



QSC AG:
YOUR PARTNER FOR
PREMIUM TELECOMMUNICATIONS

April 2011

Corporate Presentation

Corporate Communications

QSC_{AG}
Premium Telecommunications

OUR MISSION STATEMENT

// QSC is the medium-sized provider in the ICT market who creates sustainable value for medium-sized companies, cooperation partners and employees through highest quality and customer focus! //

QSC-MANAGEMENT-TEAM



Dr. Bernd Schlobohm

Chief Executive Officer
(CEO)

Bernd Schlobohm is the co-founder of QSC and has been Chief Executive Officer of QSC AG since May 1999. Beforehand, he served in various leading positions at Thyssen group. Schlobohm is a post-graduate information technology engineer.



Jürgen Hermann

Chief Financial Officer
(CFO)

Jürgen Hermann began his career at QSC in 1997 as head of the finance department. Since April 1, 2009 Hermann has been a member of QSC's management board as Chief Financial Officer. He is a business school graduate and a telecommunications expert.



Joachim Trickl

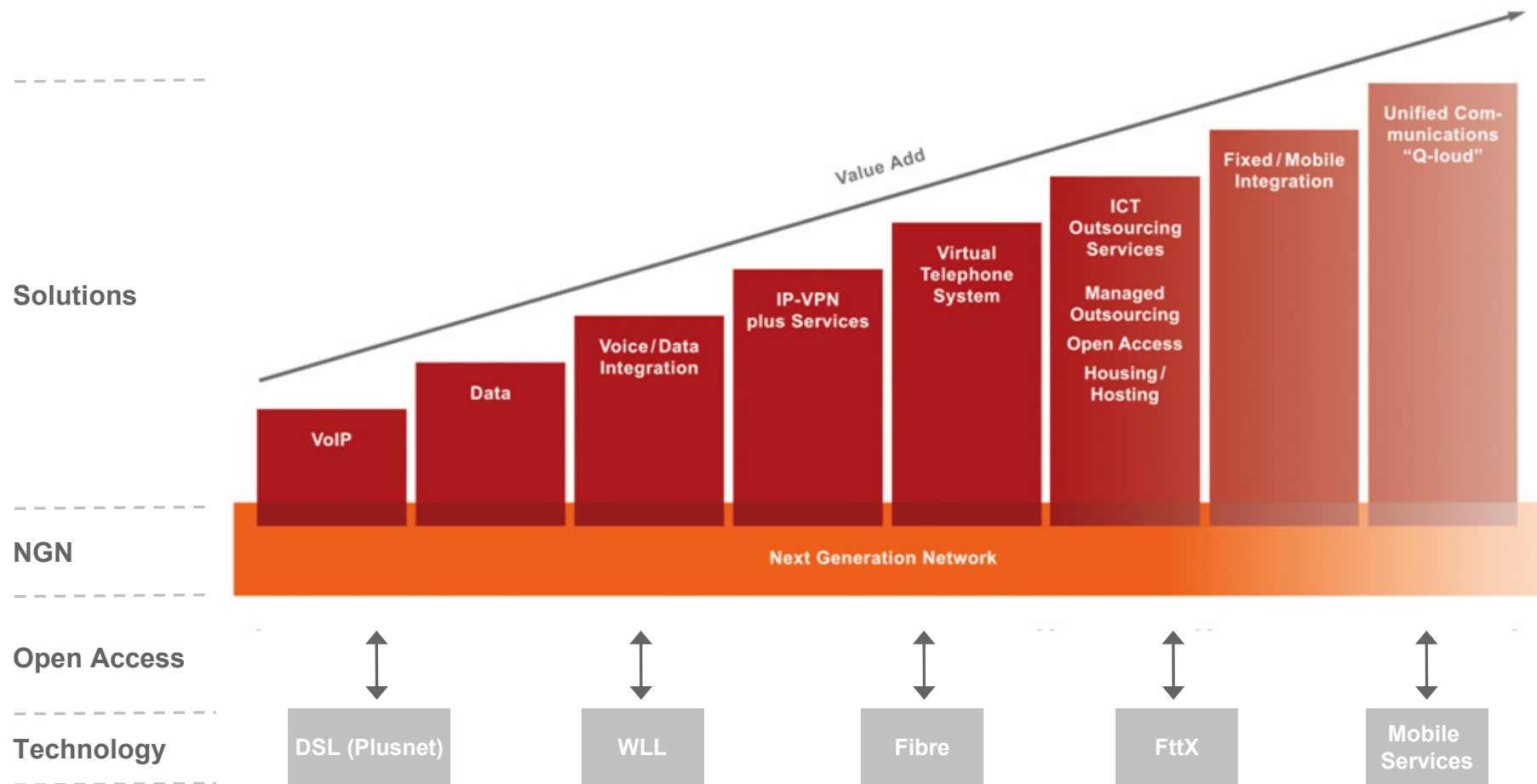
Chief Operating Officer
(COO)

Joachim Trickl is a member of QSC's management board since February 2009. Beforehand, he was Managing Director of Reliance Globalcom/Vanco GmbH responsible for the areas Germany, Austria and Switzerland. Trickl is a post-graduate physicist.

