



**ICASA**

**Public Hearing for Individual  
Commercial Free-To-Air  
Broadcast Services**

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**ICASA PANEL Q&A**

Mzanele Manyi: It's the same organisation, Afrotone Media Holdings. Afrotone Media Holdings started off as a 90/10 arrangement where I was 90% during the time when Vendor Financing was still active and later the Vendor Financing was settled and new shareholders were introduced but it's the same entity, its Afrotone Media Holdings to be direct, that's the entity that we are dealing with, that's the applicant.

Chairperson: Thank you very much, I will then open up the question to my panel. Question session to my panel, Shedi?

Resheditswe Kgomo: Thank you chair and good morning to you Mr. Manyi. I have a question. Well my first question would be in relation to the corporate status, you've already made it clear that we're dealing with Afrotone which wholly owns Infinity Media. Within the shareholding structure of Afrotone, Loading Docks owns 90% of which you have a, which you wholly own and then Super Projects which owns 10% is owned by Gary Naidoo 50% and the other 50% Mr. Abineth Sahe which is a foreign national. Of more interest is clause 12 (4) of the shareholders agreement of Afrotone. I will just read the first part of it or the relevant part of it which says at each meeting of shareholders, each party will have an equal vote notwithstanding the number of shares beneficially owned by that party. So the effect of this provision that I've, or the clause that I've read is that even though Super Projects owns 10% which is 50% owned by Mr. Sahe, a foreign national the effect is that Super Projects would have been able to exercise a form of veto power over Afrotone by virtue of the fact that it controls 50% of the voting rights and in essence it would mean that Mr. Sahe would be able to control or direct the exercise of half of the 50% voting rights held by Super Projects and would have an indirect control of over 25%. So the reason I'm bringing this up is that it obviously could be if the interpretation is correct, could be in contravention of Section 64 which relates to the limitation on foreign ownership and foreign control. Well I will just read 63 and 64 (1B) which says that a foreigner may not have, whether directly or indirectly, may not have a financial interest or an interest either in voting shares or paid up capital in a commercial broadcasting licensee exceeding 20%. So if our interpretation of clause 12 (4) of the shareholders agreement is correct, it would in essence mean that Infinity Media's application would be contravening section 64 but my question therefore would be, could you maybe just unbundle that clause 12 (4) for us in maybe your understanding that doesn't contravene the Act. And then if I may ask my second question as well. Okay. The second question is in relation to section 66. I think it was also brought up by Kwese I don't know if you really did answer whether Infinity at the moment has any interests or control in any newspaper as obviously that would be in contravention of Section 66 sorry 2. Those are my 2 questions

Mzanele Manyi: Okay, thank you chair. Let's start with the easy one. There is no newspaper ownership anything so that falls off but even then, the newspaper

was a separate entity. It was TNA Media, it was yeah so yeah so it's a. So the Infinity Media is not at all involved in the newspaper anything yeah. I hear the question and the clause that you are quoting that there was that risk but as we speak now that is no longer the case. It might have been the. It's no longer the case as we speak now but you might be looking at a time when the application was made and all of that, that technicality I appreciate but the truth of the matter, the truth of the matter is that even in operations, that issue was never really an issue. This thing was just run locally. I mean the other guy even in Super Projects is a locum, Gary Naidoo, he's a black person. He's local so it was still, it was still a black person as it were. So the other one yeah indeed he was a foreign national who has left the country long ago and disposed of the shareholding and so on and so forth so maybe we might have failed to update the records but that situation was long different to what was there so yeah

Reshededitswe Kgomo: Ah Mr. Manyi so are you saying that at the time when you applied, that situation, it wasn't the case? Am I understanding you correctly or?

Mzanele Manyi: At the time when we applied what you're describing is correct

Chairperson: Any follow-up questions from the team? Follow-up on. Is it a follow-up? No? Okay you may go ahead Ru

Ruvengano Mandebvu: Thank you chair. Good morning Mr. Manyi. With respect to your presentation I think you spoke about it earlier this morning about the chicken and the egg story and just now in your right of reply you made the statement that once you obtain the license, your proposal to potential financiers becomes bankable allowing you to raise funds. In other words your ability to obtain funding is reliant on regulatory involvement in the form of being awarded a license. That is now my interpretation, not to put words to your mouth but I would like to find out, is this a correct interpretation?

