

## Company profile

telegate ranks as one of the leading European providers for information services with around 3,000 employees on the Group's books. The company was founded in 1996 and has been listed on Frankfurt's stock exchange since 1999. Its strategic focus is on extending the range of innovative services for consumers and business customers as well as expanding into the other European countries. Alongside Germany, telegate has successfully positioned itself on the French, Italian, Austrian and Spanish markets and is considered Europe's specialist in the directory assistance market. In fiscal year 2006, telegate generated sales of around 180 million Euro with an annual profit of 6 million Euro.

**Extending the service portfolio in Germany:** The innovative products with added value for consumers and business customers are developed in Germany for the entire telegate Group. In the core business of classic telephone directory assistance the company has extended its market share to 37 percent. In addition, the realization of the multi-channel strategy means that the directory assistance and media competence is being transferred to the information channels Internet, SMS and mobile devices. telegate is the only provider to offer all its directory assistance services under the one brand, its '11 88 0'. The consumers therefore have access to the required information in premium quality and with the media of their choice wherever they are. Business customers alike benefit from the company's core competence of aggregating information and making it available in a customer-oriented way. Commercial enterprises can use the '11 88 0' like a market and augment their basic entry in the directory assistance platform of the 11880.com, among other things, with animated images or other company information. This supplementary information is simultaneously integrated into telegate's SMS and directory assistance data base and is thus available on all media channels. Business customers profit from the directory assistance and call center services that span all industries as well as the data marketing services.

**Expansion into other European countries:** In the wake of the markets' liberalization in Europe, telegate has transferred its successful business model into neighboring countries. Its tailor-made concepts offer first rate information services from the directory assistance expert. With its strong brands the company is endowed with a solid platform from which to challenge the respective ex-monopolists. Thus, in Italy telegate and its partner Seat Pagine Gialle cover 40 percent of the directory assistance market, while in Spain telegate's '11811' brand has established itself as leading independent directory service provider. France is the youngest foreign market in which telegate Group operates. Here the company will be strengthening its market position over the coming months. Depending on the competitive situation and markets' maturity the company will press on with the consistent expansion of its multi-channel service range and will be extending the range of customer-focused additional services.