AT&T EMEA Overview

AT&T in Europe, Middle East and Africa (EMEA)

- AT&T has a significant presence across EMEA – the most important region for AT&T outside of the United States.
- AT&T has people based in 31 countries across Europe with a workforce of over 5000. Significant resources are located in the UK, Germany, France, Netherlands, Belgium, Spain, Slovakia, Italy and the Nordics, amongst others.
- AT&T has a strong network footprint in the region: AT&T manages six state-of-the-art internet data centers in Birmingham, Amsterdam, Frankfurt, London (x2) and Paris and we provide business services that are accessed from 96 countries across EMEA from over 1840 MPLS service nodes. The AT&T network is accessible from 64,500 remote access points in 95 countries in EMEA, including access to Wi-Fi over 62,000 “hot spots” in 52 countries (through roaming agreements).
- AT&T provides customers with 24x7 customer care in six languages.
- Customers include major European companies such as Shell (AT&T’s largest global customer headquarted outside the United States with $1.6bn outsourcing deal), Smiths Group ($150m, 6 year enterprise wide agreement supporting 23,000-employees at over 300 locations), Linde (7 year deal to provide global WAN for 1,700 locations in 60 countries), Henkel (5 year multimillion deal supporting the company in more than 100 countries), Carl Zeiss (5 year $20m deal linking 250 locations in 44 countries), and Morgan Crucible ($6m deal to support roll out of global business applications to 80 sites worldwide).

SELECTED COUNTRY HIGHLIGHTS

UK:
- Headquarters for AT&T EMEA, located in London
- Workforce of almost 1500 people
- Major locations located in Birmingham (network operations, shared services and admin functions), London, Havant
- Center for Global Disaster Recovery operations
- Three state-of-the-art Internet Data Centers (Birmingham and London x 2), nationwide network of MPLS enabled POP’s and access – via roaming agreements - to over 10,300 WiFi hotspots
- Customers include Smiths Group and Morgan Crucible
- AT&T serves over 50% of UK FTSE companies

Germany:
- Germany is the headquarters for AT&T’s ‘Central Region’ European sales centre (leading sales for countries including Germany, Switzerland, Austria and Eastern Europe).
- Workforce of almost 350 based in 5 major locations including Dusseldorf, Frankfurt Hamburg, Stuttgart Berlin and Munich.
- A nationwide network with key network points of presence with MPLS enabled infrastructure in 16 German cities.
- Frankfurt host one of AT&T’s Internet data Centres (IDCs) and customers have access – via roaming agreements - to over 10,500 WiFi hotspots
- Customers include Henkel, Linde, GEA
- We serve more than 80 % of DAX companies

France:
- Paris - Regional headquarters for AT&T ‘Southern Region’ (France, Spain, Italy, Mediterranean Basin, Middle East & Africa)
- Workforce of around 200 in France
• In France associates engaged in sales, marketing and customer support.
• Nationwide infrastructure (with MPLS pop’s in cities such as Bordeaux, Lille, Lyon, Marseilles, Nantes, Sophia Antipolis, Strasbourg, Paris x3) and Internet Data Centre in Paris, and access – via roaming agreements - to over 11000 WiFi hotspots
• We serve more than 85 % of CAC40 companies

Spain:
• Key part of AT&T Southern region
• Local headquarters in Madrid with facilities in Barcelona and access – via roaming agreements – to over 600 WiFi hotspots
• Workforce of 65 engaged in sales and support operations
• AT&T works with the leading Spanish MNCs in financial, retail, IT and energy industries

Netherlands:
• Key part of AT&T North region (Benelux and Nordics)
• Workforce of over 420 based in Amsterdam and The Hague
• Key centre for Shell ‘outsourcing’ engagement – AT&T largest customer outside the US
• Nationwide infrastructure in all major business locations and access – via roaming agreements - to over 1600 WiFi hotspots
• Customers include Shell and Marel Foods

CUSTOMER EXAMPLES

**Morgan Crucible Extends AT&T Managed Hosting Service**
$6M Contract includes Full Suite of Global Communications Services
London, United Kingdom, January 25, 2011 -- Morgan Crucible, one of the world’s leading manufacturing companies has chosen to renew its contract with AT&T* to provide a full array of global communications services to support the deployment of a range of enterprise-wide applications and services. The three year, $6 million contract is designed to enable the deployment of global applications across more than 80 sites in Europe, Middle East & Africa, Asia Pacific, Canada and Latin America and the United States to support seamless communications across the company. (More)

**AT&T Wins $150m Six-Year Contract to Help Accelerate Smiths Group’s Company-Wide Business Transformation**
London, United Kingdom, December 07, 2010 -- AT&T* has signed a six-year enterprise wide agreement with Smiths Group worth up to $150m to provide Smiths with advanced communications services. AT&T will provide a range of solutions and applications that will support an on-going business transformation by Smiths and provide it with a common communications infrastructure across all of its operations and business units, supporting 23,000 employees at 300 locations around the world. The agreement is designed to allow Smiths to take advantage rapidly of new and emerging technologies, such as cloud computing and unified communications, and meet its extensive mobility requirements, while being able to reduce operating costs. (More)

