



**QSC AG:**  
YOUR PARTNER FOR  
PREMIUM TELECOMMUNICATIONS

September 2010

Corporate Presentation

Corporate Communications

# OUR MISSION STATEMENT

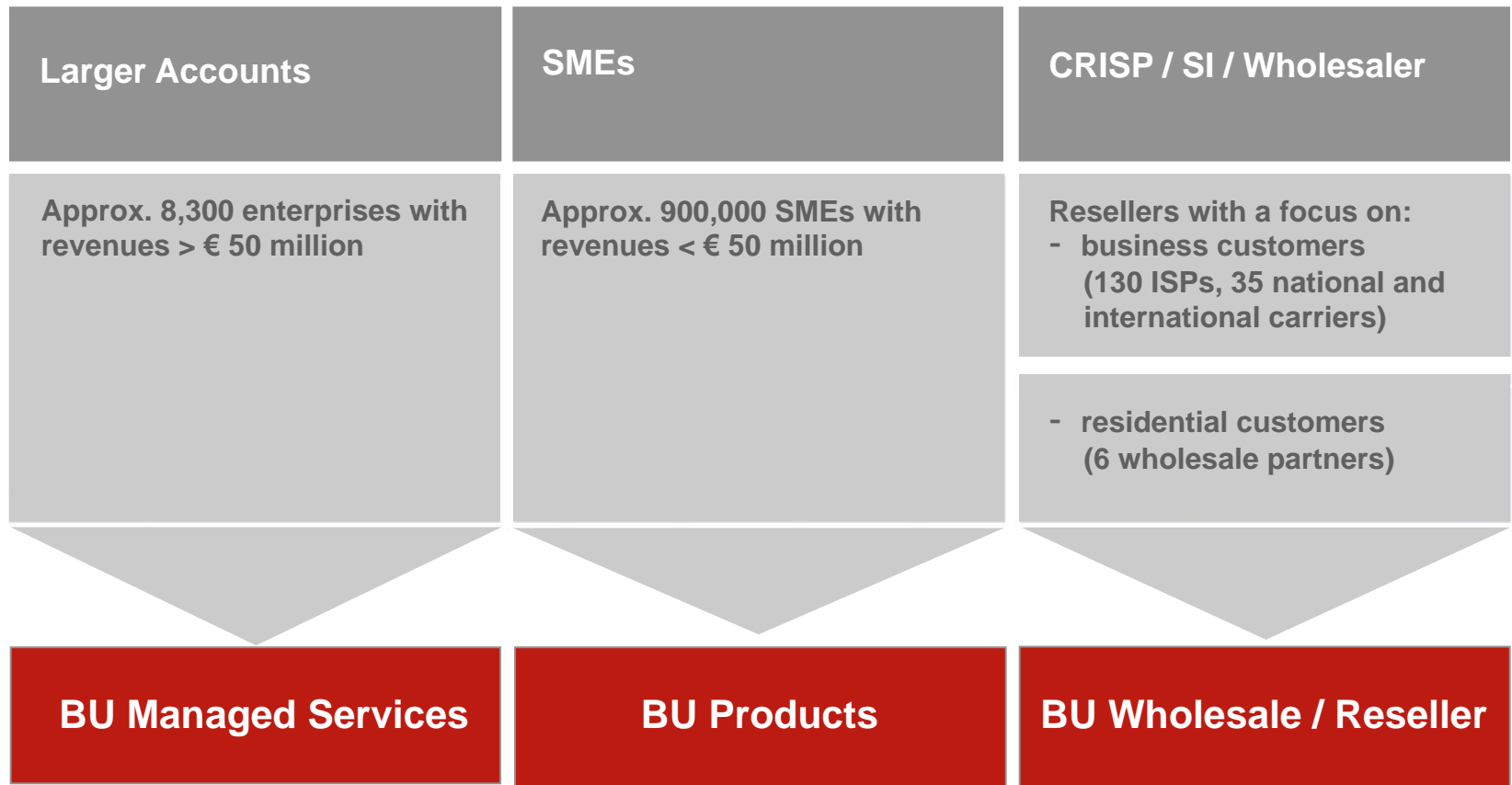
- QSC is the leading medium-sized provider in the telecommunications market who creates sustainable value for medium-sized companies, cooperation partners and employees through highest quality and customer focus!

