



**REPUBLIC OF THE UNION OF MYANMAR**  
**MINISTRY OF COMMUNICATIONS AND INFORMATION TECHNOLOGY**

Dated: January 30, 2014

**Joint Press Release with Telenor Myanmar and Ooredoo Myanmar**

**Telenor Myanmar and Ooredoo Myanmar officially sign agreement with the Union Government of Myanmar for nationwide telecommunications licences**

**Introduction**

Myanmar's Ministry of Communications and Information Technology is pleased to announce that it is finalising the granting of the telecommunications licences to Telenor Myanmar and Ooredoo Myanmar. These two operators were selected as the two successful applicants in the telecommunications licence award process, which was conducted in an objective and transparent manner in line with international best practices.

The licences granted to Telenor and Ooredoo, which are in line with the Telecommunications Law of October 2013, have been accepted by both new operators and will come into effect on February 5, 2014 for a initial duration of 15 years. The licences will authorise each operator to build, own and operate a telecommunications network and to provide the full range of public fixed and mobile telecommunications services on a nationwide basis.

The granting of the licences to the new operators is part of the Union Government's framework for the development of the telecommunications sector, and more generally the overall ICT sector, by facilitating competition in this sector. The main goals of this policy are: to increase the overall tele-density; to make telecommunications services available to the public at affordable prices in both urban and rural areas; to give citizens and enterprises the ability to choose their telecommunications services and providers; to create jobs and boost the overall economic growth of Myanmar.

**Telenor Myanmar**

Upon today's acceptance of the licence agreement with the Union Government of Myanmar, Telenor aims to launch services within eight months, as part of its commitment to provide accessible and affordable mobile communications to people across Myanmar. Telenor will build a state-of-the-art mobile network using HSPA and LTE-ready technologies, and plans to achieve network coverage for 90% of the population in Myanmar within five years of the roll-out. Voice and data services over 2G and 3G will be commercially launched as Telenor's initial offering, ensuring that consumers get excellent voice quality and high-speed data connectivity.

"Let's get started. The people of Myanmar are ready for world-class mobile services and Telenor is ready to deliver it," said Jon Fredrik Baksaas, President and CEO of Telenor Group.



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“A major milestone has been passed with the acceptance of the nationwide telecommunications licence agreement with the Myanmar government. Telecommunications is a strategic sector in enabling the advancement of other key industries, and this licence agreement marks the beginning of an exciting journey in Myanmar’s development. Telenor is committed to the development of Myanmar through the delivery of world-class mobile services and responsible business practices. We will adopt the same best practices and high standards as we live by in all of our markets,” added Baksaas.

As part of Telenor’s commitment to rapidly roll-out a modern telecommunications network, the company has appointed a strong management team in Myanmar and continues to recruit employees at all levels and across a number of functions within the organization. Telenor Myanmar met its goal of hiring 150 employees at the end of 2013 and the company is on track to add another 900 people to its workforce in 2014.

In addition to ensuring a speedy roll-out of an advanced telecommunications network, Telenor is working hard to establish an extensive distribution system, the backbone of Telenor’s mass market, ‘close-to-customer’ approach, to ensure that Telenor products and services are easily available to people living in all regions of the country.

### **Ooredoo Myanmar**

Today marks an important milestone for Ooredoo as the company remains on track to meet its commitment to deliver life-enriching mobile communication services to Myanmar in six months time.

At launch, it is expected that the company’s services will be available in a majority of major cities, expanding rapidly to include rural areas and more remote communities.

Since its successful licence bid in 2013, Ooredoo has been establishing itself in Myanmar and building its business to become an important part of the community. Ooredoo will offer a wide range of mobile communications services that enrich people’s lives including high quality voice and data, mobile money, mobile health and services to support farmers as well as initiatives for women and young people.

Speaking from Myanmar the Ooredoo Group Chief Executive Dr. Nasser Marafih, said: “We are delighted to be here today to accept our licence. The Government of Myanmar can be proud of a well run licence process. Ooredoo is committed to making next-generation mobile technology available to as many people as possible in Myanmar. We look forward to continuing to work alongside the Union Government as Myanmar develops socially, economically and technologically.”



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Ooredoo Myanmar CEO Ross Cormack added: "Today is an exciting day for Ooredoo as we move closer to bringing world class mobile services to the people of Myanmar. We will help empower communities and people with affordable and easy to access mobile telecommunications. We are a community focused company and our commitments go beyond the creation of infrastructure. We are working to develop a vibrant communications ecosystem that places Ooredoo at the heart of every community, fostering local entrepreneurial talent, creating jobs for local people and offering opportunities for local businesses."

**Conclusion**

The granting of the telecommunications licences marks the successful conclusion of the telecommunications licence award process.

Both Telenor and Ooredoo have made strong commitments to offer a wide range of telecommunications services across the country, in both urban and rural areas, at affordable prices. The Union Government is confident that the granting of the licences to Telenor and Ooredoo will lead to telecommunications services at affordable prices across the country, as well as create jobs and stimulate the overall economic and social development of Myanmar.