

tvcabo



EUROPEAN INVESTMENT BANK

WORKSHOPS IN BRUSSELS - 14 SEPTEMBER

TVCABO ANGOLA

The only TV+NET+VOICE triple play cable operator in Angola, TVCABO Angola invests heavily in innovative technologies and infrastructures to provide broadband Internet services, digital television and telephone. TVCABO offers more than 200 television channels, Internet browsing speed up to 100 Mbps, with unlimited traffic, and a fixed phone voice service with free calls on the TVCABO network.

TVCABO ANGOLA

The fame of the TVCABO brand is a result of its technological domain as well as its organizational and operational capacity, qualities underlined by being owned by Angola Telecom and Grupo Visabeira, entities with extensive experience and a notable tradition of decisive projects for advancing the telecommunications sector.





Telecommunications
Energy
Construction
Technology

Within the scope of Visabeira Global, Telecommunications
play a major role, using the brands:

 CONSTRUCTEL **tvocabo**  VIATEL

 PDT  TELEVISA  COMATEL

As a service provider in telecommunications sector, we do business in many European countries (France, Germany, Belgium, Denmark, Italy and Portugal) working for the main world operators:



as well as in the African continent having the most important players within the market as our main customers, among which are:



As a telecommunications operator, we work in the Angolan and Mozambican markets, together through TVCABO Angola and TVCABO Moçambique, and we expect to extend the TVCABO brand to other African countries.

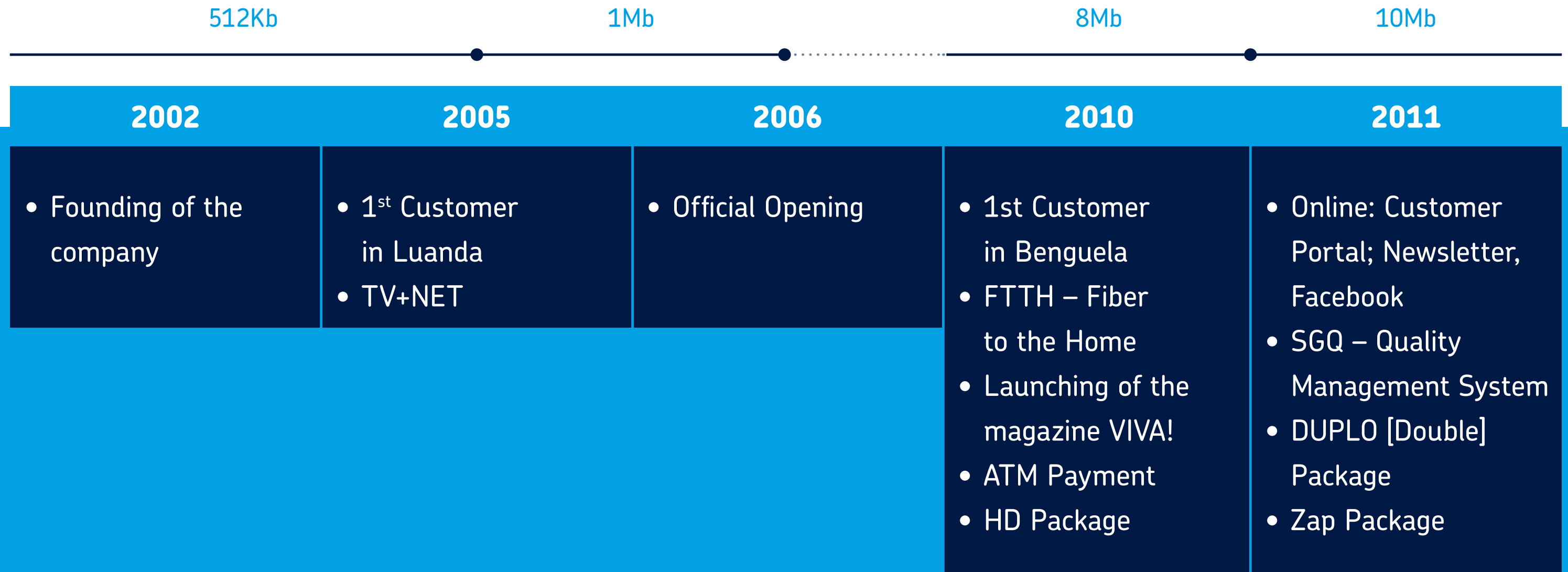


Grupo Visabeira International Presence

Founded in Viseu, Portugal, Grupo Visabeira is currently present in 17 countries, marketing its brands, products and services in more than 70 nations, on all continents.



