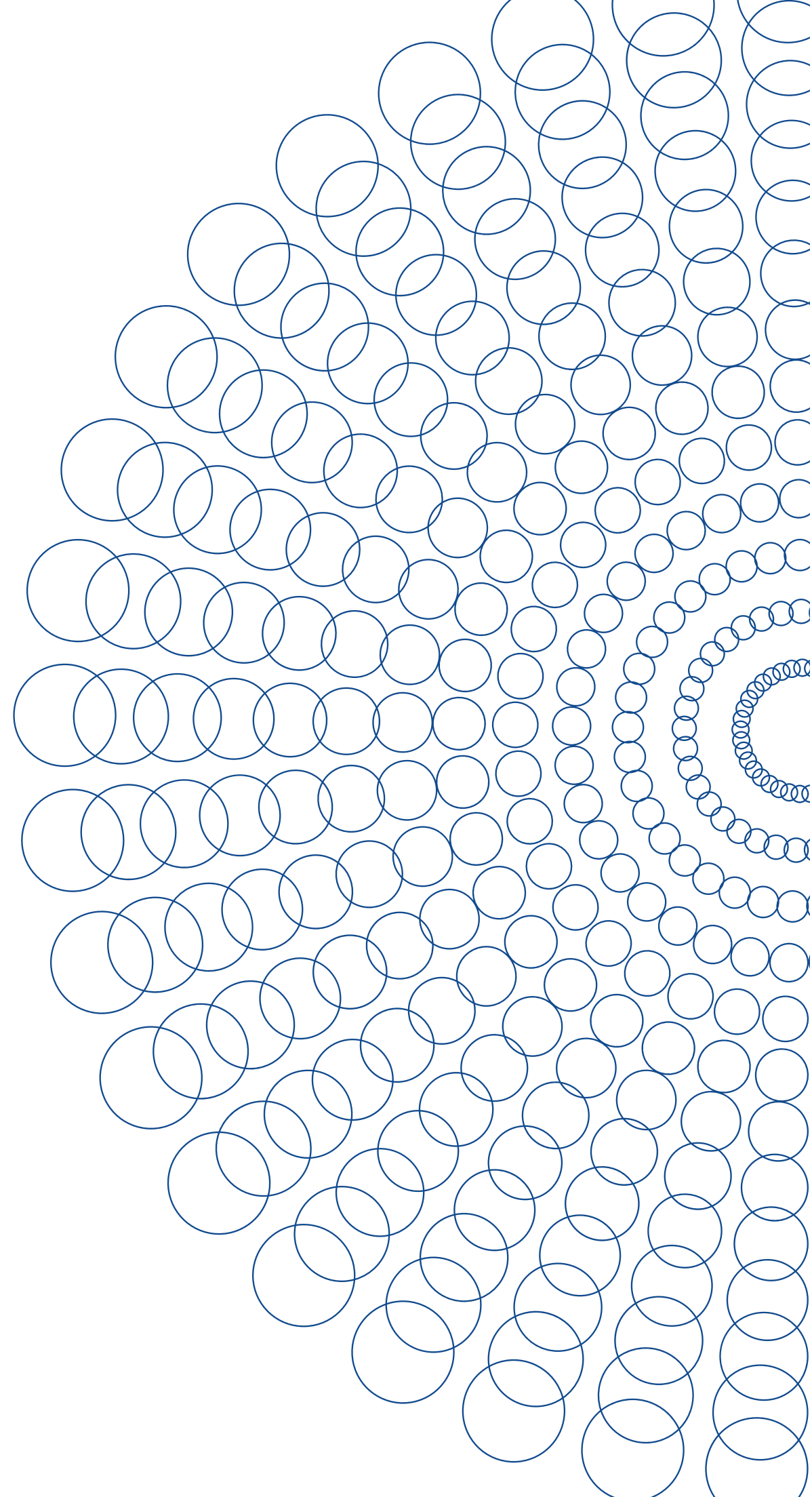




**YEARS**  
**OF ENABLING A**  
**DIGITAL ECONOMY**

**MainOne**







# **10 YEARS** **OF ENABLING A** **DIGITAL ECONOMY**

For us, connectivity is not just a word. It's enabling your access to possibilities.

MainOne is West Africa's leading provider of Connectivity and Data Center services. With the objective of bridging the digital divide between West Africa and the rest of the world, we built a 7,000km submarine cable, the first private subsea cable to deliver open-access, broadband capacity to West Africa in 2010, heralding the explosion in internet access witnessed across the region. MainOne currently connects over 10 countries with interconnections to leading regional operators and Internet Exchanges worldwide, multiple Points of Presence (PoPs) and extensive fiber builds to provide global reach to its customers.

We also own a Data Center subsidiary, MDXi which operates Tier III Data Centers across West Africa.



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**With investments in Digital Infrastructure, the future is already here with us and MainOne is preparing its customers to take advantage of Digital Transformation and leverage the Infrastructure Services that MainOne is offering.**

**Funke Opeke 2020**

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## FOREWORD

This is our story. A narrative of MainOne's amazing 10-year journey of growth, development and pacesetting impact. Beyond simply enjoying the story, we hope that you get inspired by every page, as we take you through the last 10 years and our plans for the future.



# MEET THE BOARD OF DIRECTORS



**FOLA ADEOLA,**  
CHAIRMAN

Mr. Fola Adeola is the Chairman of MainOne. He is an Entrepreneur, Investor, Philanthropist, and the Founder/ Chairman of Fate Foundation, a charitable foundation promoting entrepreneurship among Nigerian youths. He was also the Founder and pioneer Managing Director and Chief Executive of Guaranty Trust Bank, Nigeria for twelve years.

Mr. Adeola has served on innumerable developmental initiatives within and outside Nigeria. He also served on the Blair Commission for Africa. He is a 2002 Officer of the Order of the Federal Republic (OFR).

He sits on the Board, as a representative of Main Street Technologies Limited.



**FUNKE OPEKE,**  
CHIEF EXECUTIVE  
OFFICER

Ms. Funke Opeke is the Founder and CEO of MainOne. She is an experienced telecommunications executive who returned home in 2005 as the Chief Technical Officer of MTN after a twenty-year career in the United States.

Prior to her return, she was the Executive Director of Verizon Communications Wholesale Division. Subsequent to MTN, she advised Transcorp on the acquisition of NITEL and briefly served as the interim Chief Operating Officer, post-acquisition of NITEL.

She recently served as the Chairman of the Presidential Committee for the Nigerian National Broadband Plan (2020 – 2025).



**TAIWO OKEOWO,**  
DIRECTOR

Mr. Taiwo Okeowo is a seasoned professional with significant investment banking experience and sits on the Board as a representative of First Bank of Nigeria Plc.