Mzanele Manyi: Yes chairperson, this is a correct interpretation because I think chairperson just to elaborate a little bit, its, not only is it correct but I think in a developing state this is the role of government. To intervene because we are a developmental state. Otherwise it therefore means that new black players will never get anywhere. In the commercial space you will find that somebody before you get a loan in the bank, you must first show that you have won the tender. The tender gives you the leverage and then people go, that's how people get ahead but if you are going to have a situation where having got a tender is seen as a negative that now government has assisted you because now they've given you this tender and so on, it therefore means therefore it's an indirect way of saying the haves must continue to have. The have-nots must continue the have-not. So for me I think the regulator should not feel that they have done anything that is undue. Particularly if you then look at the rest of

the pieces of the puzzle. It's not like you are funding an operation per se. You've got an operation that is for all terms and purposes ticking all the boxes but we are talking about now taking it to the next level and all that, that's where that comes in

Chairperson: May I suggest you ask all your questions so that when he responds, he responds to the finance questions all at once

Resheditswe Kgomo: Yes ma'am. So Mr. Manyi thank you for clarifying that. My only other question then and it's a bit of a lengthy one is that what would you say to the position or school of thought that bankability relies on showing financiers the ability to fulfill their financing requirements such as the ability to generate cash flows, the ability to overcome risks and competitive pressures in the market, having relevant management and technical expertise as well as showing the ability to provide the quality services and ultimately economic value to the customers and if need be having adequate collateral. In short all I'm saying is that what is your position on that school of thought that says you just need to provide a high level of assurance that your business or business model will function as designed and provide sufficient cash flow for loan repayments?

Mzanele Manyi: Yeah chairperson I think it's a very important question. Look I think having been in banking myself for at least 6 years in terms of what banks do...I think the gentleman there has articulated very well the issues that they look at, the qualitative aspects of what they're dealing with. The banks would be dealing with, the banks will be dealing with somebody with a portfolio, a serious portfolio of evidence in terms of operations. A serious portfolio of evidence in terms of sourcing funding. We had a very good arrangement with Multichoice as an example as it were...so we've got track record, this is very important for any financier to say is this Greenfields? Brownfields? What is this? So we have got track record in terms of our operations so it's not like any financier will be taking the risk. The risk is almost zero for anybody to finance the operations. The equipment is there, it's not like you're going to say I need money, I must go and buy cameras, cameras are there. I need money, I want to buy a studio, studio is there and so on and the people that are now on standby...they are there with the experience of, if I had shown...given you that Multichoice presentation you would see. The least experienced persons probably have 7 years in the space. So we have got all the way with all and so on. I mean if I look at social media and I look at how people are crying that we would be getting a different perspective if Afro World or ANN7 was still here. You can see that there is a hunger for our kind of approach so indeed our kind of approach is really on its own very bankable but for it to be bankable you just need to have a platform. And I mean if today with all the money in the world without a platform you're going nowhere and so on so all the regulators got to do, I'm not asking for money from the regulator, I'm just asking for

enablement in terms of the license. That's the only piece of the puzzle that I don't have and the only place to get it is here with the regulator so...and I think all other conditions in terms of what is required and all that are really, have been substantially met and so on so I think there should be no hindrance as it were.

Chairperson: Anymore questions? Stan? Yes

Stanley Mufamadi: Okay, thank you. Your application or proposed offering is premised on lack of quality programming as your research findings imply so we have noted that the respondents were asked the following questions on quality content. Please tell me if you agree or disagree with the following statement. "South Africa needs better quality of entertainment and South Africa needs better quality of news?" This is on page 88 and 89 of your volume 2 of your application. So what was your understanding or assumption of the respondent's perception of better quality...of better quality news or entertainment and are you convinced that the responses to the questions referred to provide an in-depth understanding that reveals the true nature of the market or justify the need for the proposed offering? And don't you think if the respondents were requested to provide their responses on any appropriate scale, say on a scale of 1 – 10, how do you rate the quality of entertainment or the quality of news? The findings could have been more accurate. The other question is that...in the ITA, there was a question on how will the proposed service cater for tastes and interests different from those catered for by any other existing broadcasting service within part or all of the license area. Your response implies that majority of black South Africans are excluded from content and programming on Pay TV and due to their socio economic status I would like to believe that the responses were based on the assessment of the current free to air services so how will digital migration impact on your business model? And the last one is clarity seeking. So you have only provided a total for South Africans who own TV sets and not subscribed to pay TV. From this free to air, you have not provided your anticipated market share as required by the ITA. Could you please clarify. Thank you

