



Press release

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KPN announces German network deal with Siemens

KPN announces that it has won an international network contract with worldwide leading manufacturer in automation and drives, Siemens A&D (Automation and Drives). KPN is providing Siemens with a network solution that connects seven A&D locations across 1800 km of KPN's fiber network in Germany.

Siemens A&D selected a secure and reliable network that would enable them to exchange important information and run vital business applications at high speed between their various data centres in Southern Germany. With the new network in place, Siemens A&D is now able to realise both financial and operational improvements. Furthermore, Siemens A&D has invested in a future-proof solution that will be able to accommodate all their capacity needs for the foreseeable future.

As Peter Kurtz, CIO, Siemens A&D observed, "KPN had the high-capacity network footprint in all the right locations for connecting our business across Southern Germany, which was a good start. But they also provided us with the right solution to keep our vital applications running, which then enables us to make a clear business case outlining both our operational improvements and cost savings."

Commenting on this significant customer win, Henjo Groenewegen, Senior Vice President KPN, observed, "KPN is proud to have been chosen by Siemens A&D, a market leader in their field, as one of their network suppliers in Germany. We believe that we were able to offer them both flexibility and reliability in our approach, as well as the expertise to deliver, implement and operate their network solution."

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About KPN

KPN's international network is a state-of-the-art data/IP backbone with a seamless footprint extending across major business and financial centres in Europe. KPN's EuroRings portfolio delivers a full range of carrier and corporate networking solutions over a high-capacity fibre-optic network.

KPN is a telecommunications company offering a wide range of high quality and innovative telecommunications services for both the private and business markets. Its core business activities are mobile communications, fixed networks, Internet services and IP/Data services. More information about KPN can be found at www.kpn.com.

About Siemens Automation and Drives Group

The Siemens Automation and Drives Group (A&D), Nuremberg, Germany, is the leading manufacturer in this field worldwide. Products supplied by A&D include standard products for the manufacturing and process industries and for the electrical installation industry as well as system solutions, for example for machine tools, and solutions for whole industries such as the automation of entire automobile factories or chemical plants. Supplementing this range of products and services, A&D also offers software for linking production and management (horizontal and vertical IT integration) and for optimizing production processes. A&D employs 50,400 people worldwide and in fiscal year 2003 (to September 30) earned an operational profit of €806 million on sales of €8.4 billion and orders of €8.5 billion.

Note to editors (not for publication)

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Note to investors and analysts (not for publication)

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