

NFON AG starts sales in France



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Paris as new business location

NFON AG, the only pan-European Cloud PBX provider, today announces the launch of its sales activities in France. As planned, NFON AG is thus opening a branch in another European country with its own subsidiary, NFON France – based in Paris. France is the 15th country in which the NFON Group is active. *"With this year's opening of our location in France, we are not only fulfilling a stock market promise, but are also entering one of the most important key markets for cloud telephony,"* explains Hans Szymanski, Chief Executive Officer and Chief Financial Officer of NFON AG. *"With around 27 million* employees, France is one of the founders of an impressive digitization offensive in Europe, alongside the United Kingdom, Spain, Italy and Germany, for example. Transformation processes and their possibilities are taken seriously here and form the basis for an enormous growth potential for telephony solutions from the cloud".*

Freedom in business communication

The market for telephone systems from the cloud is growing steadily. From 2017 to 2022, cloud extensions will increase from 13 million to 26 million in Europe - the market share in France alone will increase from currently eight to 12 percent by 2020.* *"France is a country with a strong cloud affinity and offers plenty of room for growth,"* says Laurent Lhermitte, Managing Director of NFON France. *"The spread of modern cloud solutions is progressing. With our core product Cloudya, the telephone system from the cloud, and our premium solutions such as Ncontactcenter, Nhospitality and Neorecording, we are entering this key market at absolutely the right time. After all, it's all about freedom of business communication: simplicity, independence and reliability are the top priorities. That's the future of telephony, that's our offer for France."* And Laurent Lhermitte knows this market exactly: In the course of his career, the sales specialist has held responsible positions as an experienced manager in the French telecommunications market: Among others at Completel, QuesCom and iQsim. *"Laurent is the proven channel professional in France. Together with him and his team, NFON France will contribute to the European success story of the NFON Group as a disruptive and dynamic player in France,"* César Flores Rodríguez, Chief Sales Officer of NFON AG.

In the fast lane

Since its foundation in 2007, NFON AG has been continuously growing. The IPO in 2018 (Frankfurt Stock Exchange, Prime Standard) was an important step for NFON's expansion plans. With the launch of the new core product Cloudya, the takeover of Deutsche Telefon Standard AG at the beginning of the year and the opening in Italy, the corporate strategy is consistently continued: Growth! Hans Szymanski: *"Already in the first half of the year we are proving a high number of successful companies. Now we will intensify business in the existing key countries - with a clear focus on becoming number 1 in Europe".*

* (approx. 18 million in small and medium-sized enterprises and 9 million in large enterprises at 16 million desk phones / Own market model, based on Cavell/MZA)

About NFON AG

Headquartered in Munich, NFON AG is the only pan-European cloud PBX provider – counting more than 30,000 companies across 15 European countries as customers. With Cloudya, NFON offers an easy-to-use, independent and reliable solution for advanced cloud business communications. Further premium and industry solutions complete the portfolio in the field of cloud communications. With our intuitive communications solutions, we enable European companies to improve their work a little, every single day. NFON is the new freedom in business communication. <http://www.nfon.com/>

Press-Kit

Laurent Lhermitte, Managing Director, NFON France; Hans Szymanski, Chief Executive Officer and Chief Financial Officer, NFON AG; César Flores Rodríguez, Chief Sales Officer, NFON AG

Contact for media

Please pick up your PR contact. Thank you.

Headquarter NFON AG

Thorsten Wehner

Vice President Public Relations

+49 89 45 300 121

thorsten.wehner@nfon.com

United Kingdom

Jones Consulting (UK) Ltd

Claire Jones

+44 7826 528900

claire.jones@jonesconsulting.co.uk

France

Yucatan

Elisa Lesieur

+331 53 63 27 21

nfon@yucatan.fr

España

LF Channel

Estela Cayón

+34 91 521 51 92

nfon@lfchannel.com

Österreich

PRofessional

Ulrich Taller

+43 1 524 97 07-0

nfon-pr@professional.at

Nederland

Axicom

Marcus Birke

+31 20 754 698 1

marcus.birke@axicom.com

Italia

BPRESS

Cristiana Rovelli

+39 02 72 585 304

nfon@bpress.com

Deutschland

100zehn GmbH

Timm Caspari

+49 89 55 27 06 20

nfon@100zehn.de

Investor Relations

Sabina Prüser, Head of Investor Relations, +49 89 45 300 134, sabina.prueser@nfon.com

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