

WIRELESS TECHNOLOGY LABS

DELIVERING TAILORED SOLUTIONS FOR SEAMLESS INTEGRATION AND OPTIMAL PERFORMANCE.....



WHO WE ARE

Wireless Technology Labs (WTL) is a Belgian Mobile Infrastructure Technology Company that develops the Vivada MVNO Core Network, a range of cell solutions (2G/3G/4G and potential 5G connectivity platforms). These enable operators to deploy advanced wireless services, and to achieve flexible interconnection.



- Established in 1998, WTL has been at the forefront of telecommunications innovation for over 25 years.
- Specializing in core network solutions, we have a proven track record of delivering robust, reliable, and scalable technologies.
- Vivada, represents the pinnacle of our engineering expertise and commitment to excellence.

Industry Solutions:

- **MVNO/MVNE Core Network Solutions:**

- | | |
|--------|--------|
| ▪ HLR | ▪ SBC |
| ▪ HSS | ▪ STP |
| ▪ GMSC | ▪ DRA |
| ▪ SMSC | ▪ PCEF |
| ▪ IMS | ▪ PCRF |
| ▪ PGW | ▪ USSD |
| ▪ DPI | ▪ SCP |

- **Voice Solutions** – High-capacity multi-

- **Rural / Urban Telephony Solutions** – Base Stations (2G/4G Radios, Central Equipment, Core Network)

TARGET INDUSTRY

70+
COUNTRIES
Globally proven and
deployed.

1600+
INTERCONNECTS
Solving signaling
problems.

150
**BILLION
MINUTES**
Securely routed, in
Africa alone.

