

# The B2B Provider for Fiber Gigabit Connections

The Company

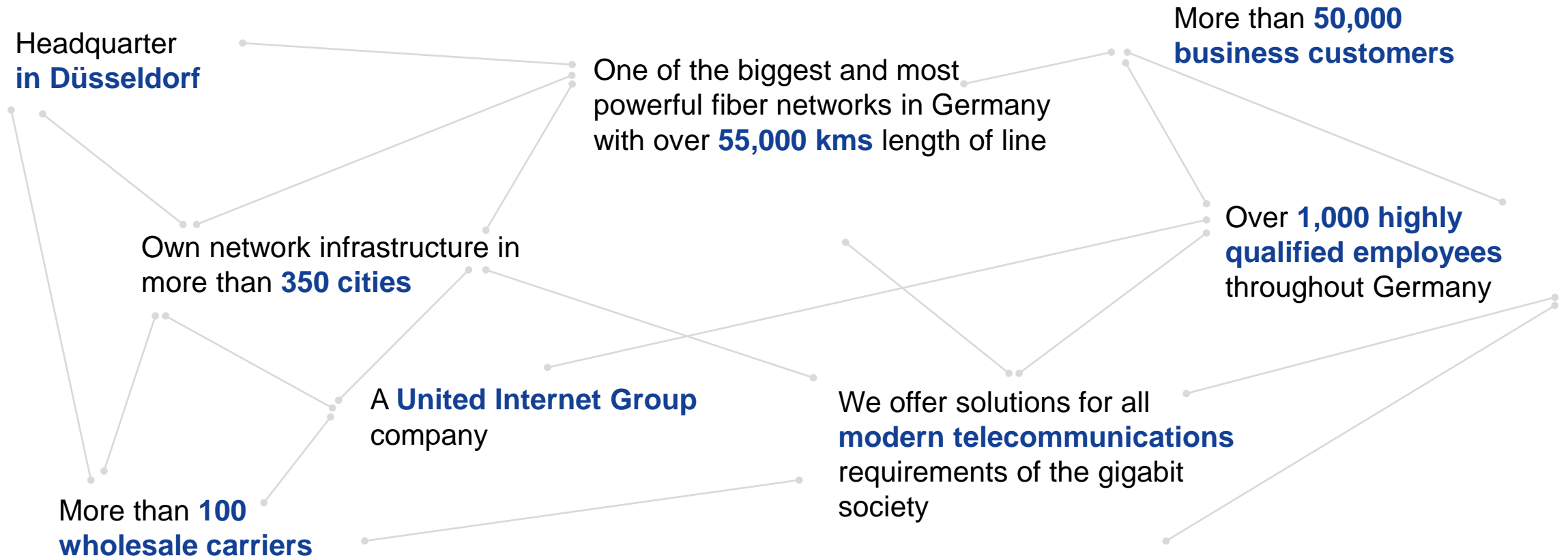
As of: January 2024



**1&1** versatel

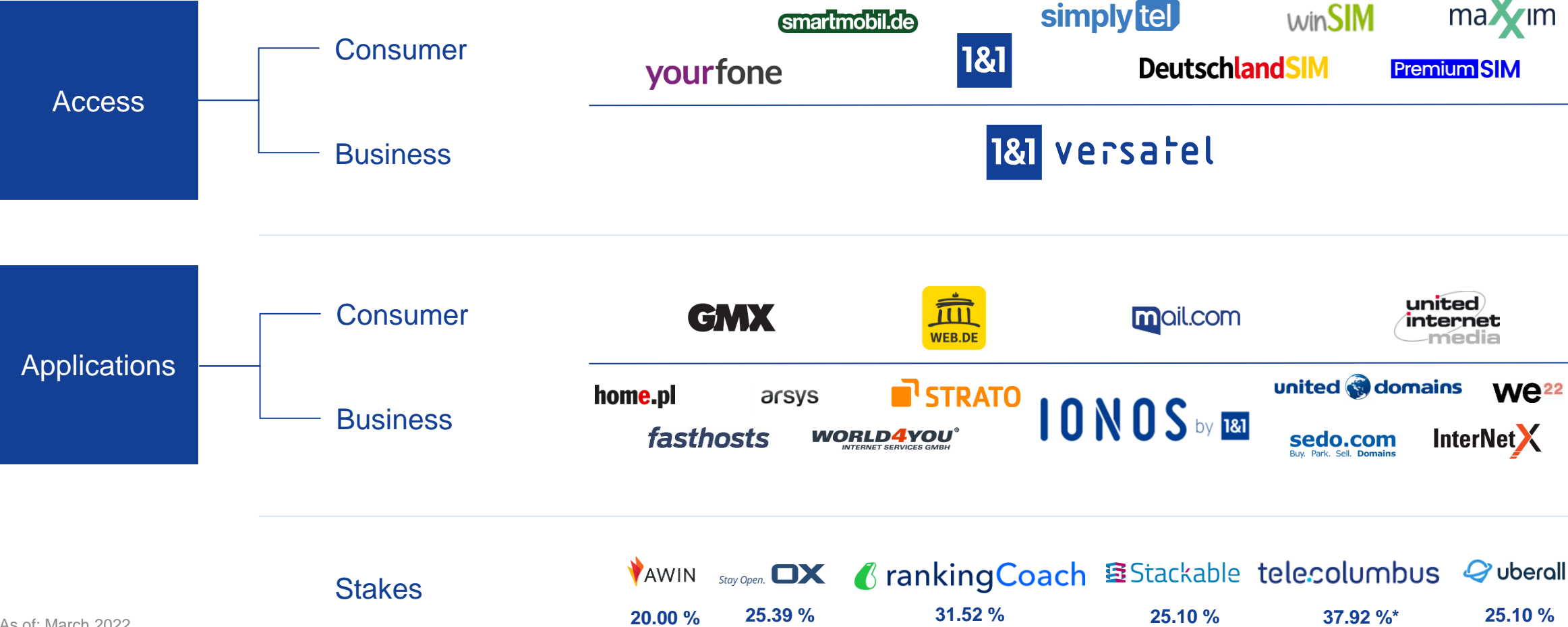
# 1&1 Versatel: Company Data

The B2B Provider for Fiber Gigabit Connections



