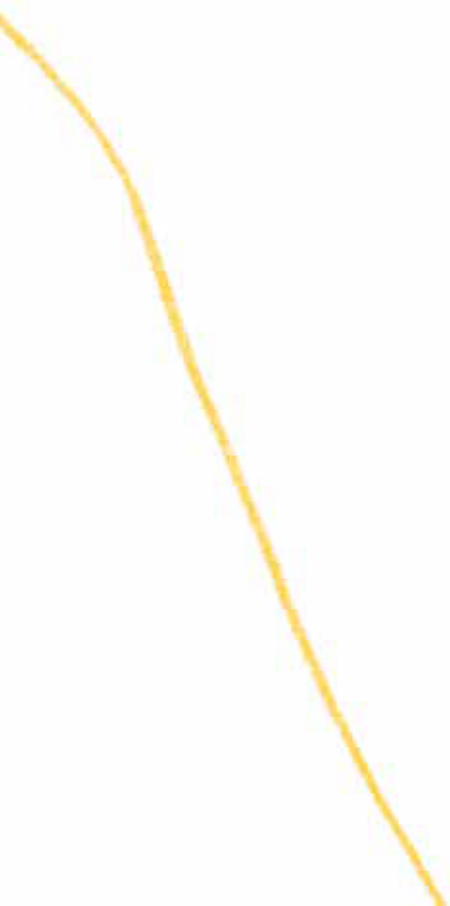


**Q?**





**Quantcom**

## INTRODUCTION

Quantcom is one of the largest providers of telecommunications and ICT services in the Czech Republic for corporate customers and wholesale partners. We rely on infrastructural and financial independence, we have been building and actively developing one of the largest optical networks for more than 20 years, which connects all neighboring countries and is in the right places where our customers are.

We provide services to more than 11,000 company customers and we are the only telecommunications operator in the Czech Republic that focuses only on company and wholesale customers. We connect professionals.

For our professionalism, we are the preferred partner for international operators, as evidenced by the fact that 3 of the 4 largest technology companies listed on the NASDAQ use our services and infrastructure. We are the Central European telecommunications highway.

In 2021, we have already placed 82% of telecommunications services for our customers on our own optical network, and we have invested more than 420 million crowns in the last 4 years in new infrastructure construction alone. We will definitely not slow down in the expansion of infrastructure in the coming years either.

I am convinced that Quantcom's path as a provider of data and ICT services on its own optical network, focused only on the requirements of companies that prioritize performance, professionalism and service over mediocrity and unification, is the right one.

Zdeněk Sivek



## COMPANY KEY HISTORY MILESTONES – INTERESTING COMPANIES WE HAVE GROWN FROM

### 2022

The establishment of a new brand and the change of the company name to Quantcom, a.s. Strategic focus of the company on the B2B.

The acquisition of SOFTLINK.

### 2019

Massive investments in metropolitan optical networks in Prague and Brno.

### 2018

The acquisition of Matrigo.

### 2016

The acquisition of Pe3ny net.

### 2015–2016

A strategic share in ČD Telematika.

### 2013

The merger of Dial Telecom and MAXPROGRES telco.

The establishment of a daughter company Telemetry Services by purchasing Nowire.

### 2012

The establishment of ET Telekomunikace by purchasing a part of ETT ENERGETIKA and IMMOENERGETIKA enterprises.

### 2011

The establishment of a sister company named Fiber Services.

The purchase of a 100% share of MobilKom and STAR 21 Networks.

### 2010

The purchase of a division of the wholesale of telecommunications services Master Internet. The merger with a branch enterprise of VOLNÝ.

### 2008

The purchase of a 100% share in Telekom Austria Czech Republic as well as in eTel Slovakia.

### 2007

The merger with net4net (TransgasNet, a former daughter company of Transgas).

### 2005

The acquisition of InWay, a.s.

### 2000

The establishment of Dial Telecom, s.r.o. The beginning of building the metropolitan, national and international networks in the Czech Republic and in Slovakia.

