



Setting the Pace for the Digital Future

Plusnet in Figures

More than

40,000

Business customers

Around

190 Million

EUR Sales in 2023

Bandwidths up to

100 Gbit/s

in the gigaspeed network

Around

500

employees

all over Germany

10

locations

More than

300

partners

Around

800 Million

minutes of speech telephony / month

More than

6,500 km

own, active fibre optic backbone

Access to more than **50,000 kilometers** of fibre optic in the backbone network via cooperation agreements

100%

subsidiary of EnBW



Our Vision, our Mission and our Values



Our Vision

We are a leading partner in the telecommunications sector and are setting the pace for the digital future in Germany.

Our Mission

With the right solution for Internet, telephony and network, as well as gigaspeed technology, we make telecommunications easy and fit for the future for our customers.





Our Mission

By investing in fibre optic, we are making an important contribution to sustainable economic and social development in Germany.

Progress

As pacesetters for the digital future, we are pioneers, bridge builders and groundbreakers. Combining visionary thinking with technological know-how, we show our customers new, innovative solutions to suit their needs.

Partnership

As experts with many years' experience, we show our customers and partners the way to the digital future. In doing so, we respond to their individual needs in a trusting and fair partnership at eye level.

Passion

We are passionate about what we do. And we know what we have to offer. This is the spirit of our commitment to our customers and partners. We take on problems and do not give up until we have found the solution.



Our Offer



Our Offer

Cutting edge gigaspeed-capable telecommunication and network services

Modular, broad product portfolio



Internet

Fibre optic

Cutting-edge technology with bandwidths up to 10 Gbit/s at reliable speed, high availability and stability.

DSL

Bandwidths up to 250 Mbit/s with high reliability, flexibly expandable with telephony solutions.

Wireless local loop

Gigaspeed internet with high reliability and data security. Ideally suited for the wireless connection of locations.



Telephony

SIP Trunk

Modern telephony solution at lower costs, with more flexibility and high operational and communicational security.

Cloud telephone system

Future-proof and flexible IP telephony for efficient collaboration across any number of locations.

ISDN

Continue to use existing telephone systems with an ISDN (basic or primary multiplex) connection.



Networking

SD-WAN

Maximum agility in the network management and increase in performance through Software Defined Wide Area Network.

VPN

Flexible networking of data centres and locations in Germany and abroad. Secure and highly available data exchange.

WDM

Point-to-point leased line based on our DWDM network for customers with high bandwidth requirements.

In addition, customised solution modules in the project business



Security

Managed network security services for secure access from the WAN to the Internet and to protect customer networks from unauthorised access and for customer-internal segmentation.



LAN Management

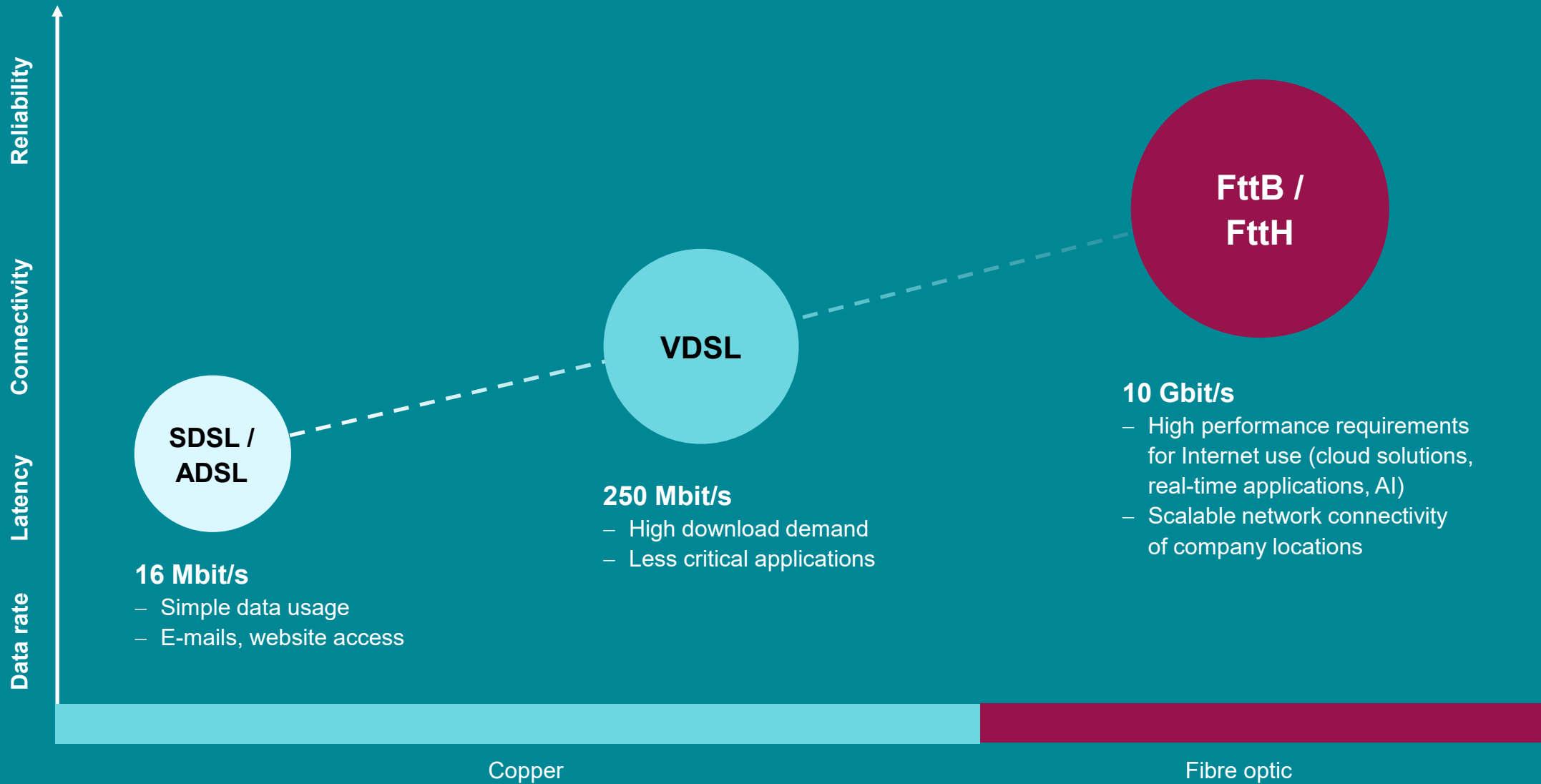
Planning, creation and operation of complete LAN infrastructures with router and switch services including monitoring.



WLAN

Planning, creation and operation of complex WLAN solutions, based on renowned and certified manufacturers, also with separate guest access including landing pages, e.g. for chain stores.

