









# Hutchison Drei Austria.

Vienna, 08/ 03/ 2017

# Agenda.

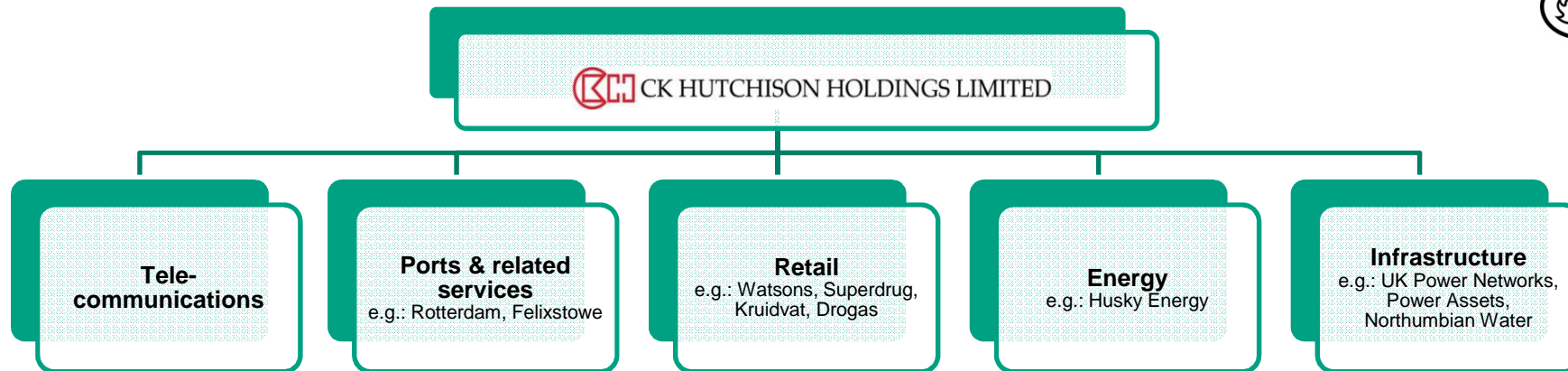


-  **A Global Player.** CK Hutchison Holdings Ltd.
-  **Hutchison Drei Austria GmbH.**
-  **At a glance.**
-  **There's another way.**
-  **Offer. Good reasons to choose Drei.**
-  **The 3Network.**



# A Global Player.

# ■ CKHH - CK Hutchison Holdings Ltd.



**Chairman:**

Sir Li Ka-shing

**Headquarter:**

Hong Kong

**Trading centre:**

CKHH is listed on the HK stock exchange

**Employees:**

about 290,000 in over 50 countries (June 30, 2017)

**Structure:**

Conglomerate of 5 core businesses

**3G customers:**

45.2 million customers within Europe (June 2017)

**Revenues 3Group:**

HK\$ 33.215 mio (about € 3.926 billion) in Europe (June 2017)