### Quantcom, a. s.

It's us now. A B2B segment focused operator. We rely on a team of experienced experts, partnerships with both national and international operators and our own robust optical network.

### SOFTLINK, s.r.o.

A private technology company focused on remote energy reading and cost management.

### Dial Telecom, a.s.

A nationwide telco operator, which provided a comprehensive portfolio of services through its own optical network.

### net4net, a. s.

This national operator built an extensive optical network along transit gas pipelines throughout the Czech Republic.

### STAR 21 Networks, a. s.

A provider of telecommunications services through its own access network FWA (Fixed Wireless Access) in the so-called licensed band 26/28 GHz.

### MAXPROGRES Telco, s. r. o.

Construction of optical routes and lease of optical fibers, telco services for wholesale partners, commercial customers as well as households in Brno.

### MAXPROGRES, s. r. o.

This company dealt mainly with security technologies, as well as so-called additional low-current technologies.

### InWay, a. s.

InWay was at the birth of the Czech Internet. It had an extensive radio network and built a backbone optical network based on optical cables.

### Globix, s. r. o.

One of the first alternative operators in the Czech Republic. The key product was the provision of international calls.

### Telekom Austria Czech Republic a. s.

It was created by the merger of Czech On Line, a.s. and ETEL, s.r.o. It provided voice services under the brand VOLNÝ.

### ETEL, s. r. o.

An alternative telecommunications operator. It offered its services mainly in the corporate segment.

