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PERU: ATTRACTIVE INVESTMENT OPPORTUNITY IN RADIOELECTRIC SPECTRUM BANDS

AWS-3 and 2.3 GHz BANDS



PERÚ

Ministerio
de Economía y Finanzas



ProlInversión

Private Investment Promotion Agency - Peru



BICENTENARIO
PERÚ 2021

Commissioned by the Ministry of Transport and Communications, PROINVERSIÓN is currently conducting a Special Public Bidding for the concession of two radioelectric spectrum bands under the form of Projects in Assets:

- AWS-3 band: “1,750 - 1,780 MHz and 2,150 - 2,180 MHz bands.” A 30 + 30 MHz block will be bid, and
- 2.3GHz band “2,300 - 2,330 MHz band”. A 30 MHz block will be bid.

The execution of these projects will allow to increase the capacity and quality of 4G mobile services in the most densely-populated areas of the community, as well as to promote infrastructure investment in communities with no current mobile coverage, reducing the telecommunications gap, and allowing to improve the quality of 4G mobile service, allowing the expected significant growth in data traffic.

Benefits for communities where no mobile telephone or internet are not available



+ 300,000
new beneficiaries in rural areas



Access

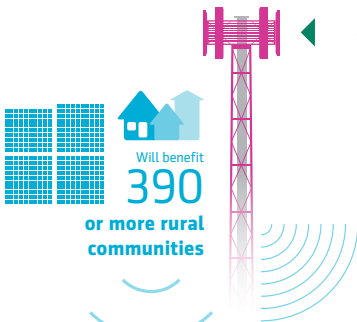
to information and improvement of the quality of communications. Provision of distance education and telehealth services which are vital for citizens.



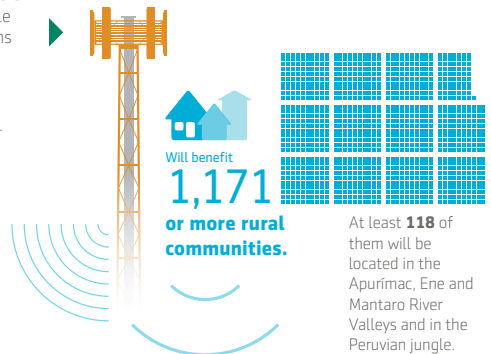
INVESTMENT COMMITMENTS IN RURAL AREAS






The successful bidders will deploy a mobile telecommunications network for rural communities throughout the Peruvian territory.



2.3 GHz
BANDA





AWS-3
BANDA



ELEMENT	DESCRIPTION
 <p>GRANTOR</p>	<p>Ministry of Transport and Communications (MTC).</p>
 <p>SCOPE</p>	<p>The execution of Projects consisting of the exploitation of two Radioelectric Spectrum Bands will allow to expand and improve access to 4G mobile services (telephone and internet) in urban and rural areas in Peru.</p>
 <p>FORM OF PARTICIPATION</p>	<p>Both Bands are granted for private investment participation under the modality of Projects in Assets (PA) as a Single Concession Contract.</p> <p>This modality involves a State asset (radioelectric spectrum). Therefore, no public resources are committed and no risks to the State are transferred.</p>
 <p>AREA OF INFLUENCE</p>	<p>The concession of both bands is nationwide.</p>
 <p>CONCESSION TERM</p>	<p>The concession term for both bands is 20 years.</p> <p>The expected term for the deployment of the Mandatory Investment Commitments is the first two years of the concession.</p>

