



CABLE & WIRELESS

23 May 2005

Mr Ian Pearson
Minister of State for Trade
Foreign & Commonwealth Office
London
SW1A 2AH

I am writing to congratulate you on your appointment, and to briefly introduce Cable & Wireless' business to you.

Cable & Wireless provides communications services to business and residential customers around the world. In the UK, we provide voice and data services to businesses and, through our subsidiary, Bulldog, are pioneering the provision of superfast (4 meg) broadband to the residential and small business markets. Overseas, we have businesses providing a full range of fixed line and mobile voice, Internet and data services to business and consumer markets. We have a strong presence in the Caribbean and also businesses in Europe, Central America, the Middle East, Asia, the Atlantic, and South Pacific.

Cable & Wireless' management, led by Group CEO Francesco Caio, is committed to building our businesses in partnership with the governments and communities where we operate. This is especially important in our overseas business units, under the leadership of Harris Jones, where we are typically one of the largest wealth creators and employers in quite small economies. In my capacity of Deputy Chairman, I have a particularly strong focus on these partnerships.

Our global profile means we also take a close interest in trade and development, particularly in the territories where we operate. You will appreciate that many of these are developing nations with strong historic links to the UK. Trade and cultural connections with the UK continue to be very important.

Since we have many areas of common interests, I think it would be helpful for us to meet soon. My office will contact yours to schedule this.

Once again, congratulations. Cable & Wireless looks forward to working with you.

The Rt Hon Lord Robertson
of Port Ellen KT GCMG PC
Deputy Chairman

Cable and Wireless plc

[Redacted]
The Point
Paddington Basin
37 North Wharf Road
London W2 1LA

www.cw.com

Telephone [Redacted]
Fax [Redacted]
Email [Redacted]
Direct Phone [Redacted]
Direct Fax [Redacted]

From: (Mr)
Sent: 12 July 2005 16:23
To: (Mr); (Miss); (Mr)
Subject: RE: Briefing for C&W and Ian Pearson Meeting
I'll go.

-----Original Message-----

From: (Mr)
Sent: 12 July 2005 16:00
To: (Mr); (Miss); (Mr)
Subject: FW: Briefing for C&W and Ian Pearson Meeting

All,

For reference, find following a copy of the briefing sent to the Minister's office in advance of the meeting between Ian Pearson and Lord Robertson from Cable and Wireless.

The implication from the briefing request is that the Ministers office wants someone to attend the meeting (see the attached).

Attachment: N0000E22.doc

It may be more useful is this was someone who has dealings will C&W...

-----Original Message-----

From: (Mr)
Sent: 12 July 2005 15:47
To:
Subject: Briefing for Lord Robertson meeting

Find attached, as requested, briefing for the meeting between Lord Robertson of Cable and Wireless and the Minister scheduled for Thursday 14 July.

Department of Trade and Industry

From: (Mr)
Sent: 11 July 2005 18:48
To: (Mr)
Cc: (Mr)
Subject: FW: Cable & Wireless Briefing for Ian Pearson

fyi. grateful for update on Macao / Afghanistan.

-----Original Message-----

From: (Mr)
Sent: 11 July 2005 11:24
To: (Mr)
Subject: FW: Cable & Wireless Briefing for Ian Pearson

fyi - draft brief attached.

Attachment: N00004FR draft.doc

-----Original Message-----

From: (Mr)
Sent: 29 June 2005 10:28
To: (Mr)
Cc: (Mr); (Mr); (Mr); (Mr); (Miss); (Mr); (BR2);
Subject: FW: Cable & Wireless Briefing for Ian Pearson

I have advised that you lead as relationship manager for CW on international business, the main focus of Lord Robertson's meeting with MFT. I will let you have a contribution on Afghanistan, Macao and China.

Copied to and in UKTI who may also wish to contribute to your brief.

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Sent: 27 June 2005 12:08
To:
Subject: FW: Cable & Wireless Briefing for Ian Pearson

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robertson wants to discuss his secretary is

on

or

@cw.com.

You should also know a gentleman called
Robertson, although

will accompany Lord

will have to clarify who exactly he is.

Thanks

Diary Manager

Office of Mr Ian Pearson

Minister For Trade, Investment and Foreign Affairs

From: (Mr)
Sent: 12 July 2005 17:01
To: @fco.gsi.gov.uk'
Subject: RE: Briefing for Ian Pearson/Lord Robertson

It was sent earlier this afternoon. A copy is attached.

