3 cable for international connectivity.

### MainOne's entry into this market changed the face of broadband in the region and has been a catalyst for the growth of broadband in the region ever since.

\$240 million initial investment in 7,000 kilometers submarine cable from Europe to West Africa.

Crashed prices of wholesale international bandwidth capacity by greater than 50% in Year 1 of operation.

Created a more competitive market through open access to the cable system for operators and ISPs.

Re-birth of the ISP Ecosystem across West Africa through partnerships with Swift Networks, VDT, Junisat, Visafone, ICSL, AfComSat, Smile, Spectranet, Cobranet, IPNX, Tizeti, NGCom, Surfline, and Blu Telecoms.

By 2012, Nigeria was reported to have the highest total number of internet users of any country in Africa.

#### POPS

- MainOne POP
- Partner POP

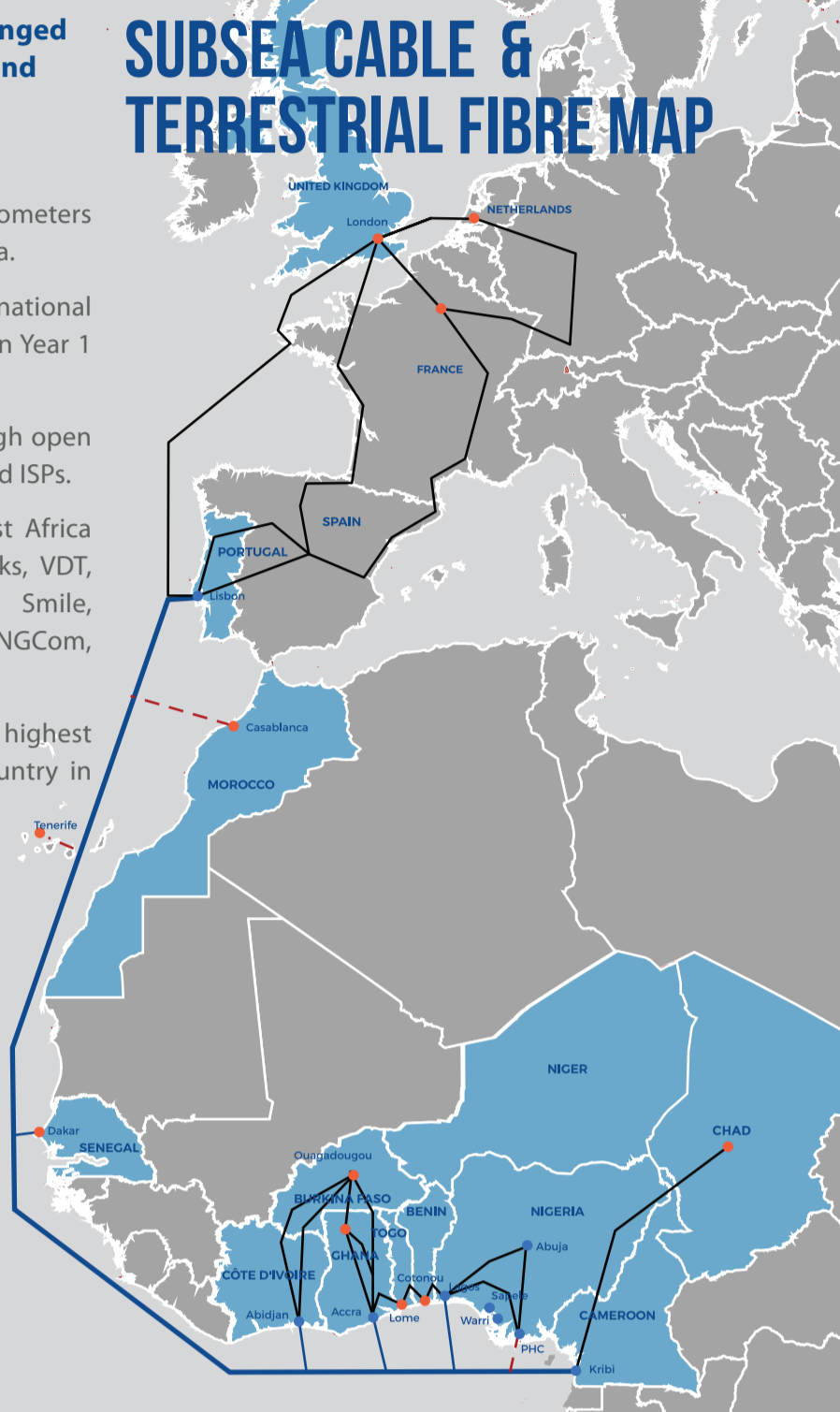
#### FIBRE

- Operational Subsea
- Planned Subsea
- Partner Network

#### COUNTRIES

- MainOne Network

### SUBSEA CABLE & TERRESTRIAL FIBRE MAP



Today, the number of Internet users in Nigeria stands at 138 Million compared to 24 Million in 2008 and of this population, broadband penetration has grown to approximately 40% from less than 10% in 2010.

The growth in Internet access has also facilitated the growth of the Technology start-up community and a Digital Ecosystem with MainOne deploying a fiber infrastructure in Yaba in partnership with the CCHub and Lagos State Government to further drive innovation. The company has worked with numerous startups such as CCHub, Andela, Paga, Flutterwave, IrokoTV, Wakanow, Konga, Decagon, MEST, Kobo 360, to mention but a few.

With multiple and Points of Presence (POPs) across West Africa, service delivery to 10 countries, Tier III data centers in Nigeria, Ghana and Cote d'Ivoire, on-going expansions of its data center footprint in Nigeria and Ghana, MainOne's investments have earned the company numerous awards on both local and international stages.

Prominent of these awards are the DataCloud Africa Award for Excellence in Data Center (Africa) and Africa Cloud Service Provider of the Year, Nigeria's Presidential Enabling Business Environment Council (PEBEC) Impact Award, Lagos Chamber of Commerce and Industry Award for Excellence in Broadband Infrastructure, NTITA Telecoms Wholesale Provider of the Year, Frost & Sullivan Best Practices winner for the Nigerian Data Center Customer Value Leaderships Award, Ghana Telecoms Awards: Telecom Wholesale Carrier of the Year and Nigerian Telecoms Awards: Broadband Company of the Year, among others.