Mzanele Manyi: Thank you chairperson, I think the. Let me just start from the bottom up...we have mentioned a figure in the part of our submission of some 12 odd million viewership that we will probably get ourselves into, I don't know where that works out...what percentage that works out to chairperson. But yes its correct that a lot of black people don't have access to pay TV and so on and how will the DTT thing help. This is why government has been embarking on set top box situation to answer exactly that question because with the new move from analogue to digital, the poor people out there who's only access was their normal analogue, government has come to the party to say the move must ensure that it caters for on an "as is" move so the people that...who had access of free to air only, they will have access to DTT through the set top

boxes and so therefore the whole market would be covered and then other people are the ones that were on pay TV in any event and they have got enough gadgets to access the spectrum and so on so the answer to the question is a set top box, that's the bridge and that's why you must thank government for being very visionary in terms of that. And indeed a lot of black people will be beneficiaries of that...will be beneficiaries of the set top boxes and so on so quality of entertainment yeah. Look, I think there's entertainment, there's entertainment but the quality of entertainment I think can also if you wanted to do just comparative figures and you look at, why is it that every weekend people getting a chance they flock into the movie houses and so on, why do you do that when you've got a TV at home and so on. It just shows, it's a clearer sign that what is offered there is just not enough to stimulate people. People leave those TV's at home, switch them off in fact and they go and watch movies and this is why in our offering we even have a movie channel, this is why in our offering we will have different. We have got variety, we have got health sections, we have got music and all that so with our thinking there will be no need to leave home. If we get this license as envisaged there will be no need to leave home and as I said we will actually create problems for movie houses when we get this license

Chairperson: Do you have a follow-up? You will follow-up and then councilor Mokhele will also do a follow-up on that thank you

Stanley Mufamadi: The respondents were asked to agree or disagree with the statements. I asked if maybe a more appropriate skill was used say on a scale of 1 – 10, rate the quality of news or rate the quality of entertainment, I think, don't you think the results...the findings would have been more accurate?

Chairperson: Don't answer Mr. Manyi, I will allow councilor as well to do a follow-up question on the same subject matter

Councilor Botlenyana Mokhele: Thanks chair. Welcome Mr. Manyi, my question is mainly maybe to try and rephrase the question that was posed. Part of the reason why the ITA requests that applicants provide us market research is for us to ascertain which portion of the free to air market, if you're licensed to go into service, who they are? What their sizes are and your programming offering on the other hand, how are you going to package it in such a way that you are able to make a dent in the market, you are able to establish yourself and you are able to sustain yourself. So from the research that you provided, we aren't able to ascertain that in the sense that you're not providing what your market share, what your envisaged market share is. Be that as it may then the question that I would like to find out. The issue that I would like to find out from you is, given the fact that you hadn't really established through your research the way that the research is structured, what your market share is going to be, how are you going to ensure that you are sustainable in this

market given the fact that there's...with the digitalization of broadcasting services. There's fragmentation of advertising, there's fragmentation of audiences. So the first thing is that we don't have an impression of the size of your audience, of your audience but granted still, how are you going to sustain yourself from an audience based perspective? Given fragmentation of audiences in a digital space?

Chairperson: So a follow-up question from Stanley being the methodology that you have employed in your study whether could it not have been improved in order to get a different form of results and then councilor then speaking about the sustainability in the form of your market share

Mzanele Manyi: No chairperson I note the point. Usually when the researchers design their questions. One firstly assumes that these are experts in their field, they know what they're doing but obviously just like in economics they sold various views. You can have 10 economists ask the same questions, you will likely get 10 answers and so on so I note that you could easily arrive at a different conclusion or so on depending on who designed the questionnaire. So if you were designing it, you will divulge it differently but it does not on its own means that's the only way and that's the right way and so on. So but I note that you could have had it differently but this other professional because they didn't do this ourselves. This other professional had his own school of thought and so on that he used here so I don't want to sit here and pretend that I myself I'm a researcher and then I'll start to respond as a researcher but what I'm saying is that I accept the credentials and the Bonafede's of the people that have done this work and I also know just based on experience that generally with these kinds of things, you know chairperson if I can today. Today if I needed to find research of is government doing well and so on? I will find the research to back that up. If I wanted to wanted to find research is government not doing well? I will find the research to back that up and so on so these things are generally very subjective so we can speak here the whole day and so on but I note the point but all I can say is that I have no doubt about the credentials of the people that did the research. To move on from there chairperson, the figure that you mentioned I know you're looking for a market share percentage figure and so on but in our presentation I think we estimated the number. I think the number we put it at 12 million, I don't know what that computes to in terms of the total TV market as opposed to South African population. The TV market, because there are people that don't like TV and so on but there are TV people so but of those TV people, the number that I have seen in our presentation is something like 12 million so that's the kind of thing. So in terms of how we are going to sustain the audience, this is the reason why we've applied for this variety that we have. To bring variety so that it's a place to be, to be within our channel. That...this question also talks to the funding model going forward, so the funding model will continue to be

