Astellia signs global framework agreement with Telefonica Group for geolocation

Rennes, France, March 3rd 2017 - Astellia, a leading provider of network and subscriber intelligence for mobile operators, announced today the signature of a global framework agreement with Telefonica Group to deploy its geolocated-based RAN optimization platform. The solution has already been deployed in Spain and will be rolled-out during 2017 in Latin America. This represents a significant growth opportunity for Astellia in 8 countries in this region.

Astellia's geolocation is used in a variety of applications like troubleshooting and analytics to optimize the network and improve the customer experience. The location intelligence will also feed Telefonica's big data to fuel a whole range of use cases and data monetization opportunities.

Astellia's Nova geolocation intelligence is recognized as the most accurate technology on the market. Based on unique algorithms integrating fingerprinting, trilateration and minimization of drive tests (MDT). Nova provides network-wide coverage maps with indoor and outdoor precision and analyzes network behavior to identify hotspots and golden spots for microcell deployment. The virtualized solution can easily be deployed in a flexible manner, reducing OPEX and CAPEX.

"We are confident that with this next phase in our partnership we will address the challenges of delivering a great customer experience to the millions of subscribers of the Telefonica Group. It will allow us to leverage Astellia's best-in-class geolocation accuracy to optimize network deployment and increase RAN performance efficiency", confirms Juan Carlos García, RAN GCTO Director at Telefonica.

"We appreciate the trust Telefonica Group is placing once again in Astellia, it clearly demonstrates the strength of our ongoing partnership. We are striving together to improve network optimization teams' efficiency, assure an excellent customer experience and generate new revenue streams. We are committed to continue bringing innovation to meet future needs of this tier one operator", highlights Abdelkrim Benamar, Chief Executive Officer at Astellia.

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 21 countries and 349 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, with more than 1.5 million direct shareholders. Its share capital currently comprises 4,900,571,209 ordinary shares traded on the Spanish Stock Market and on those in London, New York, Lima, and Buenos Aires.

About Astellia

Astellia is a leading provider of network and subscriber intelligence enabling mobile operators to drive service quality, maximize operational efficiency, reduce churn and develop revenues. Its vendor-independent real-time monitoring and troubleshooting solution optimizes networks end-to-end, from radio to core. Astellia's unique blend of products and services provides automated optimization, actionable geolocated insights and big-data analytics to Network Operations, Service Operation Center, Customer Care and Marketing teams. Astellia has close partnerships with more than 120

telecom operators. Headquartered in France, Astellia is based in Canada, Lebanon, Morocco, South Africa, Spain and the USA.

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