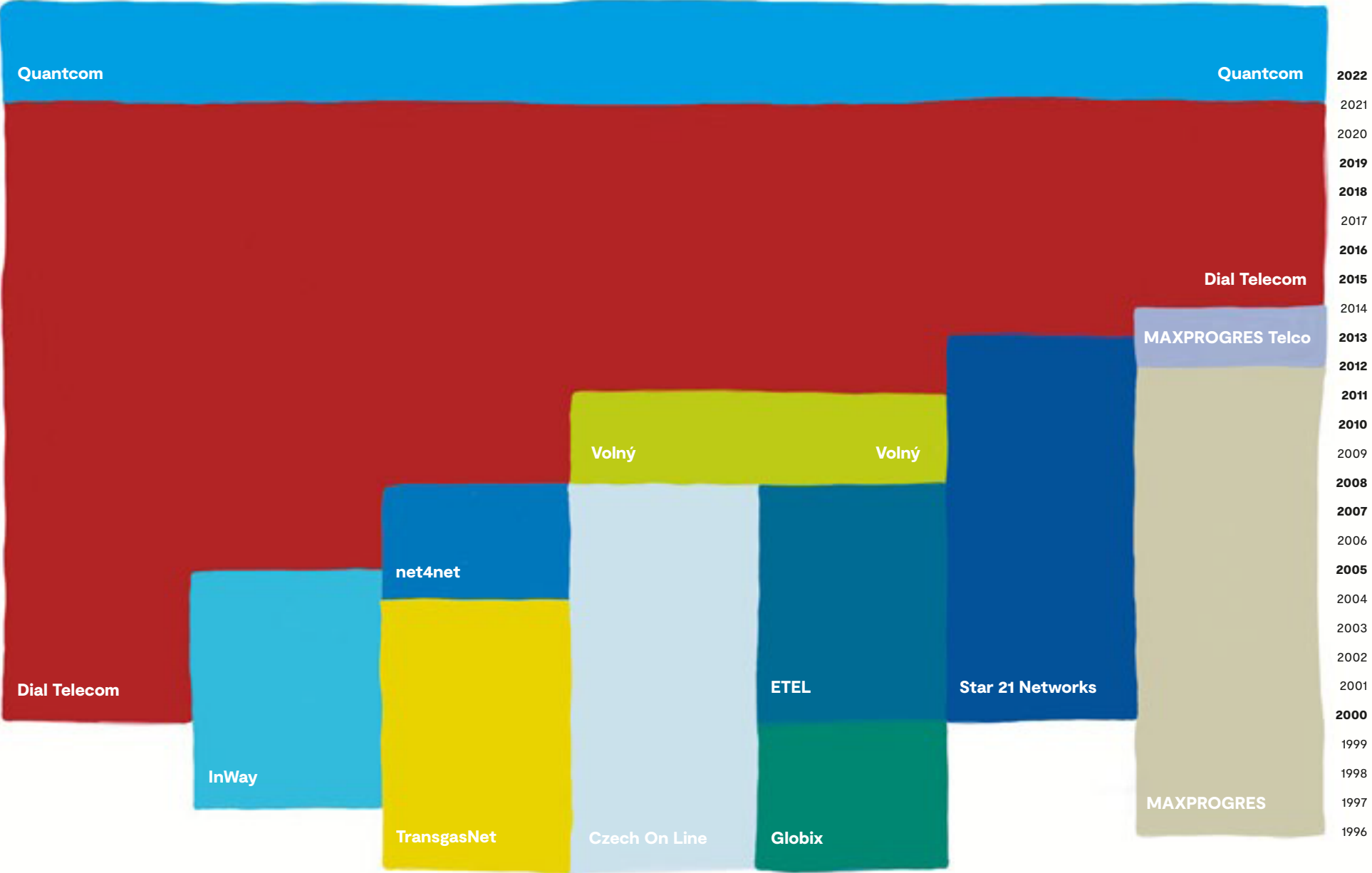
### Czech On Line

An Internet service provider, the first to offer free dial-up.

### TransgasNet, s. r. o.

This national operator built an extensive optical network along transit gas pipelines throughout the Czech Republic.

COMPANY KEY HISTORY MILESTONES



## WHO ARE WE?

**We are Quantcom, a nationwide telecommunications operator. We have been operating in the telecommunications market under the name Dial Telecom for more than 20 years. During that time, we have built, and are further developing, a robust backbone optical network that connects the Czech Republic to other countries. We provide voice, data, internet and hosting services in the selected guaranteed quality, mainly through our own optical network.**

Our network, which we constantly monitor from our own monitoring center, is connected to all major international exchanges, has hundreds of direct connections to the largest providers of information and search services and to global operators.

We operate extensive metropolitan optical networks in Prague and Brno, and smaller networks in Ostrava, Pilsen and Hradec Králové. We have connected more than 2,000 buildings, a significant part compiled of existing and newly built business centers, as well as separate branches to industrial areas, corporate establishments or government buildings and schools.

Quantcom is directly connected to the Czech peering exchange NIX. We are also a member of some of the world's international peering centers:

- DE-CIX, ECIX (Germany)
- AMS-IX (Netherlands)
- SIX (Slovakia)
- VIX (Austria)

For access to international exchanges, we also use our own optical networks with a minimum of active elements along the entire route. As a result, we offer unrivalled lowest latency and latency variations on routes to the world's most important exchanges. For example, the latency Prague - Frankfurt on our network is 3.3 ms. Even a regular end user with international connectivity from Quantcom will experience faster responses when working on the Internet.

We are a member of the Fenix project, which aims to increase network security. Since our founding in 2000, we have made a number of successful acquisitions. Quantcom is the fourth largest operator in the Czech Republic with a significant and stable position also on the foreign telecommunications market.