Industries

**MVNO
MVNE
MNO**

**Rural
Urban
Telephony**

**IXCs
IGWs**

**Managed
Services**

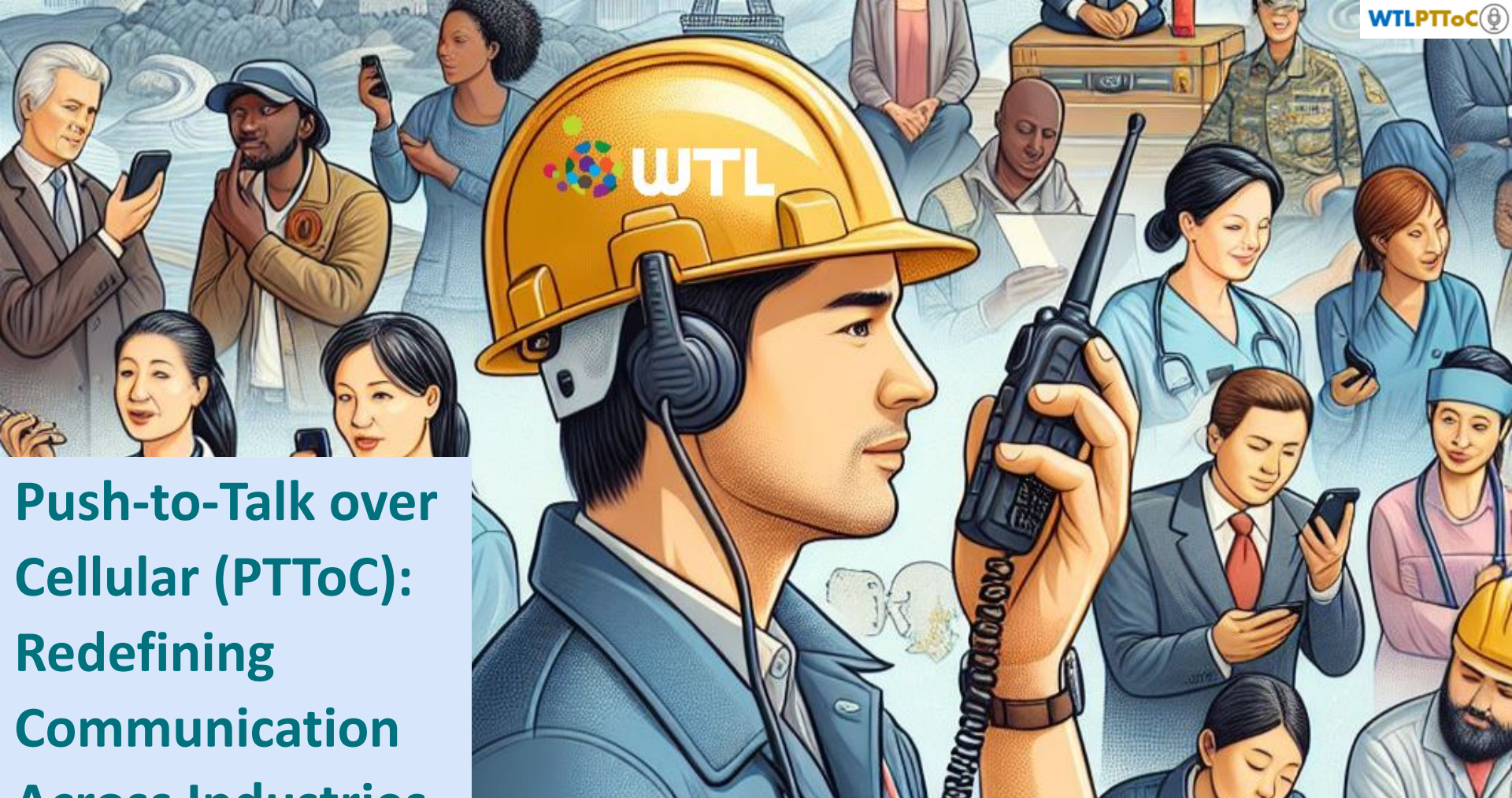
OSS/BSS

Consulting Services

- MVNO and MVNE Solutions
- Core Network design (2G/3G/4G/5G)
- Managed Services
- NOC Services and monitoring
- Rural and Urban Network Planning
- Project Management



CUSTOMER REFERENCES



Push-to-Talk over Cellular (PTToC): Redefining Communication Across Industries

Unlocking Revenue Potential with WTL's Advanced Communication Platform

What is Push-to-Talk (PTT)? Traditional walkie-talkie (2-way Radio)

- Walkie-Talkies, or 2-way radios, are portable devices using radio waves for wireless communication, allowing one-button team communication
- Widely used in public safety, logistics, and construction industries
- Needs Frequency Spectrum and radios that work on the given spectrum



Why Traditional PTT Falls Short

- **Range Constraints:** Works only within limited geographical areas
- **Expensive Setup:** Requires costly frequency licenses and specialized hardware
- **Interference and Privacy Issues:** Signal interference and limited security



Push-to-Talk over Cellular (PTToC): PTT Reinvented

- **PTToC combines instant communication features with the capabilities of modern cellular networks, extending beyond geographical constraints of PTT.**
- **Real-time, secure communication suited for modern operational demands.**
- **Combines voice, text, and data on one robust platform. It allows PTT calls over various cellular broadband network technologies providing better communication quality and features compared to traditional radio networks.**
- **Instant Service Delivery**



Unlock New Revenue Streams: Value Added Services that Maximize Profits!

New revenue opportunities for service providers with



- Increased revenues on existing customer base
- Multiple applications and offerings to access newer and bigger market
- Global coverage
- Very low-cost market entry and immediate revenues



Unlock New Revenue Streams: Value Added Services that Maximize Profits!

Key Benefits of Technology



Cost-Efficient



- Eliminate the need for new infrastructure
- Low CAPEX/OPEX with pay-as-you-grow model

Crystal-Clear Sound Quality



- WTL PTTtoC gives better sound quality

Unlimited Range



- Long-distance communication without the need for repeaters stations



Unlock New Revenue Streams: Value Added Services that Maximize Profits!