**DAPO OSHINUSI,**  
DIRECTOR

Mr. Dapo Oshinusi sits on the Board of MainOne as a representative of Main Street Technologies Limited. He is the Founder and Managing Director of Mansfield Energy, a leading provider of drilling and well completion solutions with sand control services for the Oil & Gas industry in West and South Africa.



**BENNEDIKTER  
MOLOKWU,**  
DIRECTOR

Ms. Bennedikter Molokwu is an independent Director of MainOne and a Fellow of the Institute of Directors where she also served as the President. She is also a member of the Nigerian Bar Association, International Bar Association, International Federation of Women Lawyers and Chartered Institute of Bankers.



**SOULEYMANE  
KEITA,**  
DIRECTOR

Mr. Souleymane Keita sits on the Board as a representative of Harith Fund Managers, the duly appointed fund managers of the Pan African Infrastructure Development Fund. Mr. Keita currently heads the Abidjan Office of Harith, where he is responsible for originating and appraising infrastructure investments.



**SIPHO  
MAKHUBELA,**  
DIRECTOR

Mr. Sipho Makhubela sits on the Board as another representative of Harith Fund Managers. He has over 17 years' experience in auditing, structured finance and private equity investing. He is Chief Executive Officer of Harith General Partners.



**SANDEEP  
FAKUN,**  
DIRECTOR

Mr. Sandeep Fakun sits on the Board as a representative of IQ EQ Global Business.



**PRAVEEN  
BEEHARRY,**  
DIRECTOR

Mr. Praveen Beeharry sits on the Board as a representative of IQ EQ Global Business. He is a manager in the Project Team of IQ EQ Global Business (Mauritius) Ltd and is also a member of the Mauritius Institute of Directors.



**GEORGE OLAKA,**  
DIRECTOR

Mr. George Olaka sits on the Board as a representative of Africa Finance Corporation. He serves as Africa Finance Corporation's Head of Portfolio Management.



**BANJI  
FEHINTOLA,**  
DIRECTOR

Mr. Banji Fehintola sits on the Board as a representative of Africa Finance Corporation. He is a Senior Director and Head of Treasury & Financial Institutions at Africa Finance Corporation (AFC).



**INNOCENT IKE,**  
DIRECTOR

Mr. Innocent Ike is a leading finance and banking professional with over three decades of outstanding career in leading commercial banks in Nigeria.

Mr. Ike is the Acting Managing Director/ CEO of Polaris Bank Limited and sits on the Board as a representative of Polaris Bank.





## A MESSAGE FROM THE CHAIRMAN

### 10 YEARS DOWN THE LINE

It's 10 years of operations already. Congratulations are therefore in order!! When Funke first shared the idea with me, I thought that it was very audacious. But as a believer in B.H.A.G (Big Hairy Audacious Goals), I said to myself why not? What if we succeeded? Here we are ten years down the line. People kept saying it was impossible until someone did it.

I'm just proud to have been a part of that journey. Congratulations to all those who invested in this project, our shareholders and our lenders. We won't be here without you. Ours was a completely unique experience. We created the first, efficient internet backbone in this country. Lastly, I'd like to congratulate all our staff. I hope that the experience has been worthwhile. We also thank our customers for their patronage without which again, we won't be here.

Happy 10th anniversary MainOne as we enter our second decade.

FOLA ADEOLA,  
CHAIRMAN



# A MESSAGE FROM THE CEO

## WE COULDN'T HAVE DONE IT WITHOUT YOU

Ten years ago, we launched our Submarine Cable System, the first private Submarine Cable System to land on the west coast of Africa. At that time, we laid 7,000 kilometers of subsea cable running from Portugal to Lagos, Nigeria. We completed the project on budget and on time.

A lot has happened in 10 years and during this period we have remained focused on our vision to bridge the digital divide in West Africa and have actually expanded that vision beyond simply bridging the digital divide, to enabling the digital economy and building a digital ecosystem. We are proud that today MainOne has delivered internet services to 10 countries around the region and in every state of Nigeria. We have deployed and currently operate the largest, Tier III commercial Data Center in West Africa, hosting local enterprises and global content providers and making more information available to citizens in our region. We host a private internet exchange which is growing the amount of traffic that is exchanged locally here in Nigeria without having to go offshore. In 2015 we extended our cable in partnership with CAMTEL to Cameroon and in 2019, we extended our Submarine Cable into Cote d'Ivoire and Senegal.

It's been a lot of firsts. It's been a lot of innovation and interesting developments for us over this past ten years. Our mission to be West Africa's preferred communication services provider is founded on strong values, customer focus, integrity, excellence and professionalism. We have grown this business to become the leading provider of services to businesses and government institutions across the region. We remain excited about the future of our business. Even though we have accomplished a lot and have made significant impact in the growth of internet penetration in our region, from less than 10% to approximately 40% today, and in the adoption of digital services to the levels we currently have, our work is not yet done. There is much more that we need to accomplish to bring more of our citizens on to the internet.

We could not have accomplished all these over the past 10 years without the tremendous support we have received and for this, I am most grateful and truly humbled. From the initial founding shareholders who wrote the cheques and believed in the vision to bridge the infrastructure gap that we had in West Africa, to the Regulators who gave those pioneering licenses and critical government approvals that we required to deploy this infrastructure, the financial institutions and banks that financed \$240 million at a time when no such infrastructure had been deployed by a private company in West Africa, and to the customers who signed on and believed in us, I am truly grateful.

To the fantastic team, that we have been able to build in MainOne that continues delivering world class services to our customers. Not just the team we still have with us today; we also have a very proud set of alumni who had been with us through the years and made tremendous contributions to the company. We deeply thank you all; without your support, commitment and contribution, this amazing MainOne story would not have happened.

I look forward to another great 10 years ahead for this company that we have jointly created. The best is yet to come, and I am confident that MainOne will continue to have significant impact on all of us across our region, in digitalization and expanding the digital economy in the years to come.

FUNKE OPEKE,  
CEO







## THE JOURNEY SO FAR

In the early 2000s, 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, however data services lagged behind and Internet access was constrained to satellite services and the government controlled/monopolistic cable for international connectivity.





# HOW IT ALL BEGAN

## The Road Home

Returning to Nigeria after about 20 years, Funke Opeke had some catching up to do with the environment she would now live and work in. Coming from the United States which enjoyed pervasive access to the internet and advanced technologies, the poor infrastructure and limited access in Nigeria presented a challenging situation that needed to be tackled.

