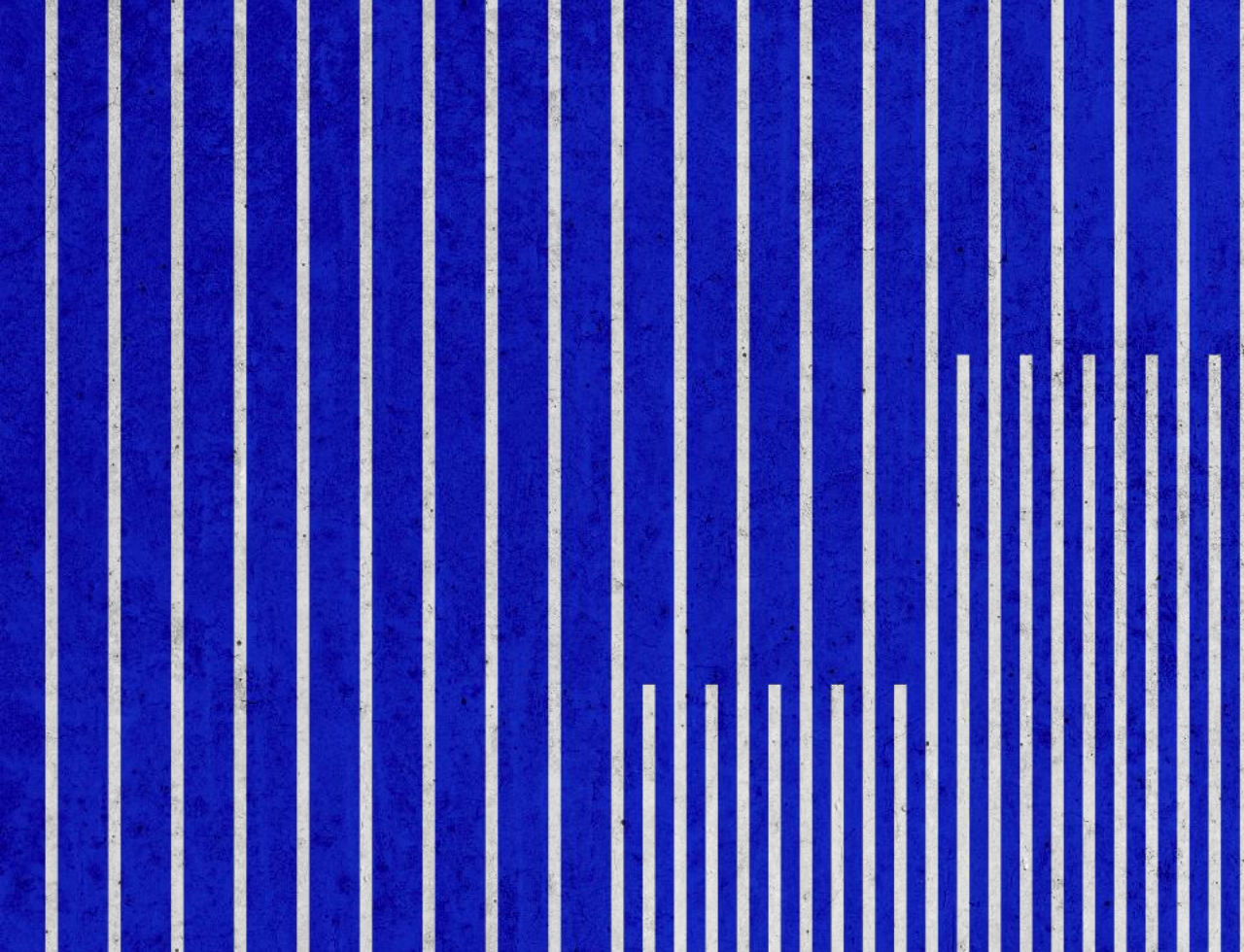




beyond.pl



Let's go BEYOND together

Facts about CEE, Poland, Poznan and Beyond.pl



KEY DATA



COUNTRIES

(all in EU): Poland, Czech Republic, Bulgaria, Estonia, Hungary, Lithuania, Latvia, Romania, Slovenia, Slovakia



