



**Menengai Telcom
Company**

Expanding Urban Network coverage with Rooftop and
Street level Telecom Sites for lease to Mobile and Data
Operators.

Reliable Communications Solutions

**INVESTOR
PROSPECTUS**

About Menengai Telcom Company (MTC)

- Kenyan-based, locally owned telecommunications networks facilities provider across Kenya and the East & Horn of Africa.
- MTC was registered in the year 2022 under the Companies Act 2015.
- MTC offers three primary products;
 - Tower Leasing
 - Energy Solutions
 - Internet Services



An innovative Tower leasing solution for Data Operator Sites + Capacity Sites + 5G Sites + Indoor Building Sites

Menengai Telecom is the only Tower Co fully specifically focusing on building Passive Telecom sites for lease for smaller Data Operators and their smaller equipment whose needs Tower COs don't adequately support, as well as Mobile Operators.

Focus Areas:

- ❑ Network expansion Sites for Data Operators.
- ❑ Capacity Sites + 5G Sites especially in congested areas for Data and Mobile Operators.
- ❑ Indoor Building IBS Sites for Data and Mobile Operators.
- ❑ Target Clients include Data Operators and MNOs - JTL, Zuku, Liquid Telecom, Dimension Data, Safaricom, Airtel, Telkom and other ISPs.



The People

Two Main Shareholders

- Menengai Kratiras Holding -MHK
- OEL Solutions Limited
 - OEL Solutions Limited (formerly Ominet Enterprise Limited), is a company that offers construction and engineering solutions, delivering solutions that inspire confidence and create lasting value.
 - Their core focus has been in infrastructure with a focus in Oil & Gas, Telecommunications, Industrial Warehousing and Commercial & Institutional Spaces. With a focus on excellence, sustainability, and collaboration, OEL Solutions Limited is not just shaping infrastructure—they aim to shape the future.



Leadership Team



Crispus Wathimba, CEO

Crispus Wathimba is a project manager and civil engineering professional with over 20 years of experience in infrastructure projects in the telecommunication, oil and gas, as well manufacturing sectors.

Currently, he is the Chairman of the Infrastructure, Urban Planning and Environment Committee at the Nakuru City Board, and a Corporate Member of the Architect Association of Kenya, the Institute of Engineers of Kenya, and an individual member of the Kenya Green Building Society.

Crispus holds a Bachelor of Science degree in civil engineering from Jomo Kenyatta University of Agriculture and Technology, an Executive MBA from the Eastern and Southern Africa Management Institute, and is also a certified Project Management Practitioner, Prince2 UK.



Joaquim Tanui, General Manager

A project finance and governance professional with over 15 years of experience in project and financial management for companies in Telecommunication & Energy sectors

He previously worked for 8 years as Head of PMO at Alcatel-Lucent Uganda, French equipment manufacturer contracted to design, develop and maintain mobile network infrastructure for Orange Mobile Network

Joaquim also served for 6 years as Head of Treasury and Financial Planning at Lake Turkana Wind Power, with a portfolio of KES 70b.

Holds a Bachelor of Business Administration from Maseno University, and shortly completing MBA in Strategic Management from Jomo Kenyatta University

Advisory Team



Johnson Nderi, Financial Advisor

He is an experienced independent corporate finance consultant. He has done equity, debt and quasi-debt. He has advised firms in infrastructure, healthcare, financial services, engineering, logistics, manufacturing and others.

Mr. Nderi started out in research at Suntra Investment Bank until 2013 when ABC Capital hired him to establish the corporate finance desk from scratch. This was done successfully. He left in 2024 to become an independent advisor.

Mr. Nderi holds a Bachelor of Arts Degree from Egerton University and is a member of the Institute of Certified financial Analysts (ICIFA).



