

The B2B Provider for Fiber Gigabit Connections

The Company

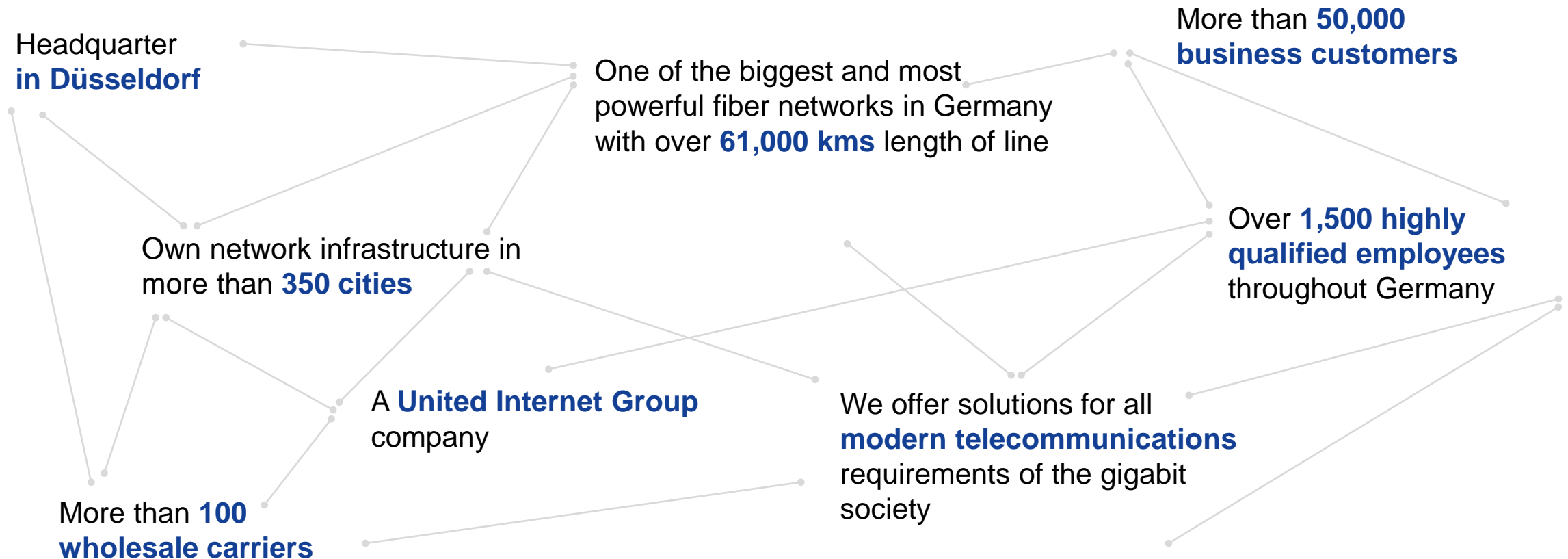
As of: April 2024



1&1 versatel

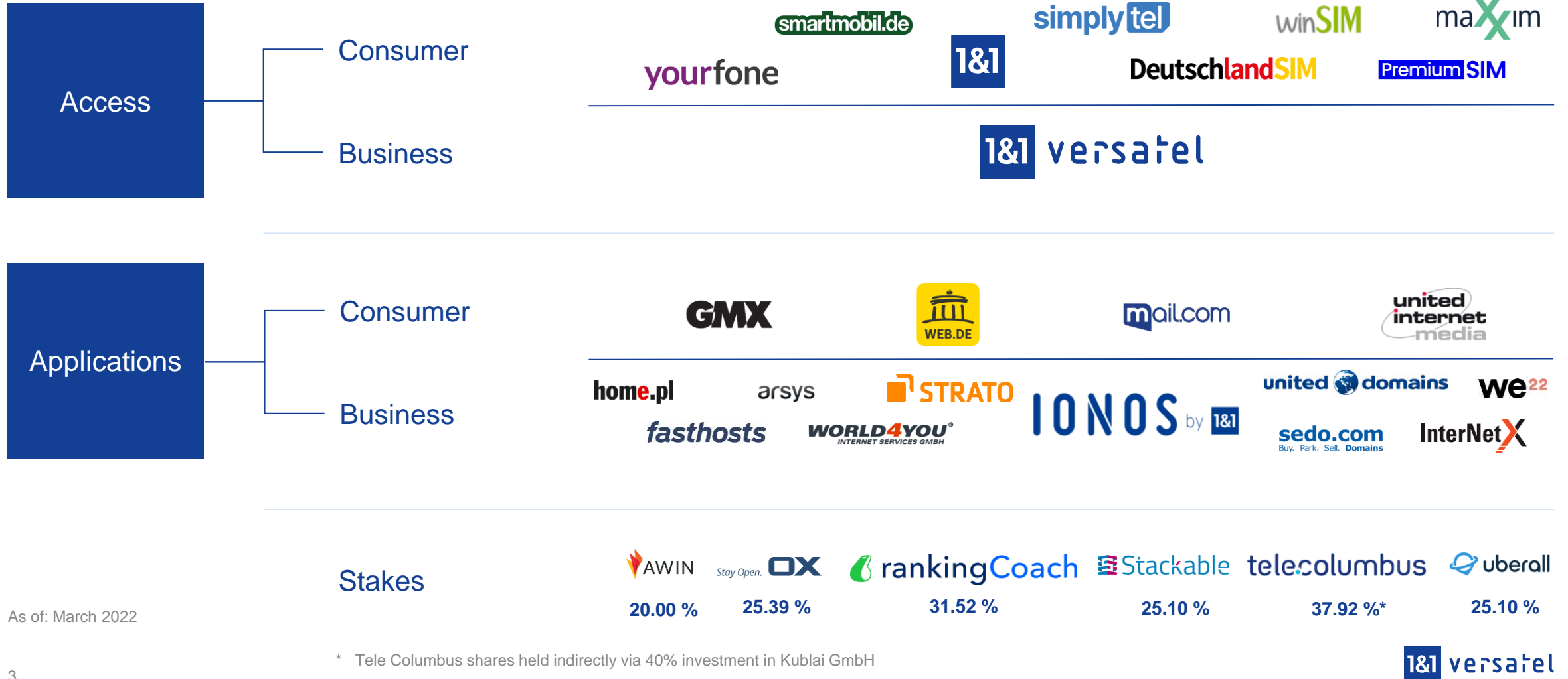
1&1 Versatel: Company Data

The B2B Provider for Fiber Gigabit Connections



United Internet

Business Areas and Investments



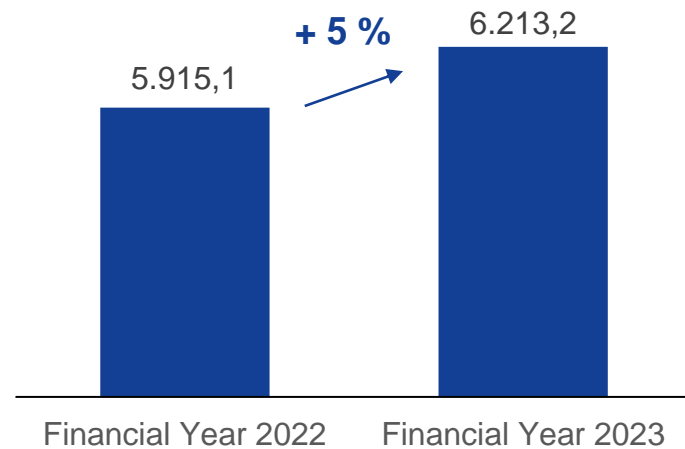
As of: March 2022

* Tele Columbus shares held indirectly via 40% investment in Kublai GmbH

