

Bouygues Telecom Enterprises and Telefonica expand their partnership to create a compelling joint proposition to address the French Multinational market segment.

Bouygues Telecom Enterprises and Telefonica Global Solutions are pleased to expand their strategic agreement to strengthen their collaboration in the important French MNC market. This is a further step into the close collaboration between both companies since Bouygues Telecom Enterprises joined the “Telefonica Partners Program”.

Through this agreement, the objective of the two operators is to address the requirements of multinational companies and leverage the French MNC market opportunities **through a joint commercial approach in France.**

French companies operating abroad as well as multinational companies operating in France will be able to take advantage of **customised business communication solutions** (mobile, fixed, data, collaboration suite & enhanced digital services etc.).

MNCs will benefit from Telefonica's global footprint, with a presence in over 40 countries and commercial roaming agreements or MPLS services in more than 170 countries. This agreement will also allow French companies to benefit from the comprehensive range of services available from Telefonica.

Importantly, companies operating in France will benefit from Bouygues Telecom's 4G network, the largest in France, which covers over 63% of the population and 70% of French companies with more than 10 employees.

For **Richard Viel, Deputy COO of Bouygues Telecom:** "For over a year, we have expanded our commercial cooperation with Telefonica which has enabled us to win excellent references together. The strengthening of this alliance reflects this opportunity and the performance of Bouygues Telecom Enterprises in terms of the quality of its solutions and the performance of its mobile network."

For **Jose Luis Gamo, CEO of the Multinationals Business Unit, Telefonica Global Solutions:** "We are pleased with this agreement, which aims at leveraging our mutual expertise and infrastructure in complementary markets and enables the delivery of an enhanced customer experience. For Telefonica, this partnership reflects the strategic nature of the French market for large multi-national companies (MNCs). We think the joint commercial approach will be compelling for our customers. This cooperation derives from our Partners' program."

About Bouygues Telecom Entreprises

Since 1997, Bouygues Telecom has a dedicated activity for businesses and professionals. Creator of the first fixed - mobile convergence offer for businesses and the first unlimited 24/7 offer, Bouygues Telecom Entreprises proposes communication solutions: Fixed, Mobile, Internet, Networks and Cloud, and offers "Machine to Machine" solutions in the most varied fields such as energy , transportation and security. Bouygues Telecom has the confidence of 1,500,000 professionals and businesses throughout France including Air France, La Poste, Total, Lafarge, etc.

Thanks to its fixed national IP fibre network and mobile network covering 99 % of the population in 2G, 96% in 3G and 60% in H+, businesses benefit from excellent coverage and high bandwidth. Bouygues Telecom also has a national 4G network with 63% of the French population covered in more than 2,100 4G cities. Present in Paris and regions, the 900 collaborators of Bouygues Telecom Entreprises help their clients in the selection, installation and monitoring of their telecom and IT solutions. They rely on more than 70 authorised Bouygues Telecom distributors on the whole territory.

About Telefonica

Telefonica is one of the largest telecommunications companies in the world in terms of market capitalisation and number of customers. From its consolidated position in the sector, and with telephony fixed and mobile broadband as key areas that support future growth, the company focuses its strategy on securing its leadership in the digital world. Present in 24 countries and with a customer base of more than 320 million customers, Telefonica has a strong presence in Europe and Latin America, important industrial alliances and a leading global scale which positions the company to capture growth opportunities. Telefonica is a fully publicly traded company with more than 1.5 million direct stakeholders and its ordinary shares are traded in various stock markets, including London and New York among others.

Telefonica Global Solutions manages globally the multinational, wholesale and roaming business within the Telefonica Group. Global Solutions delivers integrated fixed, mobile and IT services to some of the world's top multinationals and corporations. It also provides global telecommunication services for fixed and mobile carriers, ISPs and content providers. Telefonica Global Solutions develops an integrated and competitive portfolio for carriers and corporations that include international voice, IP, bandwidth capacity, satellite services, mobility and global solutions, with service reach in more than 170 countries.

Global Solutions is a multicultural organisation, with more than 1,400 employees, working in over 40 countries and speaking more than 15 languages.

- www.telefonica.com
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