



NEWS RELEASE

3 October 2022

Sure to revolutionise mobile digital connectivity with Airtel-Vodafone acquisition

Sure has reached an agreement with Bharti Global Limited for Sure to acquire 100% of Airtel-Vodafone in the Channel Islands. The merger will trigger significant investment in the islands' mobile networks with customers benefiting from faster data speeds, wider coverage, better value for money and a more resilient and secure mobile network.

The merger will result in up to £48m being invested in a new, innovative mobile network which will include 5G services. This development will complement Guernsey's ultrafast, state-of-the-art fibre broadband network. 5G will be delivered in Guernsey and Jersey on an accelerated programme that will provide high-speed gigabit mobile technology to the islands.

Alistair Beak, Sure's Group CEO, welcomed the merger as good news for customers and the Channel Islands:

"This merger will result in significant investment being made in the Channel Islands' digital infrastructure at a time when demand for connectivity has never been greater," he said.

"Putting customers first, it will create a brand-new future-proofed mobile network which will improve coverage, value and reliability, and provide gigabit speeds to complement Guernsey's new fibre network."

Sure plans to integrate the Airtel-Vodafone team into the new merged business, bringing together a wealth of skills, and experience and providing new career and growth opportunities through Sure's extensive training and development program.

Alistair Beak said: "With their broad range of skills and experience we look forward to welcoming the Airtel-Vodafone team to the Sure family. This will be a fantastic opportunity for us all, alongside the current roll out of fibre in Guernsey, to build a mobile network of the highest quality."

"We are prepared to make a number of promises to ensure Guernsey customers get the best combined value of Sure and Airtel-Vodafone, as well as, promising to improve the quality of network service and reliability."

The promises are:

- Improved service: The latest 5G mobile technology will improve coverage and download speeds in a new single network. It will complement the cutting-edge fibre network, bringing gigabit speeds everywhere and acting as a key enabler for the digital economy.
- Great value: For all existing and new customers, Sure will continue to offer market leading Unlimited Data plans. Airtel-Vodafone customers will also be able to benefit from Sure's Big Bundle in the future, saving up to £246 per year. Sure will continue to offer Airtel-Vodafone's Basic plan which is currently the lowest priced plan available in the market.
- Reliability: The new network will be highly secure, using the most trusted technology, which will achieve full compliance with High-Risk Vendor (HRV) regulations ahead of schedule. The new network will also be built to high standards of resiliency and be better for the environment – with around one third fewer masts and a lower carbon footprint.

The proposed merger is subject to regulatory approval in both Guernsey and Jersey.

ENDS

Notes to editors:

The delivery of a 5G network is also subject to the licensing and allocation of 5G spectrum by the GCRA, JCRA and Ofcom

About Sure

www.sure.com

Twitter: <https://twitter.com/SureGuernsey?lang=en>

Facebook: <https://www.facebook.com/SureGsy/>

LinkedIn: <https://www.linkedin.com/company/surebusiness/?viewAsMember=true>

Headquartered in Guernsey, Sure provides telecommunications and related services across the Channel Islands, the Isle of Man and in the British Overseas Territories of Ascension, Falkland Islands, Saint Helena and Diego Garcia.

Sure provides fixed voice, mobile, broadband and Cloud services in the Channel Islands and Isle of Man. In the British Overseas Territories, Sure operates under exclusive licences with full-feature networks delivering voice, broadband data services and, in certain markets, TV.

The corporate division of the business, Sure International, specialises in offshore connectivity, enabling those companies that operate in the islands to reliably and efficiently connect and transact with their global partners.

Sure's approach to business is based on its values of reliability, one team, driving a passion for technology, focusing on sustainability and our communities and striving for customer

satisfaction, The last of these values has resulted in annual multi-million-pound investments to provide customers with the best and latest services to meet their needs.

Sure is a member of the Batelco, a leading telecommunications provider to 13 markets spanning the Middle East & Northern Africa, Europe and the South Atlantic and Indian Ocean.

Issued by Megan Thome, Orchard PR, 01481 251251, megan@orchardpr.com