

# **WAU's Corporate Presentation** Cancún, April 2008

CONFIDENTIAL



# THE MARKET

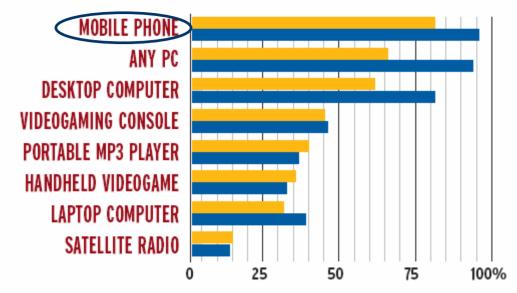
## Market Facts

# **DEVICE OWNERSHIP**

Hispanics keep pace with non-Hispanics on entertainment devices "Do you or does someone in you household own a ..."

U.S. Hispanics

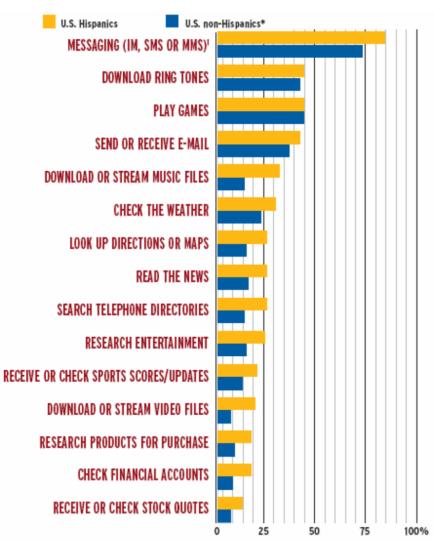
U.S. non-Hispanics\*



Source: Forrester Research Hispanic Technographics © Consumer Technology And Marketing Phone Survey, Q12007. Headlines are from Forrester's analysis. \* Source: North American Technographics Benchmark Survey, 2007. Base: 2,990 U.S. Hispanic adults. \* Base: 48,468 US non-Hispanic adults. More info: http://www.forrester.com/adagehispanic



# Market Facts



Source Porrector Presearch HA (19.00 2006 Phone Survey, Headlines are from Porrecter's analysis. \*Source: Forrecter's NACTAS, 2006 Benchmark, Survey, Base: 523 Hispanic mobile data users \*Base: (1906 US non-Hispanic mobile data users. (I) Mit Instant messaging. SMS: Short message service. MMS: Multimedia messaging service. More infor http://www.dormestecom/iodagehispanic



## Top Wireless Applications Of The Future?



Marie Baller

- 1. Voice
- 2. Email
- 3. Mapping (LBS)
- 4. News
- 5. Weather
- 6. Comedy
- 7. Gaming
- 8. Social networking
- 9. Television
- 10. Transactions
- 11. Home monitoring







## Mobile vs PC: How Web sites compare

	Mobile	PC
Yahoo! Mail	29.4	44.4
The Weather Channel	22.1	12.7
ESPN	17.9	9.4
MSN Hotmail	15.3	26.6
AOL Mail	13.7	24.0
MapQuest	13.2	27.8
Google Search	13.0	56.7
CNN	11.5	14.1
Yahoo! Search	11.1	43.8
Yahoo! Games	9.3	12.0
Yahoo! Weather	9.0	5.7
CitySearch	7.8	7.3
AccuWeather	7.5	1.7



Percentage of audience reached





www.waumovil.com





# **OUR COMPANY**



WAU is the world's leading provider of mobile value added services for the Spanish and Portuguese speaking markets.

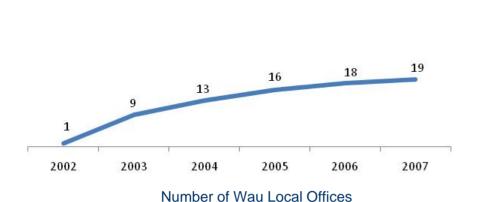
- •Presence in 19 countries including Spain and USA
- •Connected to more than 54 carriers in the region
- •Reach more than 350 Million potential customers
- •Over 150 Employees region wide
- •Finance, Marketing, Operations, Help Desk and Commercialization
- Highly qualified and local expert personnel
- •Over \$27MM in revenues and growing

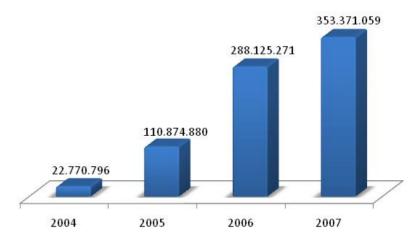


# WAU has shown continuous growth from the beginning of it's operations in 2004

From 2004 to 2007, every year was marked by expansion.