## INTERESTING FACTS

**2,000+**

buildings connected to the metropolitan optical network

**5,000+**

active devices in our own network

**25,000+**

active ports

**1,100+**

radio connections in our own backbone infrastructure – in the last mile sections

**3.3 ms**

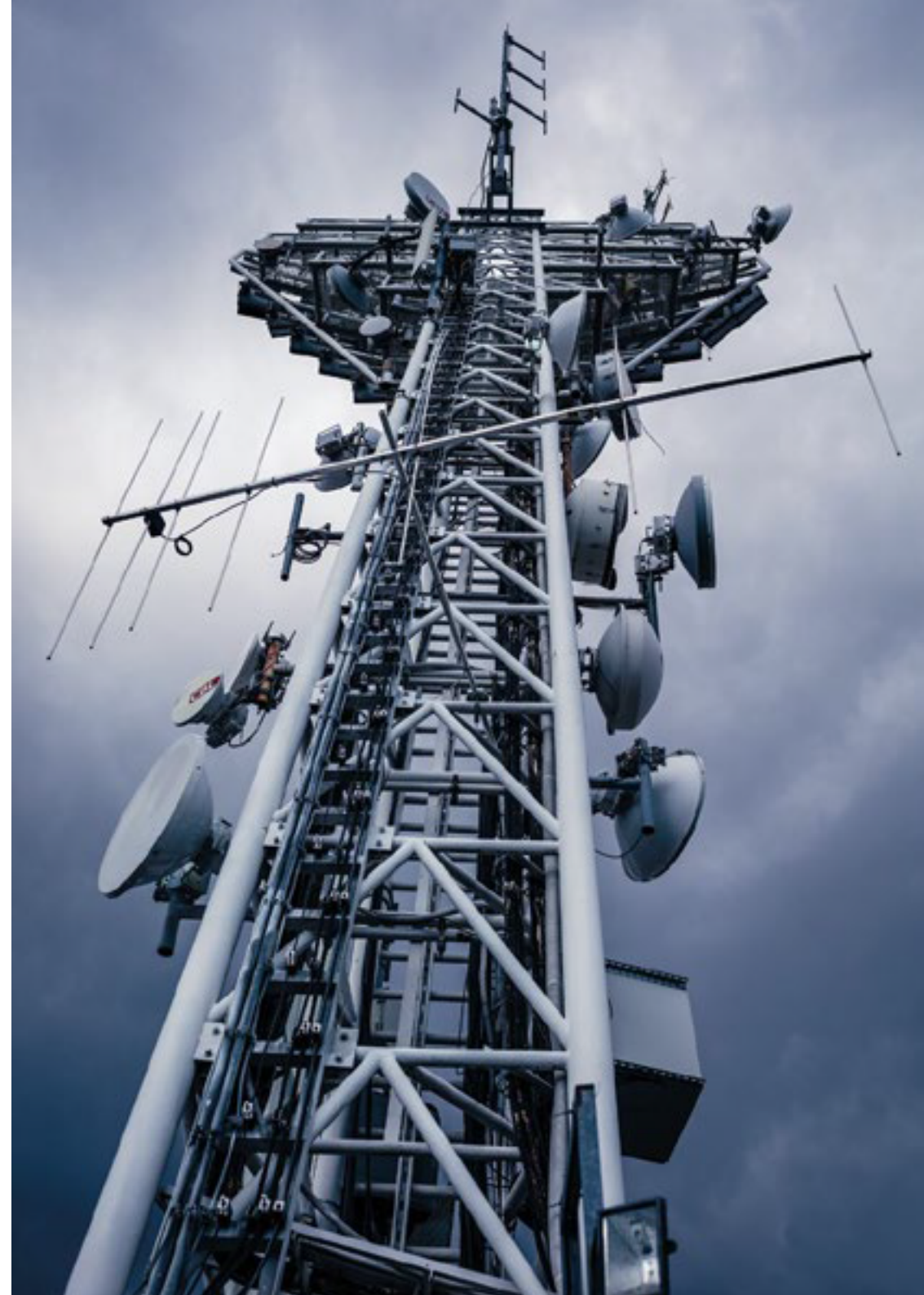
which is unrivalled lowest latency in our own optical network on the Prague - Frankfurt route

**3 out of 4**

largest technology companies on NASDAQ use Quantcom's infrastructure

**9 out of 10**

customers are connected through our own optical infrastructure



## PRODUCT PORTFOLIO



### INTERNET

#### Internet Profi

A complex service for company connection to the Internet with a guaranteed symmetrical speed.

#### Internet Transit

An Internet connection service for operators, ISP and large companies.



