



## COMPANY BACKGROUND

*CTC Operations specializes in the operations and management of telecommunication facilities in South Africa.*

Founded in 2015, the company owns its own telecommunication portfolio and actively manage and grow telecommunication portfolios, ensuring transparent network tenant relations, resolving site issues, and coordinating the upkeep and maintenance of facilities and associated infrastructure.

CTC Operations with its national agreements with internet service providers (ISP) and the mobile network suppliers boasts extensive experience in the development sector of communications facilities, including acquiring land leases, site-specific and neighborhood network planning, and obtaining development permits from national, provincial, and local government spheres.

# DEVELOPMENT APPROACH

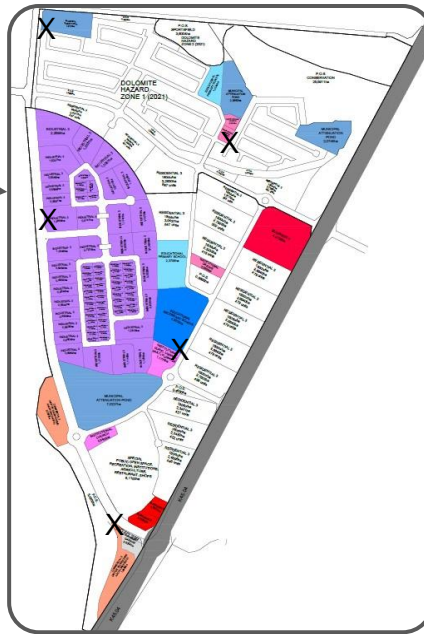
## TO TELECOMMUNICATION INFRASTRUCTURE

*Rapid technological advancements have made telecommunication base stations an essential part of modern society. This underscores the importance of integrating telecommunication infrastructure into the urban fabric of any large-scale development.*

- ✗ Developed land that fails to recognize the importance of telecommunication infrastructure can lead to **‘problematic or limited’** feasible site locations, unable to meet network demand.
- ✓ Strategic early network planning allows for the thoughtful placement of telecommunication facilities in relation to large-scale development proposals, ensuring comprehensive network coverage.
- ✓ Integrating network planning before council permit submissions streamlines the transition from developed land with insufficient coverage to service-ready investment opportunities for prospective buyers.



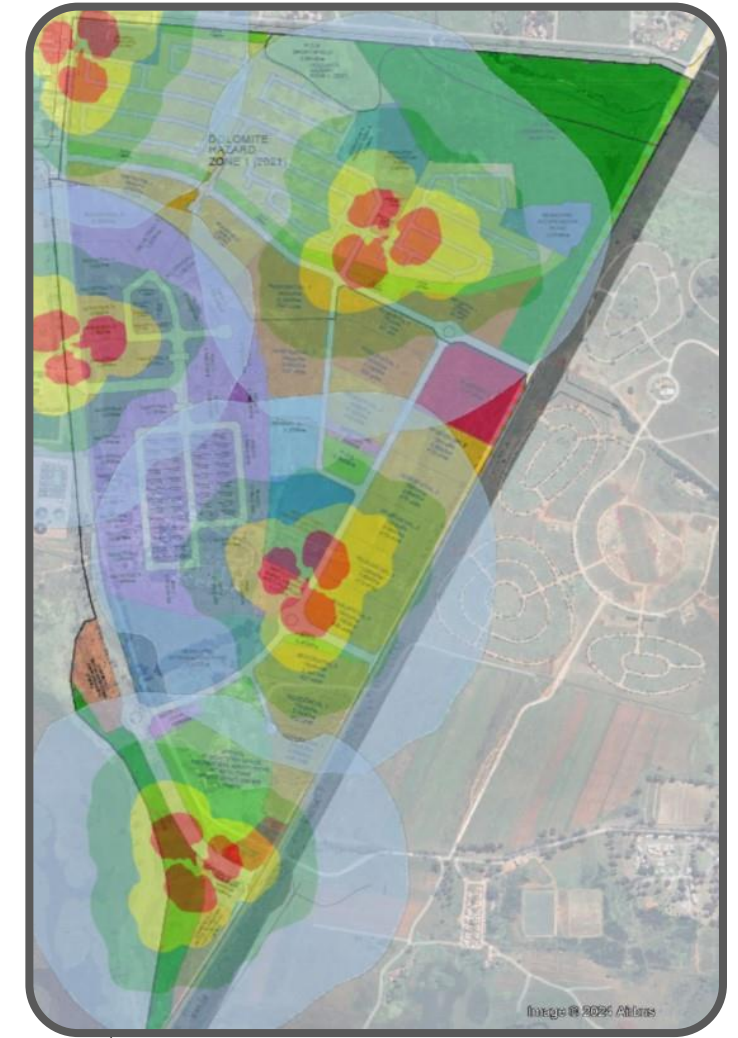
CONCEPT PROPOSAL



NETWORK PLANNING



COUNCIL SUBMISSION



DEVELOPED LAND WITH  
NETWORK INTEGRATION



# CCTV SITE MONITORING

## STRATEGY TO MONITOR INFRASTRUCTURE ACCESS

*Telecommunication facilities have become prime targets for vandalism and theft, leading to unplanned downtime and disruptions in community networks. Integrating CCTV systems at telecommunication facilities effectively deters unauthorized access attempts.*

Frequent maintenance and equipment malfunctions necessitate impromptu site visits by various field subcontractors. Unfortunately, authorized access protocols are not always adhered to, leaving the site infrastructure and equipment vulnerable to vandalism and theft.

