

## ANNEXURE 2

### PROGRESS

### REPORT

## ON THE APPLICATION FOR THE EXTENSION OF CERTIFICATE OF INCENTIVE

### INFORMATON OF THE COMPANY

- Name of the Company: **VIETTEL TANZANIA PLC (HALOTEL)**
- Managing Director: Mr. Nguyen Tien Dung
- Address: 10<sup>th</sup> Floor, Tanzanite Park, Plot 38, South Ursino New Bagamoyo Road, P.O. Box34716, Dar es salaam, Tanzania
- Certificate of Incorporation: 52674.

### I. PLANNED ACTIVITIES FOR THE PERIOD

Viettel Tanzania PLC (Halotel)'s telecom project has deployed from 2014 and up to date, our capital expenditures have been invested in the project are as follows:

#### 1.1 NETWORK PLAN FROM 2014 UP TO DATE

##### 1.1.1 Overview of Viettel Tanzania Network from 2014 to 2023

#### FOR CONSTRUCTION OF NETWORK

Branch	Center	Detail for Sites		Total Sites	Note
		HTT	VTZ		
SUM		1,700	1,860	3,560	
ARU+MAN		100	122	222	
	Arusha	76	72		
	Manyara	24	50		
MBE	Mbeya	127	81	208	
DAR+PWA		485	161	646	
	Dar es salaam	440	108		
	Pwani	45	53		
DOD+SIN		91	163	254	
	Dodoma	58	110		
	Singida	33	53		
GEI+KAG		81	130	211	

	Geita	36	58		
	Kagera	45	72		
<b>IRI+NJO</b>		<b>78</b>	<b>93</b>	<b>171</b>	
	Iringa	48	55		
	Njombe	30	38		
<b>KIG</b>	Kigoma	<b>51</b>	<b>95</b>	<b>146</b>	
<b>KIL+TAN</b>		<b>130</b>	<b>130</b>	<b>260</b>	
	Kilimanjaro	64	55		
	Tanga	66	75		
<b>LIN+MTW</b>		<b>65</b>	<b>155</b>	<b>220</b>	
	Lindi	27	74		
	Mtwara	38	81		
<b>MWA+SIM+MAR+SHI</b>		<b>238</b>	<b>324</b>	<b>562</b>	
	Mwanza	97	104		
	Simiyu	32	50		
	Mara	42	59		
	Shinyanga	35	61		
<b>MOR</b>	Morogoro	<b>67</b>	<b>85</b>	<b>152</b>	
<b>RUK+KAT</b>		<b>51</b>	<b>79</b>	<b>130</b>	
	Rukwa	42	49		
	Katavi	25	30		
<b>RUV</b>	Ruvuma	<b>40</b>	<b>95</b>	<b>135</b>	
<b>TAB</b>	Tabora	<b>45</b>	<b>98</b>	<b>143</b>	
<b>ZAN+PEM</b>		<b>51</b>	<b>49</b>	<b>100</b>	
	Zanzibar	46	38		
	Pemba	13	16		

FOR INSTALLATION OF EQUIPMENT

Branch	Center	2G	3G	4G	Cosite 2G	Total
<b>SUM</b>		<b>2,891</b>	<b>2017</b>	<b>868</b>	<b>165</b>	<b>5,941</b>
<b>ARU+MAN</b>		<b>187</b>	<b>122</b>	<b>65</b>	<b>9</b>	
	Arusha	127	92	45	2	
	Manyara	60	32	19	8	
<b>MBE</b>	Mbeya	<b>176</b>	<b>135</b>	<b>37</b>	<b>11</b>	
<b>DAR+PWA</b>		<b>545</b>	<b>527</b>	<b>286</b>	<b>15</b>	

	Dar es salaam	471	482	259	12	
	Pwani	74	45	27	<b>3</b>	
<b>DOD+SIN</b>		<b>210</b>	<b>105</b>	<b>54</b>	26	
	Dodoma	138	61	44	20	
	Singida	72	41	10	6	
<b>GEI+KAG</b>		<b>180</b>	<b>105</b>	<b>27</b>	<b>14</b>	
	Geita	77	50	16	7	
	Kagera	103	60	11	7	
<b>IRI+NJO</b>		<b>146</b>	<b>90</b>	<b>36</b>	<b>3</b>	
	Iringa	84	46	24	2	
	Njombe	62	37	12	1	
<b>KIG</b>	Kigoma	<b>129</b>	<b>100</b>	<b>17</b>	<b>8</b>	
<b>KIL+TAN</b>		<b>211</b>	<b>151</b>	<b>65</b>	<b>9</b>	
	Kilimanjaro	91	80	38	2	
	Tanga	120	71	27	9	
<b>LIN+MTW</b>		<b>169</b>	<b>80</b>	<b>27</b>	<b>19</b>	
	LIN	72	28	7	6	
	MTW	97	53	20	13	
<b>MWA+SIM+MAR+SHI</b>		<b>386</b>	<b>276</b>	<b>80</b>	<b>8</b>	
	MWA	147	124	41	1	
	SIM	62	31	5	1	
	MAR	87	56	13	1	
	SHI	90	65	20	5	
<b>MOR</b>	MOR	<b>128</b>	<b>73</b>	<b>40</b>	<b>10</b>	
<b>RUK+KAT</b>		<b>113</b>	<b>55</b>	<b>25</b>	<b>11</b>	
	RUK	70	36	16	4	
	KAT	43	19	9	7	
<b>RUV</b>	RUV	<b>112</b>	<b>48</b>	<b>14</b>	<b>6</b>	
<b>TAB</b>	TAB	<b>121</b>	<b>59</b>	<b>25</b>	<b>10</b>	
<b>ZAN+PEM</b>		<b>78</b>	<b>74</b>	<b>65</b>	<b>7</b>	
	ZAN	61	61	58	5	
	PEM	14	13	7	2	

### **1.1.2 Viettel Tanzania Plan for the year 2014 to 2016**

In 2015, Viettel Tanzania embarked on an ambitious Phase 1 plan. Our objective was to construct 1,500 BTS sites, extending coverage to an impressive 1,800 villages. This initiative was facilitated through the Master Contract between the Military Telecommunication Company VTG and the Ministry of Communication. Acting on behalf of the Tanzanian government, they aimed to provide communication services to a targeted 4,000 villages dotted around Tanzania.

Throughout the course of the year, our achievements were impressive. In the field of transmission optical cables and BTS site construction, we achieved remarkable success. Between October 2014 and December 2015, we successfully erected 1,366 BTS sites. This ambitious project involved laying 15,000km of optical fiber cables across the country, ensuring connectivity for all these sites.

Proud of our achievements, we decided to press on, ready to embark on the next phase of our plan. With a record of success behind us, we look forward to continuing our work, and to further serving the people of Tanzania with reliable communication services.

### **1.1.3 Viettel Tanzania Plan for the Year 2016 to 2017**

Between 2016 and 2017, we proudly embarked on Phase 2 of our extensive network coverage plan. Our ambitious objective was to establish an additional 500 BTS sites, further fulfilling our commitment to the Tanzanian government and the people of this great nation. Our targeted coverage was to reach an extra 1,200 villages in alignment with our master contract.

Our plan for the year was twofold: build 500 more BTS sites and expand our fiber optical cable network from 15,000km to an impressive 18,000km, blanketing the entire country.

I am thrilled to report that Halotel has triumphantly deployed an additional 3,000km of fiber during the 2016 to 2017 period. It's a notable achievement, and we take great pride in the fact that we were the company with the largest fiber cable network in the country during this period.

This extensive connectivity between BTS sites has allowed us to provide the finest data and voice mobile services, the likes of which the people of Tanzania have never experienced before. We stand tall, knowing that we are making a significant impact and transforming communication in Tanzania.