Dr. Anthony Monda, Technical Advisor

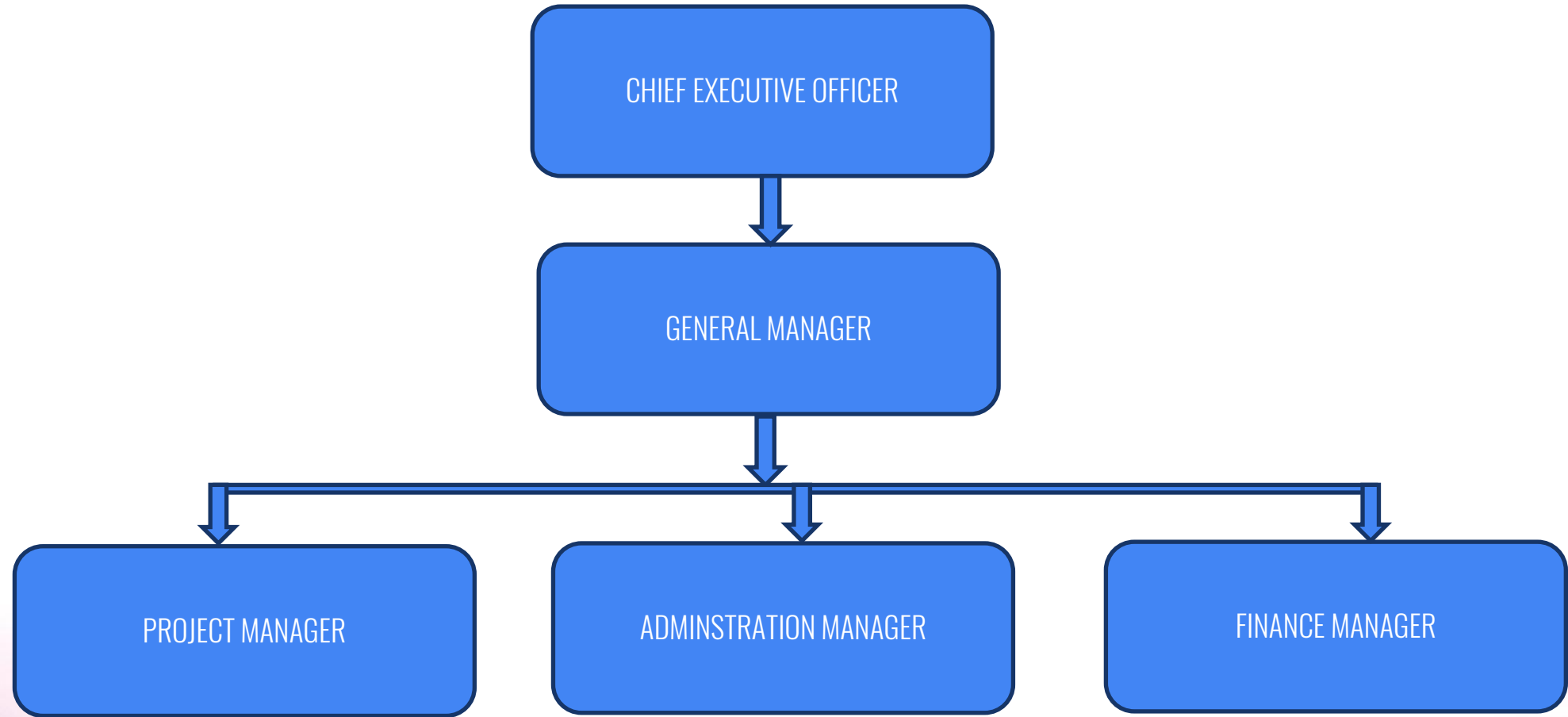
He is a Telecom Infrastructure Expert who founded Seal Towers – a leading Tower Company in Kenya and successfully onboarded strategic Investors who have enabled it become a leading tower company in Kenya.

Tony Monda is a renowned structural & civil engineer having designed the celebrated RDS that was nominated for an award in the Africa Comms Forum 2009/2010

He will provide valuable technical and execution experience, know how and guidance. His extensive networks will be leveraged on to onboard key telecom clients and procure efficient power and site systems.

He holds Bachelor of Civil Engineering, University of Nairobi, MSc and PhD Structural Engineering, Kansai University, Japan