## The Opportunity

By 2008, Internet penetration in Nigeria was still relatively low, Internet cafes were immensely popular, very few smartphones were available, however latent demand for internet was high. The world was moving at a fast pace and the Digital Divide with Africa was getting wider. As a result, the founder recognized the need to close the gap and get the country and the rest of the West African region online. The opportunities were endless, with a large youth population that required access in order to innovate and make positive contributions to the economy.

## A Chance to Make a Difference

Building a 7,000-kilometre undersea, high capacity, private Submarine Cable to run from Portugal to Lagos, Nigeria sounded audacious to a successful entrepreneur like Fola Adeola who would later become the Chairman of the company. The thought of a \$240 million project to build a Submarine Cable was over ambitious.

The Chairman and Funke Opeke had met during an unsuccessful endeavour to privatize NITEL, the Government-owned incumbent telecoms operator and a project he had invited her to embark upon, in a bid to address Nigeria's telecoms infrastructure gap.

It might have seemed like an outrageous idea, however, Funke Opeke saw an opportunity and set out on a journey to close the gap in the market.



# MAINONE SUBMARINE CABLE MAP

- 7,000 km, 10 TBPS capacity.
- First Private and Open-Access Submarine Cable in West Africa with landings in Seixal, Portugal, Lagos, Accra, Cameroon, Abidjan and Dakar.
- Service Coverage in over 10 West African countries including Ghana, Togo, Burkina Faso, Benin, Cameroon, Niger, Chad and Cote d'Ivoire, and all 36 states in Nigeria.
- 60+ PoPs across Nigeria, Ghana, Portugal, Cote d'Ivoire, United Kingdom.
- Partner to global tech companies such as Facebook, Google, Amazon, Microsoft, Cisco, Huawei, Netflix, etc.







# CONNECTING THE WORLD

## The Birth

With much faith, a strong vision and support from family, friends, and investors, the journey to becoming West Africa's communication solutions provider of choice begun. The sum of \$240 million was raised and the building of the private Submarine Cable began in 2008. The cable was ready for service by July 1, 2010, making it the first private Submarine Cable to be landed in Africa with landing points in Portugal, Nigeria and Ghana at inception, and Cote d'Ivoire and Senegal in 2019.

## Pioneering West Africa's Internet Revolution

The entry of MainOne into the telecommunications industry started the data revolution not only in Nigeria but in West Africa as a whole. The company hit the ground running to bridge the digital divide in West Africa by creating a more competitive market through open access to the cable system for operators and providing accessible and cost-effective Internet services to major telecoms operators, ISPs, Government agencies, public institutions, and large, small and medium enterprises. MainOne changed the broadband narrative in the region and has since been a catalyst for growth.

## The Right Team for the Job

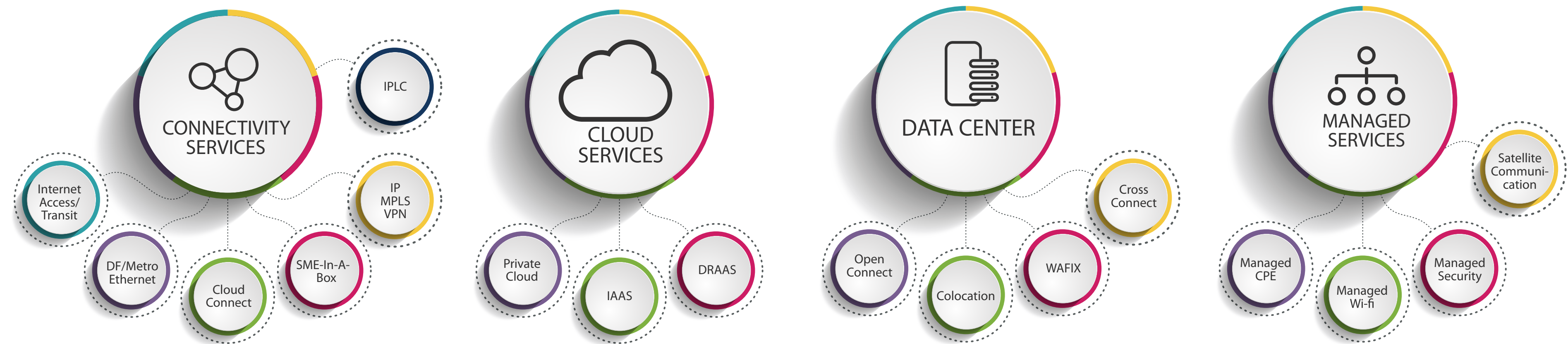
Hard work, resilience and determination were key qualities that characterized the MainOne team and they were visible in the ground-breaking results the team gathered in its first year of operations, which included crashing the prices of wholesale international bandwidth capacity by greater than 50%.

The accolades and recognitions spoke volumes to the energy, vibe and tireless dedication that the MainOne team put into ensuring reliable connectivity while delivering excellent service. Some of these recognitions include bagging both the Informa/AfricaCom Awards for Best Pan African Initiative (in conjunction with Seacom) and the Nigerian Telecoms Awards for Broadband Company of the year, in just one year of service.

This recognition was proof that MainOne had put together a winning team whose dedication has stayed unflinching through the years.



# PRODUCTS & SERVICES



## GLOSSARY:

DF - Dark Fiber  
IAAS - Infrastructure as a Service  
DRAAS - Disaster Recovery as a Service  
IPLC - International Private Lease Circuit  
WAFIX - West Africa Internet Exchange



# BUILDING WEST AFRICA'S LARGEST TIER III DATA CENTER

When MainOne set out in 2010 to increase internet penetration in West Africa, the Submarine Cable was the only initial infrastructure investment required to make this happen. Further investments have included building the premier Tier III Data Center in West Africa, MDXi, in Lekki, Lagos, Nigeria in 2015. This 3,500sqm Data Center with an initial 600 rack capacity was built with the intent of developing a hub for local content delivery and key regional and intercontinental connectivity, while serving as the primary point for traffic aggregation in West Africa.

Today, MDXi has extended its footprint to Ghana and Cote d'Ivoire, where it delivers a variety of colocation and cloud services via state-of-the-art infrastructure. This development has also helped accelerate digital transformation for regional enterprises, as they can now host critical infrastructure and data locally while ensuring regulatory compliance.