### **1.1.4 Viettel Tanzania Plan for the Year 2017 to 2018**

After the triumphant completion of Phases 1 and 2, resulting in a significant coverage of 3,000 villages, we at Viettel Tanzania are immensely proud to announce our next ambitious plan - Phase 3. Our goal is to enhance our network coverage to encompass a total of 4,000 villages by constructing an additional 354 BTS sites.

This plan is not merely about increasing the number of BTS sites, but also about extending our fiber optic network to bring more villages into the fold. We have successfully deployed over 2,000km of fiber for this year alone, reaching a staggering 20,000km of Optical Fiber Cable

(OFC) throughout the country.

But our accomplishments do not stop there. This year, we have been awarded the prestigious opportunity to construct and cover 47 lots from the UCSAF - Universal Communication Services Access Fund. Following our meticulous network design, we have built an additional 60 BTS sites to cover these awarded lots.

The UCSAF Phase 2 project, entitled "Provision of Rural Telecommunication Services for Border and Special Zone Phase 2 for 47 Designed Lots", has been a grand success. By the end of 2017, we successfully completed this project, extending coverage to 200 previously uncovered villages located in the border regions of Tanzania. We are proud and humbled by our achievements, as we continue to strive for the highest standards of service for the people of Tanzania.

#### **1.1.5 Viettel Tanzania Plan for the Year 2018 to 2019**

In 2018, we were honored to be awarded a second contract with UCSAF, entitled "Provision of Rural Telecommunication Services to Rural and Urban Underserved Area Phase 3 for Designed 82 Lots". This remarkable achievement was a testament to our commitment to excellence and unwavering dedication to providing superior telecommunication services.

The contract, which spanned a year, tasked us with constructing 87 BTS sites to cover these 82 lots, a challenge we eagerly undertook. Today, we stand proud, having successfully completed the construction of all sites as per the planned design, further expanding our network coverage.

Moreover, in the same year, we demonstrated our competitive edge in a tender announced by UCSAF on 14th July 2019. From a total of 521 lots presented for bidding, we emerged victorious, securing an impressive 115 out of the 150 lots we bid for. This represents the highest number of lots to be covered by Halotel signal, surpassing all other operators who participated in the tendering process.

This achievement is not just a testament to our competitive spirit, but it is also a symbol of our unwavering commitment to expanding communication services to the people of Tanzania. We take immense pride in our accomplishments and look forward to continuously serving our community with distinction.

#### **1.1.6 Viettel Tanzania Plan for the Year 2019 to 2020**

Due to the Covid and other issues, we didn't make the big investment in 2019-2020.

#### **1.1.7 Viettel Tanzania Plan for the Year 2020 to 2021**

During the years 2020 to 2021, we at Viettel Tanzania embarked on two substantial projects that showcased our commitment to innovation and excellence. We proudly took on the deployment of UCSAF Phase 4, a monumental task that included the coverage of 115 lots. We rose to the challenge with dedication and expertise, successfully completing this phase by the end of 2021.

Simultaneously, we launched an ambitious project to upgrade 600 of our network sites from 2G and 3G to 4G. This was not just a technical upgrade, but a strategic move aimed at enhancing the quality of both voice and data services for our valued customers. We successfully accomplished this task, demonstrating our continued commitment to providing exceptional telecommunication services.

We take immense pride in these achievements as they signify our unwavering dedication to progress and customer satisfaction. We look forward to continuing our journey of growth and innovation in the years to come.

### **1.1.8 Viettel Tanzania Plan for the Year 2021 to 2022**

At Viettel Tanzania, we are on the brink of an exciting new chapter. This year, we stand ready to embark on the deployment of 23 lots as part of UCSAF Phase 6. We are eagerly awaiting the government's green light to sign the contract, a testament to our unwavering commitment to progress.

Simultaneously, we are driving forward with our mission to deliver superior quality services to our customers. We are executing an ambitious 4G upgrade for 681 sites to elevate the quality of data and voice services that we offer.

Our actions reflect our ethos of constant advancement and our pride in serving our customers with excellence. With every stride we take, we renew our commitment to shaping a brighter, more connected future for Tanzania.

### **1.1.9 Viettel Tanzania Plan for the Year 2021 to 2023**

At Viettel Tanzania, we are on the threshold of an impressive new venture. This year, we are primed to commence the deployment of 26 sites in the mesmerizing region of Zanzibar. As we eagerly await the necessary permit, we are poised to spring into action as soon as we receive the go-ahead, reinforcing our dedication to relentless growth.

Further testament to our commitment to expanding our reach is our recent triumph. We emerged victorious in securing 34 lots for UCSAF Phase 8, which means more than 34 villages will soon have access to robust 2G and 3G connectivity. This is not just an achievement but a source of immense pride for us.

In parallel, we are relentlessly pushing the boundaries of our network capabilities. We have embarked on a 4G upgrade for 400 sites to enhance the quality of data and voice services that we provide to our valued customers.

Our actions echo our mantra of ceaseless advancement and our pride in delivering top-tier services. With each step we take, we pledge anew to mold a brighter, more connected future for Tanzania.

## 1.2 CAPITAL EXPENDITURE FOR DEPLOYMENT OF THE NETWORK

In this section, capital expenditure described are which have been spent on network deployment. The total financial expenditure of the telecom project is stated in the section II of this report.

BUYING OF EQUIPMENT FOR DEPLOYING INFRASTRUCTURE												
No	Item	Accumulated	2,014.00	2,015.00	2,016.00	2,017.00	2,018.00	2,019.00	2,020.00	2,021.00	2,022.00	2,023.00
1.00	Core	10,666,304.82	-	4,380,707.50	-	3,935,769.99	68,087.50	233,700.00	399,413.48	117,207.34	1,515,919.21	15,499.80
2.00	IT	9,415,692.09	-	1,117,294.77	146,985.96	972,372.37	845,338.87	1,310,372.03	-	2,891,514.72	2,119,897.59	11,915.79
3.00	Radio	58,066,032.39	33,396,448.24	3,787,591.00	1,336,400.00	2,454,364.40	1,521,145.76	2,534,433.47	4,440,656.13	5,621,824.79	2,813,128.60	160,040.00
4.00	Transmission	59,095,464.46	5,454,943.07	38,377,265.26	2,483,502.58	22,049.42	2,149,519.13	3,643,673.86	1,779,569.50	1,210,789.14	3,532,220.62	441,931.88
5.00	ME for BTS	136,404,794.54	23,606,440.19	68,239,185.62	6,664,237.14	9,964,241.72	6,984,276.99	4,127,139.84	611,323.85	7,903,926.40	7,936,665.06	367,357.73
6.00	Fixed Broad band	12,865,572.17	9,267,116.93	2,995,584.29	-	-	440,000.00	162,870.95	-	-	-	-
7.00	Insfrastrure	5,345,038.85	2,816,076.18	1,198,332.30	113,278.69	1,143,297.22	3,436.20	70,618.27	-	-	-	-
<b>Total investment for equipment and material</b>		<b>291,858,899.33</b>	<b>74,541,024.60</b>	<b>120,095,960.74</b>	<b>10,744,404.36</b>	<b>18,492,095.11</b>	<b>12,011,804.45</b>	<b>12,082,808.41</b>	<b>7,230,962.96</b>	<b>17,745,262.40</b>	<b>17,917,831.09</b>	<b>996,745.20</b>
OTHER RELATED COST FOR INVESTMENT												
	Total investment											
8.00	For buying license from Epocha	31,220,400.00	1,051,400.00								30,169,000.00	
9.00	For Luku expand	3,554,322.07	1,000,000.00	646,301.14	623,860.69	483,213.85	238,589.18	30,566.95	25,167.52	94,736.09	411,886.66	
10.00	Cost for buying Epocha	21,600,000.00	21,600,000.00									
11.00	Inslation and Construction	67,831,164.49		14,545,812.22	34,570,457.29	13,025,311.23		3,019,370.77	586,697.76	734,369.70	1,349,145.52	
12.00	Local transportation	19,232,841.90	13,018,903.76	4,965,136.00	408,210.48	176,270.89	289,579.11	342,241.79	16,356.53	12,945.10	3,198.26	
<b>Total investment</b>		<b>435,297,627.78</b>	<b>111,211,328.36</b>	<b>140,253,210.09</b>	<b>46,346,932.83</b>	<b>32,176,891.08</b>	<b>12,539,972.74</b>	<b>15,474,987.91</b>	<b>7,859,184.77</b>	<b>18,587,313.28</b>	<b>49,851,061.53</b>	<b>996,745.20</b>
<b>Total accumulated investment</b>			<b>111,211,328.36</b>	<b>251,464,538.45</b>	<b>297,811,471.28</b>	<b>329,988,362.36</b>	<b>342,528,335.10</b>	<b>358,003,323.01</b>	<b>365,862,507.77</b>	<b>384,449,821.06</b>	<b>434,300,882.58</b>	<b>435,297,627.78</b>