Organization Structure



Other Partners



Your Trusted Business Partner

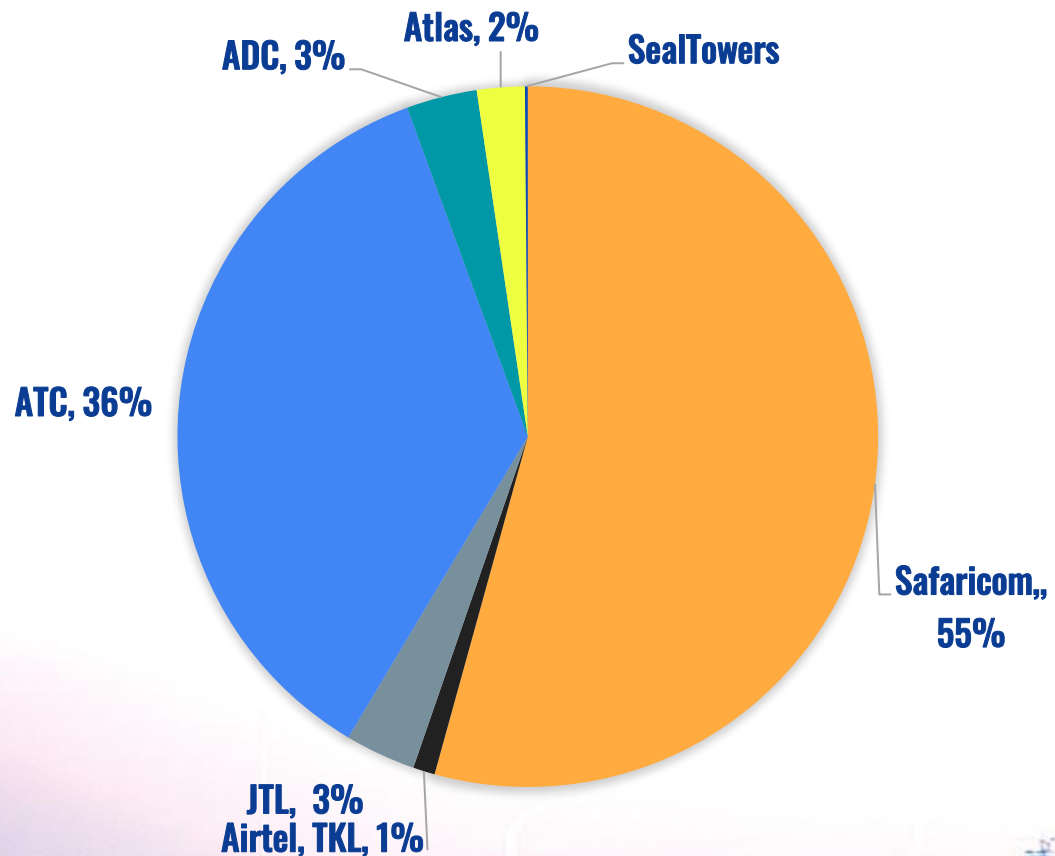


Baicells



Tower Market Analysis

TOWER COUNT AND MARKET SHARE



- Safaricom PLC has over 5,900 Towers owned and currently using built to suit and colocation models for tower rollout.
- American Tower Company (ATC) is the largest tower company in Kenya with over 3,100 tower sites largely from buy-out deals from Telkom Kenya, Airtel and Eaton.
- ADC owns 300 towers; Atlas Towers 200 towers and Seal Towers 130 towers.
- Telkom and Airtel still have a few owned sites.
- Jamii Telecom has about 490 owned towers.
- There's growth potential for nearly 20,000 Towers within the next 5 Years in Kenya.

PROJECT JUSTIFICATION

Coverage Limitations

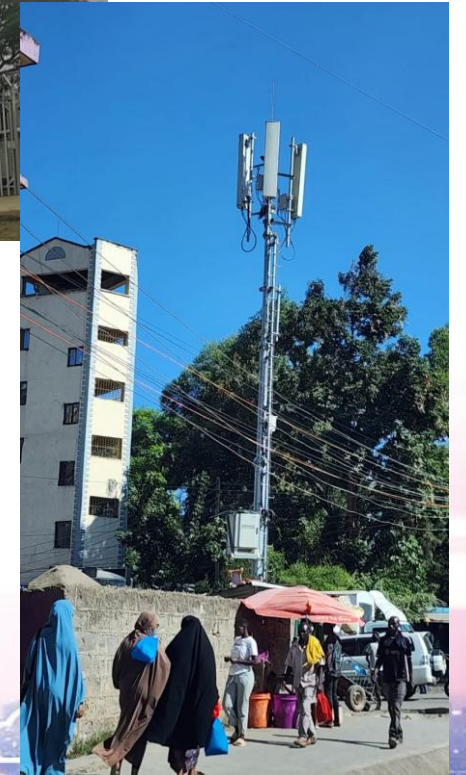
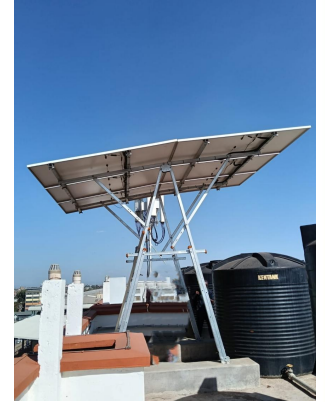
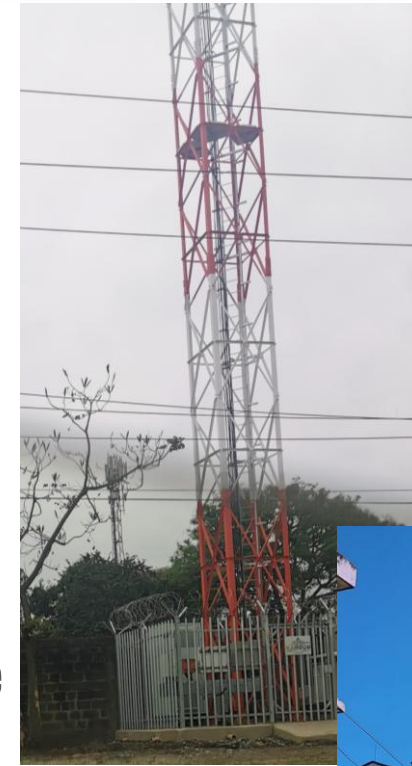


