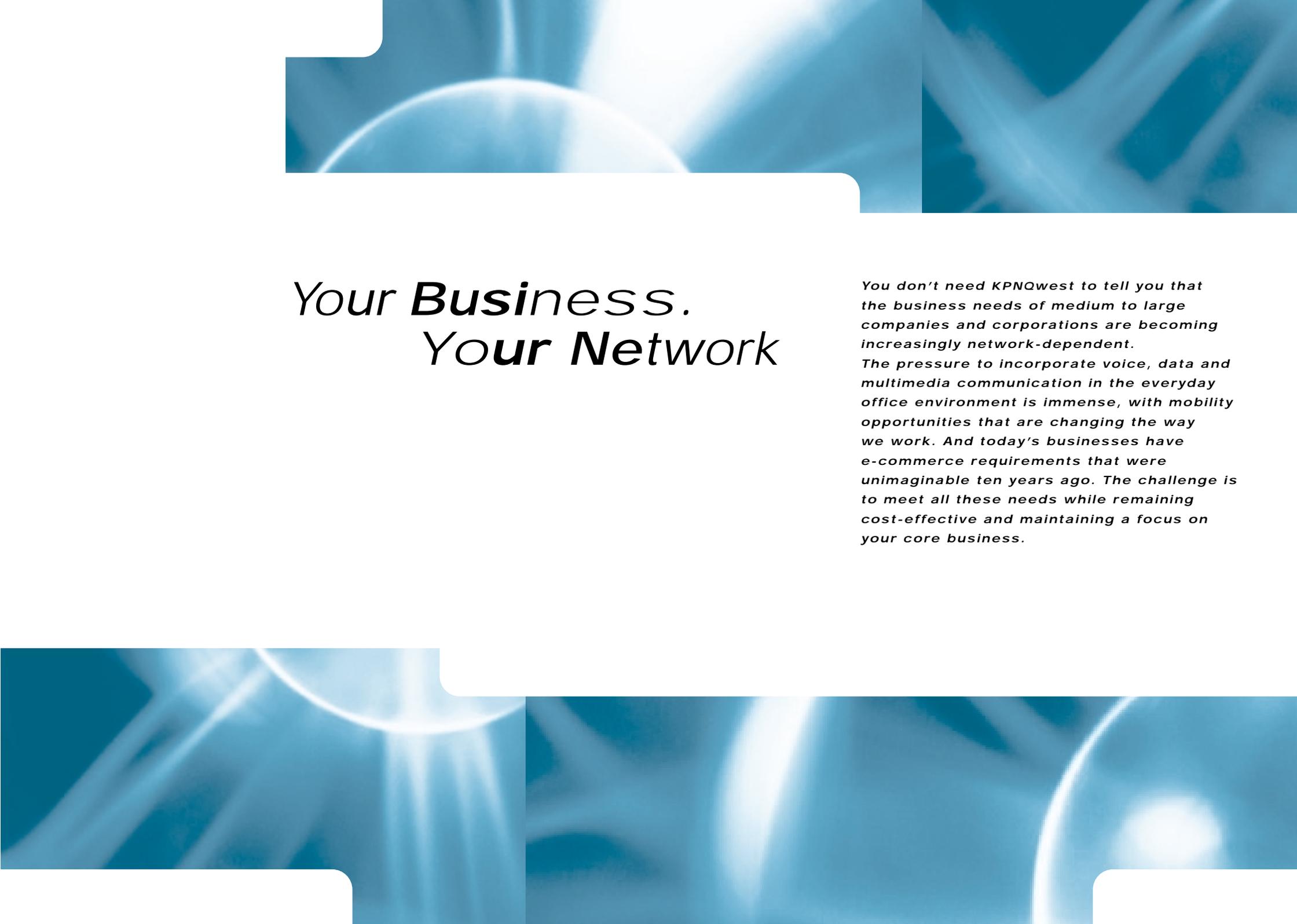


*The **Power of Light***



Your Business. Your Network

You don't need KPNQwest to tell you that the business needs of medium to large companies and corporations are becoming increasingly network-dependent.

The pressure to incorporate voice, data and multimedia communication in the everyday office environment is immense, with mobility opportunities that are changing the way we work. And today's businesses have e-commerce requirements that were unimaginable ten years ago. The challenge is to meet all these needs while remaining cost-effective and maintaining a focus on your core business.

