Delivering Fiber Broadband in Nepal with FTTH

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Chairman / Managing Director
WorldLink Communications Ltd
Nepal

PTC 2023
January 2023
NEPAL
Fast Facts

Population: 30 million

Household: 6.6 million

Literacy: 67.91%

GNI - Per Capita (PPP): $4,280

GDP Growth: 5.8%

Internet Penetration: Mobile 98.46%
Fixed 36%

Federal Democratic Republic in 2008

Land locked and geographically diverse
FTTH in Nepal: Current Status

- 2.1 million FTTH connections
  - 94% of all fixed broadband connections
  - 32% of all households

- Growth contributors:
  - Easy right of way (ROW) permits
  - Low regulation
  - Surge in demand for data
  - Drop in cost of fiber cable and ONTs
  - Affordable (ARPU: ~USD 8 per month)

- Worldlink has built the largest FTTH network with 2.1 million home passes serving 700,000 households
WorldLink In Brief

Established in 1995

Nepal's 3rd Largest Operator by Revenue

Largest Fixed Broadband Operator

Largest IPTV & Content Service provider

Largest Public Wi-Fi Operator

ISO 9001:2016 certified

British International Investment (BII, formerly CDC)

Vision: Connect everyone anywhere all the time

Mission: Enrich Lives through Connectivity

Nirmal Purja
Mountaineer, 14 peaks “Nothing is Impossible”

Brand Ambassador
WorldLink
At Present

- Internet Users: 3.6 Million
- Fixed Broadband Connection: 700,000
- Employee: 5,500
- Revenue: USD 75 Million
- IPTV Subscribers: 400,000
- Public Wi-Fi Locations: 16,000
- Daily Visitors: 600,000
- Enterprise Customers: 4100
- Traffic: 3 Tbps
- Market Share: 31% Fixed Broadband, 35% of Nepal’s Internet traffic
- Network Coverage: 74 Districts out of 77
- Award: National ICT Award 2019
OUR CSR PLAN FY23: 4 out of 17 SDGs

1. No Poverty
2. Zero Hunger
3. Good health and well-being
4. Quality Education
5. Gender Equality
6. Clean water and sanitation
7. Affordable and clean energy
10. Reduced inequalities
13. Climate action
16. Peace and strong institutions
17. For the goals
## WorldLink’s Fiber Infrastructure

<table>
<thead>
<tr>
<th></th>
<th>As on 12th Jan 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Home Passes (ports)</td>
<td>2,048,222</td>
</tr>
<tr>
<td>Districts Covered</td>
<td>73 out of 77</td>
</tr>
<tr>
<td>No. of OLTs</td>
<td>602</td>
</tr>
<tr>
<td>Fiber deployed <strong>(in km)</strong></td>
<td></td>
</tr>
<tr>
<td>Intra City</td>
<td>48,000 (100% owned)</td>
</tr>
<tr>
<td>Inter City</td>
<td>1,633 (owned) &amp; 2,165 (Leased)</td>
</tr>
<tr>
<td>Customers <strong>(Active Connections)</strong></td>
<td></td>
</tr>
<tr>
<td>Retail Broadband</td>
<td>727,122</td>
</tr>
<tr>
<td>Enterprise Circuits</td>
<td>3,000</td>
</tr>
<tr>
<td>IPTV Set-Top Boxes (STBs)</td>
<td>487,887</td>
</tr>
<tr>
<td>Wi-Fi Hotspots</td>
<td>14,260</td>
</tr>
</tbody>
</table>
Data Center (under construction)

- Site Location: Mata Tirtha, Kathmandu, Nepal
- Type: Core DC, Carrier Neutral
- Certifications: Uptime Tier 3, Edge (Climate)
- Rack Count: 366
- Power: 3MW
- Cooling: DX based with Free Cooling
- Budget: USD ~15 Million
- Status: Under Civil Construction
- Design Consultant: Nxtra by Airtel
- Plans to build 12 other DCs
Financial Performance

Retail Customer Base at year end (in K)

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<tr>
<th>FY 15-16</th>
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<th>FY 20-21</th>
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<tr>
<td>52</td>
<td>115</td>
<td>226</td>
<td>319</td>
<td>393</td>
<td>511</td>
<td>660</td>
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Revenue (NRs M)

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<td>7,986</td>
<td>9,428</td>
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EBITDA (NRs Mln)

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EBITDA%
Rural Broadband: Karnali Province
Thank You !!