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Abstracts

VIETNAM TELECOMMUNICATION INDUSTRY

Vietnam telecommunication industry continues to have significant growth potential, especially in the field of 3G for mobile phones and FTTH for wired networks. In the first three months of 2018, Vietnam telecommunication industry revenue was estimated to have remained relatively flat as revenue from small businesses such as internet sales, mobile revenue and fixed income has been stable. The reason is that in the first half of the year, there was no increase in demand for mobile services – the revenue of the telecommunication industry did not grow as planned due to the new Decree on promotion programs.

According to the data from the Department of Telecommunications, by the end of Q1/2018 estimated number of Internet subscribers nationwide reached 72.04 million people, in which the number of fixed broadband subscribers has estimated at xx.xx million, equivalent to 16.37% of total subscribers using broadband Internet. In the period of 2010 – 2017, Internet revenue had been growing continuously over the years with an average growth rate of 30% per year and reached the peak in 2013, when OTT service of suppliers from local and abroad such as Zalo, Viber, Facebook...was booming. In the first three months of 2018, the total domestic and international connectivity continued to grow sharply compared to the end of 2017 due to improvement in technology and investment in transmission infrastructure.

In general, the trend of using 2G services has decreased sharply over the years, while 3G has been increasing continuously in recent years. After the long time trial of 4G service at the end of 2016, 3 major operators Vinaphone, MobiFone and Viettel officially launched the 4G services in early Q2/2017, along with the rapid installment of BTS 4G stations to meet the demand of people.

Revenue from mobile services in the period of 2012-2015 showed some signals of a

sharp drop as average revenue per subscriber decreased. However, the revenue has been increased again since 2016. In the first three months of 2018, revenue from mobile services remained unchanged, estimated to reach about x.xx billion USD, equivalent to the figure of the same period in 2017. The number of mobile subscribers which arising charges was estimated until the end of the month 3/2018 to reach xxx.xx million subscribers, down 4.2% compared with the end of 2017. Due to the influence from the Ministry of Information and Communications issued Circular 47 on the promotion rate of mobile services, the revenue and profit of the 3 largest mobile operators which are VinaPhone, Viettel, MobiFone have been not growth compared to the same period last year.

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