

Simply A1

Corporate Presentation 2017



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Responsibility



The logo consists of a large, bold, black letter 'A' with a 3D effect, followed by a smaller, bold, black number '1'. The 'A' has a slight shadow and a metallic sheen.

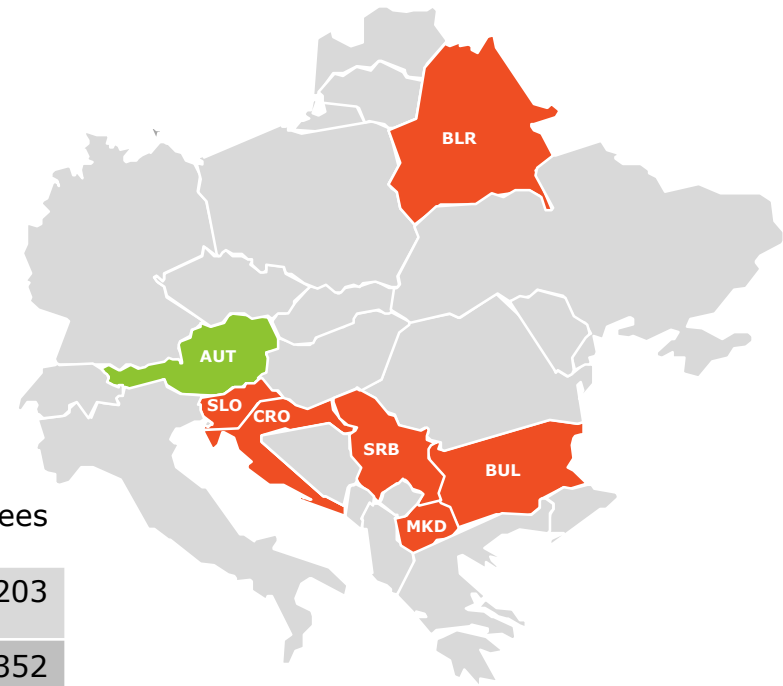
A1

The background is a grayscale image of a network or molecular structure. It features a grid of interconnected nodes, which are small, dark, spherical objects. These nodes are connected by thin, light-colored lines, creating a complex, web-like pattern that recedes into the distance, giving a sense of depth and connectivity.

Company

Telekom Austria Group

- Telekom Austria Group: leading telecommunications provider in the CEE
- 7 countries, more than 24 million customers
- A1 is the largest company within the Group, generating more than 60% revenues



	Revenues	EBITDA	Employees
	4,211.5 Mio.	1,354.3 Mio.	18,203
	2,575.5 Mio.	897.5 Mio.	8,352

FY 2016



A1
Austria



Mobiltel
Bulgaria



Vipnet
Croatia

one.vip

one.Vip
Republic of
Macedonia



Vip mobile
Republic of
Serbia



Si.mobil
Slovenia



velcom
Belarus



A1 digital

A1 Leadership Team



**Marcus
Grausam**

A1 CTO
interimistic CEO



**Sonja
Wallner**

A1 CFO



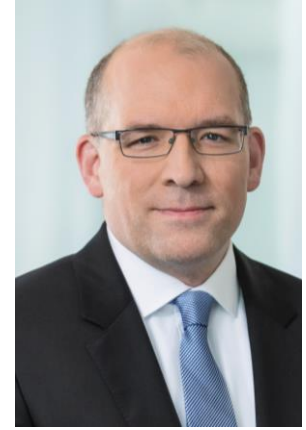
**Martin
Resel**

Senior Director
Business Unit
Enterprise



**Natascha
Kantauer-Gansch**

Senior Director
Business Unit
Consumer



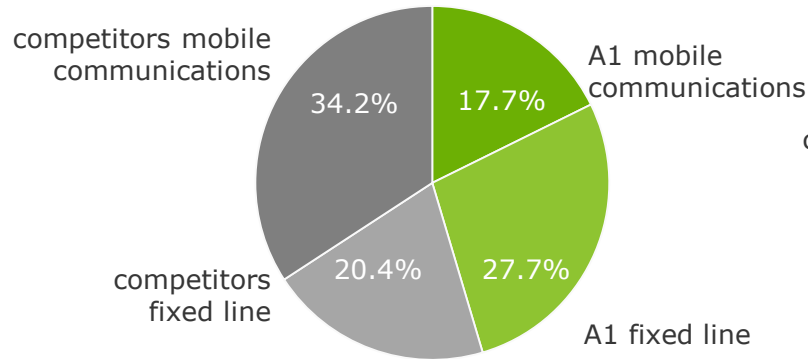
**Matthias
Lorenz**

Senior Director
Transformation,
Market & Corporate
Functions

The Austrian Market

- A1 is market leader in a highly developed information and telecommunications market.
- As the only fully integrated operator in Austria, A1 offers its customers product bundles comprising fixed line, mobile communications, broadband and TV services.