# Hutchison Drei Austria GmbH.

# ■ Hutchison Drei Austria GmbH – Management Board.



**Jan Trionow**  
CEO (Chief Executive Officer)



**Sabine Hogl**  
CFO (Chief Financial Officer)



**Matthias Baldermann**  
CTO (Chief Technical Officer)



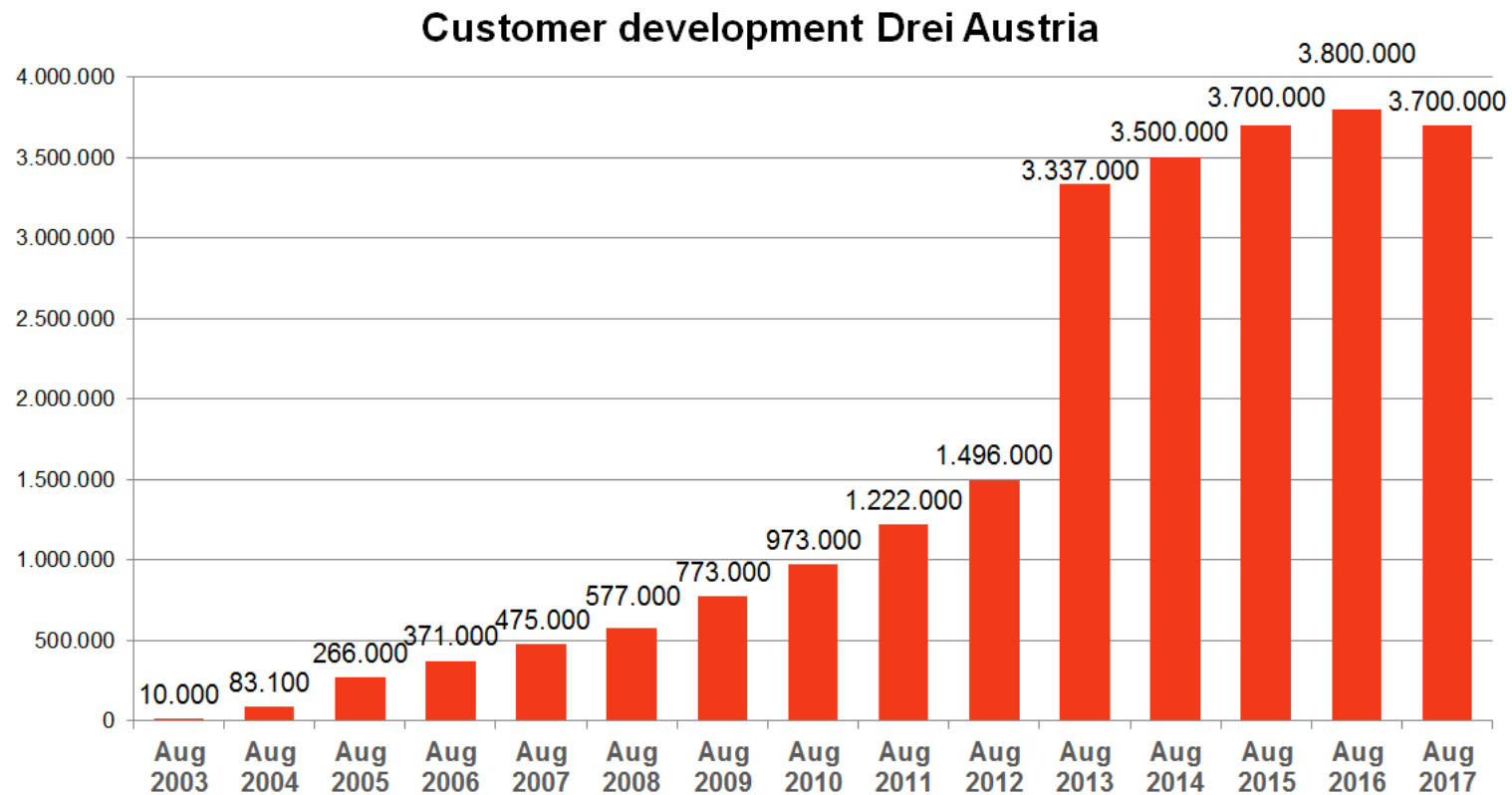
**Rudolf Schrefl**  
CCO (Chief Commercial Officer)

# ■ Hutchison Drei Austria GmbH.



- Hutchison Drei Austria GmbH is wholly-owned by **CK Hutchison Holdings Limited** in Hongkong and operates on the Austrian market as Drei since 2003. Drei has about 3.7 mio customers (June 2017).
- With the nationwide rollout of its 4G network Drei has closed the digital gap in rural areas. With 98% POP coverage, Drei has the **densest and top-performing 4G network** in Austria. In many locations Drei is the only provider of broadband access.
- Since its launch in 2003, Drei has been a **pioneer for simple solutions for the digital life**, e.g. fast mobile broadband internet for the home, mobile TV or film and music services for smartphones. Drei is the mobile provider with the biggest network of branded stores in Austria and an encompassing customer service for private and business customers.
- Drei wants to **continue to grow**. Drei aims to achieve this goal with a stronger and better network, maximum efficiency, the most innovative technology and highly motivated employees.

