

SPEECH OF OKHNA MENG KIT

I have great pleasure in being here today to outline some of the exciting initiatives undertaken by the MobiTel group in the development of communications in Cambodia.

In co-operation with Cambodia's Ministry of Posts and Telecommunications, MobiTel has played a leading role in the development of complete communications, utilizing the very latest in global information technology, which puts Cambodia on par or even ahead of many of our ASEAN neighbours.

Most of you will know MobiTel as Cambodia's leading mobile telecommunications network. Since our establishment in 1997 as Cambodia's first GSM mobile telephone network, we have quickly become the market leader, due to our state-of-the-art network, superior service and our attention to satisfying customer requirements.

MobiTel was the first to introduce a pre-paid system through our market-leading CELLcard, and the first to introduce an economy product aimed at provincial Cambodians through TANGO. MobiTel is the only mobile telecommunications network that is operational in every province of Cambodia.

MobiTel users have joined the text message revolution that has hit Asia as an economical and fun communication option. We have also seen Cambodians eagerly adopting such value-added services as TMS chat, and downloadable icons and ringtones.

But MobiTel's commitment to providing world-class communications services does not end with mobile phone networks. Last year, we launched Cambodia's alternative international telephone gateway to the world – TELE2 007.

Additionally, MobiTel has introduced the pre-paid international calling card – CamPlus, allowing Cambodians to make international calls from any fixed or mobile phone in the country.

Now this year, MobiTel has further expanded its range of services into the area of the internet. As we all know, internet usage amongst our ASEAN neighbours is amongst the fastest growing in the world.

To assist in this growth, MobiTel has introduced TeleSurf, allowing Cambodia's first high-speed broadband internet access. TeleSurf's wireless broadband service utilizes the most advanced internet access technology. There is no need to dial-up via telephone lines and a user is connected 24-hours a day.

Such technology, as offered by TeleSurf, is on the cutting edge of international internet connectivity. Wireless broadband technology allows you to send or receive up to 1.2 MB of data per second. Compared to dial-up connections, which transmits at 32 KB per second, TeleSurf operates at lightning speed.

The high-speed data transmission offered by TeleSurf allows users to expand their business communication practices by taking advantage of Real Time data, video and audio transmissions.

For example, Real Time data transmissions allow you to monitor your stock movements as they happen. Real Time video transmissions allow you to take advantage of video conferencing, interactive distance training and security monitoring. And Real Time audio transmissions allow you to communicate verbally around the world.

Now MobiTel's latest introduction into the world of internet communications is about to revolutionize the internet possibilities for Cambodians. Limitations due to high costs, limited access and most importantly, language considerations have restricted the influence of the internet in Cambodia until now. MobiTel's Everyday internet service provider is the first Khmer language ISP, now allowing for a huge range of Khmer language-based sites to be established. The potential in terms of the accessibility of local language information for the benefit of Cambodia is huge.

The introduction of Everyday's pre-paid method of payment will also benefit Cambodians. This will mean wherever there is a computer and a fixed telephone line, users will be able to access the internet for the cost of a local call.

Furthermore, MobiTel has shown how advanced mobile telephony and internet services can converge with our mail2tms and tms2mail services, allowing users to send and receive emails using their mobile handset and the MobiTel network.

Exciting times indeed for Cambodia and exciting times for the MobiTel group of companies. We are proud to play an important role in driving Cambodia forward through our extensive range of total communications solutions. That is why we say, with MobiTel, you are always ahead.