



Telecommunication  
Development Bureau (BDT)  
Regional Office for Africa

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Addis Ababa, 23 December 2019

Administrations of ITU Member States,  
Regulators, ITU-D Sector Members and  
Academia in Africa

**Subject: ITU Centres of Excellence face-to- face training course on “Radio Frequency Spectrum Economy and Market Valuation Based on Digital Dividends”, 2-13 March 2020, Nairobi, Kenya**

Dear Sir/Madam,

I am pleased to invite your organization to participate in the training course on “**Radio Frequency Spectrum Economy and Market Valuation Based on Digital Dividends**” to be held from **2 to 13 March 2020**, in Nairobi, Kenya. This training is organized jointly by the International Telecommunication Union and the African Advanced Level Telecommunications Institute under the auspices of the ITU Centers of Excellence for Africa. The training will be delivered in English.

This course demonstrates well economics of Radio Frequency (RF) spectrum as a resource by presenting contributions of the RF spectrum to economy of a country through auctions. The course also demonstrates well how the economic/market value of the Digital Dividend 1 (790-862MHz) and Digital Dividend (694-790MHz) can be calculated by Market Transaction Multiples Valuation Models and Discounted Cash Flow (DCF) Analysis Models.

This training is targeted at the personnel from regulators, engineers, economists, accountants, finance analysts, consultants, telecoms and broadcasting operators. The training is also targeted for policy makers.

Detailed information on this training is described in the training outline that can be downloaded from the ITU Academy portal at the following link <http://academy.itu.int/>.

Registration for the training should be made online at the aforementioned link no later than **14 February, 2020**.

Payment details are specified in the training outline.

Mr. Jonathan P. Mwakijele, Head of Management, Policy and Regulatory (MPR) Unit, AFRALTI, email: [Jmwakijele@afralti.org](mailto:Jmwakijele@afralti.org) and Ms Elena Stankovska-Castilla, Human Capacity Building Officer, ITU, email: [elena.stankovska-castilla@itu.int](mailto:elena.stankovska-castilla@itu.int) are at your full disposal should you require any information.

We look forward to your active participation and invaluable contribution.

Yours faithfully,

[Original signed]

Andrew Rugege  
Regional Director for Africa and  
Liaison to ECA and AU