



1NCE GMBH PRESS KIT

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Fact Sheet

Company	1NCE GmbH, founded 2017
Website	1nce.com
Industry	Telecommunications / Mobile Communications / Software
Scope of Business	Mobile connectivity and network services for applications in the Internet of Things (IoT), B2B
Products & Services	1) Mobile tariffs for IoT applications 2) IoT-Platform-as-a-Service (PaaS) for network operators
USP	<ul style="list-style-type: none">• Clear focus on and highly specialized in IoT mobile communications• Flat Rate price model (one-time payment of 10 EUR for 10 years)• Direct sales of tariffs via web shop and online marketplaces• Virtualized platform, cloud-based: Allows fast and ubiquitous implementation into existing network infrastructures
Target Group	<ul style="list-style-type: none">• Mobile network operators (PaaS)• Device manufacturers, solution providers (IoT mobile tariff)• Industrial companies / Enterprise customers
Markets	<ul style="list-style-type: none">• Telecommunications (PaaS)• All industries (IoT mobile communications) - focus on utilities (e.g. electricity, gas, water), automotive (e.g. fleet management), asset tracking (e.g. tracking of goods and vehicles), infrastructure (e.g. smart cities)
Distribution Channels	<ul style="list-style-type: none">• Direct sales via web shop and online marketplaces (AWS)• Direct sales on site in Benelux, DACH, France, Italy, Poland, UK, Hongkong• Channel partners (solution providers, wholesalers)
Locations	<ul style="list-style-type: none">• Cologne (Headquarters)• Riga (Engineering Centre)• Amsterdam, Hamburg, London, Munich, Paris, Rome, Warsa, Hongkong, Miami (Local Offices)
Management	<ul style="list-style-type: none">• Alexander P. Sator (Founder and CEO)• Younes Allaki (CTO)• Ivo Rook (COO)• Roman Tietze (CSO)
Investors	<ul style="list-style-type: none">• Alexander P. Sator (Lead investor)• Deutsche Telekom AG
Employees	150+

1NCE in a Nutshell

1NCE is the first fully-fledged IoT carrier worldwide to offer fast, secure and reliable mobile connectivity services at cost-effective prices. This makes IoT applications such as asset tracking, tank monitoring, vehicle telemetry, smart metering and waste management affordable. The focus is on long-lasting B2B applications with low data volumes. In contrast to classic models, 1NCE's IoT Flat Rate at a cost of 10 Euros is based upon an all-inclusive pre-paid model, which is designed for the lifetime of IoT-enabled devices of up to ten years. Further, customers can try 1NCE's services via the free tariff "1NCE For All" that can be used up to 12 months without any costs, catches or auto-subscription. In addition to direct sales of IoT connectivity services, 1NCE also offers its platform to mobile network operators for use under their own brand (Platform-as-a-Service).

1NCE partners with Deutsche Telekom AG and its roaming partners as well as China Telecom Global to provide customers with seamless and reliable network services in 100+ countries worldwide for the same price of 10 Euros. The 1NCE partner network of Tier 1-Mobile Network Operators will constantly be enlarged. Typically, at least two operators per country support the service. The technology is also characterized by the fact that it can switch seamlessly between the different mobile standards 2G, 3G, 4G, 5G, LTE-M and NB-IoT.

Today, there is already a vast array of IoT use cases and many industries have high demand for connectivity solutions: Logistics service providers have to locate their containers globally, energy providers need to equip smart meters, vehicle fleets need to be better coordinated, insurance companies want to track usage of cars and other telematics-based services. More and more products are being developed with a networking function right from the start.

Experts from [GSMA Intelligence](#) (analyst house of the industry association of GSM mobile network providers) estimate the market volume at 25 billion wireless devices by 2025.

However, as of today the implementation of intelligent IoT systems often still fails due to the complexity and the costs of setting up wireless network connections. This is where 1NCE comes in with its scalable and cost-efficient solution.

Coverage Map



■ Mobile coverage in 2021

About 1NCE

1NCE was founded in 2017 by **Alexander P. Sator**, who leads the company as CEO and has many years of experience as a developer, manager and board member in the IT and telecommunications industry. As CTO, **Younes Allaki**, formerly responsible for M2M / IoT Service Development at Deutsche Telekom, is responsible for platform development. **Ivo Rook** (COO), a former Vodafone and T-Mobile US exec will push 1NCE's expansion plans in the US and Asia and will work closely with the Technology team to develop the next level in IoT software. **Roman Tietze**, who previously held various management positions sales, marketing, strategic planning, product management and business development, completes the management team in his role as CSO. Deutsche Telekom is also a founding partner and holds a non-controlling stake in the company.