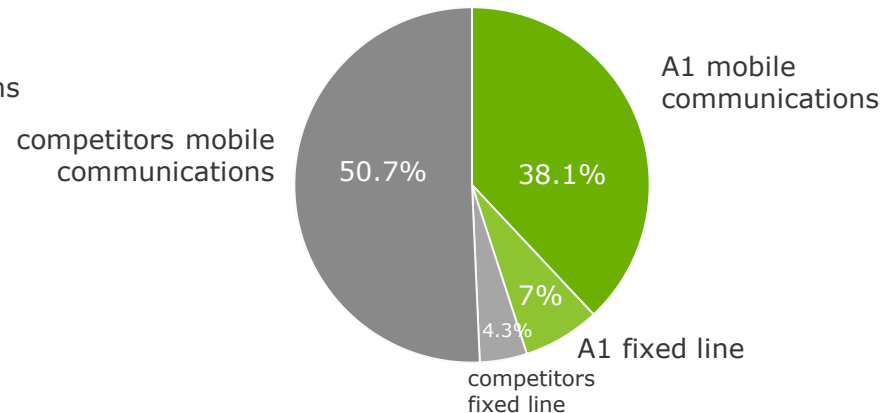
Broadband



Source: A1; Market Development; December 2016

measured in fixed line and cable broadband access lines as well as mobile broadband data cards

Voice Telephony



Source: A1; Market Development; December 2016

measured in minutes



Four Strong Brands

A total of 6 million mobile customers and 2.2 million fixed access lines



We shape our customers' digital lives

- From security, to comfort, energy and entertainment: everything is connected
- A1 provides the basis for digitalisation in Austria with its networks, smart solutions and products
- The Internet of Things (IoT) and Machine-to-Machine communication are steadily increasing in importance
- Companies value the potential offered by IT innovations
- A1 supports Austrian companies and connects them today with tomorrow's technologies, products and services





Business Areas

A1 Business Areas

Everything From One Single Source



Consumer



SME



Enterprise

Consumer

A suitable offer for every household



Combi packages, Internet, TV, mobile phones and telephony



Communication and information on Smartphones, tablets, PCs and TV sets



A1 TV with more than 200 channels, HD TV, online video recorder, Internet apps and more than 7,500 films and series in the A1 video library



Smart home: intelligent “thinking” products and services for smart connections between people, things and places



M-Payment Services: A1 Visa card and payment by mobile phone



Consumer

A1 Customer Service

- Business Unit Consumer – You can find us where the customer is
- 4,200 employees working at A1 Customer Service handling over 100,000 customer queries per day
- Personal and Online – 24/7
- Online und Social Media customer service: My A1 App, A1 Chat, A1 Guru Videos, A1 Blog and A1 Facebook Service
- A1 Support Community with 185,000 registered members



SME

Customised Offers for Entrepreneurs



working at home

Home Office products offering fixed line, Internet, mobile and a personal cloud at home



working on the go

always in touch with mobile business products



Commercial

high security standards and reliable availability: on the phone, via Internet and e-mail