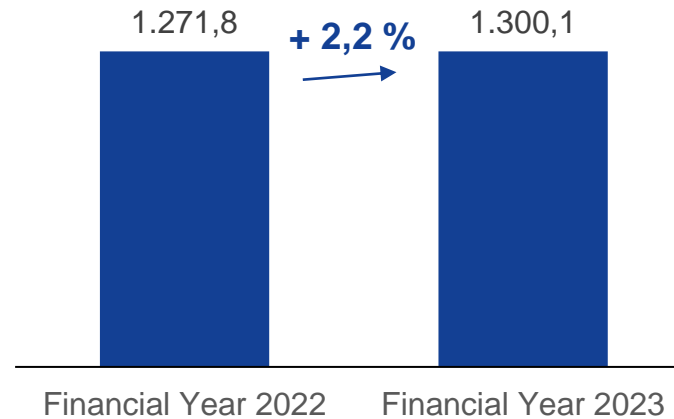
United Internet

Group KPIs

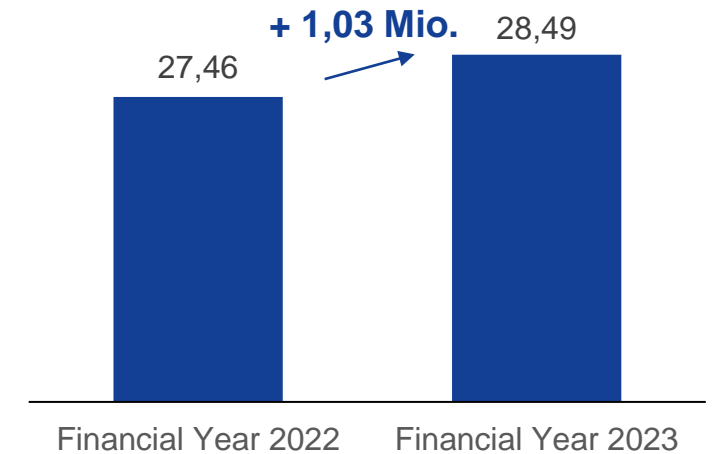
TURNOVER (IN M €)



EBITDA (IN M €)*



FEE-BASED CUSTOMER CONTRACTS (IN M)



* additionally adjusted for preparation costs for the IONOS IPO (EUR -8,8 million in 2022 and EUR -1,7 million in 2023), as well as non-cash valuation effects from derivatives (EUR -0.5 million in 2022 and EUR -6,3 Mio. In 2023)