1NCE sold more than 5 million SIM cards in the first two years after market entry. The company employs over 150 people in seven European countries, in Miami and Hongkong, and is headquartered in Cologne, Germany.

A new standard: The 1NCE IoT Flat Rate



1NCE has developed its technology exclusively for IoT applications and is characterized by lean structures and high agility. Unlike traditional network providers, 1NCE has designed and developed its platform on cloud technology leveraging virtualized network functions and seamless interoperation with other cloud-based solutions to achieve minimum costs at maximum scalability.

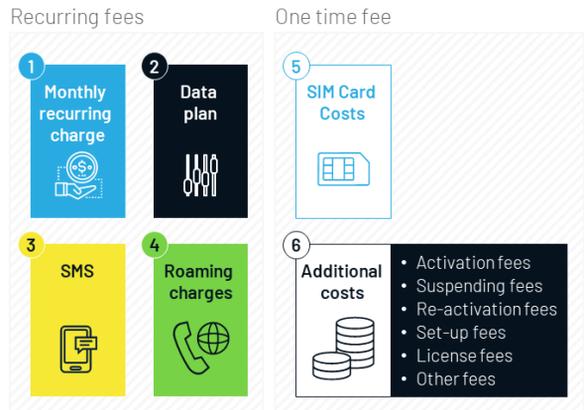
1NCE's flag-ship offering, the 1NCE IoT Flat Rate, is an all-inclusive tariff that enables customers to connect their devices more quickly and easily. It covers all functions and services that IoT customers need to ensure connectivity for their devices for up to ten years: 500 MB data volume and 250 SMS, costs for the SIM card, seamless support of radio standards 2G, 3G, 4G, LTE-M as well as NB-IoT, coverage in 100+ countries without roamings charges, usage of APN, VPN, API, Data Streamer and Connectivity Suite as well as customer support. The price for the package is a one-time payment of 10 Euros per SIM card for 10 years – at no extra fees. Typically, most IoT applications rely on very few data transmissions only, which is why the included volumes are more than sufficient for the majority of use cases.

If there is a need for more data volume, customers can easily book additional volumes. In contrast to classic models with monthly fees, the price transparency of 1NCE's "all-inclusive" tariff ensures good calculability for total costs of ownership. This is attractive for industries that need to connect large amounts of devices at the lowest effort and costs.

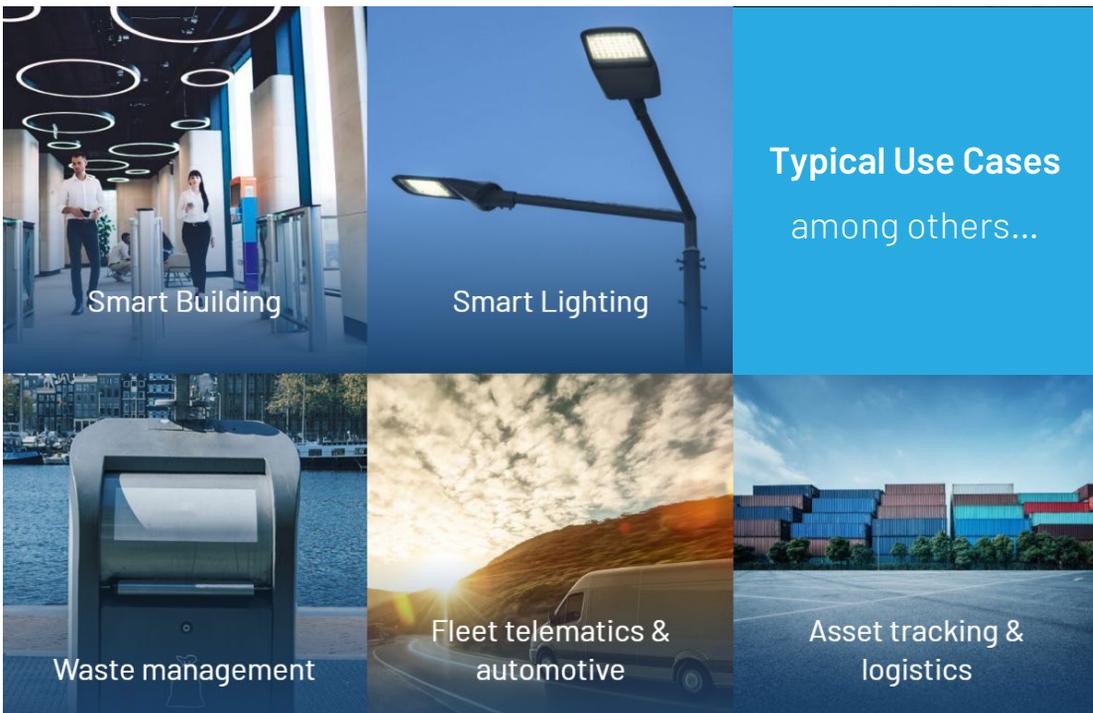
The 1NCE IoT SIM card grants access to all available networks and supports all common mobile radio standards, it is well suited for multi-national corporations as well as SMBs.