# BRIDGING THE DIGITAL DIVIDE THROUGH THE YEARS



FIRST ANNUAL GENERAL MEETING - 2009



MAINONE GHANA SPLICING EVENT - 2010



UNITED STATES AMBASSADOR TO NIGERIA, DR ROBIN RENÉE SANDERS VISIT MAINONE - 2010



OFFICIAL LAUNCH OF MAINONE -2010



MAINONE PARTNERS ADVANTAGE LAUNCH - 2011



THE NIGERIAN COMMUNICATIONS COMMISSION (NCC) FIRST OFFICIAL VISIT TO MAINONE - 2011



MAINONE AT THE THISDAY MEDIA AWARD FOR EXCELLENCE - 2012



THE MANAGEMENT TEAM AT MAINONE'S FIRST ANNIVERSARY - 2011



FUNKE OPEKE WINS CNBC'S ALL AFRICA BUSINESS WOMAN OF THE YEAR AWARD, ALL AFRICA BUSINESS LEADERS AWARDS- 2012



MAINONE PARTNERS WITH THE MINISTRY OF COMMUNICATIONS, INSTITUTE OF SOFTWARE PROFESSIONALS OF NIGERIA (ISPON) AND THE CALABAR STATE GOVERNMENT AT THE NATIONAL SOFTWARE CONFERENCE AND COMPETITION IN TINAPA, CALABAR - 2012





THE AGREEMENT SIGNING CEREMONY BETWEEN MAINONE AND THE UNITED STATES TRADE AND DEVELOPMENT AGENCY (USTDA) TO SUPPORT A FEASIBILITY STUDY ON THE EXTENSION OF A FIBER OPTIC NETWORK FROM LAGOS, TO PORT HARCOURT, NIGERIA - 2013



MAINONE HOSTS IBM CEO, GINNY ROMETTY AT ITS FACILITY - 2013



MAINONE GHANA CELEBRATES 5TH ANNIVERSARY - 2015



MDXI DATA CENTER AWARDED PCI-DSS AND ISO27001 CERTIFICATIONS PRESENTED BY DIGITAL JEWELS LIMITED - 2015



MDXI DATA CENTER GROUND BREAKING CEREMONY - 2013



MAINONE HOSTS FIRST CABLE AWARENESS PROTECTION WORKSHOP IN LAGOS AND ACCRA - 2013



THE INAUGURAL EDITION OF MAINONE'S TECH EVENT NERDS UNITE - 2015



THE OFFICIAL LAUNCH OF MDXI - 2015



THE LAUNCH OF MAINONE CLOUD SERVICE - 2015



MAINONE AT 5 - 2015



CAMTEL VISITS MAINONE TO INITIATE JV PARTNERSHIP TO DELIVER BROADBAND SERVICES TO CAMEROON - 2016



MEMBERS OF THE NIGERIAN SENATE VISIT MDXI - 2017





MAINONE HOSTS BREAKFAST SESSION WITH STAKEHOLDERS IN ABUJA - 2017



MAINONE AWARDED "EASE OF DOING BUSINESS AWARD" BY THE OFFICE OF THE PRESIDENCY, NIGERIA - 2017



MAINONE LANDS SUBMARINE CABLE IN DAKAR, SENEGAL IN PARTNERSHIP WITH SONATEL - 2019



MAINONE SIGNS AGREEMENT WITH APPOLONIA CITY TO BUILD TIER III DATA CENTER IN THE NEW APPOLONIA CITY, ACCRA, GHANA - 2019



MAINONE SECURES OPERATIONS LICENSE IN COTE D'IVOIRE - 2018



MEMBERS OF MAINONE'S BOARD OF DIRECTORS VISIT GRAND BASSAM TO INSPECT THE DEVELOPMENT OF COTE D'IVOIRE DATA CENTER DURING ITS ANNUAL GENERAL MEETING- 2019



MDXI WINS "EXCELLENCE IN DATA CENTER: AFRICA" AS WELL AS "AFRICA CLOUD SERVICE PROVIDER OF THE YEAR" AT THE 2019 EDITION OF DATA-CLOUD AFRICA LEADERSHIP SUMMIT AND AWARDS IN ACCRA, GHANA



