



## KPN news

### KPN and WINGAS join forces: WINGAS to market fibre optic cables in Germany

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**Frankfurt/Kassel.** One of Europe's leading telecommunication companies, Netherlands-based KPN, with an office in Frankfurt, and natural gas company WINGAS GmbH are bundling their expertise and strengths. Effective immediately WINGAS will market the fibre optic cable networks of both partners in Germany. "KPN and WINGAS have worked together successfully for some time now," says John van Vianen, Senior Vice President Network Services at KPN. "The marketing and sales of our network services in Germany by WINGAS gives both companies new perspectives in the fibre optic cable market". Fibre optic cables are the basic building blocks that allow companies to build high-speed fibre optic networks for fast data transmission.

Through this kind of marketing the customers – Internet Service Providers, IT solution providers, cable TV companies, cell phone companies and large corporations that want to develop their own communications network – have just one tender and contract partner. "With this single supplier service customers can implement their infrastructure projects quicker and easier," explains Dr. Gerhard König, WINGAS Managing Director and Sales Manager Germany. "That's why the first customers have already signed up for this service offer". The Kassel-based gas pipeline company doesn't only market natural gas and the associated services, but since the start of liberalization in the telecommunication markets has also been actively marketing its fibre optic cables which are installed parallel to its natural gas pipeline grid.

WINGAS and KPN have extensive experience and competencies as well as a long tradition in the telecommunication respectively in the fibre optic cable market and both companies have wide-ranging, leading-edge fibre glass networks. The KPN and WINGAS fibre optic cable networks which will now be marketed by WINGAS cover more than 5,000 kilometres in Germany. The networks of the two companies directly interconnect important locations in Germany's major economic centres. Points-of-Presence (PoPs) include Hamburg, Berlin, Hanover, Düsseldorf, Cologne, Frankfurt, Stuttgart, Munich and Dresden. The German networks are also connected to KPN's international fibre optic network in other European countries.

#### **Background:**

##### **KPN**

KPN offers telecommunication services to both consumers and businesses. The core activities are telephony and data services through KPN's fixed network in the Netherlands, mobile telecom services in Germany, the Netherlands and Belgium and data services in Western Europe. KPN is market leader in the major segments of the Dutch telecom market and is actively growing market share in the new IP and DSL markets. Through E-Plus in Germany and BASE in Belgium, KPN holds the number three position in the mobile markets in these countries.

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KPN's international data and IP services are provided through an extensive, high-capacity fibre-optic network connecting major business and financial centres in Europe. The portfolio covers a full range of corporate and carrier networking and bandwidth solutions in more than 22 European countries as well as worldwide connections to more than 180 countries via partnerships.

As of 30th September 2006, KPN served 6.1 million fixed-line subscribers and 2.3 million Internet customers in the Netherlands as well as 22.9 million mobile customers in Germany, the Netherlands and Belgium and employed 28,412 people (25,921 FTEs). KPN was incorporated in 1989 and its shares are listed on the stock exchanges of Amsterdam, New York, London and Frankfurt.

More information at [www.kpn.com](http://www.kpn.com).

### **WINGAS GmbH**

WINGAS GmbH is a European energy company which supplies natural gas to customers in Germany, Belgium, France, the UK, Austria, Denmark and the Czech Republic. Its customers include municipal utilities, regional gas suppliers, industrial concerns, and power stations. Since 1990, the company has invested more than 3 billion euros developing its own natural gas transport and storage infrastructure. The more than 2,000 kilometre long pipeline system, which is now operated by the wholly owned subsidiary WINGAS TRANSPORT GmbH & Co. KG, connects the enormous gas reserves in Siberia and the gas sources in the North Sea with the growing sales markets in Western Europe.

In developing its pipeline grid WINGAS backed the use of cutting edge glass fibre technology right from the outset. Initially, data transfer was focused on controlling and monitoring the pipeline system but with the liberalization in the telecommunications markets in 1996 WINGAS was one of the first companies to begin marketing its fibre optic network. Today WINGAS counts many well-known companies in the telecommunication and IT industries among its customers.

More information at [www.wingas.de](http://www.wingas.de)

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