

NOW Corp teams up with Viettel Business Solutions Corporation for Go-to-Market Strategy for ICT Solutions in PH

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Hanoi, Vietnam and Manila, Philippines

- Viettel Business Solutions Corporation, a member of the Viettel Group, and NOW Corporation, a technology, media, and telecom listed firm, have both entered into a Memorandum of Understanding to develop market opportunities in the Philippines.
- Viettel Business Solutions Corporation is Viettel's Information and Communication Technology arm with a mission to develop and to implement Information Technology and Telecommunications applications to solve social issues and change people's lives for the better. Viettel aims to expand the export of its ICT products and services including the Philippines.
- NOW Corporation, a telecom, media, and technology listed firm with its headquarters based in Manila, Philippines shall support this process by developing the market and penetrate the enterprise IT market together with Viettel.
- This makes the Philippines Viettel's 11th overseas market when it comes to its ICT business portfolio

NOW Corporation and Viettel Business Solutions Corporation (a member of Viettel Group) entered into a Memorandum of Understanding to develop market opportunities and to provide Information Communication and Technology products and services in the Philippines.

The Viettel Group ("Viettel") was established in 1989 and is the largest telecom player in Vietnam. Viettel is present in 11 countries including Vietnam, Laos, Myanmar, Cambodia (Asia), Burundi, Tanzania, Mozambique, Cameroun (Africa), and Peru, Haiti (America). Viettel is one of the largest telecom player in Southeast Asia and listed in the "Top 30 most valuable telecoms trademark in 2020 in the world".

Viettel Business Solutions is Viettel's ICT arm in charge of developing and implementing ICT projects in Vietnam and in its overseas market where it operates. It has demonstrated its leadership in ICT as it has garnered several awards for its innovation and problem-solving solutions. Notable ICT applications include Viettel Study E-learning Social Network, Smart Cities Project and a citation for the being the best Mobile Payment in Asia.

NOW currently has access to broadband Internet business dubbed as "Fiber Air" which provides guaranteed broadband internet connection via fixed wireless mainly to the enterprise segment. Part of the customer segments of NOW would include banking, logistics, education, hospitality, and even government/public sector.

The parties will implement a joint go-to-market strategy to bring Viettel-developed ICT solutions to NOW's existing and future customers across multiple industry segments, participate in potential ICT biddings and exploit the market of Digital Transformation (DX) consulting services, AI, Data Analytics and Cybersecurity in the Philippines. The cooperation shall also include identification and development of solutions focusing on the essential needs of the target market segments, from government/public sector to SMEs.