

Press release
Paris, August 6, 2020

Altitude Infrastructure takes over Kosc Telecom to reinforce the French wholesale-only CaaS carrier as ubiquitous one-stop-shop for all connectivity needs in France

Paris, 6th August 2020 – Altitude Infrastructure, one of the major French operator deploying fibre across France, has announced the acquisition of Kosc Telecom. Kosc Telecom is the French wholesale-only CaaS – Connectivity as a Service – provider: since 2017, the carrier provides local access to any operator serving the enterprise market in France, through a fully integrated and automated CaaS e-Portal. The 14 million euros takeover bid was validated on Monday June 29th and a further investment of 100 million euros is planned over the next 5 years to accelerate Kosc Telecom development to better serve its carrier customers' growth.

More than ever, Kosc Telecom will continue to pave the way for the digitization of businesses in France, leveraging Altitude Infrastructure's expertise and resources. Historically specialized in Public Initiative Networks ("Réseaux d'Initiative Privée", in French, also known as "RIP"), Altitude Infrastructure deploys fibre in low-density areas. Born with the same wholesale-only DNA, Altitude Infrastructure already owns 3 million plugs, that is about 10% of French households. By combining their strengths, Altitude Infrastructure reinforces further Kosc Telecom existing position as the ubiquitous one-stop-shop for business carriers, thanks to a wide range of high and very high-speed connectivity - broadband and fibre - services, with nationwide availability. As of 2020, 10 million E-Access Fibre lines and 12 million Best-Effort Fibre lines are available mainland.

"With this acquisition, Altitude takes over a very high-speed infrastructure that was historically built and designed to irrigate businesses nationwide. The health crisis we are going through has further highlighted the need for French-based companies of all sizes to have access to high quality broadband coverage in all areas of the country. Supporting Kosc's activity enables us to offer these companies the tools to succeed in their digitalization and, in the present context, in their economic recovery" underlines Dorothee LEBARBIER, Managing Director of Altitude. *"Altitude Infrastructure brings to Kosc 30 years of expertise. We will continue investing in the technical infrastructure which is efficient today and will be even more so tomorrow"*.

"It is essential to maintain a competitive offer at attractive prices in terms of very high-speed connectivity. With this takeover, we are asserting our determination to fight to get lines moving in the French business telecoms market. We are fortunate to be part of a family group, solid and conquering, which will put all its experience at Kosc's disposal", explains David ELFASSY, Chairman of Altitude Infrastructure and Kosc. *"We are going to invest 100 million euros over the next five years to make a lasting impact on the B2B fibre market. This takeover corresponds to a real "time to market": the transition of French-based companies to fibre is now"*.

"This move by Altitude Infrastructure is a strong recognition of the value Kosc Telecom have created with its 50 customers in barely 4 years, as the French wholesale-only CaaS - Connectivity as a Service - provider. It also reinforces a common vision of a strong wholesale-only model that both Altitude Infrastructure and Kosc Telecom share", explains Antoine FOURNIER, CEO of Kosc Telecom.

Kosc Telecom provides two product lines, offering high-speed and very high-speed connectivity to deliver local access solutions in France for domestic and international carriers:

- **At an affordable price with the Best-Effort line:** Broadband Max (DSL) & Best-Effort Fibre
- **With the best SLAs with the E-Access MEF line:** EFM (DSL) & E-Access Fibre

MEF-compliant E-Access products guarantee symmetrical bandwidth at the highest speed; the highest level of security and confidentiality through a dedicated physical line; and the highest service availability with a 4-hour Guaranteed Restoration Time.

Using Kosc's CaaS solution available through UIs and APIs, Kosc customers can enjoy connectivity on demand and experience a seamless customer journey. Thus they can easily orchestrate, from a unique interface, all their connectivity services from start to finish: they can check service eligibility, submit, track and modify their orders, launch health checks on their existing services

and log trouble tickets, all within the same integrated user interface, available for all of Kosc's broadband and fibre services. In addition, Kosc's customer success team is fully dedicated to supporting customers at all times.

About Altitude Infrastructure

Altitude Infrastructure, a subsidiary of the Altitude family holding company created by Jean-Paul Rivière in 1990, has been working with local authorities since 2001 to build, develop, operate and market alternative telecommunications networks. With nearly 3 million FTTH connections contracted, Altitude Infrastructure is one of the French leaders in digital regional development and operates 17 Public Initiative Networks nationwide. As a wholesale-only carrier, it offers a catalogue of services open to all telecom operators on the networks deployed and is recognized for the neutrality of its technological choices and the quality of its operation.

To find out more: <http://www.altitudeinfrastructure.fr>

About Kosc Telecom

Established in March 2016, Kosc Telecom is the French wholesale-only CaaS provider. CaaS – Connectivity as a Service – is a whole new way of increasing global carrier business opportunities in France. Thanks to its fully integrated and automated CaaS solution, available through UIs and APIs, Kosc Telecom is committed to delivering the best customer experience. From a unique interface, you can get access to the most comprehensive wholesale-only coverage in France and orchestrate all your connectivity services from start to finish. Indeed, with a state-of-the-art broadband and fibre optic infrastructure, covering over 200 cities nationwide, the carrier is now opening the way to fibre migration for every company in France.

For more information: www.kosc-telecom.fr

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