ELEMENT	DESCRIPTION
 <p data-bbox="209 1070 417 1174">MANDATORY INVESTMENT COMMITMENTS</p>	<p data-bbox="508 312 709 342">AWS-3 Banda:</p> <p data-bbox="508 351 999 421">Implementation of 4G Mobile Access Network for at least:</p> <ul data-bbox="508 433 1061 539" style="list-style-type: none"> <li data-bbox="508 433 1061 494">• 510 Communities of Cajamarca, Piura and Tumbes. <li data-bbox="508 508 971 539">• 543 Communities around Peru. <p data-bbox="508 551 1025 621">Connectivity for VRAEM valley and the Peruvian jungle for at least:</p> <ul data-bbox="508 632 1099 739" style="list-style-type: none"> <li data-bbox="508 632 1099 739">• 118 communities. For at least 37 of the regions of Loreto (26), Madre de Dios (4) and Ucayali (7). <p data-bbox="508 750 722 780">2.3 GHz Banda:</p> <p data-bbox="508 789 999 859">Implementation of 4G Mobile Access Network for at least:</p> <ul data-bbox="508 870 1031 977" style="list-style-type: none"> <li data-bbox="508 870 1031 932">• 156 Communities of Cajamarca and Piura. <li data-bbox="508 945 971 977">• 234 Communities around Perú. <p data-bbox="508 988 834 1018">General characteristics:</p> <ul data-bbox="508 1029 1099 1787" style="list-style-type: none"> <li data-bbox="508 1029 1099 1174">• Design, implementation, operation and maintenance of 4G mobile access networks, using 4G LTE-A technology or higher. <li data-bbox="508 1186 1099 1331">• At least 60% of the number of communities must be covered in the first concession year. The remaining balance may be implemented in the second year. <li data-bbox="508 1342 1048 1403">• Beneficiary communities do not have any type of mobile coverage to date. <li data-bbox="508 1415 1079 1476">• The minimum speed required is 6 Mbps for download and 1 Mbps for upload. <li data-bbox="508 1487 1099 1787">• For the commitment “Connectivity for the VRAEM and the Peruvian jungle,” the following disruptive technological solutions may be implemented: (i) GEO HTS and N-GEO satellite solutions, (ii) High Altitude Platforms (HAPS) and (iii) Low Altitude Platforms (LAPS) of the Tethered Balloon type.
 <p data-bbox="209 2013 417 2084">MECHANISM OF AWARDING</p>	<p data-bbox="508 1873 1092 2093">The Bands will be awarded, in each case, to the bidder who obtains the highest score based on its bid, expressed in the Mandatory Investment Commitments, for a greater number of additional communities to be implemented in the shortest term.</p>

ELEMENT	DESCRIPTION
 <p data-bbox="224 471 404 539">BENEFICIARY POPULATION</p>	<p data-bbox="507 335 1074 517">The implementation of the Mandatory Investment Commitments will benefit at least 300,000 inhabitants in rural areas with 4G mobile services (telephone and internet).</p>
 <p data-bbox="216 1356 409 1388">COMPONENTS</p>	<p data-bbox="507 630 795 662">Legal Requirements:</p> <ul data-bbox="507 684 1099 911" style="list-style-type: none"> • Be a legal entity or a consortium. • Acquire the Right of Participation. • Grant and submit a power of attorney of the Legal Representative. • Submit the Affidavit forms. <p data-bbox="507 934 850 966">Technical Requirements:</p> <ul data-bbox="507 988 1094 1351" style="list-style-type: none"> • At least 5 years of experience as an operator of Public Telecommunications Services in Peru and/or abroad with LTE technology (or any of its versions). • Title or concession for the provision of Public Telecommunications Services in Peru or abroad. • A minimum level of 3 million mobile subscribers in Peru or abroad. <p data-bbox="507 1374 847 1406">Financial Requirements:</p> <p data-bbox="507 1428 710 1460">AWS-3 Banda:</p> <ul data-bbox="507 1483 1105 1642" style="list-style-type: none"> • Minimum level of US\$ 175 million in Fixed Assets, and • Minimum level of US\$ 110 million in Net Equity <p data-bbox="507 1664 721 1696">2.3 GHz Banda:</p> <ul data-bbox="507 1719 1087 1877" style="list-style-type: none"> • Minimum level of US\$ 55 million in Fixed Assets, and • Minimum level of US\$ 35 million in Net Equity

SCHEDULE

Call for bids: May 14, 2021

July	August	September
<p>Closure of inquiries to the Bidding Terms and Suggestions to the Contract</p> <p>Up to July 2</p>	<p>Publication of Responses</p> <p>Up to August 3</p> <p>Deadline for the Submission of Envelopes No. 1</p> <p>Up to August 13</p> <p>Publication of the Final Version of the Contract</p> <p>Up to August 24</p>	<p>Submission of Envelopes No. 2 and 3, Opening of Envelopes No. 2</p> <p>September 22</p> <p>Opening of Envelopes No. 3 and Awarding of the Successful Bid</p> <p>September 29</p>



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