The B2B Provider for Fiber Gigabit Connections

The Company

As of: October 2026

1&1 versatel

1&1 Versatel: Company Data

The B2B Provider for Fiber Gigabit Connections

Headquarter **in Düsseldorf**

One of the biggest and most powerful fiber networks in Germany with more than **70,000 kms** length of line

More than **50,000 business customers**

Own network infrastructure in more than **350 cities**

Over **1,600 highly qualified employees** throughout Germany

Fellow Subsidiary of **1&1 AG** and Part of **United Internet Group**

We offer solutions for all **modern telecommunications** requirements of the gigabit society

More than **100 wholesale carriers**

United Internet

Segments and brands

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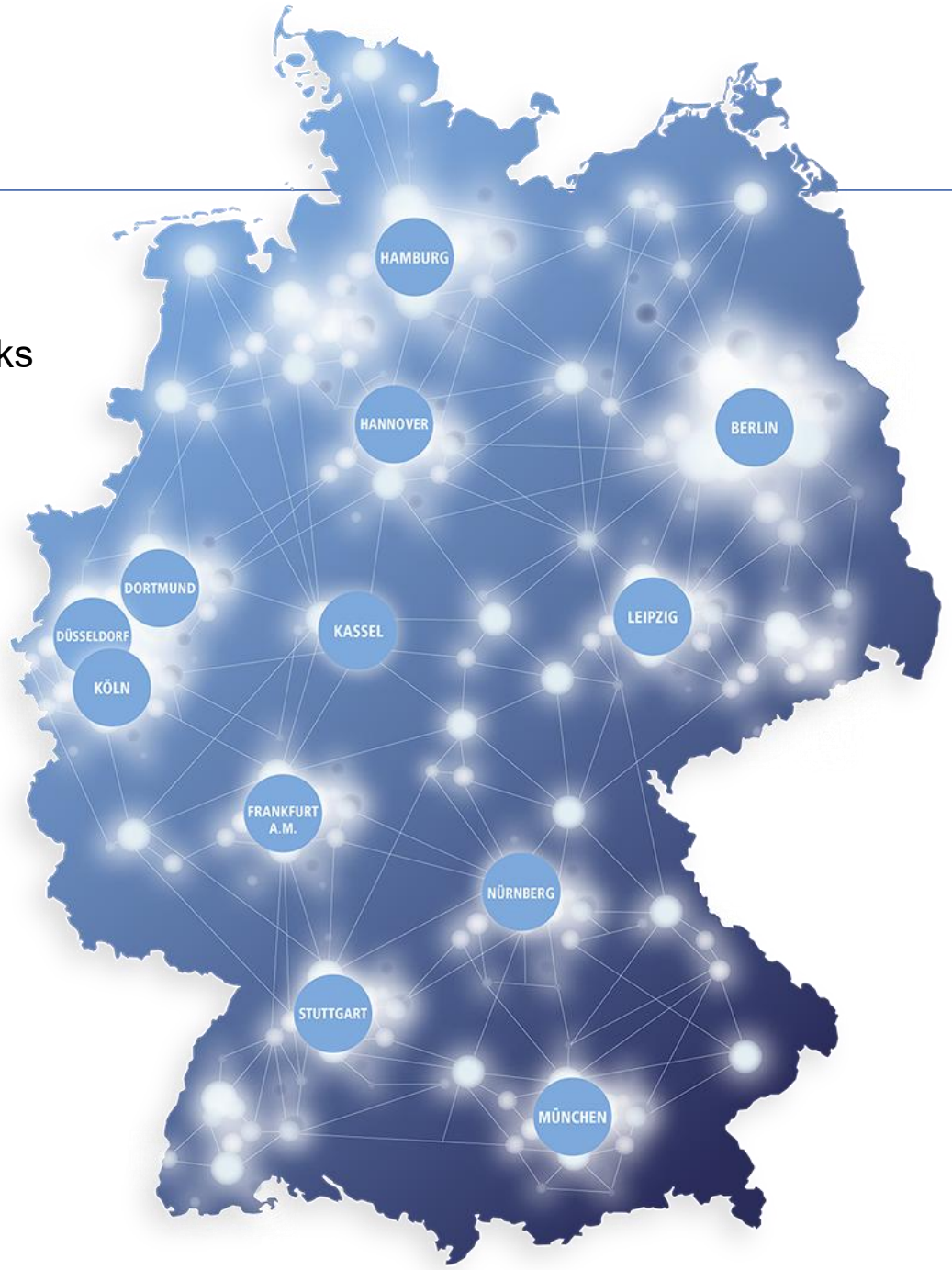
Nationwide and Regional

