
Radio Club of America
NEWS RELEASE – For Immediate Release
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**Karim Khoja, CEO of Afghanistan's Roshan cellular carrier,
and Intel executive Sean Maloney speak at Radio Club of America banquet**

RED BANK, N.J. — Nov. 30, 2006 — Two executives, one from Roshan, a cellular carrier in Afghanistan, and another from Intel, a U.S. integrated-circuit manufacturer, spoke Nov. 17, 2006, at a banquet conducted by the Radio Club of America (RCA) in New York.

The keynote speaker, Karim Khoja, CEO of Roshan, said his company won a bid from the Afghan government to become one of five cellular system operators and began work to build a system three-and-a-half years ago. At the time, telephone penetration was 0.2 percent, with 20,000 fixed telephone lines and 30,000 telephones. Khoja said that thanks to cellular, telephone penetration now is 8 percent, and his company reached a milestone of 1 million subscribers, in the nation of 30 million population, in early November 2006.

"We focused our strategy on the Afghan strength, which is that of *trading*. We focused on business, employment and the community. That is what differentiates Roshan from its competitors," Khoja said. He said Roshan offers direct employment to 800 and indirect employment to 15,000 more. The carrier has service in 170 cities and towns. It offers Afghans opportunities to own their own stores to sell Roshan service and phones, and to own public call offices where those without phones of their own can use phones on the Roshan network.

"Before, fixed telephone calls cost \$12 per minute. Now, off-peak cellular calls on the Roshan network cost 5 cents per minute," Khoja said.

The Roshan CEO said that Afghanistan lacks security, which makes doing business difficult. "Half of the country is at war. What you're reading in the newspapers is true. Everything south of Ghanzi, that is controlled if not directly, then indirectly, by Taliban. Our forces are doing a great job. But the difference is the Afghan people want us to be there and to help them and solve their problem. But we have to be more effective in aid money and getting jobs. I come here today because it's important to tell you a success story, because all you hear about is war and killing and soldiers being killed," he said.

There is no electricity in much of the country, and Khoja said many of Roshan's cell sites have a fuel tank, two generators and three armed guards. Supplying fuel to the sites via Afghanistan's roadways, which are rudimentary in some areas, is challenging, with terrain varying from mountainous to desert valleys. "We connect all our base stations by very small aperture terminal (VSAT) or synchronous dual-hierarchy (SDH) backbone," Khoja said.

"We have an unskilled population. We had 10,000 who responded to ads for work. My technical guy said, 'I'm changing the way we choose our engineers. If they can switch on a computer and speak English, they're an engineer.' Three years on, those engineers run our whole network control center," he said.

Khoja said he suggested to a 24-year-old man who applied for work that he should go into sales. "No," he said. We said, 'Why don't you become one of our dealers?' Today, he has a turnover of \$5 million a month with us," he said.

"We now employ 800 people directly, and 23 percent are women. Seven out of 15 jobs in management are filled by women. We created 15,000 jobs directly or indirectly. That's creating a middle class based on more than the farm economy that Afghanistan is sustaining. We spend \$1,500 per employee above functional training, regardless of whether they are a cleaner, a cook, a driver or an engineer. They have access to English and IT every year. We spend on our people," Khoja said.

"My shareholders have invested \$260 million to date, and by the end of the year that will reach \$290 million. That makes us the largest investment in Afghanistan. We have contributed \$45 million in taxes, which is 6 percent of the national budget. We support the legitimate, elected government of Afghanistan, even though much of the south is controlled by Taliban. Our competitors give them free airtime. We don't do that," he said.

Khoja said that demand for service continues at a high level. "We can't run fast enough to put in supply. Every month we have a delegation of elders visiting with a paper with thumbprints saying, if we come to their village, we will support you. You can imagine the pressure we're under," he said. "But I believe when people can speak, they will not fight."

Intel's executive vice president, Sean Maloney, also gave an address when he accepted RCA's Lee de Forest Award for leadership in creating a new segment of the broadband wireless industry known as WiMAX, a wireless metropolitan-area network.

"New technology has to be attractive and appealing and, more than anything else, cheap. *Really, really cheap*," Maloney said. Referring to Robert Noyce, who co-developed the integrated circuit and co-founded Intel, he said, "Bob figured out how to put transistors on silicon. Radio people look down on silicon. When you lie on the beach, you're lying on silicon, not germanium, the reason silicon is *cheap*."

Maloney said an integrated circuit that Intel launched the week before his speech contained 1.5 billion transistors. "That's a lot of zeroes. We're making 500 million. They're useless unless they're connected to the Internet. And that has to be cheap, too. When you walk into the hotel room and you find an Ethernet cable, it's because it costs 50 cents instead of \$2,000.

"It's even better if you can take it with you. That's the genesis of the thoughts on Wi-Fi: How can you make it cheap and connect it up? Next year, it will ship 700 million units. The limitation is that you walk out into the street, and you lose the connection.

"The idea for WiMAX is to cover the city or country. The computer industry is reliant on the industry that you've made, which is radio technology," Maloney said.

RCA conducts a banquet each year to give achievement awards to individuals involved in wireless telecommunications, broadcasting and amateur radio. This year's banquet was held Nov. 17, 2006, at the New York Athletic Club in New York City. An estimated 250 members and guests attended the banquet.

About Roshan

Roshan is one of the largest private-company employers in Afghanistan, directly employing more than 800 people, 23 percent of whom are women. In addition, Roshan provides indirect employment to more than 15,000 people who work as dealers, distributors, contractors and suppliers. The carrier offers three prepaid wireless plans to businesses and individual subscribers. For more information, go to www.roshan.af.

About Intel

Intel Corporation manufactures semiconductor chips and develops integrated digital technology platforms for computers and communications. Desktop computers, Internet infrastructure, products for wireless connectivity, handheld computing devices and notebooks are among its chips' product applications. Customers include original equipment manufacturers, PC and network communications products users, and industrial and communications equipment manufacturers. Intel is based in Santa Clara, California. For more information, go to <http://www.intel.com>.

About the Radio Club of America

The Radio Club of America, the world's oldest radio communications society, was founded in 1909 to promote cooperation among those interested in the advancement and scientific study of radio communications. The Radio Club of America counts among its founding membership the best in the radio communications industry, including Edwin Armstrong, David Sarnoff, Louis Hazeltine, John V. L. Hogan, Paul Godley and Allen B. DuMont. Today, the Radio Club of America is composed of modern pioneers who are advancing the field of RF communications. The Radio Club of America gives its members the opportunity to network with other industry professionals, to raise money for scholarships and to record radio communications history so that future pioneers may continue to build on the Club's strong foundational cornerstone. For more information, go to www.radioclubofamerica.org.

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A high-resolution photo of Karim Khoja is available upon request. High-resolution photos of Sean Maloney are available at <http://www.intel.com/pressroom/kits/bios/smaloney.htm>

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