MILESTONES TVCABO



MILESTONES TVCABO

20Mb

50Mb

2012

- Brand +Fibra Negócios - Internet for Corporate
- Payment at Banco Sol
- Communication with Customers via SMS
- Atrium Nova Vida and Miramar Stores - new concept
- TVCABO Academy
- Quality Certificate

2013

- All Internet services with unlimited traffic
- VOICE Service
- VIV Brand and Packages
- Tuneza (Brand Ambassadors)
- Zap Cinema Service
- New Office Facilities
- 1st store in partnership with Angola Telecom - Kilamba
- 1st store in a business area - Zenith
- Internet Award
- Reaching of 50.000 active customers

2015

- Expansion /modernization of the store network: Xyami Galeria, Maxi Park, Luanda Shopping, Xyami, Retail Park Lobito, Lobito store and the changing of the Benguela store)
- Opening of the 1st Store in Lubango

MILESTONES TVCABO

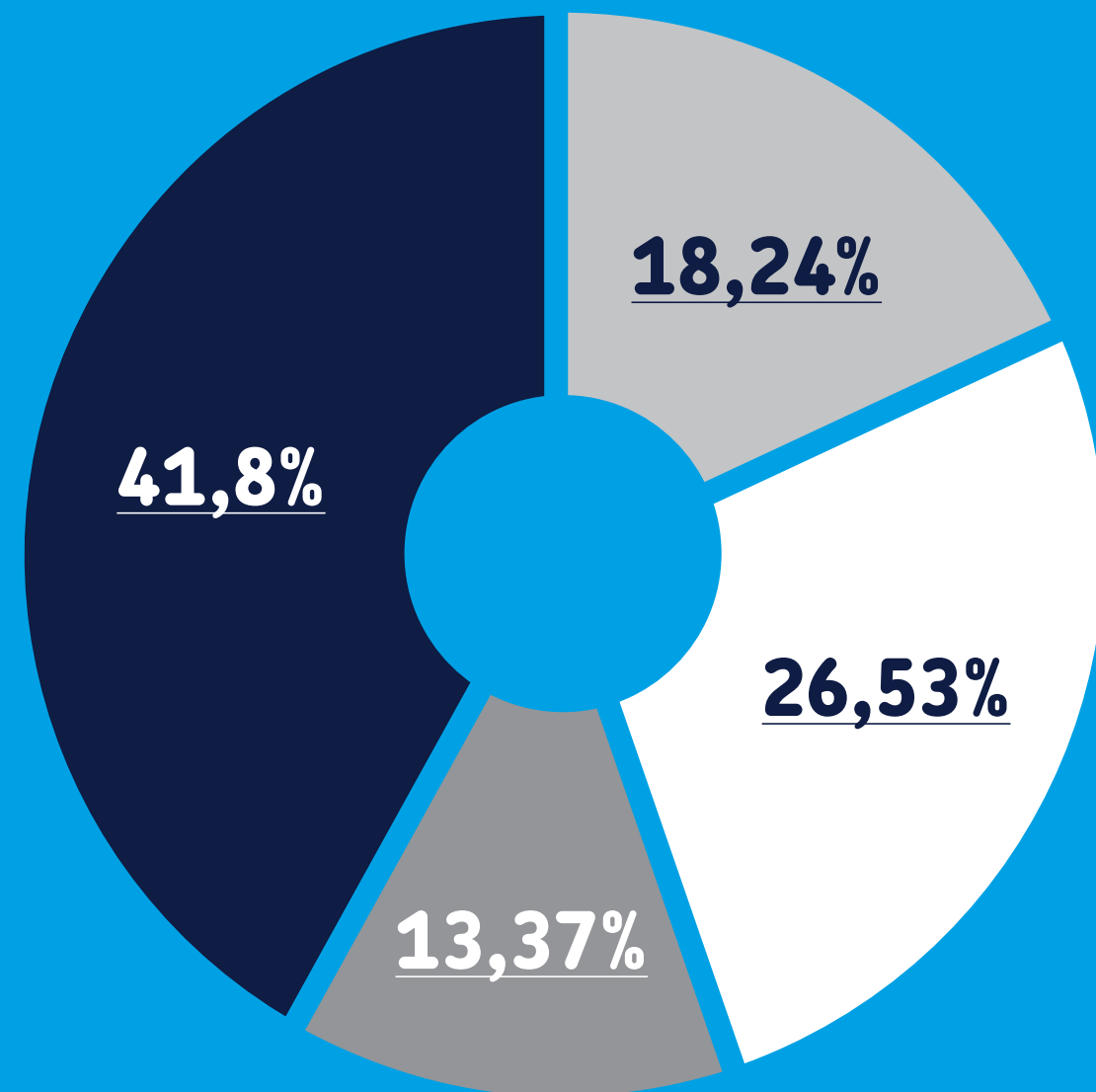
2016	2017 (in progress)	FUTURE PROJECTS
<ul style="list-style-type: none"> • OTT Launch (VIV Mais service in Luanda) • Introduction of the SAP BRIM Project • Creation of FTTH/FTTC areas in coaxial areas • Centralidade do Sequele Network Expansion 	<ul style="list-style-type: none"> • Implementation of the VOIP Corporate Project • Opening of the 1st store in Huambo • Starting the marketing of the 100 Mb Symmetrical Plan (Corporate serie) • Beginning of the transition of the NP ISO 9001:2008 Standard to the NP ISO 9001:2015 (Quality System) • Implementation VIV Mais Service in Benguela 	<ul style="list-style-type: none"> • Expansion of the FTTH Network in Luanda, Benguela, Lubango and Huíla • Expansion to the province of Soyo • Increase in broadband of Internet plans • Development of aggregated services • Replacement of TV boxes by only one box (Box Over-the-Top) • Creation of payment options through mobile devices (smartphones and tablets)