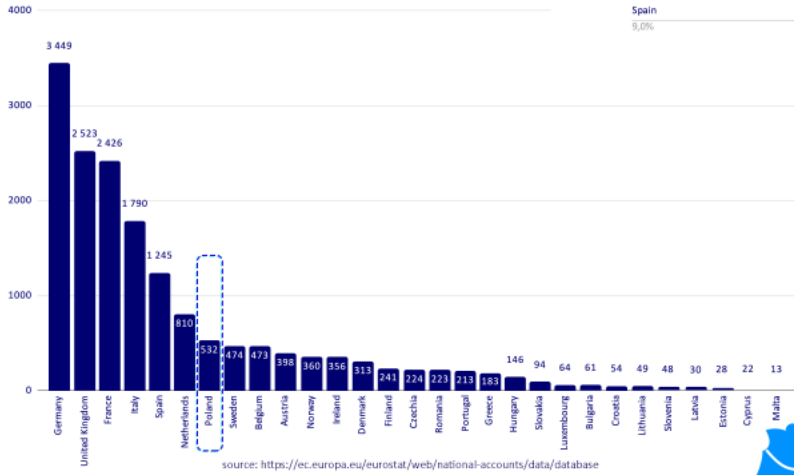
MILLION+ CEE POPULATION 2019



% GDP GROWTH RATE 2019

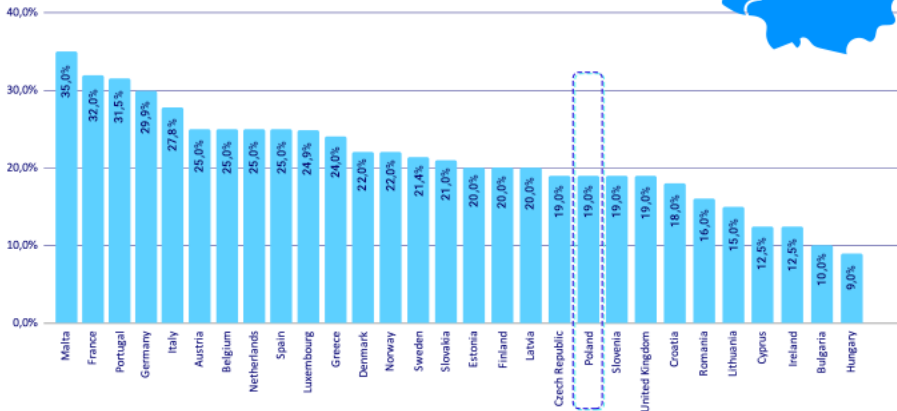
2019 GDP in EU, bEUR

POLAND #6 GDP IN EU



CIT RATES in UE

PL ONE OF MOST ATTRACTIVE CIT RATES IN EU

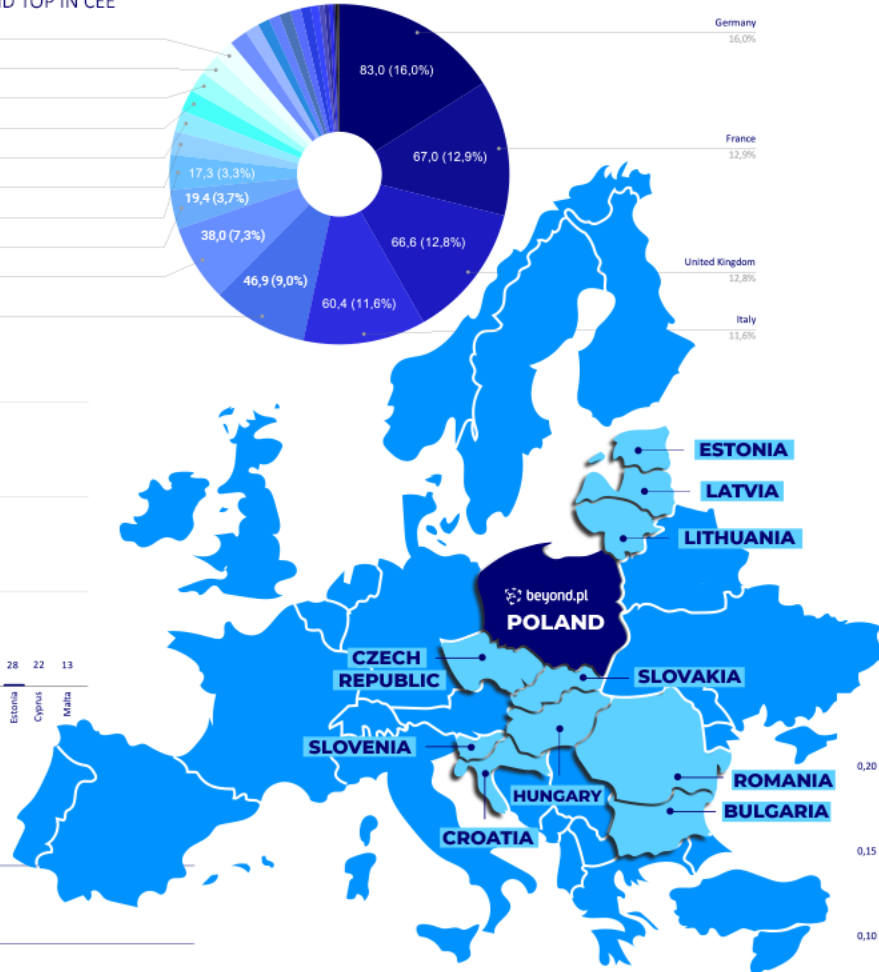


POPULATION

PL 38,0 MNL POPULATION IN EU AND TOP IN CEE



WHY CEE?



CEE IS GDPR COMPLIANT

GDPR is a regulation that requires businesses to protect the personal data and privacy of EU citizens for transactions that occur within EU member states.



TELECOM COMPANIES in CEE

Czech Republic

Vodafone, T-Mobile, O2

Slovakia

O2, Orange, T-Mobile

Lithuania

Bite UAB, Tele2, Telia

Latvia

LMT GSM, TELE2, Bite

Estonia

Tele2, Telia, Elisa

Hungary

Vodafone, Telenor, T-Mobile

Romania

Vodafone, Orange, Telekom