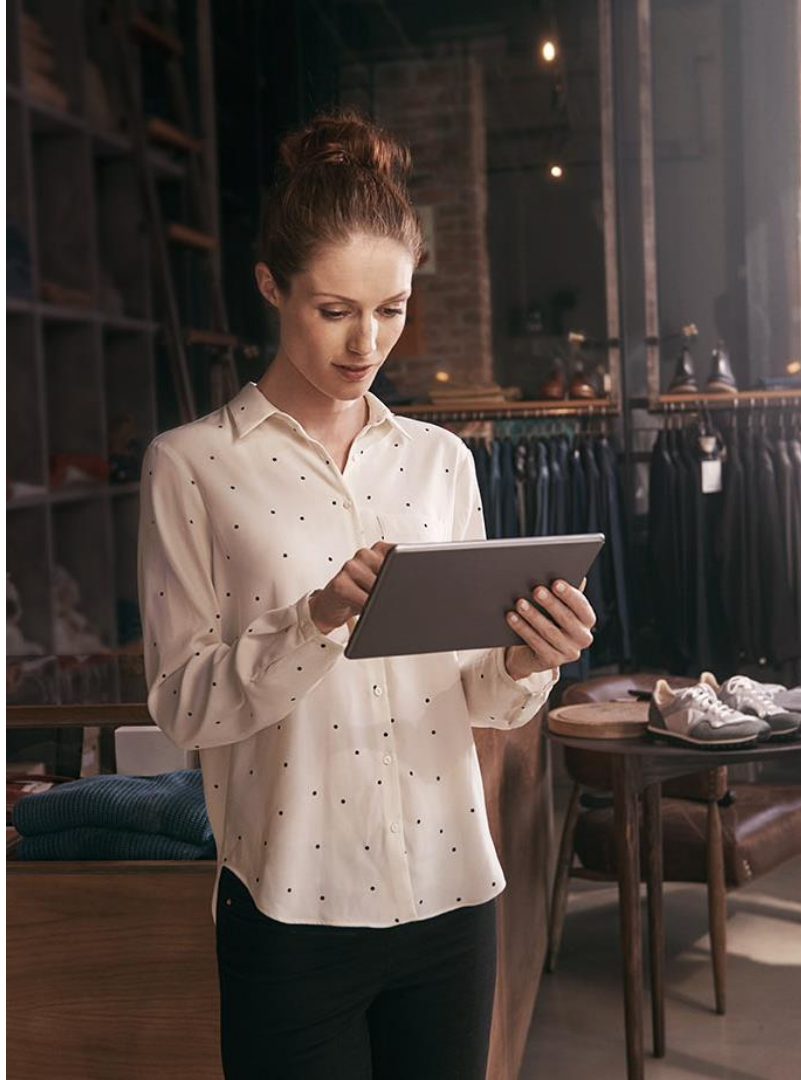
Healthcare Providers & Pharmacies

Networks and data protection: Healthcare solutions from A1 have simply everything for health



Hotels & Catering

Safe, fast and reliable
A1 services satisfy the highest standards



Enterprise

The right solution for every business



Connection

The ideal connection of all business units allows efficient and cost-saving working



Communication

Communication solutions, intertwining seamlessly



Business Service

Everything from a single source. A1 experts find the right solution for each problem



Security

Comprehensive protection for enterprise networks, Server and devices. Also for the premises



IT-Services

A1 takes care about the whole IT infrastructure



Enterprise

Ready for the digital future

Largest Infrastructure

- Fiber optic network: we connect Austria
- More than 4,500 4G/LTE base stations
- Largest data center operator with a total floor area of 12,000m²

Comprehensive Service

- 1,000 technicians and experts
- Country-wide technical support for
 - 100,000 data lines and corporate networks
 - 60,000 telephone systems
 - 55,000 desktops
 - 40,000 PIN-pad POS terminals

Highest Level of Security

- 100% of data stored in Austria
- ISO 27001 – highest level of certification in terms of information security