# ■ Hutchison Drei Austria GmbH.

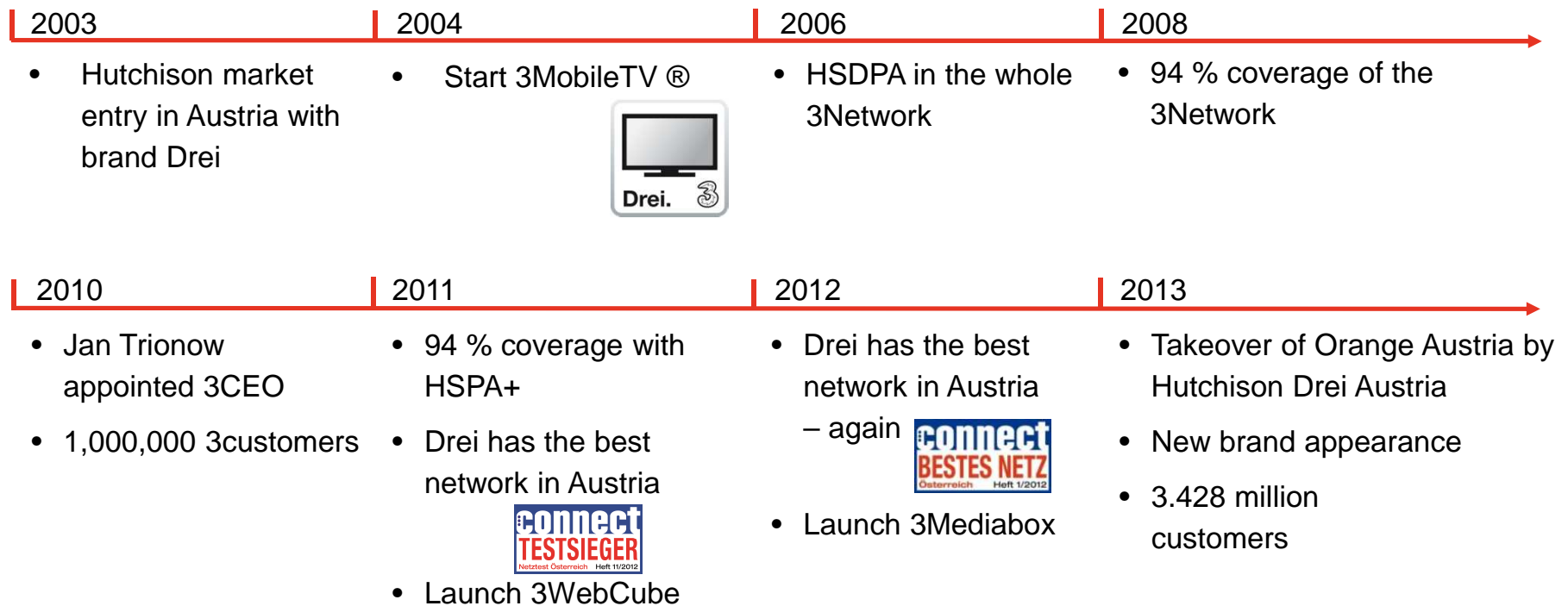






**At a glance.**

# ■ Hutchison Drei Austria GmbH.



# ■ Company Milestones.



2014

- Launch of Spotify partnership





- Start of 4G rollout throughout Austria

2015

- 3ShoppingTuesday launch
- Customers can take unused data into next month 
- Drei with largest operational 4G-network in Austria
- 3Network overall winner in network test by magazine connect (1/2016) and winner of CHIP network test (2/2016)



2016

- 3FeelLikeHome launch 
- Instalment Payment launch 
- Service-Champion section winner



# Company Milestones.



2017

- Overall winner of ÖGSV  
business tariff-comparison  
(2/2017)
- Launch of Dreiland Webshop



**Good reasons to  
choose Drei.**

## ■ Good reasons to choose Drei.



### **Customers communicate in a test winner's network.**

During the last years, Drei made a great impression in various, independent network tests. In 2016 alone Drei was the overall winner in the network tests by magazines connect, chip and Smartphone.



**Comprehensive assistance and good service** are part of our job. That's why Drei offers Austria's biggest network of shops.



### **Instalment payment for favorite smartphone.**

Only with Drei customers can pay for every smartphone upfront or by instalments over a period of 12, 24 or 36 months. With 0 € down payment, 0 € handling fee and 0 % interest rates



## ■ Good reasons to choose Drei.



### **TV to Go.**

Only Drei offers 3MobileTV® with more than 80 TV stations for smartphone, tablet, PC and Mac. ORF, Plus4, ATV etc. with free mobile data usage.



**3CinemaThursday:** Every Thursday two tickets for the price of one - throughout Austria in every Cineplexx or Constantin cinema.



### **Listen to favorite songs without paying for data usage.**

Drei is the only provider to offer Spotify Premium streaming with free mobile data usage and pay afterwards with their monthly mobile phone bill.



## ■ Good reasons to choose Drei.



### **3ShoppingWorld**

Customers save in more than 600 Online-Shops on 365 days a year and enjoy 3CashBack for every purchase. Additionally Drei continually offers discounts for sport, culture and lifestyle.



### **Secure data in Austria.**

3Cloud saves pictures, documents etc. in a safe and encrypted way in Austrian data centers. This way customers free storage on their devices and enjoy free mobile data usage.