Bulgaria

M-Tel, Telenor, Vivacom, A1

Slovenia

A1, Telekom Slovenije, Telomach

NOT ENOUGH POWER FOR FLAP-D MARKETS:

Stephen Kirby,

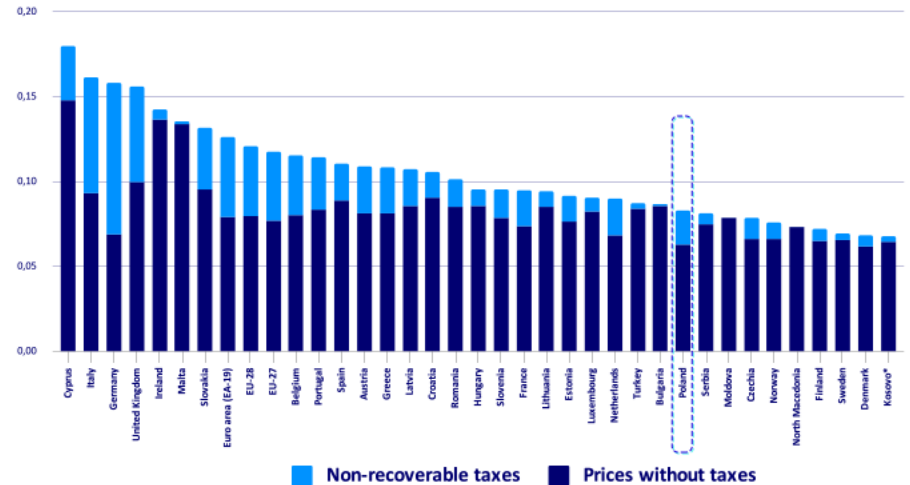
Partner, Data Centre Advisory at Cushman & Wakefield:

“Increasing land values, limited power availability, data centre construction moratoriums within some FLAP-D markets and fibre connection latency demands has resulted in hyperscalers moving data centre workloads away from established markets and closer to their customers. This move has unlocked activity in emerging data centre locations. A wide array of pension funds, sovereign wealth, infrastructure funds and private equity firms see the investment potential in datacentres and are circling the continent looking for an initial foothold in the European market.”

