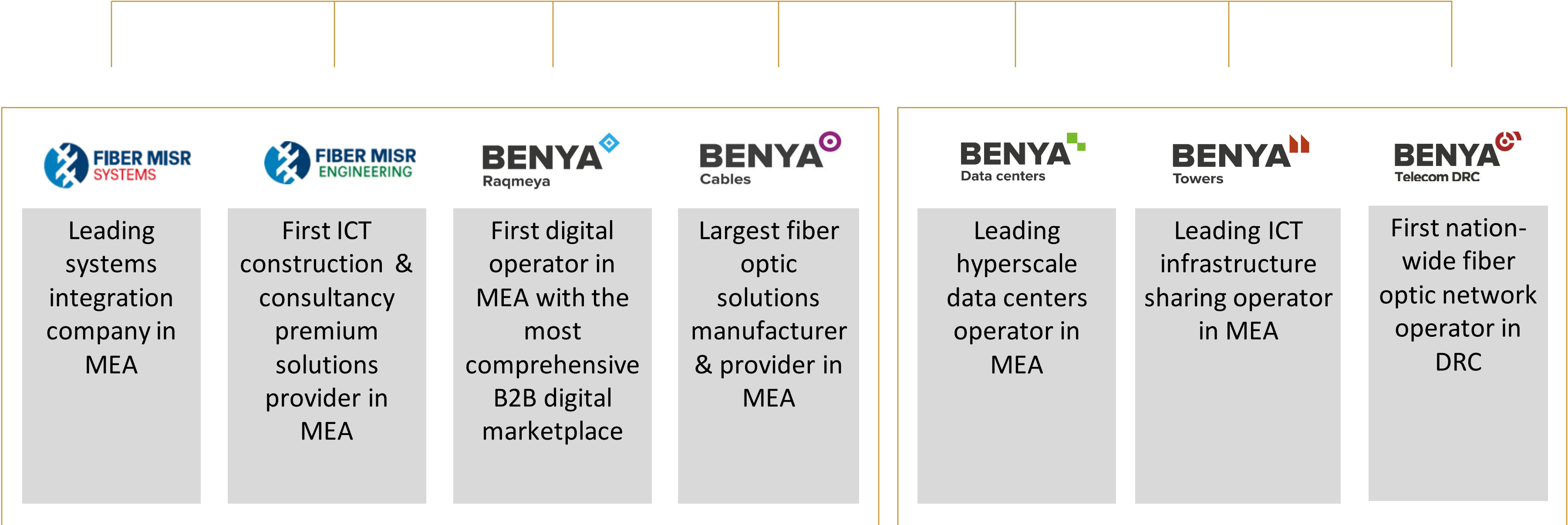




CORPORATE BRIEF

FALL 2020

BENYA FERVENTLY STRIVES TO BECOME THE LEADING DIGITAL TRANSFORMATION ENABLER AND ICT INFRASTRUCTURE PROVIDER IN AFRICA AND THE MIDDLE EAST



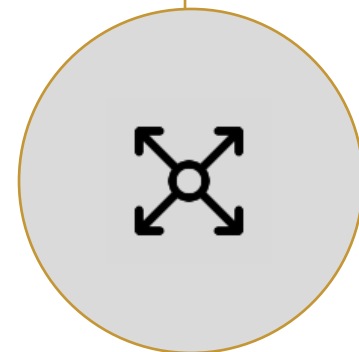
ESTABLISHED BUSINESSES

INCUBATED VENTURES

BENYA'S IS ON TRACK TO BECOME AFRICA AND MIDDLE EAST'S LEADING DIGITAL TRANSFORMATION ENABLER AND ICT INFRASTRUCTURE PROVIDER OF CHOICE

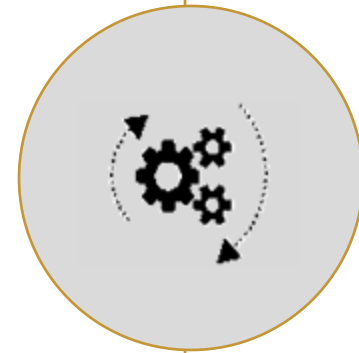


1



Egyptian based company, providing a breadth of digital products and services across different verticals with an aim to provide clients with all of their digital requirements

