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Telefonía móvil para todos

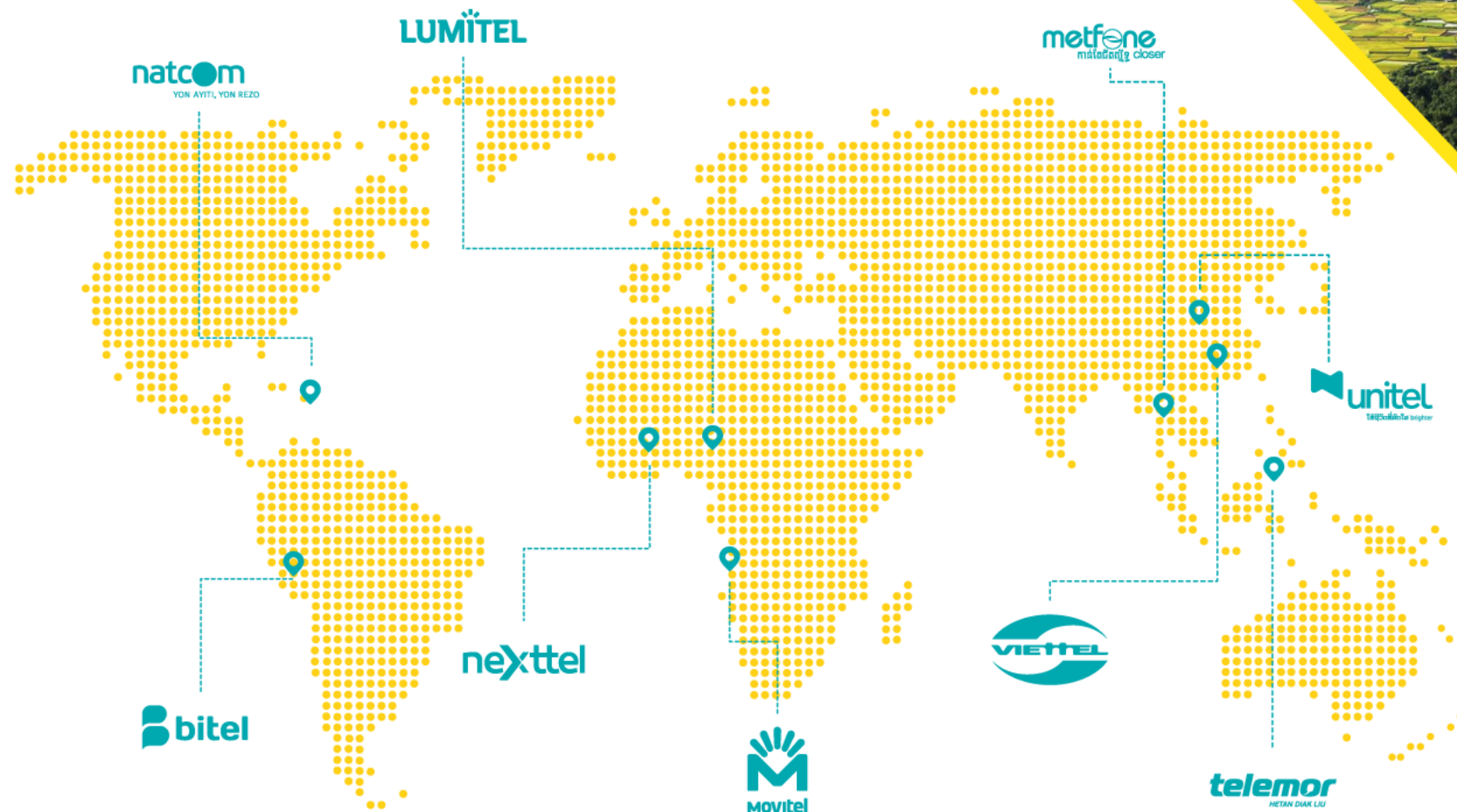# VIETTEL GROUP

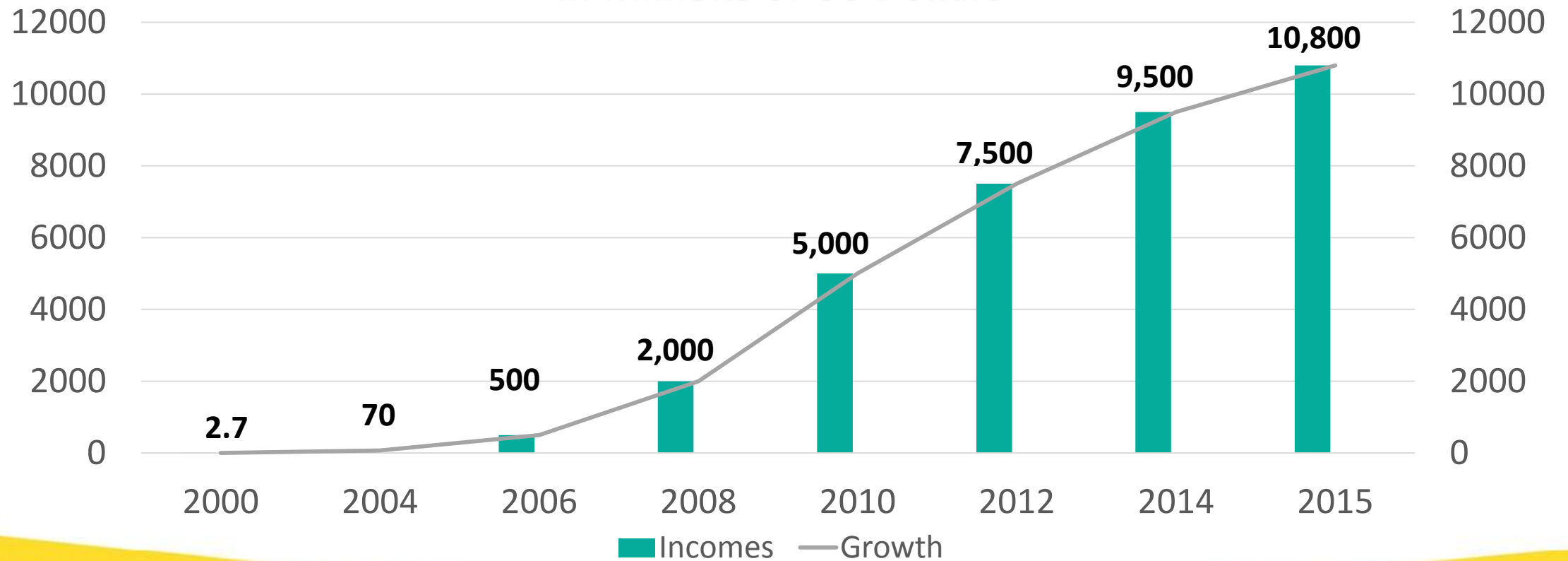|	
Bitel	Perú
Viettel	Vietnam
Nexttel	Camerún
Metfone	Camboya
Natcome	Haití
Unitel	Laos
Movitel	Mozambique
Telemor	East Timor
Lumitel	Burundi
Halotel	Tanzania
	Myanmar

LUMITEL

natcom
YON AYITI, YON REZO

metfone
maintaining closer

unitel

nexttel

VIETTEL

bitel

Movitel

telemor
HETAN DIAK LIU

FINANCIAL RESULTS
(2015)

SALES REVENUES **US$ 10.8 Billions**	**PROFITS** **US$ 2.12 Billions**
PAYROLL **25,000 Employees** **(90,000 indirect workers)**	**GLOBAL CUSTOMERS** **90 Millions**

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REVENUE GROWTH

- In Millions of US Dollars -

	2000	2004	2006	2008	2010	2012	2014	2015
Incomes	2.7	70	500	2,000	5,000	7,500	9,500	10,800

Incomes — Growth

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ABOUT US

Bitel is part of Viettel Group, we began pre operations in Perú in 2011 short after the award of the first Concession band. Commercially launched in **October 2014** to offer mobile services through its frequencies allocated in the bands **1900 MHz and 900 MHz** (which also is implementing the use of 4G technology)

Bitel has **1602 employees: 1466 of them are Peruvian, 133 are Vietnamese** and 3 are from other countries.

IMPORTANT FACTS

We have deployed **the largest fiber optic network in Perú, 20.000 km** to date, including areas that were not served.

We have installed **3200 base stations,** which provide services to **17.610 populated centers, 970 districts, 152 provinces.**

Since our market entry, **the prices of broadband mobile services have dropped on about 4 times their initial cost.** Though, the prices are 25% less than there were on October 2014.

Wholesale **prices for data transmission had reduced from 150US$ to 30US$ (5** times in sections where Bitel service is available)

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OUR PROPOSAL

To date we've covered almost 90% of populated centers with 3G mobile and broadband services in Peru. In that sense, we want to support the Peruvian government covering at least 90% of the population with broadband internet, placing more emphasis on rural areas

To accomplish his we have already deployed our transmission and access infrastructure, which allows us to provide mobile and broadband services throughout the country.