## 1.3 ACHIEVEMENT OF THE PROJECT

### 1.3.1 Achievement on business

Halotel Tanzania takes immense pride in its numerous achievements across various business activities. Let's break them down:

In general, we are constantly investing to reach new heights of success. Our goals include a revenue increase of at least 21.6% compared to last year and a 10% increase in total subscribers. We are excited about the adoption of new technologies and are actively promoting 4G speeds and digital services. Our focus extends to a broader demographic, including rural communities, young people, disabled customers, women, students, and the elderly. Our endeavors have paid off; in 2022, we reached a milestone of 1 million 4G subscribers. In addition to this, we have contributed to significant projects, providing internet services to schools, government offices, hospitals, and domestic companies. We continue to work closely with the government and other companies to provide ICT solutions to the Tanzanian citizens.

In terms of subscribers, we have seen a 10% increase amounting to approximately 600,000 subscribers in 2022 (nearly 5.5 million 15C3D subscribers in 30 days and 7.4 million subscribers in 90 days). We aim to maintain this impressive performance in 2023/2024. We achieved 1 million 4G subscribers in 2022, with goals to reach 2 million in 2023 and 3 million in 2024.

Speaking of revenue, we have seen consistent growth over the years. For instance, in 2022, our revenue was 302,561 Million Tsh for Halotel and 354,626 Million Tsh for Halotel + Halopesa. Our focus is on maintaining an average speed increase of at least >20% in revenue and 10% in subscribers year over year. We are successfully transitioning customers from voice/SMS to data/digital/mobile money services, with an aim to capture more market share and have at least 10% of total customers using smartphones per year.

REVENUE (Million Tsh)	2015	2016	2017	2018	2019	2020	2021	2022
Halotel	8,096	115,334	160,325	157,219	171,329	211,711	263,469	302,561
Halotel +Halopesa	8,096	115,578	161,591	159,719	178,985	232,894	306,766	354,626

In terms of network coverage and quality, we boast of 2,857 station locations (including 1,497 sites hiring from HHT Towers and 1,356 Halotel's sites). Coverage achieved for 2G/3G/4G includes:

2G: urban (99.53%), rural (75.5%), nationwide (88.5%).

3G: urban (98.70%), rural (65.02%), nationwide 70.5%).

4G: Nationwide (42.12%).

Finally, on the subject of transmission, the VTZ transmission network is built on the all IP technology combined with DWDM for routes longer than 80 km; this includes 2 General stations connected by 3 DWDM axes, 4 core zones, 221 AGG devices, 20 CTs, 1248 SRT, 1556 IP microwave, and 18,984km of trunk and branch cables.

These accomplishments underscore our commitment to relentless growth, quality service, and customer satisfaction. We look forward to achieving even more in the years to come.

### **1.3.2 Achievement on Tax Contribution to Tanzania Government**

<b>Year</b>	<b>Amount ( TSH)</b>
2014	1,244,908,041.00
2015	60,790,867,354.10
2016	34,060,038,596.11
2017	64,098,293,766.18
2018	64,124,103,056.04
2019	64,560,080,746.93
2020	66,097,330,077.66
2021	91,151,880,273.18
2022	144,850,423,508.01
<b>Total</b>	<b>590,977,925,419.21</b>

### **1.3.3 Achievement in relation to the project with former Ministry of Communication, Science and Technology (MCST) to provide services in rural areas of Tanzania**

The Government of Tanzania, through the former Ministry of Communication, Science, and Technology (MCST), signed a Memorandum of Agreement (MOA) with Viettel on 16th July 2014 to invest in telecommunications infrastructure and services in rural areas. The project aimed to complement government initiatives for the establishment of the Universal Communication Services Access Fund (UCSAF), which focuses on providing communication services to rural and underserved areas.

Through the project, Viettel has managed to deploy network connectivity to almost all villages shared from UCSAF, bringing network access to people living in previously underserved areas. It has supported local government authorities in accessing and utilizing communication services, enhancing ICT capacity, and the availability of e-services among people in these areas and their relatives living in capital cities and abroad.

Halotel has been investing in village connectivity, acquiring lands for building antenna masts and installing transmission equipment to bring network signal to poor villages. To date, they have managed to cover 4,000 villages, providing 2G and 3G network access, mobile money services, and internet access through smartphones. Halotel is currently working towards implementing 4G networks, and the project has created job opportunities for people living in these areas.

Viettel Tanzania's achievements include:

Installing/deploying more than 18,780 KM of fiber optic cable (underground and overhead) throughout mainland Tanzania and Zanzibar Island to ensure signal quality meets current world requirements and standards.

Building more than 4,000 base stations in rural underserved areas to ensure reliable and good quality network coverage.

Investing in the deployment of Viettel's optic fiber with 24 cores and optic fiber infrastructure with the aim to cover the United Republic of Tanzania nationwide. The government owns six cores in all the

deployed fiber optic cables, connecting local government authorities and increasing national penetration for government ICT services.

Regarding internet services, Halotel has provided internet access to various government authorities, enhancing their capabilities and ensuring better communication services in rural and underserved areas.

**DISTRIBUTION OF INTERNET SERVICES TO GOVERNMENT  
AUTHORITIES**

S/N	Planned Activity	Status
<b>I</b>	<b>RESULT OF INFRASTRUCTURE DEPLOYMENT</b>	
	<b>PROGRESS OF IMPLEMENTING VIETTEL COMMITMENTS (The target number is based on the list the Ministry provided Halotel up to now)</b>	
1	Provide optical fiber termination completed 455/450 schools	101%
2	Optical fiber termination for District Council Office: 150/150 offices by optical cable.	100%
3	Optical fiber termination for District Hospital: 150/150 hospitals by optical cable.	100%
4	Optical fiber termination for District Police: 150/150 Police by optical cable. Optical fiber termination for Law court Office to combine District Police: 26 sites. ⇒ Total: Optical fiber termination for District Police (Low court): 150/150	100%
S/N	Planned Activity	Status
5	Optical fiber termination for Department Post Office: <b>66/65</b> Offices by optical cable.	101%

**1.3.4 The contribution for Tanzania Citizen**

With immense pride, we declare Viettel Tanzania Plc as an embodiment of equality in the corporate world. As a company, we stand firm against any form of discrimination, treating each employee equally regardless of their gender, nationality, race, or disability.

Our employees are our most cherished asset, and their welfare is at the heart of our priorities. As of 2022, our diverse and vibrant family is composed of 696 Tanzanian employees, including 110 women and 586 men, hailing from both mainland Tanzania and Zanzibar. Each member of our team is a testament to our commitment to creating employment opportunities as we continue to expand our network infrastructure.

We take immense pride in ensuring that our employment terms are up-to-date, adhering to statutory requirements and reflecting market conditions. Our employees enjoy a comprehensive benefits package that includes competitive salaries, bonuses, social security contributions, and well-deserved paid annual and sick leaves. We are especially proud of the fact that all of our employees are members of a defined contribution plan, contributing 10% of their gross salaries to the National Social Security Fund ("NSSF") and the Zanzibar Social Security Fund ("ZSSF"), in a commitment that is matched by the company. Moreover, our continuous enhancement of employee welfare, particularly in health insurance coverage, reflects our unwavering dedication to our team.