2



Leveraging global expertise and strong network to expand into underserved markets across MEA

3



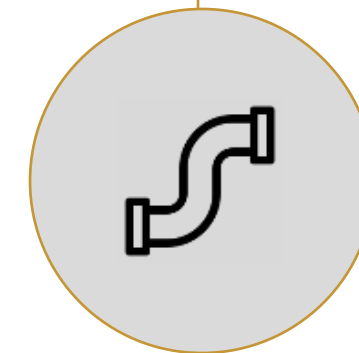
A team of high-caliber industry experts, led by a C-level executive management team with a collective 100+ year global and relevant industry experience

4



Serves 250+ large-scale clients across multiple geographies, leveraging solid partnerships with leading global technology vendors

5



Robust project pipeline in excess of USD 2B in various sectors including Security, Education, Transportation, Banking, and Public infrastructure.



FIBER MISR SYSTEMS (FMS)

COMPANY HIGHLIGHTS

- The leading systems integrator in MEA region, providing an unparalleled portfolio of E2E ICT solutions.
- Solid track record with 100x growth in business volume over 15+ years.
- Consistent **Recognition for Excellence** - Cisco Gold Partner of the Year 2017, Service Provider partner of the year 2015 & SP Architecture Partner in EMEAR in 2014.
- Tailored technology offerings for market leaders to ensure efficient revenue growth.
- 750+ experienced team members.

FLAGSHIP PROJECTS



Education Transformation
Passive and active infrastructure implementation for 2,530 public schools



Mega Scale DC
Contracted by the Egyptian Government for the build-up of the SW-defined mega scale data centers in MEA



Egypt's New Capital
ICT projects infrastructure implementation at Egypt's New Capital, as well as Government quarter



Public Enterprises
Implemented ERP for Ministry of Public Enterprise sector across 50+ companies

PRODUCTS OVERVIEW

Information and Cyber Security Management

Multi Cloud Public & Private DRaaS, BaaS File Share

Smart Cities & Emerging Technologies

Enterprise Software & Applications

Big Data & Business Analytics

UNIQUE SELLING PROPOSITIONS



VENDOR SUPPORT

Strategic partnerships with leading global vendors, enables FMS to service the growing systems integration demands.



CLIENT BASE

Strong relationship with public and private sector clients



DIFFRENTIATION

Highly focused on specialized knowledge and expertise in order to adapt and cater to client specific digital requirements.



HIGH-QUALITY SOLUTIONS

End-to-end customized solutions through a collaborative delivery methodology that joins the forces of the FMS team, the vendor partners and clients.



ROBUST PIPELINE

Provider of choice for key clients on various ICT-related projects exceeding \$1.3B Multiple up & cross selling opportunities generated as a result.



FIBER MISR ENGINEERING (FME)

- COMPANY HIGHLIGHTS**
- The first ICT construction & consultancy premium solutions provider in MEA.
 - FME specializes in the design, supply, implementation, and project management of technology and infrastructure projects.
 - FME’s goal is to bring together the science behind both mechanical and electrical designs in the most practical and innovative ways whilst meeting the highest degree of standards, and broad functionality desired by its clients.
 - FME partners with Alfatech, a leading US-based company, to capitalize on their extensive industry knowledge, benefiting not only FME’s teams but also it’s client base.

FLAGSHIP PROJECTS



City Operations Center
Supply and installation of smart metering solutions across Egypt’s New Administrative Capital



Railway signaling system
Supply and installation of trenching and cable laying as part of the modernization of Egypt’s railway signaling system



FTTH solution
Supply, installation and operation of FTTH solutions at various residential compounds