### DATA

#### IP VPN

A data connection of two or more points into a virtual private network.

#### Lambda

A data connection of two points with a predefined course and a capacity over 10 Gbps.

#### Ethernet Line

A data connection of two points by a dedicated circuit with a fixed transmission speed of up to 10 Gbps.

#### Cloud Connect

A direct secured connection to the largest cloud services: AWS (Amazon), Google, Azure, Microsoft, IBM, Alibaba, Oracle, and others.



### VOICE

#### Phone

A basic Internet telephone service – an IP telephone in the fixed network.

#### 800 numbers

A single telephone number for zero or a discounted price for your customers.

#### Virtual PBX

An extended Internet telephone service – a virtual exchange.

#### 900 numbers

Numbers intended for the operation of paid information, entertainment or erotic services for both Czech and Slovak market.

#### Trunk

A connection of the customer's virtual telephone exchange.

#### International numbers

International numbers routed to the Czech Republic from more than 110 countries around the world (for one or more telephone numbers).



### CLOUD

#### Cloud Compute

A guaranteed infrastructure in the form of a service for the operation of your applications.

#### DevOps and Kubernetes

Tools and consultations for the DevOps strategy using Kubernetes technologies.

#### Cloud Private

A dedicated infrastructure in the form of a service with high availability.

#### S3 Storage

A modern data storage with geographical redundancy.



## PRODUCT PORTFOLIO



### SECURITY

#### Firewall

Securing Internet communication of the customer, its users, server, LAN network.

#### Anti DDoS

Protecting the customer from Internet attacks.

#### Backup Line

A backup line to the Internet service.



### INFRASTRUCTURE

#### Dark Fibre

Lease of dark fibers in the backbone and metropolitan network terminated on optical connectors in the optical distribution box.

#### Duct

Lease of HDPE ducts in the backbone network.

#### MicroDuct

Lease of a micro duct.

The quality of services is essential for us, which is why we are the holders of:

ISO 9001:2009 Quality Management

ISO 14001:2005 Environmental Management

ISO 27001:2006 Information Security Management, i.e. protection of sensitive information from unauthorized access

ISO 45001:2018 Occupational Health and Safety Management - for project planning, deliveries, installations and service of building technology systems, including technological and information systems