We are thrilled to provide regular training and engage in frequent meetings with all our staff. Our annual team-building activities are a source of immense pride as they foster a culture of camaraderie

and mutual respect. We take great satisfaction in the knowledge, experiences, and skills that are being seamlessly transferred from experts to Tanzanian employees. In 2022 alone, we celebrated as 70 Tanzanian employees ascended to Head of Department, Director, and Head of Centre positions, while an additional six were promoted to Vice Head of Department positions. This progress is a testament to the extensive training they have received over the years.

Moreover, we are proud to have facilitated international exposure for over 40 employees who have travelled abroad for extensive technical training. This focus on development has significantly enhanced our employees' skills and knowledge, leading to greater efficiency and success in our operations. As Viettel Tanzania Plc continues to thrive, we look forward to more milestones and achievements that make us proud.

## **II. PROJECT FINANCIAL EXPENDITURE TO DATE**

### **Project financial expenditure at 31/12/2022:**

▪ Land Building	:	Tsh 0
▪ Plant and Machinery	:	Tsh 811,818,762,871.56
▪ Vehicle	:	Tsh 9,390,939,191.92
▪ Furniture	:	Tsh 2,205,395,665.30
▪ Office Equipment	:	Tsh 6,292,820,646.68
▪ Insurance cover	:	Tsh 0
▪ Pre-operational Expenses	:	Tsh 0
▪ Working sub-total capital	:	Tsh -1,396,063,000,000

## **III. PROJECT FINANCING**

### **A. Equity**

At the end of 2014, Viettel Global JSC acquired 99.99% shares of Epocha & Golden Ocean (Tanzania) Limited (“Epocha”)’s shares from its former shareholders and became the major shareholder of the Company. The amount of USD 21,615,385.00 spent to acquire Epocha’s shares. Total equity of Epocha at the end of 2014 was TZS (12,813,643.00) due to the loss incurred from previous financial years (Epocha then was changed its name to ViettelTanzania LTD/ PLC from 2015).

In December 2018, Viettel Global JSC, the shareholder of Viettel Tanzania PLC has injected capital of USD 16 million which is approximately equivalent to Tanzanian shillings 35.60 billion making the total of Viettel Tanzania PLC’s contributed capital at the time being is Tshs 43,534,800,000.

In April, 2021, Viettel Global JSC also contributed capital of USD 15 million to Viettel Tanzania PLC. At the ending of 2022, the contributed capital of Viettel Tanzania PLC is TZS 78,274,800.00.

### **B. Shareholder’s Loan**

The parent company has provided Viettel Tanzania PLC with two facility loans of USD 150 Million and USD ~24,8 Million. Until now the amount has already been drawn down is USD 148 Million (under USD 150 Million facility) and all USD ~24,8 Million (under the USD ~24,8 Million facility).

### C. Bank Loans

Viettel Tanzania PLC's loans at ending of 2022 come from 02 oversea banks and 01 localbank:

- + Vietin Bank – USD 25 Million facility
- + SCB Mauritius – USD 25 Million facility
- + NMB – USD 5 million facilities.

## IV. PROBLEM AND SOLUTION

### Difficulty 1: Complicated custom clearance procedure

Up to now, Viettel Tanzania PLC already made importation for more than 1000 consignments coming from many suppliers and many ports to Tanzania. But currently, Viettel Tanzania got many issues with importation.

#### (a) Unfair Revocation of our Tax Incentives

As per the letter dated 4<sup>th</sup> May 2023, referenced CA 348/659/01 from the TRA, we were informed that our Tax Incentive could not be granted on account of lack of legal basis.

To quote the letter *“As you can recall well, Section 22(2)(e) of the Tanzania Investment Act, 2022 does clearly excludes fiscal benefits to exclude fiscal benefits to extend to investors under the telecommunication sector. According to the said certificate of incentives referred above, Viettel Tanzania Ltd is registered under Mobile Telecommunication Sector.”*

However, we believe that the TRA has incorrectly interpreted Section 22(2)(e) of the Tanzania Investment Act, 2022 which was published in swahili as follows;

*22. (1) Taasisi ya kibiashara iliyopewa cheti chini ya Sheria hii itakuwa na haki ya kupata manufaa yanayoendana na biashara hiyo chini ya masharti ya Sheria ya Kodi ya Mapato, Sheria ya Ushuru wa Forodha, Sheria ya Kodi ya Ongezeko la Thamani au sheria nyingine yoyote inayotumika kwa wakati huo.*

*(2) Manufaa chini ya kifungu kidogo cha (1) hayatahusisha –*

*(e) mawasiliano ya simu, isipokuwa bidhaa za mtaji kwa ajili ya usimikaji wa minara ya mawasiliano ya simu.*

From the above section, the words *“isipokuwa bidhaa za mtaji kwa ajili ya usimikaji wa minara ya mawasiliano ya simu.”* translate to **“except for capital goods for the installation of telecommunications towers.”**

Therefore, with the above, it is clear there is indeed legal basis for granting Halotel the said incentives.

- ➔ Solution:
1. Reinstatement and extension of our Tax Incentives.
  2. Communication by TRA with TIC for clarification of any exemption matters before unnecessary cancellation of Tax incentives, leading to;
    - i. Increased costs,
    - ii. Delays in project implementation, and

iii. Delays in clearing goods which in turn accrue; Warehouse rent, Detention charges and ICD Storage charges.

**(b) Many requirements of importation from different Authorities.**

Importers in Tanzania are required to establish whether or not the goods to be imported are subject to Pre-Shipment Verification of Conformity (PVoC). In general, any shipment valued at over USD 5,000 is subject to PVoC. Some goods are exempt from PVoC. 1.2 percent of FOB value must be paid to a designated commercial bank. Importers must provide full contact details of actual suppliers. But after getting this PVoC for custom purpose, we also need to apply many other Certificate from different Authorities. For example, for Handset, after getting the PVoC from the authorized agent of TBS, we still need to apply for Type of Approval from TCRA and the Permit to use, to sell it in Tanzania.

➔ **Solution:** If authorizer allow to remove all of the permit, or certificate with the same usage to reduce the burden for the investor.

**(c) The procedure for the consignment get beith is too long and importer is hard to choose the ICD by themself**

Currently, the port is too small to load the consignment. Nowadays, the consignment takes long time to get beith. And Tanzania Port Authority is the one to pick up the IDC for the importer. This situation causes the investor too much for the delaying of speed of proceeding the projects.

➔ **Solution:** TPA should have the good policy for the strategy investors to choose the ICD by themselves to remove all of the unnecessary delay.

**Difficulty 2: Ever Increasing Fees and Taxes on an already Heavily Taxed Sector**

We are facing financial constraints in implementing this project especially due to the heavy taxes and fees in the sector. Below is a summary of the existing taxes as a percentage of revenue;

<b>Telecommunication Taxes and Fees as a percentage of revenue</b>	
VAT	18.00%
Excise Duty	17.00%
Airtime levy	0.90%
City Service levy	0.30%
TCRA Royalty	1.00%
UCSAF Levy	1.25%
Numbering fees	1.70%
NIDA Fees	0.70%
Corporate tax (AMT)	0.50%
<b>Total Taxes and fees</b>	<b>41.35%</b>

**Impacts to investment;**

- Limiting affordability of telecom services,
- Impacting the investment to expand broadband coverage,
- Reduces profitability,
- Impacting revenue hence Government collection through sales taxes.

**Solution:**

- Removal of excise duty

**Difficulty 3: Data Price Floor set by TCRA**

On 4 March 2021, the TCRA issued new rules and directives that introduced a retail price floor and ceiling for data services with effect from 2 April 2021. The data price floor and ceiling was set at TZS2.03 per Mb and TZS9.35 per Mb respectively. Following public outcry on the new prices, the

TCRA directed the mobile network operators to revert to the previous bundle tariffs. In July 2021, the data price floor was reinstated with a glide path from TZS1.1 per MB to TZS2.03 per Mb to be achieved within 12 months. The effect is excessively high prices charged to customers; double the initial price. Considering Halotel's investments target low-end consumers, this in turn imposes a significant challenge on our investment, because the service has become too expensive for our customers to consume.