ELECTRICITY PRICES

for non-household consumers, second half 2019 (EUR per kWh)

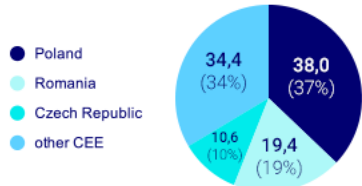
PL ONE OF MOST ATTRACTIVE ENERGY PRICES IN EU



https://ec.europa.eu/eurostat/statistics-explained/index.php/Electricity_price_statistics#Electricity_prices_for_non-household_consumers

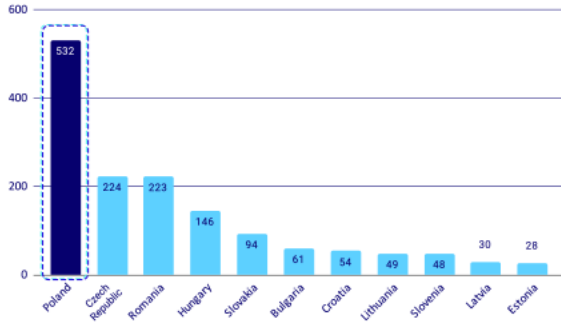
KEY DATA

POLAND POPULATION 2019: 38 MILLION (37% OF CEE)



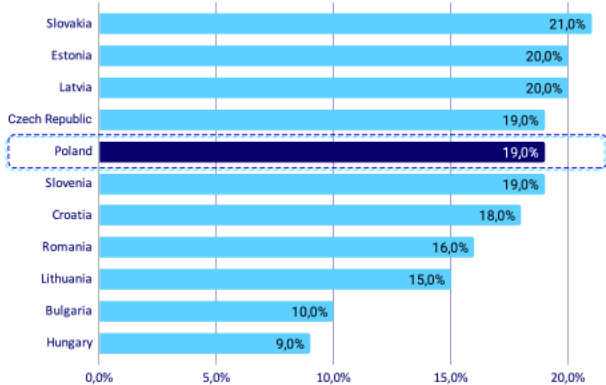
2019 GDP in CEE, bEUR

PL TOP GDP IN THE CEE



Source: <https://ec.europa.eu/eurostat/web/national-accounts/data/database>

CIT RATES in CEE



Source: <https://taxfoundation.org/2020-corporate-tax-rates-in-europe/>

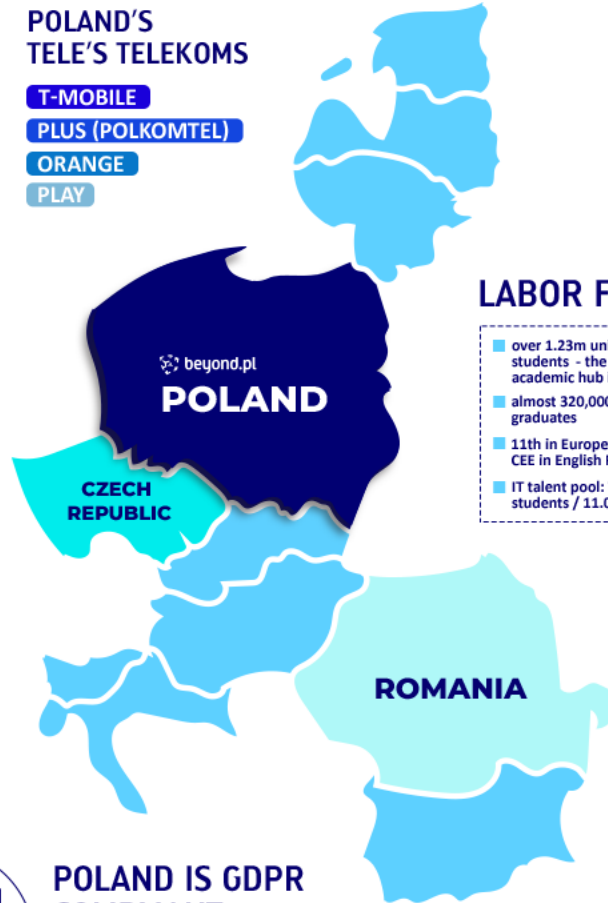
WHY POLAND?

TRANSPORT INFRASTRUCTURE



POLAND'S TELE'S TELEKOMS

- T-MOBILE
- PLUS (POLKOMTEL)
- ORANGE
- PLAY



POLAND IS GDPR COMPLIANT

GDPR is a regulation that requires businesses to protect the personal data and privacy of EU citizens for transactions that occur within EU member states.