Continuous conversion of our portfolio to fibre optics



We bring fibre optics directly
to the people

plusnet
Wir leben Kommunikation

**Ja,
endlich Glasfaser**

Wir bringen Ihr Gebiet ans
Glasfasernetz. Anschlüsse für
Geschäfts- & Privatkunden.

Jetzt
bestellen



www.plusnet.de/glasfaser
T: 0221 499 399 33

Plusnet | Ein Unternehmen der EnBW

**Self-managed fibre
optic expansion in
commercial and
mixed areas**



Our Customers



Our Customers

We are the preferred partner of medium-sized businesses, corporate customers and municipalities in Germany

The right offer for each customer group



Medium-sized businesses

We guide German mid-sized businesses through the process of digital transformation and enable new business models



Corporate

We offer tailor-made solutions for demanding industrial and business customers



Municipalities

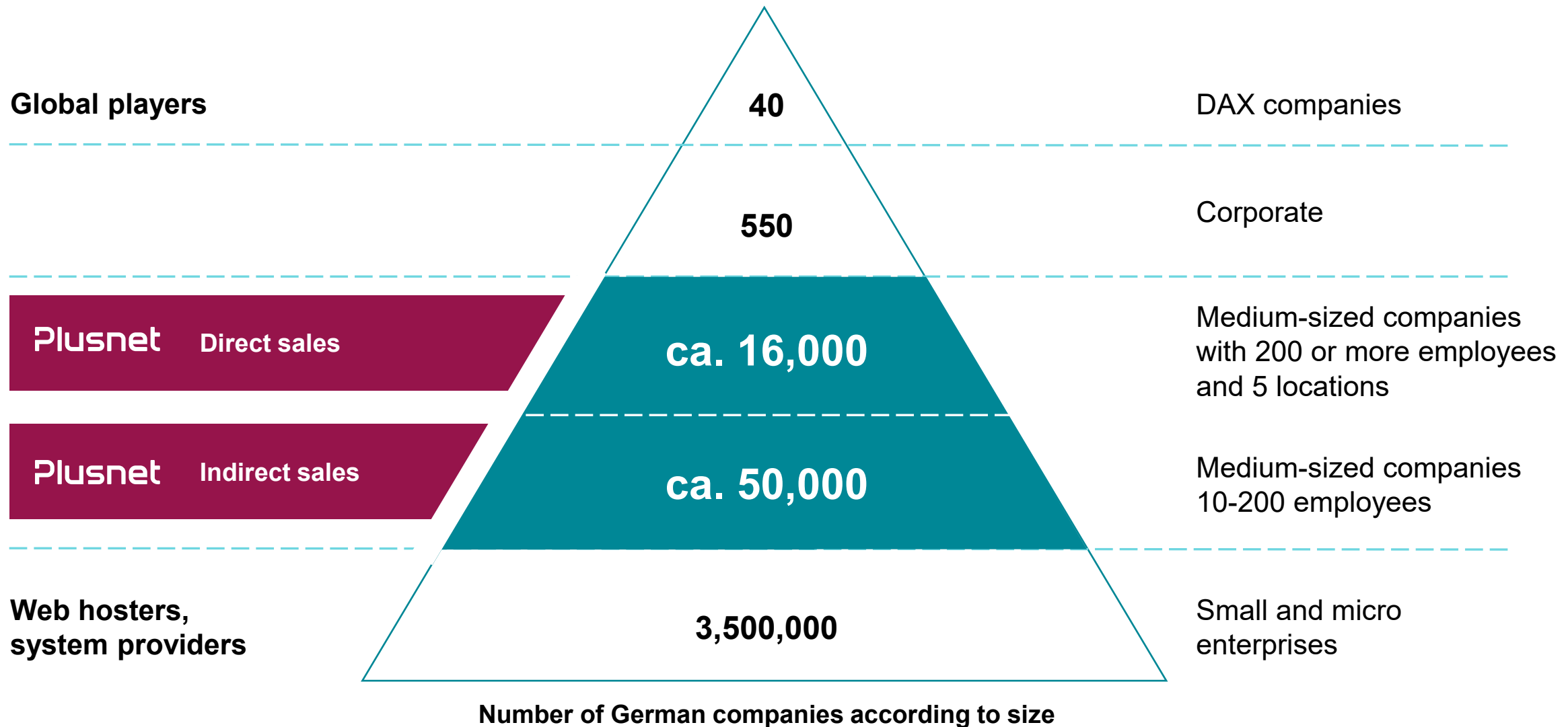
We make Germany's municipalities future-proof



Retail customers

We also connect private households to the fibre optic network

Concentration on medium-sized businesses



We are working for these and other customers

Plusnet



Customer reference: Finance

Medium-sized businesses

“We have the assurance of meeting all the requirements of the regulator. At the same time, Plusnet's all-IP network gives us the freedom to shape our digital infrastructure according to our customers' needs.”

Marc Urban, Head of Information technology Department, Volksbank Wolfenbüttel



Target

Secure IP network for all branch banks

Requirements

- All-IP wide area network (WAN) for all 27 branches and 16 self-service centers
- Data prioritisation via MPLS protocol
- Data encryption in the WAN
- Redundant cloud connection
- IP telephony
- Mobile phone solution for emergencies

Solution

- MPLS WAN for branches and self-service centers; MPLS service classes for alarming over IP
- Compliance security standards
- Redundant connection of the cloud provider
- SIP trunks for IP telephony
- LTE emergency kit for each branch office



