



# Fixed Telecommunications Network Development Project

INVESTMENT OVERVIEW

OCTOBER 2023



KAPP

هيئة مشروعات الشراكة بين القطاعين العام والخاص  
Kuwait Authority for Partnership Projects



# Project Rationale

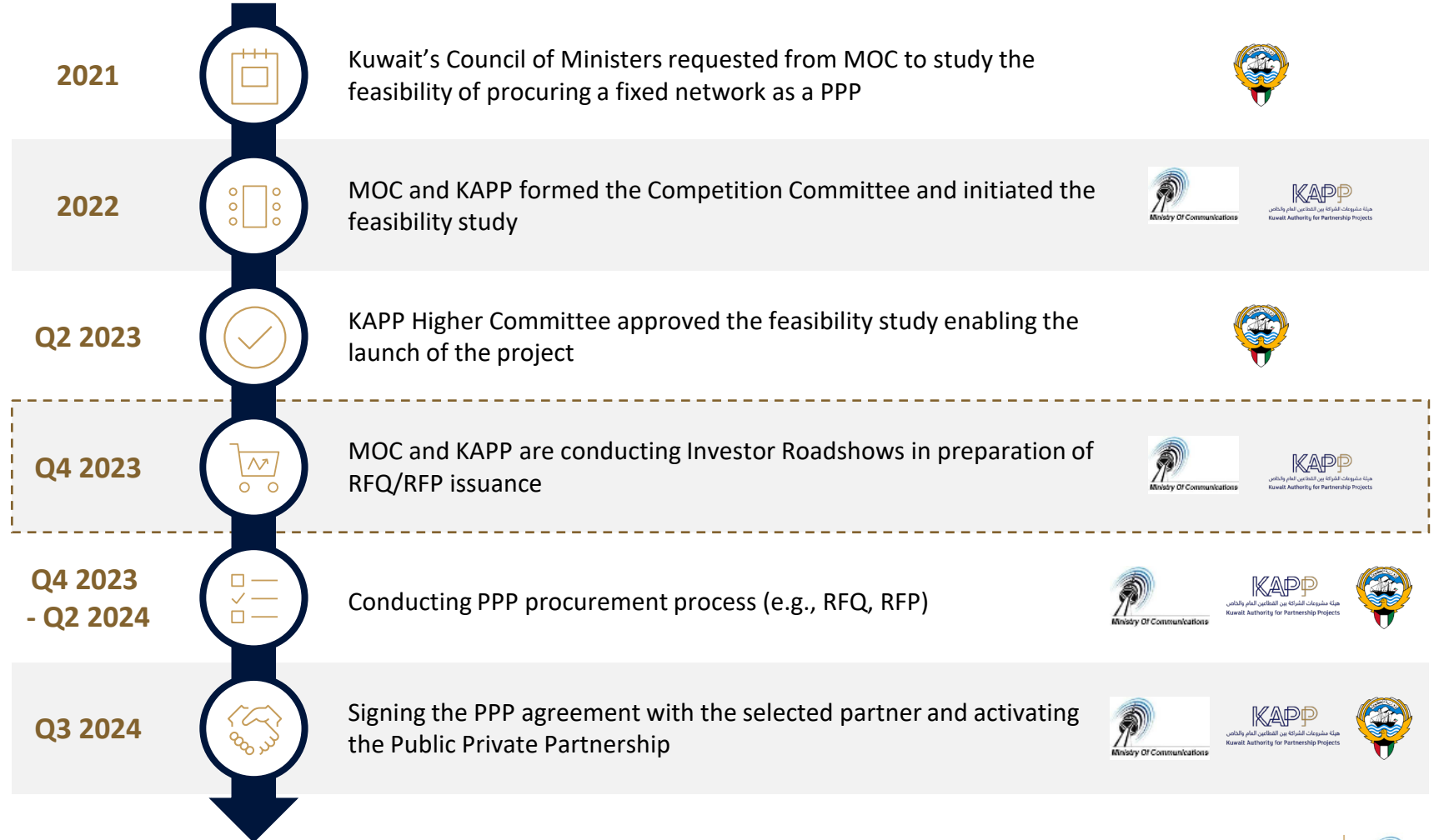
Kuwait's Ministry of Communications is seeking for a reputable international telecommunications operator to partner with MOC on managing and extending its entire fixed communications network

## Project Objective



To transform Kuwait into a **knowledge economy** and achieve its **Vision 2035**, the State of Kuwait is working on rolling-out a **high-speed, nationwide fiber network** through a **PPP** allowing for advanced digital services

## Timeline



# Investment highlights

Unique opportunity to design, build, finance and operate a nationwide fixed network in a sizable telecom market, with a modern regulatory and PPP framework, and projected strong financial returns

1

## **Sizable telecom market with a central role of fixed network**

Sizable telecom market with high internet usage and significant appetite for fixed network active and passive telecom services, and a protected growing coverage and consumer base

