

## Marubeni and NOKIA Sign Memorandum of Understanding for the Development of Global IoT Communications Services

Marubeni Corporation (hereinafter, “Marubeni”) has signed a Memorandum of Understanding (hereinafter, “the Agreement”) with Nokia Corporation (hereinafter, “NOKIA”) for the development of global communications services through Marubeni Wireless Communications Inc. (hereinafter, “MWC”), a fully-owned subsidiary of Marubeni.

Under the Agreement, MWC and NOKIA will develop and provide IoT related services to domestic and foreign customers through the use of NOKIA’s global communications management platform, “Nokia Worldwide IoT Network Grid” (hereinafter, “WING”). Additionally, the two companies will also be exploring the possibility of deploying WING in Japan. MWC expects to begin WING trials by mid-March and fully launch WING services by the end of September, 2018.

WING is a solution related to IoT with a global communications platform that takes into account the telecommunications rules and regulations of countries where WING serves its customers, connects with local carriers, and allows for integrated IoT related telecommunications control and management, regardless of the underlying communications system. Through WING, MWC can provide global IoT communications services at almost “local prices” (as opposed to more expensive roaming prices). MWC is confident that they can meet the demand for inexpensive, global-use IoT.

WING has been nominated for the “Best Mobile Network Infrastructure” award at this year’s Mobile World Congress. Additionally, WING was recognized for “IoT leadership” at the 2017 TechXLR8 Awards and also won an honorable mention in the ‘IoT initiative of the year’ category at the Global Telecoms Awards.

MWC intends to continue its contribution to society through the provision of convenient IoT connectivity.

### < NOKIA Corporation >

Headquarters	Espoo, Finland
F o u n d e d	May, 1865
B u s i n e s s	Telecommunications Equipment, Networking Equipment, Software

### < Marubeni Wireless Communications Inc. >

Headquarters	Chuo-ku, Tokyo
F o u n d e d	February, 2012
B u s i n e s s	MVNO, IoT Service