QSC AT A GLANCE

- QSC AG is a service provider for voice and data communication, as well as the ICT services that build upon them with a focus on medium-sized business customers.
- QSC was the first provider in Germany to build its own Next Generation Network (NGN), and the first provider to operate an Open Access platform, which unites a wide range of broadband technologies.
- Revenues 2010: 422.1 million Euro
- EBITDA 2010: 24.2 million Euro
- Employees: 700
- Office sites: 9
- Headquarters: Köln

QSC IS AN INTEGRATED ICT-PROVIDER



CUSTOMER ORIENTATION LED TO SUCCESS

Milestones	Need	QSC's reaction
1999	<ul style="list-style-type: none"> Alternative to Deutsche Telekom 	<ul style="list-style-type: none"> Setup of the first alternative DSL network in Germany
2002	<ul style="list-style-type: none"> One-stop-shopping for voice and data services 	<ul style="list-style-type: none"> Acquisition of Ventelo
2005	<ul style="list-style-type: none"> Alternative to Deutsche Telekom's local loop 	<ul style="list-style-type: none"> QSC offers VoIP over DSL and builds NGN
2006	<ul style="list-style-type: none"> Nationwide ADSL2+ wholesale product 	<ul style="list-style-type: none"> QSC accelerates network expansion
2007	<ul style="list-style-type: none"> Innovative voice- and data services based on NGN 	<ul style="list-style-type: none"> Expansion of IPfonie and Solution offerings
2009	<ul style="list-style-type: none"> Scalable telephone system without front-end investment 	<ul style="list-style-type: none"> Launch of IPfonie®centraflex
2010	<ul style="list-style-type: none"> Mobile usage of the telephone system 	<ul style="list-style-type: none"> iPhone App for IPfonie®centraflex

6

FOCUS ON THE CUSTOMERS' NEEDS

Investment – secure & sustainable

- Transparent cost structure
- Pay-as-you-grow
- Open source technology
- Precise planning & reliable roll out
- Customized financial solutions