We have shown that our offer has been reflected in a substantial improvement in rates and coverage of optical fiber, which has an impact on the market price. For example, we have started operations in Santo Tomas (Chumbivilcas, Cusco), where the municipality could hire the service of broadband internet 5 times cheaper than the current cost.

SOCIAL RESPONSABILITY

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Bitel currently provides broadband internet service FOR FREE to 4496 public institutions: schools, medical centers and municipalities

BITEL & REGIONAL VALUE CHAINS

Considering that Perú was not the first overseas market of Viettel Global, BITEL has rely on their other successful experiences joining regional value chains.

Products: TELECOM INFRASTRUCTURE

In order to deploy its infrastructure nationwide, **BITEL has been supported by our parent company Viettel Global (Vietnam),** which has facilitated us the acquisition of important elements for installation of telecommunication antennas, such as: **antenna towers and shelters.**

Fiber optic cable and servers (elements of great importance on our operations), have also been brought from Vietnam.

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Products : IT INFRASTRUCTURE

In the beginning of 2013, the Vietnamese Company SVTECH (SV Technologies JSC) deployed the IT infrastructure including the racks, physical and virtual environment.

We choose this partner because they have experience in this field, they can deploy IT infrastructure abroad and give us the added value of maintenance, support and warranty service.

Apart from that, they have worked with Viettel Global before, deploying the infrastructure in previous countries where Viettel had deployed market. So they were familiar with Viettel Global requirements.

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Services : APP DEVELOPMENT

BCCS (Business Customer Care System): Core system whose main functions are Customer Management , Sales Management, Portability, Payment, etc.

This Businees Support System, have been **developed by Viettel Software Center** (subsidiary of Viettel Group)

We choose this provider because **they had the know-how and the experience coding and building software** with the functions we required.

It's also important to mention that **the price for developing and deploying was better in comparison with the proposal in local market.**

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