The cost of providing internet access is volume sensitive: the more GBs sold at a Radio Access Network (RAN) site, the less each GB costs. This is because major cost factors, such as the depreciation of active equipment and tower, and spectrum fees, do not vary with output. A rural RAN site with low utilisation may sell below cost, while an urban RAN site with high utilisation may sell above cost, at the same end-user price. Therefore, a Data price floor does not support provision of internet access.

Furthermore: Section 6, paragraph (i) of the EPOCA (Competition) Regulation, under Acts of unfair competition, states that An act of a licensee with a dominant position, whether independently or in any form of collusion with others, shall constitute or amount to an abuse of its dominant position where the act or omission involves: (i) engaging in unfair methods of competition that restrict or are likely to restrict existing competition in the communications markets for reasons unrelated to the availability, price or quality of the service that a current licensee offers or seeks to offer through: (i) false or misleading claims.

Considering the explanation above with regards to Cost of providing internet access, it is therefore misleading to claim that the average price of TZS 1.11 per MB in July 2021 was below the cost of producing data.

Data price floor eliminates competition, which ultimately hurts the final consumers, the Tanzanian Citizens and restricts high consumption of data which then hinder digital economic development of Tanzania. Furthermore, it ensures the big operators of high revenue without having to put effort to compete, and limits small operator's ability to design products that maximize customer value and network utilisation. In other words, price floors hinder benefits from efficient investment and operations. The Data price floor has distorted competition, jeopardized investment and led to significantly higher consumer prices.

Further, the Data price floor is a huge impediment to the Digitization of the Tanzanian economy, contrary to the efforts being imposed by the Government of Tanzania.

➔ Solution: Removing the Data price floor and allowing for Fair competition will result in the optimal mix of investment in network infrastructure and affordable prices for end users. Lower prices lead to higher internet penetration and thus to increased economic growth and, as a result, also tax revenues for the country. This will be beneficial to Tanzania as it will improve the Economy, taxation, and ensure affordable prices to all Citizens.

## V. FUTURE PLAN.

### 5.1 Expansion and upgrading of current Telecom network

Investment Plan for maintenance and upgrade the network until 2037

No	Total investment							Rate (%)	BY TYPE OF NETWORK						By Coverage			
	Mandatory investment	For development			Sustainably consolidate	Modernizing	TOTAL		Shared use	2G	3G	4G	5G	Total	Coverage	Capacity	Mandatory	Total
		Coverage	Capacity															
			Remove congestion	Increasing capacity														
Year	28,034,483	48,584,985	6,474,117	190,554,333	56,112,655	251,779	330,012,351	100%	212,929,965	4,414,180	-	112,668,206	-	330,012,351	48,584,985	197,028,450	84,398,916	330,012,351
2023	1,541,137	219,003	271,900	11,004,228	3,874,771	251,779	17,162,818	5%	10,082,821	2,988,670	-	4,091,328	-	17,162,818	219003	11276128.34	5667686.953	17162818.29
2024	1,894,556	219,003	614,131	7,683,004	3,527,126	-	13,937,820	4%	10,288,085	220,380	-	3,429,355	-	13,937,820	219003	8297135.013	5421682.485	13937820.5
2025	2,530,417	219,003	271,900	13,681,836	3,778,348	-	20,481,504	6%	12,099,110	279,620	-	8,102,774	-	20,481,504	219003	13953736.11	6308765.298	20481504.41
2026	2,034,395	219,003	614,131	11,771,046	4,120,579	-	18,759,153	6%	13,771,160	315,020	-	4,672,973	-	18,759,153	219003	12385176.61	6154973.79	18759153.4
2027	2,221,259	15,979,677	271,900	8,519,755	3,536,094	-	30,528,686	9%	15,699,730	296,720	-	14,532,236	-	30,528,686	15979676.57	8791655.464	5757353.559	30528685.6
2028	2,149,806	7,417,981	614,131	10,535,880	3,530,680	-	24,248,479	7%	14,868,345	313,770	-	9,066,364	-	24,248,479	7417981.117	11150011.45	5680486.415	24248478.98
2029	2,471,633	5,154,070	271,900	13,370,267	3,817,479	-	25,085,348	8%	17,109,419	-	-	7,975,929	-	25,085,348	5154069.795	13642166.79	6289111.68	25085348.26
2030	2,073,243	5,019,113	614,131	10,534,864	3,778,348	-	22,019,698	7%	14,283,992	-	-	7,735,706	-	22,019,698	5019112.995	11148994.52	5851590.769	22019698.29
2031	2,441,600	6,142,189	271,900	11,668,176	3,835,640	-	24,359,505	7%	15,399,710	-	-	8,959,795	-	24,359,505	6142188.795	11940075.65	6277240.298	24359504.74
2032	1,400,900	1,364,586	614,131	13,273,097	3,763,216	-	20,415,930	6%	13,894,756	-	-	6,521,173	-	20,415,930	1364585.678	13887228.4	5164115.753	20415929.84
2033	1,418,885	1,045,464	271,900	16,400,442	3,584,943	-	22,721,633	7%	16,509,733	-	-	6,211,901	-	22,721,633	1045464.174	16672341.53	5003827.797	22721633.5
2034	1,412,327	1,858,604	614,131	12,623,071	3,475,248	-	19,983,382	6%	13,287,807	-	-	6,695,575	-	19,983,382	1858604.478	13237202.31	4887574.818	19983381.6
2035	1,485,899	1,184,402	271,900	15,449,772	3,835,640	-	22,227,613	7%	15,876,532	-	-	6,351,081	-	22,227,613	1184402.092	15721672.08	5321538.821	22227612.99
2036	1,474,210	1,326,547	614,131	17,505,523	4,066,316	-	24,986,727	8%	15,510,531	-	-	9,476,196	-	24,986,727	1326547.409	18119653.5	5540526.039	24986726.95
2037	1,484,217	1,216,340	271,900	16,533,372	3,588,225	-	23,094,054	7%	14,248,234	-	-	8,845,820	-	23,094,054	1216340.092	16805271.97	5072441.72	23094053.79

## 5.2 USCAF PROJECT

No	EQUIPMENT	TOTAL	Rate (%)
	<b>Total</b>	<b>6,494,903</b>	100%
<b>I</b>	<b>Radio</b>	<b>1,141,000</b>	18%
<b>II</b>	<b>IP- Core</b>	<b>24,861</b>	0%
<b>III</b>	<b>Transmission</b>	<b>438,956</b>	7%
<b>IV</b>	<b>ME</b>	<b>2,332,160</b>	36%
<b>V</b>	<b>Infrastrure</b>	<b>2,557,926</b>	39%

The project entails the investment in telecommunications infrastructure and equipment for the USCAF phase 7 tender by Viettel Tanzania in Tanzania. The purpose of this investment is to enhance communication services in the country, particularly in rural areas, in alignment with the government's objectives and regulations. The total estimated cost for the project in 2023 is 6,494,903 USD

The project is divided into several categories, each encompassing specific items and quantities.

Under the category of Radio, the project includes the procurement of BTS (Base Transceiver Station) equipment, including BTS 900 2/2/2 Huawei (used), NodeB 2100MHz Nokia (used), NodeB 2100MHz Huawei (used), Anten 900MHz, and Anten 1800-2100MHz 2 port.

The IP Transmission category involves the acquisition of Site Routers, including various modules and patchcords.

Truyền Dẫn Quang/VIBA (Optical Fiber/Micro Transmission) covers microwave systems, including different hop frequencies and access configurations. It also includes items related to optical cables, such as cables for access, poles, suspension materials, inox belts, closures, ODF (Optical Distribution Frame), and patchcords.