Cloud Services

Fit for the future with A1



Always at hand

Remote access to documents and services



Cost-efficient

Low costs for comprehensive solutions



To grow future-proof

Technology flexibly customized for company's demands



Data security and data protection

Maximum protection according to European laws and standards



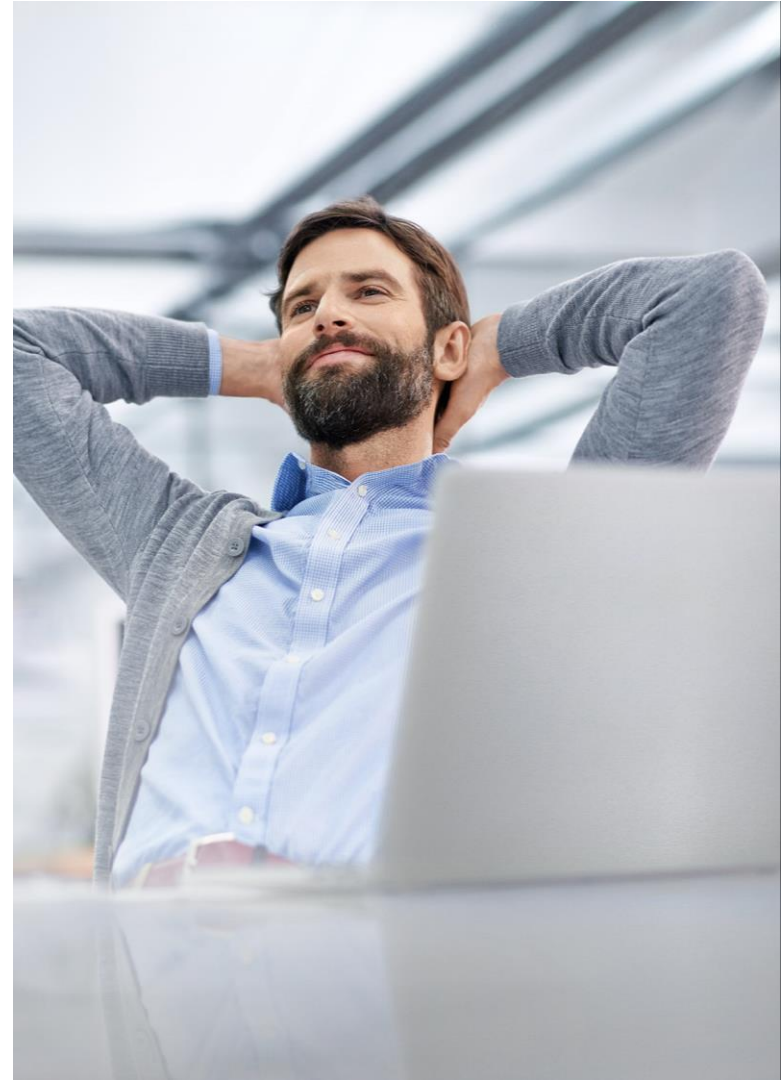
Service around the clock

Accessible day and night



Reliable partner at equal terms

Digitale Services für Unternehmen aller Größen





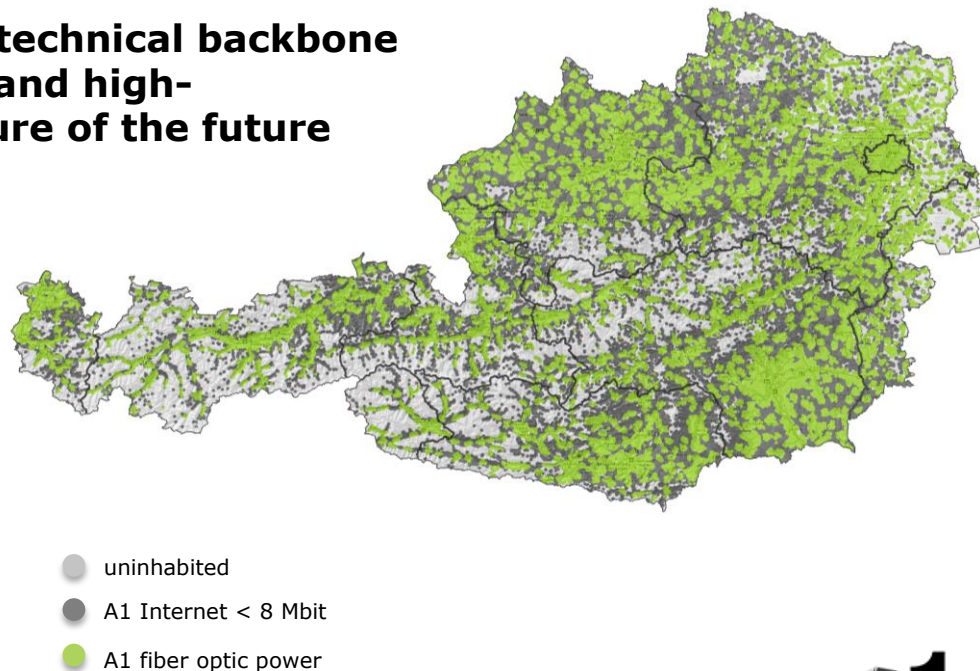
Infrastructure

Broadband in Austria

A1 Fiber Optic Network

The A1 fiber optic network is the technical backbone for the knowledge-based society and high-performance network infrastructure of the future

- A1 Highspeed Internet for more than 90% of Austrian households
- Data transmission up to 150 Mbit/s and cable TV in high resolution quality.
- A1 Hybrid: Smart technology combination of fixed line internet and 4G/LTE