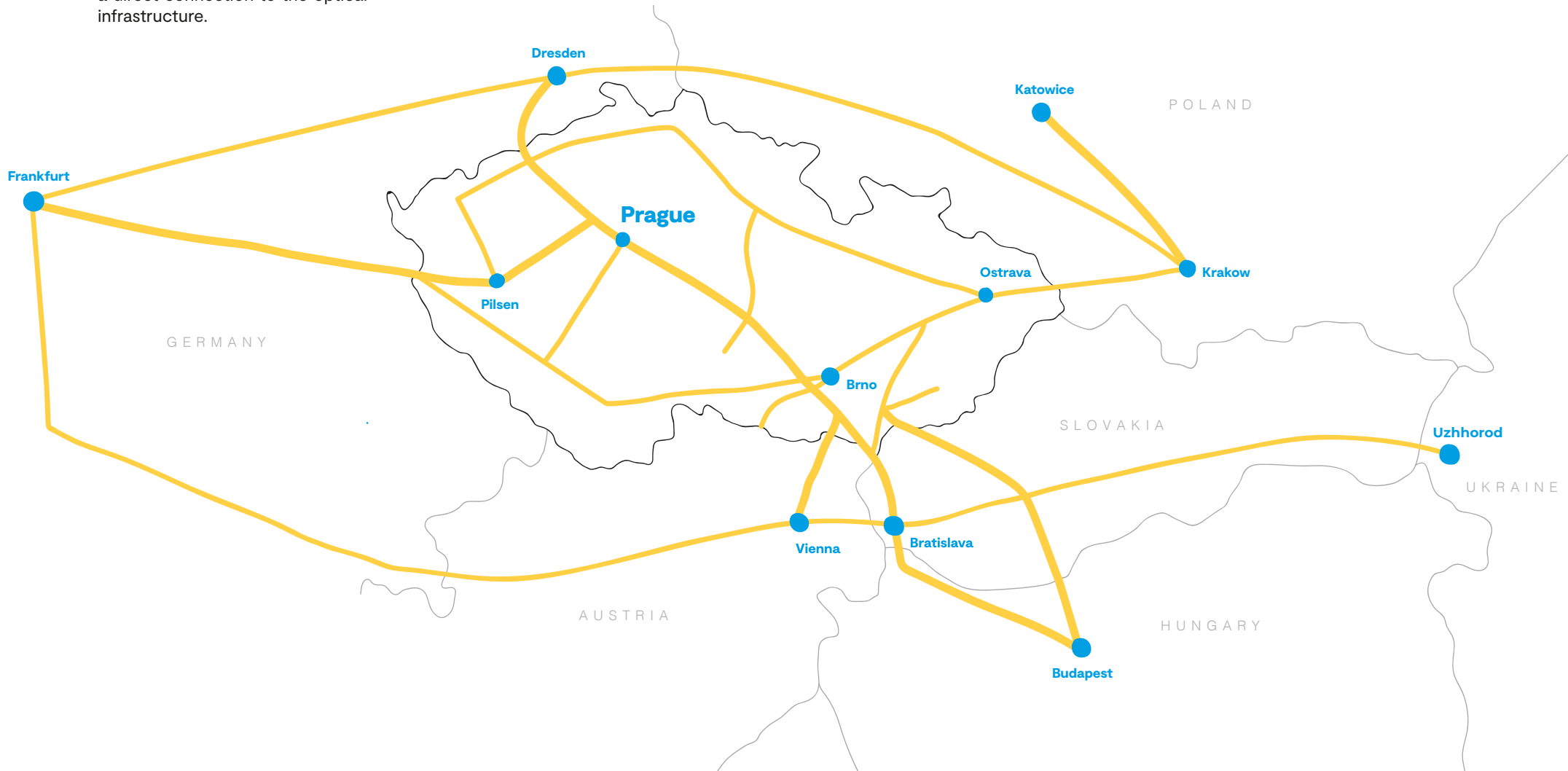
## INTERNATIONAL NETWORK

Our international, national and metropolitan networks are built on the infrastructure of our own optical cables and fibers in combination with leased cables and fibers. In addition to terrestrial networks, we also operate an extensive radio network in the Czech Republic in the range of hundreds of transmission points, thus supplementing the coverage of areas without a direct connection to the optical infrastructure.

The international exchanges Frankfurt, Vienna, Bratislava, Prague and Krakow are connected in a capacity of several 100 Gbps into a circled topology with branches to large peering centers. Thanks to this, we achieve excellent availability of Internet resources and, in cooperation with global operators, we provide guaranteed capacities for data services.

### Latency

Frankfurt – Vienna	5.9 ms
Frankfurt – Prague	3.3 ms
Frankfurt – Krakow	6.7 ms
Frankfurt – Bratislava	5.9 ms
Frankfurt – Katowice	7.3 ms
Prague – Vienna	2.6 ms
Prague – Bratislava	2.2 ms
Prague – Krakow	4.0 ms