# QSC IS THE MEDIUM-SIZED PROVIDER...

- QSC is a nationwide service provider to the telecommunications industry with its own Next Generation Network (NGN) for enterprise customers with a focus on medium-sized customers. The company operates in three business segments:
  - **Managed Services:** Customized telco solutions for multi-site companies
  - **Products:** Voice and data products and standardized solutions
  - **Wholesale:** Pre-products for carriers, ISPs and wholesalers
- QSC has reached revenues of € 420.5 million, earned an EBITDA of € 76.9 million and a positive free cash flow of € 12.9 million. QSC was free of net indebtedness as of December 31, 2009.
- Today QSC employs 700 staff, of which roughly 500 are based in Cologne. QSC has seven additional offices in Berlin, Bremen, Frankfurt, Hamburg, Hanover, Munich, and Stuttgart.
- QSC is listed in the TecDax stock index.

# ... FOR MEDIUM-SIZED COMPANIES TO THE TELECOMMUNICATIONS INDUSTRY

## Our target groups



# QSC MANAGEMENT - TEAM



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.

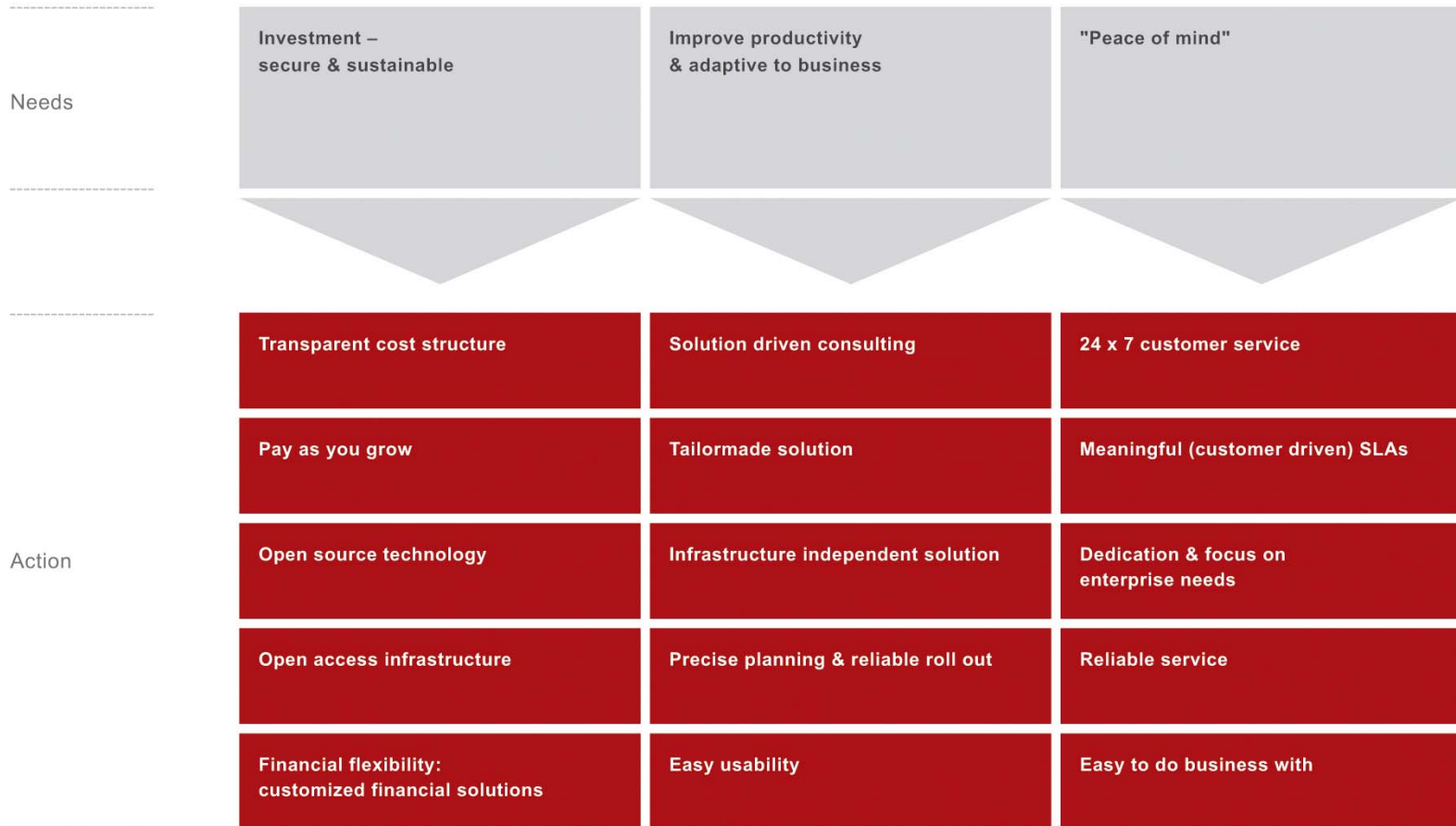


Jürgen Hermann began his career at QSC in 1997 as head of the finance department. Since April 1, 2009 Hermann has been a member of QSC's management board as Chief Financial Officer. He studied Economics and is a telecommunications expert.



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 UNDERSTANDS THE NEEDS OF ITS CUSTOMERS