Mechanical and Electrical consists of IPS systems, lithium battery minishelters, LIB (Lithium-ion Battery) strings, solar systems, diesel generators, and alarm systems.

Infrastructure involves the procurement of various materials and construction activities. It includes the acquisition of poles, construction of foundations, erection of towers, installation of new stations, transportation, and transmission construction.

The project aims to expand and improve the telecommunications network in Tanzania, with a particular focus on rural areas. By investing in these infrastructure and equipment, Halotel aims to enhance connectivity and provide better communication services to the population, aligning with the goals of the USCAF and government initiatives.

**ANNEX I: PICTURE OF PROJECT IMPLIMENTATION**



Network time is not synchronized  
Local: Mar 16, 2023 5:46:37 PM GMT+03:00  
Remark: Mt site 00138 newala kijiji Cha mchangan







Network time is not synchronized  
Local: Mar 13, 2023 5:37:09 PM GMT+03:00  
Remark: MTWA SITE I'd 00138 newala kijiji cha nabudi mchangan



19 Apr 2023 16:10:43  
-1.1741S +34.3120E  
MA139



Za-00 99 angle miter secret 3  
Mar 14, 2023 15:30:06.7



May 4, 2023 6:23:10 PM  
Altitude: 1235.4m  
Speed: 0.0km/h  
MWZ 207  
Index number: 354

Mar 13, 2023 3:05:51 PM  
1.17471S 31.87144E  
KA0157 New site





Network time is not synchronized  
Local: Mar 13, 2023 5:32:46 PM GMT+03:00

Remark: MTWA SITE Id 00138 newala kijiji cha nabudi mchangan





May 14, 2023 17:47:39  
MW005R



7 May 2023 17:59:50  
6.3141539.2761E  
zanz 0123



Apr 27, 2023 3:50:54 PM  
MWZ 190  
Index number: 338



Apr 17, 2023 4:01:18 PM  
Altitude:1237.0m  
Speed:0.0km/h  
MWZ 207  
Index number: 314



	7	IT	49,041	-	614,131	740,749	238,778	-	1,642,699	12%	1,642,699	-	-	-	-	1,642,699.00	-	1,354,880	287,819	1,642,699	
	8	Infrastructure	-	51,603	-	1,142,196	132,300	-	1,326,099	10%	1,326,099	-	-	-	-	1,326,099	51,603	1,142,196	132,300	1,326,099	
2025	III	TOTAL	2,530,417	219,003	271,900	13,681,836	3,778,348	-	20,481,504	100%	12,099,110	279,620	-	8,102,774	-	20,481,504	219,003	13,953,736	6,308,765	20,481,504	
	1	Radio	101,369	-	-	6,575,471	-	-	6,676,840	33%	-	279,620	-	6,397,220	-	6,676,840	-	6,575,471	101,369	6,676,840	
	2	Core	1,120,000	-	-	1,685,000	-	-	2,805,000	14%	2,805,000	-	-	-	-	2,805,000.00	-	1,685,000	1,120,000	2,805,000	
	3	Transmission	990,253	167,400	-	360,736	1,067,400	-	2,585,789	13%	2,585,789	-	-	-	-	2,585,789	167,400	360,736	2,057,653	2,585,789	
	4	IP Core	28,755	-	-	569,820	18,048	-	616,622	3%	598,574	-	-	18,048	-	616,622	-	569,820	46,803	616,622	
	5	ME	240,999	-	-	1,687,506	2,373,700	-	4,302,205	21%	2,614,699	-	-	1,687,506	-	4,302,205	-	1,687,506	2,614,699	4,302,205	
	6	Fixed Broadband								0%											
	7	IT	49,041	-	271,900	1,964,423	186,900	-	2,472,264	12%	2,472,264	-	-	-	-	2,472,264.06	-	2,236,323	235,941	2,472,264	
	8	Infrastructure	-	51,603	-	838,881	132,300	-	1,022,784	5%	1,022,784	-	-	-	-	1,022,784	51,603	838,881	132,300	1,022,784	
2026	III	TOTAL	2,034,395	219,003	614,131	11,771,046	4,120,579	-	18,759,153	100%	13,771,160	315,020	-	4,672,973	-	18,759,153	219,003	12,385,177	6,154,974	18,759,153	
	1	Radio	49,927	-	-	3,917,863	-	-	3,967,790	21%	-	315,020	-	3,652,770	-	3,967,790	-	3,917,863	49,927	3,967,790	
	2	Core	648,000	-	-	2,160,000	-	-	2,808,000	15%	2,808,000	-	-	-	-	2,808,000.00	-	2,160,000	648,000	2,808,000	
	3	Transmission	992,445	167,400	-	1,392,036	1,067,400	-	3,619,281	19%	3,613,981	-	-	5,300	-	3,619,281	167,400	1,392,036	2,059,845	3,619,281	
	4	IP Core	53,982	-	-	650,375	18,048	-	722,405	4%	704,336	-	-	18,070	-	722,405	-	650,375	72,030	722,405	
	5	ME	240,999	-	-	1,104,845	2,373,700	-	3,719,544	20%	2,722,711	-	-	996,833	-	3,719,544	-	1,104,845	2,614,699	3,719,544	
	6	Fixed Broadband								0%											
	7	IT	49,041	-	614,131	1,193,778	529,131	-	2,386,081	13%	2,386,081	-	-	-	-	2,386,081.00	-	1,807,909	578,172	2,386,081	
	8	Infrastructure	-	51,603	-	1,352,148	132,300	-	1,536,051	8%	1,536,051	-	-	-	-	1,536,051	51,603	1,352,148	132,300	1,536,051	
2027	III	TOTAL	2,221,259	15,979,677	271,900	8,519,755	3,536,094	-	30,528,686	100%	15,699,730	296,720	-	14,532,236	-	30,528,686	15,979,677	8,791,655	5,757,354	30,528,686	
	1	Radio	83,422	3,700,532	-	2,656,558	-	-	6,440,512	21%	-	296,720	-	6,143,792	-	6,440,512	3,700,532	2,656,558	83,422	6,440,512	
	2	Core	804,000	-	-	2,505,000	-	-	3,309,000	11%	3,309,000	-	-	-	-	3,309,000	-	2,505,000	804,000	3,309,000	
	3	Transmission	1,011,553	2,802,984	-	309,568	1,067,400	-	5,191,505	17%	2,531,089	-	-	2,660,416	-	5,191,505	2,802,984	309,568	2,078,953	5,191,505	
	4	IP Core	32,244	120,153	-	739,064	18,048	-	909,510	3%	769,624	-	-	139,886	-	909,510	120,153	739,064	50,292	909,510	
	5	ME	240,999	5,262,910	-	615,140	2,070,600	-	8,189,649	27%	2,601,507	-	-	5,588,142	-	8,189,649	5,262,910	615,140	2,311,599	8,189,649	
	6	Fixed Broadband								0%											
	7	IT	49,041	-	271,900	634,608	247,746	-	1,203,295	4%	1,203,295	-	-	-	-	1,203,295.00	-	906,508	296,787	1,203,295	
	8	Infrastructure	-	4,093,097	-	1,059,817	132,300	-	5,285,215	17%	5,285,215	-	-	-	-	5,285,215	4,093,097	1,059,817	132,300	5,285,215	
2028	III	TOTAL	2,149,806	7,417,981	614,131	10,535,880	3,530,680	-	24,248,479	100%	14,868,345	313,770	-	9,066,364	-	24,248,479	7,417,981	11,150,011	5,680,486	24,248,479	
	1	Radio	48,984	1,384,715	-	3,502,925	-	-	4,936,623	20%	-	313,770	-	4,622,853	-	4,936,623	1,384,715	3,502,925	48,984	4,936,623	