-----Original Message-----

From: @fco.gsi.gov.uk [mailto:___@fco.gsi.gov.uk]
Sent: 12 July 2005 16:52
To: @dti.gsi.gov.uk
Subject: Briefing for Ian Pearson/Lord Robertson

If you haven't already sent this through can you send it to me:
@fco.gov.uk?

Diary Manager
Office of Mr Ian Pearson
Minister For Trade, Investment and Foreign Affairs

From: (Mr)
Sent: 12 July 2005 16:42
To: @fco.gsi.gov.uk
Cc: (Mr)
Subject: FW: Briefing for Lord Robertson meeting

Following your earlier correspondence with , please find following the briefing for Thursdays meeting between Lord Robertson and Ian Pearson.

Please be advised that , from DTI Europe and International team, will be attending the meeting. FCO security will need to be notified.

If you have any queries, please do not hesitate to get in touch.

Regards,

-----Original Message-----

From: (Mr)
Sent: 12 July 2005 15:47
To:
Subject: Briefing for Lord Robertson meeting

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Department of Trade and Industry

Attachment: N0000KM9 final.doc

From: (Mr)
Sent: 12 July 2005 15:08
To: (Mr); (Mr)
Cc: (Mr); (Mr)
Subject: CW brief for MFT

I have added some text on investment strategy, Caribbean, China, Macau, Afghanistan, Bahrain and Panama. I have also added Macau to the country list.

I think the point on poor communications with us is overstating the issue given that a new government relations director is about to be appointed.

therefore the line on this should be softened to a "my officials look forward to working with..." type point. I think

I suggest copying the brief to and

Attachment: N0000DF6expanded.doc

From: (Mr)
Sent: 13 July 2005 10:21
To: (Mr)
Subject: FW: Briefing for Lord Robertson meeting

Find following the brief supplied for the meeting between the MFT and Lord Robertson of Cable and Wireless.

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To:
Subject: Briefing for Lord Robertson meeting

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Department of Trade and Industry

**BRIEF FOR IAN PEARSON'S MEETING WITH LORD ROBERTSON,
DEPUTY CHAIRMAN OF CABLE & WIRELESS,
TO DISCUSS CW'S GLOBAL ACTIVITIES, 24 MAY 2005**

Objectives

1. Listening mode mainly. We understand Lord Robertson has a broad concern that CW has not been explaining its global investment objectives and activities to the right people in government. He is likely therefore in the course of reviewing CW's global position to reference the kinds of specific problems and regulatory concerns where HMG support would help them.
2. To reiterate that DTI (Europe & International) leads in providing pro-active support of key UK ICT players such as CW in their policy and regulatory dealings abroad. We will consider follow up on new specific issues that Lord Robertson raises – actions might include seeking clarification from the relevant country authorities through our bilateral contacts and Posts.

Document to hand over

You can hand over the attached aide memoire of who does what at DTI and UKTI to support CW.

Lines to take

- DTI can support you internationally to deal with policy and regulatory hurdles, and UKTI for commercial/trade promotion efforts. We are keen to ensure that relevant CW staff are aware of the support they can obtain from us.
- The DTI has interceded for CW on several occasions and would continue to do so when appropriate and subject to the merits of the case.
- However CW need to maintain a regular close dialogue with the DTI and UKTI on all international issues. We would benefit therefore from a clear contact point at CW. , in the Europe & International team remains CW's primary contact at the DTI on regulatory and market competition issues overseas.

Background

CW's overseas interests

Cable & Wireless historically became the incumbent telecom operator in former British colonies. Its subsidiaries (owned fully or partially) have struggled in the 1990s following liberalisation of the telecom markets, to move from a comfortable monopoly situation to one of competition and falling telecom charges. A list of the territories in which CW currently has business interests is attached.

2. CW have not resisted competition but have been anxious that, in the rush to achieve a contestable market, the new legislation and administrative orders pave the way for a healthy environment in which CW can continue to operate as one of the players in monopolistic competition.

3. The Caribbean remains the mainstay of the business, especially since the exit from Japan and the re-trenching of their global business operations. CW operates in 15 countries and territories with £1bn investment in infrastructure and a turnover of over £600 million.

5. CW Headquarters are strong supporters of liberalisation worldwide and their commercial strategy recently has been to concentrate on the provision of telecoms services to small, profitable islands and territories (e.g. the recent purchase of Monaco Telecom). They also target multinationals to provide global telecom services.