1NCE recognizes demand for IoT connectivity coming from all industries, however especially among utilities (e.g. electricity, gas, water), automotive (e.g. fleet management), asset tracking (e.g. logistics) and infrastructure (e.g. smart cities) industries.

TRADITIONAL PRICING STRUCTURE



1NCE PRICING MODEL



Free IoT SIM: 1NCE For All

1NCE is now offering a completely free IoT tariff that can be used up to 12 months: 1NCE For All. 1NCE For All includes 50 MB data volume, coverage in Europe, China, Russia, and USA, and all relevant features like access to the Connectivity Management Platform, for up to 12 months at no costs. With the free IoT SIM, 1NCE lowers the entry barriers for IoT developers even further as customers can kick-start their IoT project and test 1NCE's IoT services without any costs and zero-commitment. 1NCE For All is exclusively available in AWS Marketplace.

- ✓ Free IoT SIM
- ✓ Connected for 12 months
- ✓ 50 MB data included
- ✓ Coverage in EU (27+3), US, RU, CN
- ✓ Multi-bearer access: 2G, 3G, 4G, LTE-M, NB-IoT
- ✓ Optional upgrade to 1NCE IoT Flat Rate at any time
- ✓ Connectivity Suite for easy AWS IoT Core integration
- ✓ APN, OpenVPN, REST API, Data Streamer and more
- ✓ No auto-subscription.
- ✓ No catches.

During the 12 months of the free 1NCE For All tariff, the customer can optionally upgrade to the 1NCE IoT Flat Rate at any time. The upgrade can be done via the 1NCE Customer Portal within a few clicks. The decision about the upgrade lies in the hands of the customer. They decide whether they want to continue using the services. In case they do not want to continue with the services, they simply do nothing and their 1NCE For All subscription will end automatically after the runtime of 12 months.