# United Internet

## Business Areas and Investments



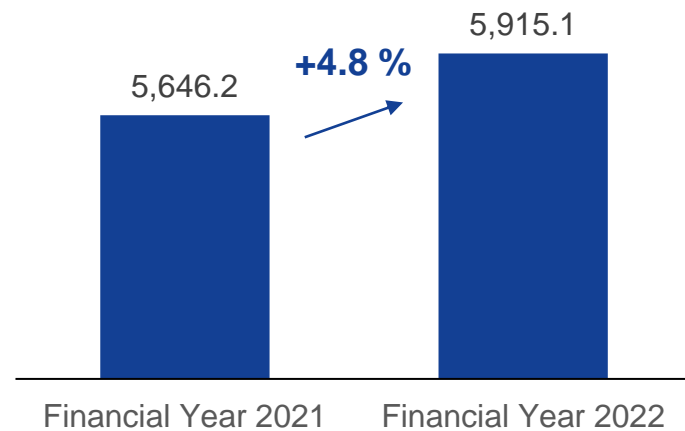
As of: March 2022

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

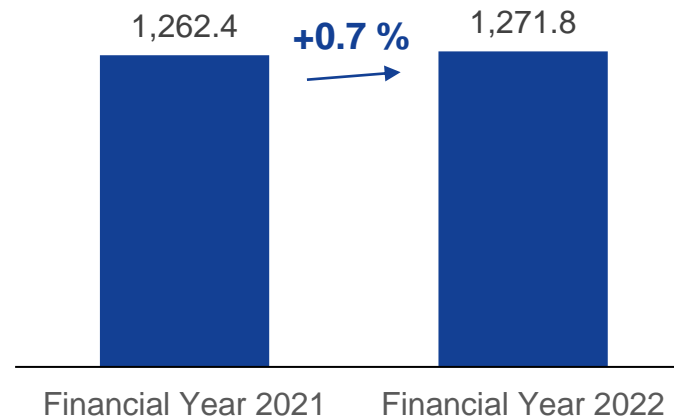
# United Internet

## Group KPIs

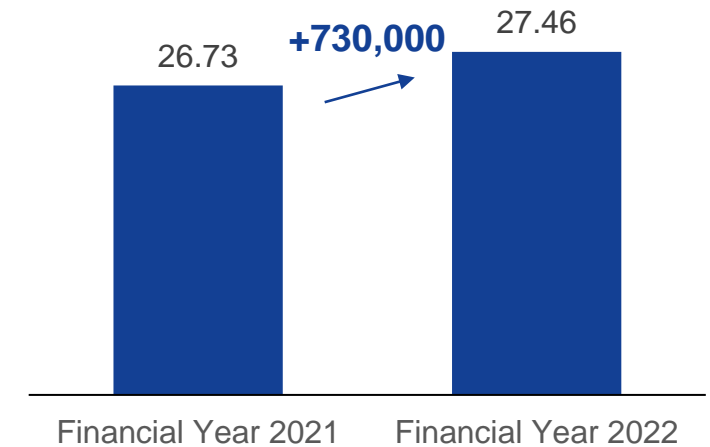
### TURNOVER (IN M €)



