ICANN

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Summary

01 //SIENA & VERGANI

LET ME INTRODUCE OURSELVES

Marcelo Siena

✓ President of Anatel (National Telecommunications Agency) Advisory Council from 2010 to 2013 (www.anatel.gov.br)

✓ Founder and President of REDETELESUL 2007-2014, associative entity that adds internet service providers and telecommunications in the South (www.redetelesul.com.br)

✓ Member of CONAPSI (National Council of Internet Service Providers), chairing it in 2011 (www.conapsi.org.br)

✓ Vice President of ASSESPRO/PR, authority of software and technology companies from 2011 to 2013 (www.assespropr.org.br)

✓ Current Vice President of SindiTI, employer association of technology companies in the state of Paraná (www.sinditi.com.br)

//INTRODUCE SIENA & VERGANI

Marcelo Siena

✓ Current Board Member of the Technical Chamber of Universal CGI.Br (Internet Steering Committee in Brazil) Internet (www.cgi.br)

✓ President and CEO of RouterBox Company, he has a software house that Provides service over to 300 ISPs (www.routerbox.com.br)

✓ President and CEO of iSUPER, a strategic ISP in the State of Paraná until 1997 (www.isuper.com.br)

✓ CCO of PLIGG, a IP telephony company with a business model focused on ISPs (www.pligg.com.br)

Fabiano Vergani

- ✓ Advisory Board Member 2013-2016 Anatel (National Telecommunications Agency) (www.anatel.gov.br)

- ✓ Member of CONAPSI (National Council of Internet Service Providers), chairing it in 2010 and 2012 (www.conapsi.org.br)

- ✓ Former President from 2007 to 2010 and current Advisor of InternetSul (Association of Internet Service Providers in South) (www.internetsul.org.br)

- ✓ President of SEINERGS (Employer Association of Internet companies of RS) from 2013 to 2016

- ✓ President of CETI (Council of Entities of Information Technology in the state of Rio Grande do Sul) in 2010 (www.ceti.org.br)

Fabiano Vergani

✓ CEO of PLIGG, a IP telephony company with a business model focused on ISPs (www.pligg.com.br)

✓ CEO of Visão Group

    ✓ Visão Cloud Compution (www.visao.psi.br)

    ✓ Bitcom Internet Provider (www.bitcom.psi.br)

    ✓ Amplasnet Internet Provider (www.amplas.psi.br)

    ✓ BRVisão Internet Provider (www.brvisao.com.br)

//INTERNET CONSUMERS

RESIDENTIAL AND SOHO MARKET

- Number of SOHO companies in Brazil (Source: SEBRAE 2014)
  6.300.000

- Number of companies with internet
  96% = 6.048.000

- Number of companies with broad band signal
  85% = 5.355.000 (Source: Cetic.Br 2013)

- Number of homes in Brazil (Source: IBGE 2014)
  57.000.000

- Number of homes with internet (Source: Cetic.Br 2013)
  47% = 27.200.000

- Number of homes with broad band signal
  28% = 15.960.000

- 53% of homes don´t have access to internet

- Only 15% of rural area homes have broad band signal

- Growth of fixed broad band users in Brazil (Source: ANATEL) 12% in 2013 (269 new access per hour)

03 //ISPs IN BRAZIL
NUMBERS AND MARKET SHARE

- Number of licensed ISP in Brazil (Source: ANATEL)
  4K (estimate more than 7K total)

- Total market throughout ISPs
  22% = 4.690.000 (Source: Cetic.Br)

- All 5.564 cities of Brazil has at least one ISP

- Strong presence outside major cities

- Together would be the fourth largest operator of fixed broadband in the
  country

04 //BUSINESS IN PROGRESS

OPPORTUNITIES

- So that the ISP could participate in the offering of multi-service create the PLIGG

Let me show...