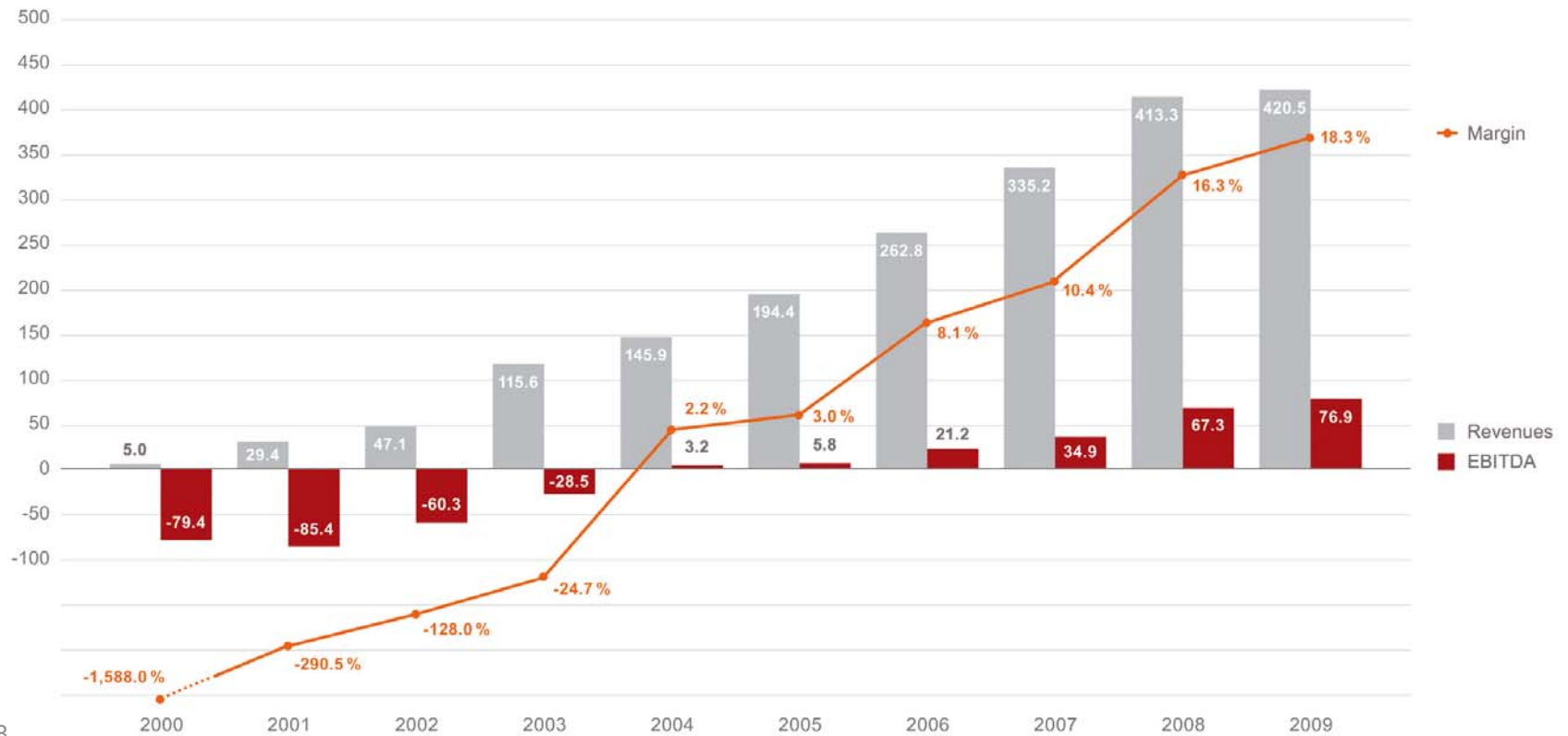


# WITH A LONG TRADITION OF CUSTOMER FOCUS TO SUCCESS...