Enhanced User Experience

- Easy to install: Just download the app.
- Easy to use: Just push a button.
- Central Dashboard for end-users / Companies
- Increased safety for remote workers
- Improved workforce management boosts productivity & efficiency



Unlock New Revenue Streams: Value Added Services that Maximize Profits!

WTLPTToC : The business offer



Available on the Cloud

Accessible and deployable instantly, with minimal infrastructure

White-Label Customization

Fully customizable to fit your brand, enhancing user engagement

Revenue-Share model

Low-cost low-risk entry, only pay as revenue grows

Unlock New Revenue Streams: Value Added Services that Maximize Profits!



: Drives new Revenue for Telecom Providers



Customer Acquisition

Attracts new customers with high-demand services

New market entry

Minimal infrastructure requirements & Easy setup

Scalable cloud Solution

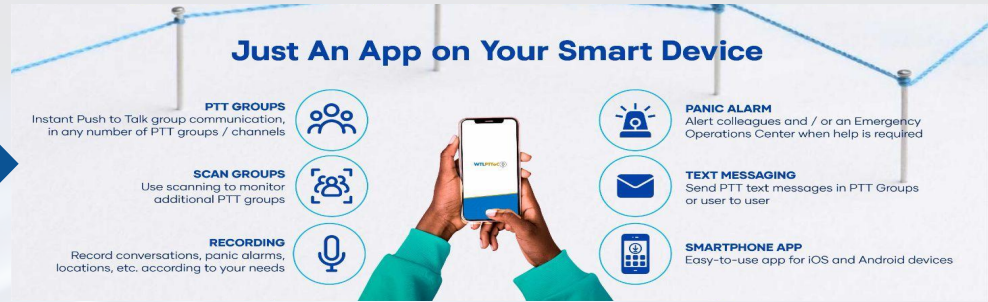
Supports subscriber growth as demand increases

Unlock New Revenue Streams: Value Added Services that Maximize Profits!



WTLPTToC Cloud Platform overview

Comprehensive Features and Device Compatibility



- **Customized mobile Apps for different market segments is possible**
- **Compatible with various devices:** Vehicle-mounted or Wearable Smart Devices, Rugged Smartphones, Specialized PTT Devices, and other Smart devices.
- Key features include **Call Recording, GPS tracking, and Encrypted Communication**
- **All-in-one functionality:** PTT, messaging, Video etc.

Unlock New Revenue Streams: Value Added Services that Maximize Profits!

Market Example: Nigeria's Potential Industry Adoption Rate



Let's look at the record for digital adoption used in the first quarter of 2023 in Nigeria.

- **Population:** 221.2 million
- **Mobile Penetration:** 87.7% = 194 million users
- **Internet Penetration:** 55.4% = 122.5 million users
- **Assumption for Total Addressable Market (TAM)** 5% of Nigeria's population directly or indirectly. This gives us a TAM of approximately 10 million potential users.
- **Serviceable Available Market (SAM):** 70% of the TAM has the necessary technology to access PTT services, resulting in a SAM of about 7 million potential users.
- **Serviceable Obtainable Market (SOM):** 10% of this SAM in the short term, this results in an SOM of approximately 700,000 users.

Unlock New Revenue Streams, Value Added Services that Maximize Profits!

Industries Leveraging PTT to C Solutions

Agriculture: Since a significant portion of the workforce is employed in agriculture, this sector could represent a substantial user base for PTT in rural areas.

Construction and Field Services: The rapidly growing construction sector presents another major opportunity for PTT adoption.



Unlock New Revenue Streams: Value Added Services that Maximize Profits!

Industries Leveraging PTTtoC Solutions

Logistics and Delivery Services: With the global growth of the e-commerce sector, millions of businesses and delivery personnel are likely to adopt PTT for enhanced communication.

Security Services: Due to importance of security in everyday life, there is likely to be a high demand for efficient communication tools in the private and public security sector.



Unlock New Revenue Streams: Value Added Services that Maximize Profits!