### The next 10 years...

10 years ago, MainOne started a journey to bridge the digital divide and connect West Africa to the world. Today, with an established culture, 500 employees, over 1,000 customers, service delivery to 10 West African countries, numerous successfully executed projects MainOne has remained focused on its vision but there is still a lot of work to be done.



Appolonia Data Center, Accra- Ghana.  
To be launched Q1, 2021



Sagamu Data Center Campus,  
Ogun State, Nigeria

With on-going projects like the construction of the new Tier III Data Center in Appolonia City, Accra, Ghana; construction of the Sagamu Data Center Campus in Ogun State, Nigeria; expansion of the Lekki Data Center in Lagos; extension of submarine cable capacity to Burkina Faso from Ghana and Cote D'Ivoire, MainOne is continuing to invest and expand on its vision to remain the leading provider of innovative, world-class, digital services across West Africa.

MainOne thanks all stakeholders, especially its partners and customers for the opportunity to be of service these past ten years. We are confident of continued positive impact over the next ten years as we continue to innovate and invest in digital infrastructure services to enable the digital economy across the region.

**MainOne is 10 YEARS**

To celebrate our 10th anniversary, we will be offering

**CASH BACK**  
on installation fees  
OF UP TO N250,000  
based on minimum transaction value  
OF N2,500,000

to new and existing customers in the month of July.

To enjoy this offer, contact your Account Manager or email [info@mainone.net](mailto:info@mainone.net)

Terms & Condition Apply

**SPECIAL OFFER**

**MainOne is 10 YEARS**

To celebrate our 10th anniversary, we will be offering

**CASH BACK**  
on installation fees  
OF UP TO GH\$4,000  
based on minimum transaction value  
OF GH\$40,000

to new and existing customers in the month of July.

To enjoy this offer, contact your Account Manager or email [info@mainone.net](mailto:info@mainone.net)

Terms & Condition Apply

#### Special Anniversary Offer

To celebrate our 10th anniversary, we are offering all new and existing customers Cashback on installation fees of up to N250,000 based on minimum transaction value of N2.5million. This offer is valid for the month of July, 2020 only.



## 10 Years of Customer Focus

Kindly visit our special anniversary landing page to review highlights of these past 10 years:

<https://www.mainone.net/anniversary.html>