Nationwide and Regional

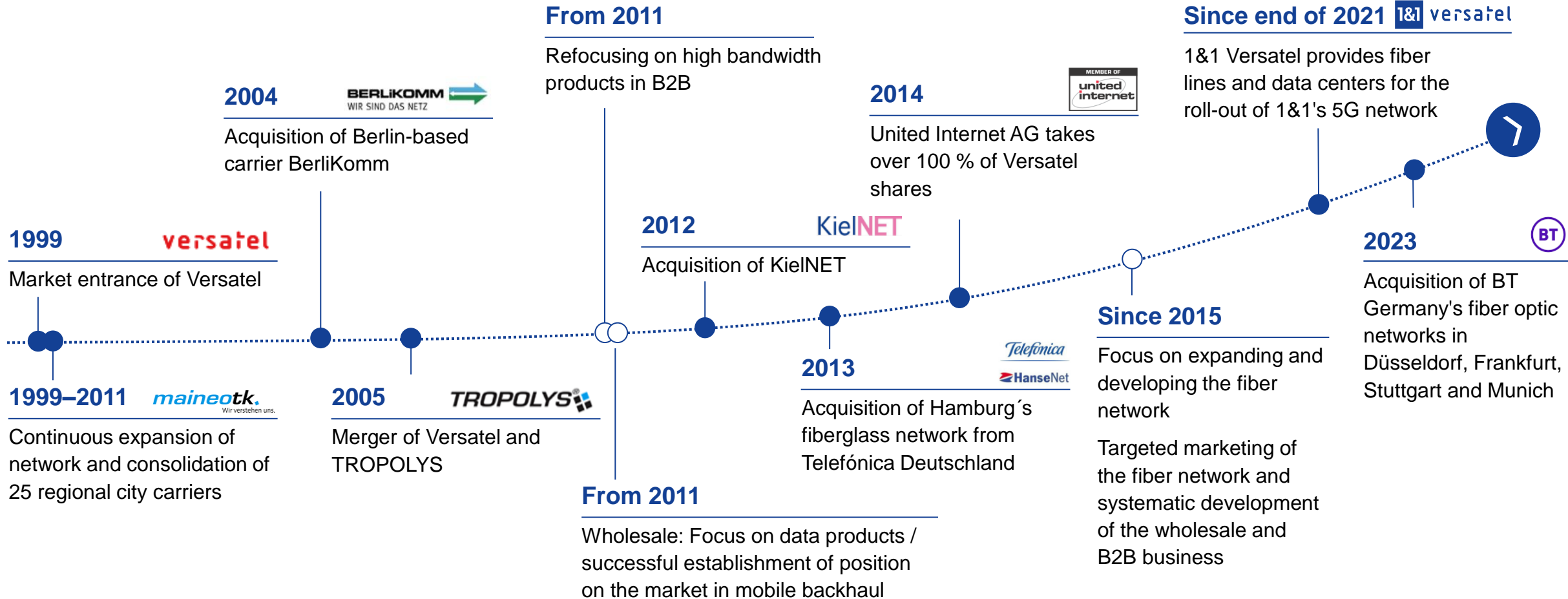
Our Fiber Network

- One of the biggest and most powerful fiber networks in Germany
- Over 61,000 kms length of line
- Providing our own network in more than 350 German cities
- Available throughout the country and connected regionally
- Infrastructure to the building (FTTH/B)



Yesterday, Today and Tomorrow

Focused Growth based on our excellent Network Infrastructure



Management Board

Many Years of Expertise in the Telecommunications Sector



Frank Rosenberger
Chief Executive Officer

Prior to 1&1 Versatel: member of the Group Executive Committee of the TUI Group, most recently as Board Member for IT & Future Markets, and various top management positions at Vodafone and Mannesmann respectively

20+ years of experience in the telecommunications sector as well as in the digital transformation of companies and the development of new digital businesses



Dr Martin Fischer
Chief Technical Officer

Prior to 1&1 Versatel: Head of Fixed Planning & Deployment at Vodafone, responsible for planning and construction of fixed access as well as convergent transport and backbone networks for mobile and fixed networks

10+ years of experience in the telecommunications sector with focus on network and infrastructure planning, E2E network optimization as well as technological and organizational transformation



Thomas Heyder
Chief Sales & Marketing Officer

Prior to 1&1 Versatel: At T-Systems responsible for the mobile communications business with international business clients and the sales of telecommunications services as well as Senior Vice President Sales & Service responsible for the key account business at Telekom Deutschland and leading positions at Hewlett-Packard

20+ years of experience in the IT and telecommunications sector