RESIDENTIAL OFFER

VIV - LIFE AT 3 DIMENSIONS

For the residential segment, TVCABO provides quality service by bringing options together into a single service package TV+NET+VOICE. The TV service includes the offer provides by two TV choices available on the market (DStv and Zap), while traffic for all internet services is unlimited and the offer of VOICE services was developed for the fixed telephone, allowing unlimited calls to TVCABO network. TVCABO offers several VIV packages in order to meet the needs of its customers.





RESIDENTIAL OFFER VIV LIFE AT 3 DIMENSIONS

Currently the global division by type of services consists of approximately the following percentages: 41.86% for triple play contracts, 13.37% for dual play contracts and 44.77% for mono-service contracts.

In 2015, a noteworthy growth of multi-service contracts of around 20% was registered. This positive evolution reflects the increase in customer loyalty, who signed up for additional services contracts with TVCABO.

CORPORATE OFFER VIV NEGÓCIOS WITH +FIBRA

In a rapid change context of telecommunications, TVCABO Angola offers the necessary broadband for its clients to have access to new ways of communications (Direct and better quality point to multiple point and multiple point to multiple point links between various coverage zones.): electronic mail, social networks, APPS making life easier and approaching people. The access to this infrastructure is essential to reach this new world that is already transforming deeply people and companies' lives.





CORPORATE OFFER VIV NEGÓCIOS WITH +FIBRA

Our broad band's quality reflects on the specific clients we have such as Oils Companies, Banks, Ministries, insurance Companies, Marinha de Guerra (War Navy), Air Force, Industries, etc – companies that represent the basis of Angolan Economic Development.

TVCABO Angola's services expand people's dreams and make companies competitive World Wide.



FIBRASOLUTIONS VIV NEGÓCIOS WITH +FIBRA

- Internet Corporate - Symmetric Internet up to 50 Mbps and Subnets
- Data Circuits - MPLS
- International VPN
- BGP Services

VIV MAIS Service

Launched on 23 November 2016.

