Project background

Project Title:

TARGO TRANSPORT and FTTH network

Seller:

Targo Telekom doo, Belgrade in bankruptcy, 12/III Djordja Stanojevica Street, Belgrade, Serbia

Type of deal:

Legal Entity Deal via Auction

Scope:

Fibre optical network, control center, auxilliaries as well as existing customer base

Sector:

Telecommunications

Seller Agent:

Netbid Industrieauktionen AG, Hamburg, Germany

Short business description:

Targo Telekom has built the most advanced fibre optical network in Serbia. The network provides a large transmission capacity to global telecommunication carriers, international and local Telco providers, large corporations and governmental institutions.
The Network enables companies to target residential and business segments with a complete portfolio of fixed services (High Speed Internet, Leased lines, IPTV, etc.)

Project/Investment objective:

The successful bidder will be able to expand the fiber network in all Belgrade municipialities and obtain coverage of other regions of Serbia.

Opportunity:

Aquisition of the most modern fibre optical network in Serbia including existing customer base.

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The Backbone and Metro Network

The Backbone network

The Backbone network is the most advanced optical fibre network existing in Serbia today, connecting Serbia with neighbor countries. With 850 km of length it connects all major Serbian cities and stretches to the all major borders with neighboring countries.

The Metro Network

Metronet is the backbone optic fibre network for the Belgrade City Metropolitan Area. Metronet includes over 100km of backbone optic fibre network and more than 250km of supporting networks which connect the Metronet with individual retail and corporate users using the most advanced micro-trenching technology.

Facts:

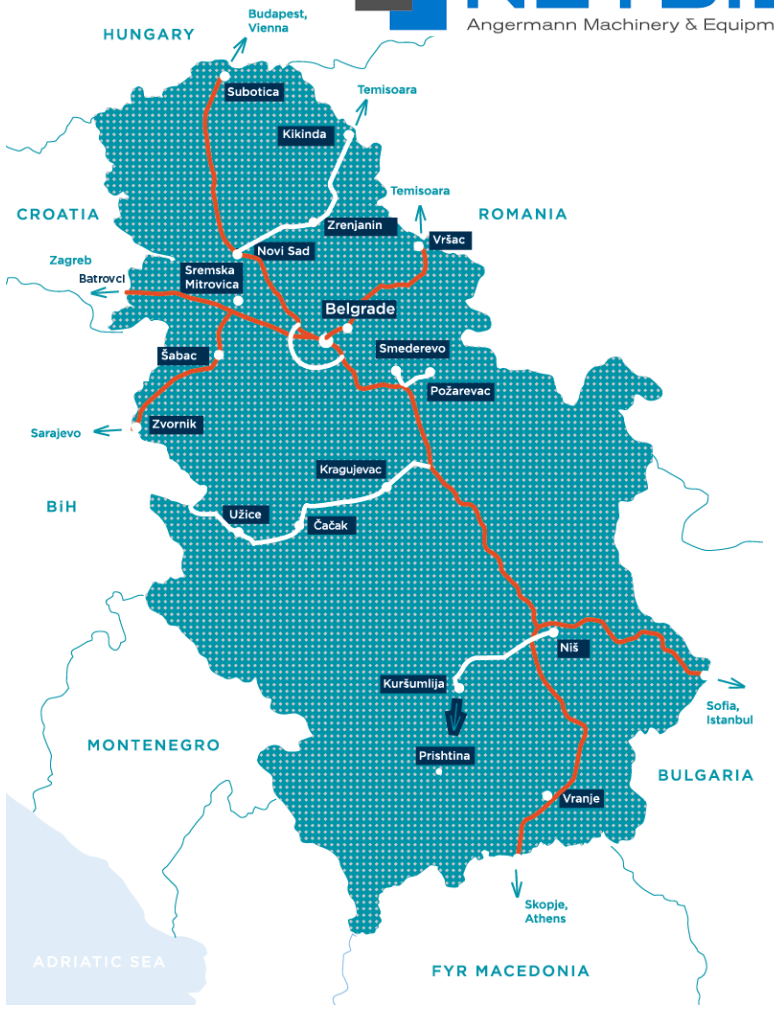
- 100 km Metro optical network in Belgrade.
- 250 km micro optical network (last mile).
- 850 km optical cable deployed mainly along the highways in Serbia.