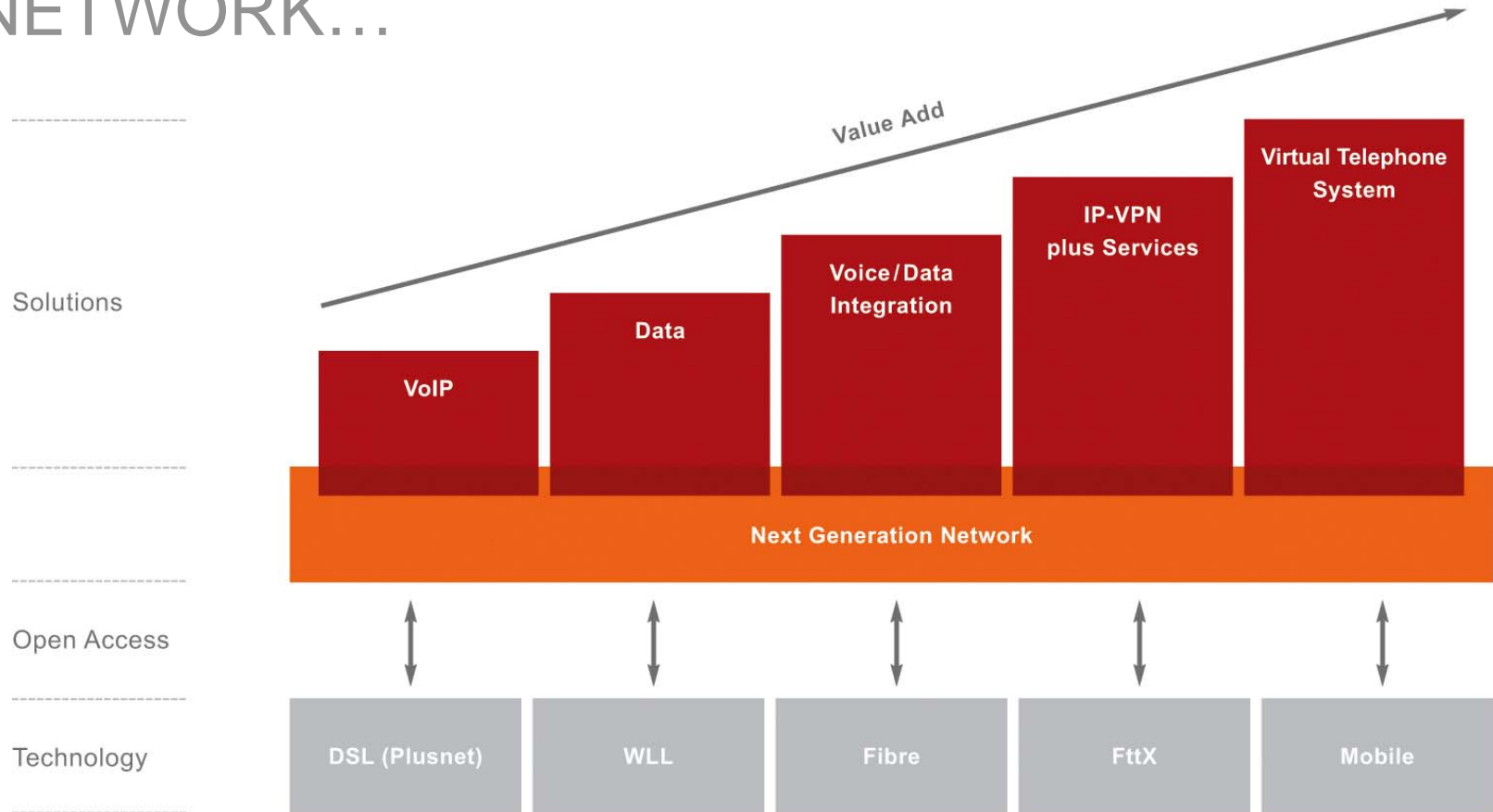
# ...AND ABOVE AVERAGE GROWTH

REVENUES AND EBITDA DEVELOPMENT (in € million)