### EBITDA (IN M €)\*



### FEE-BASED CUSTOMER CONTRACTS (M)



\* Without consideration of a (non-period) positive earnings effect of EUR +39.4 million in 2021 and additionally adjusted for preparation costs for the IONOS IPO (EUR -3.0 million in 2021 and EUR -8.8 million in 2022), as well as non-cash valuation effects from derivatives (EUR +4.9 million in 2021 and EUR -0.5 million in 2022)

# Nationwide and Regional

## Our Fiber Network

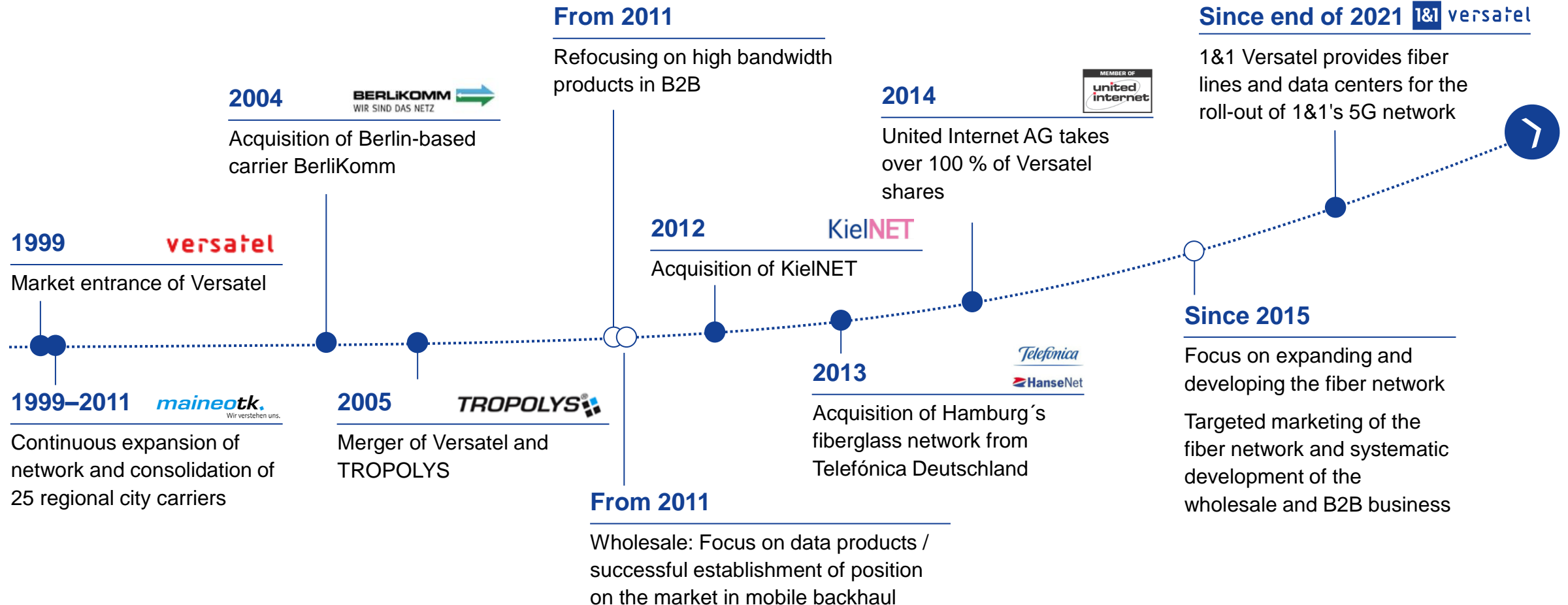
- One of the biggest and most powerful fiber networks in Germany
- Over 55,000 kms length of line
- Providing our own network in more than 350 German cities
- Available throughout the country and connected regionally
- Infrastructure to the building (FTTH/B)