Our Fiber Network

- One of the biggest and most powerful fiber networks in Germany
- More than 70,000 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

1999

Market entrance of Versatel

1999–2013

Continuous expansion of network and consolidation of 25 regional city carriers

maineotk. Wir verstehen uns. · BERLIKOMM WIR SIND DAS NETZ · KielNET · TROPOLYS · Telefónica · HanseNet

From 2011

Refocusing on high bandwidth products in B2B

From 2011

Wholesale: Focus on data products / successful establishment of position on the market in mobile backhaul

2014

United Internet AG takes over 100 % of Versatel shares

Since 2015

Focus on expanding and developing the fiber network

Targeted marketing of the fiber network and systematic development of the wholesale and B2B business

Since end of 2021

1&1 Versatel provides fiber lines and data centers for the roll-out of 1&1's 5G network

2023

Acquisition of BT Germany's fiber optic networks in Düsseldorf, Frankfurt, Stuttgart and Munich

2025

1&1 AG takes over 100 % of 1&1 Versatel shares

Management Board

Many Years of Expertise in the Telecommunications Sector

Christoph Kull
Chief Executive Officer

Prior to 1&1 Versatel: President Business Applications at software company Proalpha, as well as various leadership roles at international technology companies including Workday, Adobe, and SAP

20+ years of experience in driving digital transformation, evolving business models, and delivering customer-centric growth

Hendrik Baumgarten
Chief Sales Officer /
Chief Operating Officer

Prior to 1&1 Versatel: Managing Director and Director at Telefónica Germany, where he was responsible for the sales of business customer solutions. Prior to that, he held various leadership positions at Vodafone, primarily in the B2B segment

25+ years of experience in the 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 Technical Officer /
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

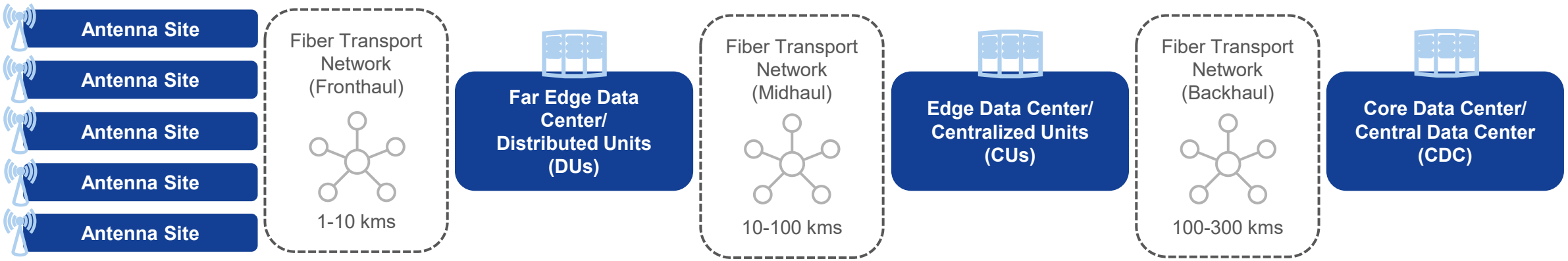
Infrastructure service provider for the 1&1 mobile network

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



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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