Technology:

Network consists of G.655 E optical fiber deployed in three cable duct (one is full, two are still empty) which is set 1.5m below ground. Active DWDM networking equipment. (manufacturer ECI)

Strategic position:

The backbone network is a bridge between (N&S) Central Europe (Austria, Germany trough Croatia, Hungary) and South Europe (Turkey, Greece).



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Revenue streams

Achived Results and Revenue Streams

Our Present Results:

Number of users:

- **1,000 residential users**

Potential Numbers of users:

- **160.218 residentail users immediately**
- **90.000 prepared (Belgrade) Home pass**

Future potential (whole Serbia)

- **Over 2 Million users**
- **2 empty cable ducts (connection for ap. 1000 companies for data transport)**

Current Revenue Streams and Services:

- RFoG based TV distribution service, both analog and DVB-C
- Internet providing for end users (residential and business)
- hosting services, domain reseller, web sites creation
- transport cappacity selling and dark fiber leasing (backbone)

Future Development and Income Generators

Key Points for Sustainable Growth:

- expand the access network, to ensure the increase of subscriber base
- offer new services through partnership with existing mobile operators or as a MVNO, to enrich portfolio
- become a partner of choice for mobile service providers in fixed-mobile convergence implementation and mobile backhaul

Potential Future Revenue Streams and New Services:

- Internet peering and Wholesale
- voice services
- pay TV service
- mobile backhauling

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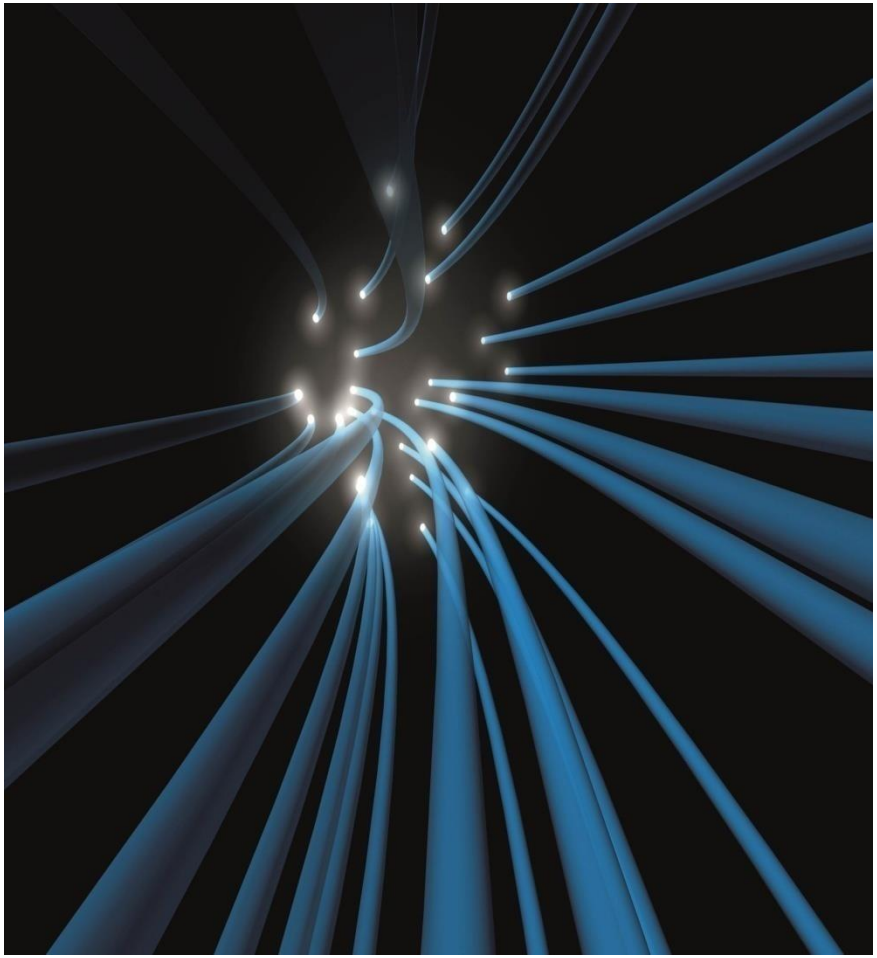
Contact information



If you require any further information please contact Timm Langenfeld:

Timm Langenfeld

Tel: +491728894119

langenfeld@netbid.com

Written communications should be addressed to:

Timm Langenfeld

Netbid Industrieauktionen AG

ABC Strasse 35

22354

Hamburg

Germany

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