

OUTLOOK FOR THE DATA CENTER MARKET 2023 AND BEYOND

KFW IPEX-BANK, PALMENGARTENSTRASSE 5 - 9, 60325 FRANKFURT
09.00-10.30, WEDNESDAY 15TH MARCH 2023

09.00-09.30 Registration and Networking

09.30-10.30 Panel Discussion

Panel Members:

- **Vicente Vento, CEO, Digital Transformation Capital Partners (DTCP)**
- **Oliver Schiebel, CEO, Mainova Webhouse**
- **Peter Pohlschröder, Managing Director, NDC-GARBE Data Centers Europe and GARBE Renewable Energy-GREEN & Vice-Chair, German Datacenter Association**
- **Dr. Béla Waldhauser, CEO, Telehouse Deutschland**
- **Alexandra Schless, CEO, NorthC Datacenters**

Moderator:

- **Stephan Freitas Krause, Vice President - Digital Infrastructure Financing, KfW IPEX-Bank**

10.30 Closing comments and conclusions



SPEAKER PROFILES

ALEXANDRA SCHLESS

CEO, NORTH C DATACENTERS



Alexandra Schless is CEO of NorthC Datacenters. NorthC operates a platform of regional datacenters in The Netherlands, Germany and Switzerland. Schless has a long and distinguished track record in the datacenter industry. This started 23 years ago, as Managing Director Netherlands for TeleciteyGroup after which she became Vice President Western Europe. She stayed with TeleciteyGroup for 16 years. She joined Equinix as Vice President EMEA Sales for Global Accounts, Networks & Channel. In October of 2019 Schless was appointed CEO of the combined Dutch datacenter organizations The Datacenter Group (TDCG) and NLDC (formerly KPN datacenters), which in February 2020 were merged into a new organization: NorthC Datacenters.

According to Schless, datacenters are the beating heart of the digital economy and are essential to digital transformation. She focuses on growing the NorthC business, while doing so in a sustainable and socially responsible way: "Sustainability is the key to future growth and constant technological innovation is the key to sustainability".

Alexandra holds a master's degree in Business Economics from the Erasmus University Rotterdam.

DR. BÉLA WALDHAUSER

CHIEF EXECUTIVE OFFICER, TELEHOUSE DEUTSCHLAND GMBH AND KDDI DEUTSCHLAND GMBH



Dr. Béla Waldhauser is the Chief Executive Officer of Telehouse Deutschland GmbH since 2012 and the head of the integrated operational business of KDDI and Telehouse in Germany since April 2014.

Between 2007-2012 he was the Managing Director of Global Switch in Germany. Prior to this he held the same position at TeleCity where he was responsible for TeleCity's German operations for four years. Before assuming this position, he has been the Managing Director of Teleglobe and responsible for their activities in Germany and Austria.

OLIVER SCHIEBEL

CEO, MAINOVA WEBHOUSE GMBH & CO. KG AND BOARD MEMBER OF GERMAN DATA CENTER ASSOCIATION



Mainova WebHouse is a wholly-owned subsidiary of Mainova AG, which is an energy service provider in Frankfurt am Main, supplying more than a million people with electricity, gas, heat, and water. Mainova WebHouse is going to establish a number of colocation

data centers. Mainova WebHouse is aiming to meet the high demand for cost efficient and sustainable data centers in the wider Frankfurt-Rhein-Main region. This implies, that modern sustainability concepts, like the reuse of waste heat, is considered at the very beginning of the design phase.

PETER POHLSCHRÖDER

MANAGING DIRECTOR, NCD-GARBE DATA CENTERS



As a developer of Data Centers and Vice Chairman of the German Datacenter Association, Peter serves operators and users to succeed with their Data Center allocation in Germany and its neighboring countries. Peter offers 18+ years of market-relevant experience in the real estate industry, ranging from portfolio and asset management of mixed-use commercial assets to project development of mission-critical infrastructure. Throughout the years, he gained comprehensive experience in realty investment and asset management with private equity platforms that he combines with profound economic, tax, and technical knowledge.

STEPHAN FREITAS KRAUSE

VICE PRESIDENT, DIGITAL INFRASTRUCTURE TEAM, KFW IPEX-BANK



Stephan Freitas Krause is a Vice President with the digital infrastructure team of KfW IPEX-Bank, being responsible for the origination and execution of large scale digital infrastructure projects throughout Europe and beyond. The focus lies on senior debt-financing underwriting and arranging mandates within the telecom and data centre space.

As a leading bank in digital infrastructure with strong footing in the international markets, KfW IPEX-Bank offers structuring know-how, reliable underwriting capabilities and execution certainty. Our digital infrastructure team is formed by over 25 telecom and infrastructure professionals based in Frankfurt and London and includes a designated team specialised in project financings.

VICENTE VENTO

FOUNDER AND CEO, DTCP



Vicente has been an investor, adviser and senior executive in telecommunications, media, and technology for over 18 years. With a strong track record and network, Vicente is behind the investment strategies of DTCP.

Prior to founding DTCP, Vicente was the Global Head of Mergers & Acquisitions and a Senior Vice President at Deutsche Telekom. Before his tenure at Deutsche Telekom, he held various advisory and asset management positions at Morgan Stanley, Blackstone, and Royal Capital Management.