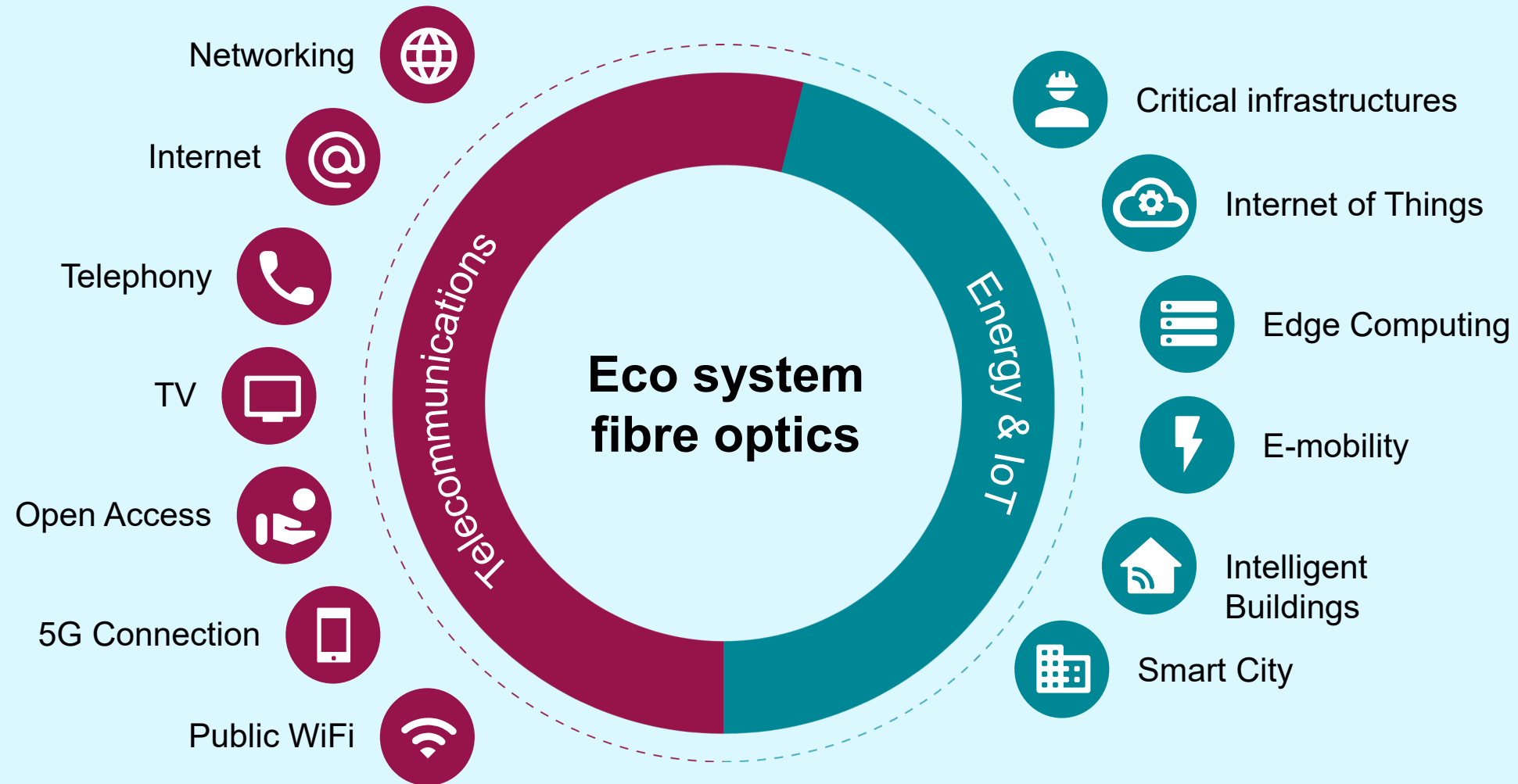
Municipalities & Public Utilities



Our Offer to Municipalities and Public Utilities

We make Germany's municipalities
future-proof

Broadband requirements for municipalities and public utilities



Open Access partner for municipalities & public utilities

Enabling Open Access & increasing network utilisation

- Procurement of integration partners to enable your fibre optic infrastructure and IT for Open Access
- By connecting to Plusnet Netbridge, Plusnet and more than 300 of our sales partners increase the network utilisation of municipal utilities

Marketing services under your own brand

- Broad range of resale TC products for easy entry into marketing to private and business customers (Internet, telephony, networking) as well as
- **Carrier advance services** for your own product design





Our Partners



Our Partners

A key factor in our success is the trustful cooperation with our business partners

Our Partners

Sales Partners

Intermediation of the Plusnet product portfolio to business customers



Value Added Resellers

Integration of Plusnet pre-service products into own portfolio



ISP & Carrier

Use of Plusnet Internet access products via network coupling – from xDSL via Ethernet to wireless local loop

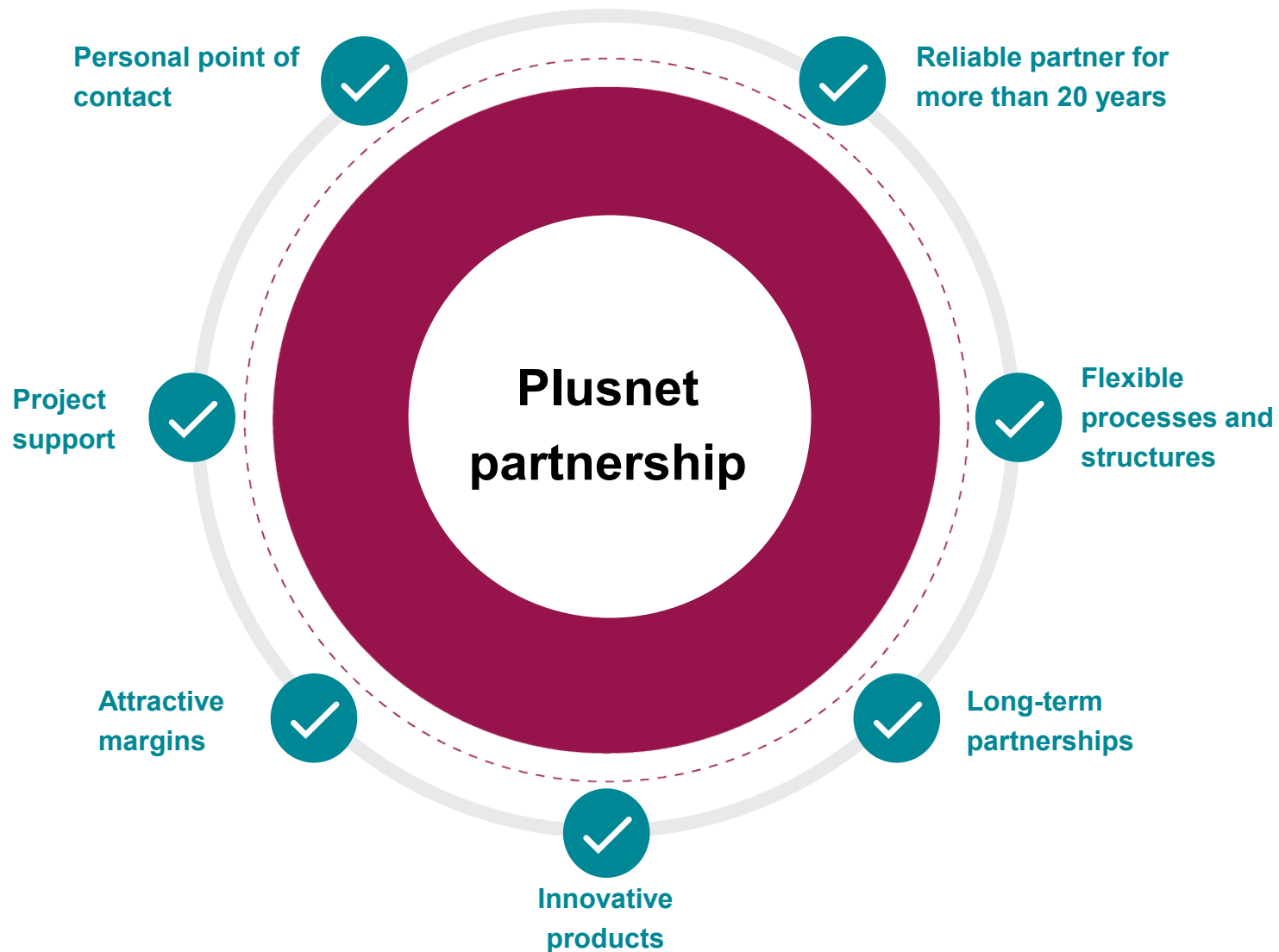


Consumer Wholesale

Resale of Internet access and voice services based on the Plusnet network to retail customers

We work with a large number of regional and nationwide Internet & telephony providers for end customers.