indeed advertising, there's no not doing advertising, it's going to be advertising, we are going to do also subscriptions, we are also going to look at all kinds of corporate arrangements as it were with various entities like hotel groups and so on and we are also going to be looking at kinds of sponsorships of certain programmes and all of that will make sure that not only are we able to keep our viewers glued on our screens but we will have the necessary funding for it and all that yeah. And we had begun to do a bit of these innovative things chairperson. I mean if you look at the, these business breakfasts that were done. Despite all the controversies around that but bottom line is that in the mornings people were looking forward to watching those things so these are things that we will be doing ourselves and that helps by the way chairperson because what happens is that with these kinds of innovative ways of delivering content, you break from the mold you know. You don't want to open a TV and find something extremely predictable in there, you want something that is going to excite you, something that is going to challenge you, something that is going to be new and fresh and that's what we are on about. Thank you

Chairperson: Thank you chair, I will hand over to Kgomotso to ask around programming

Kgomotso Mokitle: Thanks chair. Thanks. Good morning, it's still morning. Around programming issues, you've given...you've given an indication that your primary target market will be from the ages of 18 to 34 and you've also given an indication in your own application that your format programmes will be around consumer guard, shape your life, face in the crowd, straight talk, our Africa, Africa tonight and a bouquet of about 11 channels and then there will be a news channel. 24 hours of news, entertainment, music, movies. And you've also given an indication that you are going to be targeting women in your programming however your research shows that the people with an interest to the service are predominantly male. How did you marry that, what your research shows and what you are proposing? Especially around the target market? That's question number 1. Question number 2 is around compliance with regulations. Content, local content regulations. You said that you are going to comply but you don't give us a programme schedule of how you are going to achieve the 20% of drama, the 50% of current affairs, 30% of documentary programming, 30% of informal knowledge building and 25% of children's programs. So in your application you don't indicate as to the promises of performance because remember this is...at the end of this whole contest we still need licensed conditions and your license conditions, if they don't speak to what you wanted to initially provide then you find yourself not being able to then comply with what is being required. So if you can just marry your programming, what you foresee and how you're going to comply with what is expected at the end of the process. Yes that's it, thanks chair



Chairperson: Just to remind you Mr. Manyi, you've got an option of providing additional written inputs within the next 7 days, working days, should you feel that you need to provide additional information in writing but just a follow up on what Busi has been questioning you on, in your presentation you did indicate that you are more of a turnkey solution whereby you are just waiting for your license and you will be ready to start up. But you also in...it would seem that your business model currently it's based on a news only model but you're also introducing these other programming genres which are obviously opposed or different from what you're currently good at which is news. So how do you then reconcile the fact that you're ready to start instantaneously considering the fact that you still need to build up your capacity with regards to the other content offering?

Mzanele Manyi: Okay thank you chairperson, let me start with that maybe quickly. Yes indeed we are geared as a news channel but our programming is even as things stand right now, the programming has got amass of service alia, has got all the elements of spreading out to a general offering as it were. It's got all the elements. I did read a few of them here that we've got...sports, you will remember those that watched a program where William Lehong is doing very well on sports, our sports analysts were the best people in fact in terms of that desk. We had motoring, we had movies, we had an entertainment thing where we will do movie reviews and what have you but obviously the time, we were restricted in terms of what we could do by Multichoice in terms of their own ICASA regulations on issues. But if you were to look at the actual full suite of the programming you can see that all the elements are actually there, it's a question of developing them over time. When we say we can hit the road running, it doesn't mean all things are going to be there all on day one but we've got all the elements but even on day one, we will be able to put a decent broadcast as it were and then grow with it over time. Maybe this other question, its good chairperson that you say I've got 7 days but just at a higher level, the question about programming, the schedules and the percentages and so on, if you say they're not supplied, I can't try and supply them here as we speak. If you say they've not been given we will just check as to what happened with that situation and try and submit those that will be there but I don't know why that would've been missed because even the current ones, we do have that kind of an answer ready. So I don't know whether people that were filling in the forms didn't fill in everything there, they should have filled in, but we will come back maybe on that one specifically but on the issue of, the issue of marrying the research with what we say we want to do, I think chairperson without taking a lot of time here I might just need to give one quick illustration of the kind of game changing that we want to do by this kind of example where 2 entrepreneurs went to a country, let's say in the continent. In here in the continent and they go to this country and they found this one. These were 2 people that were supposed to be selling shoes. So the first one

