



PRESS RELEASE
JANUARY 30, 2012

MTN EXTENDS MANAGED SERVICES PARTNERSHIP WITH ERICSSON

- MTN renews Ericsson as managed services partner in Ghana
- Illustrates MTN's ongoing efforts to enhance the experience for over 10 million subscribers in Ghana
- The deal covers network operations, field maintenance and optimization

MTN a leading telecommunications company with a presence in 21 countries in Africa and the Middle East today, announced the extension of its managed services agreement with Ericsson (NASDAQ: ERIC) for its Ghana operations. With 49% market share, MTN is the premier operator in Ghana which is one of Africa's fastest growing markets. In 2011, it grew by around 18% in the country to serve over 10 million subscribers.

This announcement marks the extension of the first managed services contract between Ericsson and MTN, originally signed in 2009 in connection to the rollout of MTN's 3G network in Ghana. Under the extension, Ericsson is responsible for network operations, field maintenance and optimization.

Jon Hoffmann, Chief Technical officer, MTN Ghana said, "Our first two years together achieved the results we were hoping for: we could focus on subscriber growth, and Ericsson delivered network reliability and efficiencies."

MTN will retain full ownership of the network and responsibility for its strategic direction, while Ericsson will manage the network operations, optimization and field maintenance for MTN's 3G sites.

"MTN and Ericsson collaborate in many areas across this and other regions for several years now and in Ghana we are especially pleased to have been part of the journey towards 10 million subscribers," says Valter D'Avino, Head of Managed Services Ericsson. "With Ericsson continuing to run the operations of the network, MTN will be able to dedicate even more time and focus on delivering innovative products and services relevant to the needs of their customers."

Globally Ericsson has signed more than 300 managed services contracts in more than 100 countries. Ericsson manages networks on behalf of operators that serve over 900 million subscribers worldwide. By teaming up with Ericsson, operators can strengthen their competitive edge through improved network availability and capacity, while reducing their operating costs. This, in turn, increases market growth for mobile services, which helps improve the quality of services and the end-user experience.

NOTES TO EDITORS:

Ericsson Global Services – [strengthening operator competitiveness](#)

Ericsson Managed Services – [managing networks, managing change](#)

Ericsson Service Delivery – [global scale, local reach](#)

Ericsson is the world's leading provider of technology and services to telecom operators. Ericsson is the leader in 2G, 3G and 4G mobile technologies, and provides support for networks with over 2 billion subscribers and has the leading position in managed services. The company's portfolio comprises



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mobile and fixed network infrastructure, telecom services, software, broadband and multimedia solutions for operators, enterprises and the media industry. The Sony Ericsson and ST-Ericsson joint ventures provide consumers with feature-rich personal mobile devices.

Ericsson is advancing its vision of being the “prime driver in an all-communicating world” through innovation, technology, and sustainable business solutions. Working in 180 countries, more than 90,000 employees generated revenue of SEK 203.3 billion (USD 28.2 billion) in 2010. Founded in 1876 with the headquarters in Stockholm, Sweden, Ericsson is listed on NASDAQOMX, Stockholm and NASDAQ New York.

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