The Plusnet partner package



- Free product workshops
- Certification training (Product, sales and technical training courses)
- Access to an exclusive partner portal
- Automated order and commissioning processes
- Professional marketing support
- Intensive sales support (Pre-/Aftersales) with personal assistance and advice
- Project-specific special prices

Satisfied partners



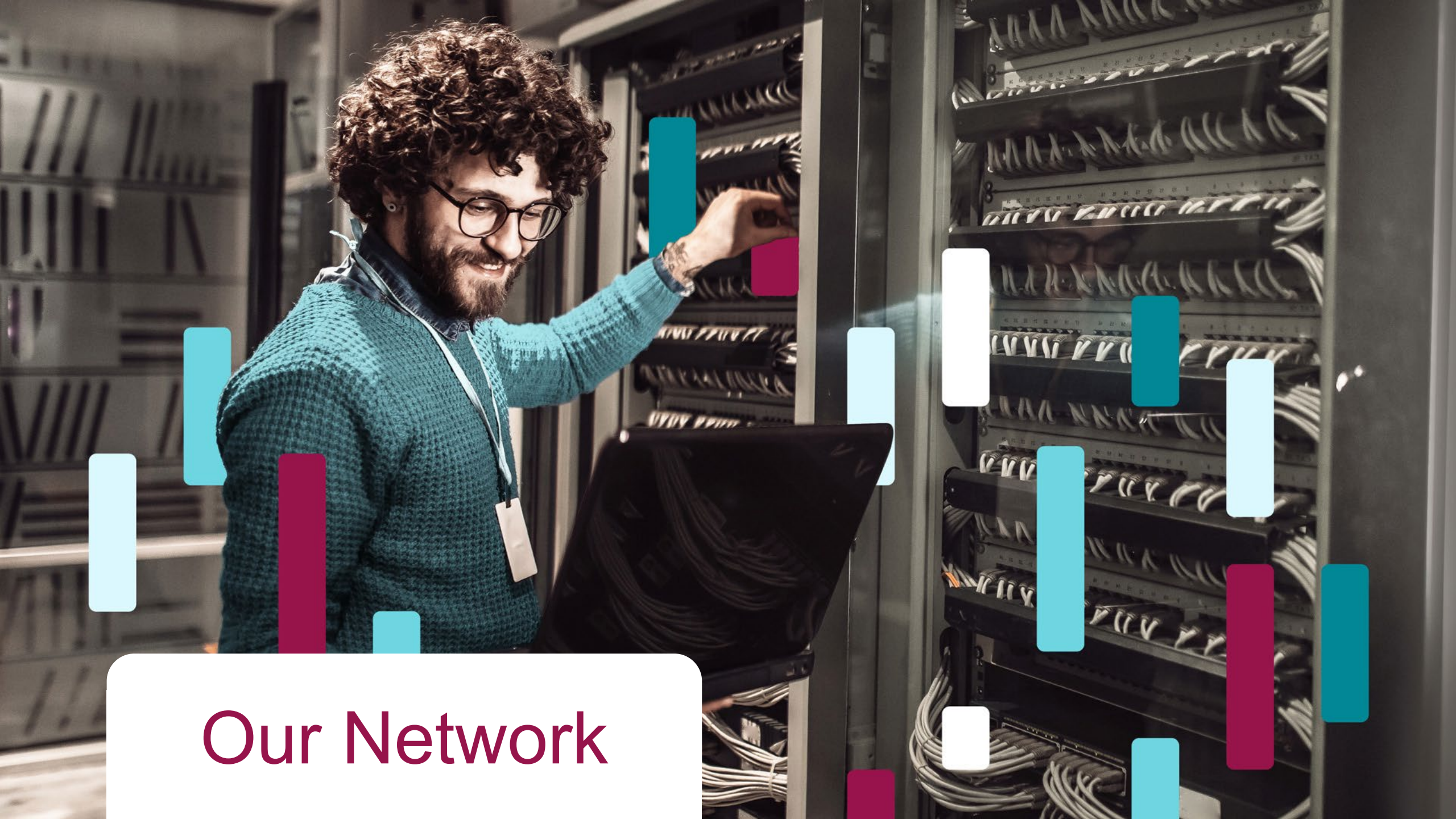
**Michael Schäfer,
General Manager**

“As an Exclusive Partner, we have been marketing exclusively Plusnet products and solutions for years. In times of easy comparability and dropping prices, quality, service, good communication and future security are crucial. With Plusnet and EnBW, we find exactly these attributes and a story with which we can convince our customers every day.”



**Matthias Plümer,
Managing Partner**

“Working with Plusnet is partnership at eye level. With its great expertise, Plusnet always manages to develop high-quality products that meet market needs and which are good sellers.”