LABOR FORCE

- over 1.23m university students - the largest academic hub in the EU
- almost 320,000 university graduates
- 11th in Europe and 1st in CEE in English Proficiency
- IT talent pool: 71.000 students / 11.000 graduates
- the 3rd best programmers in the world according to Hackerrank (a platform that scores and ranks engineers based on their coding skills) source: <https://medium.com/javashop/why-polish-developers-are-one-of-the-best-in-the-world-57787ed26e7>
- 2 gold and 2 silver medals in the programming competitions for Polish students in the Central European Olympiad in Informatics (CEOI 2020, Hungary) source: <https://polandin.com/49665189/polish-students-win-two-golds-at-intl-programming-competition>
- 1st, 4th and 6th place for Polish programmers in the ACM International Collegiate Programming Contest in Porto
- polish IT labor force is considered as one of the best in the world. (Given the talent, education background, skills, no culture gap and being fluent in English language) source: <https://codilime.com/the-et-dorado-of-developer-talent-outsourcing-it-projects-to-poland/>

BUSINESS

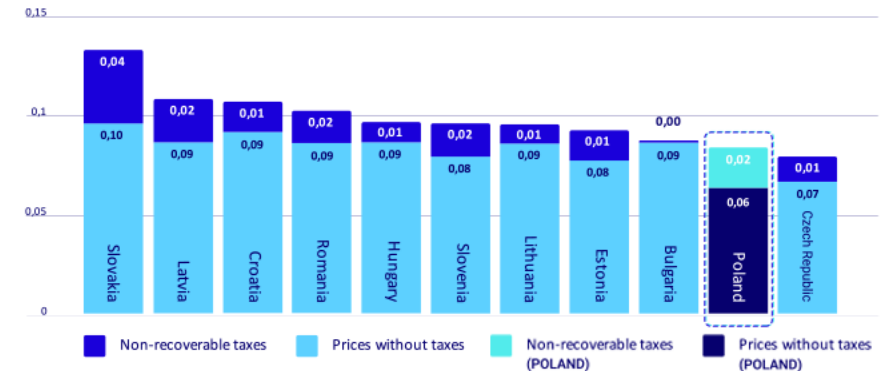


* The FDI Report 2019 Global greenfield investment trends, Doing Business, FDI Magazine's Global Free Zones

ELECTRICITY PRICES

for non-household consumers, second half 2019 (EUR per kWh)

PL ONE OF THE LOWEST ENERGY PRICES IN THE CEE



Source: https://ec.europa.eu/eurostat/statistics-explained/index.php/Electricity_price_statistics#Electricity_prices_for_non-household_consumers

KEY DATA

64% - Poznan Real GDP Growth Rate (2004-2018)

One of the **top ten technology cities** in EMEA by CBRE in 2018

Business Friendly city by Emerging Europe 2019

Fitch Ratings 2019: A-rating with stable outlook

source: <https://www.fitchratings.com/research/international-public-finance/fitch-affirms-polish-city-of-poznan-at-a-outlook-stable-06-03-2020>