Guido Mannshausen
Chief Financial Officer

Prior to 1&1 Versatel: Head of Finance at United Internet Corporate Services and different leading positions at Vodafone

20+ years of experience in the telecommunications sector



Dr Borislav Tadić
Chief Production Officer

Prior to 1&1 Versatel: Senior Vice President at Deutsche Telekom responsible for network provisioning for private and corporate customers in Northern Germany as well as senior management consultant for customers on four continents

20+ years of experience in the IT and telecommunications sector as well as in network roll-out and operation



Ahmet Yayan
Chief Operating Officer

Prior to 1&1 Versatel: Managing Director Technical Service as well as various managerial functions at Vodafone/Kabel Deutschland and as Director responsible for the Operations division of the customer communications service provider SNT-Regiocom (formerly SNT Deutschland)

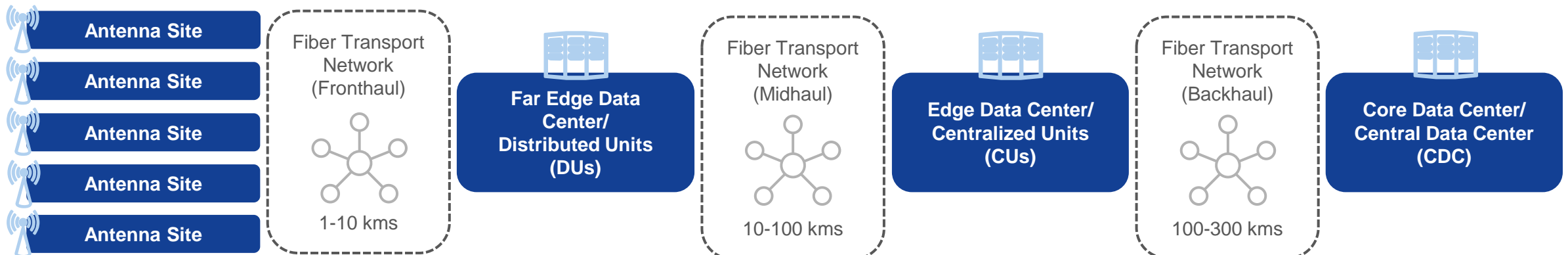
20+ years of experience in the telecommunications sector and in the customer service environment

Infrastructure service provider for the 1&1 mobile network

Europe's first fully virtualized 5G network based on the new Open Ran technology

TWO CENTRAL TASKS

- Connecting the 5G antenna sites to the high-performance 1&1 Versatel fiber transport network
 - Constructing and operating of the data center infrastructure
- Fiber connection and extremely short transmission paths to the data centers enable real-time applications in the 1&1 5G mobile network



The Fiber-Company

Using the Chances of Digitalisation with 1&1 Versatel

Providing a
HIGH PERFORMANT FIBER NETWORK,
an outstanding infrastructure coupled with a professional service and expert consulting, 1&1 Versatel secures their business customers' competitive edge in the digital age.

