Luxembourg, Your European Hub for Online Business and E-Commerce

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LUXEMBOURG

P&TLuxembourg - L-2020 Luxembourg - Tel.: +352 621 123 123 - www.teralink.biz

Introduction – Luxembourg ?

- One of the founding member states of the European Community, located at the heart of Europe

- 1st in labor productivity (OECD 2010)

- 3rd worldwide in overall innovation and competitiveness (ITIF 2009)

- Top-level Telecom and Hosting infrastructures for international companies

- Lowest VAT rate in Europe

- Intellectual Property related tax advantages

About P&TLuxembourg

Date of creation : 1842 – Administration des Postes et Télégraphes. Public company since 1992 Entreprise des Postes et Télécommunications (P&TLuxembourg)

Shareholder : State of Luxembourg (100%)

Activities : Leading postal and telecommunications services operator in Luxembourg, also providing financial services.

Staff : 3,450 for P&T group (fifth largest employer in Luxembourg)

2009 turnover : 564,17 mill. € (618,49 mill. € for P&TGroup)

« Best Telecom Services Provider » Award

« Best Datacenter Operator Europe » Award

P&TLuxembourg subsidiaries

	P&T LUXEMBOURG	
ebrc	100%	60%	MiCHEL GRECO P&T
LUXGSM	100%	50%	TNT Global Express, Logistics & Mail
VISUAL ONLINE INTERNET SERVICE PROVIDER	51%	49%	VICTOR BUCK SERVICES
NETCORE GLOBAL NETWORK SOLUTIONS	75%	55%	infomail société anonyme
P&T consulting	100%	51%	editus
HOT CITY	49%	100%	P&T P&T Capital
ELTRONA INTERDIFFUSION S.A.	34%	100%	P&T P&T Immo P&T Re

Telecom Portfolio

- Data (Leased Lines, IP-VPN, Metro Ethernet services, Fiber optics services, High Speed Ethernet, Hosted services, TERALINK International Backbone)

- Implementation of the national FTTH infrastructure plan of the government (by 2015 ➔100 Mb/s, by 2020 ➔ 1 Gb/s)

- Internet (IP Transit, High Speed Internet Access)

- Voice (GSM, UMTS, HSPA, EDGE, PSTN, ISDN)

- Managed Services

- Télé des P&T (IP TV, Video-on-Demand, Business TV)

- Satellite Teleport

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➢ Major Media, E-Commerce and Online Business actors already chose Luxembourg for their European operations

Online Business companies in Luxembourg (2/2)

➢ A number of start-ups in the Media, E-Commerce and Online Business actors also chose Luxembourg for their European operations