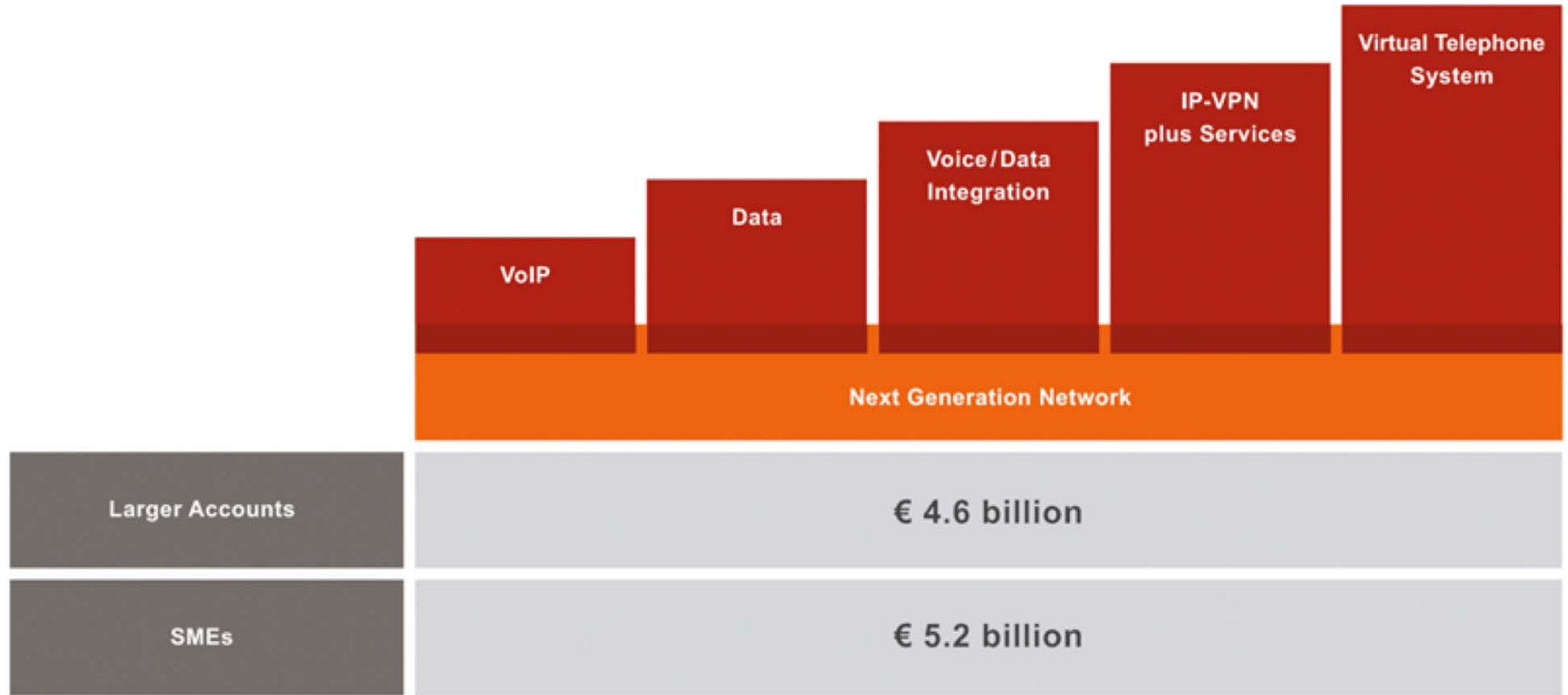




# KEY TO SUCCESS, TODAY AND IN THE FUTURE: SERVICES BASED ON OUR NEXT GENERATION NETWORK...



# ... FOR A 10-BILLION-MARKET



# BENEFITS FOR MANAGED SERVICES' CUSTOMERS

- **Custom-tailored networks for interconnecting company sites (IP-VPN), as well as network-related services** that enhance customer networks' efficiency and productivity: VoIP, Security, LAN, and further services
- **Specifically NGN-based voice/data applications**, such as
  - Intelligent call management systems
  - IP-Centrex "web-based extension system"
  - Desk sharing und virtual Automatic Call Distribution (ACD)
  - Interweaving of telephony with Unified Communications (eg Outlook, Domino)
- **One-stop shop from individual consulting, design, and rollout-planning to permanent network monitoring and administration**
- **We sell more productivity to our customers!**



# BENEFITS FOR PRODUCT-PARTNERS

- **Internet**
  - DSL access up to 20 Mbit/s
  - Wireless Local Loop (WLL) up to 800 Mbit/s
- **Voice**
  - ISDN connections
  - Voice over IP (VoIP) from the desktop to the voice switch (QSC's NGN)
  - Integrated Fixed/Mobile services
- **Complete Solutions**
  - Bundle solution combining DSL connection and telephony with flat-rate pricing
- **Managed Services – Standardized Managed Services for medium-sized companies**
  - IPfonie centraflex – virtual telephone system
  - QSC-Company-VPN



**Trainings, workshops and partner certification program**

# BENEFITS FOR WHOLESALE PARTNERS

- Pre-products for customers, who refine and sell the former under their own name and for their own account