Our Network



Our Network

Cutting-edge, Germany-wide infrastructure

State-of-the-art networks, available throughout Germany

Our backbone

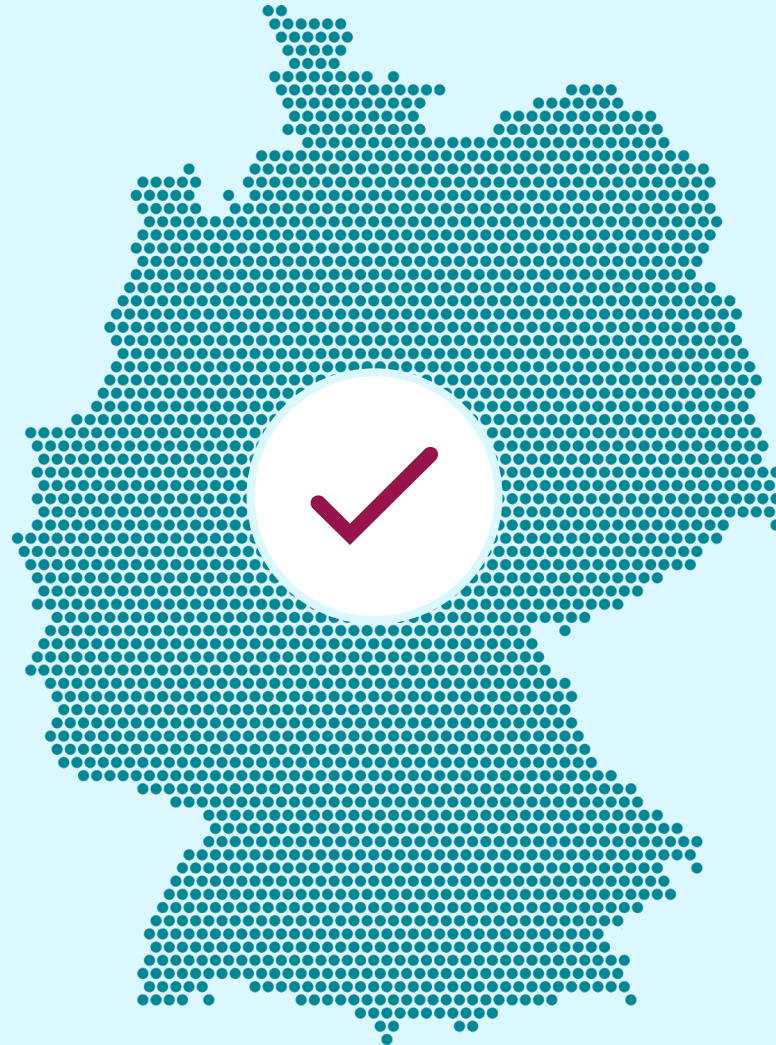
Own fibre optic core network

- Data transmission at up to 100 Gigabit/sec. according to DWDM standard
- Basis for latency-optimised services (SD-WAN) and real-time applications (Industry 4.0, Cloud)
- 6,500 km line length, available almost throughout Germany. Additional access to >50,000 km of optical fibre through cooperation with GasLINE and DB broadband

Our high performance network

IP-based voice-data network (NGN)

- One of the largest voice-data networks in Germany
- >1,000 main distribution frames (MDF)
- Connection to around 50 national and 30 international carriers



Our extra network

Germany-wide WLL access network

- Largest independent B2B WLL network
- More than 200 base stations and around 1,300 wireless link
- Fail-safe broadband connection where fixed line connections are not possible

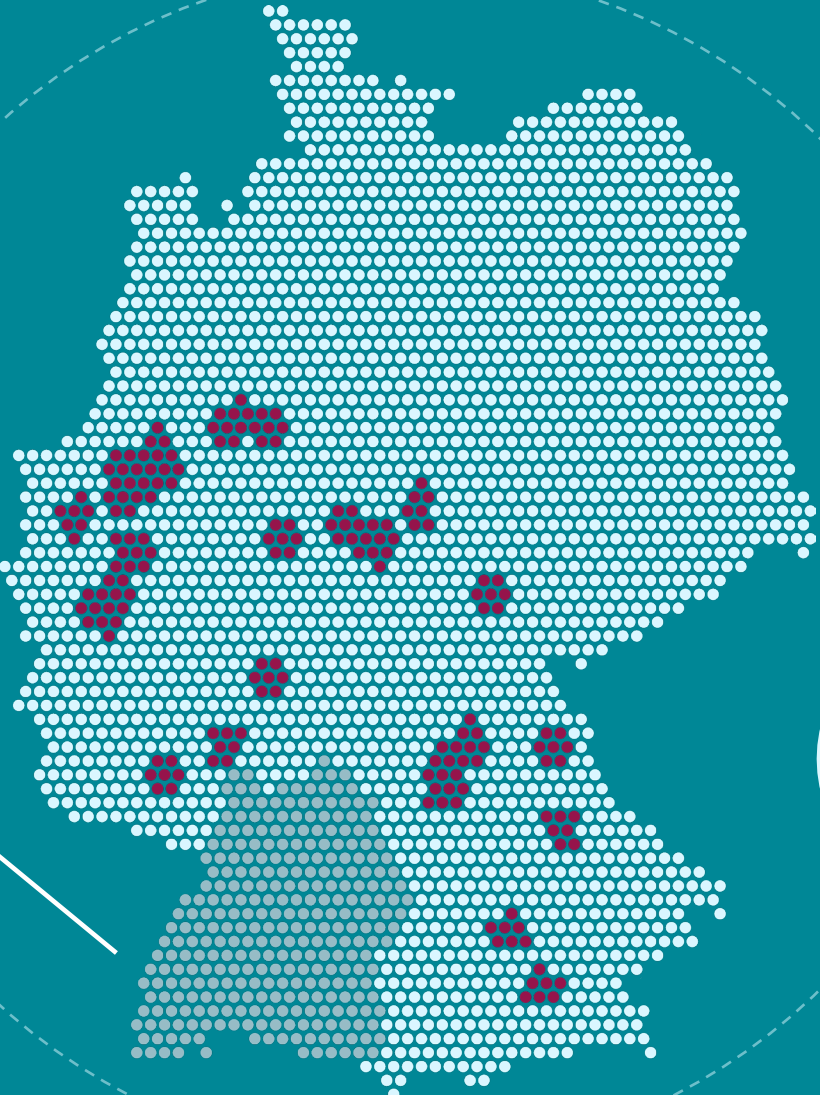
Our partner networks

Flexible coverage throughout Germany

- Targeted integration of partner infrastructure in the core and access network
- Available throughout Germany
- Partnership capability as an important core competence

Nationwide self-managed optical fibre roll-out

We have been investing in optical fibre since 2021 and are currently active in around 40 areas in North Rhine-Westphalia, Hesse, Rhineland-Palatinate and Bavaria



Baden-Wuerttemberg and neighbouring Bavaria:
Network expansion through sister company NetCom BW

