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## **MONACO TELECOM PARTNERS WITH GIBTELECOM**

Cable & Wireless Communications' Monaco business, Monaco Telecom, has announced that it has recently entered into a strategic communications partnership with Gibtelecom, Gibraltar's leading communications company. Monaco and Gibraltar, both landing stations on the Europe India Gateway (EIG) submarine cable, are now directly connected to each other and Monaco Telecom has selected Gibtelecom to be its preferred carrier on the EIG system. Monaco Telecom will also provide Gibtelecom with communications capacity to access the European market via Monaco which sits in a strategic position within the Southern European fibre network.

Martin Péronnet, CEO of Monaco Telecom, said: "Our companies have been able to leverage their mutual trust into a strong long term partnership. EIG has turned Monaco into a key gateway between Europe and the African and Asian continents. This deal will provide direct and secure access to even more international destinations for our customers and partners. It will further increase Monaco Telecom's presence in the international data communication market".

Richard Faucheux, Monaco Telecom's Director of Carrier Services, said: "This contract further cements Monaco as a popular alternative to Marseille as a landing station of choice for carriers wishing to minimise latency and maximise diversity towards key European destinations such as Milan, Frankfurt, Paris and Zurich."

Gibtelecom's CEO Tim Bristow said: "This mutually beneficial deal strengthens a longstanding friendship between both companies. The partnership means that, as well as Monaco Telecom leasing some capacity on the EIG cable, Gibtelecom separately acquires a diverse international route to other European destinations, transiting Monaco through the EIG landing station there. This will be the first time in over a century that a communications link from Gibraltar has headed directly east by sea from Gibraltar".

Gibtelecom's International Director, Rab Paramothayan, added that: "It is exciting to see Gibtelecom's international business taking off as the Company expands its global network of business partners. There is already other EIG business in the pipeline which will cement Gibtelecom's position as a small but established international communications player."

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### **About Cable & Wireless Communications**

Cable & Wireless Communications is a global full-service communications business. We operate leading communications businesses through four regional units – the Caribbean, Panama, Macau and Monaco & Islands. Our services include mobile, broadband and domestic and international fixed line services in most of our markets as well as pay-TV, data centre and hosting, carrier and managed service solutions. Our operations are focused on providing our customers – consumers, businesses, governments – with world-class service. We are the market leader in most products we offer and territories we serve. For more information visit [www.cwc.com](http://www.cwc.com).

## About Monaco Telecom

Monaco Telecom is Monaco's only full service telecoms operator and is strongly committed to providing residents of the Principality with the latest services and high quality customer service. We are owned by Cable & Wireless Communications (49%) and the Government of Monaco (45%). The final share of the company (6%) is held in trust by the Compagnie Monégasque de Banque.

In Monaco we are the leading provider of mobile services and sole provider of fixed line, broadband and pay TV.

Our international strategy is to work with partners to build high quality mobile, broadband and satellite services in emerging markets and the Mediterranean region. We have successfully partnered with national mobile operators in Kosovo and Afghanistan to provide network infrastructure and operational support (GSM, data, international voice, management of traffic and roaming, specific country code).

For more information, please visit: <http://www.monaco.mc>

## About Gibtelecom

Gibtelecom is one of the founding members of the EIG consortium, which since 2011 has operated a 15,000km high bandwidth state-of-the-art fibre optic submarine cable from London (UK) to Mumbai (India). The EIG cable has thirteen landing points, including Gibraltar and Monaco, and spans three continents. The EIG cable landing in Monaco extends to a landing station in Marseille, which is a major European communications hub. Tim Bristow said, "this cable system not only provides Gibtelecom with significantly enhanced route diversity and resilience, to complement its extant terrestrial and other sea routes, but has placed the Company in a position to seek business opportunities outside Gibraltar through capacity and bandwidth sales."

Gibtelecom is the main communications provider in Gibraltar, offering fixed line, mobile, internet and broadband services, together with business enterprise solutions and being the Rock's largest data centres provider. In addition, Gibtelecom is a global communications carrier through its investment in the EIG cable and various partnerships with other telecommunications companies. Gibtelecom is a joint venture company owned by Telekom Slovenije and the Gibraltar Government.

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