PRODUCTS OVERVIEW

Fiber Optic solutions

Next generation Data Centers construction

Building and Construction of specialized ICT solutions

Smart utility metering solutions

GSM construction solutions

STRATEGIC PARTNERSHIP

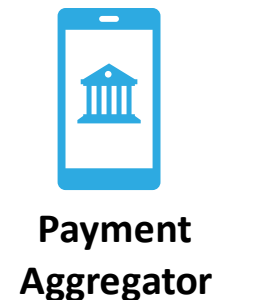
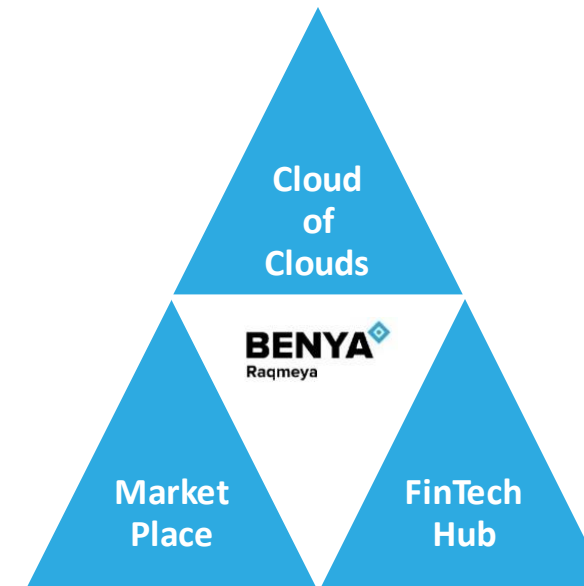


- AlfaTech has built a reputation over 30+ years providing the most innovative and sustainable engineering solutions
- 65 locations in 30 countries with 6500+ employees
- Over 200 clients and 700 data center projects in their project portfolio