1&1 Versatel is driving forward the
GIGABIT REVOLUTION
with the ongoing expansion of the fiber network for Germany.



Fiber guarantees highest Quality

High Speed for more Success – Entering the Gigabit Era with Fiber

EFFICIENT

- Quick transmission of high data volumes (up to 100 gbit/s)
- Efficient and secure cooperation across locations

FUTURE-PROOF

- For all communication requirements – today and tomorrow

HIGH QUALITY

- Highest security
- Immune to disruptions
- High stability



UNIVERSAL

- One connection for all communication services

COST-EFFECTIVE

- Best value for money

SCALABLE

- Performance growing with the requirements

HIGH SPEED

- High speed without limits

Fiber: The Technology of the Future

Clear Advantages over other Network Infrastructures

COPPER AND COAXIAL INFRASTRUCTURE

- Transmission speed **limited** and **not guaranteed** („up to“)
- High bandwidths **only available to the last distribution point**
- Prone to **noise interference**
- **Shared and asymmetrical bandwidth**

VS.

1&1 VERSATEL Fiber INFRASTRUCTURE

- Consistent high speed with up to 100 gbit/s to the building
- Fiber connections via FTTH and FTTB
- Symmetric, scalable and dedicated bandwidth
- Full redundancy
- Stable latencies
- Open-Access-Platform offers open exchange between users and providers