# 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 Sören Trebst**  
Chief Executive Officer

Prior to 1&1 Versatel: Senior Vice President Network Operations at Vodafone Deutschland being responsible for management and operation of the mobile-, DSL- and cable network as well as different leading positions at Kabel Deutschland and Kabel Deutschland Kundenbetreuung

20+ years of experience in the telecommunications sector



**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)

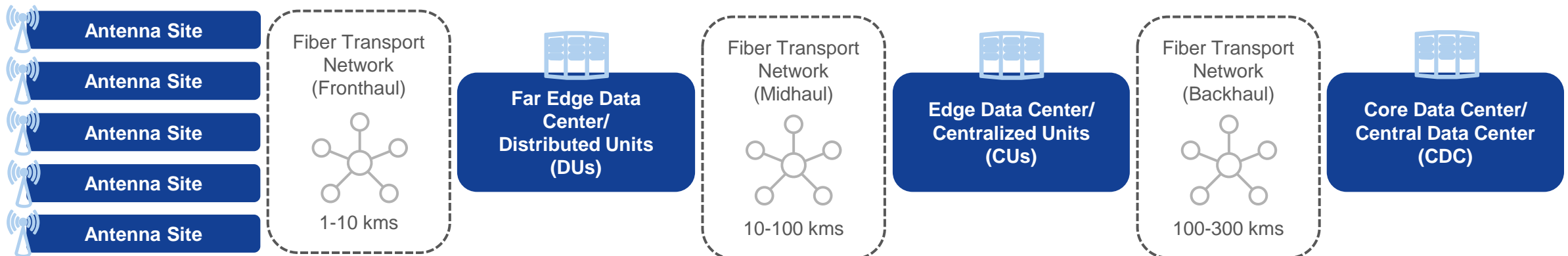
20+ years of experience in the telecommunications sector and in the customer service environment

