



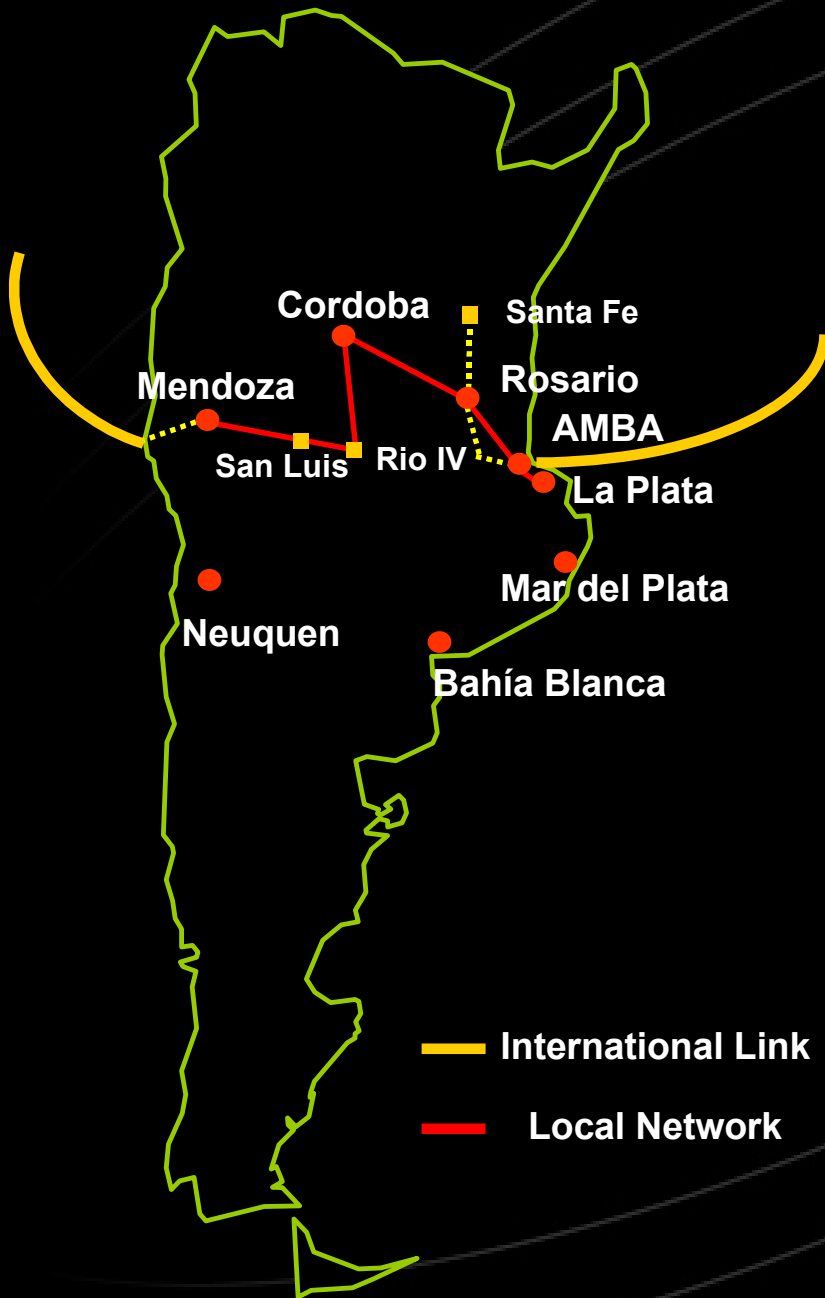
TechTel

November 9, 2000



TechTel S.A.

The Network



- “Carrier class” quality
- General level of availability over 99.99%
- 51% of pop has coverage

Licenses

- Data services
- Value-added services
- Video conferencing
- 60 Mhz for the 10,5 Ghz frequency
- 1150 Mhz for the 28 Ghz frequency
- 200 Mhz for the 38 Ghz frequency
- General voice services
- Long distance services
- International services

Data

Data market:

- Capture a significant percentage of total market links for commercial customers by year end 2001.
- Provide support to other carriers with:
 - Back-up and transmission of high bandwidths
 - Last mile access
 - Housing, farming, etc.
 - Internet ports

Data customers:

- SME's
- Large commercial customers
- Carriers
- Government

Voice

Voice market

- Long distance:
 - 60.1% of the total market represents the addressable market for TechTel in 2001
 - Our goal is to obtain a significant percentage of the addressable market by year-end 2001
- Local:
 - Small portion of the total market. These customers are also being provided with other TechTel services (Data)

Voice customers

- Residential: Mainly long distance
- Commercial: Local for data customers and long distance
- Government: Local and long distance depending on customer requirements
- Carrier: Retailing capacity

Services

Data services

- VPN (Virtual Private Network)
- Internet / Intranet, e-mail, VoIP.
- Data transmission - LAN to LAN Interconnection w/o protocol restrictions
- Videoconferencing
- Other services customized according to customer requirements

Voice services

- POT's services, provided by the central
- Intelligent network services and voice services platforms
- ISDN service
- Caller ID
- Mailbox service
- Do not disturb service
- Outgoing call restriction
- Rotative lines, and more

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International Strategy

Uruguay

- In August 1999, TechTel obtained from the local authority (DNC) the license to operate the wireless broadband network
- In December 1999, TechTel won the action to use the 10.5 Ghz (100Mhz) frequency
- The first radio base has been in operation since February 2000

Ongoing Projects

- Installation of the three new radio bases in Montevideo
- Data transmission service and Internet in the corporate market (big companies and SMSEs)
- International license
- Analysis of the technologic alternatives to link Buenos Aires and Montevideo (fiber optic, microwaves) (international output)
- Obtain the authorization to install a radio base in Punta del Este