CW's acquisition strategy:

6. CW's strategy under Francisco Caio

7. CW's
BATELCO in Bahrain

their 20% stake in

8. A significant move by CW into the increasingly liberalised Chinese ICT market was through their recently announced joint venture with CITIC Networks, a Chinese broadband and internet service provider. Significant because this is the first foreign JV in the Chinese IP/VoIP market and aligns with the CW strategy on IP and convergence. This JV could well give CW an early lead in the rapidly expanding Chinese market.

CW's Current Market and Regulatory Concerns

Afghanistan

10. C&W have a majority shareholding in Monaco Telecom which in turn own 37% of one of the two major mobile operators in Afghanistan, TDCA which trades as "Roshan".

Macau

12. their 51% holding
Macao operator CTM
an operating licence till 2011
March this year of the sole CDMA licence to run 3G mobile services in Macau to CU

. CTM has
the award in

13. Furthermore this is happening at a time when there is widespread speculation that CU will be broken up in the course of telecoms market restructuring in the PRC.

Panama

15. Panama

a newly liberalised market

Trinidad & Tobago

17. have a 49%, non-controlling stake
liberalised its telecoms market but there is still a high government (49%) and trade union (2%) share in in TSTT, with resulting social and employment expectations. .

the incumbent TSTT in which they
The island has

18. CW are therefore advocating the Government adopt a pro-liberal, best practice policy, through their non-controlling share in TSTT, and have commissioned a *McKinsey* report on the impact of competition, to inform the government and regulator

Jamaica

19. CW owns 82% of Cable & Wireless Jamaica, the incumbent fixed and mobile operator.

Barbados

21. Cable & Wireless (Barbados) Ltd is the incumbent fixed and mobile operator.

DTI's role

25. One of the objectives of DTI Business Relations' Europe and International Unit (EI) is to provide pro-active support of key UK ICT players in their policy and regulatory dealings abroad. Lord Robertson was reminded of this when he met with Sir Stephen Brown on 24 May. The DTI have provided assistance in the past when CW has encountered regulatory difficulties and barriers in overseas markets. For example the DTI worked closely at a high level with CW on strategy to

26. An aide-memoire (attached) can be handed over to Lord Robertson that sets out the general parameters for our assistance.

DTI – Europe & International
12/7/05

AIDE-MÉMOIRE

How to ensure an efficient working relationship between HMG and CW on international issues

The Government/Public Affairs staff of ICT companies need to be joined up, and apply a filter to prioritise bids for Minister/ PM / HMG intervention before coming to us, to ensure focus and maximization of opportunities.

The following is an indicative list of contact points at DTI:

- General Market / Investment information **UKTI ISG 3c Communications Sector:**
- Travel concerns / advice **Post if company have direct contacts; FCO web; otherwise via UKTI**
- Requests for advocacy in licensing processes (NB barriers to entering the process or longer term regulatory hurdles – see DTI Europe & International below) **UKTI:**
- Requests for high level advocacy ie PM / SoS **UKTI (who clear with International Comms, so a joint decision on priorities)**
- Longer term regulatory telecom barriers **DTI Europe & international:**
- WTO issues e.g. foreign ownership restrictions **DTI Europe & international**

Key contacts

Communications Sector
Technology & Sector Partnership Directorate
International Sectors Group 3
UK Trade & Investment

66-74 Victoria St
London SW1E 6SW
Tel.

E-mail: @dti.gsi.gov.uk

** is the DTI's business relationship manager for the international aspects of Cable; & Wireless, Vodafone and BT.

151 Buckingham Palace Road
London SW1W 9SS

Direct tel no +
e-mail: @dti.gsi.gov.uk

CABLE & WIRELESS OVERSEAS BUSINESSES

Caribbean:

Anguilla
Antigua
Barbados
British Virgin Islands
Cayman Islands
Dominica
Grenada
Jamaica
Montserrat
St. Kitts Nevis
St. Lucia
St. Vincent & Grenadines
Trinidad & Tobago
Turks & Caicos Islands

Europe:

Austria
Belgium
France
Germany
Ireland
Italy
Luxembourg
Monaco
Netherlands
Russia

Spain

Switzerland

Americas:

Ascension
Bermuda
Falklands
Panama
US

Asia and Middle East:

Australia
Bahrain
Diego Garcia
Fiji
Hong Kong
India
Japan
Macau
Maldives
Sakhalin
Seychelles
Singapore
Solomon Islands
St. Helena

BRIEFING REQUEST FOR MR IAN PEARSON

Date: 27.06.05

To:

From: , Diary Manager, Ian Pearson

1. The Minister is meeting with Lord Robertson, Cable & Wireless on

Thursday 14 July

at

09.15

2. The meeting will take place at Ministers Office, FCO

3. It was requested by Lord Robertson

4. The Minister will require briefing. Brevity and clarity are appreciated by the Minister. If you have questions please contact either the Private Secretary, , on or the Assistant Private Secretary, , on

5. If necessary please also liaise with your opposite number at the FCO to obtain any additional briefing you think necessary. Please take the lead on co-ordinating both briefings.

6. Please send briefing to

7. Please could you submit the briefing by **16.00** on

Tuesday 12 July

8. **Please let me know who will be attending the meeting to take the note and the names of those accompanying the visitor so that I may advise security.**

8. If you feel you have been sent this briefing request in error please let me know asap (and sorry!)

Thanks for your help.

**BRIEF FOR IAN PEARSONS MEETING WITH LORD ROBERTSON, DEPUTY
CHAIRMAN OF CABLE & WIRELESS, TO DISCUSS CW's GLOBAL
ACTIVITIES, 14 JULY 2005**

Objectives

1. Listening mode mainly. We understand Lord Robertson has a broad concern that CW has not been explaining its global investment objectives and activities to the right people in government. He is likely therefore in the course of reviewing CW's global position to reference the kinds of problems and regulatory concerns where HMG support would help them.
2. To reiterate that DTI (Europe & International) leads in providing pro-active support of key UK ICT players such as CW in their policy and regulatory dealings abroad. We will consider follow up on any specific issues that Lord Robertson raises – actions might include seeking clarification from the relevant country authorities through our bilateral contacts and Posts. We will also need C&W to clearly identify the contact points, for international affairs, within C&W.

Document to hand over

You can hand over the attached aide memoire of who does what at DTI and UKTI to support CW.

Lines to take

- DTI can support you internationally to deal with policy and regulatory hurdles, and UKTI for commercial/trade promotion efforts. We are keen to ensure that relevant CW staff is aware of the support they can obtain from us.
- The DTI has interceded for CW on several occasions and would continue to do so when appropriate and subject to the merits of the case. We are happy to hear of C&W's interest in international issues and would appreciate occasion to discuss further at a working level.
- However CW need to maintain a regular close dialogue with the DTI and UKTI on all international issues. We would benefit therefore from a clear contact point at CW. _____, in the Europe & International team remains CW's primary contact at the DTI on regulatory and market competition issues overseas. _____ in the Telecoms Policy and Regulation Team is CW's relationship manager for their UK issues.

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countries and territories with £1bn investment in infrastructure and a turnover of over £600 million.

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DTI – Europe & International 12/6/05

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151 Buckingham Palace Road
London
SW1W 9SS

Direct tel no
e-mail:

@dti.gsi.gov.uk

is the DTI's relationship manager for the UK aspects of Cable & Wireless

151 Buckingham Palace Road
London
SW1W 9SS

Direct telephone
e-mail:

@dti.gsi.gov.uk

CABLE & WIRELESS OVERSEAS NATIONAL BUSINESSES

<u>Caribbean:</u>	Spain
Anguilla	Switzerland
Antigua	
Barbados	<u>Americas:</u>
British Virgin Islands	Ascension
Cayman Islands	Bermuda
Dominica	Falklands
Grenada	Panama
Jamaica	US
Montserrat	
St. Kitts Nevis	<u>Asia and Middle East:</u>
St. Lucia	Australia
St. Vincent & Grenadines	Bahrain
Trinidad & Tobago	Diego Garcia
Turks & Caicos Islands	Fiji
	Hong Kong
<u>Europe:</u>	India
Austria	Japan
Belgium	Macau
France	Maldives
Germany	Sakhalin
Ireland	Seychelles
Italy	Singapore
Luxembourg	Solomon Islands
Netherlands	St. Helena
Russia	

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Sent: 11 July 2005 11:24
To: (Mr)
Subject: FW: Cable & Wireless Briefing for Ian Pearson

fyi - draft brief attached.