# 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



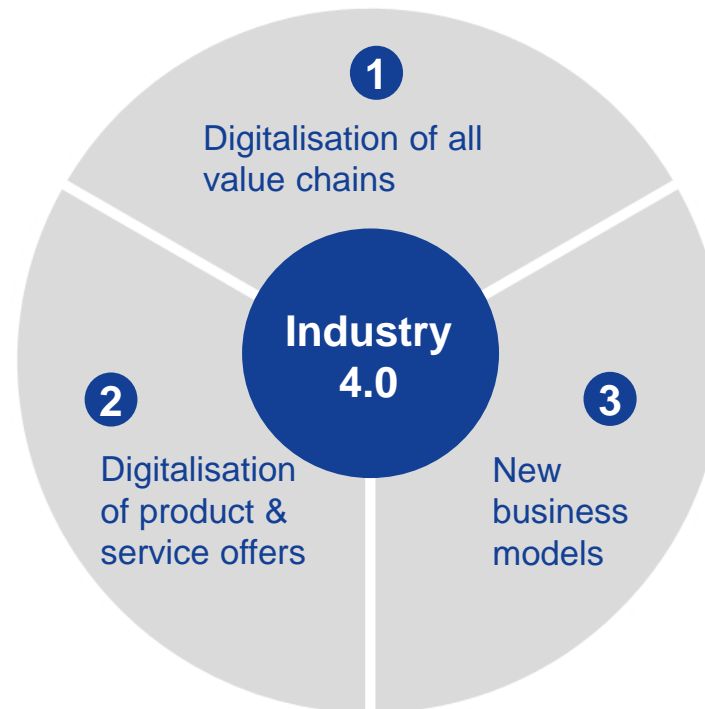
- Innovation & Transformation



- Data & Analytics



### EFFECTS



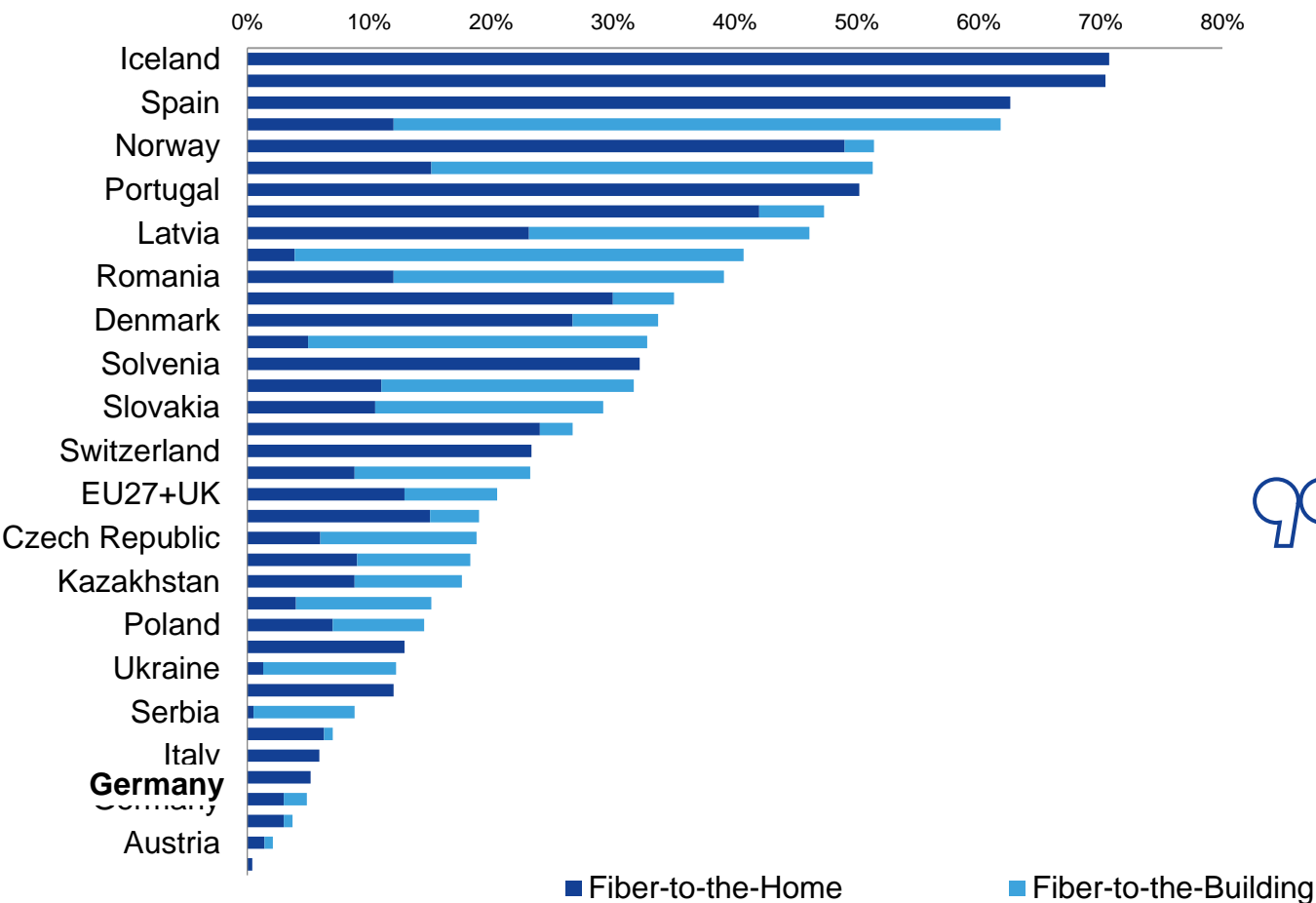
### RESOURCES

#### **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 as Bottom of the League in Bandwidth Comparison

## Fiber Connections in European Countries\*



BB

Digitalization is the evolution of our time, fiber is the only infrastructure that can cope with all digital challenges of today and the decades to come.



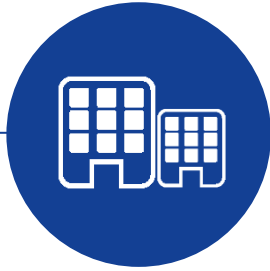
(BREKO Marktanalyse 2020)

\* Economies with at least 125,000 households and more than 1% household penetration  
Source: IDATE for FTTH Council Europe, September 2020



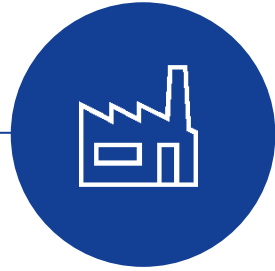
# Ongoing Expansion of the Fiber Network

