MTN GlobalConnect’s Blockchain Adoption and Adaption Journey

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MTN GLOBALCONNECT’s ADOPTION and ADAPTION

Pillars of MTN GlobalConnect Used Case into BLOCKCHAIN and Beyond

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<tr>
<th>CONCERNS</th>
<th>ENABLER</th>
<th>BUSINESS MODEL</th>
<th>BUSINESS STRATEGY</th>
<th>LEADERSHIP</th>
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<td>Industry Challenges</td>
<td>Is Blockchain seen as a ‘Showstopper’</td>
<td>Support new technology</td>
<td>Defined Roadmap</td>
<td>Strong leadership should support disruptive technology that create synergies aligning to industry standards</td>
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<td>Contracting Margins</td>
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<td>Advanced development will change the traditional business models</td>
<td>BlockChain as a Service (BaaS)</td>
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<td>Technology Complexity</td>
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<td>Tactical planning and critical thinking for investment pivotal to a sustainable business</td>
<td>Outsourcing (MNS)</td>
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<td>Modernisation</td>
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<td>Buzzword gaining prominence</td>
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STAKEHOLDERS eBUSINESS PARTICIPATION and EXPECTATION

- **FINANCE**
  - QUANTIFIABLE
    - Investment and Revenue
    - Opportunities and Growth

- **COMMERCIAL**
  - REQUIREMENTS
    - Production & Integration – Inhouse
    - Outsourced

- **OPERATIONS**
  - RESULTS ORIENTED
    - Accuracy
    - Speed of Settlements
    - Disputes Prevented

- **ROAMING**
  - ROAMING BCE ECOSYSTEM
    - Contract Management
    - Reconciliation Management
    - Contract Settlement
MTN GlobalConnect will need to appraise GSMA’s eBusiness to measure improved and increased efficiency based on the following criteria points.

**Contract**
- Assess time taken from a
  - Legal Perspective
  - Operations Level
  - Contractual Sign Off

**CH and GSMA**
- Assess Billing
- Settlements

**Dispute Resolution**
- Full flows for negotiation, resolution offers and ability to settle over the network

**Settlement Analysis**
- Faster settlement enables recognition of revenues within the same financial year

**Overall**
- Production and Integration (Cost)
- Settlement Manpower (FTE’s - Savings)
GlobalConnect reinforces this strategy deep diving in the Wholesale Roaming Domain.

Shape a new narrative on the role of digital transformation in business.

Embrace the paradigm shift through Communication, Prioritisation and Leading.

Create frameworks to support new business approaches and actions.

Promote strategies, activities, projects and collaborations between enterprises and organisations.

Elastic upskilled digital workforce, talent-on-demand models.

Africa is not yet fully equipped to embrace this disruptive technology.

Integration of both BC and BCE regarded as a working solution

TAP & BC/BCE will still co-exist

Not all MNOs are early adopters and adapters to this phenomenon.
MTN GlobalConnect Roadmap

2023 - 2025
Contingent on a successful Trial
• Build a business case towards upgrading to BCE
• Support M2M/IoT, 5G
• Leveraging Technological Agnostic Opportunities

JULY 2022 – DECEMBER 2022
• Continuous Exploration

APRIL 2022 – JUNE 2022
• GSMA eBusiness Network

JUNE 2020 – FEBRUARY 2022
• Start of PoC Journey with MNOs on the Blockchain concept
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