VIV MAIS PLAN

Joining the VIV Mais plan, the TVCABO customer can access the online TV platform through the chosen device, allowing up to two simultaneous accesses.

ADVANCED FEATURES

- To pause, go back and move forward;
- Watch all programs from the last 7 days on the service channels;
- Record and watch content whenever you want, and on the registered device you prefer.

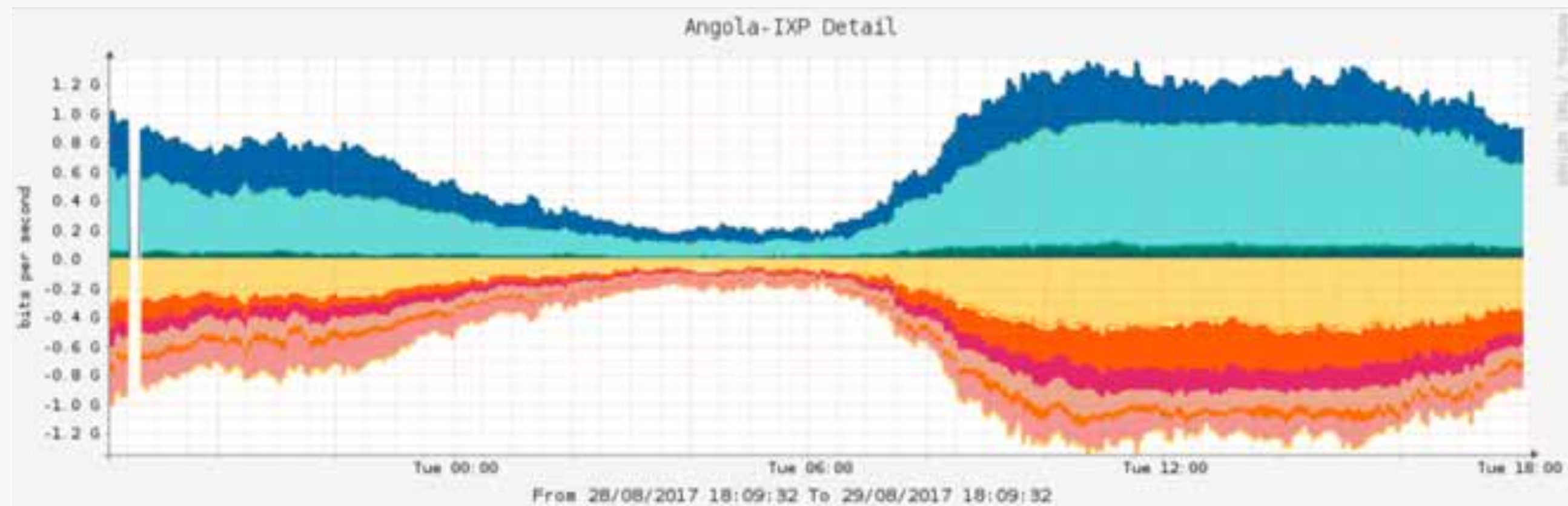


TV CABO Multimédia II

The project consists mainly of the purchase and installation of optical fibre cables, electronic equipment (TV head ends, electronic transmission and distribution systems) as well as related support and IT systems. New networks will be installed in the cities of Lubango, Huambo, Cabinda and Soyo, and the existing networks in the metropolitan area of Luanda and in the cities of Lobito and Benguela will be expanded. The networks will provide ultra-high-speed broadband access and enable fixed triple play services (voice, broadband Internet and pay-tv).