  - **ADSL2+ 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

# TÜV RHEINLAND BERLIN BRANDENBURG

- “The quality and availability of the Q-DSL links are outstanding. The
- crucial factors, aside from costs, were QSC’s flexibility and speed.”
- *Constantin Kontargyris, Group CIO*
  
- **Project**
  - VPN for locations
  - All communications, test reports, statistics, e-learning, inventory management system



# HECTAS<sup>\*</sup>

- “QSC is a resourceful solution provider, always dedicated to finding the best solution for its customers. That’s how we define partnership.”
- *Hartmut Schröder, Head of IT*
- **Project**
  - VPN for locations, home offices and mobile agents in Germany, Belgium, France, Austria, Poland, Czech Republic, and Hungary; 6 service classes
  - All communications, inventory management system, etc.
- \* Facility management, subsidiary of VORWERK group

# WORMLAND<sup>\*</sup>

- „QSC not only delivered the right concept for us, it also offered outstanding
- service during the implementation phase.“
- *Friedrich Jonas, Head of IT*

- **Project**

- VPN for locations (incl. VoIP)
- All communications, staff-time registration, Internet security, enterprise resource planning

- \* Men's fashion retail chain



# SELECTED REFERENCES

- ARAG
- Asklepios
- Blennemann
- DERTOUR
- Deutscher Städtetag Köln
- Fila
- Fries Printmedien
- HECTAS
- INN SIDE Residence Hotels
- Köller + Nowak
- LCS
- MediClin GmbH
- n-tv
- Peakom
- Papier Union
- PVS Rhein Ruhr
- Ramada Hotel Frankfurt
- Theo Wormland
- ThyssenKrupp
- TÜV Rheinland
- W.I.R
- Warsteiner Brauerei

# QSC AG

Premium Telecommunications