

Increasing Capital Flow to Africa
29-30 September 2004, Johannesburg

Financing IT

Robert Carolina, Panel Moderator

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About the Moderator

- **Robert Carolina**

- US attorney and English solicitor
- Specialist in computer and telecommunications transactions
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- **Preliminary remarks**
 - Understanding Information Technology businesses
 - Different businesses & different characteristics
- **Introduce our speakers**

Understanding IT businesses

- **Different types of IT business**
 - Telecommunications infrastructure projects
 - Telecommunications services
 - Business Process Outsourcing export (“off-shoring”)
 - Hardware fabrication & assembly
 - IT design & development (often software development)
 - Hardware & software import

Understanding IT businesses

- **Different attributes for each type of business**
 - Start-up vs growth capital needs
 - Enabling business in the Host State
 - Creating export revenue for the Host State
 - In-country operational assets
 - Intangible asset creation
 - Commercial vs political risk

Capital, enabling business, and export revenue

Business type:	Start-up capital now	Growth capital later	Local business enabler	Export revenue
Telecoms infrastructure				
Telecoms services				
BPO export (offshoring)				
Hardware fabrication				
IT design & development				

Capital, enabling business, and export revenue

Business type:	Start-up capital now	Growth capital later	Local business enabler	Export revenue
Telecoms infrastructure	\$\$\$\$\$\$\$\$	\$	****	
Telecoms services	\$\$	\$\$	****	\$ ▼
BPO export (offshoring)	\$\$	\$\$		\$\$\$
Hardware fabrication	\$\$	\$\$	**	\$\$?
IT design & development	\$	\$\$\$	**	\$\$\$?

Assets and risks

Business type:	In-country operational assets	Intangible assets created	Commercial risk	Potential political risk
Telecoms infrastructure				
Telecoms services				
BPO export (off-shoring)				
Hardware fabrication				
IT design & development				

Assets and risks

Business type:	In-country operational assets	Intangible assets created	Commercial risk	Potential political risk
Telecoms infrastructure	\$\$\$\$\$\$\$\$		*	****
Telecoms services	\$	\$?	***	****
BPO export (off-shoring)	\$\$		**	*
Hardware fabrication	\$\$\$	\$	***	***
IT design & development	\$	\$\$\$\$\$\$\$\$	*****	*

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Investing in IT

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