BENYA RAQMEYA

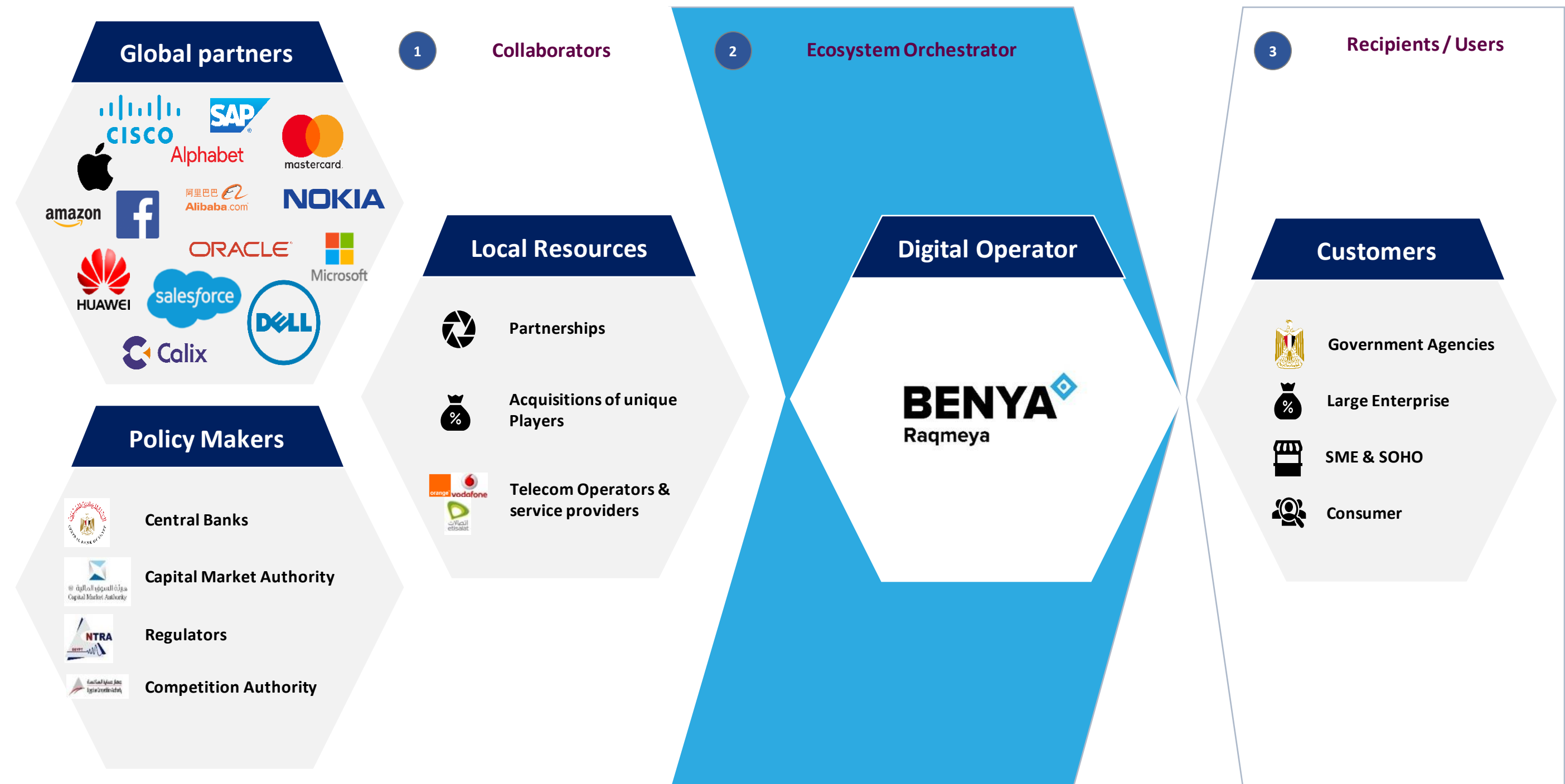
PRODUCTS PORTFOLIO



COMPANY HIGHLIGHTS

- The first eMarketplace and digital operator in MEA, providing cloud-based B2B solutions and services.
- Established in 2020, Benya Raqmeya’s mission is to create a Digital Services Delivery Ecosystem to transform businesses efficiently.
- Benya Raqmeya leverages Benya’s infrastructure and data management assets, adding the digital services component.
- Its product/service portfolio is equipped to tackle existing major gaps in active players’ scale, experience and digital service delivery.

THE ECO-SYSTEM





BENYA CABLES

COMPANY HIGHLIGHTS

- The largest fiber optic solutions manufacturer & provider in MEA region.
- Founded in partnership with the Arab Organization for Industrialization (AOI).
- Established a technology transfer agreement with Corning, the world’s leading innovator in optical fiber, cable, and connectivity solutions.
- The factory will be located at the heart of the Suez Canal Economic Zone with an estimated job creation potential for direct and indirect labour at 270.
- Production is estimated to commence by H2 2021..

DEMAND DRIVERS



Government Plans
The Egyptian government is working to position the nation as a regional hub for technology services



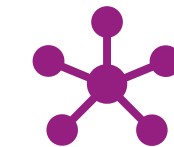
FTTx Expansion
Egypt will replace 95% of copper cables with fiber by 2021



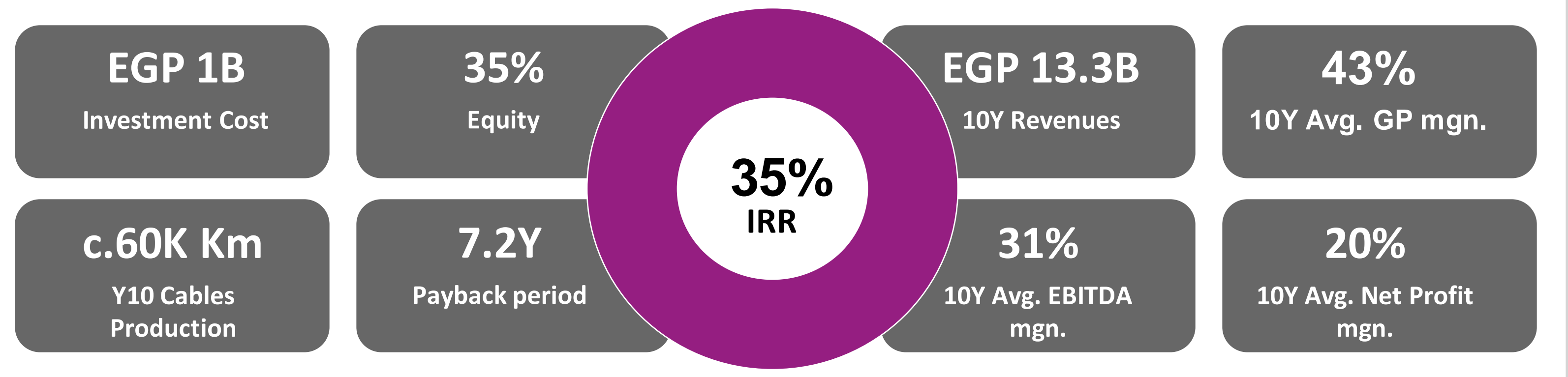
Latest Technologies
Optical fiber is key to expanding 4G/5G coverage expected for launch in 2022