Our Challenge: The Gigabit Society

Fiber Covers Future Bandwidth Requirements

FIELDS OF ACTION

- Networking & Cooperation



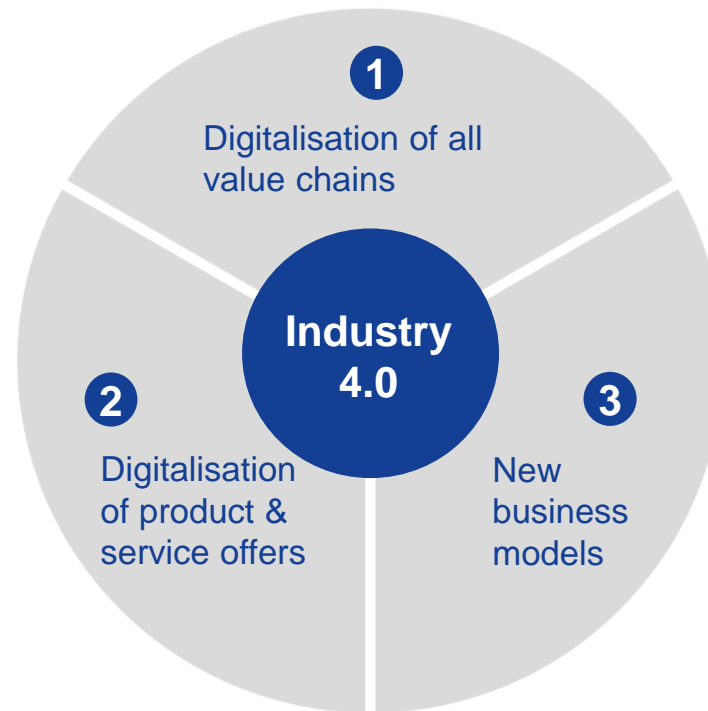
- Innovation & Transformation



- Data & Analytics



EFFECTS



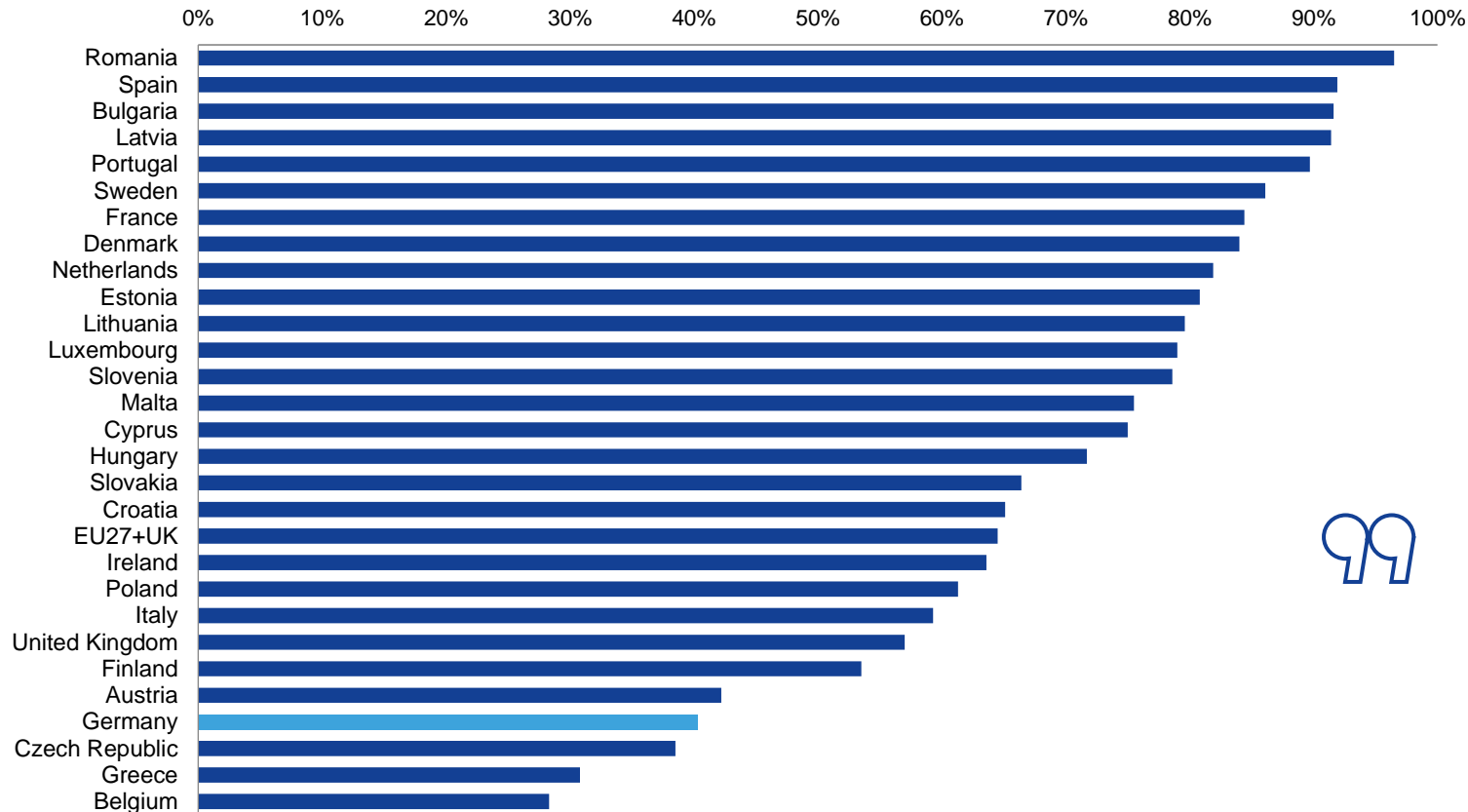
RESOURCES

New digital age requires a performant foundation

- ✓ Fiber (FTTH/B)
- ✓ Bandwidth of min.1 gbit/s
- ✓ Intelligent distribution
- ✓ Future-proof for new services by scaling

Germany among Bottom of the League in Bandwidth Comparison

Fiber Connections in European Union*



To ensure that Germany does not fall behind other EU nationals, it is crucial to remove bureaucratic hurdles and accelerate the expansion of fiber optic networks.