2

## **Modern regulatory and PPP framework for international investors**

A long-term design, build, finance, operate PPP model of the national fixed network aligned with the regulator and under MOC supervision presents an attractive opportunity for the private sector

3

## **Strategic investment with attractive returns**

Strong expected revenue growth and high anticipated EBITDA based on regional and international benchmarks validate a solid financially feasible strategic investment for prospective investors



# 1 Sizable telecom market with a central role of fixed network

Sizable telecom market with high internet usage and significant appetite for fixed network active and passive telecom services, and a protected growing coverage and consumer base



 Kuwait is committed to the success of the project as it acknowledges the importance of a well-developed fiber network as an enabling infrastructure for the knowledge economy of Kuwait Vision 2035

## 2 Modern regulatory and PPP framework for international investors

A long-term design, build, finance, operate PPP model of the national fixed network contracted by the MoC presents an attractive opportunity for the private sector



### 3 Strategic investment with attractive returns

Strong expected revenue growth and high anticipated EBITDA based on regional and international benchmarks validate a solid financially feasible strategic investment for prospective investors



**> USD 250 MM**

Expected yearly revenue  
at steady state



**40-60%**

Expected EBITDA  
at steady state



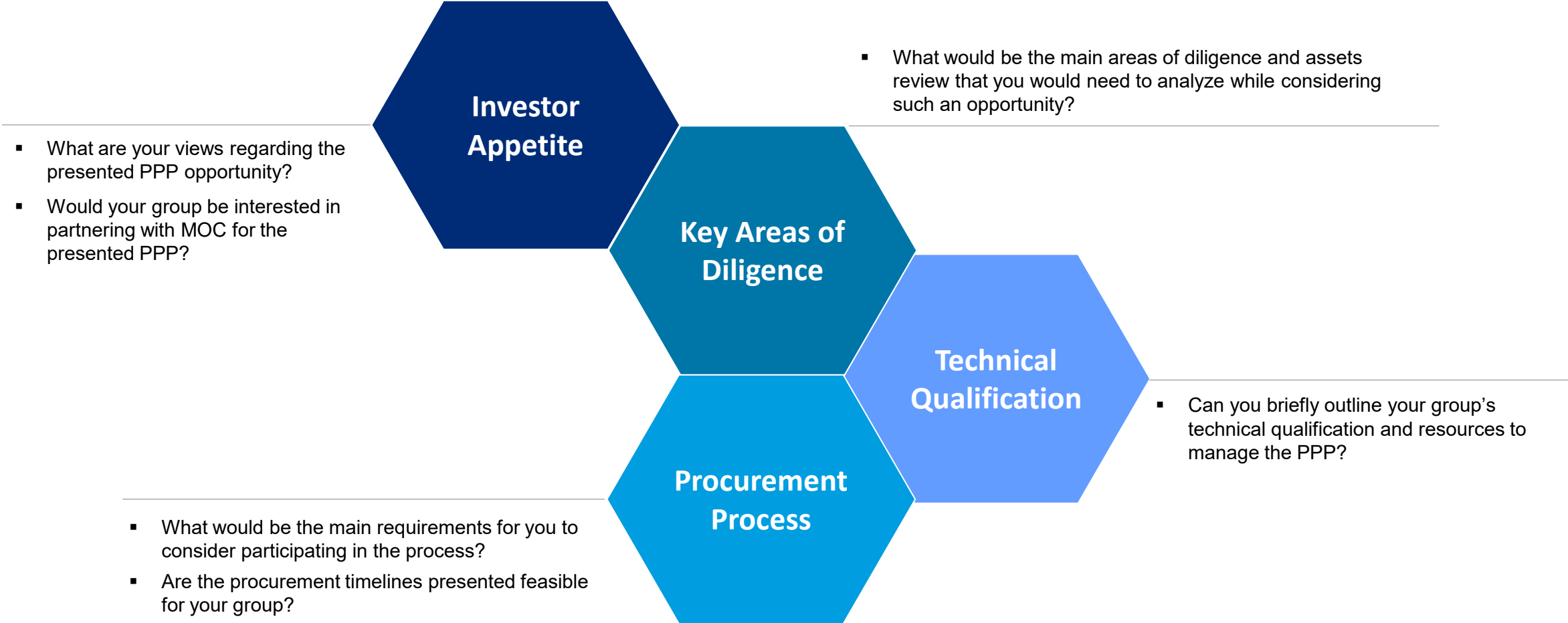
**USD 250 -350 MM**

Cumulative CAPEX required

**PRELIMINARY ESTIMATES BASED ON BENCHMARKS**

# Request for investor views

Kuwait Authority for Partnership Projects (KAPP) and Ministry Of Communications (MOC) would like to understand your views and concerns regarding the presented Public Private Partnership opportunity



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