

## INEXIO INFORMATIONSTECHNOLOGIE UND TELEKOMMUNIKATION KGAA



**€5.1mn**  
INVESTMENT  
OF DBAG

**8.14%**  
SHARE OF DBAG  
EXPANSION CAPITAL FUND

**5.84%**  
SHARE  
OF DBAG

EXPANSION  
CAPITAL INVESTMENT  
TYPE OF INVESTMENT

MAY 2013  
INITIAL INVESTMENT

### BROADBAND CONNECTIONS AND IT SERVICES

inexio Informationstechnologie und Telekommunikation KGaA invests in the development and expansion of a powerful telecommunications infrastructure in the greater region of Rhineland-Palatinate/Saarland, as well as in Bavaria and Baden-Württemberg. inexio has a proprietary and steadily growing fibre-optic and municipal network covering more than 5,000 kilometres as well as four company-owned data centres. The company offers the entire spectrum of telecommunications and IT – from carrier services to assuming all telecommunications, IT and data centre services. After originally focusing exclusively on business customers, inexio now also offers telecommunications services to private customers.

### POTENTIAL FOR DEVELOPMENT

inexio is continuously growing its customer base by investing in fast fibre-optic networks, i.e. in an increasingly popular infrastructure with long-term availability, to secure attractive sources of future revenue that are also predictable. The entry barriers to the market in which inexio operates are traditionally high. inexio has a highly motivated and experienced management team. Thanks to the company's structure and capacities, it can take advantage of current market opportunities.

A further key success factor is inexio's ability to rapidly expand its own network. Especially in rural areas, the rule is that the first to invest gets access to the customers. The capital invested by DBAG and the fund allows inexio to considerably step up the pace at which it invests and quickly tap into rural regions that border onto the existing network.

In the past two years, inexio has acquired a smaller company with a network and customers in Bavaria. This enables it to continue the regional expansion of its own network. inexio is growing organically by linking ten to twelve localities to the broadband network every month.

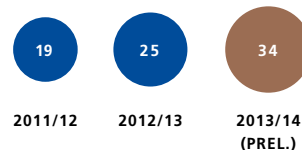
### 2013/14 FINANCIAL YEAR

In the 2013/14 financial year (30 September), inexio grew its sustainable and profitable customer business largely as forecast. The number of customer agreements increased in the one-year period by over 60 percent. Revenues with business customers also grew, although to a lesser degree. Revenues and profit exceeded the forecast values.

### OUTLOOK AND OBJECTIVES

inexio plans to continue expanding its infrastructure and customer numbers as well as increasing its revenues and operating profits in 2014/15.

#### REVENUES *in €m*



#### EMPLOYEES

**170**