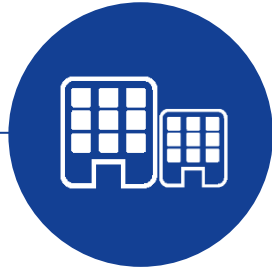


Frank Rosenberger, CEO von 1&1 Versatel

* FTTH/FTTB potential in relation to the total number of households
Source: IDATE for FTTH Council Europe, September 2023

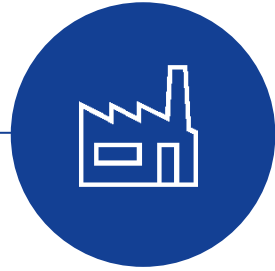
Ongoing Expansion of the Fiber Network

1&1 Versatel is Driving Forward the Gigabit Society



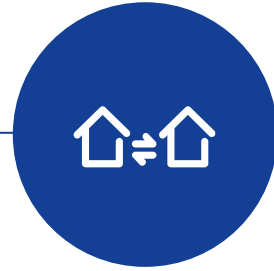
CUSTOMER NETWORKS

Network expansion by building (key) customer networks



BUSINESS PARKS

Systematic development of business parks: nationwide initiative since Mid-2015



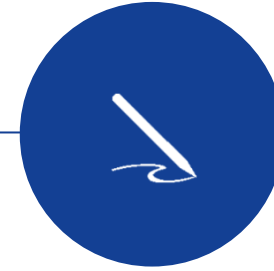
EXPANSION CLOSE TO LINES

Continuous network expansion within the scope of regional fiber campaigns



COOPERATIONS

Utilisation of municipally existent fiber infrastructure. 1&1 Versatel provides services in different areas and depth of added value – from network operations support to the provision of wholesale products.



ACQUISITIONS

Taking over existent infrastructures

High Speed for more Success

Business Offers for all of the Gigabit Society's Requirements



Freelancer and Small Companies

- Professional full service including telephone, Internet, mobile and networking
- Safety, operation and hosting from a single source
- Attractive flat rates for fixed lines and Internet



Medium-Sized and Large Companies

- Tailored solutions, comprehensive service
- Individual tariff system for Internet, Voice and site networking
- Personal consulting from conception via implementation through to service



Public Institutions and Administration

- Efficient telecommunications services for Internet and fixed lines
- Reliable solutions for Voice, Internet and value added services
- Individual Service Level Agreements, network, email and web protection as well as highly secure colocation centres