MTC Solution.

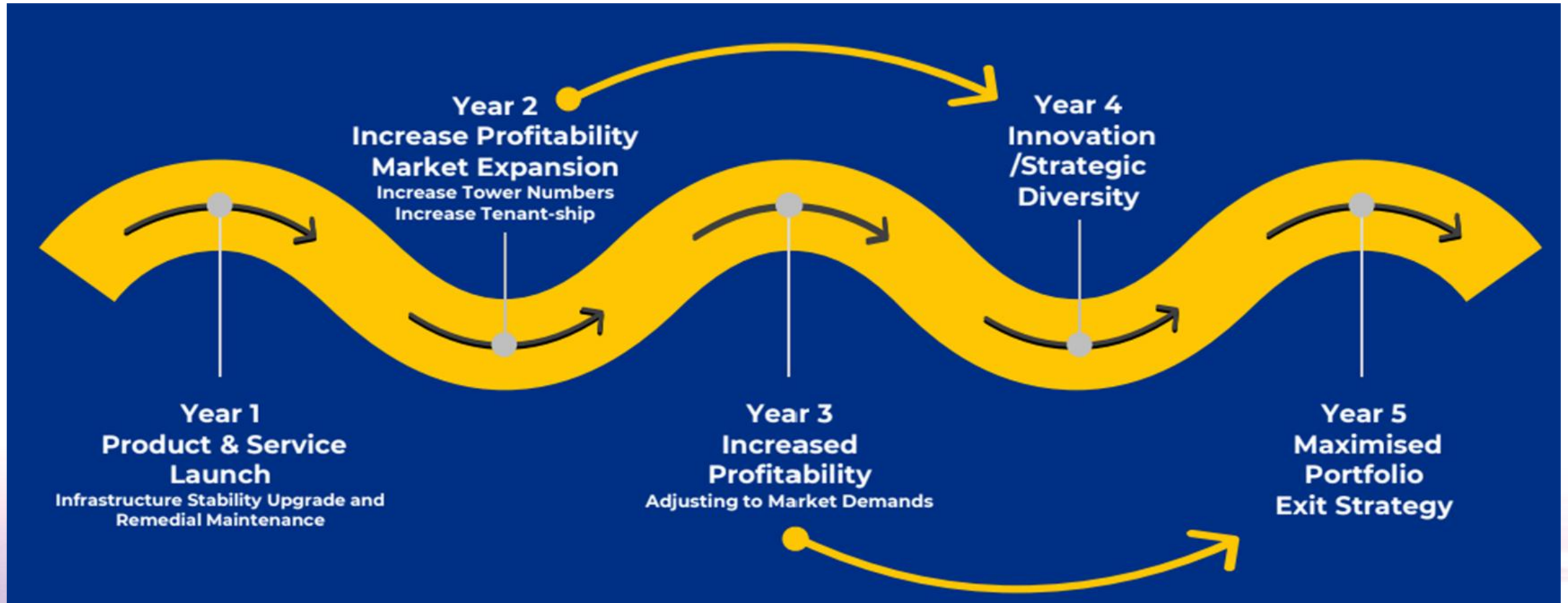


- Compact Built up Environment
- Limits Indoor Signal penetration
- No open spaces
- Blocked Towers –Limits 5G coverage
- Densely populated
- Slow Traffic Zone

- Compact Rooftop Pole Sites
- Compact Greenfield Tower Sites
- Street Level Pole Sites
- Renewable energy - Solar PV.
- Sites linked by Fiber
- Enhanced 5G coverage



ROLLOUT PLAN - Site growth forecast



Summary of Business Case

Demand

- Safaricom is looking for strong partners to support its capex as it continue to invest in Ethiopia. 400 sites planned for 2025/26
- Airtel is aggressively expanding. 600 Sites planned for 2025/26
- JTL and Data Operators expanding across Urban areas aggressively.

