



Virtual Network Operators in India Join to Build a US\$ 4 Billion Industry

NEW DELHI, September 19, 2016

Virtual Network Operators Association of India (VNOAI) has been incorporated with the objective of promoting activities geared towards the development of Virtual Network Operators industry, US\$ 4 billion business opportunity in India. The core members of the association have been envisioned to be Licensed VNOs and other entities participating in the Indian VNO ecosystem could become associate members.

"Government's decision to issue VNO Licenses opens up an opportunity to leverage digital financial inclusion initiatives using Jan Dhan, Aadhaar and Mobile Services to offer differentiated services in the last mile to take data, communication and financial inclusion deeper and wider across rural and urban landscape of the country. Oxigen, being a leading player in the digital payments and financial inclusion, with its reach of 2,00,000 access points and 150 million BOP customers, is keen to participate in the VNO space," said **Pramod Saxena, Oxigen Services, Chairman & Managing Director**, while joining VNOAI as a member.

"Lycamobile is established as a VNO in 21 countries and we are tremendously excited by the potential of India, one of the fastest growing telecom markets across the world. A key sector association, such as VNOAI, would draw from the VNO Industry learnings globally, particularly from Europe, to help define the India marketplace in its formative phase," said **Christopher Tooley, Chief Executive Officer, Lycamobile**.

As VNOAI has been established as a member driven, not for profit entity, the association will be overseen by a governing council comprising of core members from the VNO industry. The council will be formed through a combination of election and nomination for a fixed tenure as defined by the constitution.

"Since the launch of VNOAI, we are enthused with the quantum of interest shown and applications received from multiple industry participants. We are excited with the prospects of active engagement from all stakeholders in the VNO sector," said **Mohan Kumar Sundaram, Co-Founder and Chairman VNOAI**.

The key areas VNOAI is currently focusing to facilitate VNO member entry to the market are License guidelines, Telecommunication Tariff Order, Spectrum Usage Charges (SUC), License Fees, Legal Interception, e-CAF, SIM cards, Mobile Number Portability, Infrastructure and Investments.

VNOAI is one of the sponsors for 'India Telecom 2016', an annual conference organized by Department of Telecom, Ministry of Communications & FICCI. This event is scheduled to be held at New Delhi and on November 1-2, 2016.

About Virtual Network Operators Association of India (VNOAI)

The Virtual Network Operators Association of India (VNOAI) offers the convergence of Virtual Network Operators (VNOs) and VNO industry participants to build a healthy ecosystem that facilitates the growth of a thriving VNO industry in India.

Virtual Network Operators Association of India

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The member-driven association strives to initiate and promote activities that contribute to the development of VNOs in India. With the many legal, technology, regulatory and network operator challenges prevalent among the growing VNO sector in India, VNOAI has been created to give VNOs in India a united and stronger voice in the evolving mobile landscape. Furthermore, the association does not just serve as a platform to represent the interests of VNOs in India but also addresses their challenges in collaboration with regulatory authorities, network operators and all stakeholders.

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