

TelesensKSCL extends Vodafone relationship with two new agreements

Cologne, 17 December 2001 — TelesensKSCL and Greek's leading network service provider Panafon Vodafone Greece today announced an agreement that will see TelesensKSCL significantly upgrade the functionality and flexibility of Panafon's existing billing infrastructure in the coming months. The contract is valued at € 1.9 million. At the same time, Vodafone Albania, the regional mobile operator 51 per cent owned by Vodafone, announced it will become a client of the Panafon Services Bureau, which supports customer care and billing on an outsourced basis for third party network operators, deploying TelesensKSCL's Jupiter billing solution.

These agreements further extend the position of TelesensKSCL within the Vodafone Group as Eircell, Vodafone Hungary and Panafon Vodafone Greece are already clients of TelesensKSCL.

Vodafone Albania launched its post-paid mobile services in August, 2001 and it already accounts for over 10 per cent of the company's business. All rating and billing requirements for the new services will be met by Panafon Services using TelesensKSCL's billing software.

Comments Moritz Gerke, CEO of TelesensKSCL: "The agreements with Panafon Vodafone Greece and Vodafone Albania not only illustrate the flexibility of our products themselves and the value of our approach to the challenge of next generation billing, but also the excellence of the working relationships we maintain with our clients."

Panafon Services has deployed TelesensKSCL's Jupiter billing products since the company re-structured itself as a service provider in 1999. Panafon Vodafone Greece was originally formed in 1993.

TelesensKSCL's innovative new approach provides a component-based, modular and cost-effective solution to the problem of how to upgrade the company's existing billing systems to keep pace with the demands of the rapidly evolving market.

In addition to adding functionality that will make the Panafon rating solution fully Euro-compliant, TelesensKSCL will place a middleware layer above the billing platform itself that, through mediating the output, will enable the addition of new customer services. A new bill formatter supporting multiple currencies and advanced presentation aspects will also be added. Furthermore, newly developed open APIs will be included, enabling the existing TelesensKSCL solution to interface directly with Panafon's recently deployed Siebel Customer Relationship platform.

“Until now, billing systems across the industry have tended to be legacy centric, require significant bespoke code development and, in today’s terms, are not only expensive to upgrade but lack agility and speed of development”, notes Gerke. “Where there is often a temptation to take the ‘easy’, and expensive path of simply solving problems by deploying new products from scratch, we have worked in partnership with a long-standing client to develop an approach that gives our customers the best of the existing world and the ability to meet the requirements of the new.”

About Vodafone

Vodafone is the largest mobile telecommunications network company in the world. It has interest in mobile networks in 29 countries across five continents. In June 2001, Vodafone had approximately 93 million proportionate customers worldwide. By market capitalization, Vodafone is the largest company in Europe, and is one of the ten largest companies in the world. Vodafone aims to be the world's leading wireless telecommunications and information provider, generating more customers, more services and more value than any of its competitors. Vodafone's global strategy embraces voice, data and Internet-based services, and focuses on satisfying customer's needs. This strategy will enable Vodafone to bring an ever wider and richer range of services to its customers, capitalizing on new developments in technology. Albania's newest mobile telephone operator is building its network and systems at record speed. Vodafone Albania has extended its coverage since its August 2001 launch and is expected to cover 72 per cent of the population till March 2002. Vodafone Albania launched its GSM services in Albania in August, 2001 in what is likely to be one of the world's fastest GSM network rollouts. Vodafone Albania has already activated 50 base stations covering the areas of: Tirana, Fushe-Kruje, Kruje, Lac, Burrel, Lezhe, Shkoder, Elbasan, Pogradec, Korce, Durres, Shijak, Kavaje, Rrogozhine, Berat, Kucove, Lushnje, Fier, Ballsh, Vlore, Gjirokaster, Sarande and the areas around those cities.

About Panafon Services

Panafon Services is an outsourcing services and integrated solutions development company for IT and Call Center, founded in 1993 to serve Panafon Greece. The company aims to achieve a lasting improvement in the effectiveness and economic success of its customers by providing the most advanced technology, ultra professional staff and unique expertise and quality in the areas of Call Center Services, Application Service Provisioning (ASP), Data Center Services, Software Products for MIS and Consulting. Panafon Services being already very successful is guided by a long-term strategy to be established primarily in Europe but also globally with the necessary conditions in collaboration with the Vodafone Group, the largest mobile Telecommunications Company in the world. Today, Panafon Services exports solutions and know-how in countries such as U.K., Holland, Hungary, South Africa, Kenya, Romania and many other places in the world.

About TelesensKSCL

Cologne-based TelesensKSCL AG develops billing systems for voice and data services for mobile and fixed networks in the telecommunication industry, supporting technologies such as IP, GSM, GPRS and in the future UMTS (3G). Furthermore, the company offers one of the first usage-based billing solutions for broadband services such as ATM and Datex-M as well as for Intercarrier Settlement (Interconnect). With its unique range of component based solutions for the global telecommunications market, TelesensKSCL, meets the demands of the entire range of OSS and BSS. Over seventy international clients in more than thirty countries use TelesensKSCL to provide solutions for their rating and billing requirements. The company has been listed on the Frankfurt Stock Exchange's "Neuer Markt" since the 21st of March 2000 (WKN 529 970). Development centres are based in the United Kingdom and the Ukraine.