## NATIONAL NETWORK

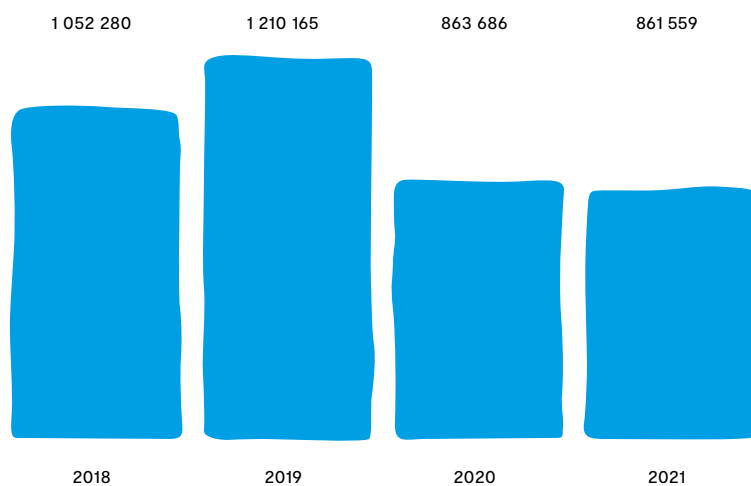
The national network is built in a topology of several overlapping circles with several hundreds of access points with the presence in all regional towns and in most smaller towns (or in their vicinity).

Technologically, the optical networks are equipped with the DWDM system enabling the efficient use of capacities, typical transmission speed of  $n \times 100$  Gbps while keeping low latency, which is important particularly for transit and backbone capacities.

