



# Government Gazette

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## GENERAL NOTICE

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### NOTICE 1988 OF 2004 DEPARTMENT OF COMMUNICATIONS

#### INVITATION FOR AN EXPRESSION OF INTEREST

The Minister of Communications hereby invites interested parties to submit an expression of interest proposal for the unallocated equity in the Second National Operator ("SNO") to be licensed in terms of Section 32B of the Telecommunications Act, Act 103 of 1996.

The current allocation of the SNO is as follows:

- 19% Allocation to Nexus Connexion
- 30% Allocation to Transtel and Esitel
- 51% Allocation to a Strategic Equity Partner company ("SEPCo"), which will be held as follows:
  - 51% by the successful applicant
  - 24,5% by Communitel
  - 24,5% by Two Consortium

SEPCo and the SEPCo board will be controlled by the successful applicant. The SNO and the SNO board will be controlled by SEPCo.

The SNO shall be required to provide telecommunications services in accordance with the conditions of the licence.

Interested parties should submit an Expression of Interest (EOI) of no more than five pages that addresses the pre-qualification requirements contained in Schedule 1 to this notice. The EOI is intended to assist with the pre-qualification of applicants so that a closed tender process may be undertaken with those applicants who have pre-qualified.

Interested parties shall bear their own costs incurred in connection with this notice.

The original EOI plus five copies should be submitted in printed form to Deneys Reitz Inc, whose details are below:

82 Maude Street  
Sandton 2196

Tel. + 27 11 685 8500  
Fax + 27 11 535 5235/535 5248

Attention: Kevin Cron / Alastair Dixon

**The deadline for the submission is 17:00 on Wednesday, 22 September 2004**

**SCHEDULE 1****PRE-QUALIFICATION REQUIREMENTS**

The EOI should be from a telecommunications operator or financial or other institution that:

- Has net assets in excess of R5 billion
- Has been established for a minimum of 5 years
- Has or is able to demonstrate experience in the telecommunications sector
- Has or is able to demonstrate experience in providing or arranging funding in excess of R 5 billion
- Has or is able to demonstrate ability to oversee syndication and participation of other investors
- Has access to international credit facilities
- Is prepared to retain its strategic equity interest in the SNO for a period of time, being a minimum of 5 years
- Is prepared to assume a strategic equity partner role
- Is prepared to actively participate on the board of directors of SEPco and the SNO
- Is able to provide a brief motivation as to why it should be considered for pre-qualification
- Can provide a Tax Clearance Certificate for the years 2000-2003 (South African resident applicants only)

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