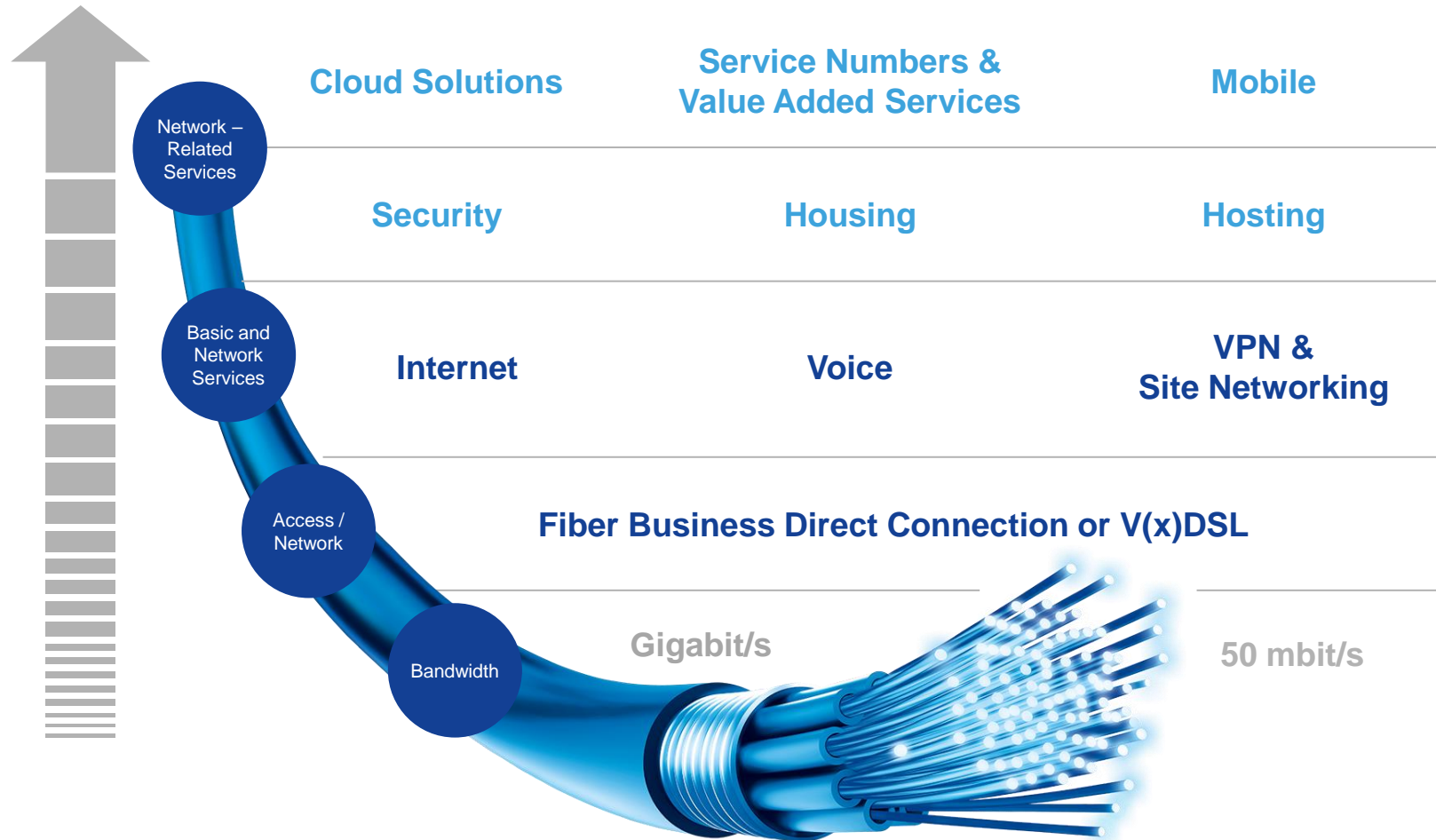


Communities and Municipal Companies

- Cooperation for the regional broadband expansion e.g. in business parks
- Tailored value creation models using municipally existent fiber infrastructure (marketing, products, operation, network capacity)
- Consolidation of regional carriers via Open-Access-Platform

Business Core Products and Additional Services

Services based on the High Performant Fiber Network



Wholesale

The Partner for Carriers



Mobile Backhauling



Interconnection



Leased Line



IP-Services



Colocation



Service and Solution



White Label



Mobile: BTS connection with fiber

Cabel networks: Cluster-Split / Fiber-Node Split

Ethernet for Carrier Enterprise Business

Reseller / Provider: Retail and white label products

Voice: Termination, SIP-IC, Virtual LEC, IN

Focus: Fast Service, One-Face, Solution

About the Connection

Technical Expertise and Service

OFFER

- Consulting and design of solutions: whether bandwidths of 50 mbit/s or gigabit speeds, whether single connections with Internet and Voice or complex individual solutions for large-scale enterprises
- Real fiber quality and guaranteed speeds

SUPPORT

- Personal contact person for all questions around the 1&1 Versatel products
- Network and service support by 1&1 Versatel Service & Support Center
- Flexible upgrading and modification of telecommunications systems as well as booking new services or increasing the speed



COMMISSIONING

- Signing of the contract
- First on-site appointment with one of our technicians
- Intensive consulting and support in your region

REALISATION

- On site-installation and commissioning by 1&1 Versatel technicians
- Function test of the line
- The service is activated and available

Services for Customers

The Service & Support Center Manages our Network and Your Services

SERVICE



- Service & Support Center (SSC) in Germany and 24/7 business customer hotline
- Service Level Agreement with industry standard for business customers and carriers
- Secure processes according to ITIL V3 and certifications according to ISO 27001, ISO 27001 on the basis of IT baseline security, ISO 20000 und ISO 9001



OPERATION



- Flexible models of cooperation grant customers access to 1&1 Versatel resources (e.g. FTTC, FTTB network planning) also in joint projects
- Standardised and individual product configurations with highly automated solutions and Managed Services
- Project realisation with long-term technology partners

Perfectly Secured

Our Security is Your Security

COMPLIANCE



- Compliance with legal requirements
 - Compliance with a code of conduct and internal company guidelines
-

FRAUD-MANAGEMENT



- Early-warning system implemented for active fraud identification of customers
-

DATA PROTECTION



- Own data protection official
 - Measures of data security according to Telecommunications law, General Data Protection Regulation and Federal Data Protection Act
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SABOTAGE PROTECTION



- All employees who carry out security-sensitive activities are vetted according to Federal or Federal State Acts

References

A Selection of our Customers