- Sales
- Offices
- Partners
- Technologies
- Platform Traffic





Total SMS Traffic (WAU Platform)



# **54 Direct Carrier Connections**

Country	Carriers	Country	Carriers	Countr	y Carriers
ARGENTINA	Movistar	EL SALVADOR	? Telefónica	SPAIN	Movistar
	Personal - TIM		Digicel		Amena
	CTI - America Movil		Telemovil-Milicom		Vodafone
BRAZIL	Vivo (In process)	GUATEMALA	Movistar		
	Claro (In Process)		Claro		
CHILE	Movistar		Tigo	URUGUA	Y Ancel
	ENTEL	HONDURAS	Tigo		Movistar
	CLARO		Claro		CII
COLOMBIA	Comcel	MEXICO	Telcel	USA	AT&T
	Movistar		Movistar		Verizon
	Tigo		lusacell		T-Mobile
COSTA RICA	IŒ		Unefon		Sprint/Nextel
DOMINICAN REP.	Verizon	NICARAGUA	Movistar		Alltel
	Orange		Claro		Cellular One
	Centenial	PANAMA	Movistar		Movida
	Tricom		Cable& Wireless		Amp'd Mobile
ECUADOR	Movistar	PERU	Movistar	VENEZUE	LA Movilnet
	Porta		Claro		Digitel
	Alegro	PUERTO RICC	Centennial		Movistar
EL SALVADOR	América Movil		Suncom		



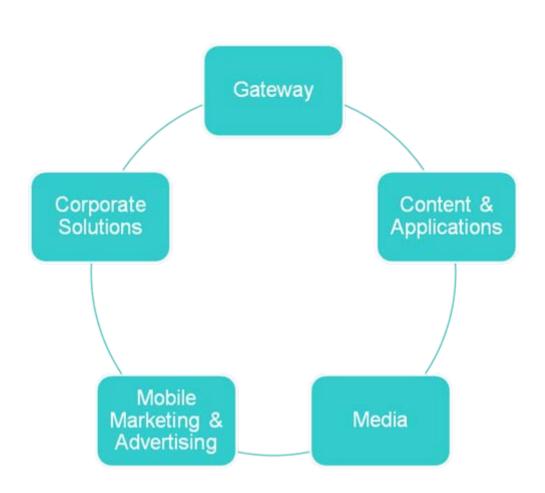
#### **WAU's Network**





## **WAU's Business Units**

Our regional and local teams are divided into five strategic business units.







As the largest aggregator in the Americas and directly connected to over 54 carrier's, **WAU's Gateway Services** provides connectivity and termination to global players with the need to have a footprint in the Americas through "one" point of contact.



#### **WAU's Gateway Services include:**

- Access to the top global players
- Regional shortcodes
- Regional account managers
- Secure, Web-Based Reporting
- Robust managed infrastructure, 24x7 support and client access



## **WAU's Content & Application Services**

Because of our regional footprint, top application developers and content providers look for WAU as their ideal partner in Latin America. WAU's Content & Application Services provide carriers in Latin America with solutions and new opportunities to expand their business in the data world. Many of our clients rely on WAU to work with their teams to manage the data offer.



#### **WAU's Content & Apps Services include:**

- Solutions to expand current platforms: MMS, WAP, SMS
- Solutions for 3G networks
- Recognize Global Content and application partners
- Local team reinforcing solutions
- Management of content platforms



## WAU's Mobile Marketing & Advertising

# WAU's Mobile Marketing & Advertising Unit

creates and manages campaigns for consumer brands. We provide support for companies looking to advertise in the mobile digital environment.



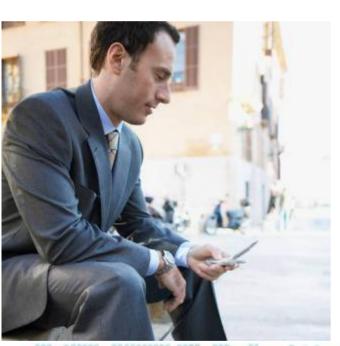
#### WAU's Mobile Marketing & Adv include:

- Ad serving and reporting platform
- Strong publisher's network
- WAP enabling engine for campaigns with capacity to:
  - Click-to-call
  - Click-to-locate
  - Click-to-download
- Mobile Marketing agency





WAU's Mobile Financial Services provides a robust, crosscarrier solution, which allows Financial institutions to replicate the internet Financial Services experience on the mobile phone through SMS, Mobile Web, and/or Java (client's application on the phone), and provides a foundation for Value Added Services.



#### **WAU's Mobile Financial Services include:**

- 2-Ways mobile transactional engine
- Self managed interfaces for seamless transactions
- Regional clients
- Secure, Web-Based Reporting
- On-premises or Hosted solutions



#### **WAU's Media Services**

WAU's Mobile Media Services provide TV Networks, Radio, Print and Internet companies the ability to expand their presence in the mobile space. Our experience managing clients such as Telefe (Argentina), TV Azteca (Mexico), Venevision (Venezuela), Univision (US) and many more, positions us as the leading regional player.



#### WAU's Media Services include:

- Regional and local Clients
- Robust platform and applications
- Over 5 years of experience
- Dedicated local teams



# **OUR VISION**



- Data will represent most of the ARPU growth for coming years
- 3G networks are "dumb" networks without relevant services and content to complement them
- Generation X and Generation Y are using more data than voice...and they keep representing a bigger part of the business
- The business will grow beyond ringtones and wallpapers
- A lot of attention in rolling out 3G networks but few customers actually using them
- Too many 2G handsets still on the market

#### What we recommend



- Carriers should put special interest in data "products"...first mover advantage will make the difference in the competitive marketplace
- Carriers need to partner when servicing this market..."specialization"
- ...but they need to focus in customer service, network reliability, billing capabilities to monetize different services, better data packages to get more people involved, get more data advanced handsets to their users
- Through strategic partnerships...offer specific business areas as part of their services>
  - Banking
  - Tourism
  - Education
  - Entertainment
  - and many other ...

# Thank you!





WAU Movil www.waumovil.com