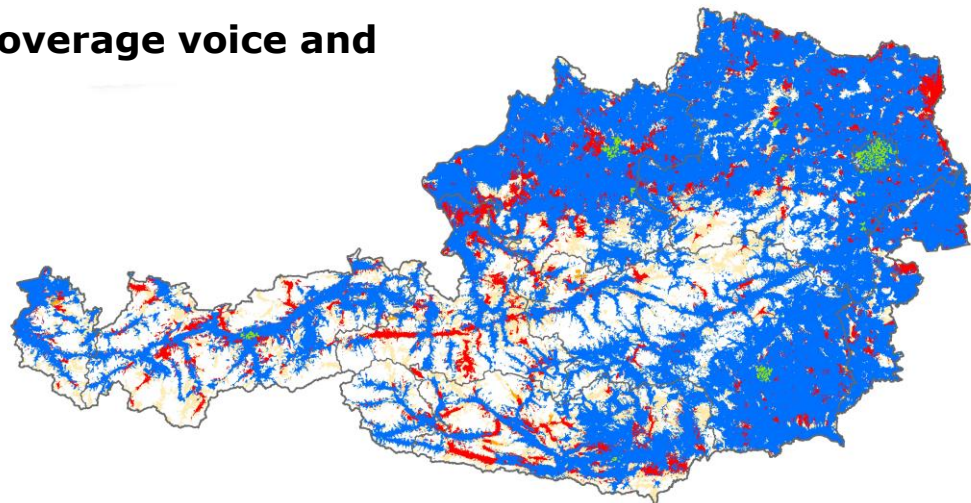


Mobile Broadband for more Flexibility

A1 Mobile Networks

A1 mobile networks provide full-coverage voice and mobile broadband services.

- Mobile broadband coverage across Austria
- A1 4G/LTE roll-out almost finished
- LTE carrier aggregation allows up to 300 Mbit/s in rural areas



- LTE Carrier Aggregation (up to 300 Mbit/s)
- LTE (up to 150 Mbit/s)
- HSPA+ Dual Carrier (up to 42 Mbit/s)
- HSPA+ (up to 21 Mbit/s)
- HSPA/UMTS (up to 14,4 Mbit/s)
- EDGE (up to 236 Kbit/s)

