

ROAMING TRADING

Reach your full Roaming potential

Grow your Roaming Business
through the strength of many.



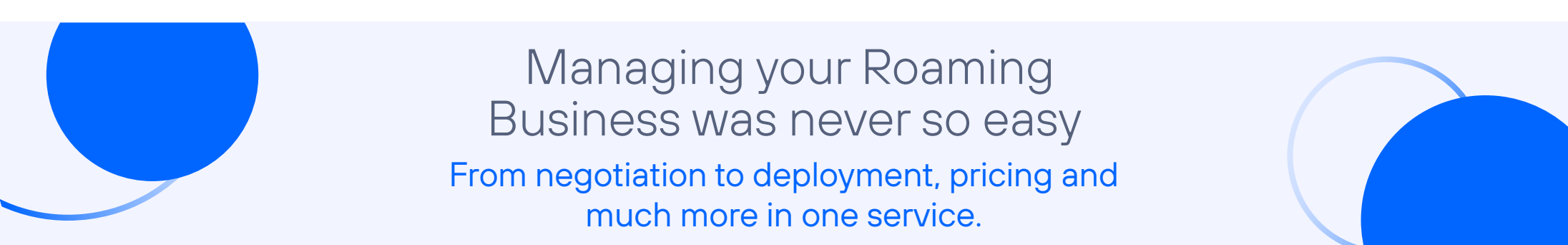
MARKET CONTEXT

Reaching the full potential of your Roaming Business, both for roaming-in and roaming-out depends on many factors, achieving optimal coverage at a competitive pricing, attracting roaming-in traffic to your network, managing the complexity in a cost-efficient way.

Join Telefonica's Roaming Trading to contribute to a larger negotiation capacity that will give you access to improved cost-base for roaming-out, promote your network as a roaming-in destination and optimize your business globally. Build on the expertise of Telefonica Global Roaming to extract the full potential of your Roaming Business.

OUR PRODUCT

Roaming Trading provides you the opportunity to offload the management of the roaming agreements, including its negotiation, to a highly specialized team of roaming managers. Backed by the leverage provided by the Telefonica Group the Roaming Trading team handles the full life cycle of a Roaming Agreement; Negotiation, TAP system implementation, Service Opening, Traffic Steering, Follow-up, Settlement and reporting. All this to achieve a single goal, extracting the most value of your roaming-in and roaming-out traffic.

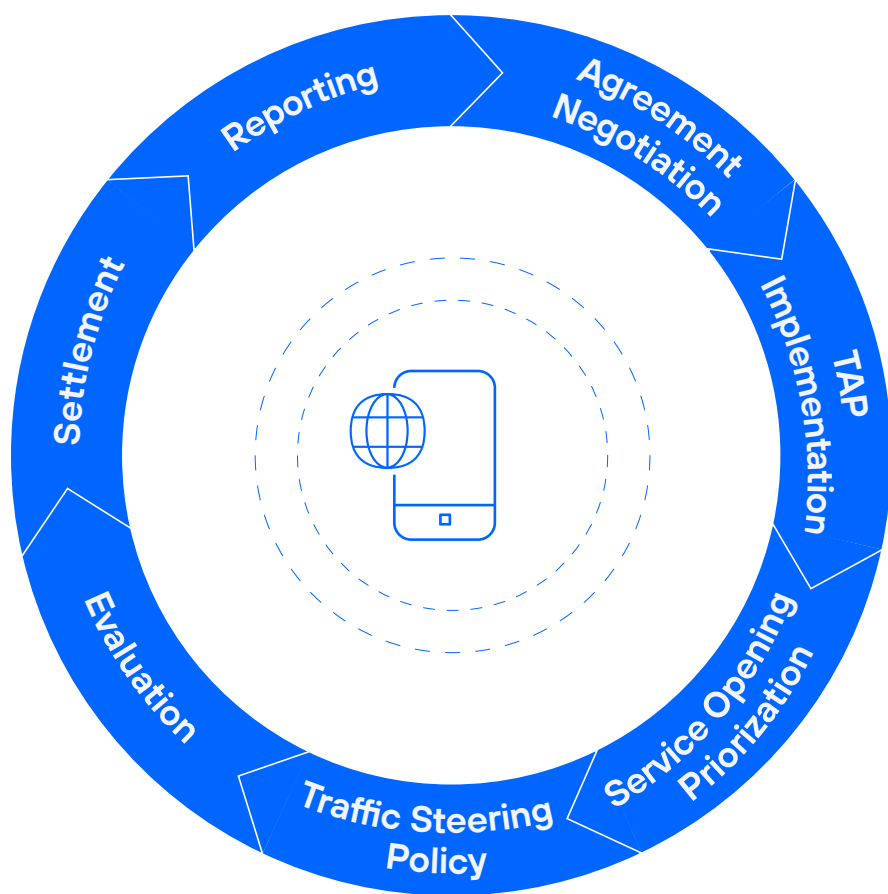


Managing your Roaming
Business was never so easy
From negotiation to deployment, pricing and
much more in one service.



- **Discount Agreement Negotiation** on behalf of the customer leveraging the negotiation capacity and capillarity of the Telefonica Group.
- **Service Opening Prioritization** advice based on financial impact. Support to expedite new openings.
- **Traffic Steering Policy** review and improvement. Policy update to improve cost savings and assure customer experience
- **Discount Settlement Calculation.**
- **TAP Implementation Order**
- **Monthly Report**

Roaming Agreement Lifecycle



How does Roaming Trading help you?

- **Increase and improve Discount Agreements** through the leverage of a group-wide negotiation.
- **Expand the capillarity of your Roaming Coverage** thanks to a larger number of Roaming Partners.
- **Attract Roaming-in revenue** through a wider offering.
- **Achieve OPEX savings** and free resources to attend your core business.
- **Rely on Telefónica expertise** for routine operations and advise for business improvements.

About us



Telefónica Global Roaming as part of TGS and Telefónica Group is the unit, with HQ in Germany, specifically dedicated to managing wholesale roaming discount agreements worldwide

- 20+ Customers.
- 97% countries with discount deal.
- > 400 Discount Agreements.
- ~ 430 Petabyte Data managed (2023).
- > 600M€ managed per annum.
- Dedicated Roaming expert team.