

Bouygues Telecom and SFR conclude a strategic agreement to share a part of their mobile access networks

Bouygues Telecom and SFR have just signed an agreement to share a part of their mobile access networks, following a period of negotiations that started in July 2013.

This agreement will enable both operators to provide their respective customers better coverage outside and inside buildings as well as better quality of service by optimising their shared network coverage.

Accordingly, Bouygues Telecom and SFR are to roll out a new, shared network in an area covering 57% of the French population (France excluding its 32 biggest urban areas of more than 200,000 inhabitants and blind spots). The agreement will enable the two operators to improve their mobile coverage and generate significant savings.

There are two parts to this agreement:

- on the one hand, the companies will create a dedicated joint venture to manage the shared base station assets;
- on the other, they will enter into a RAN-sharing agreement covering 2G, 3G and 4G services in the shared area mentioned above.

Each operator will retain its own innovation capacity, as well as complete commercial and pricing independence, and will carry on offering distinctive services thanks to continued control over their network backbone and frequencies.

This agreement between Bouygues Telecom and SFR to share a part of their mobile networks is along the lines of many other similar arrangements already existing in other European countries.

It will take effect upon signature and the shared network is expected to be completed by the end of 2017.

This agreement, which is based on mutual trust between the two operators, is designed to enable both Bouygues Telecom and SFR to meet the twin challenges of surging demand for mobile Internet services and of investing in very-high-speed networks.

About Bouygues Telecom - www.bouyguetelecom.fr

As a full-service electronic communications operator (mobile, fixed, TV, Internet and cloud), Bouygues Telecom stands out for its innovative products and services serving its 11.1 million mobile and 1.9 million fixed broadband customers, which include more than 1.5 million business and corporate clients. In July 2011, Bouygues Telecom invented B&YOU, the first Sim-Only/Web-Only service, which now has more than 1.6 million subscribers. In June 2012, Bouygues Telecom launched the Bbox Sensation gateway, packed with the most innovative technologies on the market to transform the digital home experience, and, in November 2013, it launched a new B&YOU double-play service "la Box Internet", which widens access to fixed broadband even further. Our mobile network covers 99% of the population with 2G, 96% with 3G+ (up to 7.2 Mbit/s) and 60% with H+ (up to 42 Mbit/s). Bouygues Telecom now also operates a nationwide 4G network covering 63% of the population, meaning that 40 million people around France can now use very-high-speed mobile Internet in more than 2,100 4G towns and cities. Each day, more than 9,000 employees develop solutions aligned with changing customer needs. 2,000 customer relations advisers in six call centres in France and our 2,500 sales advisers in our network of stores ensure optimum customer service on a daily basis.

About SFR - groupe.sfr.fr

With revenues of more than €11 billion in 2012, SFR is the second largest telecommunications operator in France. As a global operator, SFR responds to the needs of all its customers, whether members of the general public, professionals, businesses, local authorities or operators, providing mobile, fixed, internet and television services. As the owner of its infrastructures and with more than €1.5 billion annual investments, SFR is equipped with the most complete network, and

is actively deploying very high speed fixed and mobile broadband in order to facilitate future use of its services. SFR was the first to provide 4G in France to the general public and businesses in 2012. Its consumer offers are among the best in the marketplace, both for fixed services, with its Evolution box and for the mobile segment, whether with its “Formules Carrées” full-service offers or with low cost offers called Red. SFR is an expert for solutions in the fields of unified communications, Machine-to-Machine and cloud computing for businesses. At end-September 2013, SFR had more than 21 million mobile customers, including nearly 18 million subscribers, and more than 5 million high-speed home Internet subscribers. SFR is a fully-owned subsidiary of Vivendi and has around 10,000 employees.



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