

From: Murphy, Rory
Sent: Wednesday, February 12, 2020 6:50 PM
Subject: Meeting Request: Government of Angola

Bradley-

Thanks for taking the time to chat with us last week. You asked a couple questions about Angola's telecom industry. Below you will find a couple excerpts from a 2019 FitchSolutions report that provides a good overview of the current state of play. Let me know if you have any questions.

Latest Updates & Industry Developments

- The mobile market ended 2018 with 14.647mn mobile subscriptions, a figure we expect to reach 21.311mn by 2028. We expect the number of 3G and 4G subscriptions to grow from 11.694mn in 2019 to 21mn by the end of 2028, equivalent to 98.5% of the total mobile subscriber base. Our 3G/4G subscriptions growth outlook accounts for stronger take-up, owing to the availability of low-cost devices, declining tariffs and the country's stronger macroeconomic performance.
- In April 2019, President Joao Lourenco annulled the tender process through which the Angolan firm Telstar was awarded the country's fourth mobile network operating licence. The president cited the new entrant's lack of compliance with financial statement requirements as well as the need for greater transparency among the reasons for this decision.
- In November 2018, the state-owned oil and gas company Sonangol, announced plans to divest its 25% stake in Unitel by Q419. Other shareholders of the operator include: Vidatel, a company owned by the daughter of former Angolan president Jose Eduardo dos Santos, and PT Ventures which is owned by Brazilian telecoms company Oi. The shareholders are currently engaged in arbitration over Oi's claims for unpaid dividends and compensation for alleged infringement of its rights by the other shareholders.
- The regulator awarded unified licences to mobile operators Movitel and Unitel and fixed-line incumbent Angola Telecom. These licences include mobile, fixed voice, data and TV services. The regulator will obligate Unitel and Movitel to comply with infrastructure sharing rules.
- The government plans to privatise 45% of the capital stock of wholly-owned Angola Telecom, with the aim of financing its entry into the mobile sector and disposing of unprofitable units. At the time of writing, the financially troubled operator has yet to enter the mobile market.

Market Drivers & Trends

- The regulator awarded unified licences to mobile operators Movitel and Unitel and fixed-line incumbent Angola Telecom. These licences include mobile, fixed voice, data and TV services.
- The government will privatise 45% of the capital stock of wholly-owned Angola Telecom, with the aim of financing its entry into the mobile sector and disposing of unprofitable units. Angola Telecom's plans to enter the mobile market have thus far been delayed by financial troubles and the protracted partial liberalisation proceedings.
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From: Murphy, Rory <rory.murphy@squirepb.com>
Sent: Friday, January 31, 2020 12:23 PM
Subject: Meeting Request: Government of Angola

Bradley-

I'm reaching out today on behalf of my client, the Government of Angola. Both Squire Patton Boggs and I are registered under FARA for the Angolan Presidency.

Are you free for a quick meeting at some point next Thursday (2/6) or Friday (2/7)? I would like to discuss some of the major reforms taking place in the country and discuss a couple of high-level Angolan government delegations traveling to Washington in the next few months.

For your reference, I've attached a briefing document that provides an overview of many of the country's recent reforms, including its effort to privatize 195 state-owned businesses.

Please let me know if you have any availability.

Many thanks,
Rory Murphy



Rory J. Murphy

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