

# NOTA DE PRENSA

## PRESS RELEASE

### **CK Hutchison and Telefónica join forces to offer digital communications services to global enterprise customers**

- CK Hutchison, through its CKH Innovations Opportunities Development unit (CKH IOD), and Telefonica launch strategic partnership.
- The collaboration allows Telefonica and CKHH's 3 Group Europe to serve large enterprises in their respective footprints and will be initially deployed in Italy through Wind Tre.

**London/Madrid, 4 March 2019.**- CK Hutchison Holdings Limited (CK Hutchison or CKHH), the renowned multinational conglomerate, and Telefónica, one of the largest telecommunications companies in the world, have agreed to join forces to offer fixed, mobile and other digital communications solutions to large enterprises and multinational companies (MNCs) .

The partnership harnesses the two groups' complementary geographic footprints and extensive telecoms customer bases across the world.

Telefónica and CKH IOD have agreed that the focus for joint commercial cooperation will be to serve MNCs and large enterprises in their respective footprints and support them in their digital transformation initiatives. Both groups will leverage their product portfolios and sales teams to enhance their joint capability to provide high-quality solutions in these markets.

As part of the agreement, CKHH's 3 Group Europe will join another 10 operators already in the Telefonica's Partners Program with operations in 65 countries and a total of 1.8bn customers. It will be initially deployed in Italy through Wind Tre, followed by the 3 Group's telecoms operations in Austria, Denmark, Ireland and Sweden.

Susan Buttsworth, CEO of CKH IOD, said: "Within CKH IOD ([www.ckhiod.com](http://www.ckhiod.com)) we are constantly exploring new ways to build on and strengthen our existing enterprise and MNC capabilities. This partnership with Telefonica is key to this growth strategy. It enhances our own capabilities across our territories, gives us access to a world-class suite of digital solutions and enables our customers to access services through Telefonica's footprint in the rest of Europe and Latin America as well as through the other operators in the Partner Program".

Jacobo García-Palencia, global director of Strategic Alliances at Telefónica, said: "We are very pleased with the alliance with CKH IOD, its amazing track record and the synergies that will create. It will reinforce our Partners Program as a way to jointly capture the opportunities that digital transformation offers our customers. We are confident that this agreement will bring important benefits to both our Groups and continue to enhance our strong network of telco partners across the world".

Telefónica and CKHH agreed not to collaborate in any way in the UK, where they continue to operate and compete independently.

### **About Telefónica**

Telefónica is one of the largest telecommunications companies in the world by market capitalization and number of customers with a comprehensive offering and quality of connectivity that is delivered over world class fixed, mobile and broadband networks. As a growing company it prides itself on providing a differential experience based both on its corporate values and a public position that defends customer interests.

The company has a significant presence in 17 countries and over 356 million accesses around the world. Telefónica has a strong presence in Spain, Europe and Latin America, where the company focuses an important part of its growth strategy.

Telefónica is a 100% listed company and its shares are traded on the Spanish Stock Market and on those in London, New York, Lima, and Buenos Aires.

### **About CKH IOD**

CKH Innovations Opportunities Development is a telecom unit and international development hub of CK Hutchison (CKHH), creating international and global technological innovations that are built on one of CK Hutchison's strongest assets, our mobile networks.

We offer customised global mobile communications and data solutions that create new digital value and unprecedented opportunities to business.

Our collaborative approach combined with our world-class network and experience means we are best placed to help our customers design, adapt, develop and scale solutions faster.

For more information, please visit [www.ckhiod.com](http://www.ckhiod.com)

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### **About 3 Group**

The 3 Group, which is part of the conglomerate CK Hutchison, serves almost 130 million customers globally using networks built for fast mobile data. The 3 Group and its affiliated companies operate mobile networks in Australia, Austria, Denmark, Hong Kong, Indonesia, Italy, Ireland, Macau, Sri Lanka, Sweden, UK and Vietnam.

### **About CK Hutchison**

Listed on The Stock Exchange of Hong Kong Limited, CK Hutchison Holdings Limited (CK Hutchison) is a renowned multinational conglomerate committed to innovation and technology with businesses spanning the globe. With operations in over 50 countries and over 300,000 employees worldwide, CK Hutchison has five core businesses - ports and related services, retail, infrastructure, energy and telecommunications.

CK Hutchison reported turnover of approximately HKD415 billion (USD53 billion) and HKD225 billion (USD29 billion) for the year ended 31 December 2017 and for the six months ended 30 June 2018 respectively. For more information, please visit [www.ckh.com.hk](http://www.ckh.com.hk)