BUSINESS

200
STARTUPS

90
BPO, SSC,
IT & R&D
CENTERS

111.700
BUSINESS
ENTITIES

555.100
M2 TOTAL MODERN
OFFICE STOCK

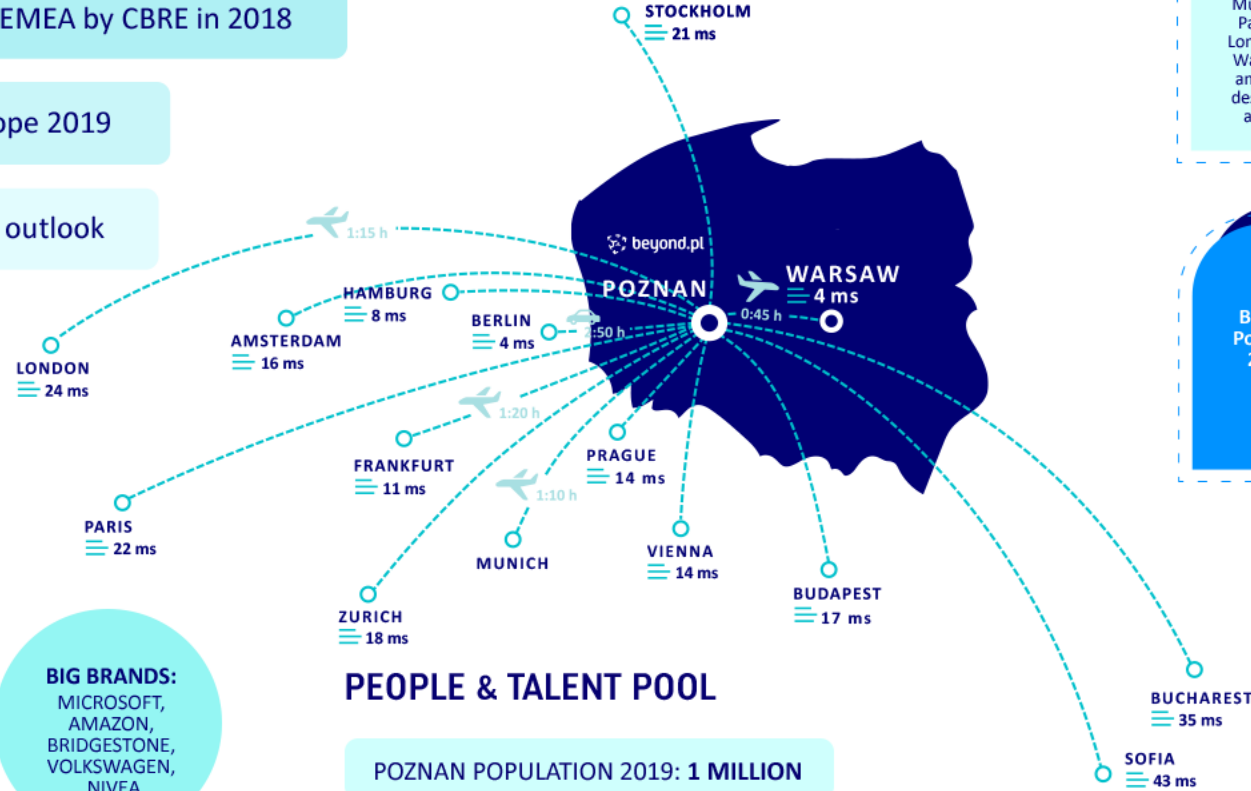
BIG BRANDS:
MICROSOFT,
AMAZON,
BRIDGESTONE,
VOLKSWAGEN,
NIVEA

POZNAN IS A TOP HUB FOR MULTINATIONAL CORPORATIONS SUCH AS MICROSOFT, WHO HAVE SET UP THEIR R&D HUBS IN THE CITY:

- access to high-quality talent pool at app 20% lower cost than Warsaw and lower competition for the talent pool;
- lower competition for and access to energy for expansion of data center campus;
- lower competition for and access to land for campus expansion;
- highly developed connectivity infrastructure strategically located on the fiber corridor connecting Western and Central/ Eastern Europe

WHY POZNAN?

Beyond.pl is ready to support new tech solutions: The Smart City Projects, IoT, AI and gaming platforms.



PEOPLE & TALENT POOL

POZNAN POPULATION 2019: 1 MILLION

113,200 STUDENTS & 29,500 GRADUATES ANNUALLY

20.800 (18%) ICT, TECHNICAL & ENGINEERING STUDENTS 2018

22.000 DEVELOPER COMMUNITY

INFRASTRUCTURE

AIRPORT WITH CONNECTIONS TO Frankfurt (75 min), Munich (75 min), Paris (120 min), London (120 min), Warsaw (55 min) and other major destinations such as Rome, Oslo

A2 highway connection with Berlin & Warsaw (3h car ride)

Berlin-Poznan, Poznan Warsaw 2,5h by train

excellent public transport: 20 tram lines, 50 bus lines

GREEN CITY



151 SQ. M. - GREEN AREA PER RESIDENT



175 KM CYCLE PATHS AND 1700 CITY BIKES TO RENT



21 ELECTRIC BUSES, 300 CARSHARING, 200 E-SCOOTERS



AIR QUALITY MONITORING BY DRONES



innovation



security



customer support



performance

POWER

42MW (megawatt)
green power
campus

High density
readiness
(20kW/rack)

The most secure and only
one Data Center in EU
with ANSI/TIA 942
Certificate Rated 4

Highest SLA
up to 99,9999%

100% business
continuity since the
campus launch in 2016

PROPERTY

- CORE DATA CENTER CAMPUS (42MW)
- DC2, DC3, AND DC4 MULTITIER
- AAA OFFICE BUILDING
- LOGISTICS AND HANDLING AREA
- EDGE DATA CENTERS (POZNAN & WARSAW): DC1, DC5