Urbanization
With the introduction of 25 new cities, demand for optical fiber will peak to accommodate the urbanization plan



Regional Hub
Egypt’s strategical geographical location is leveraged by global companies as a gateway for MEA markets



“We are delighted to have been selected as a strategic supplier for this exciting investment by “Benya”. This will ensure the new factory will be able to provide high-quality cables with the most advanced and innovative fibers technology”

Richard Nevins
VP Optical Fiber Commercial Operations

“Our partnership with Benya Cables for optic fiber technologies and supply will further strengthen Africa Datacenters leadership in providing our customers with the highest level of connectivity and interconnection capacity in Africa”

Stephane Duproz,
CEO of Africa Datacenters



BENYA DATA CENTERS

COMPANY HIGHLIGHTS

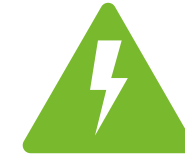
- Strives to become the leading regional hyperscale data center player, attracting hyperscale international players to partner in expansion.
- Plans to build the first hyperscale data center in North Africa, partnering with key international players.
- Focuses on providing data hosting solutions and services with different levels of complexities suiting OTT's, CDN's and various data centers operators.
- Benya Data Centers & Africa Data Centers (ADC) established a JV to build two hyperscale data centers in Cairo (primary and secondary sites).

DEMAND DRIVERS



ONE-OF-A-KIND GEO-LOCATION

All major subsea cables with low latency for data distribution throughout the region



POWER, CONNECTIVITY & SKILLED LABOR

Power, fiber and skilled man-power are the pillars of the Hyperscale data centers industry; Egypt now has it all



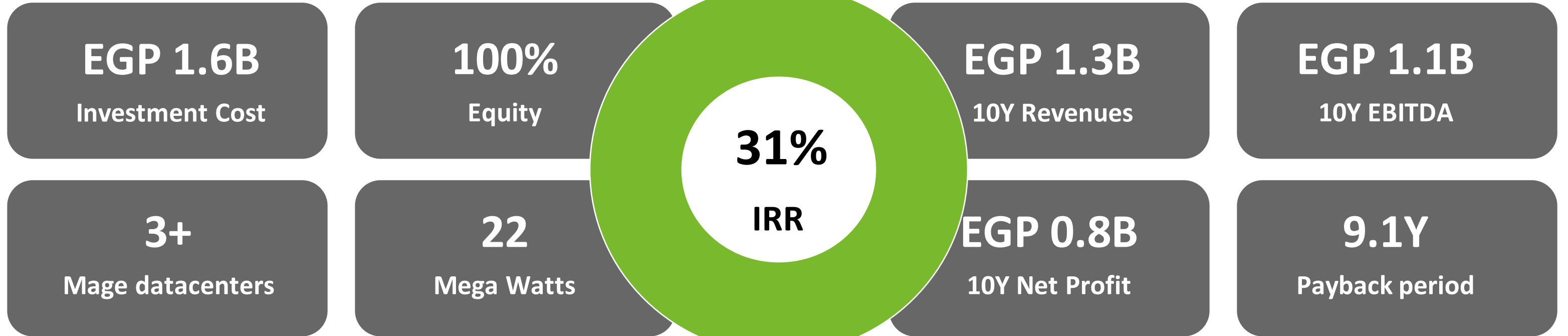
POLITICAL & COMMERCIAL SUPPORT

MCIT, NTRA and various government entities support the establishment of the Hyperscale DC industry in Egypt



NEW INVESTMENT LAWS & TECHNOLOGY PARKS

Development of technology parks in Cairo & Alexandria in conjunction with global players





BENYA TOWERS

COMPANY HIGHLIGHTS

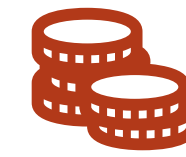
- Benya Towers has a primary focus on providing site sharing services to existing players in the digital communications field.
- Unprecedented demand for incremental towers/sites is driven by the need to expand telecom coverage and capacity as well as enhancing smart cities' connectivity.
- Advancements in smart technologies for infrastructure monitoring & operations will enhance customer experience.
- Strategic partnership with IHS, one of the largest independent tower operators currently operating across three continents.