Capacity

- The MTC has adequate human capital to ensure growth and sustainability.

Strategy

- The firm is well position to take advantage of opportunities in the market.
- 5G Sites and capacity sites remain severely underserviced market.
- **SMART SITE DESIGN** = Flexible Compact sites targeted to Data Operators to lower costs.
- Sites up-scalable to host Mobile Operators.

Strong
Demand



Adequate
in-house
capacity



Appropriate
strategy



Strong
business
case

Summary of Investment Case

Markets

- Markets are growing as demand for telco services are growing.

Margins

- Margins are quite high, and this allows the company to grow from one tenant basis and when co-location grows, the margins improve considerably

Scale

- The ability to scale business is quite high as the demand for capex from Telcos is huge

Risks

- The business is a low-risk business as off-take is guaranteed and the DSCR is adequate to cover fluctuations of revenues.
- Sites are only built after receipt of Service Order commitment from client.

Large
markets



High
margins



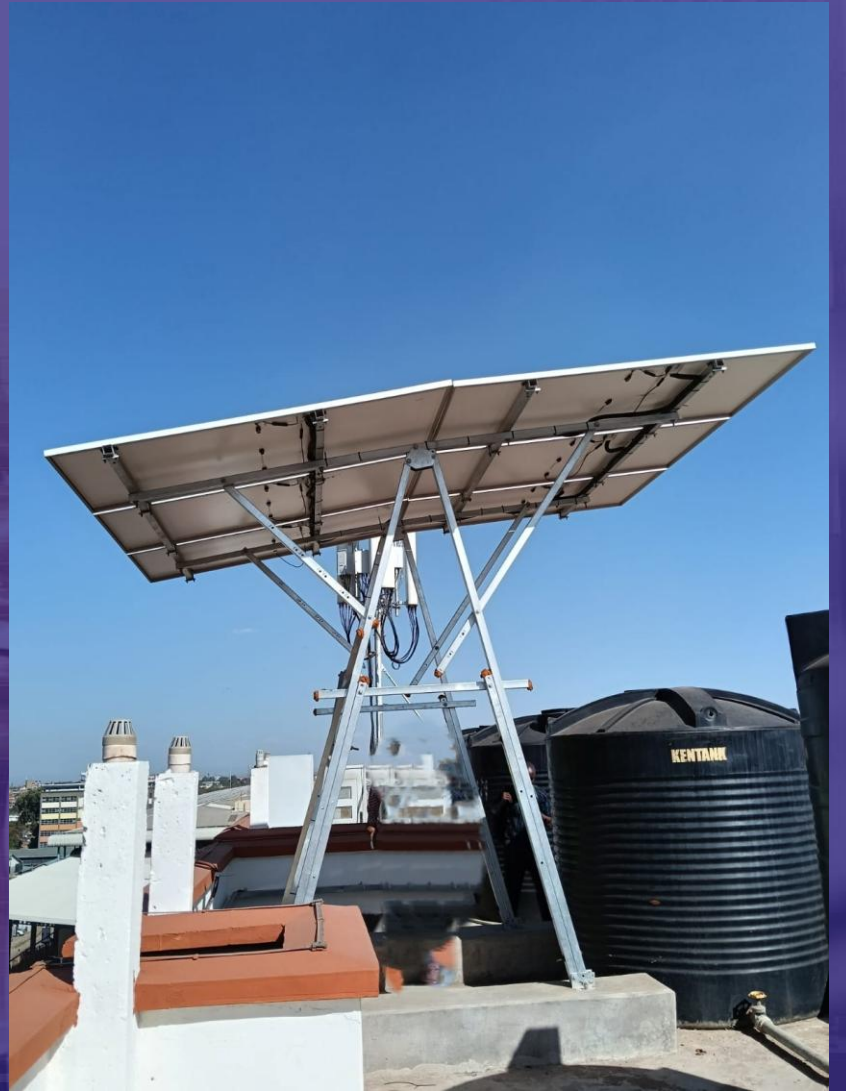
High
scalability



Low risk



Strong
Business
Case





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Thank You