

## Reseller Corporate Profile

Company Name: Viettel Distribution

Company Background:

Viettel is the most well-known brand in Post-Telecom-IT Industry. It has won various awards in Vietnam elected by consumer. It stands at the sixth place of 500 biggest enterprises in Vietnam (2012). It is the No.1 mobile operator in Vietnam with nationwide GPRS coverage with 57 million subscribers in Vietnam and 67 million subscribers in worldwide as of June 2013. No.1 in optical fibre transmission with 240.000 km in Vietnam. No.1 in distribution network with 970 shops and stores; 13.000 direct salesperson. No.1 in customer care exchange size with 5.000 direct consultants. No.1 in mobile infrastructure included 2G and 3G with 68.000 BTS. The first Vietnamese operator to invest overseas. Viettel Mobile won Most Popular Operator in 2005, 2006 and 2007 Vietnam Mobile Awards.

Years of Establishment of Viettel Group: 1989 to Present (approximately 28 years)

Years of Establishment of Viettel Distribution: 2010 to Present (approximately 7 years)

Company HQ: Vietnam

Total Manpower: 45,000+ (Viettel Group)/ 140+ (Viettel Distribution)

Annual Revenue: USD 10.3+ billion (Viettel Group)/ USD 250+ million (Viettel Distribution)

Business Focus:

- IT hardware
- IT software
- Professional Services
- Network (wired/wifi) solutions
- Network Securities
- Uninterrupted Power System
- Distribution for IT hardware, software and mobile devices

Major Clientele:

- Fujitsu
- Lac Viet
- Nguyen Kim
- KDDI
- METRO

Company Photo:

