



MINISTRY OF INFORMATION AND  
COMMUNICATIONS OF VIETNAM



# Vietnam ICT Market and Regulatory View on OTT Services

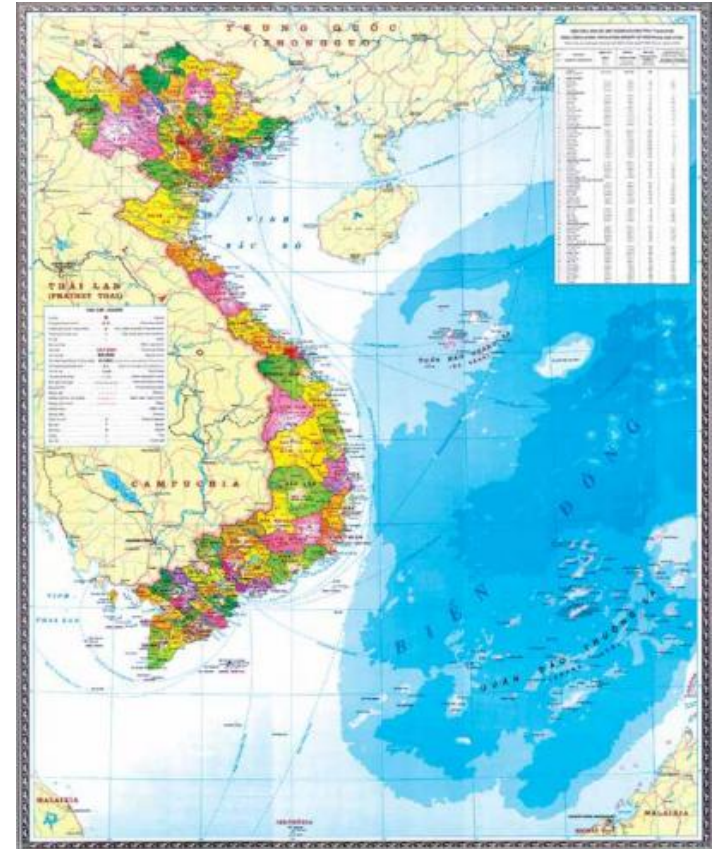
*Speaker:*  
**Hoang Phuong Bui (Mr.)**  
*Deputy General Director*  
**Authority of Information Security**  
*Email:* [bhphuong@mic.gov.vn](mailto:bhphuong@mic.gov.vn)

# Outline

- **Country Profile**
- **ICT Policies and Regulations Update**
- **OTT Services in Vietnam**
- **Regulatory view on OTT Services**

## Country Profile - Vietnam

- **Name: Socialist Republic of Vietnam**
- Located in the tropical monsoon in South East Asia
- Coastal line of 3,260 km, 50 to 600km wide
- Language : Vietnamese
- Capital : Hanoi
- 63 cities & provinces
- Population: 90.7 mil. (December, 2014) with 54 different ethnic groups.
- GDP growth rate: 5.98% (2014)

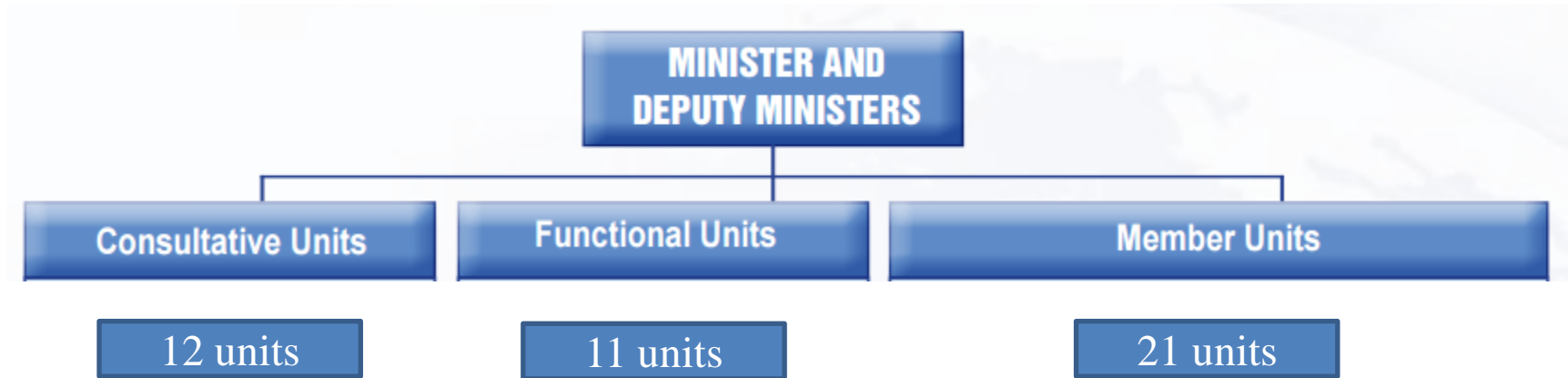


- Date of foundation: 11/11/2002 namely as MPT
- Restructured: 25/12/2007 namely as MIC
- Main functions: policy making and regulatory body in the fields of press; publishing; posts, telecommunications; radio frequency; information technology, electronics; broadcasting; media; foreign information; domestic information; and national information and communication infrastructure;



Website: <http://www.mic.gov.vn>

## Organizational Structure

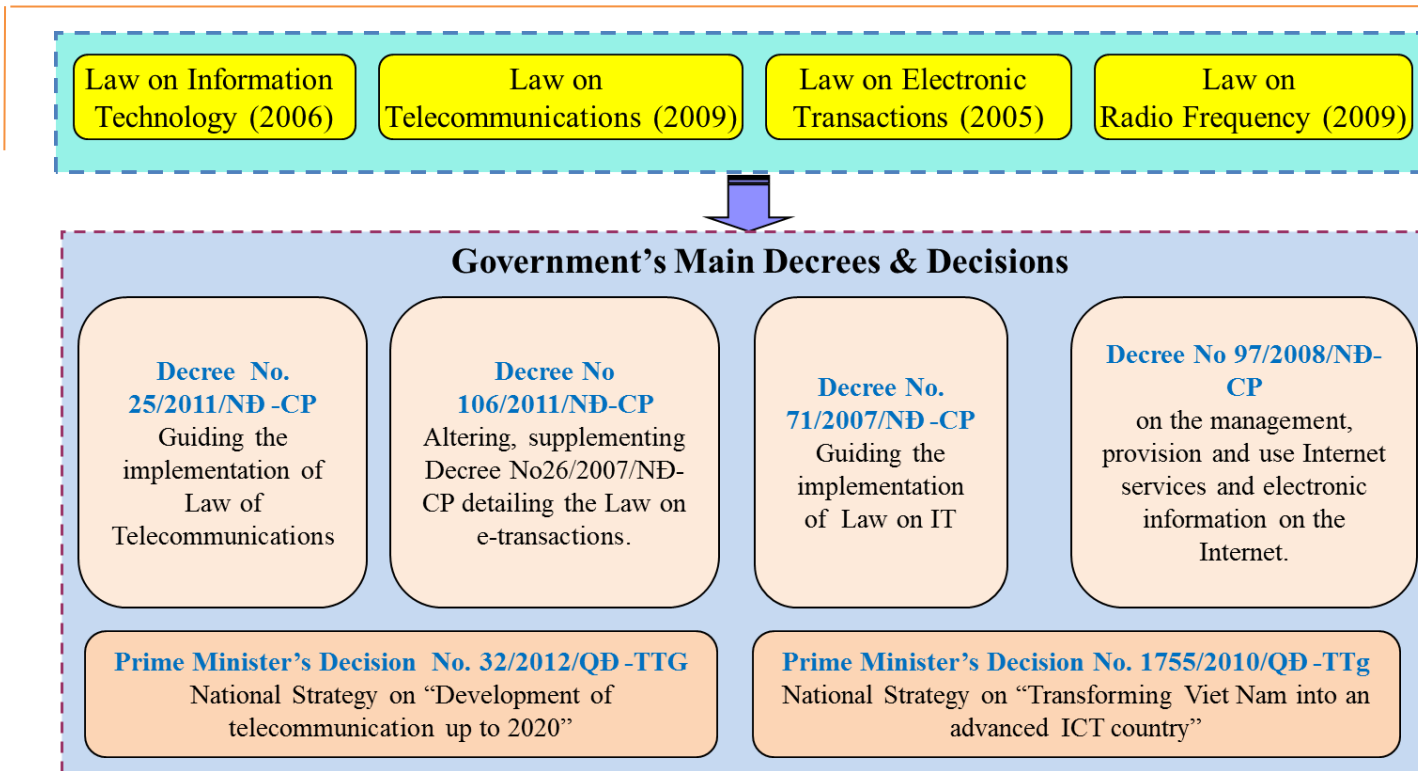


1	Number of fixed telephone Subs.	6 million
2	Number of mobile phone Subs. - 3G Subs - GSM Subs	120.6 million 36.3 million 84.3 million
3	Mobile penetration (population)	132 %
4	Number of mobile operators: (MobiFone, Vinaphone, Viettel, Vietnamobile, GMobile)	5
5	Number of 3G mobile operators: VinaPhone, MobiFone, Viettel, Vietnamobile	4
6	Number of fixed operators: VNPT, Viettel, FPT, VTC, CMC, Hanoi Telecom, G-Tel	7

*[\(MIC source, Oct 2015\)](#)*

## Telecom and Internet Market Statistics

7	Telecom Services for Sea Area	01 operator ( VISHIPEL)
8	Internet services providers	80 (50 in operation)
9	Total number of internet Users	36 million
10	Number of registered “.vn” domain name	340,000
11	Number of Internet Broadband Subs.	9.9 million
12	Number of fixed Internet Broadband Subs.	7.3 million
13	Number of mobile Internet Broadband Subs.	2.6 million





## I. Law on Network Information Security: approval in 11/2015.

### Key elements:

1. Promote the training and development of human resources and build –up information security infrastructure.
2. Encourage research, development and application techniques and technologies to support exports, to expand the market for products and services in information security field.
3. Ensure a healthy competitive environment to business in the product and services information security field, encourage and create favorable conditions for organizations and individuals to invest in research, developing and supplying products and services of information security field.
4. Allocate resources to ensure the safety of national information security systems and the Government's systems in order to promote the development of ICT.

## II. Draft admenment Law on Press: in processing.

## Overview of OTT services

Over-the-top (OTT) refers to delivery of content or services over Internet access network:

- + bypassing the traditional network service provider/ISP.

- + competing with services offered by the telecom operators, and/or

- + affecting to quality of networks and services



## A lot of international Providers



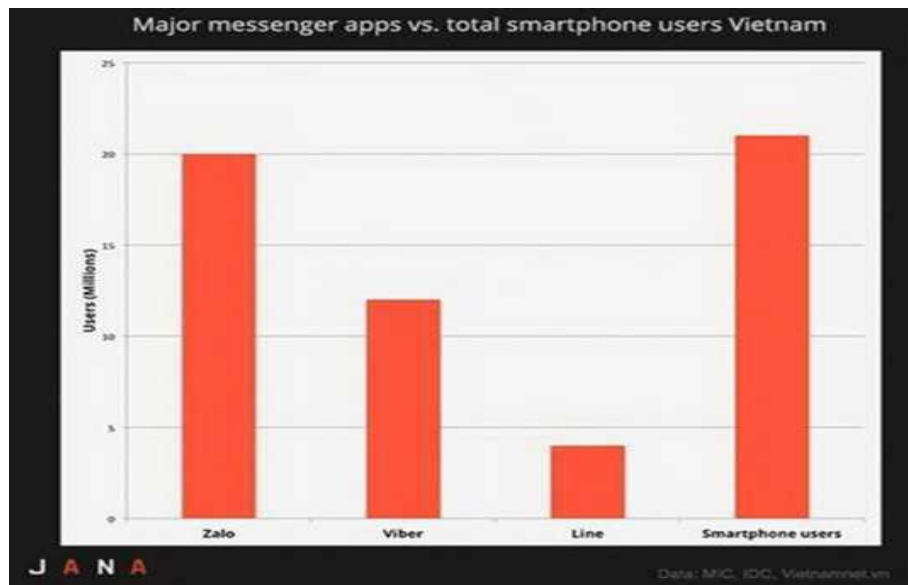
## National Providers



**Services: Message, Voice (VoIP), video/audio contents, linked to social networks,...**

- OTT without Interconnect (Ap-Ap), free of charge: Lines, Zalo, Viber, Skype...
- OTT with Interconnect (Ap- PSTN/PLMN) , Chargeable : Viber-out, Skype-Out; Viettalk out/in; Mocha

# OTT Services in Vietnam



**20.000.000** Zalo

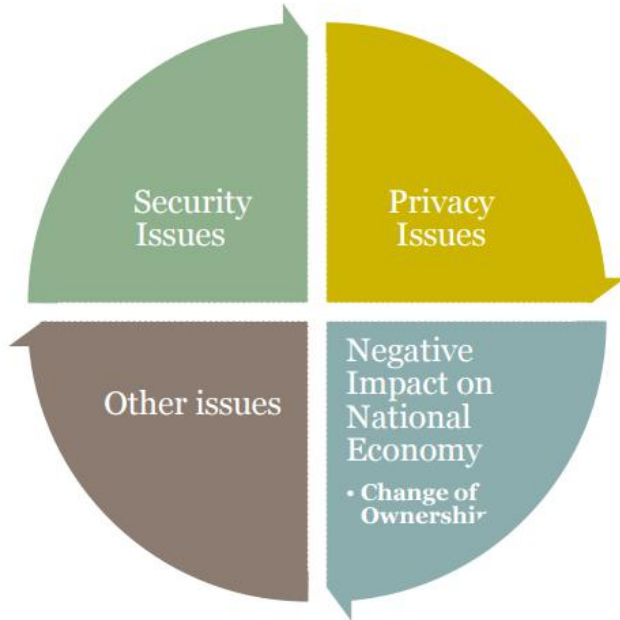
**12.000.000** Viber

**4.000.000** Line

Source: Jana.com research 12/2014

1. Almost free to use (without interconnection services)
2. Global services (no boundary and no interconnection charges)
3. All in one services
4. Require fewer personal information