THE LAUNCH OF MAINONE SERVICES IN COTE D'IVOIRE - 2019



MAINONE AND ORANGE SIGNS PARTNERSHIP TO DELIVER BROADBAND INTERNET TO FRANCOPHONE WEST AFRICA - 2018



MAINONE PARTNERS WITH ZENLAYER TO EXPAND CONNECTIVITY BETWEEN INTERNATIONAL COMPANIES AND WEST AFRICA - 2019



MAINONE TEAM AT THE LANDING OF THE SUBMARINE CABLE IN GRAND BASSAM BEACH, COTE D'IVOIRE - 2019



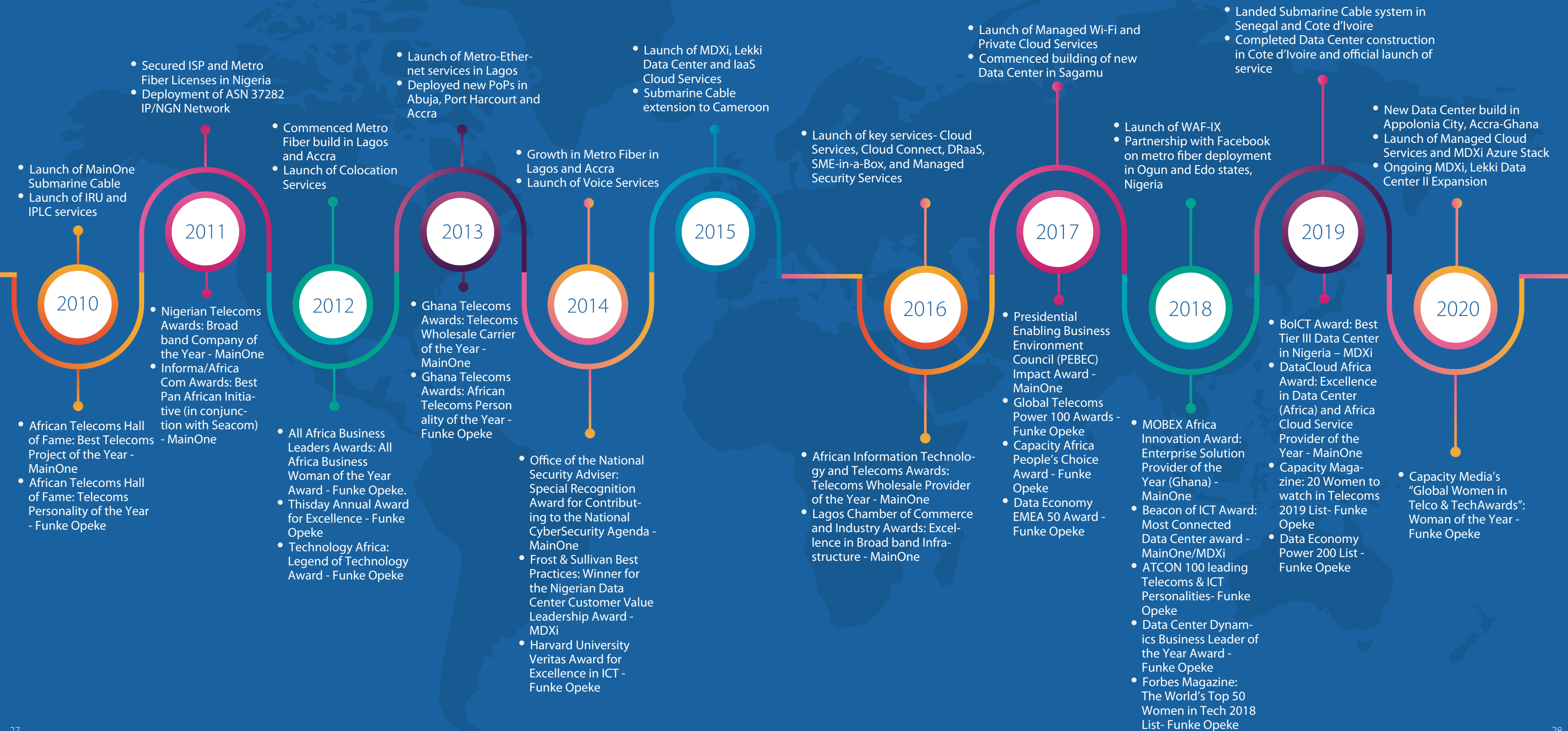
FUNKE OPEKE WITH THE DG NITDA, KACHIFU INUWA ABDULLAHI AT NERDS UNITE 2020



MAINONE MANAGED CLOUD SERVICES AND AZURE STACK LAUNCH WITH MICROSOFT AND HEWLETT PACKARD ENTERPRISE - 2020



# MILESTONES & AWARDS





# A WORD FROM SOME OF OUR CUSTOMERS AND PARTNERS



On behalf of the Avanti team we would like to congratulate MainOne on her 10th year anniversary. We appreciate your efforts and dedication towards enabling the digital ecosystem across West Africa. We are inspired by your growth through this past 10 years and are proud to have partnered with you in improving broadband penetration and the digital experience of end users within the West African region. A big congratulations to the MainOne team. We wish you more success in the years to come.

JANE EGERTON-IDEHEN, COUNTRY MANAGER,  
AVANTI COMMUNICATIONS



On behalf of our team we are extending our warmest congratulations to MainOne on the company's 10 years anniversary. We are proud to be your technological partner. MainOne has been a powerful brand, your dedication to customers, social improvement, education, search for excellence, initiative to provide the best services and facilitate the most advanced technology is synonymous to MainOne brand. We are inspired by your growth throughout this past 10 years and are proud to partner with you in protecting online businesses against emerging applications, network threats thereby improving the digital experience of end users within the West African region and beyond. Kudos to MainOne team and Funke Opeke for her dedication to the progress of all stakeholders. We wish you more success in the coming years.

ROBERTO NEISSER, REGIONAL DIRECTOR, AND TOMER  
EREZ, REGIONAL SALES MANAGER, RADWARE



On behalf of Airtel Networks Limited, I am very pleased to join other well wishers in celebrating your 10th year anniversary with you. 10 years of a successful journey. Myself and my colleagues are very pleased with our relationship. You've been a very good customer and a very good vendor as well, so we serve you, you serve us, and our business has been mutually beneficial. But beyond the business relationship, I would like to salute the courage of your CEO, Funke you have inspired so many people. I am very proud of what you have done. You have built an institution from nothing to something. I am very proud as a Nigerian and extremely grateful that you have shown what can be done by Nigerians when given the right opportunities. So I salute you, I celebrate with you and your colleagues, I wish you well and I say confidently that you can rely on us to continue to work with you to further the broadband agenda of our great country. So once again Congratulations to MainOne, Congratulations to Funke, Congratulations to staff and every stakeholder in MainOne. God bless all of you.

Thank you. Enjoy your celebrations.

SEGUN OGUNSANYA, MD/CEO, AIRTEL NIGERIA



On behalf of Tata Communications, we extend our heartiest congratulations to you on your successful anniversary. We have been so impressed with your efforts and commitments to building West Africa's digital future, and the impact you have made in that region for the last 10 years has been impressive. Partnering together on several projects has been productive and we look forward to more achievements in the future. Cheers to 10 years!

KAPIL MANCHANDA, GENERAL MANAGER,  
TATA COMMUNICATIONS



I would like to send you my best wishes for the celebration of MainOne's 10th anniversary. We are quite happy to have partnered in this coming adventure to complete the installation of two additional branches of MainOne with Orange marine to link two important countries in West Africa: Senegal and Ivory Coast. MainOne is a singular Submarine Cable as it brings high connectivity to West Africa by African partner with the latest technology on the market. For Orange, MainOne is a key asset to connect to our African customers and to address booming needs for connectivity in West Africa. Our two branches will soon be inter-connected with our future Pan-African network that we named Juniper, that will expand over 8 African countries to offer network resilience.

Since the launch of MainOne, Orange has been very pleased by the professionalism and delivery capability of MainOne team. It has been a really true pleasure to work with you. You can be sure that Orange stands by MainOne to offer enhanced connectivity to West Africa and looks forward to continuing working with you.

Happy birthday MainOne and Congratulations for your achievements.

JEAN LUC VUILLEMIN, EXECUTIVE VICE PRESIDENT,  
ORANGE INTERNATIONAL NETWORKS  
INFRASTRUCTURES AND SERVICES



On behalf of Microsoft in Nigeria and Ghana we extend our heartfelt congratulations to you on a successful anniversary. We have been so impressed by your efforts and commitments in building West Africa's digital future and your impact in the region these past 10 years which has been nothing short of inspiring. Partnering together on several projects has been productive and we look forward to more achievements and wins in the future. Cheers to 10 years!

AKIN BANUSO, COUNTRY GENERAL MANAGER  
NIGERIA/GHANA, MICROSOFT



To Funke Opeke and the rest of the MainOne team, congratulations on 10 years anniversary, we couldn't have asked for a better partner in West Africa. In one decade, you have accomplished so much. Your Submarine Cables and Data Centers have powered Nigeria's digital revolution. You have built the infrastructure, unravelling the best in the world. Over hundreds of Nigerians now connect to the internet and they rely on your network to keep them connected to Europe and the rest of the world. I know you are not going to stop here, MainOne is going to continue to build and keep growing and I am proud that Zenlayer is and will continue to be part of that. Our partnership has enabled us greatly expand connectivity between West Africa and the global companies, paving the way for international business to seamlessly connect with Nigeria's technology hub. The MainOne team makes it easy for us to guarantee our customer, excellent service. When we wanted to add another Bare Metal Cloud Hub in Africa, MDXI was the best choice. It has been a pleasure working with you and looking forward to many more years of successful partnership. Again Congratulations!

