

## **China Telecom's launch of CTEExcelbiz marks the first Chinese MVNO service outside China**

***CTExcelbiz to run on the Everything Everywhere network and offer unique, customized and quality service to UK's Chinese population***

- *MVNO to launch at London event with Chinese dignitaries present to celebrate milestone*
- *CTExcelbiz will offer customers access to the [biggest 3G network](#) in the UK*
- *MVNO will target Chinese residents and visitors in the UK*

***21 May 2012, United Kingdom: [China Telecom Europe](#), a wholly-owned subsidiary of China Telecom in the EMEA region, has announced that the [CTExcelbiz](#) MVNO is due to launch at an event in London on May 22<sup>nd</sup>. Partnering with [Everything Everywhere](#), the UK's biggest communications company and its MVNA partner, [Transatel](#), China Telecom Europe is the first Chinese telecom operator to launch MVNO services outside China.***

*CTExcelbiz is a tailored Pay-As-You-Go mobile service aimed at meeting the specific communication requirements of the UK's Chinese population, be they permanent residents, students or tourists.*

*To cater for the specific needs of its customer base, CTEExcelbiz will offer:*

- *Chinese language voicemail services*
- *bi-lingual Chinese-English customer service hotline and website*
- *unlimited free calls among CTEExcelbiz users*
- *low-cost bundles at highly competitive rates, available both in-stores and online.*

*Through its partnership with Everything Everywhere, China Telecom Europe's customers will benefit from the fastest and widest 3G network coverage, as well as HSPA+, or 3.5G, which offers up to 50% increases in data download speeds compared to 3G.*

***Yan Ou, Managing Director of China Telecom (Europe), said: "We are very excited to launch the CTEExcelbiz brand into the UK, and offer the Chinese population here services that have not been available to them before. With Transatel's help, we have been able to get up and running very quickly, and we look forward to expanding our international relationship with Everything Everywhere to launch in other European markets over the coming months."***

*"With increasing numbers of Chinese visitors to the UK, we will be rolling out innovative and targeted mobile services to our customers. These will include the provision of a local Chinese number for friends and family to call; a chat application for customers to share content with each other; and an information service hotline in Chinese targeted at travellers to the UK, to name just a few."*

***Marc Overton, Vice President of Wholesale and M2M at Everything Everywhere, said: "We're delighted that CTEExcelbiz has been readied for launch in just a few months. China Telecom Europe has some exciting plans for this brand, and Everything Everywhere will ensure they have all the tools they need to provide***

*their customers with the outstanding voice and mobile data capabilities you would expect from the UK's largest mobile communications company."*

Those interested in becoming customers of CTE**Excelbiz** should visit [www.ctexcel.com](http://www.ctexcel.com) for information.

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**Notes to Editors:**

*Everything Everywhere currently has the following MVNO partners: Virgin, H3G, Telecom Plus, Ikea, Vectone, Nowtel, Matrix, Econet, Lycamobile, Cable and Wireless, i-Pass, Talk Talk Business, Intercity and Talk Home. In addition the following MVNOs are on Everything Everywhere's network through Transatel: Axis Telecom, Unicom, Priyo, The Phone Co-Op, Shebang, Apollo, Zamir Telecom, Team SIM, Natterbox, and China Telecom (Europe).*

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**About China Telecom (Europe)**

*China Telecom (Europe) [CTE] is China Telecom's wholly-owned overseas subsidiary for the EMEA region. Established in 2006 and based in London, CTE is committed to providing consumers, business enterprises, carriers, and channel partners throughout the EMEA region with China Telecom's proven global communication solutions and state-of-the-art European market services. CTE currently has wholly-owned subsidiaries in Frankfurt and Johannesburg, representative offices in Moscow, Madrid and Dubai. Positioned as the unique gateway between EMEA and Asia, CTE delivers top-speed, reliable, and secure communication solutions connecting Europe and Asia. China Telecom is the foremost telecommunications provider in China and has a comprehensive range of telecommunication and information services as well as the world's largest fixed-line communication network. China Telecom has been serving businesses worldwide for decades and our customers include many Fortune Global 500 companies.*

For more information, please visit [www.cteurope.net](http://www.cteurope.net) or email us at [marketing@chinatelecomeurope.com](mailto:marketing@chinatelecomeurope.com)

**About Transatel**

*Transatel is the leading Pan-European MVNE / A. Transatel leverages its existing team, technical platforms, processes and mobile operator relationships to launch MVNOs very quickly and with low set-up costs. Transatel has developed a specific and flexible [value proposition](#) for MNOs and MVNOs to help both deal with MVNO launch as efficiently as possible. Having already launched over 50 MVNOs worldwide, Transatel continues to seek to expand its platform and its geographical presence in different countries over the coming years. Because of the strength and capacity of the Transatel platform, expertise, and market knowledge, Transatel expects to be a leader in launching new MVNOs in the UK on the Everything Everywhere network. For more information, visit <http://www.transatel-solutions.com/>, or send an email to [info-mvne@transatel.com](mailto:info-mvne@transatel.com).*

**About Everything Everywhere**

*Everything Everywhere is the UK's largest communications company, providing mobile and fixed-broadband communications services to more than 27 million customers through the Orange and T-Mobile brands. It has invested over £15 billion since 2000 building Britain's biggest mobile networks, and plans to invest over £1.5bn in the next three years to further improve its network and introduce fast 4G LTE mobile broadband services. Recognised for award-winning customer service, Everything Everywhere employs more than 15,000 people and operates over 720 retail stores across the UK. It has revenues equivalent to a FTSE 40 company and is backed by two of the world's leading global communications groups, Deutsche Telekom and France Telecom, who are equal owners.*