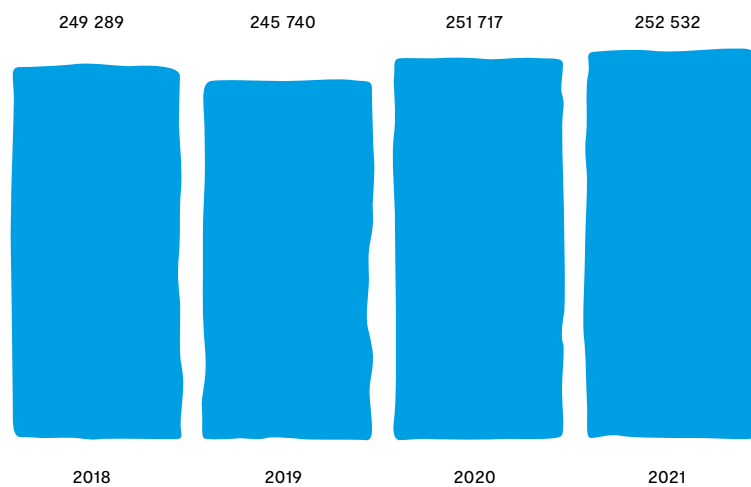


## ECONOMIC FIGURES 2018–2021

### Revenues from sales of goods and services (CZK '000)

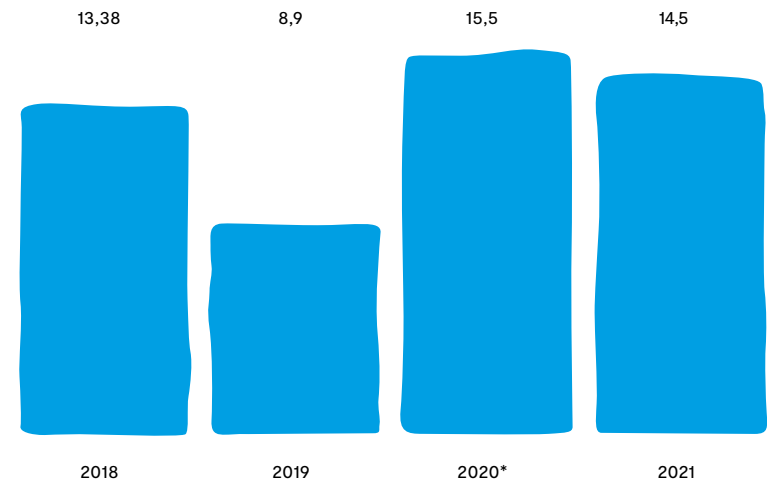


### EBITDA (operating profit + depreciation + change in reserves, CZK '000)



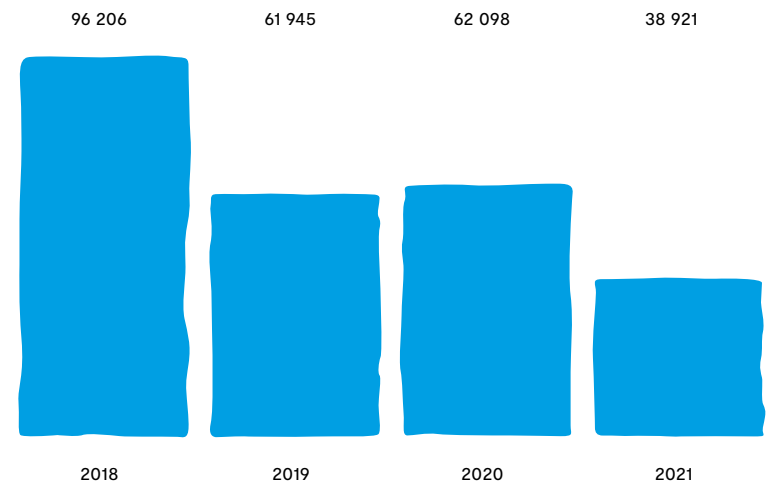


### Investment ratio (CAPEX/revenues, %)

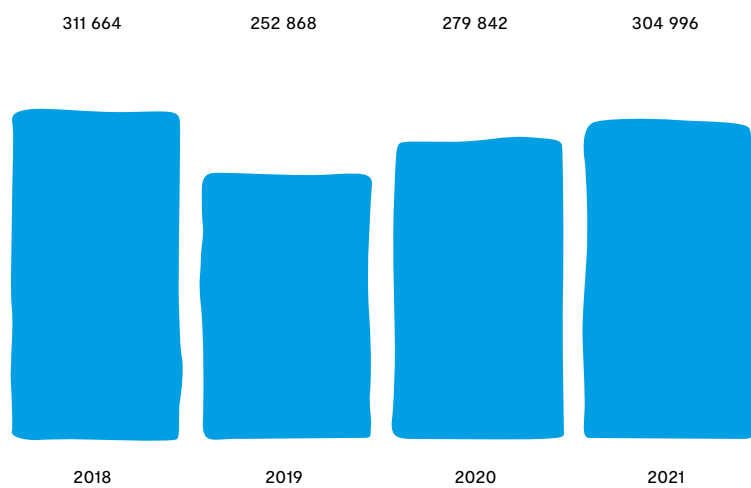


\* The increase in % is due to a year-on-year decrease in sales due to a slowdown in the provision of low-margin voice services to telecommunications operators.

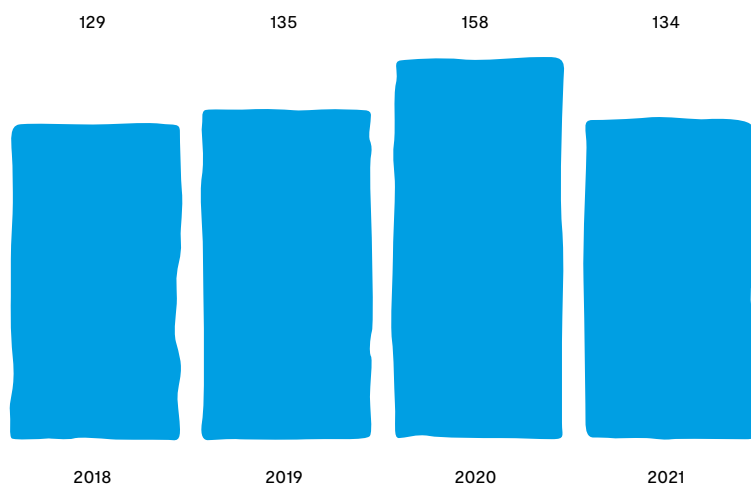
### Profit before tax (CZK '000)



### Cash as of 31 December (CZK '000)



### Number of employees



A low-angle, upward-looking photograph of several modern skyscrapers with glass and metal facades. The buildings are set against a clear blue sky. A large, solid blue rectangular area is overlaid in the center of the image. The text "Connecting professionals" is written in white, bold, sans-serif font across the middle of this blue area.

**Connecting professionals**