got into this country and everybody here was barefooted and so on, people were just walking without shoes and all that and the first one that looked in this market, he looked and looked and said no there's no market for my shoes here, nobody is wearing shoes here, people don't like shoes here. The second person went there and when he got there, he found people barefooted he said wow, virgin market, this is where I'm going to be and that's a person that got successful so chairperson I think our focus. Women are the bedrock of the nation in various ways. If your offering does not focus on women I think that offering will miss the boat and I think there's the fact that a lot of consumers when the research was done is men, it's probably the reason that we must get people that are going to have...otherwise it means therefore if you have to stick to that you must continue to broadcast male dominated kind of broadcast so for us we want to change the thing and recognize that women are in fact in our country are the majority, sexual upset that we can have a situation where any offering, whatever it is, we would not focus on women. So notwithstanding what research is saying, we are very determined. In fact even if we were to look at the leadership, we were very clear that our editor is going to be an African woman and so on and the top team is going to be dominated by women because we think that really is the future of getting a different perspective in this country and to make sure that we get something that is going to bring freshness. Otherwise everything else is the run of the mill so yeah, so our approach of focusing on women we don't apologize for it chairperson, we think it's the right approach

Chairperson: Thank you very much Mr. Manyi, in as much as we do acknowledge the fact that there's a need for women and inclusion and empowerment of women that I think to Busi's point to say that your recess does not seem to have spoken or even verified or confirmed that there may be a need or a demand for the genre around women's content. In as much as I'm acknowledging that there is such a need but then how do you then as a business then get into a business model or a structure that does not even speak to the kind of market that you want to speak to? Before you respond, Fikile would like to ask, is it a follow up question? It's a follow-up question but also to find out, you were talking about high quality movie content and its common knowledge that good quality movies are locked up in long term contracts. How do you then as a business intend to lock these and where will you source this kind of high or premium content that you are alluding to?

Fikile Hlongwane: Thank you chairperson and I'm not sure whether I'll be regurgitating what you have already said. Mr. Manyi what is not clear to me and maybe I have missed it is how are you going to proposition your brand in terms of content commissioning and content provision? I'm trying to understand your selling point given the fact that the entertainment and the women's issues that

you're talking about and others are already available out there in the current free to air space, thank you

Mzanele Manyi: Okay Chairperson in terms of the content, we are not speaking just pure theory, we've already spoken to various content producers that I said earlier that are in the wings. There are people that run very interesting production outlets out there and they have got content that has never been flighted and so on so in terms of bringing the premium content we do and most of its also about content in the issues that are happening in the continent as well mostly. So this is not just some theoretical position, it's something that is. We have got them on the list, we can give you information about those content providers so content is ready when we have the license. Back to the question of women and so on chairperson, I hear your concern chairperson but maybe again by way of illustration. You know when cellphones were arriving in the country there was a view that no it's not going to have an uptake, people can't afford and so on but look at how it has flourished? This is what happens when you have got game changers chairperson, they go to where there is no readily available evidence to support it but because you've got an innate knowledge of what is actually out there, you exploit that, that's what gives you the competitive advantage, it's to know what is not obvious chairperson so research shows that, research shows what most people tend to take as the truth but we don't believe in that truth chairperson. We think that there is a hidden and there is a hidden that is perhaps not documented and so on but we have no doubt that focusing on women will really take us to the next level. I mean even if you were to look at even how government is structured in the past...when this was done. The issue of even having a women focus even in government was not there. Today we even have women ministries. Young people and so on. So it's being visionary chairperson, its ability to see beyond the horizon so if you are looking at here and now, you might not see this but in our group, we are a visionary group. We know that this is the future and so we are investing in the future and we think that we will get the returns. I don't know if I've missed other questions?