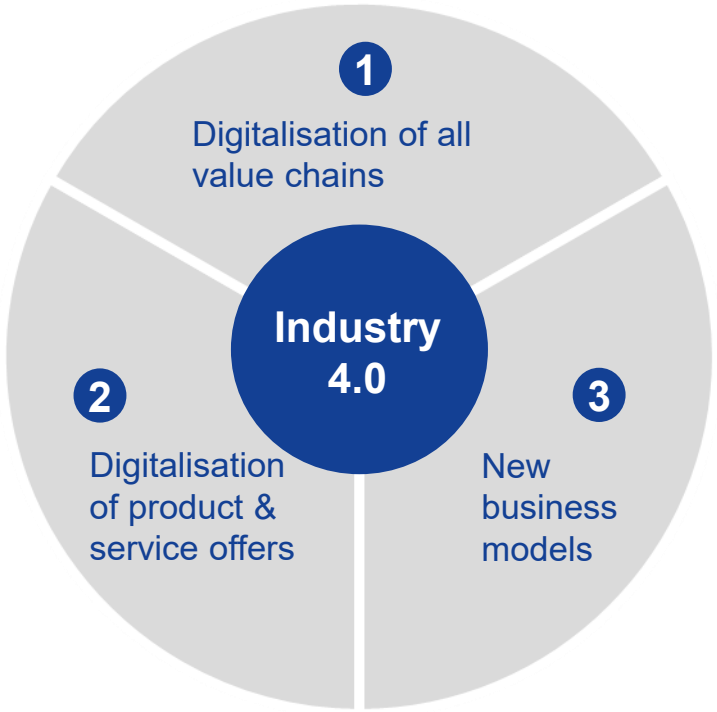
Our Challenge: The Gigabit Society

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

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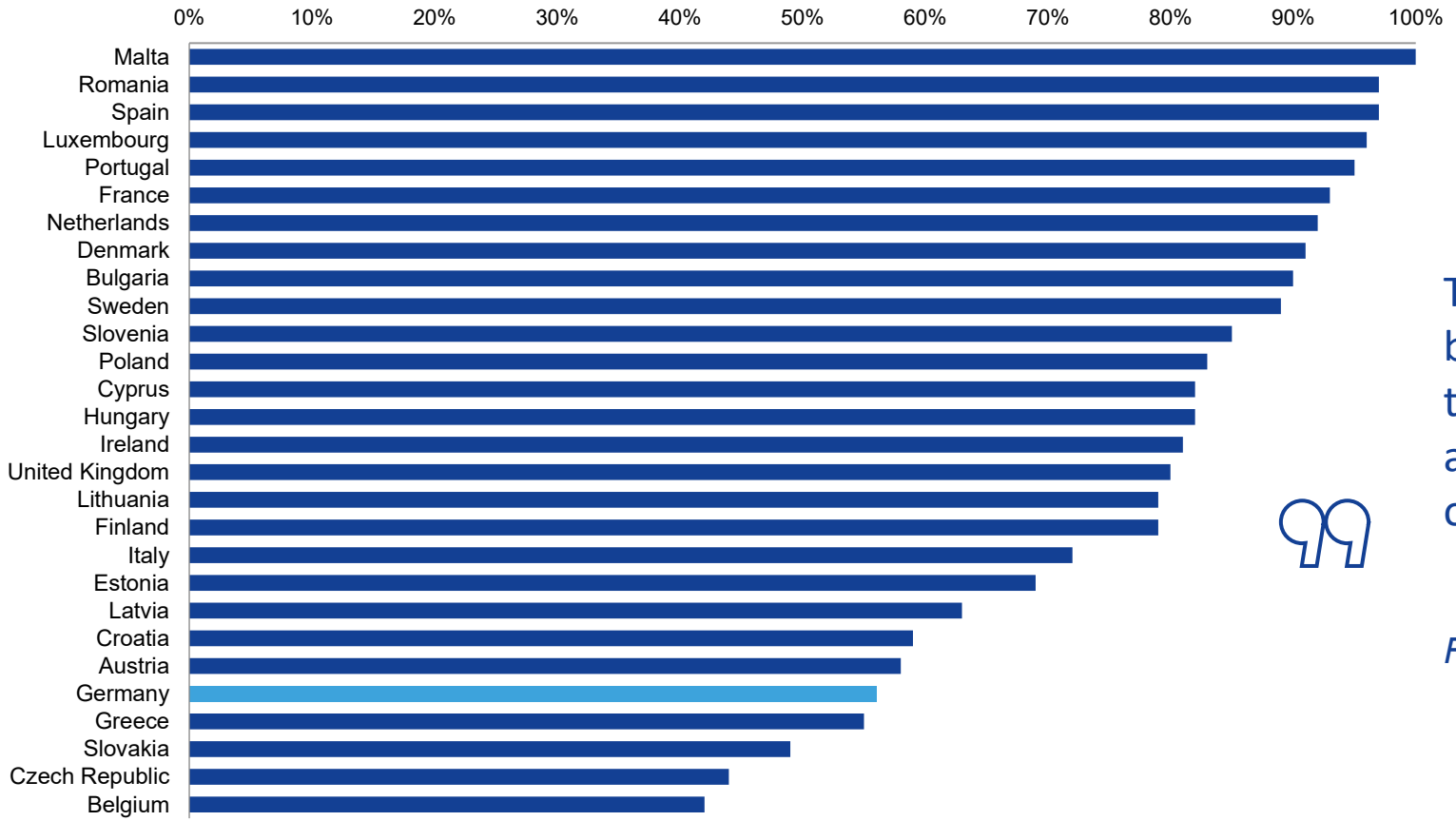
Germany among Bottom of the League in Bandwidth Comparison

Fiber Connections in European Union (EU39)*



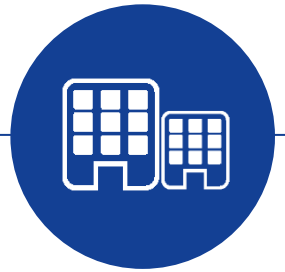
To ensure that Germany does not fall behind other EU nationals, it is crucial to remove bureaucratic hurdles and accelerate the expansion of fiber optic networks.

