



Press Release

NFON and O₂Telefónica Deutschland set standards in scalable business communications

More than 100,000 active users
of Digital Phone business telephony solution
among O₂ Telefónica Deutschland business customers
as of end of 2025

Result of a successful strategic partnership
and reference for scalability of NFON's partner
and wholesale business

Value creation outlook: expansion of solution portfolio
in wholesale area, especially through AI-based applications
across entire NFON product portfolio

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Munich, 4 March 2026 – **NFON AG**, a leading European provider of integrated business communications with a focus on AI-based applications, has reached an important milestone together with O₂ Telefónica Deutschland. By the end of 2025, more than 100,000 users at O₂ Telefónica Deutschland's business customers were utilising the cloud-based Digital Phone business telephony solution based on NFON's cloud telephony platform. Digital Phone enables companies to manage their business communications independently of location and device via desk phones, mobile devices and web applications, thereby forming the foundation for modern, integrated business communications. Companies benefit from a centrally managed, flexibly scalable communication solution that can be integrated into existing IT and process landscapes and supports both location-independent working and efficient collaboration in distributed teams.

NFON and O₂ Telefónica Deutschland are continuously developing their strategic partnership. The milestone now achieved underscores the viability and scalability of the joint model. The collaboration represents a long-term partnership in which technological expertise, market access and operational scaling are brought together. O₂ Telefónica's strong market position and sales organisation, combined with NFON's many years of experience in operating cloud-based business communication solutions, make it possible to reliably address companies of all sizes. While O₂ Telefónica Deutschland has historically focused primarily on small and medium-sized enterprises, the joint customer focus is increasingly shifting toward multinational customer structures and larger enterprise organisations.

The user volume achieved with O₂ Telefónica Deutschland highlights the scalability of NFON's wholesale model and underscores the partner's importance for the development and growth of the wholesale business. O₂ Telefónica Deutschland ranks as one of NFON's most significant wholesale partners. In addition, NFON works in the segment with other well-known providers such as Deutsche Telekom and 1&1 Versatel.

Andreas Wesselmann, Chief Executive Officer of NFON AG, comments: "Our partnership with O₂ Telefónica Deutschland stands for stability, scalability and genuine trust established over many years. Together, we enable companies to adopt modern, integrated business communications that flexibly adapt to their requirements and grow with them. It is precisely this combination of technological strength and reliable cooperation that makes our model successful. With NFON Next 2027, we are consistently building on this foundation – with clear commercial structures and a selectively expanded AI-based solution portfolio."

To date, the growth of the partnership has been driven primarily by cloud telephony. Building on this, the wholesale offering will be gradually expanded to include AI-based applications across the NFON product portfolio in order to further address market demand and unlock additional growth potentials. This includes applications in the areas

of Business Telephony, Intelligent Assistant and Customer Engagement: while Business Telephony serves as the technological foundation, the Intelligent Assistant area includes, among other products, automated chat and voice bot solutions for handling recurring inquiries. The Customer Engagement area comprises contact centre solutions that route inquiries across channels to the right contacts and support employees in handling customer requests efficiently and in a targeted manner.

Mallik Rao, Chief Technology & Enterprise Officer at O₂ Telefónica Deutschland, notes: "The NFON Digital Phone solution forms an integral part of our business communications portfolio. The milestone we have achieved confirms the sustainable success of our partnership and creates a solid foundation for gradually expanding our offering with AI-based applications, thereby generating additional value for our business customers."

Digital Phone is deployed by companies in key economic sectors, including industry, retail, logistics and the public sector.

Press kit

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About NFON

NFON is a leading European provider of integrated business communications with a focus on AI-based applications. The company, which is listed in the Prime Standard segment of the Frankfurt Stock Exchange, has nine branch operations and works together with over 3,000 partners. Every day, NFON supports around 55,000 business customers in Europe with intuitive communication solutions that make their businesses more efficient and flexible. NFON is active as a licensed telecoms company in 15 European countries.

As a long-term partner for small and medium-sized businesses, NFON combines technological innovation with user-friendly and efficient business communication solutions. With both AI-based technologies and operational excellence, NFON enables companies to harness the full potential that artificial intelligence offers – for optimised processes, more precise customer interactions and new growth opportunities.

With its core product, the smart cloud communications platform, NFON offers hassle-free voice calls, simple video conferencing and seamless integration of CRM and collaboration tools for small and medium-sized companies. All of NFON's cloud services are operated in certified data centres in Germany, with 100% of their energy needs covered by renewable sources..
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