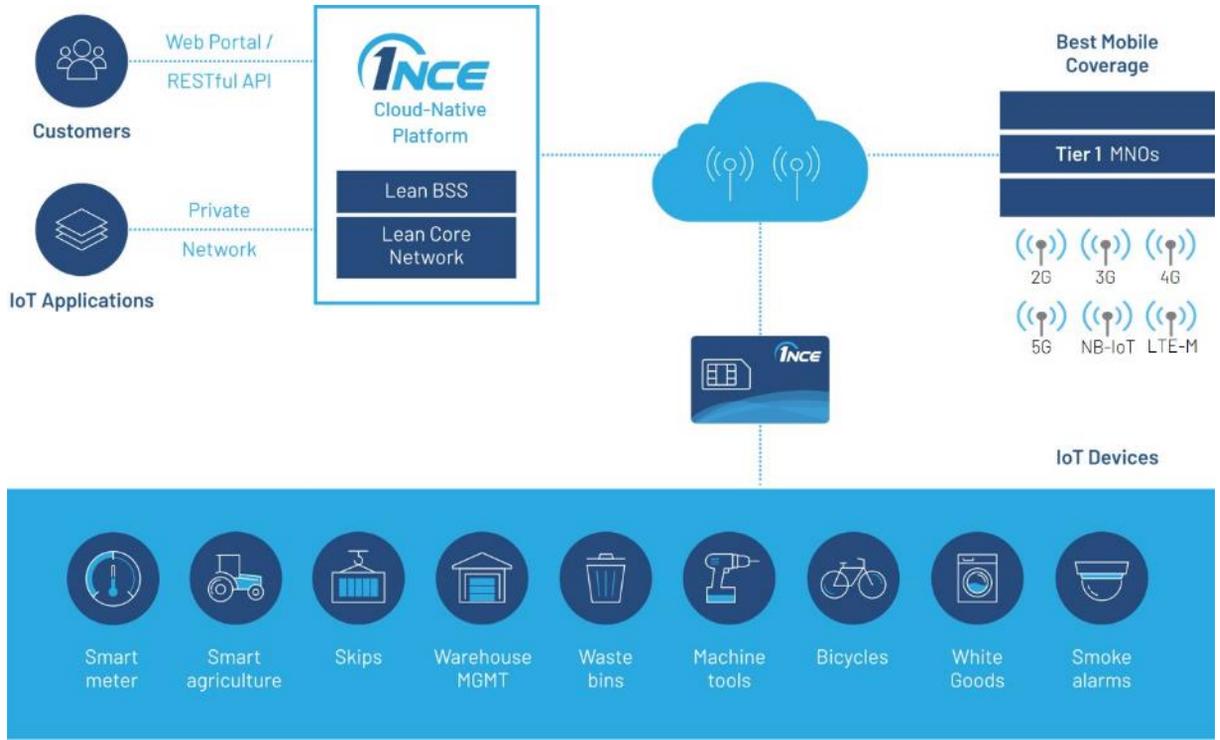
Initial tariff:
1NCE For All

- ✓ 50 MB
- ✓ 12 months duration
- ✓ Coverage in EU (27+3), US, RU, CN
- ✓ 0 USD

New tariff:
1NCE IoT Flat Rate

- ✓ 500 MB & 250 SMS
- ✓ 10 years duration
- ✓ Coverage in 100+ countries
- ✓ 10 USD

Platform-as-a-Service: Highly specialized IoT platform for mobile network operators



In addition to direct sales of the IoT Flat Rate, 1NCE also offers its technology to mobile network operators. By using the Platform-as-a-Service (PaaS) offering, network operators can offer similar low-cost tariff models under their own brand in their markets and via their own networks. The technology is scalable and easy to integrate. Mobile network operators can use proprietary infrastructure and easily adapt 1NCE's Platform-as-a-Service solution.

1NCE observes a growing interest in innovative solutions for IoT services by established network operators that are aiming at cost-effective, fast and low-risk access to the market. Specialized technology providers such as 1NCE are facing high demand, because their systems natively rely on virtual networks and cloud solutions. This allows for minimized costs and maximized scalability.

Lean Core Network

- Virtualized and cloud-hosted
- Secure and reliable
- Single system with multiple core network elements

Automated Platform

- IoT focused feature set
- Self service oriented
- Short implementation time

Management Team



Alexander P. Sator (CEO)

Alexander P. Sator is founder and Chief Executive Officer of 1NCE, the first multi-national Tier 1 IoT carrier – a joint venture with Deutsche Telekom AG. Beside being the 1NCE CEO, Alexander serves as member of the board of multiple international companies as a Non-Executive Director, such as Solutions 30 SE and Sendr SE. He is also invested in various other businesses. Alexander's experience in the IoT world is based on his time as investor and board member at Telit Communications PLC and previously as Chairman of Cinterion Wireless Modules. Alexander holds some 30 international patents, has published several articles about specific, mostly laser related topics and is well known as a serial entrepreneur.



Younes Allaki (CTO)

Younes Allaki has been Chief Technology Officer at 1NCE as of January 2018. Prior to that, he held the position as Vice President 'M2M/ IoT Service Development' at Deutsche Telekom, where he was in charge of the program "Plan, Build & Run" to deliver further innovative M2M and IoT platform capabilities. From July 2013 to May 2014 he was Vice President 'Service Development' in the business unit Connecting Customer, leading the entire division of B2B2C products including Sales and Customer Care Service. Prior to joining Deutsche Telekom, Younes managed the development of different MVNOs such as blau, Simyo BILDmobile at Telefonica GmbH and Vodafone. Younes Allaki holds a master diploma in Telecommunications engineering from the technical university of Cologne.



Ivo Rook (COO)

Ivo Rook is a recognized IoT pioneer with a long experience in the cellular telecommunications market. He was previously CEO IoT at Vodafone and Senior Vice President at T-Mobile US/Sprint and working as liaison officer to SoftBank Group. As a proven expert on the IoT market, he is an independent advisor to I Squared Capital, a U.S. private equity firm, and board member of Global Telecom, California-based manufacturer of IoT modules and devices. He is also member of the advisory board of Digitize Things Inc, an IoT software development company also based in California, USA. Rook studied Master of Science in Information Technology at Erasmus University Rotterdam.



Roman Tietze (CSO)

Roman Tietze brings an exceptional background and skillset along supporting our vision truly. He offers more than 20 years of experience breaking new ground in sales, marketing, strategic planning, product management and business development. He also provides extensive venture backed start-up experience as well as insights from larger multi-national companies within the telecommunication, mobile and Internet industry. He is an experienced international leader that encourages imaginative thinking and risk-taking, with a keen eye on the creation of results-driven performance cultures.

Picture Material



Picture 1
1NCE Logo



Picture 2
1NCE SIM Card



Picture 3
1NCE Platform-as-a-Service Network



Picture 4
1NCE Pre-Paid-Scheme



Picture 5
Traditional pricing model

Picture Material



Picture 6
1NCE application scenario
Waste Management



Picture 7
1NCE application scenario
Asset Tracking



Picture 8
1NCE application scenario
Smart Metering



Picture 9
1NCE application scenario
Tank Monitoring



Picture 10
1NCE application scenario
Vehicle Telematics