



One of the fastest growing markets

The Vietnam International Communications Summit & Expo (also known as "Vietnam Comm 07"), will be staged in Hanoi - Vietnam Exhibition and Fair Centre (VEFAC), from 19 – 22 September, 2007. As the official telecom show in Vietnam sponsored by the Ministry of Posts & Telematics (MPT), it is jointly organized by Vietnam Posts & Telecommunications Group (VNPT) and Adsale Exhibition Services Ltd.

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The International Telecommunications Union (ITU) listed Vietnam's ICT market as one of the fastest growing markets in the world. Vietnam has a population of 84 million but only around 10 percent of

the population possesses mobile phones. However, in the year of 2006, there was a 70 percent growth in total number of people possessing mobile phones, showing the huge potential of the Vietnam ICT market. What's more, with Vietnam's entry to World Trade Organization (WTO) since January 2007, foreign investors are allowed to hold a maximum of 49 percent share of a joint venture company in the telecom industry. Overseas enterprises therefore can penetrate the Vietnam ICT market by forming joint ventures with local enterprises, which will undoubtedly accelerate the development of the Vietnam ICT market and connections to the international market more effectively.

Vietnam Comm 07 will be strategically staged in Hanoi, which is the ICT hub of the country and is where most of the operators based. With major decision makers and buyers of the industry attending,



The 2006 event gained huge support and credit from both exhibitors and visitors, and organizers of Vietnam Comm 07 are confident in extending the success of last year's event. It is expected that the exhibition area of Vietnam Comm 07 will reach 6,000sq.m. with around 150 exhibitors. The organizers are honored to have SK Telecom as the "Diamond Sponsor" of Vietnam Comm 07, Orange as the "Banquet Sponsor", NTT DoCoMo and ZTE as "Gold Sponsors", Qualcomm as "Lunch-eon & Summit Sponsor" and PCCW Global as "Summit Sponsor". Other major companies have indicated their continuous support to Vietnam Comm 07 including Bharti, CBoss, Cisco, Korea Telecom, Microsoft, Extel, Fargo, SIAE, Function ATI, Century Man, Sun & Sea, Ipak, etc. Further-

Vietnam Comm 07 is a definitive meeting place for top-notch ICT equipment and service providers and buyers, not only to explore infinite business opportunities, but also to share and exchange latest market information and technology through various tailor-made summits. Vietnam ICT development post-WTO is the theme of this year's summit. On top of the local development, there are also experience sharing sessions among various international leading players from China, France, Japan and Korea, etc. Speakers from both authoritative organizations such as MPT and VNPT and re-



more, there is active involvement of major Vietnamese operators such as VNPT, GPC Vinaphone, VMS MobiFone, SPT, EVN, Hanoi Telecom, Viettel and FPT, etc.

In addition, Vietnam Comm 07 also received consecutive support from the pavilions from various countries including China, Singapore and Korea, etc. Ubi France also indicated their extensive support to Vietnam Comm 07. The pavilion organizers will bring over 70 small and medium high-tech enterprises, which are mostly new to the Vietnam market. Exhibits at this year Expo cover a large range of ICT products, technologies and systems including mobile phones & portable communications, mobile communication networks & systems, B2B/ B2C and G2B /G2C Solutions and other value-added services and applications, etc. What's more, some exhibitors have highlighted their products such as digital phones, repeaters,

owned enterprises such as Orange, NTT DoCoMo, Qualcomm, SK Telecom, PCCW Global, UTStarcom and ZTE, etc., will share topics covering Mobile Communications Development & Opportunities in Vietnam, GSM, 2G Migration to 3G, Wireless Convergence, Broadband Networks, NGN, Next Generation IP Networks, etc. together with enterprises' experience sharing of business development in different countries.

microwave products, coverage components and broadband equipment, which will be making their first appearance in the Vietnam ICT market. In addition, a mission group from Hong Kong will visit Vietnam Comm07, which is sponsored by Hong Kong Wireless Development Centre (HKWDC). Vietnam Comm 07 is unquestionably an effective and lucrative business platform that ICT industry professionals cannot afford to miss. ■