

## BTL BUILDS MOMENTUM TOWARDS DESTINATION GREATNESS!

Belize Telemedia Limited (BTL) hosted its 10th Annual General Meeting (AGM) on Thursday, September 29th, 2016 at the Ramada Princess in Belize City. The theme of this year's meeting was "Momentum" and company leaders provided a comprehensive overview of the company's very successful past fiscal year, in pursuit of the BTL's ambition to become one of the leading telecommunications provider in the region by 2020!

Shareholders and invited guests were presented with the company's performance during the past fiscal year of April 2015 to March 2016, highlighting the BTL record operating revenues of \$157 million, up some \$13.9 million over the previous year's intake. Attendees were also given an update on the company's strategic plan going forward – explaining how BTL intends to become even more competitive and customer centric going forward.

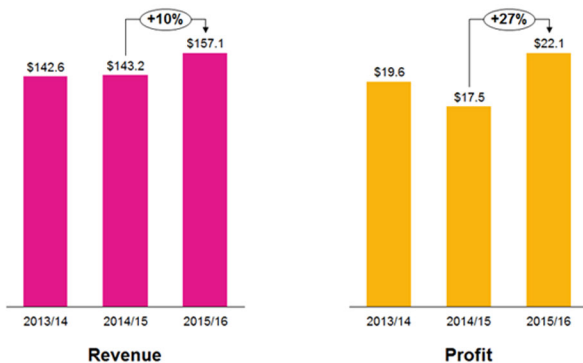
"BTL and its mobile brand DigiCell have responded to the new market reality with gusto! Consistent with our plans, we lowered prices or added more value to existing products to remain competitive. But still, even though we have lowered prices and 'effective rates' on a range of offerings – mobile data and voice, text bundles, home internet, HomePhone Plans and more - we have been able to achieve revenue growth by increasing our customer base and by getting them to try and enjoy offerings like mobile 4G data", commented Chairman of the Executive Committee, Anwar Barrow.

While the company has seen tremendous progress, Barrow acknowledged that the task of a full turn around was far from done. He explained that the company is still on track for significant ongoing improvements in product delivery and customer service, as well as a total overhaul of the core infrastructure necessary for the transformation to a modern dynamic telecoms provider.

"We still have a need to invest well over \$100 million over the next 4 years to introduce LTE and expand mobile coverage – and to undertake the even more expensive task of reconstructing our landline infrastructure to extend fiber optic reach throughout the country. This will allow Belizeans to get world class broadband services at unprecedented speed and quality", Barrow concluded.

The company has also started its pilot roll out of its brand new 'HyperNet' Broadband product that rides upon the new fiber optic network, bringing world class broadband speed and quality at ultra-competitive prices. BTL also remains on track for the launch of 4G LTE in December 2016.

### Building Momentum



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