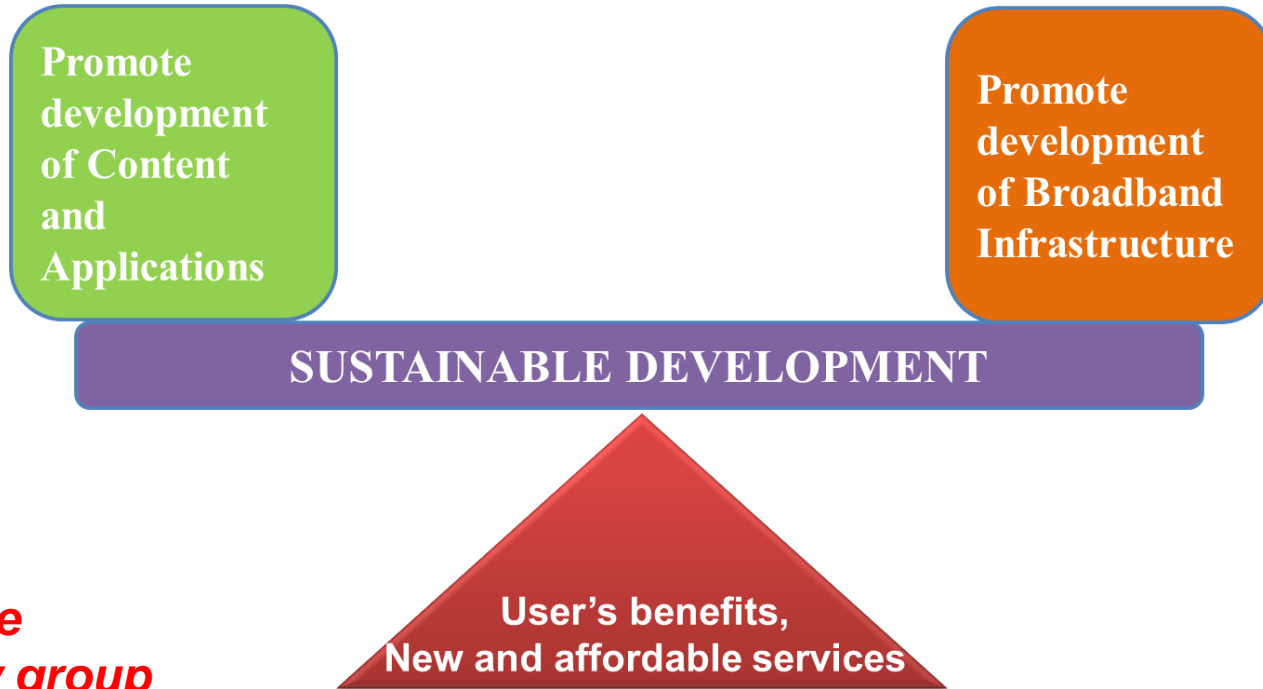




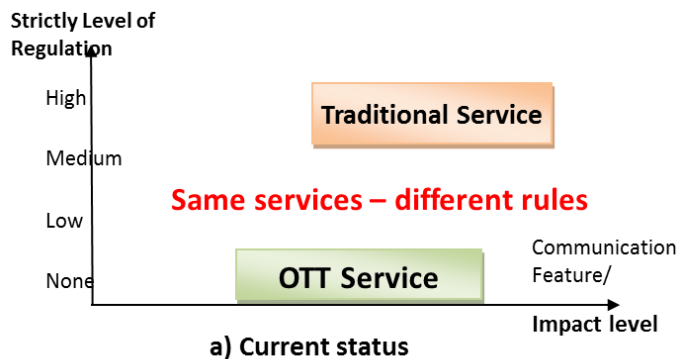
Affect to:

