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PRESS RELEASE

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## **Nokia extends its 5-year Managed Services contract with Hutchison Essar Limited in India**

### **Nokia now manages 19 of Hutchison Essar's 23 circles; Over 200 more staff to transfer to Nokia**

Nokia Connection 2006, Singapore – Nokia and leading Indian operator Hutchison Essar have deepened their managed services cooperation, with Nokia to take over network operations in 10 new circles. The contract, which extends a 5-year managed services agreement announced in January, means Nokia supplies managed services and GSM network equipment in 19 of Hutchison Essar's 23 circles, making it the clear vendor of choice for the operator.

Nokia will provide an array of solutions from its extensive business solutions portfolio, including network operations, configuration and optimization of both its own equipment and equipment from other vendors, and maintenance. Nokia welcomes over 200 Hutchison Essar staff into its Services business unit, bringing the total to over 800 since the start of the year.

"Having Nokia, a leader in managed services, run our network has proven to be extremely advantageous for us, so it's only natural that we are now extending the contract to cover additional circles. This way, we are able to free additional resources for what is required by the intense growth in the Indian market," says Asim Ghosh, Managing Director, Hutchison Essar Limited.

"The expansion in the operation of Hutchison Essar's network deepens already strong ties between the two companies," says Jorg Erlemeier, General Manager, Networks, Nokia. "Nokia services can help Hutchison Essar take full advantage of the growing Indian mobile market by helping improve operational efficiency."

The extension will see Nokia run Hutchison Essar's network operations in 10 circles, which include 3 existing circles in Maharashtra, Kerala, Tamil Nadu and seven Greenfield circles in Jammu and Kashmir, Himachal Pradesh, Madhya Pradesh, Bihar, Orissa, Assam and North East. Hutchison Essar's network will be run from Nokia's new Networks Solutions Center in India.

Nokia's Managed Services business is a key part of its Services business unit, and a core part of the company's drive to help operators enhance their service offerings and reduce costs. To date Nokia has 39 managed services contracts in 30 countries, and it expects this figure to grow in the coming years.

Nokia's operations in India include networks and terminals sales divisions, three Research and Development facilities and a manufacturing facility in Chennai that produces both terminals and GSM infrastructure equipment.

#### **About Hutchison Essar Limited**

Hutchison Essar Limited, with about 13 million\* subscribers after the BPL Mobile Cellular Limited acquisition, is one of the most reputed telecom companies in India. Over the years, it has been named the 'Most Respected Telecom Company', the 'Best Mobile Service in the country', and the 'Most Creative and Most Effective Advertiser of the Year'. \*Figures from Cellular Operators Association of India, 31 December 2005



Nokia Connection 2006

**About Nokia**

Nokia is a world leader in mobile communications, driving the growth and sustainability of the broader mobility industry. Nokia connects people to each other and the information that matters to them with easy-to-use and innovative products like mobile phones, devices and solutions for imaging, games, media and businesses. Nokia provides equipment, solutions and services for network operators and corporations.

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