

Company	Operating Area	Number of Lines
CTC	Entire country	1,674,365
CNT (VTR)	Regions X, XI and recently V, VIII, IX and Santiago	75,000
Telcoy (VTR)	Region XII	10,000
CMET	Santiago, IV, V, VI and later VIII	60,000
Manquehue	Santiago	25,000
Telefonia Andina	Santiago	-
Entel Telefonía Local (Entel)	Santiago	3,500

### **2.1.7 Market Opportunities**

Unless a company is prepared to make a very large investment to enter the telephone market, the sector offering the largest number of opportunities for Canadian companies is rural telephone service. There is a huge difference in the ratio of phones to population between the regions and the urban centres. Canadian companies could take advantage of this situation by setting up in the regions with a severe shortage of telephone lines, especially since they could benefit from the Subtel telecommunications development fund which is intended to develop telephone services in rural areas and will operate for a further three years.

#### **Services:**

- network installation, design and planning;
- network digitization;
- development project engineering;
- planning and design consulting and training services for managers and firms;

#### **Products:**

- public telephones and telephone central offices;
- telephone sets and cables;
- call management and transfer devices and systems;
- switching and voice and data transmission improvement equipment;