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 2025

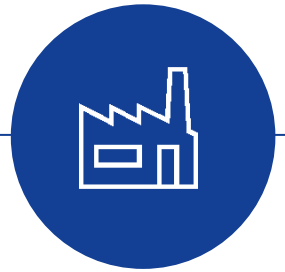
Ongoing Expansion of the Fiber Network

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

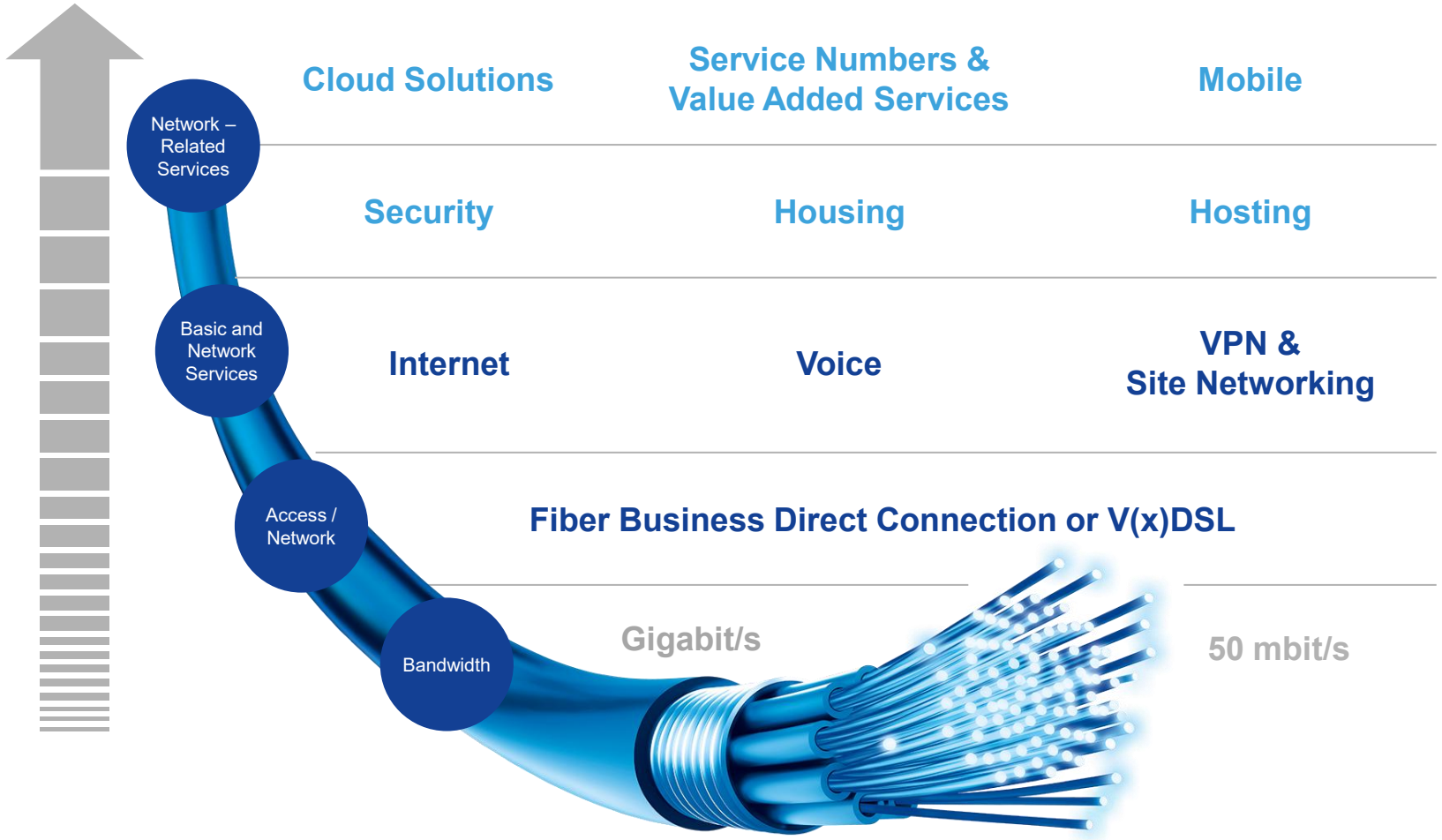
- Efficient telecommunications services for Internet and fixed lines
- Reliable solutions for Voice, Internet and value added services
- Individual Service Level Agreements, network, email and web protection as well as highly secure colocation centres

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



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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

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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

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