Attachment: N00004FR draft.doc

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From: (Mr MHB)
Sent: 29 June 2005 10:28
To: (Mr DM) (Mr); (Mr); (Mr);
Cc: (Miss); (Mr); (BR2); (Mr)
Subject: FW: Cable & Wireless Briefing for Ian Pearson

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Thanks

Diary Manager
Office of Mr Ian Pearson
Minister For Trade, Investment and Foreign Affairs

From: _

To: _

Cc: _

Cc: _

Cc: _

Received-Date:20050722

Received-Time:10:45:20

Sent-Date:20050722

Sent-Time:10:45:20

Subject:Notes of Ian Pearson meeting with Lord Robertson, Cable & Wireless
TRIM-Attachment:Name="notes of meeting between lord robertson cable & wireless
chairman - and trade minister ian pearson 14 july 2005",Uri="1",Id="411/2-
3274358",Size="28160",Extension="tmp"
TRIM-Attachment:Name="notes of meeting between lord robertson cable & wireless
chairman - and trade minister ian pearson 14 july 2005",Uri="1",Id="411/2-
3274359",Size="235",Extension="tmp"

Dear

You will find attached the minutes of last week's meeting between the Minister
for Trade and Lord Robertson, Chairman of Cable & Wireless.

We have since followed up with a meeting at working level this week, and some of
the points made have already been actioned.

Kind regards,

Department of Trade and Industry

Tel:

Fax:

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Subject: FW: Briefing for C&W and Ian Pearson Meeting
All,

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Grateful for any comments. Please note that the brief needs to be returned to Ian Pearson's office this afternoon.

Thanks.

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Attachment: N0000DF6 expanded.doc

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Robertson, although
Thanks

will have to clarify who exactly he is.

Diary Manager
Office of Mr Ian Pearson
Minister For Trade, Investment and Foreign Affairs

RESTRICTED

**Notes of meeting between Minister for Trade Ian Pearson
and Lord Robertson, Chairman of Cable & Wireless (C&W)
Thursday 14 July 2005**

Summary

A friendly first visit by Lord Robertson, after his earlier lobbying of UKTI Chief Executive Stephen Brown. This was another occasion to ask for active Government support of C&W's international ventures. While we encouraged C&W to be more responsive in its dealing with Government, we agreed a small number of action points regarding regulatory and commercial interests in certain countries, including exploring options for partnering on capacity building workshops.

Detail

1. In his introduction, Lord Robertson (LR) stressed that he was still new to telecoms

2. He described C&W as a much smaller operation than in the past, but still the second telecom operator in the UK, and number 1 or 2 in the Caribbean

. He went on to summarise the key regulatory issues encountered by C&W worldwide.

3. **Trinidad and Tobago (T&T):** C&W have a minority 49% share in state-controlled TSTT.

4. **Jamaica:**

5. LR explained that the Jamaican Government in May decided to demand a levy on inbound international traffic, to fund its domestic Universal Service Obligations (USO).

RESTRICTED

Action on Jamaica: we agreed to monitor progress and keep in touch with C&W.

6. **Barbados:**

7. **Panama:** C&W has also a dominant presence there

8. **Maldives:** C&W has a minority stake in local company, which provides communications through satellites

Action:

They were interested in the idea of a capacity building / best practice workshop that could be organised in the region, with the participation or support of OFCOM and HMG.

9. **Bahrain** C&W own 20% of the government-controlled telecom operator.

Action on Bahrain: no active lobbying

10. **Monaco Telecom:** this Francophone entity recently bought by C&W has enabled them to tap into specialist markets
ones like Monaco and Kosovo

RESTRICTED

Action on Afghanistan: *keep in touch with C&W; the Afghan government is in the process of awarding two extra mobile licences.*

11. Macau:

China Unicom, who were recently awarded a local mobile licence. Macau is being developed by China as the 'Asian Las Vegas'

12. Other considerations: capacity building and spreading best practice. We also suggested

ICT for Development initiatives, with possibly a workshop / conference in the Caribbean in the spring of 2006, ahead of the Plenipotentiary Conference of the International Telecoms Union (ITU) 2006.

Action: *discuss the opportunity of C&W sponsoring our meetings of the 'Commonwealth ITU Group' and getting involved in running seminars and workshops in the run up to the Plenipotentiary Conference of the ITU.*

13. C&W are keen to spread regulatory best practice, but were conscious of the difficulty of importing regulations from elsewhere as opposed to adapting them to a local context.

Action: *link C&W with experts on liberalisation (e.g.*

)