JOE ZHU, FOUNDER AND CEO, ZENLAYER



I just want to say a very big congratulation to Funke Opeke and the awesome team at MainOne on your 10th anniversary. I am the founder and CEO of Decagon. Decagon takes the smartest young Nigerians and trains them to become software engineers and helps them launch their careers in Tech. We also support companies in Nigeria, America and Europe to execute their Digital transformation plans by providing them with world class software talents from around the world and of course from Decagon. The work we do would not be possible without the support that we have received from MainOne over the last 2 years. MainOne came in as a strategic partner, providing us with high speed internet initially as a sponsorship, and even now as part of the strategic partnership it just really underscores the role that MainOne has played over the last decade in helping to catalyze the growth of the Tech industry. I used to do a lot of investing in the early stage start-ups and all the growth we are seeing in the start-up ecosystem and tech sector simply would not have been possible but for MainOne's vision of bringing high speed internet and connecting Nigeria to the world. Congratulations!

CHIKA NWOBI, MD, DECAGON





On behalf of the Limelight team, we congratulate MainOne on your 10th year anniversary. We appreciate your efforts and dedication towards building the digital landscape across West Africa these past 10 years. Your journey from a connectivity and Data Center services provider with growth across West Africa is nothing short of amazing. We are proud of our partnership in approving content delivery, and the digital experience of end users across Africa. Cheers to a decade of success.

TOM MARTH, SVP SALES, LIMELIGHT NETWORKS



Happy 10th Anniversary MainOne. MainOne has come a long way with positive change that they have driven in the telecoms industry particularly in Nigeria and for the insights and support that they have given to organizations like Smile Nigeria. With you we are actually better. I'm sure other successes they have achieved in the last 10 years is well deserving. So, to you Funke and my friends at MainOne Happy Anniversary.

AKIN ALAYOKU, CTO, SMILE



MainOne at 10. Wow! That's a whooping 10 years of deepening broadband penetration in West Africa and in Nigeria. MainOne has been one of our highly reliable partners since inception and even till now. VDT happens to be one of the organizations that committed to service offtake before the capacity landed in Nigeria years back. We have enjoyed a smooth working relationship with MainOne owing to our shared values of premium service delivery, proactiveness, integrity, knowledge driven and of course strong and versatile leadership. At 10 we celebrate with MainOne. We wish MainOne greater heights, we wish that MainOne will continue to maintain its pride of place as a well known and dependable leader in the industry. Once again congratulations MainOne. VDT is very proud to be one of your partners.

ABIMBOLA IKUMARIEGBE, DEPUTY MANAGING DIRECTOR/COO, VDT COMMUNICATIONS LTD.



On behalf of Director of Tang Palace Hotel and management team, we would like to congratulate MainOne on their 10th anniversary. MainOne are our internet provider since 2015, we have been very happy with services provided by them. Their MainOne team is very reliable, dedicated, committed. We hope we continue business with them and celebrate their 20th Anniversary.

MR. SAJID KHAN, TANG PALACE HOTEL GHANA, GENERAL MANAGER



Wishing MainOne a very happy 10th anniversary. Since its launch in 2010, MainOne cable company has become a pillar of communication infrastructure contributing in building national broadband infrastructure in the country. Spectranet is one of the many ISPs that MainOne has helped in providing lease capacities on its undersea cable network and metro fiber access network. We are excited to celebrate its 10 years of successful operations. I congratulate Funke, the most impressive and straightforward CEO for her tireless efforts that made the company proud. My congratulations to its staff and in particular, our account manager Lilian, who has provided excellent service. We look forward to being in strong partnership in the coming years. Cheers to another decade of excellence.

ARUN PANDA, CTO, SPECTRANET



Congratulations to you MainOne, on this huge milestone that you have reached. It has been wonderful to witness your journey from a Submarine Cable operator to a fully-fledged telecoms operator. We are happy to be partners with you since 2017 and wish you more success in the future. Congratulations MainOne.

MICHAEL AMPOFO, IT INFRASTRUCTURE LEAD, OLAM GHANA



On behalf of the management of Central University, we want to express our hearty congratulations to MainOne on the celebration of their 10th anniversary. We have been so much impressed by your effort and commitment in creating the West African digital space. We are so impressed by the impact that you have made these past 10 years in the region and are glad to have partnered with you on numerous projects which have become very productive for us. Congratulations and we are looking forward to more achievements and wins. Congratulations MainOne on the celebration of your 10th anniversary.

GUSTAVE AMUZU, HEAD OF IT, CENTRAL UNIVERSITY GHANA



I want to say a big congratulations to the whole team of MainOne. Can you imagine it's 10 years already? The entrance of MainOne into Nigeria has really been impactful from a technology standpoint bringing the world closer to Nigeria and Nigeria being integrated into the global village. We have been a customer of MainOne from the beginning and the partnership for us has really been transformative in terms of enhancing our business productivity and also profitability as it were. We continue to wish you all the best now and in the future.

OLAYINKA ONI, CHIEF DIGITAL OFFICER, STERLING BANK



I would like to congratulate the entire team at MainOne on their 10th year anniversary. The entire team at Juniper Solutions are happy to celebrate you. I call you My MainOne because you are a key partner in our service delivery and I commend the entire team, the operational team, the management and the lady I call Sis aka FKO congratulations, the good Lord will continue to uphold you and uphold the business.

Congratulations, I would say it has been a good journey so far, integrity you guys have been there. I can vouch for you anytime any day. I would like to say thank you, keep up the good work and I believe that the partnership will take us to many more good places together. Once again congratulations and enjoy the moment. Also, to the technical people and operational team, especially the guys in GNOC I say thank you.

LARA OJURI, MANAGING DIRECTOR, JUNIPER SOLUTIONS



This is to say congratulations to you as you celebrate this milestone on your 10th year anniversary. We at Stanbic IBTC are very proud to have worked this journey with you. When we sought a partner for Colocation and Data Center services, MainOne was one of those on the top of the list and we are very glad today that we embarked on this journey with you. We would always recommend your professional services, and this is to say a big thank you to Funke and the team that has made this journey pleasurable. Wishing you the best as you continue to move forward. Thank you MainOne.

OKECHUKWU IROGBU, CHIEF INFORMATION OFFICER, STANBIC IBTC HOLDINGS





## OUR PEOPLE – TEAM TERRIFIC

A decade ago, MainOne started this journey with a handful of staff and one office. Today, with an established culture, over 400 employees, multiple office locations across West Africa, and over 1,000 customers, at the heart of our winning formula is our people. The MainOne Team comprises of diverse people from a variety of cultural, ethnic and racial backgrounds who reflect our core values, Team Spirit, Excellence, Reliability, Respect, Integrity, Innovation, and Customer Focus aka TERRIFIC.







