

# Press Release



## Telenet and Mobistar extend the Full MVNO contract by five years

Brussels / Mechelen, 2 May 2012 – **Mobistar and Telenet today announced the extension of their strategic partnership. Both parties will continue the Full MVNO (Mobile Virtual Network Operator) agreement until 2017. With this contract, Telenet can expand their offer for mobile voice and data further by making use of Mobistar's mobile network. Through a partnership with Telenet, Tecteo (VOO) will also be able to make use of this Full MVNO agreement to provide mobile services for their permanent clients.**

Mobistar announced its first MVNO agreement with Telenet in February 2006. This was a strategic option that, on the one hand, gave Mobistar the opportunity to reach specific segments, and thereby increasing its market share in a competitive environment, while enabling Telenet to offer mobile telephony to its clients as an additional service on the other. In 2009, Telenet was again looking for a partner for the continuation of its mobile business, and the agreement with Mobistar was expanded into a Full MVNO. Today, Mobistar and Telenet have reconfirmed the success of this Full MVNO agreement, and both parties are announcing the extension of their partnership agreement until 2017. Moreover, Tecteo (VOO) – through Telenet – will also use this new agreement from now on, whereby this new partnership receives a national character.

Jean Marc Harion, CEO of Mobistar: *«We particularly welcome this new step in our partnership with Telenet, which has proven to be very successful since its inception in 2006. Thanks to this Full MVNO agreement between our two companies, Telenet's mobile clients will continue to have access to the Mobistar high-performance mobile network, whether in 2G, 3G or soon in 4G. We are also very excited at the prospect of soon welcoming Tecteo, thanks to this agreement with Telenet. This new partnership between Mobistar and Telenet once again demonstrates the complementary nature of Mobistar with regard to the cable companies.»*

Duco Sickinghe, CEO Telenet: *"We are pleased to extend our strategic partnership with Mobistar. This will allow us to offer our clients even better and even more competitive rates. This Full MVNO agreement provides us with access to Mobistar's quality voice and mobile data network. Thanks to this contract, we are now ready for the mobile Internet future, today with 3G and tomorrow with 4G. We are strengthening our strategic position in the mobile market and are confirming the successful cooperation with Mobistar."*

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## **About Telenet:**

Telenet is a leading provider of broadband cable services in Belgium. Telenet provides cable television, high speed internet and telecom services, primarily to residential customers in Flanders and Brussels. Telenet also provides services for companies in Belgium and Luxembourg. Telenet is listed on the Euronext Brussels stock exchange under the ticker symbol TNET. For more information, please visit: [www.telenet.be](http://www.telenet.be)

## **About Mobistar**

Mobistar (EURONEXT BRUSSELS: MOBB), one of the main players on the Belgian and Luxembourg telecommunications market, is active in mobile voice and data traffic, as well as landline telephony, ADSL, TV and other markets with high growth potential. The company develops innovative products and services for the residential and professional markets. Mobistar is quoted on the Brussels Stock Exchange and is part of the France Telecom group.