



#### For Immediate Release

# Hutchison Telecom to Form Strategic Partnership with Vodafone in Hong Kong

- Will provide Hutchison Telecom Hong Kong with greater access to Vodafone's global footprint
- Well poised to deliver diverse communications services and solutions to multinational businesses
- Will enhance the roaming experience for global mobile customers of both telecom operators

**Hong Kong, 20 September 2011 -** Hutchison Telecommunications Hong Kong Holdings Limited (HTHKH, Stock Code: 215) and Vodafone Group (Vodafone) today jointly announced that the mobile arm of HTHKH, Hutchison Telecom Hong Kong and Vodafone, intend to work together upon the expiration of its contractual agreement with its existing partner in Hong Kong. This follows news today that Vodafone and certain members of the Conexus Mobile Alliance, including Hutchison Telecom Hong Kong, have agreed to form a strategic alliance.

Hutchison Telecom Hong Kong will become the preferred non-equity partner of Vodafone in Hong Kong in roaming and global corporate sales services. It will also be entitled to use the Vodafone brand and enjoy access to Vodafone's devices and services in Hong Kong.

Hutchison Telecom Hong Kong and Vodafone plan to jointly provide customers with enhanced network coverage, harmonised roaming rates across multiple countries and greater cost efficiencies. The duo also plans to support multinational corporations with services and solutions such as consolidated bid management for regional and global Request for Proposal, single Master Service Agreement, central ordering system and online Telecom Expense Management.

Mr Peter Wong, Chief Executive Officer of HTHKH, said: "The partnership has highlighted HTHKH's ongoing effort to sustain growth and create value for our shareholders. The strategic move will help enhance our abilities to meet growing demand among multinational corporations for sophisticated voice and data communications services and solutions as well as advanced roaming services. With Vodafone's existing partners added to our portfolio of corporate customers, this will further strengthen our corporate customer base and drive the growth of data and voice usage from the business sector, greatly benefitting the Company as a whole."

Paul-Gerhard Itjeshorst, Acting CEO of Vodafone Partner Markets commented: "The value to Vodafone of collaborating with Hutchison Telecom Hong Kong, one of the Conexus members, will be significant given the growing importance of the Asia region to our enterprise customers."

Vodafone Global Enterprise - the business within Vodafone that manages the communications needs of multinational companies - already has 140 customers which are headquartered in Asia Pacific and a further 435 customers which operate in the region.

## About Hutchison Telecommunications Hong Kong Holdings Limited

Hutchison Telecommunications Hong Kong Holdings Limited (HTHKH, Stock Code: 215) is a leading integrated telecommunications service operator in Hong Kong. HTHKH provides advanced mobile and Wi-Fi services, residential fixed broadband, residential telephone line and IDD services in Hong Kong under the "3ree Broadband" brand while delivering mobile services in Macau under the "3" brand. In addition, HTHKH provides sophisticated fixed-line telecommunications solutions to corporate and carrier customers in Hong Kong and around the world under the "HGC" brand. A group member of Hutchison Whampoa Limited (Stock Code: 13), HTHKH deploys the latest telecommunications technology to offer world-class telecommunications services and innovations, setting market trend and steering industry development.

For more information about HTHKH, please visit www.hthkh.com For 3 Hong Kong's services, please visit www.three.com.hk For 3 Macau's mobile services, please visit www.three.com.mo For HGC's fixed-line services, please visit www.hqc.com.hk

#### **About Vodafone**

Vodafone is one of the world's largest mobile communications companies by revenue with approximately 382 million customers in its controlled and jointly controlled markets as at 30 June 2011. Vodafone currently has equity interests in over 30 countries across five continents and more than 40 partner networks worldwide. For more information, please visit www.vodafone.com.

## For enquiries:

# **Hutchison Telecommunications Hong Kong Holdings Limited**

Media Relations Investor Relations
Name: Frances Ng / Ada Yeung Name: Joe Tong
Tel: 2128 3878 Tel: 2128 6828

#### **Vodafone Group**

Media Relations Investor Relations

Tel: +44 (0) 1635 664444 Tel: +44 (0) 7919 990 230