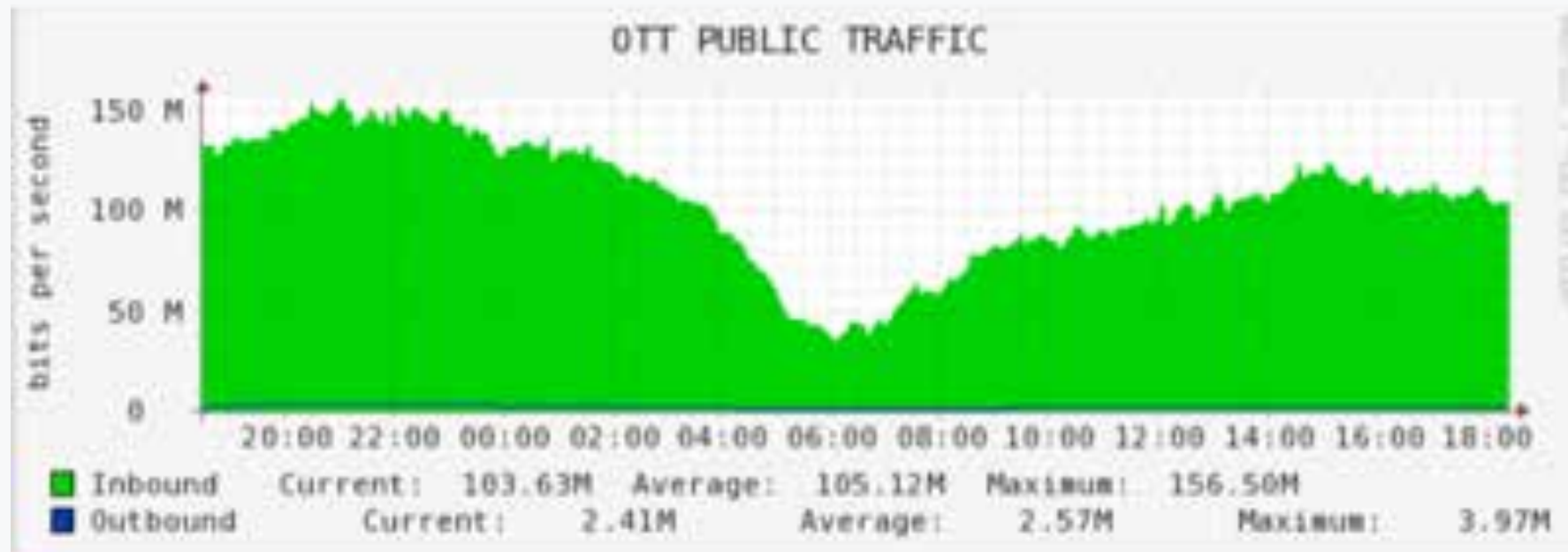
IMPACT OF THE PROJECT ON THE POPULATION

IXP – AAPSI (main contributor of national traffic connected to IXP)