PLACE



PIPE

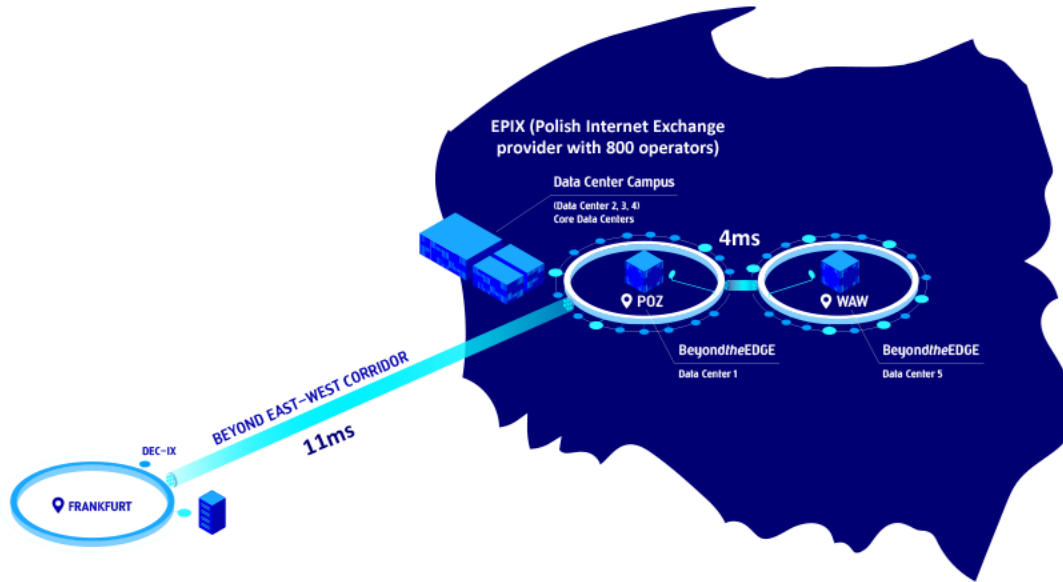
LOW LATENCY: 4MS TO WARSAW AND BERLIN, 11MS TO FRANKFURT, 17 MS TO AMSTERDAM, 22MS TO LONDON

EPIX INTERNET TRAFFIC NODE IN DATA CENTER 2

CARRIER NEUTRAL ACROSS ALL ITS FACILITIES WITH 20+ CARRIERS

OWN FIBRE RING IN POZNAN (DC1 AND DC CAMPUS),
WARSAW AND IN BETWEEN

WHY BEYOND?



Epix Internet Exchange in Beyond.pl speeds up significantly data transfer & by being located in Poznan is a gateway to Western Europe.



GDPR COMPLIANCE:

Data stored in Beyond.pl datacenters is managed under the control of a data trustee, Beyond.pl. Data processed in Beyond.pl remains in Europe under the control of Beyond.pl.

beyond.pl



innovation



security



customer support

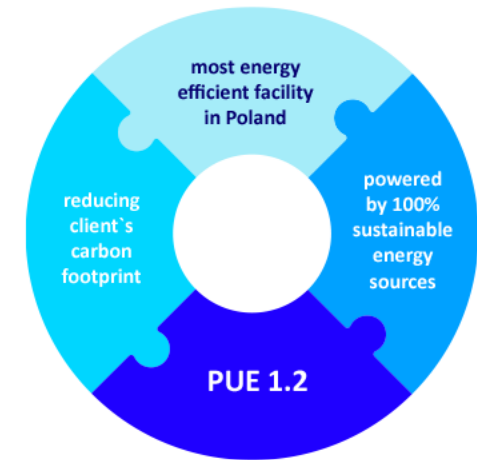


performance

PEOPLE

- OVER 100 EMPLOYEES
- 500+ YEARS OF RELEVANT EXPERIENCE
- 24/7/365 SMART HANDS, SERVICE DESK AND COMMAND CENTER SUPPORT
- BILINGUAL SERVICE – POLISH AND ENGLISH

GREEN DATA CENTER



SERVICES

- COLLOCATION
- DEDICATED INFRASTRUCTURE
- CLOUD (PRIVATE, PUBLIC, GLOBAL AZURE, AWS, GOOGLE)
- MICROSOFT HOLOLENS 2.0 TECHNOLOGY
- MANAGED SERVICES
- BUSINESS CONTINUITY
- EDGE & IOT SERVICES



The Vision of Beyond.pl

To be the most trusted and respected provider of data hosting, managed services, cloud environments and outsourced Infrastructure as a Service in Poland & Central Eastern Europe. Beyond.pl ensures the security, and freedom of access to data, allowing our customers and partners to deliver a competitive advantage, innovate and grow with confidence.



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