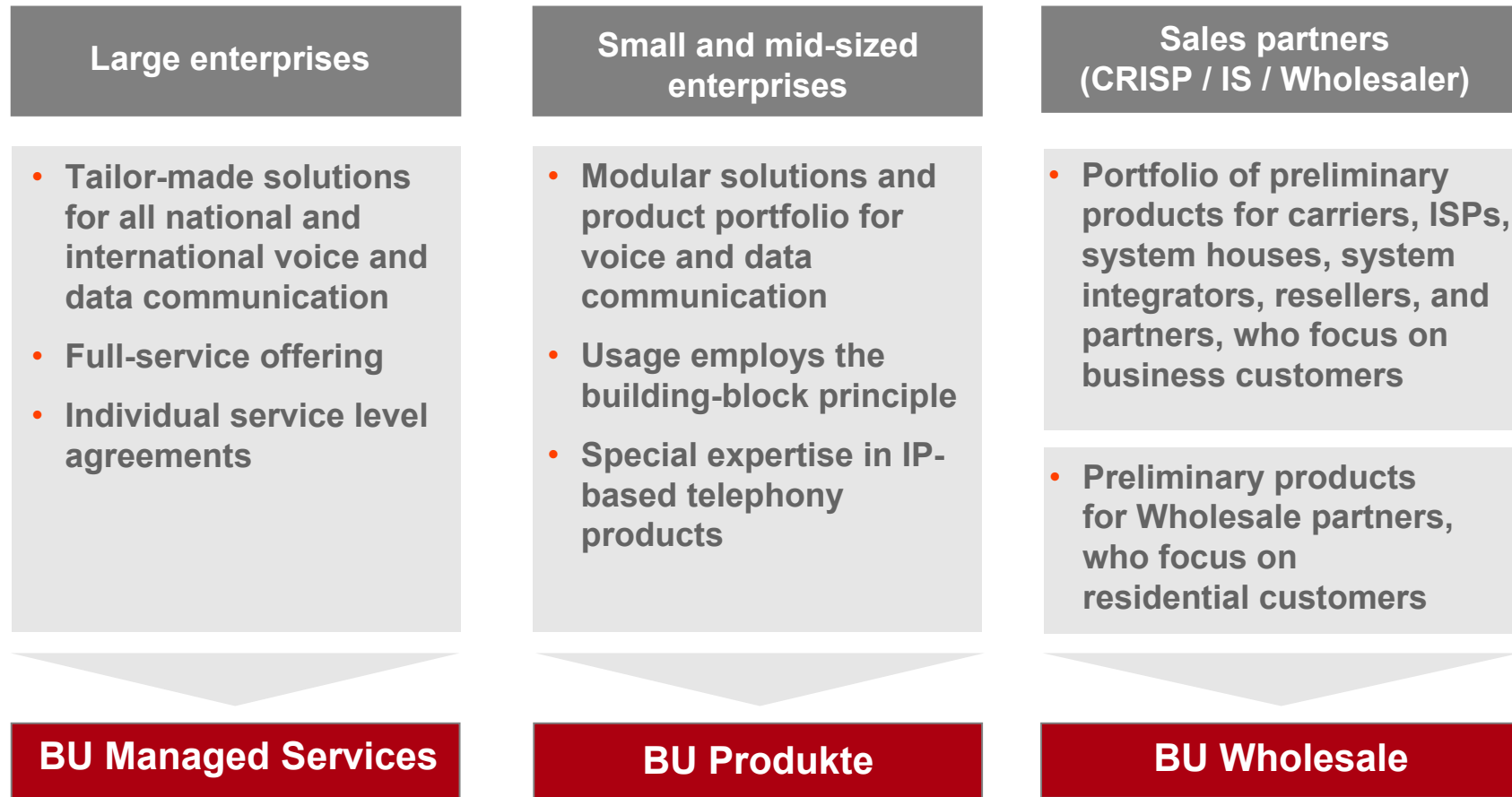
Productivity and flexibility

- Solution driven consulting
- Tailormade solution
- Infrastructure independent solution
- Open access infrastructure
- Easy usability

Excellent Customer Support

- 24 x 7 customer service
- Meaningful (customer driven) Service Level Agreements
- Clear focus on customer requirements
- Personal contact person
- Easy to do business with

ACCOMPLISHMENTS FOR MEDIUM-SIZED COMPANIES



MANAGED SERVICES

Tailor-made ICT communication nationally and abroad

- Provision of tailor-made broadband infrastructures for the complete corporate communications needs nationally and abroad on the basis of IP-VPN
 - **Co-operation with certified partners in 200 countries**
 - **24x7 helpdesk in Germany**
- Integration of Internet, landline and mobile telephony
- Efficient and flexible voice telephony solutions, from traditional telephony to IP Centrex
- Housing and Hosting services by business class data centers
- Flexible end-to-end service-level-agreements
- Individual service packages of ongoing support options

PRODUCTS

Internet

- DSL access up to 20 Mbit/s
- Wireless Local Loop (WLL)

Voice

- ISDN connections
- Voice over IP (VoIP) from the desktop to the voice switch within QSC's NGN
- Integrated Fixed/Mobile services
- IPfonie centraflex – virtual telephone system

Complete Solutions

- Bundle solution combining DSL connection and telephony with flat-rate pricing

Standardized Managed Services

- QSC-Company-VPN – locational networking on the basis of MPLS technology

Trainings, workshops and partner certification program



WHOLESALE

Pre-products for customers, who refine and sell the former under their own name and for their own account.

Residential customer wholeseller:

- ADSL2+ pre-products for the residential-customer market (1&1, freenet, HanseNet, congstar) and voice pre-products to cable network operators

Business wholeseller:

- ADSL/SDSL and voice pre-products in the field of enterprise customers (regional and national ISPs and international carriers)

Reseller:

- IP-based access services for the business customer market
- Mapping and handling of the entire process chain if needed, including customer management and end-user device logistics

ALLGEMEINE RECHTSSCHUTZ- VERSICHERUNGS AG

Germany-wide MPLS VPN, voice and data services



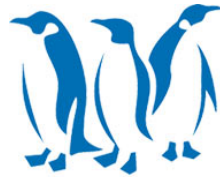
„Our clients expect us to be at their side as a strong partner in all aspects of life. We expect the same from our partners when it comes to our communication infrastructure.

We are confident that we have found such a strong partner in QSC.”

*Hartmut Hoyk, Head of Production
ARAG IT GmbH*

HECTAS GEBÄUDEDIENSTE STIFTUNG & CO. KG

European-wide MPLS VPN and high-performance data links



HECTAS
GEBÄUDEDIENSTE

ALLES IN ORDNUNG.



„Even after signing the contract, QSC has constantly been a dedicated and idea-rich problem-solver that has proactively looked for new solutions in the customer’s interest. That’s how we view a true partnership.”

„We opted for QSC not only because of its highly favorable price-performance ratio, but also because of its expertise and flexibility.”

Hartmut Schröder, Head of IT

*Hectas Gebäudedienste Stiftung & Co. KG
Wuppertal*

QSC AG
Premium Telecommunications

RHEINLAND VERSICHERUNGEN

MPLS-VPN networking of locations & data center server hosting

RheinLand

VERSICHERUNGEN

„With QSC, we are enjoying far better service than we did with our previous service provider.”

„True partnership is of utmost importance to us as ‘partnership’ has been a loaded term in the past. We have felt very comfortable with QSC for many years.”

*Herbert Bender, Head of IT
RheinLand Versicherungen, Neuss*



QSC_{AG}
Premium Telecommunications

SCHINDLER DEUTSCHLAND GMBH

Germany-wide, flexible broadband links for corporate VPNs

„Over the past few years, QSC has proven to be a reliable supplier in the broadband market. It is more than the favorable price-performance ratio, it is also the individual and direct support that convinced us that we have made the right decision opting for QSC.”

*Hanspeter Gut, Head of IT
Schindler Deutschland GmbH, Berlin*



Schindler

QSC_{AG}
Premium Telecommunications

SELECTED REFERENCES



QSC AG

Premium Telecommunications