

Telecom Connectivity in Central Asia

Almaty, Kazakhstan



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Business Model Objectives

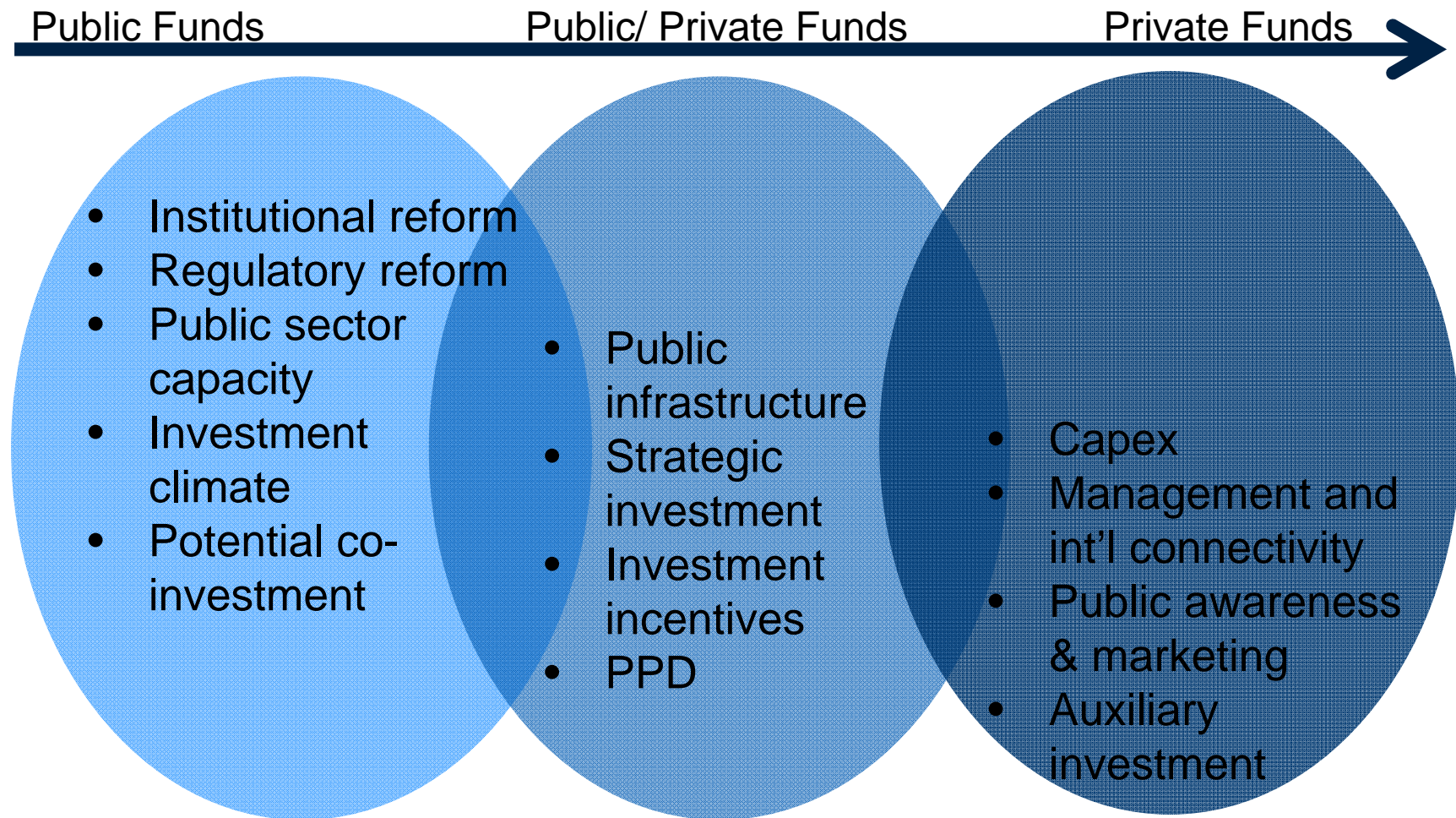
A structure that brings in stakeholders early and leads to joint commitment to a business model that can ensure long term sustainable operations: strong/ independent technical and financial management, gov't commitment to open access and competition,

- Maximize the leverage of public investment to catalyze private investment
- Prioritize limited public resources

Key Project Risks

- Intraregional cooperation
- Competition policy and practices
- Contract enforcement/ RoL
- Fiscal policy uncertainty
- Capacity and knowledge gaps
- Institutional structuring issues
- Geopolitical risks
- Principal-Agent problem

Roles for public and private participation



Public Sector Role

- Regional Governments
 - Provide the enabling regulatory environment, invest in institutions, commit to sustainable business model and cross border cooperation
- Bi-lateral/ Multilateral governments
 - Development assistance funding to pay for TA on regulatory reforms, institutional capacity building, PPD, regional cooperation
 - Currently raising funds for this
- Lessons learned: Clear milestones with a focus on implementation, Gov't action as precondition to donor funds, PPD is critical



resource allocation

tools and regulations including PPPs, incentives, public investment, etc.
all possible goals:

tasks: Fiscal incentives to provide mid term
tax and regulatory issues; Non fiscal
on land use/ competition policy

commercial viability: Fiscal incentives and
investment

public outcomes: Network build-out, public
services

learned: Prioritize capacity to deliver,
and transparency in determining cost
per transactions, Demonstration effect