	2	Core	760,000	-	-	2,230,000	-	-	2,990,000	12%	2,990,000	-	-	-	-	2,990,000.00	-	2,230,000	760,000	2,990,000	
	3	Transmission	1,020,466	1,155,744	-	866,932	1,067,400	-	4,110,542	17%	3,053,002	-	-	1,057,540	-	4,110,542	1,155,744	866,932	2,087,866	4,110,542	
	4	IP Core	30,317	44,852	-	648,774	18,048	-	741,992	3%	674,060	-	-	67,932	-	741,992	44,852	648,774	48,365	741,992	
	5	ME	240,999	2,612,360	-	813,691	2,070,600	-	5,737,650	24%	2,419,611	-	-	3,318,039	-	5,737,650	2,612,360	813,691	2,311,599	5,737,650	
	6	Fixed Broadband								0%											
	7	IT	49,041	-	614,131	740,749	242,332	-	1,646,253	7%	1,646,253	-	-	-	-	1,646,253.00	-	1,354,880	291,373	1,646,253	
	8	Infrastructure	-	2,220,310	-	1,732,810	132,300	-	4,085,419	17%	4,085,419	-	-	-	-	4,085,419	2,220,310	1,732,810	132,300	4,085,419	
	2029	III	TOTAL	2,471,633	5,154,070	271,900	13,370,267	3,817,479	-	25,085,348	100%	17,109,419	-	-	7,975,929	-	25,085,348	5,154,070	13,642,167	6,289,112	25,085,348
1		Radio	73,041	1,078,515	-	4,363,214	-	-	5,514,770	22%	-	-	-	5,514,770	-	5,514,770	1,078,515	4,363,214	73,041	5,514,770	
2		Core	1,032,000	-	-	3,052,500	-	-	4,084,500	16%	4,084,500	-	-	-	-	4,084,500	-	3,052,500	1,032,000	4,084,500	
3		Transmission	1,026,995	826,296	-	2,000,568	1,067,400	-	4,921,259	20%	4,237,531	-	-	683,728	-	4,921,259	826,296	2,000,568	2,094,395	4,921,259	
4		IP Core	49,557	29,628	-	578,645	18,048	-	675,878	3%	626,517	-	-	49,361	-	675,878	29,628	578,645	67,605	675,878	
5		ME	240,999	1,728,070	-	-	2,070,600	-	4,039,669	16%	2,311,599	-	-	1,728,070	-	4,039,669	1,728,070	-	2,311,599	4,039,669	
6		Fixed Broadband								0%											
7		IT	49,041	-	271,900	2,090,011	529,131	-	2,940,083	12%	2,940,083	-	-	-	-	2,940,083.14	-	2,361,911	578,172	2,940,083	
8	Infrastructure	-	1,491,561	-	1,285,329	132,300	-	2,909,189	12%	2,909,189	-	-	-	-	2,909,189	1,491,561	1,285,329	132,300	2,909,189		
2030	III	TOTAL	2,073,243	5,019,113	614,131	10,534,864	3,778,348	-	22,019,698	100%	14,283,992	-	-	7,735,706	-	22,019,698	5,019,113	11,148,995	5,851,591	22,019,698	
	1	Radio	71,029	943,558	-	2,887,603	-	-	3,902,190	18%	-	-	-	3,902,190	-	3,902,190	943,558	2,887,603	71,029	3,902,190	
	2	Core	652,000	-	-	2,150,000	-	-	2,802,000	13%	2,802,000	-	-	-	-	2,802,000.00	-	2,150,000	652,000	2,802,000	
	3	Transmission	1,034,830	826,296	-	429,640	1,067,400	-	3,358,166	15%	2,516,366	-	-	841,800	-	3,358,166	826,296	429,640	2,102,230	3,358,166	
	4	IP Core	25,345	29,628	-	520,371	18,048	-	593,392	3%	529,932	-	-	63,459	-	593,392	29,628	520,371	43,393	593,392	
	5	ME	240,999	1,728,070	-	1,308,199	2,373,700	-	5,650,968	26%	2,722,711	-	-	2,928,257	-	5,650,968	1,728,070	1,308,199	2,614,699	5,650,968	
	6	Fixed Broadband								0%											
	7	IT	49,041	-	614,131	1,084,608	186,900	-	1,934,680	9%	1,934,680	-	-	-	-	1,934,680.00	-	1,698,739	235,941	1,934,680	
8	Infrastructure	-	1,491,561	-	2,154,442	132,300	-	3,778,303	17%	3,778,303	-	-	-	-	3,778,303	1,491,561	2,154,442	132,300	3,778,303		
2031	III	TOTAL	2,441,600	6,142,189	271,900	11,668,176	3,835,640	-	24,359,505	100%	15,399,710	-	-	8,959,795	-	24,359,505	6,142,189	11,940,076	6,277,240	24,359,505	
	1	Radio	71,029	2,066,634	-	2,936,551	-	-	5,074,213	21%	-	-	-	5,074,213	-	5,074,213	2,066,634	2,936,551	71,029	5,074,213	
	2	Core	1,012,000	-	-	3,250,000	-	-	4,262,000	17%	4,262,000	-	-	-	-	4,262,000.00	-	3,250,000	1,012,000	4,262,000	
	3	Transmission	1,042,665	826,296	-	850,940	1,067,400	-	3,787,301	16%	2,940,201	-	-	847,100	-	3,787,301	826,296	850,940	2,110,065	3,787,301	
	4	IP Core	25,867	29,628	-	759,211	18,048	-	832,754	3%	769,273	-	-	63,481	-	832,754	29,628	759,211	43,915	832,754	
5	ME	240,999	1,728,070	-	1,246,931	2,373,700	-	5,589,700	23%	2,614,699	-	-	2,975,001	-	5,589,700	1,728,070	1,246,931	2,614,699	5,589,700		

