

Continued positive trend of ecotel in 2010

- Improvement of all major key data compared to the previous quarter
- Order backlog of more than 5.000 full access lines
- Step-up of revenue guidance

Düsseldorf, August 13, 2010

Revenues in the second quarter were € 24.9 million (LY: € 24.3 million) and was € 2.1 million above the previous year figures adjusted for the deconsolidation of PPRO GmbH. The revenue increase is mainly due to new revenues in the wholesale segment and new revenues of the subsidiary easybell in the New Business segment. Revenues in the B2B segment were declining due to the loss of traditional preselect revenues, which was not yet compensated by new full access revenues. Meanwhile, we see a promising development in the migration and sales of the new full access products. At the end of the second quarter ecotel had an order backlog of more than 5.000 full access lines.

EBITDA in the second quarter was € 1.2 million and was € 0.3 million higher than the EBITDA in the first quarter but stayed € 0.1 million below previous year figures. The cumulated EBITDA for the first six months of 2009 was € 2.1 million (LY: € 2.5 million).

EBIT in the second quarter was € 0.4 million and was € 0.3 million higher than the EBIT in the first quarter and was € 0.1 million above previous year figures. Net income for the first six months was € 0.1 million, which corresponds to earnings per share of € 0.03.

ecotel is convinced that a successful migration of its customer base towards full access lines and the sales of product bundles secure its business proposition in the medium term.

In line with a promising migration process of full access lines and new revenues of the subsidiaries ecotel raises its revenue guidance for the current business year. For 2010 ecotel now expects revenues of € 90 – 95 million, which is above 2009 figures adjusted for the deconsolidated PPRO. EBITDA is expected to reach € 4 – 4.5 million.

For 2011 ecotel anticipates a successful migration to full access products and rising revenues from convergence products. Therefore the board increases its revenue guidance to € 100 million and expects EBITDA of € 5.5 – 6.5 million.

The 2009 financial report can be downloaded from the company's website at www.ecotel.de.

About ecotel communication ag:

ecotel communication ag is a publicly listed telecommunications company which operates in Germany and focuses on three business divisions.

In its core division "Business Customers" the company offers an integrated product portfolio of voice, data and mobile services to appr. 30.000 business customers within Germany. This business segment comprises the B2B activities of ecotel, all of ADTG GmbH as well the B2B activities of nacamar GmbH, which has been merged into ecotel in 2009.

In its second division "Wholesale Customers" the company provides carrier and wholesale services to other telecoms operators and to non-industry distributors. ecotel deploys state of the art enabling and switching platforms in order to provide its product portfolio (unbundled local loops, broadband access lines, mobile services) to other resellers. At the same time the company achieves economics of scale and broadens its value chain for its own core business "business customers". This business segment comprises the wholesale activities of ecotel as well as all of i-cube GmbH and mvneco GmbH.

The division „New Business“ contains ecotel's fast growing subsidiaries and new ventures. Apart from easybell GmbH, this division also comprises the New Media business of nacamar GmbH.

ecotel is headquartered in Düsseldorf and has at present appr. 200 employees.

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