1. Government
2. Customers
3. Local Operators and Providers
4. Market

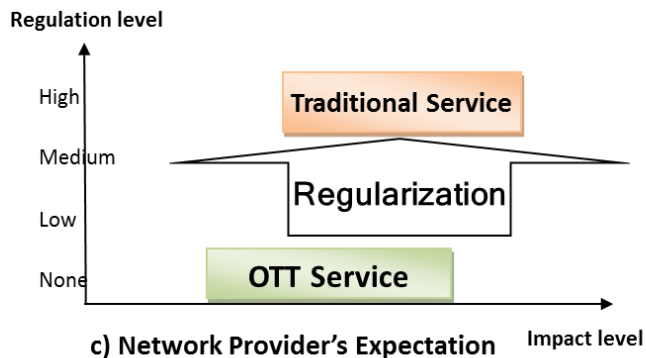




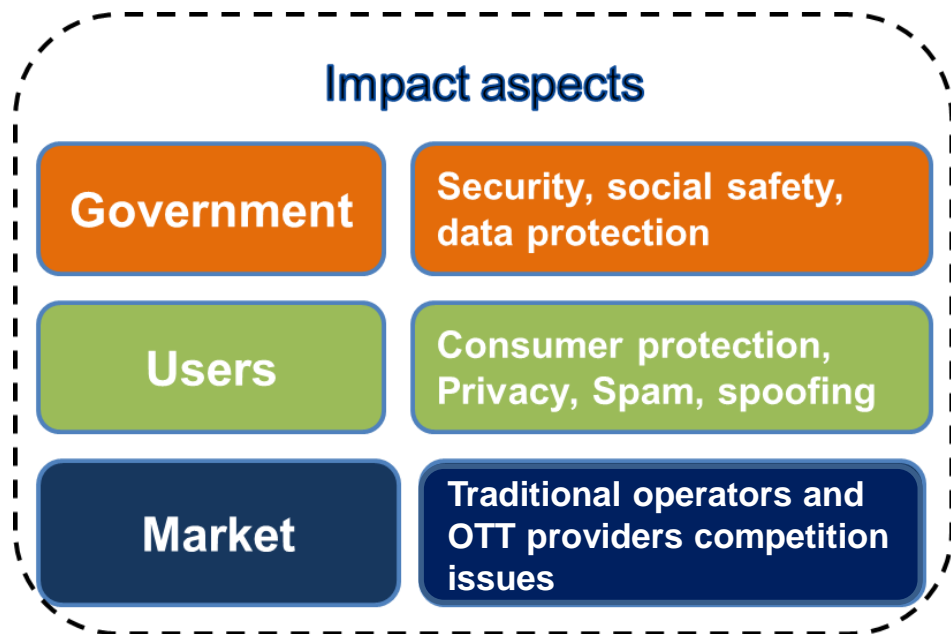
***By the study group***



## Require flexible policy for different impact levels – different rights and obligations







### View on principles of regulation

1. Different impact levels– different rights and obligations
2. ICT market should have affordable services
3. Transparency and Publicity: OTTs and ISPs
4. Promote OTT services
5. Protect user's benefits and market's competition

### Conclusions

- ✓ OTT services development is future trend;
- ✓ Telecoms operators and OTT providers should cooperate to offer affordable rich-feature services to users;
- ✓ Market-oriented regulatory approach to promote both Content/applications and Infrastructure developments;



THANK YOU FOR  
YOUR KIND ATTENTION!