Industries Leveraging PTTtoC Solutions

- Security and Public Safety
- Mining, Manufacturing, Distribution & Warehousing
- Construction
- Logistics, Transportation & Supply Chain Management
- Trucking Companies, Car Rental and Leasing Agencies
- Healthcare, Education and Field Services

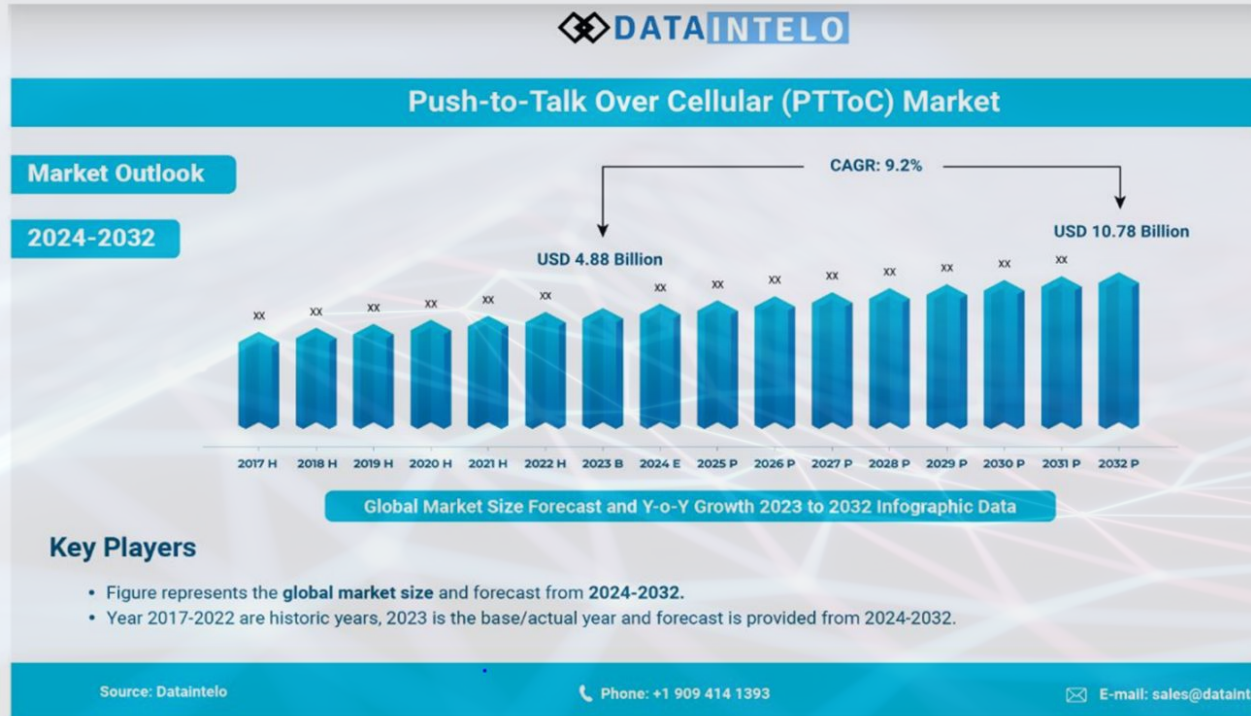


Unlock New Revenue Streams: Value Added Services that Maximize Profits!



- Large Businesses

Revenue Potential for Telecom Providers



Unlock New Revenue Streams: Value Added Services that Maximize Profits!



WTLPTToC Cost Revenue model

COSTS

- Setup fees for white label branding + App development

REVENUES

- Subscription model
- Monthly subscription, event based temporary subscription etc.
- In some cases, Device sales revenue



Unlock New Revenue Streams: Value Added Services that Maximize Profits!

Revenue Potential for Telecom Providers

- Drives revenue by meeting demand in high-value sectors
- Cost-effective with minimal setup
- Supports industry-specific needs with a scalable service model



Unlock New Revenue Streams: Value Added Services that Maximize Profits!

THANK YOU!!!

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Let's connect to discuss how WTL PTTtoC can enhance your offerings.