# OUR IMPACT

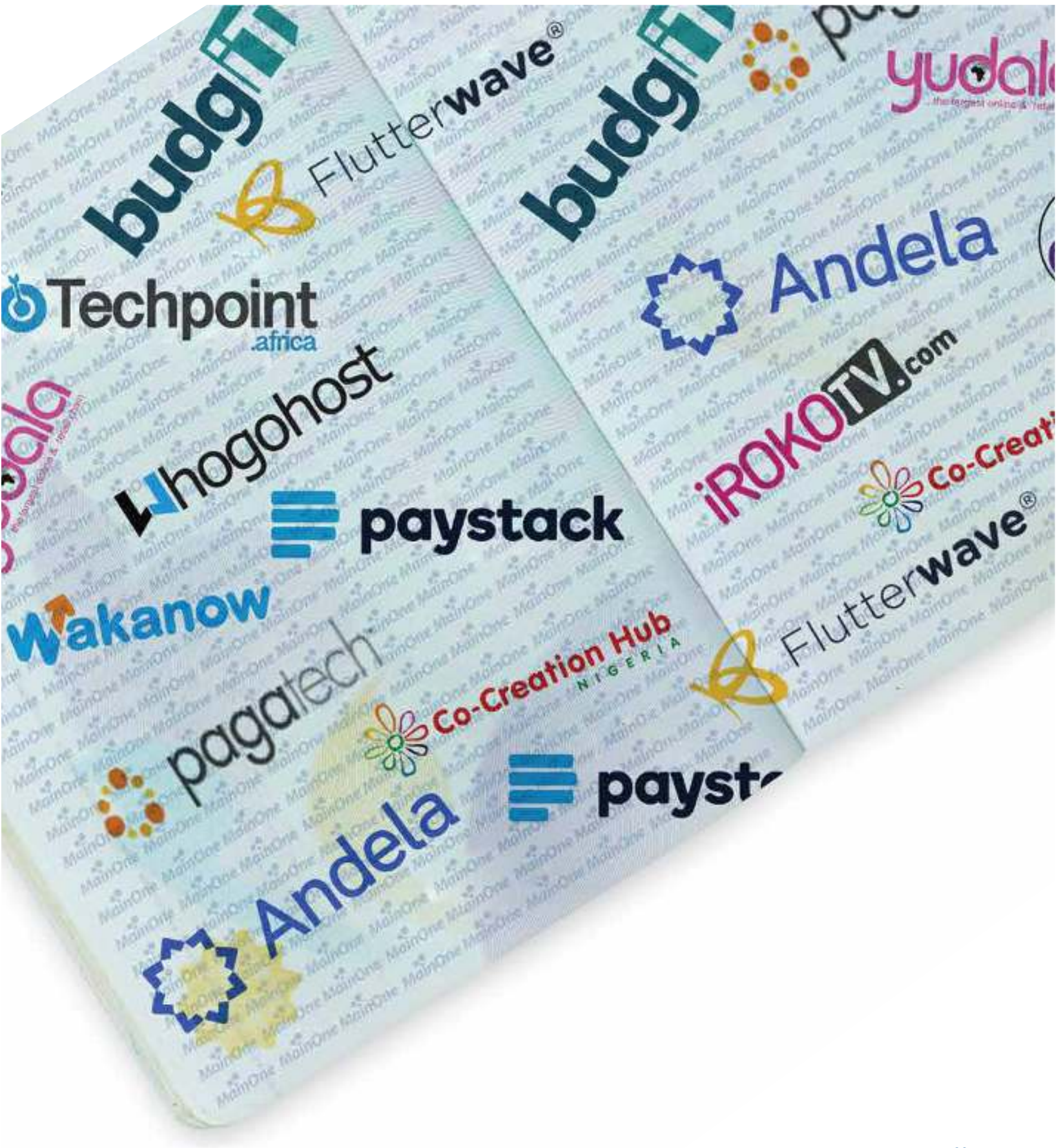
## ENABLING NIGERIA'S START-UP COMMUNITY

In 2013, MainOne deployed a fiber pilot in Yaba, Lagos in partnership with ccHub, Technovision and the Lagos State Government to encourage innovation and facilitate the growth of the technology start-up community. The outcome of this has been the phenomenal Yabacon Valley that has attracted start-ups such as Andela, ccHub, Paga, Hotels.ng, Flutterwave and enabled them raise over \$500 million Foreign Direct Investment (FDI).

In 2019, MainOne also deployed approximately 750 km terrestrial fiber infrastructure in Edo and Ogun States in collaboration with Facebook, with the aim of connecting more Nigerians to broadband internet.

These open-access transport networks provide metro fiber connectivity to more than 1,000,000 people in Benin City, Abeokuta, Sagamu and 10 other towns, by connecting Mobile Operators' Base Stations, Internet Service Providers, Points of Presence (PoPs), and public locations including schools and hospitals. Leveraging on this infrastructure, MainOne also partnered with the Edo State Government in its EdoJobs program to train 100 youths in Data Science and Artificial Intelligence in 2019.

MainOne continues to empower and support the start-up and technology ecosystem in West Africa with investments in fiber-optics infrastructure to tech hubs like MEST, Data Science Nigeria AI Hub, Enspire Technology Hub, Techpoint, to create an enabling environment for these companies and foster socio-economic development in the region.







THE MAINONE TEAM WITH THE STUDENTS OF AKINLADE PRIMARY SCHOOL , OGOMBO, AJAH, LAGOS, NIGERIA - 2019

## CORPORATE SOCIAL RESPONSIBILITY

As a socially responsible organization, MainOne strongly believes in being a relevant and integral member of its host communities across West Africa, knowing that this brings with it the responsibility to support them as well.

MainOne Corporate Social Responsibility Initiative focuses on education and technology and has been involved in several educational initiatives in Nigeria, Ghana and Cote d'Ivoire with the rehabilitation and refurbishment of schools located along its fiber routes. Schools that have benefited from this initiative include Local Government Primary Schools in Ogombo, Okun Mapo Ajah and Isolo in Lagos Nigeria, Grand Bassam 4 School, Abidjan with yearly donations of study materials including school bags, text and exercise books, computer systems and renovation of infrastructure to ensure that students are well equipped for effective learning.





BEFORE



AFTER



BEFORE



AFTER

MainOne is a firm supporter of upscaling local capacity and has supported numerous local IT skills acquisition and trainings in the region such as the Institute of Software Professionals of Nigeria (ISPON) annual National Software Conference and Competitions; Data Science Nigeria's Artificial Intelligence trainings to develop, nurture and promote local talents in the IT industry. The company's "Bright Minds Graduate Trainee Programme" grooms the brightest Engineering graduates for highly skilled professional jobs in the company by taking them through critical technical training programs in Networking, Data Center Technology and Cloud Computing. This has provided jobs for over 100 young graduates in the company since its inception.