KPNQwest has risen to meet this challenge for you. We offer Europe's leading suite of business networking services over a state-of-the-art fibre optic network with a complete range of innovative options. Because we know that a truly successful network will consist of a package tailored specifically to your company's needs. Products and services that evolve as you do, with round-the-clock, personalized attention. So whatever type of network you choose, we'll give you the highest possible quality of service and technical support from skilled professionals in 15 countries and 14 local languages. Customer Care to help you succeed – on your terms – in today's business environment.

And because KPNQwest's EuroRings™ self-healing fibre optic network is fully owned and managed end-to-end, you gain the advantage of features and benefits unrivalled in the European arena. Cutting-edge technology. Virtually unlimited capacity and secure reliability. Pan-European coverage with seamless connections to the USA. And above all, proven, flexible and scalable services that can be tailored to fit your business requirements. You know your business. We know how businesses use networks. It's synergy for success, and the benefits are clear.

Our *network* working for you

In today's networks arena, the only constant is change. And companies that take proactive control of these changes - now and in the future - will have a major advantage. KPNQwest designed its network with this future in mind. We excel at providing businesses with scalable network solutions focused on reliability, security, flexibility and service.

A network that is right for you

Your relationship with customers, partners, suppliers and even your own branches depend on communicating with them where, when and how you want to. So the network that you choose shouldn't limit your potential - it should help you grow. That's why KPNQwest provides tailored service packages that make sense from the beginning and change as your company's needs change. We combine our knowledge of business networks with a commitment to helping your business achieve the maximum potential from its network.

For example, if your network has to handle time-critical applications, you need an extremely reliable service like ATM designed to handle any amount of traffic, with high quality services in a variety of classes. And if you're deciding to go with a committed transmission path, you're looking for the highest availability and optimal security - features integral to our Managed BroadBand Service. Of course, the trend towards single network design means

that an increasing number of companies are exploring the benefits of a full corporate network service like IP VPN that focuses on flexibility, mobility and scalability. But above all, the changing world of communications underlines the importance of cutting-edge technology and the ability to migrate up to future services.

KPNQwest understands these concerns. Our tailored services give you what you need from a network, such as an IP VPN service that can be integrated with other key services like IP Voice to provide all the benefits of a fully integrated next-generation communications solution for a minimum of investment. So whether you need a corporate WAN across Europe with extra services for mobile and remote workers, or a combination of ATM and MBBS for your main branches with an IP VPN for other locations, we'll make sure you get the network connectivity that is right for you.

Business-critical reliability

Network reliability is crucial – even a few minutes of network interruption can have a major impact on your company. KPNQwest's state-of-the-art fibre optic network offers virtually unlimited capacity with 24/7 end-to-end network management. At the same time, dual routing as well as built-in and tailored redundancy options guarantee the highest possible availability.

Security

Your network must allow information to flow while keeping pace with constantly changing and developing security challenges. And while threats such as unauthorised access, sabotage and viruses are a reality, they don't have to be a problem. KPNQwest's Managed Firewall Service uses state-of-the-art routing to provide all-point network protection, including internal LANs, VPNs, IP VPN routers and web servers. And since KPNQwest owns the entire EuroRings™ network and provides protection options you can count on, we make sure that your information is secure and the network is safe. Guaranteed.

Quality of service

KPNQwest's fibre optic network offers the fastest speeds available, with up to 100% availability, bottleneck-free performance and competitive latency parameters – all guaranteed through tailored service level agreements. Add to this our technically certified personnel, best-in-class components and software from top-of-the-line providers and you've got QoS unmatched in Europe today.

Scalability and flexibility

Business requirements change quickly, so your network must evolve as you do. KPNQwest provides tailored packages, flexible migration paths and services that are completely scalable. We will even pinpoint products and services to help you increase performance. Because you're not just choosing a network. You're choosing the future.



KPNQwest's pan-European EuroRings™ network



Highlighted countries are covered by IP Services

Completing Your Network

At first glance, it seems simple enough. Connectivity should help you achieve optimal communication with minimal delay. But each business is different, and the trick is to know where to apply what connectivity services, and how. Obviously, standardised solutions just can't meet these demands. That's why KPNQwest has a complete portfolio of products and services that can be tailored to help any business get the most of their connectivity options. And our network was designed specifically with the IP protocol in mind. So whether you need an intranet combined with all the advantages IP has to offer, an IP VPN extranet for secure IP-based business, or a full-blown multimedia web site for e-commerce, KPNQwest can help.

