

# Datafile of Latin America Telecommunications

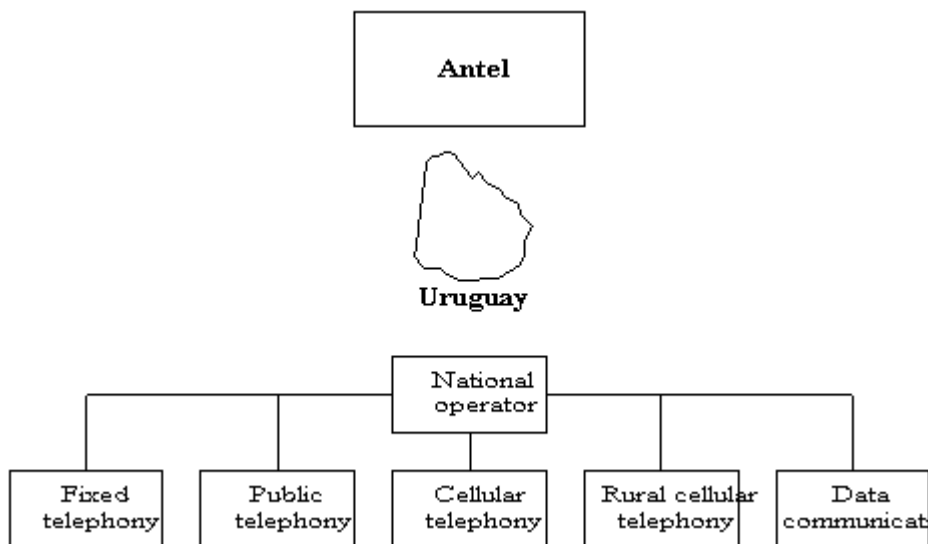
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## Antel

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### Operational Overview

Administración Nacional de Telecomunicaciones (Antel) was created in July 1974 to take on responsibility for operating the country's telephony network. The company enjoys a monopoly on the provision of local, national and international telephone services and controls other companies licensed to provide value added services.

In 1992 the Uruguayan people were given the opportunity to vote on the future ownership of Antel via a national referendum. The result of the poll was unequivocal; 73% voted against any form of privatisation. While the government has not brought up the issue of Antel's privatisation again, in April 2000 it proposed new legislation which would allow the telco to form joint ventures with private companies, obtain financing on international markets and create new specialist subsidiaries.

In several Latin American markets the poor state of the fixed telephony network has made subscribers turn to mobile operators in search of a more reliable service. Antel's success in modernising its fixed line network (digitalisation was completed in September 1997) and its elimination of its waiting list has meant that its wireless operations have not reported the high rates of uptake seen in neighbouring countries. Antel is active in the mobile market through its wholly owned subsidiary Ancel, which has seen its subscriber base grow steadily since 1994. Ancel operates two networks; its analogue AMPS service was launched in 1994 and still serves the majority of its customers, while a digital system was introduced in 1996. A pre-paid service was launched during 1998 while international roaming agreements have been put in place with operators in Argentina and

Brazil.

Antel offers a variety of corporate services including Data-express which it claims is available in most parts of the country and enables companies to transmit voice, data and video signals via private connections to its fibre-optic network at speeds of up to 2Mbps. In addition it offers Datamundi, essentially the international extension of the Data-express service, offering digital connection to the rest of the world via satellite or fibre-optic submarine cable. The company's Minisat service offers VSAT connections globally at speeds of up to 19.2kbps, while Videomundi enables business customers to access video transmission over the fibre-optic network in Montevideo and Punta del Este at speeds of between 128kbps and 384kbps. Antel's UruguayNet data transmission network reaches every town in the country with a population of 10,000 or more. Antel is the Uruguayan signatory to the international satellite organisations Intelsat and Nahuelsat.

### Financial highlights

UYU thousand	12/1997	+/- (%)	12/1998	+/- (%)	12/1999
National telephony	3,683,139	10%	4,045,842	-	-
International telephony	721,132	0%	717,852	-	-
Third party interconnection	588,340	-12%	515,710	-	-
Mobile telephony	1,235,885	31%	1,620,334	-	-
Telex	10,662	-23%	8,231	-	-
Leased lines	254,675	19%	303,864	-	-
Telegraph	26,323	19%	31,248	-	-
Radio and television broadcasts	11,977	-27%	8,777	-	-
Data communications	26,509	-20%	21,288	-	-
Turnover	6,558,642	11%	7,273,146	-	-
Pre tax profit	1,934,562	23%	2,369,975	-	-
Net profit	1,327,073	36%	1,799,975	-	-

### Infrastructure

	12/1997	+/- (%)	12/1998	+/- (%)	12/1999
Residential Lines	-	-	654,425	-	-
Business Lines - - -	-	-	160,018	-	-
PSTN lines in service	761,088	8%	823,501	5%	868,536
PSTN capacity	925,164	2%	946,655	-	-
% digitalisation of local network	100	0%	100	0%	100
Waiting list	0		0	-	0
Payphones	-	-	9,058	-	-
Fixed line penetration (%)	-	-	26%	5%	27
Cellular subscribers	58,829	46%	86,072	96%	169,131

## Indicators

	12/1997	+/- (%)	12/1998	+/- (%)	12/1999
Turnover (USDm)	585.1	11%	648.8	-	-
Profit margin	20.23%	-	24.75%	-	-
Turnover (UYU)/line	8,617	2%	8,832	-	-
Turnover (USD)/line	768	3%	788	-	-

## Subsidiaries

Stake	Company	Operations
100.00%	Ancel	Mobile subsidiary providing analogue and digital cellular services.
100.00%	Adinet	Uruguayan Internet service provider.
6.50%	Nahuelsat	Installs and operates satellite communications systems.

## Ownership

Antel is 100% state owned

## Addresses and Contacts

### Antel

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