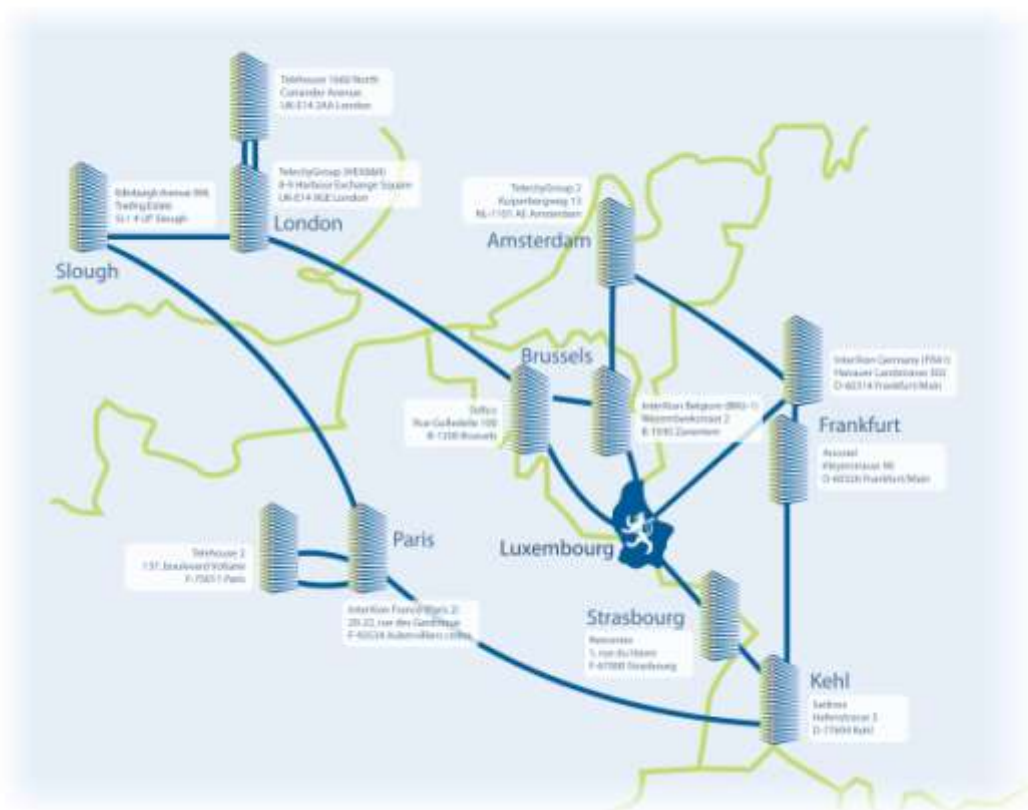# Introduction – Why Luxembourg for Online Business and E-Commerce?

– Gateway to Europe with a central location in Europe

– Combined package of solutions and combined approach : one-stop shop

– Telecom and Hosting Infrastructures – TERALINK and ebrc

– Fiscal advantages – VAT, Intellectual Property

– Multilingual workforce in Luxembourg (English, German, French, Luxembourgish)

– Very active business community and regular business exchange through Workshops (media, online business,…) + ICT Spring events

– Quick access to authorities

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TERALINK
P&T's International High Speed Network

- Trans-European Fibre Optic Network spanning more than 4,000 km

- 16 Points of Presence (PoPs) in 6 EU countries linking Amsterdam (NL), Brussels (B), London and Slough (UK), Paris (F), Strasbourg (F), Kehl (D) and Frankfurt/M. (D)

- Each city is connected by redundant fibre routes, running on different paths

- State-of-the-art technology:
    - Recent upgrade of our Reconfigurable optical add-drop multiplexers (ROADM) to WSS (Wavelength Selective Switch)
    - Based on Alcatel equipment
    - 100 Gbit/s ready
    - Up to 88 x 100 Gbit/s per link (8.8 Tbit/s)
    - TERALINK is one of the pioneers among European carriers applying this new technology

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TERALINK Points of Presence in Europe

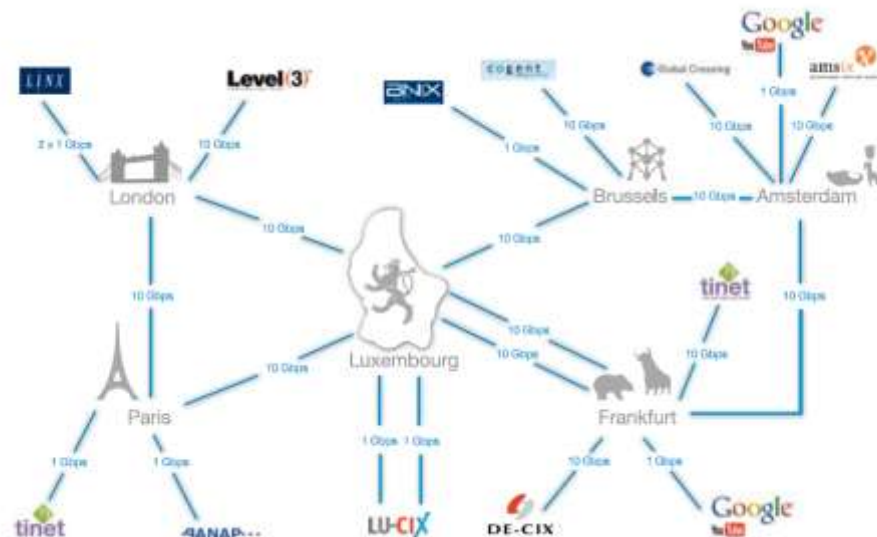**TERALINK differentiation factors on the network**

