

## **PUBLIC NOTICE**

**2006-1**

### **REVISED CRITERIA FOR THE EVALUATION OF AN INDIVIDUAL LICENCE APPLICATION UNDER THE TELECOMMUNICATIONS ACT No. [-] of 200[-].**

The National Telecommunications Regulatory Commission hereby notifies the public that from the 8<sup>th</sup> January 2007 in the evaluation of an Individual Licence application the following criteria apply:

1. Legal 2. Financial and 3. Technical

#### **1. Legal (5 points)**

- (i) That the applicant is a valid legal entity
- (ii) Proof of incorporation or registration of the company, if applicable

Applications that do not satisfy the legal criteria are not to be evaluated further.

#### **2. Financial (60 points)**

- (i) Source of funds
  - a) Amount and nature of financing, that is debt, equity, or grant funds
  - b) Guarantor of funds
  - c) Nature, history, reliability and goodwill of institution providing funds
- (ii) Availability of funds
  - a) Letter of comfort or letter of intent from individual/institution providing funds
  - b) Financial records of individual/institutions providing funds
  - c) Audited statements of the applicant where applicable
- (iii) (a) Going Concern
  - Quality of Business Plan based on:
  - Pro forma financial statements and assumptions used
  - Market analysis and marketing plan
  - Projected market share and activity levels

- Performance Indices as follows:
  - Liquidity
  - Debt Service ability
  - Profitability
  
- (b) New Business Entity
  - Quality of Business Plan based on:
    - Pro forma financial statements and assumptions used
    - Market analysis and marketing plan
    - Projected market share and activity levels
  
  - Pro forma Performance Indices as follows:
    - Liquidity
    - Debt Service ability
    - Profitability
  
  - (iv) Experience of Management
    - Bio-data of key management personnel indicating experience in business

**3. Technical (35 points)**

- (i) Engineering experience
- (ii) Availability and Qualifications of Technical staff
- (iii) Appropriateness of Technology
- (iv) System design/Strategy

A successful applicant must obtain:

- a minimum overall score of 65% **and**
- a minimum of half the points allocated to the financial component.

Dated [-] of [-] 2006

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 Chairman  
 National Telecommunications Regulatory Commission