

*Unleashing the business potential
of digital convergence.™*

Caribbean IXP

A Tier III Data Centre Project in Trinidad

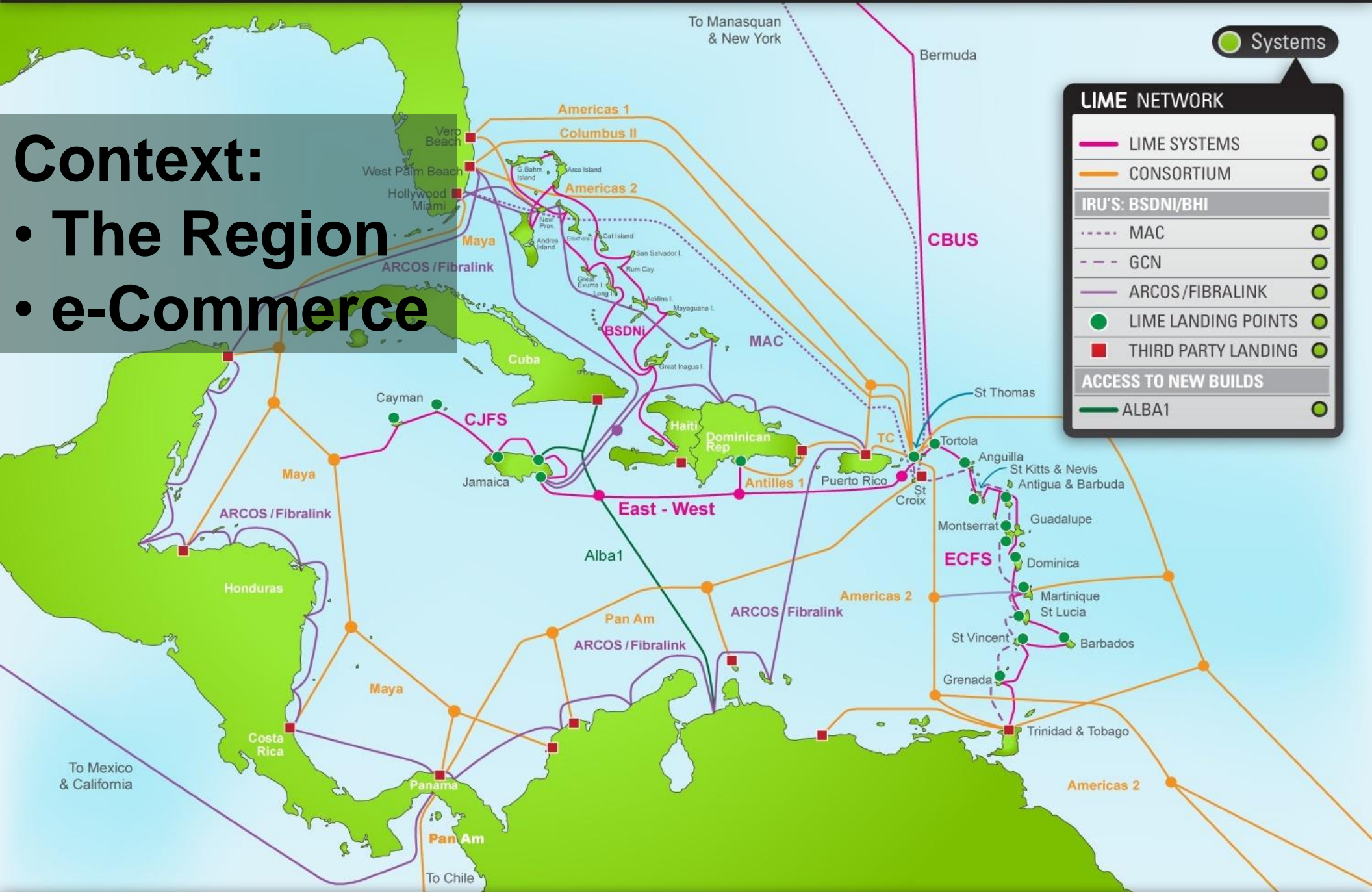
Key Investment Highlights

November 2012

CWC majority owned,
Consortia & IRU systems

Context:

- The Region
- e-Commerce



LIME NETWORK

- LIME SYSTEMS
- CONSORTIUM
- IRU'S: BSDNI/BHI**
- MAC
- GCN
- ARCOS/FIBRALINK
- LIME LANDING POINTS
- THIRD PARTY LANDING
- ACCESS TO NEW BUILDS**
- ALBA1



Trinidad

An Energy Exporting Island Nation,

In the process of diversifying an expanding economy through ICT investments

Stable democratic institutions

Regional financial centre

Public Debt at 32.7% of GDP + 22.5Bn USD GDP in 2011

Government committed to investment in Economic Diversification & Education



Caribbean IXP, SRL

is a Barbadian company seeking to raise equity financing in order to build and subsequently operate a Carrier-Neutral Tier III Data Center in Trinidad.



This project is led by Dr. Girish Pathak

As CTO of TELUS, a Canadian telecommunications conglomerate, Dr. Pathak has overseen the construction of Tier III data centers and the operation of Tier III and Tier IV centers.

More recently, as CEO of ITE Services (2006-) Dr. Pathak has been advising government leaders and regional telecoms on implementation of Critical ICT Infrastructure projects in the Caribbean.



Building a Regional Data Hub

Trinidad has the largest number of broadband connections in the Eastern Caribbean, and the lowest kilowatt-hour energy costs.

Regional enterprises seeking to adopt ICT-dependent advanced-economy business practices form a market worth an estimated US\$400M annually, presently not served by any large data-centre service providers.

More about this Project

This Project offers potential for growth via expansion of the original facility and the development of new facilities in Trinidad and elsewhere in the Caribbean.

The two-phased construction will produce 24,000 ft² of colocation space. The 12,000 ft² powered in the first phase (Phase 1A) is 116% subscribed (oversubscribed!) through Conditional Binding Letters and LOI's for colo space from high-credit clients, suggesting healthy demand.

Transaction Overview

The 2-step buildout of Phase 1 of this project, comprising :

Phase 1A (Construction of the facility's "shell" + Powering 12,000 ft² of colocation floor-space), and

Phase 1B (Powering 12,000 ft² of additional colocation floor-space)

is projected to require **US\$44 million in capital**, and will be funded through a combination of equity, debt and cash flow from operations:

- *US\$17.50 million equity*
- *US\$17.50 million debt – Facility for Phase 1A (committed at Closing)*
- *US\$09.00 million debt – Facility for Phase 1B (drawn in Year 3)*

Sources		Uses	
Equity	17,500,000	Capital Expenditures*	40,148,768 (*excludes Maintenance CapEx)
Debt – Facility 1A	17,500,000	Fees and Expenses	678,750
Debt – Facility 1B	9,000,000	Interest Expense/Bank Fees	2,483,104
		Debt Amortization	1,397,495
		EBITA Deficit (Surplus)**	(947,206) (**EBITDA less Maintenance CapEx)
		Working Capital	239,089
Total Sources	44,000,000	Total Uses	44,000,000

Status

Customers – LOI's & CBL's for 1st phase,
diversified tenant mix

Build – Key Permits & Lease concession secured
for 2-Phase Build-out

Financial Model – 50/50 Equity & Debt

Financing Process – Secured Minority Investor and
indicative term-sheet from bank

Management – Key Management team in place,
Brand Management & Personnel Training
Programs defined.

Business – Tax Efficient HoldCo + Gov't tax
concessions