Fibre optics throughout Germany

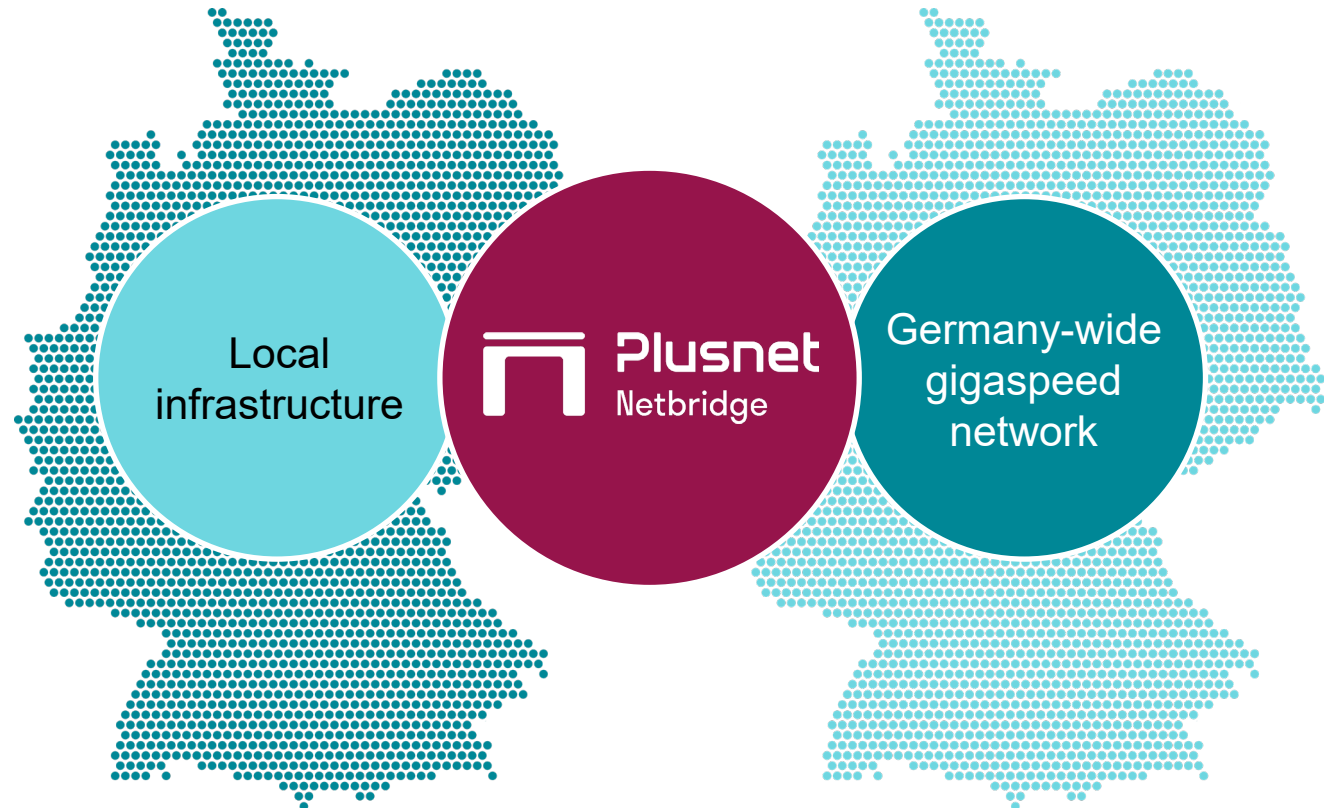
Cooperation with all major fibre-optic providers

- Thanks to open-access cooperation with infrastructure partners, Plusnet is able to market fibre-optic connections nationwide
- Potential optical fibre coverage (by 2030) of around 16 million connections
- Marketing of fibre-optic connections for business customers and prospectively also retail customers



Netbridge: Hub for open access networks

- We bring together infrastructure providers and marketers on a virtual, Germany-wide gigaspeed network
- Advantages for all market participants
- Operators: faster network utilisation and return on investment
- Marketers: Access to gigabit-capable infrastructure without own investment; securing growth potential
- Business customers: Future security and greater choice of marketers