Connectivity and mobility services

As the dot-com hype recedes and people get down to the reality of doing business on the web, the choice for connectivity becomes more important than ever. A basic Internet connection is fine if your company's Internet use is limited to sending and receiving a few emails each day. But if you use the Internet more than that, a fixed line can help to save time and money. If your business depends on the Web, Dedicated Connect will provide you with an 'always-on' connection, scalable access speeds and a range of connectivity options. And in these days of employee mobility, remote access is fundamental to the way our work gets done. KPNQwest's Traveller service adds flexibility by providing mobile workers with easy access to the Internet and a range of business services.

Hosting

Operating on the web today doesn't have to mean spending a fortune on the installation, maintenance and management of equipment, software and housing. KPNQwest operates the largest, most technically advanced chain of web hosting centres (CyberCentres™) across

The KPNQwest approach in practice

Nokia selects KPNQwest's ATM Service

Having already experienced a successful project with KPNQwest, Nokia made the decision to have the company connect its European operations – 56 offices in 13 European countries – with KPNQwest's ATM service. KPNQwest has provided Nokia with an extremely reliable network that can handle huge amounts of traffic – no matter what the type or peak level of transmission. KPNQwest's strong local presence and tailored services have ensured that the network runs at peak performance levels, with the option for easy migration to other services in the IP arena.

Zumtobel chooses a KPNQwest IP VPN

Zumtobel is one of the leading players in the lighting industry, and is already a satisfied KPNQwest IP VPN customer for its sites in Austria, Germany and the US. In a recent RFP, Zumtobel asked for a solution to replace their existing combination of technically different data communication networks from different providers with a seamless global network solution connecting 130 different sites. To meet this challenge, KPNQwest designed a global IP VPN, which will replace legacy technologies such as Frame Relay, and will ensure a scalable network that will adapt easily to Zumtobel's projected growth. The company will be guaranteed high-capacity, uninterrupted service with an excellent cost/performance ratio across Europe, the US, Asia and Australia. And KPNQwest's state-of-the-art routing technology and security will optimise the flow of Zumtobel's internal management information, making business easier all around.

Europe with a range of AIP (Application Infrastructure Provider) building blocks.

Our Basic and Enhanced Hosting services let you save on internal IT costs. And our Managed Exchange Service lets you outsource the storage and sharing of business information, with possibilities for project-specific working environments, knowledge management and information exchange. We'll help you decide which range of options suits your business best. You take advantage of the opportunities.

Content and media

KPNQwest has partnered with Akamai – today's leading Internet Content Delivery Service Provider – to deliver rich web content over the EuroRings™, an optimal content platform with virtually unlimited bandwidth. Your content will avoid Internet bottlenecks and will be delivered up to ten times faster – with no extra hardware, software or capital investment of any kind. And the service ramps up instantly to serve web audiences of any size, providing an end result that will impress even the most sophisticated Internet user.

Our Business

KPNQwest

KPNQwest N.V. is a leading facilities-based, pan-European provider of data-centric Internet protocol-based services to business customers. The company brings together the expertise from KPN Telecom's advanced European long-haul fibre-optic network and Qwest's Internet and value-added data products and services businesses.

KPNQwest is deploying a technologically advanced fibre-optic network connecting 50 cities throughout Europe with uniform network architecture. This wholly owned network opens the way for a broad range of high speed, high quality data centric Internet protocol-based services and other advanced telecommunications services at competitive prices. KPNQwest has already deployed six fibre-optic rings, known as EuroRings™, connecting 40 cities and 14 countries across Europe and spanning 15,300 km. When complete (by the end of 2001), the network will extend approximately 20,000 route kilometres. The reach of the network will be significantly enhanced through interconnection with KPN's fibre optic network in Belgium and the Netherlands, and interconnection with Qwest's fibre-optic network in the US and Mexico. KPNQwest also has extensive transit-free peering relationships with approximately 240 communications providers in Europe and North America.

KPNQwest currently provides a wide variety of Internet protocol-based services including connectivity, remote access, hosting, Internet broadcast and other value-added services. In addition to its 13 existing CyberCentres that provide web hosting and co-location services, KPNQwest is building a network of 10,000 square metre regional mega CyberCentres that will enable KPNQwest to provide web-hosting, applications hosting and electronic commerce services to customers. As of June 30, 2000, the Company served approximately 125,000 accounts, including approximately 100,000 business Internet accounts

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