- Capacity to propose premises to premises / PoP to PoP connectivity on various routes coming from and to Luxembourg
- Low latency on critical routes (e.g. London ⇔ Frankfurt & Luxembourg ⇔ Frankfurt)
- Alternative solutions on routes from France / UK to Germany
- Direct Interconnection to New-York and Hong-Kong through Ancotel's Virtual Meet Me Room

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P&T's connectivity to Luxembourg's Datacenters

TERALINK Connectivity Services

- Wavelength (from 1 Gb/s to 100 Gb/s)

- Virtual Link, based on IP/MPLS backbone (from 100 Mb/s to multiple Gb/s)

- Bandwidth (Ethernet from 155 Mb/s to 2.5 Gb/s) and EoSDH from 10 Mb/s to 1 Gb/s)

- Global IP Transit, with 700 peering sessions and access to Internet Exchanges (LINX, DE-CIX, B-Nix, AMS-IX, Panap, LU-CIX)

Latency rates to Europe*

Latency rates (IP values) from Luxembourg to Europe were dramatically lowered thanks to newly built networks
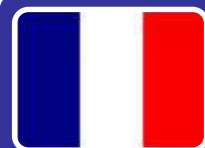
London 8 ms

Amsterdam 8 ms

Frankfurt 7 ms

Brussels 4 ms

Paris 10 ms

* Source : looking glass P&T Luxembourg TERALINK

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LU-CIX

- LU-CIX has been operational since March 2009
- Connect s content and eyeballs, and crucial for attracting small and medium-sized content business to Luxembourg
- www.lu-cix.lu, more information hosting.Session 24th of March

ebrc's Data Centre Services

- World-class Data Centres up to Tier IV classified
  - Awarded Best Data Centre Operator in Europe (London - 2008)
  - Awarded Best Managed Services in Europe (London – 2009)
- High density hosting services
- Managed hosting services
- High bandwidth European business zone access
- Largest carrier hotel in Luxembourg

TIER IV DESIGN ™
EBRC – Luxembourg
Resilience Centre West
May 12, 2010
UPTIME INSTITUTE CERTIFIED

ISO 27001 certification

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ebrc's Data Centre Services

- 4 highly secured data centres spread on 3 remote sites

- 12.000 m² of flexible IT infrastructure

- Emergency Command Centres

- +1,000 high-tech Business Continuity Positions

- Storage and Backup facility

- Mutualised Recovery Platform services

- The largest Carrier Hotel in Luxembourg

- More info @ hosting.session 23rd March

Business Case (Hosting, connectivity, LU-CIX)

Subscription fees	Monthly subscription fee, excl. VAT	Annual subscription fee, excl. VAT
Private cabinet services @Resilience Centre Luxembourg West @ 1,500W recurrent	967 EUR	11 604 EUR
1 Gb/s IP Transit access @ Resilience Centre Luxembourg West	2 450 EUR	29 400 EUR
Gigabit Ethernet port at LU-CIX	400 EUR	4 800 EUR
LU-CIX Membership fees	167 EUR	2 000 EUR
TOTAL	3 984 EUR	47 804 EUR

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P&Tluxembourg's dedicated services for start-ups

- Office space – quick and efficient way to start local activities

- Managed PBX – host and operate your phone system

- myOffice Exchange – host and operate your E-Mail Exchangeserver

- Mobile solutions – mobile subscriptions for any device, extensive roaming agreements

- Audioconferencing system – local phone numbers in most international countries

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More Information

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