Introducing CCTV systems adds an additional layer of security by enabling:

- Controlled access into site, site distribution box and tower.
- Movement detection within the site perimeter.
- Live monitoring at any given time.
- Rapid dispatch of security services to intercept suspicious behavior and limit damage.
- Video footage to capture evidence of potential incidents for insurance claims and SAPD purposes.
- Time and date stamp to assist with accurate incident documentation.



BASE STATION



FIELD TECHNIITIAN



CCTV



LIVE MONITORING

# CCTV NEIGHBOURHOOD MONITORING

## STRATEGY TO MONITOR URBAN ENVIRONMENT

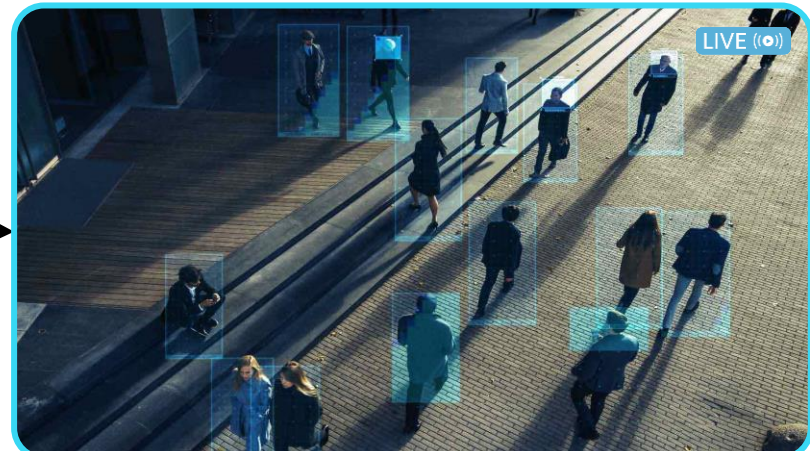
*South Africa faces some of the highest levels of crime globally. Statistics indicate that it has the third-highest crime rate in the world, measured per 100,000 people. According to the Gallup Law and Order Index, South Africa is ranked as the fifth most dangerous country out of the 144 countries surveyed.*

CCTV surveillance equipment with integrated back-office monitoring offer a comprehensive solution to mitigate the prevalent crime in South African urban areas. These systems provide real-time monitoring and rapid response capabilities, significantly enhancing security measures.

Privately coordinated security initiatives, when combined with the efforts of the South African Police Service (SAPD), can create a robust framework for crime prevention and community safety. This collaboration ensures; a more effective and efficient approach to addressing criminal activities, fostering a safer environment for residents and protecting the asset quality of investors.

Introducing CCTV systems into public spaces offer the following benefits:

- **Visible cameras** are a **crime deterrent**. Assailants are less likely to attempt crime within surveillance areas.
- **Crimes** are more easily **solved or interrupted**. Prompt crime alerts and rapid response times = higher safety index.
- Notorious **eye-witness testimony** are **bypassed** with reliable video footage. Credible and accurate evidence.
- **Cameras are always there**. CCTV presence 24/7







# FIBRE-READY DEVELOPMENT

## STRATEGY TO SERVICE KEY COMPONENTS OF MAJOR SCALE DEVELOPMENT

*Fibre-ready developments offer several benefits for investors, making them an attractive option for long-term investment.*

### For Property Developers:

- **Tailored Solutions:** Offering solutions to suit every development, from high-density projects to high-end properties.
- **Dedicated Point of Contact:** Liaise with a single contact person throughout the project to address any concerns.
- **Cost-Free Fibre Installation:** No capital outlay required for Fibre installation, maintenance, or monitoring.
- **Enhanced Marketability:** Increases the marketability and appeal of the property.

### For Body Corporates:

- **Advanced Technology Integration:** Fibre places your complex at the forefront of technological advancements, enabling a smart home environment.
- **Property Value Enhancement:** Increases the overall value of the property.
- **Enhanced Communication:** Fibre-enabled intercom systems are available.
- **Cost Savings:** VOIP services lead to significant savings on call expenses.
- **Superior Security:** Enables state-of-the-art security solutions.
- **Generate income:** Potential of annuity income



# FINANCIAL PROPOSAL

We offer three key service options to enhance your development:

1. Telecommunication Facilities
2. CCTV Neighbourhood Monitoring
3. Fibre-Ready Development

Our financial terms are flexible and can be tailored to create mutually beneficial agreements.

## 1. Telecommunication Facilities

- A fixed retainer is charged during the initial development phase, which will gradually phase out as the infrastructure becomes operational.
- Any additional costs incurred will be recovered monthly in arrears.
- A 25% contract management fee is applied to the turnover generated by each telecommunication facility.
- Site maintenance, as per client specifications, is billed monthly in arrears where applicable.

## 2. CCTV Neighbourhood Monitoring

- A fixed retainer is applicable during the initial development phase, with a minimum commitment of 24 months. The retainer will end upon project completion or handover.
- Any additional costs incurred will be recovered monthly in arrear

## 3. Fibre-Ready Development

- A fixed retainer is applied during the initial development phase and will gradually phase out as the infrastructure becomes active.
- A 25% contract management fee is charged on the turnover of the agreement for the duration of the contract.
- Any additional costs incurred will be recovered monthly in arrears.