



Press release: 14 July 2016 at 8.00 CET

Eltel's mobile communication business strengthens its position in the German market in a new frame agreement with Huawei

Since almost ten years Eltel has been a trusted partner for Huawei in several of its European markets. Eltel has now signed a new three-year frame agreement with Huawei to implement LTE and modernisation roll-outs with a German mobile operator. The contract period starts in July 2016 and will run until the summer of 2019.

Huawei and Eltel have signed a new frame agreement consisting of implementation and integration of an LTE network for one of the leading German mobile operators. The services also comprise civil works, project management and project coordination. The planned volume of the contract covers several hundred sites annually and the implementation will take place in the Southern regions of Germany.

Dariusz Reza, President - Eltel Mobile Communication comments:

"We are happy to continue our successful and long-term partnership with Huawei. In 2015 Eltel was awarded "Best Supplier" by Huawei in Germany. This contract will further strengthen our position as a trusted partner for Huawei in rolling out and modernizing the mobile network for yet another leading mobile operator in Germany. Eltel is now delivering modern mobile infrastructures for all three main mobile operators in Germany. Eltel will have a significant share of this project with Huawei and it emphasizes the joint market power that we are delivering not only in Germany but in Europe altogether".

For further information:

Ingela Ulfves
VP – IR and Group Communications
Tel: +358 40 311 3009,
ingela.ulfves@eltelnetworks.com

Hannu Tynkkynen
Director – External Communications and Sustainability
Tel: +358 40 311 4503,
hannu.tynkkynen@eltelnetworks.com

About Eltel

Eltel is a leading European provider of technical services for critical infrastructure networks – Infranets – in the segments of Power, Communication and Transport & Security, with operations throughout the Nordic and Baltic regions, Poland, Germany, the United Kingdom and Africa. Eltel provides a broad and integrated range of services, spanning from maintenance and upgrade services to project deliveries. Eltel has a diverse contract portfolio and a loyal and growing customer base of large network owners. In 2015 Eltel net sales amounted to EUR 1,255 million. The current number of employees is approximately 9,600. Since February 2015, Eltel AB is listed on Nasdaq Stockholm.

Eltel AB

Box 50, Laddaregatan 8, FI-02611 Esbo, Finland
Box 126 23, Adolfsbergsvägen 13, SE-112 92 Stockholm, Sweden
info@eltelnetworks.com | www.eltelnetworks.com