Chairperson: I'm not sure if the question on local content was responded to. If you could just address us on that one. How do you intend to provide local content because the regulations prescribe how local content should be, the quotas and how it should be provided on an annual basis or on an ongoing basis on the channels. So we just need for you to advise us on how you're planning to provide local content and I think you also speak about languages as well where you're speaking that you will be predominantly English but you're also looking at introducing other languages but your submission is not so clear as to how the channel will then cater for the various languages

Mzanele Manyi: Okay chairperson, I think let me not waste your time. Let me come back to you on these so that I can give you concrete information

Thank you chair and good morning Mr. Manyi, I think it's still just morning. Just a couple of questions on my side. I think the difficult questions have been asked. So it's more clarity seeking questions. I think the first one is in your response to Mr. Mufamadi earlier, you mentioned something about subscription and I'm not sure if I understood you correctly, did you mean that you have subscriptions to content providers? Or did you mean that you're going to be providing some kind of subscription service as part of your offering? So if you could just maybe clarify that for me. The second question was...it's about your, the sort of staff resources and capacity and you mentioned in your presentation that you have 300 skilled staff members that are on standby at home and I think from our side just to get clarity as to how confident are you that they would still be available or if there are any...do you foresee any challenges with sort of the availability in the event so for instance this process would only be included by the 31<sup>st</sup> of March 2019. So do you anticipate there being any challenges on that front? And in terms of your offering would you be offering sort offering any sort of or are you currently offering any programming on online platforms in the interim and then just finally on your training school. Just to get clarity on whether that's still running or whether that's something that if you were to be awarded the license you would then pick up again? Thank you

Mzanele Manyi: Thank you chairperson, let me start with that last one, as we speak here now, obviously all operations are on freeze mode so there's no, nothing is going on right now in there, it's only the equipment that is there and so on but you just go there from time to time to make sure that its properly serviced and its ready to go so that is happening there. Online yes we do have an online, we did have an online offering. In fact we were the only channel that had real time coverage online you know so that is in place and then the confidence with the 300 people that are on standby. Chairperson I think if you look at what is happening with SABC there will be more than 300 that are there. The SABC is looking at offloading around 1000 people and so on so there's no shortage of talent, I'm guaranteed with that, there's no shortage of talent at all. And then the issue of the subscription. What did I mean by that? I meant by that, you see what happens when you do your income streams. You want to make sure that certain of your revenues are guaranteed, otherwise you might have an opex problem so what you then do is that you have all kinds of arrangements with certain advertising people to say that over a period you. It's really a funding. It's a payment model whereby they subscribe and so on and then the benefit of that. It's a very innovative way of doing things. The benefit of that is that there may be in certain instances where they have not provided you with content but they still pay and so on but there will be instances where they then bring you content then maybe they don't pay more than what their subscription is, almost like a retainer of sorts. So what that does it helps in

terms of stabilizing the finances so it's a cash flow management situation.  
Thank you

Thank you chair, good day Mr. Manyi. My questions are related to the technical obligations of the radio frequencies spectrum license part of the ITA. And the first question is, well both of them, they are just to ascertain awareness. The first one which is are you aware that the signal distributor for free to air and subscription needs to be shared? And then the second one is are you also aware that the prospective licensee is expected to roll out the network with respect to annexure J of the Terrestrial Brokers and Frequency Plan of 2013 host to the analogue switch off. Thank you chair

Mzanele Manyi: Chairperson look I am not sitting here with the documents that you are sitting with so I don't know what is annexure J, if you can just explain

Annexure J is the Technical Specifications of the sites that are expected to run the broadcasting service of the free to air. So the frequencies, the power and all those technical parameters. Thanks

Mzanele Manyi: What's the question on that?

I was asking if you aware that post analogue migration, that is...are you aware that we are expecting the prospective licensee to roll out the network with that particular annexure

Mzanele Manyi: Okay sorry. Okay thank you. Yeah no no no definitely, we are aware of all of that yeah

Chairperson: Any further questions from the panel? Nothing? Alright. Mr. Manyi I think that concludes our session with yourselves today and we shall await the further inputs that shall be provided in writing and I think as far as I remember its around local content, yeah basically and languages yes. Would you like to make any closing remarks?

Mzanele Manyi: Yeah no, I just want to thank the regulator for providing a very welcoming environment to a lone ranger like myself. I really felt very welcome. I really want to thank...and I also want to thank the people that have asked questions. I think particularly Kwese. The Kwese questions, I think they were very genuine questions and so on so I want to...I think they demonstrate that they are interested in ensuring that whoever is licensed meets all the conditions, there are no comebacks and so on so I really appreciate that. So otherwise thank you for the opportunity and we will within 7 days respond to the 2 outstanding matters

Chairperson: Thank you very much sir.