DEMAND DRIVERS



4G/5G DEPLOYMENTS & COVERAGE EXPANSION

Network infrastructure is required for further 4G expansion and 5G rollout in coming years



MNOs' UNDER FINANCIAL PRESSURE

MNOs are under financial pressure to de-prioritize sites roll-out creating untapped demand



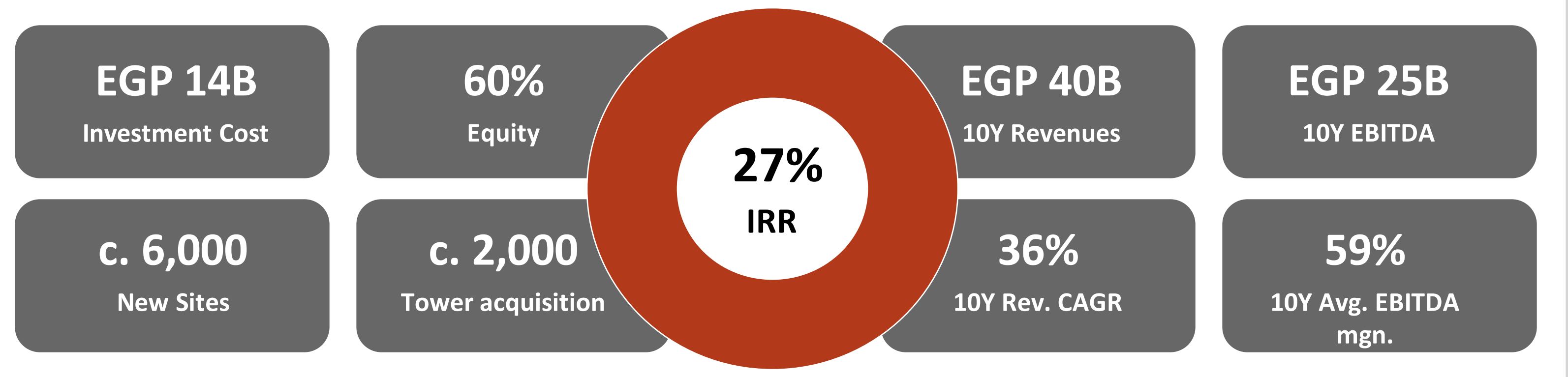
LIMITED MULTI-TENANT SHARING

Multi-tenant colocation is currently limited, mostly through bartering, keeping tenancy ratios c.1.1 figure



HEALTH & REGULATORY

Lengthy permit processes and health concerns favors site sharing to minimize time, effort, and cost associated with the site roll-out





BENYA TELECOM - DRC

- COMPANY HIGHLIGHTS**
- First nation-wide fiber optic network spanning over 15,000 Km connecting major cities in DRC.
 - The network will be the main enabler for increasing usage of the latest mobile technologies and expanding digital services reach.
 - The new network will enable an internet demand explosion, become the country's dominant wholesaler and create new, strategic routes into Central Africa.
 - MNOs, ISPs, and public/private enterprises are the potential off takers of the new network.
 - Project will commence during H2-2021.

SOLUTION PORTFOLIO

Long-haul Network

Metro Rings

International Transit

Mobile Backbone

IP Transit

Map Legend:
 Cities: > 1 Mio inh., > 350k inh., > 100k inh.
 Provinces: > 4 Mio inh., > 2 Mio inh., Rest
 Routes existing: > SNEI, > MNO/SCPT
 Routes proposed: > Benya, > Benya & Liquid
 Shares: 100% share, 65% share, ~25 share

USD 0.5B
Investment Cost

15
Major PoPs

USD 0.3B
CapEx

62%
Y6 EBITDA

20% IRR

c. 15,000
Kilometres

5Y
Rollout 2021-2026

36%
Y6 ROE

98%
Of market needs by Y6