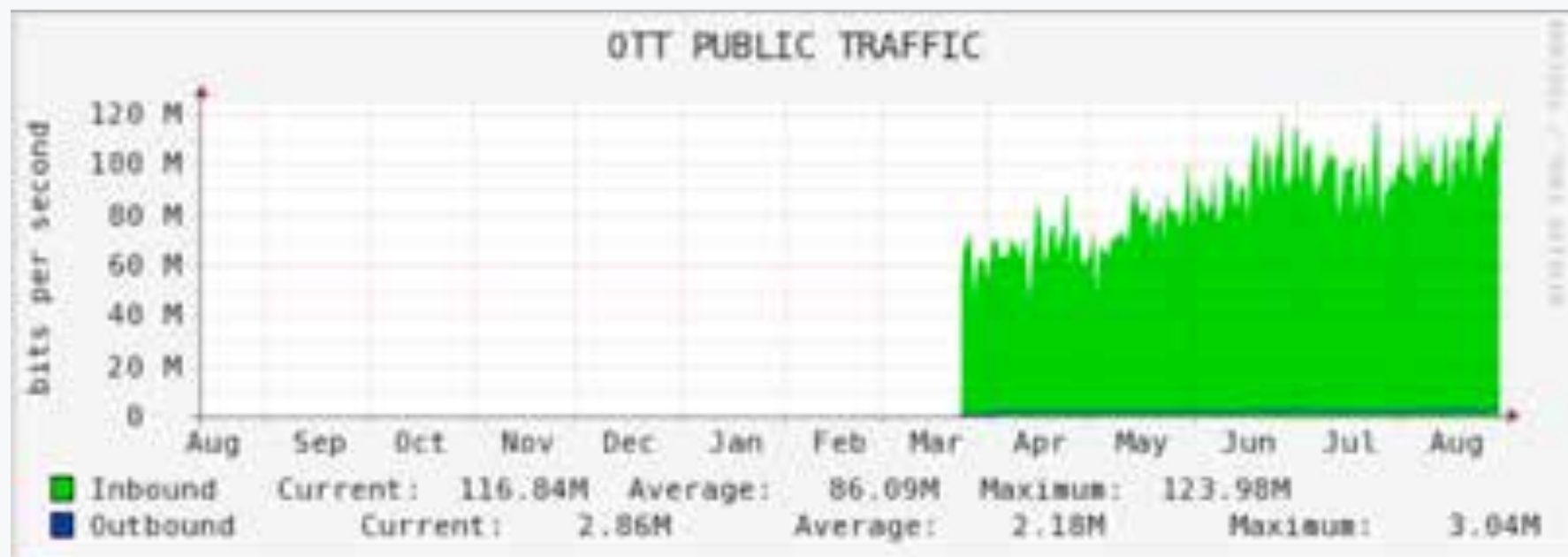


National traffic sent by TVCABO for the operators/entities connected to IXP Angola (managed by AAPSI)

OTT TRAFFIC GROWTH



29/08/2017



Since the 1st installation

FINANCING

The project is comprised of mainly the purchase, installation and bringing into service of telecom equipment, related works and services, and start-up expenses. A foreseen total of 7 new head ends will be installed, including three in Lubango, two in Cabinda and one in each of the cities of Huambo and Soyo. The New Generation Access technology to be used will be GPON (Gigabit Passive Optical Network). The cables of the projects' distribution and clients' network will be, in most of the cases, laid on Angola Telecom duct and pole infrastructure, not included in the project.

Included in the project are also non-eligible expenses like vehicles, safety systems (anti-fire and intrusion for main buildings and for street cabinets), IT systems for operating and business support, communications equipment, test equipment, air conditioning and furniture and office equipment for commercial and technical buildings.

OVERALL THE PLANNED MAIN OUTPUTS AND OUTCOMES OF THE PROJECT

TVCABO MULIMEDIA II (2014)	2013	2014	2015	2016	2017	2018	PROJECTS TOTAL GROWTH	
Outputs – EOY							#	%
# of homes passes TOTAL (FTTH + HFC)	103,352	120,032	136,712	153,392	170,072	186,752	83,400	81%
# of homes connected TOTAL (FTTH +HFC)	59,903	68,970	78,036	87,103	96,169	105.236	45.333	283%
Outcomes – EOY							#	%
# of activated lines (Active Clients) TOTAL	30,243	35,650	41,058	46,465	51,872	57,280	27,037	89%

The above data reflects the continuous process of expansion of the TVCABO network in areas of greatest urban growth in Luanda – New urban centers, Adjacent Areas of Luanda, namely: Cacuaco, Morro Bento, Corimba, Benfica, Kifica, Patriot, Viana Sul, New Condos and large-scale residential real estate projects.

Also in the provinces of Benguela/Lobito, Huíla and more recently in Huambo.

Moreover, TVCABO is substituting the existing coaxial network with optical fiber – high potential cells and customers: New Buildings, Commercial and Corporate Spaces.

The total of homes with fiber installed show a created network potential, the total of homes connected represent network termination points. The total number of active clients shows the number of clients actually connected to TVCABO.

THE INVESTMENTS PLANNED BY TVCABO TO REACH OUTPUTS AND OUTCOMES

Years 2014 to 2018		PIC	PIC	Items directly funded by EIB
TVCABO Angola capex	Including supplies, works and services	m USD	m EUR	m EUR
Building	Does not include land	5,16	3,91	
Head ends + Disaster recovery facility	Expansion and upgrade of HE + building and equip. for new HE in Luanda	14,46	10,96	4,21
Distribution network	From the head end to the optical distribution point	26,29	19,92	14,83
Clients Network	From the ODP to the ONT/home gateway	4,69	3,56	
Other investments	Transportation, furniture & office equipment, tools and other equipment	3,94	2,98	
Studies and projects		0,21	0,16	
Sub-total		54,76	41,49	19,05
Technical contingencies @ 5%		2,74	2,07	0,95
Interest during construction		3,88	2,94	
Project investment cost		61,38	46,5	20,00

tv cabo

TVCABO Angola, Lda.

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