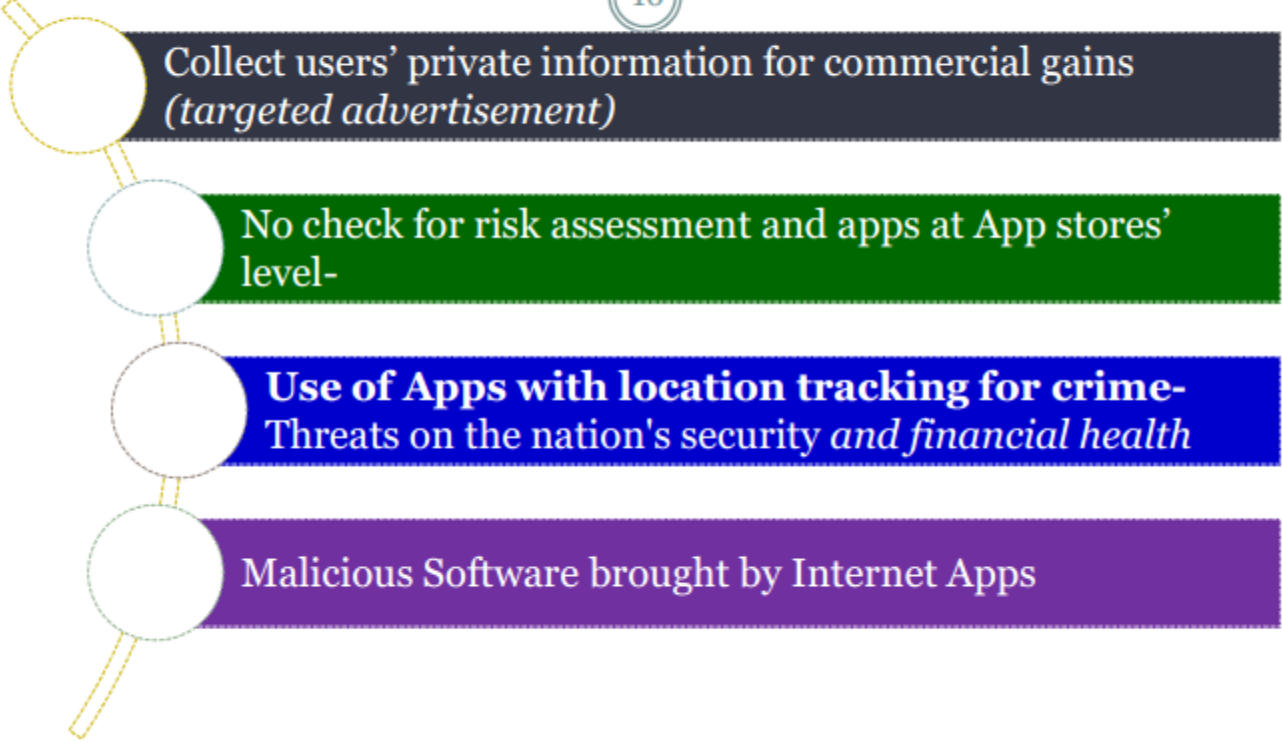
# Security Issues

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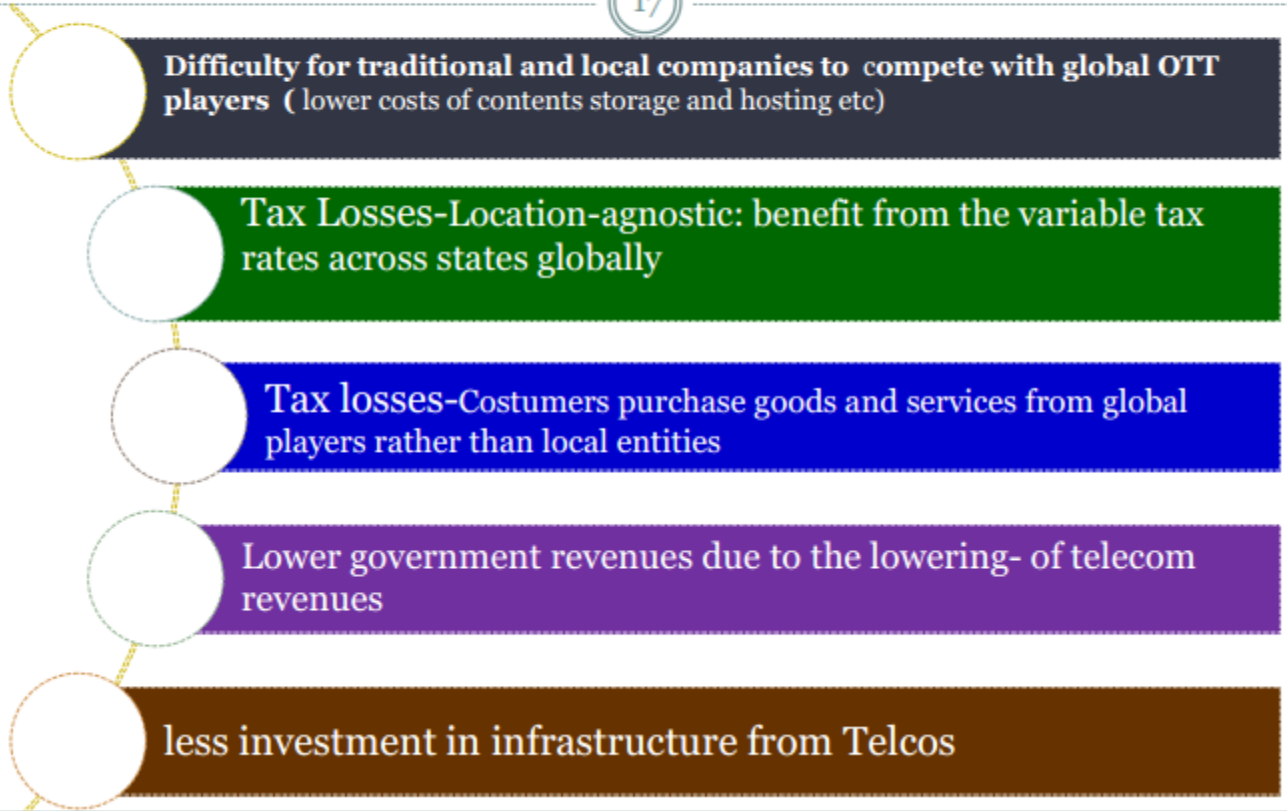
## Privacy Issues

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## Impact on National Economy

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Affect to:

1. Government: making policy; ensure the information security; ensure development and competition of ICT market.
2. Customers: personal information is used illegally; followed by position tracks;...
3. Local Operators and Providers: revenue lossness; competition by huge international providers;...
4. Market: competition issues