**AT&T and Linde Sign Global Networking Agreement**
Munich, Germany, December 07, 2010 -- AT&T* today announced a global networking agreement with Linde Group AG to provide a single and consistent wide area network for 1,700 Linde sites in more than 60 countries. The Linde Group is a world leading gases and engineering company. Linde products and services can be found in nearly every industry, in more than 100 countries. The new network is designed to underpin the on-going business transformation to streamline and optimize Linde’s operations worldwide and improve productivity while taking expense out of the business. Under the terms of the seven year contract, AT&T has been appointed as Linde’s primary worldwide network services provider and will support the company’s operations with an integrated series of services including an advanced Virtual Private Network (VPN) to support critical business applications. The agreement will allow Linde businesses and their subsidiaries reliable access to a common network infrastructure from locations around the world while reducing costs. (More)

**GEA Group Selects AT&T for Security in the Cloud**
Frankfurt, Germany, December 02, 2010 -- GEA Group Aktiengesellschaft, one of the largest system providers for food and energy processes globally, has signed an agreement with AT&T* for cloud-
based security services to improve infrastructure security. AT&T has provided GEA’s global network infrastructure since 2004, connecting 450 GEA branch offices in 50 countries via a Broadband VPN (Virtual Private Network). As part of the new agreement, AT&T will provide remote access for more than 13,000 users, managed security services and managed hosting services globally. One of GEA’s key requirements was to improve security of their global Wide Area Networks. The managed hosting and security services are designed to provide a cost-effective solution which is scalable and flexible to match the business growth requirements of GEA Group. AT&T will provide managed security services to the company in the network cloud and via its “super” Internet Data Centre in Amsterdam, The Netherlands. (More)

Henkel Selects AT&T to Deliver Global IP Network to Support Worldwide Operations
Frankfurt, Germany, July 14, 2010 -- AT&T today announced that Henkel, a leader in the global marketplace, distributing leading brands and technologies worldwide, has selected AT&T as its lead global provider for its global communications requirements in a five-year multi-million dollar agreement. By working with the best in class global suppliers, such as AT&T, Henkel aims to make the best use of its information technology assets, reduce costs, and improve the quality of its services. Henkel aims to improve intercompany collaboration and to better enable the company to meet the needs of its customers worldwide. AT&T will manage the worldwide global network infrastructure supporting Henkel’s 50,000 employees in more than 100 countries. The key focus of the deal will see AT&T support a range of managed services across its network to Henkel locations worldwide. (More)

Marel Selects AT&T to Provide Global Communications Network
Amsterdam, Netherlands, June 28, 2010 -- AT&T today announced that Marel, a leading global provider of advanced equipment and systems for the food processing industry headquartered in The Netherlands and Iceland, has selected AT&T to provide a global communications network in a five-year multi-million dollar contract. Core to the deal is AT&T’s provision of competitive, flexible, and integrated wide area networking (WAN) solutions that span the globe, catering to Marel’s need for a uniform infrastructure across its business. With operations in more than 30 countries and with more than 3,700 employees, Marel will benefit from AT&T’s fully-managed network for its 60-site global WAN. In addition, AT&T will provide Marel with Managed Security Services - Network Based Firewall, Remote Access Services (RAS) for home workers and travelling users, and Web security. (More)

Carl Zeiss Chooses AT&T as Global Provider for Comprehensive Communications Services
Frankfurt Am Main, Germany, February 24, 2010 -- Carl Zeiss group has chosen AT&T as its sole provider of comprehensive communications services. The five-year contract with a value of more than $20 million includes the networking of over 250 Carl Zeiss global offices in 44 countries throughout Europe, North and South America, Asia, Australia and Africa using AT&T’s innovative technologies. AT&T’s solution for Carl Zeiss is based on a modular portfolio of services. The classification of the elements in the portfolio has been defined according to performance features. Technologies and applications such as Virtual Private Network (VPN), IP Sec, Ethernet, DSL, Remote Access, Managed LAN, Managed Hosting in the USA, EMEA and Asia-Pacific regions and Managed Security via AT&T’s own Internet Data Center are all included in the overall network capabilities offered to Carl Zeiss. (More)

AT&T Wins $1.6 Billion Global Deal with Shell
The Hague, Netherlands — March 31, 2008. AT&T Inc. (NYSE:T) announced today that Royal Dutch Shell (Shell) has selected AT&T to be its global provider of advanced communications services. The five year agreement, estimated to be worth $1.6 billion, calls for AT&T to provide, manage and maintain Shell’s worldwide communications infrastructure while also managing the company’s global mobility needs. It is one of the largest commercial contracts ever signed by AT&T, and it’s the largest agreement signed with a company that is headquartered in Europe. The agreement is one of three outsourcing contracts signed by Shell with key suppliers for networking and IT services. (More)