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"We're not going to apologise for the fact we're not Apple, Google, Samsung or anybody else" – Niklas Savander, Nokia

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Lycamobile sets target of 20m customers

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Lycamobile enters ninth European market with start of MVNO operations in Spain; targets 20m customers by 2012

Ethnic market MVNO Lycamobile is targeting 20 million customers by 2012 after launching its ninth European MVNO in Spain in partnership with operator Movistar.

Lycamobile already has operations in the UK, Netherlands, Switzerland, Belgium, Norway, Sweden, Denmark and Italy. It claims to have more than six million customers since launching

in 2006. It recently launched Lycamobile World, an on-net calling service where customers are charged a one-off connection fee for calls up to 30 minutes.

Lycamobile's Spanish MVNO offers prepay SIMs alongside promotions such as an extra 50 per cent credit with every top-up and Lycamobile-to-Lycamobile on-net calls at 0 cents per minute.

Lycamobile chief executive officer Milind Kangle (pictured) said: "Our ninth launch firmly positions us as a global leader in the international call market, creating the largest footprint globally in our sector.

"We are now poised to accelerate on the momentum to expand the global footprint thanks to the over €100 million investment made in people, process, technology and our brand. Our new mission is to acquire 20 million global customers by 2012."