### **Favorite magazines at better prices.**

3Kiosk is only available with Drei and offers magazines Profil, News, Woman, Autorevue etc. for various mobile devices. 8,99 € buys unlimited access to more than 90 Austrian magazines. And mobile data usage is included.





# ■ Good reasons to choose Drei.



With **3Film** customers can watch a variety of Hollywood blockbusters on their mobile, tablet or via Chromecast on their TV. Mobile data usage is included.



## **Prepaid with unlimited 4G.**

Nimm3, the prepaid solution by Drei: Without binding contract, without activation fee and without service fee. Full cost control and unlimited 4G.



## **Superfast Internet at Home.**

Instead of waiting for the laying of cables, customers enjoy internet with broadband speed thanks to Drei's 4G network and 3neo router.

# ■ The newest kind of mobile communication.



## **3neo.**

A stylish and powerful Wifi router for up to 64 devices. As SIM-card and battery are already included, customers only have to plug in 3neo in order to enjoy superfast 4G (Cat 6) internet (with up to 300 Mbit/s Download and up to 50 Mbit/s Upload).



## **3Tube®.**

3Tube combines the best of technology and usability by bringing wireless internet into the home. With unlimited mobile data. Just plug and go.



## ■ 3TV: Watching TV always and everywhere.



- Cable TV with TV-App, without cable.
- Works with Smartphones, Tablets, PC/Mac and TVs.
- More than 40 stations for 7.90 € per month without hidden extra costs for mediabox.
- First App for all common TV platforms with any type of internet connection.



# Kabelfernsehen

# 3Business.



Split Bill.



3Mobile Fixed-Line Substitute.  
3Mobile Private Branch Exchange.



3Cloud Business.



Proven  
solutions  
for small/  
medium  
enterprises

Close  
customer  
proximity

Individual  
tariffs with  
3Business  
Flex

Personal  
support  
from 1st  
SIM-card on-  
site

Samsung Knox EEM.

Samsung **Knox**



# ■ IoT Complete: Comprehensive Internet of Things Platform.



- CE-certified IoT-Box.
- Configurable/ programmable module.
- Detachable case.
- Integrated sensor for temperature and moisture measurements.
- Combinable with numerous customary actuators and sensors.
- Integrated SIM-card.
- Special IoT-tariff for data, text messages.
- Extensive online-platform.