1&1 Versatel is Driving Forward the Gigabit Society



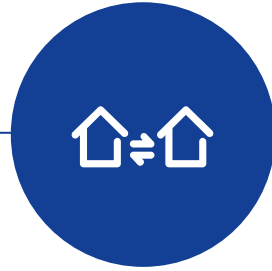
## CUSTOMER NETWORKS

Network expansion by building (key) customer networks



## BUSINESS PARKS

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



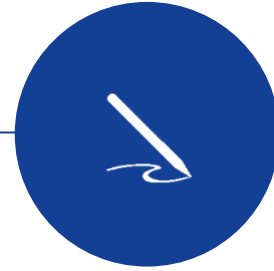
## EXPANSION CLOSE TO LINES

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

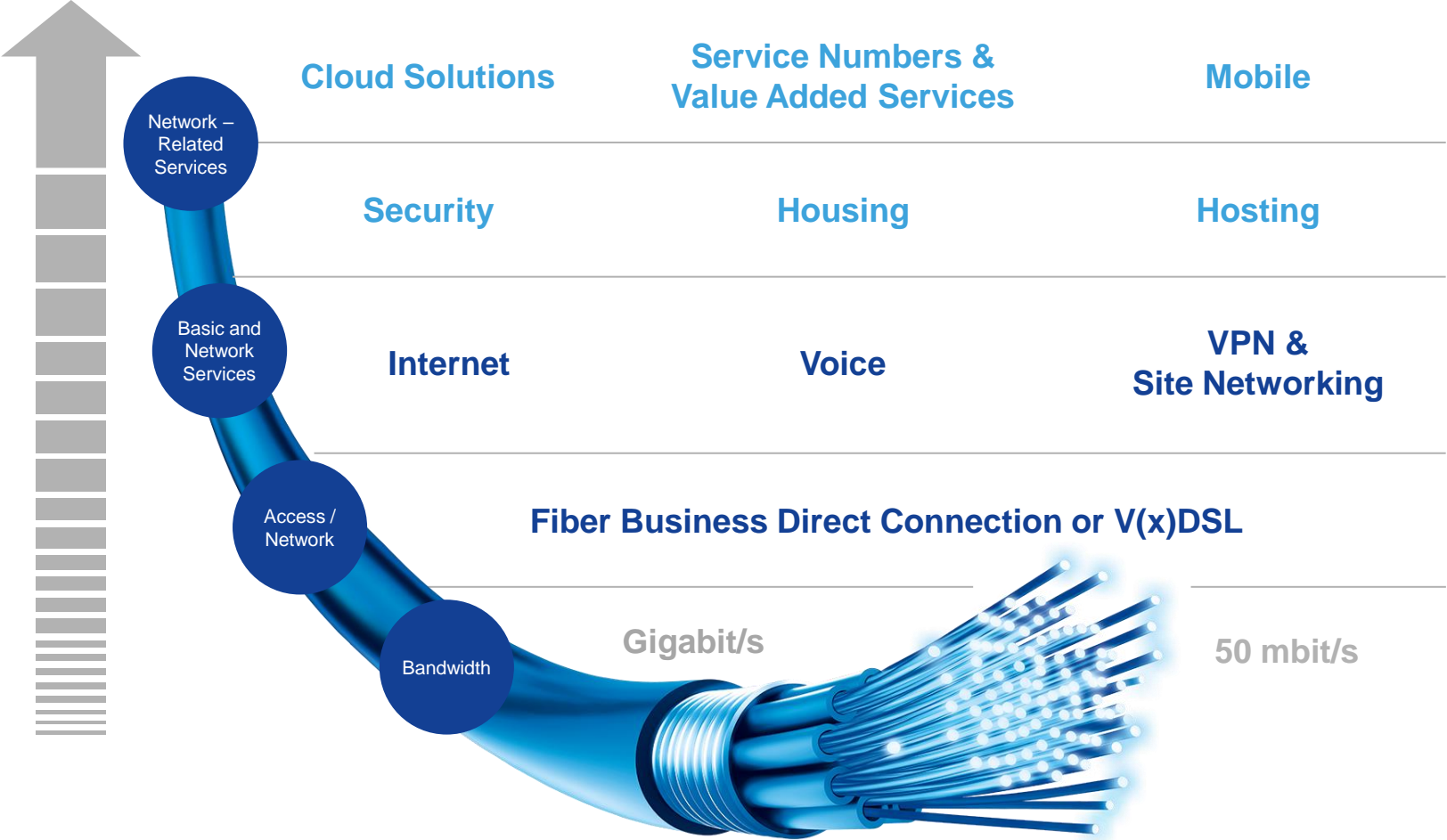


### Communities and Municipal Companies

- 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 Operation Centre
- 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 Operation Centre Manages our Network and Your Services

### SERVICE



- Service Operation Centre (SOC) 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

### 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