In addition, MainOne is also passionate about empowering and closing the gender gap for women and girls in Science, Technology, Engineering and Mathematics (STEM) and has partnered with several organizations across the region on various IT skills acquisition initiatives, such as the International Telecommunication Union "Girls in ICT Day", 'She Creates Camp' in Lagos Nigeria and "Tech need Girls" in Accra, Ghana. In 2015, the company renovated the ICT Laboratory of Herbert Macaulay Girls Secondary School, Yaba, Lagos, donated desktop computers, UPS Power Backup systems and provided free internet capacity to the school.

At the peak of the COVID-19 pandemic, MainOne partnered with the Governments of Cote d'Ivoire, Ghana, and Nigeria by providing free connectivity capacity to support relevant agencies in the fight against the pandemic.



FINALISTS OF THE 2012 NATIONAL SOFTWARE CONFERENCE AND COMPETITION IN TINAPA, CALABAR - 2012



MAINONE CSR TECH NEEDS GIRLS IN GHANA - 2016



THE 2019 'BRIGHT MINDS' TRAINEE PROGRAMME



RENOVATION OF GRAND BASSAM 4 SCHOOL, GRAND BASSAM, COTE D'IVOIRE- 2019



THE 2020 'BRIGHT MINDS' TRAINEE PROGRAMME



THE 2020 'BRIGHT MINDS' TRAINEE PROGRAMME





APPOLONIA DC, ACCRA- GHANA

## THE ROAD AHEAD

In September 2019, MDXi, MainOne's Data Center subsidiary announced the expansion of its Accra Data Center footprint with the planned build of a new Data Center facility in 2020. Consequently, construction activities have commenced, with official site ground-breaking on the 15th of May 2020.

The Appolonia Data Center is being built in conformity with TIA 942 and Uptime Tier III standards on a secured 4,047 sqm land area and will be operated in accordance with the same operational standards currently maintained at its Lagos facility, which is certified to ISO 9001, ISO 27001 and PCI DSS standards. On completion, it will deliver best in class facility uptime and operational performance at very efficient shared services cost for hosting and operating core IT infrastructure and services.

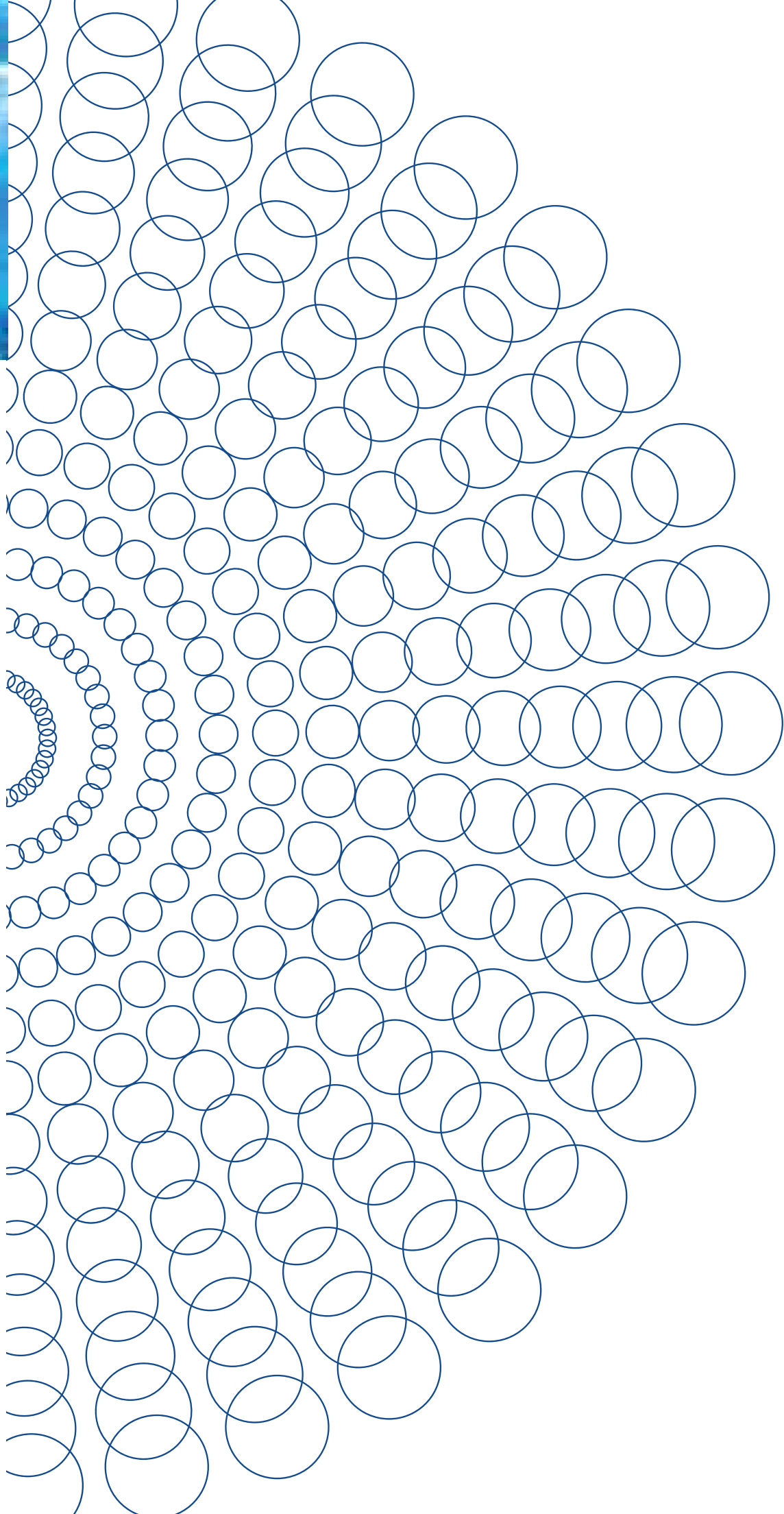








SAGAMU DC, OGUN - NIGERIA

As part of our expansion plans in Nigeria and to support the growing demand for in-country, colocation and cloud solutions, we have made additional Data Center investments including the expansion of the MDXi facility in Lekki, Lagos, Nigeria to increase its rack capacity, and development of a Tier III Data Center in the burgeoning commercial region of Sagamu in Ogun State.

MainOne continues to invest and expand on its vision to remain the leading provider of innovative, world-class, digital services across West Africa.





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