	6	Fixed Broadband							0%											
	7	IT	49,041	-	271,900	634,608	244,192	-	1,199,741	5%	1,199,741	-	-	-	-	1,199,741.00	-	906,508	293,233	1,199,741
	8	Infrastructure	-	1,491,561	-	1,989,935	132,300	-	3,613,796	15%	3,613,796	-	-	-	-	3,613,796	1,491,561	1,989,935	132,300	3,613,796
2032	III	TOTAL	1,400,900	1,364,586	614,131	13,273,097	3,763,216	-	20,415,930	100%	13,894,756	-	-	6,521,173	-	20,415,930	1,364,586	13,887,228	5,164,116	20,415,930
	1	Radio	37,975	251,341	-	3,573,137	-	-	3,862,453	19%	-	-	-	3,862,453	-	3,862,453	251,341	3,573,137	37,975	3,862,453
	2	Core	-	-	-	2,467,800	-	-	2,467,800	12%	2,467,800	-	-	-	-	2,467,800.00	-	2,467,800	-	2,467,800
	3	Transmission	1,047,696	324,280	-	1,081,636	1,067,400	-	3,521,012	17%	3,080,232	-	-	440,780	-	3,521,012	324,280	1,081,636	2,115,096	3,521,012
	4	IP Core	25,189	6,781	-	614,107	18,048	-	664,125	3%	618,351	-	-	45,774	-	664,125	6,781	614,107	43,237	664,125
	5	ME	240,999	393,580	-	2,068,494	2,070,600	-	4,773,673	23%	2,601,507	-	-	2,172,166	-	4,773,673	393,580	2,068,494	2,311,599	4,773,673
	6	Fixed Broadband								0%										
	7	IT	49,041	-	614,131	849,919	474,868	-	1,987,959	10%	1,987,959	-	-	-	-	1,987,959.00	-	1,464,050	523,909	1,987,959
	8	Infrastructure	-	388,604	-	2,618,004	132,300	-	3,138,908	15%	3,138,908	-	-	-	-	3,138,908	388,604	2,618,004	132,300	3,138,908
2033	III	TOTAL	1,418,885	1,045,464	271,900	16,400,442	3,584,943	-	22,721,633	100%	16,509,733	-	-	6,211,901	-	22,721,633	1,045,464	16,672,342	5,003,828	22,721,633
	1	Radio	49,134	181,524	-	4,146,089	-	-	4,376,747	19%	-	-	-	4,376,747	-	4,376,747	181,524	4,146,089	49,134	4,376,747
	2	Core	-	-	-	3,763,100	-	-	3,763,100	17%	3,763,100	-	-	-	-	3,763,100.00	-	3,763,100	-	3,763,100
	3	Transmission	1,053,530	277,216	-	1,802,060	1,067,400	-	4,200,206	18%	3,675,066	-	-	525,140	-	4,200,206	277,216	1,802,060	2,120,930	4,200,206
	4	IP Core	26,180	5,075	-	858,663	18,048	-	907,966	4%	852,282	-	-	55,684	-	907,966	5,075	858,663	44,229	907,966
	5	ME	240,999	287,130	-	1,075,212	2,070,600	-	3,673,941	16%	2,419,611	-	-	1,254,330	-	3,673,941	287,130	1,075,212	2,311,599	3,673,941
	6	Fixed Broadband								0%										
	7	IT	49,041	-	271,900	1,970,900	296,595	-	2,588,436	11%	2,588,436	-	-	-	-	2,588,436.02	-	2,242,800	345,636	2,588,436
	8	Infrastructure	-	294,519	-	2,784,418	132,300	-	3,211,237	14%	3,211,237	-	-	-	-	3,211,237	294,519	2,784,418	132,300	3,211,237
2034	III	TOTAL	1,412,327	1,858,604	614,131	12,623,071	3,475,248	-	19,983,382	100%	13,287,807	-	-	6,695,575	-	19,983,382	1,858,604	13,237,202	4,887,575	19,983,382
	1	Radio	37,975	745,360	-	4,000,436	-	-	4,783,771	24%	-	-	-	4,783,771	-	4,783,771	745,360	4,000,436	37,975	4,783,771
	2	Core	-	-	-	2,208,400	-	-	2,208,400	11%	2,208,400	-	-	-	-	2,208,400.00	-	2,208,400	-	2,208,400
	3	Transmission	1,058,705	324,280	-	586,368	1,067,400	-	3,036,753	15%	2,502,241	-	-	534,512	-	3,036,753	324,280	586,368	2,126,105	3,036,753
		IP Core	25,607	6,781	-	751,848	18,048	-	802,284	4%	754,542	-	-	47,742	-	802,284	6,781	751,848	43,655	802,284
	5	ME	240,999	393,580	-	935,970	2,070,600	-	3,641,149	18%	2,311,599	-	-	1,329,550	-	3,641,149	393,580	935,970	2,311,599	3,641,149
	6	Fixed Broadband								0%										
	7	IT	49,041	-	614,131	1,084,608	186,900	-	1,934,680	10%	1,934,680	-	-	-	-	1,934,680.00	-	1,698,739	235,941	1,934,680
	8	Infrastructure	-	388,604	-	3,055,442	132,300	-	3,576,345	18%	3,576,345	-	-	-	-	3,576,345	388,604	3,055,442	132,300	3,576,345
2035	III	TOTAL	1,485,899	1,184,402	271,900	15,449,772	3,835,640	-	22,227,613	100%	15,876,532	-	-	6,351,081	-	22,227,613	1,184,402	15,721,672	5,321,539	22,227,613

	1	Radio	66,803	233,904	-	4,233,352	-	-	4,534,059	20%	-	-	-	4,534,059	-	4,534,059	233,904	4,233,352	66,803	4,534,059	
	2	Core	-	-	-	4,645,600	-	-	4,645,600	21%	4,645,600	-	-	-	-	4,645,600.00	-	4,645,600	-	4,645,600	
	3	Transmission	1,063,773	292,904	-	959,068	1,067,400	-	3,383,145	15%	2,885,309	-	-	497,836	-	3,383,145	292,904	959,068	2,131,173	3,383,145	
	4	IP Core	65,282	5,917	-	1,134,465	18,048	-	1,223,712	6%	1,176,856	-	-	46,856	-	1,223,712	5,917	1,134,465	83,331	1,223,712	
	5	ME	240,999	319,950	-	1,060,392	2,373,700	-	3,995,041	18%	2,722,711	-	-	1,272,330	-	3,995,041	319,950	1,060,392	2,614,699	3,995,041	
	6	Fixed Broadband								0%											
	7	IT	49,041	-	271,900	634,608	244,192	-	1,199,741	5%	1,199,741	-	-	-	-	1,199,741.00	-	906,508	293,233	1,199,741	
	8	Infrastructure	-	331,727	-	2,782,287	132,300	-	3,246,314	15%	3,246,314	-	-	-	-	3,246,314	331,727	2,782,287	132,300	3,246,314	
2036	III	TOTAL	1,474,210	1,326,547	614,131	17,505,523	4,066,316	-	24,986,727	100%	15,510,531	-	-	9,476,196	-	24,986,727	1,326,547	18,119,654	5,540,526	24,986,727	
	1	Radio	87,109	265,091	-	5,832,105	-	-	6,184,306	25%	-	-	-	6,184,306	-	6,184,306	265,091	5,832,105	87,109	6,184,306	
	2	Core	-	-	-	2,670,900	-	-	2,670,900	11%	2,670,900	-	-	-	-	2,670,900.00	-	2,670,900	-	2,670,900	
	3	Transmission	1,070,230	308,592	-	1,118,956	1,067,400	-	3,565,178	14%	2,891,766	-	-	673,412	-	3,565,178	308,592	1,118,956	2,137,630	3,565,178	
	4	IP Core	26,831	6,759	-	869,642	18,048	-	921,280	4%	858,685	-	-	62,595	-	921,280	6,759	869,642	44,879	921,280	
	5	ME	240,999	377,170	-	2,468,621	2,373,700	-	5,460,490	22%	2,904,607	-	-	2,555,883	-	5,460,490	377,170	2,468,621	2,614,699	5,460,490	
	6	Fixed Broadband								0%											
	7	IT	49,041	-	614,131	849,919	474,868	-	1,987,959	8%	1,987,959	-	-	-	-	1,987,959.00	-	1,464,050	523,909	1,987,959	
8	Infrastructure	-	368,935	-	3,695,379	132,300	-	4,196,614	17%	4,196,614	-	-	-	-	4,196,614	368,935	3,695,379	132,300	4,196,614		
2037	III	TOTAL	1,484,217	1,216,340	271,900	16,533,372	3,588,225	-	23,094,054	100%	14,248,234	-	-	8,845,820	-	23,094,054	1,216,340	16,805,272	5,072,442	23,094,054	
	1	Radio	75,950	239,679	-	5,462,011	-	-	5,777,640	25%	-	-	-	5,777,640	-	5,777,640	239,679	5,462,011	75,950	5,777,640	
	2	Core	-	-	-	2,563,400	-	-	2,563,400	11%	2,563,400	-	-	-	-	2,563,400.00	-	2,563,400	-	2,563,400	
	3	Transmission	1,077,262	311,504	-	1,190,672	1,067,400	-	3,646,838	16%	2,955,350	-	-	691,488	-	3,646,838	311,504	1,190,672	2,144,662	3,646,838	
	4	IP Core	40,966	5,917	-	1,056,822	21,330	-	1,125,034	5%	1,056,696	-	-	68,338	-	1,125,034	5,917	1,056,822	62,295	1,125,034	
	5	ME	240,999	319,950	-	1,988,404	2,070,600	-	4,619,953	20%	2,311,599	-	-	2,308,354	-	4,619,953	319,950	1,988,404	2,311,599	4,619,953	
	6	Fixed Broadband								0%											
	7	IT	49,041	-	271,900	1,889,345	296,595	-	2,506,881	11%	2,506,881	-	-	-	-	2,506,881	-	2,161,245	345,636	2,506,881	
8	Infrastructure	-	339,290	-	2,382,718	132,300	-	2,854,308	12%	2,854,308	-	-	-	-	2,854,308	339,290	2,382,718	132,300	2,854,308		