# The 3Network.

# ■ Entering the Future with Drei. One of the world's best networks.

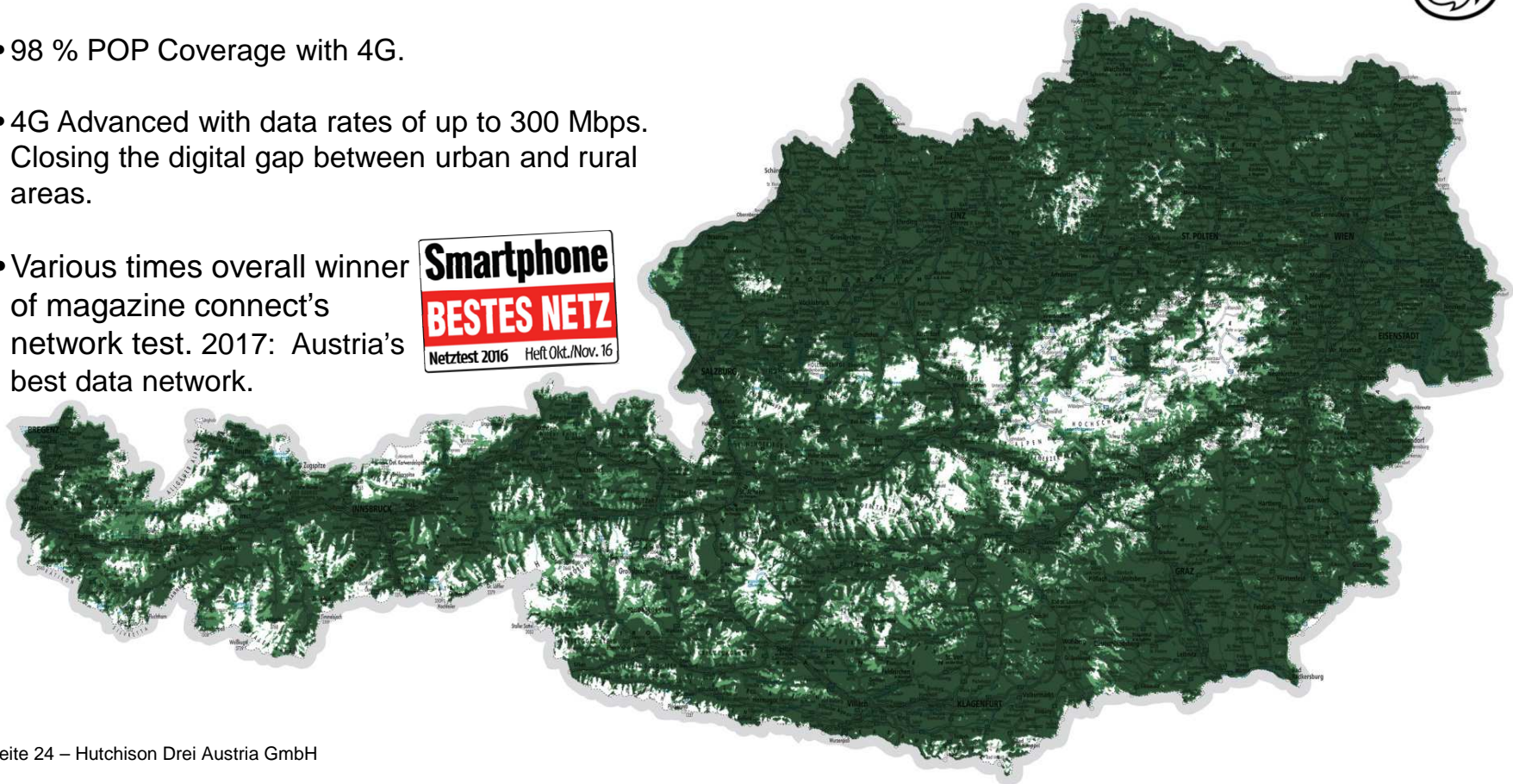


- Since August 2015 Drei has been the first Austrian provider to offer the densest nation-wide 4G-coverage. The 3network with its 98% 2G, 3G and 4G population coverage and downloads of up to 300 Mbit/s is one of the most modern and top-performing networks in the world.
- With its network Drei is closing the digital gap in rural areas. In many locations Drei is Austria's only provider of broadband internet access.
- Drei is the frontrunner for internet at home. Routers like 3Tube and 3neo provide fast internet access for up to 64 devices and are among the company's bestsellers.
- Thanks to 4G Drei has the country's top-performing network. Two thirds of Austria's mobile data run through the 3network.

# ■ Austria's densest 4G-network.



- 98 % POP Coverage with 4G.
- 4G Advanced with data rates of up to 300 Mbps. Closing the digital gap between urban and rural areas.
- Various times overall winner of magazine connect's network test. 2017: Austria's best data network.





## ■ Prospect.

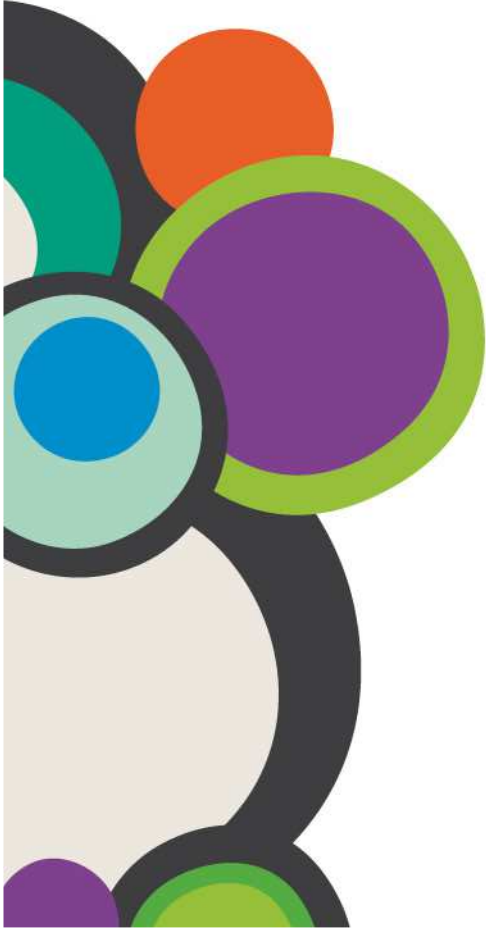


- Continuous increase of capacity.
- Europe-wide first Pre5G-tests at Drei's Innovation Center in Vienna completed in December 2016.
- Massive MIMO-Implementation increase radio cells' capacity to 4-6fold of current 5G solutions.
- Drei is ready to help transform Austria into a 5G-frontrunner and open up new perspectives for rural areas.





# Thank you.



**There is another way.**