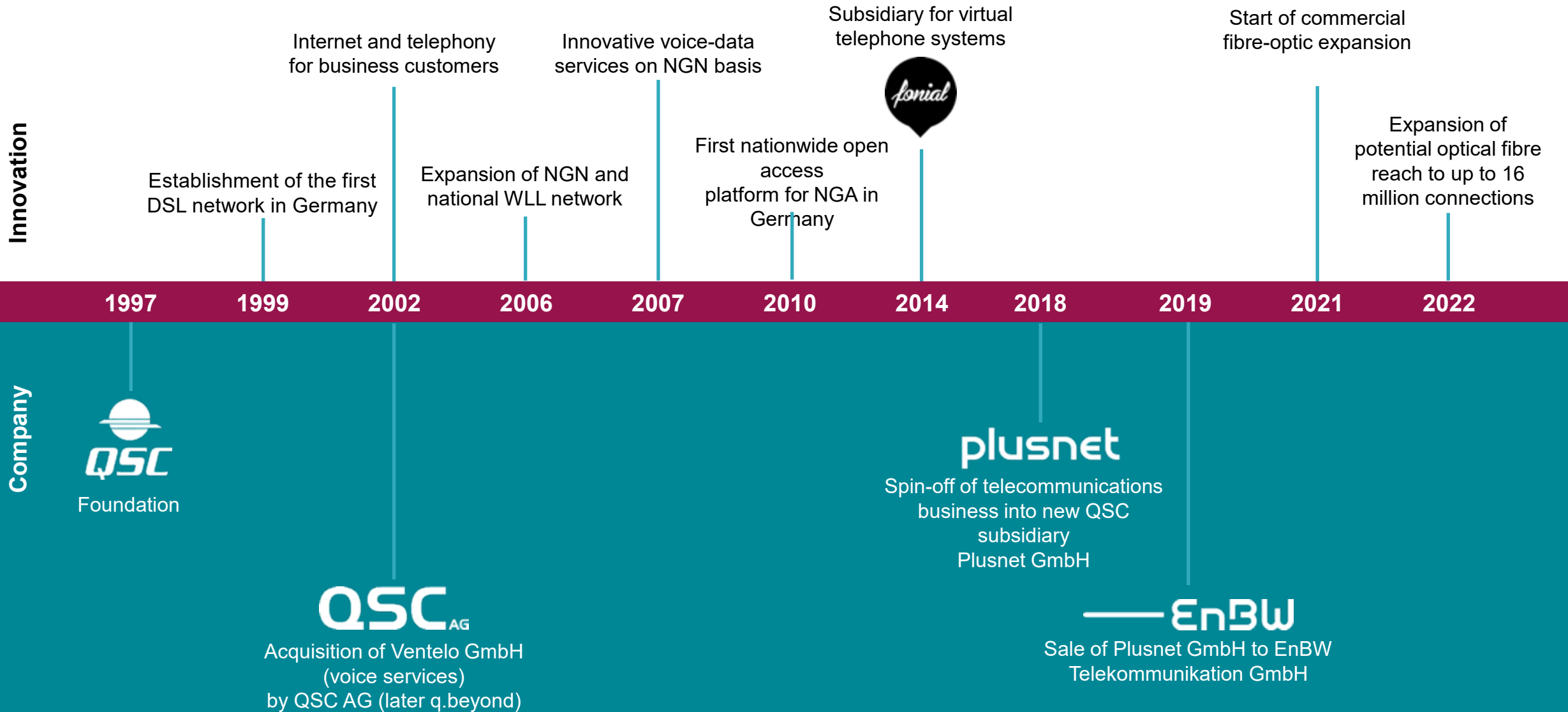




Plusnet

About Plusnet

Milestones in our history



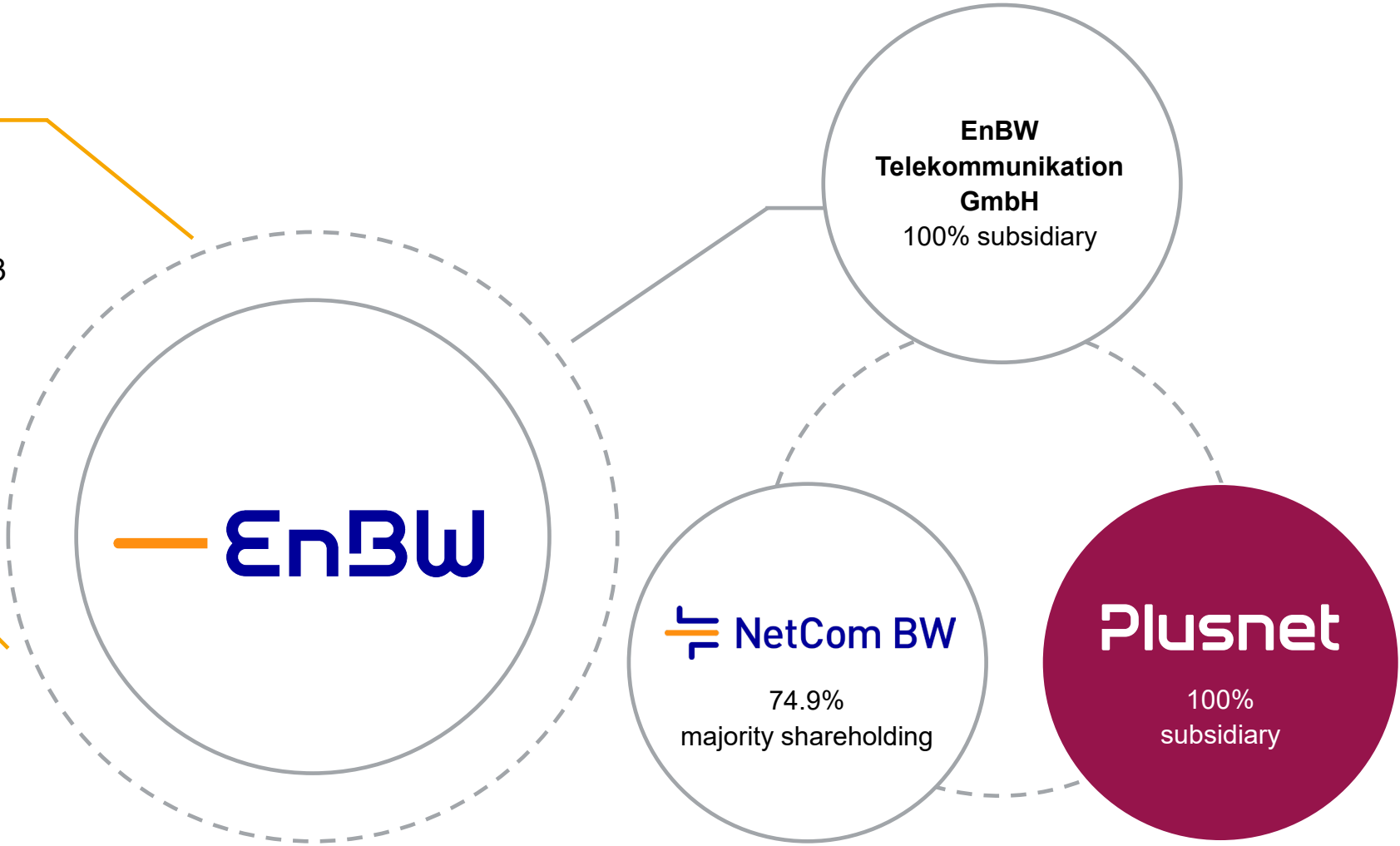
We are part of a strong team

One of the largest energy suppliers in Germany & Europe:

- More than 28,000 employees
- 44.431 billion euros in turnover in 2023
- Core business:
Electricity, gas, heat, water

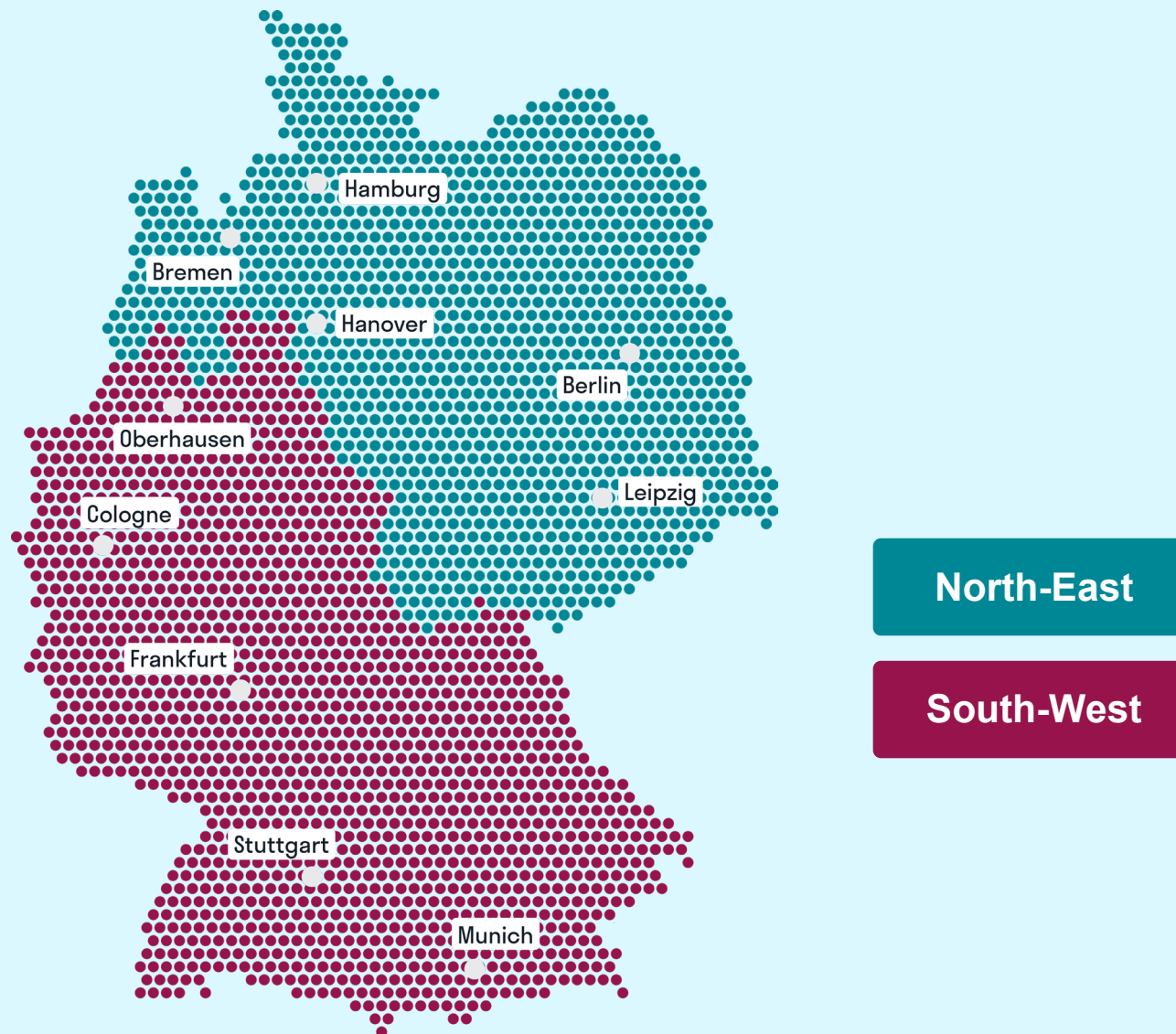
Strategy of EnBW 2025:

- Develop into a sustainable, innovative infrastructure partner
- **Investment of 40 billion euros** in growth areas until 2030
- **Telecommunications and broadband business** to be mainstay in future



A nationwide presence for our customers

With around **500** employees
at **10** locations and more
than **300** Partners, we serve
>40,000 business customers
in Germany in two sales regions



Strong sales in five business segments

Infrastructure Services

Open Access & connection to Plusnet Netbridge and white label services

Consumer Wholesale

Pre-services for telecommunications providers for marketing to end customers

Carrier Wholesale

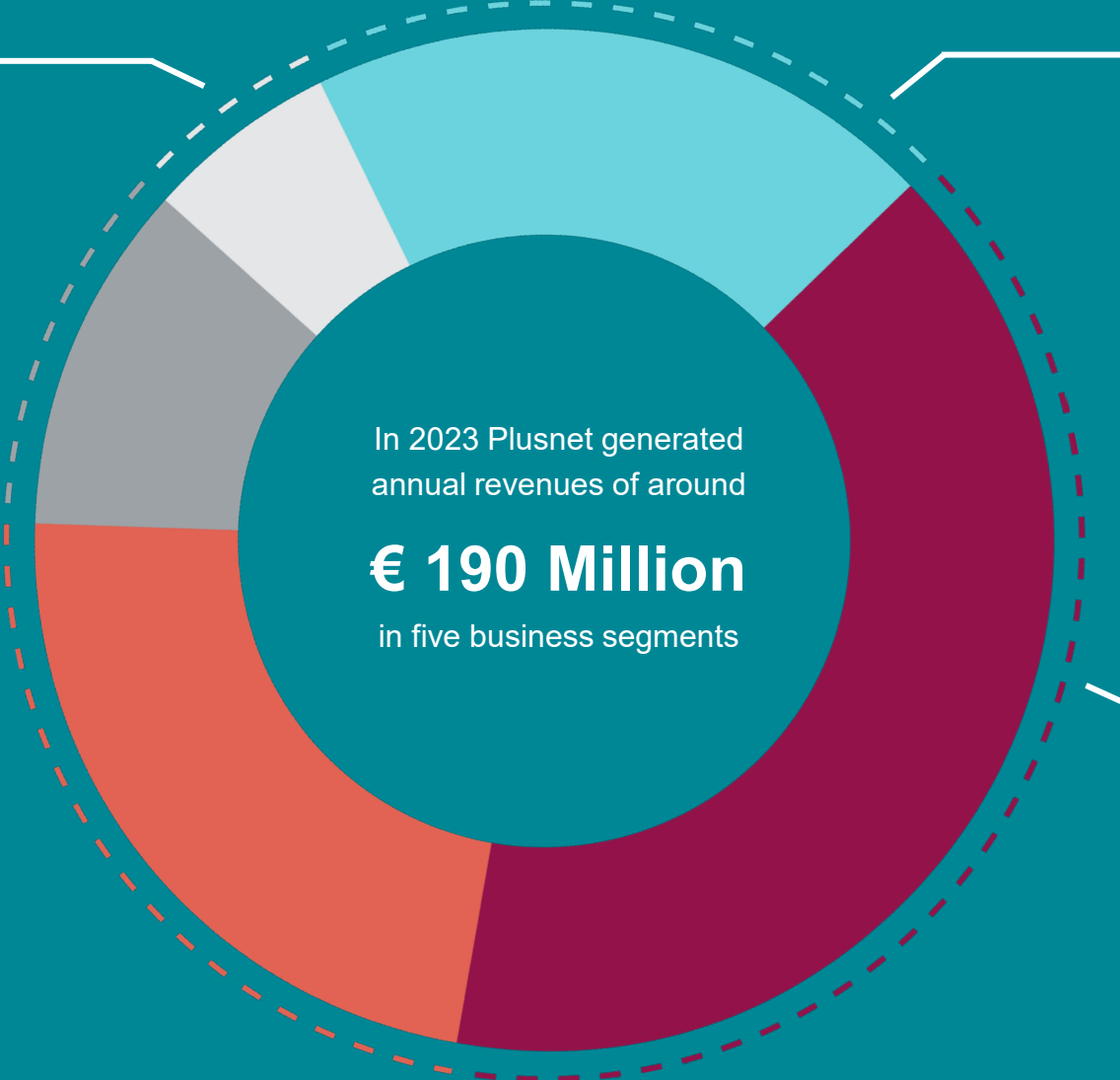
Standard business with national & international carriers

B2B

Products & solutions in direct sales

B2B2B

Products in partner sales



In 2023 Plusnet generated annual revenues of around
€ 190 Million
in five business segments

More than 60 years of TC experience in management

Plusnet



Ulrich Hoffmann
Chief Executive Officer (CEO)

Expert in technical and strategic development of modern gigabit networks

before Plusnet: Chief Operating Officer NetCom BW, Senior technical functions at Versatel, Kabel BW, Unity Media



Robert Jelinek-Nacke
Chief Financial Officer (CFO)

Finance executive with more than twenty years of industry experience and a high level of expertise in areas such as controlling, financing and cost management

before Plusnet: CFO at Alpenglasfaser GmbH, management function in the Deutsche Telekom Group, e.g. as CFO at T-Mobile Netherlands



Bert Wilden
Chief Customer Officer (CCO)

Passionate sales executive with more than twenty years of experience in ICT sales

before Plusnet: Regional Manager Comparex, managerial functions in direct and indirect Sales QSC AG, authorised representative of AachenMünchener Versicherung AG, Gothaer Versicherung



Our Team



Our Team

Expertise, excellence and
full customer orientation

High level of expertise and strong culture

- Set-up: Around 500 employees* from a wide range of professions at ten locations
 - Broad expertise: Focus on network technology, IT and customer care
 - Customer focus as a principle for action throughout the organisation
 - Operational excellence as an aspiration – in technology, processes and network
 - Corporate culture: A family-like interaction as the basis for strong employee loyalty and a high degree of willingness to change
-



Plusnet is one of the best employers in Germany

- Certification by the international Top Employers Institute is one of the most prestigious awards for very good employers worldwide.
- Plusnet has been a "Top Employer Germany" since 2024 and thus demonstrably offers an outstanding working and development environment.



Plusnet

We live communication