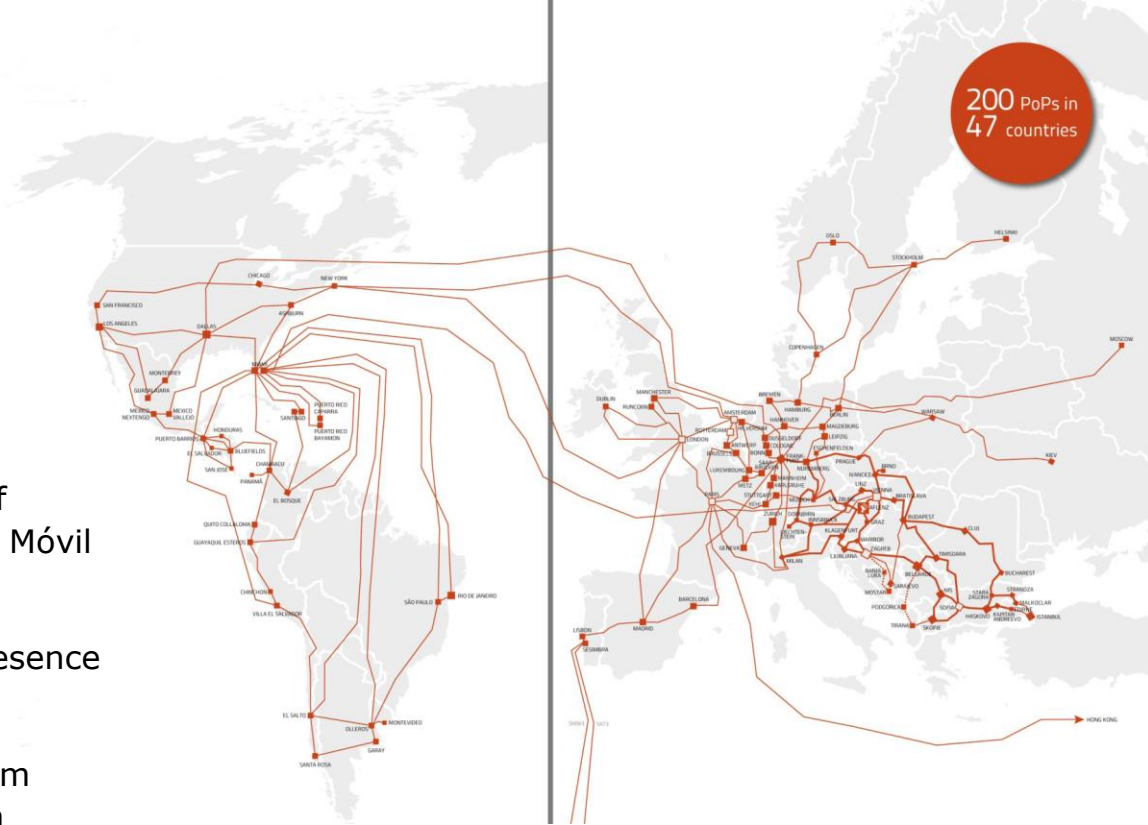
A1 Business Areas

Wholesale

200 PoPs in
47 countries

One of the world's largest fiber networks

- Technological and local know-how of Telekom Austria Group and América Móvil to leverage synergies
- Joint footprint with 200 Points of Presence (PoP) within 47 countries
- Global wholesale presence of Telekom Austria Group strengthened through additional coverage in the Americas



Joint Footprint with América Movil

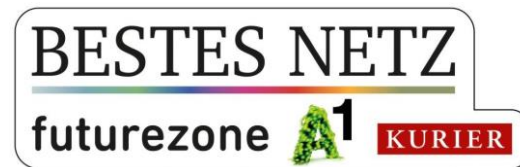
The Best Network 2017

A1 – Simply excellent

A1 wins all Network Contests



- A1 wins futurezone, connect, Sytemics and Chip network competition contest
- A1 customers call and surf in the best network of Austria
- Huge lead by reliable and fast 4G/LTE network





Responsibility

Media Literacy Initiative

„A1 Internet for All“

- Training initiative across Austria to promote competent and safe usage of Internet
- Free Internet training for kids, teenagers, adults and seniors
 - 3 permanent locations: Vienna, Klagenfurt, Salzburg
 - Tour across 40 communities per year
 - In social institutions like Caritas, Augustin, Ute Bock and many more
- More than 120,000 participants after 6 years: 3,000 employees have supported more than 8,000 trainings; 98% recommendation rate

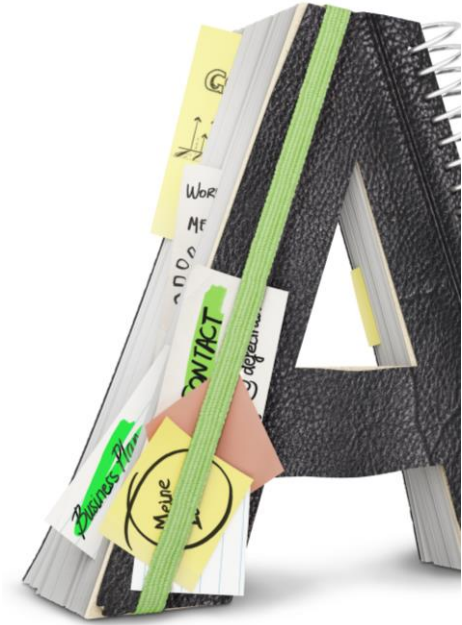
www.A1internetfueralle.at



Support for Start-Up Businesses

We Foster Young Entrepreneurs

- With our A1 Startup Initiative we support young entrepreneurs
- Provision of a fully-equipped office at A1 Startup Campus as well as comprehensive support from A1 experts ranging from marketing concepts to sales strategies
- At present, we are supporting the following start-ups
 - **adscanner**, an Ad Analytics Platform to track TV campaigns
 - **Folyo** allows to track and value outdoor advertising in real time
 - **Holidays on Wheels**, a holiday booking platform for physically disabled
 - **Invenium** generates anonymous traffic flow and movement flow analyses
 - **Mopius** supplies location and context-based digital content
 - **Parkbob**, a crowd-sensing service, helping people to easily find a parking spot in cities.
 - **Ready2Order**, a cash register software in the cloud
 - **REVAL**, a crowd investing platform für real estate projects
 - **Whalebone**, a DNS filtering IT-security solution



Environmental & Climate Protection

A1 runs its network infrastructure 100% CO₂ neutral and thus was able to save more than 60% of CO₂ emissions

- More than 10 years environmental management (ISO 14001, EMAS, etc.)
- Continuous reduction of energy consume by modern, environmental friendly solutions
- Usage of 100% power from renewable energy



CO₂ Neutral



EMAS
Geprüftes
Umweltmanagement
REG. NO. AT-000629



A1 A1.net

 facebook.com/A1Fanpage

 twitter.com/A1Telekom

 youtube.com/EinfachA1

