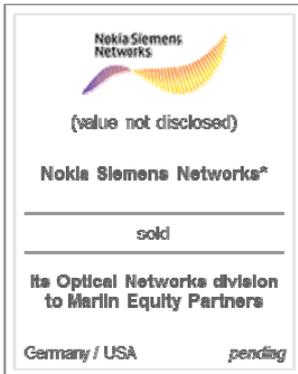




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## goetzpartners advised Nokia Siemens Networks on the sale of its Optical Networks division to Marlin Equity Partners



\* goetzpartners' client

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**Espoo, Finland, December 2012. Nokia Siemens Networks, the world's specialist in mobile broadband, has signed an agreement to sell its Optical Networks division to Marlin Equity Partners, a US-based private equity firm with over \$1 billion of capital under management. goetzpartners acted as M&A advisor to Nokia Siemens Networks.**

The divestment is another step towards the transformation of Nokia Siemens Networks into a mobile broadband specialist. "This transaction aims to provide a new home for the Optical Networks business with the focus, resources and strategic flexibility to address the opportunities in the optical market" said Rajeev Suri, CEO at NSN.

### About the new Optical Networks company

The former NSN unit is a leader in the long-haul and ultra-long-haul segment of the optical market with a leading position in the emerging 100G optical transmission area and a tier one global customer base. The company operates in 64 countries with 1,900 employees.

Marlin Equity Partners intends to build an industry leader by consolidating the fragmented optical networks sector. "We are making a major commitment to this sector, and have significant capital under management that we intend to use as a catalyst for consolidation," said Nick Kaiser, co-founder and partner at Marlin Equity Partners.

Pat DiPietro, Marlin's Equity's telecom sector operating partner added, "We plan to make necessary investments to deliver market-leading optical networking solutions and enhance the long-term value already provided to our global customer base."

### About Nokia Siemens Networks

Nokia Siemens Networks is a leading global enabler of telecommunications services. With its focus on innovation and sustainability, the company provides a complete portfolio of mobile, fixed and converged network technology, as well as professional services including consultancy and systems integration, deployment, maintenance and managed services. It is one of the largest telecommunications hardware, software and professional services companies in the world. With headquarters in Espoo, Finland, NSN operates in over 150 countries and generated net sales of over €14bn in 2011.

### About Marlin Equity Partners

Marlin Equity Partners is a US-based private equity firm with over \$1 billion of capital under management. The firm is focused on providing corporate parents, shareholders and other stakeholders with tailored solutions that meet their business and liquidity needs. Since its inception, Marlin, through its group of funds and related companies, has successfully completed over 60 acquisitions.

### About goetzpartners

goetzpartners is one of the leading independent consultancy firms in Europe, offering M&A advisory and management consulting services under one roof. With this unique approach goetzpartners advises companies along the whole value chain, thus creating sustainable value for them. goetzpartners has offices in Munich, Düsseldorf, Frankfurt, London, Madrid, Moscow, Paris, Prague, Shanghai and Zurich, as well as further co-operation partners worldwide. goetzpartners CORPORATE FINANCE is focused on mergers and acquisitions, goetzpartners MANAGEMENT CONSULTANTS on strategy, operational excellence, and business transformation.

Amtsgericht München, HRB 147580  
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