Corporate Presentation

July 2022

SPARKLE

Sparkle at a glance

COMPANY DATA	AT A GLANCE	KEY FIGURES
Commercial Operations in **32 Countries**	**100%** TIM Group	**1,900** Customers
Headcount **719**	**1**st International Service Provider in Italy	Voice Traffic **8B minutes**
600,000 km fiber optics	Among the **Top-10** Global Operators	Data Traffic **77 Tbps**
164 PoPs Network coverage	Ranked **#5** for Seabone (AS 6762),	**1,008 MEUR** Revenues
PoPs via partners **>1,000**	Sparkle's Global IP Transit Backbone [1]	

Operations
in the Americas

Operations in Europe &
the *Greater Mediterranean Area*

Moscow
Amsterdam
Frankfurt
London
Vienna
Paris
Bucharest
Rome
Istanbul
Madrid
Athens Tel Aviv
Dubai
Lagos
Mumbai
Hong Kong
Singapore

New York
Miami

Rio de Janeiro

Buenos Aires

Operations in Asia-Pac

● *Offices*

December 2021

(1) Source Caida

Positioning

Leader in Italy for **Multinational Enterprises** offering, challenger in Europe and Africa and emerging player in the rest of the world

Multicloud & Data Center solutions with strategic assets in the Mediterranean

Seabone, Sparkle's Global IP Backbone, ranks **5**th worldwide and is leader in the Mediterranean, Middle East, Africa and in South America

Global Player for **Mobile Connectivity** and **IoT Solutions**

Top Global Player for worldwide **Voice** traffic collected on an international basis

Key Assets

#01 Global Services Portfolio for **Enterprises**, **Media & Content Players, Application Service Providers, OTTs, ISPs, Fixed** and **Mobile Operators**

#02 **Worldwide presence in 32 countries** based on fully owned companies and offices

#03 **State-of-the-art Global Network** with proprietary backbones in **Europe**, the **Mediterranean Basin** and the **Americas** and ownership in submarine cables connecting Europe with **South-East Asia**

#04 **Customer care** at the center of the system, active 24x7x365, with **multilingual Call Center** supported by **three global NOCs** with 24/7 coverage

Global Backbone

Sparkle's backbone represents the highway that allows, also through **agreements with over 200 regional and local operators**, to reach **any destination in the world**
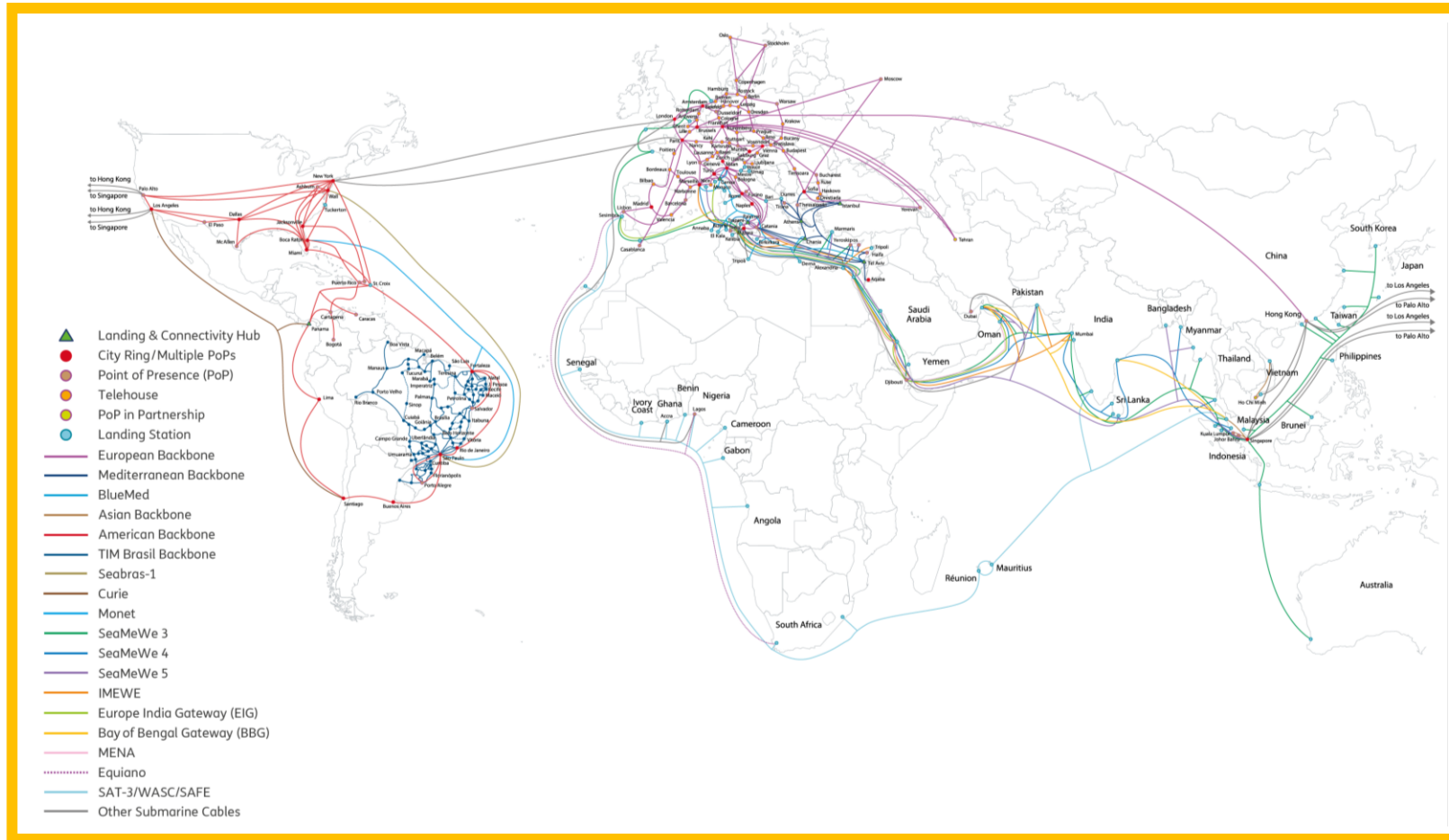
Sparkle owns and manages a **global** and **technologically advanced proprietary network of over 600,000 km of fiber** which include **three major regional systems in Europe, the Mediterranean and the Americas** as well as an extensive ownership in major international submarine cables

- **81 cities in 44 countries**

- **164 proprietary PoPs (Point of Presence)**

- **>1,000 PoPs through partners**

- **3 Network Operation Centers "around the clock"**

Service Portfolio

ENTERPRISE

Complete portfolio of services, including global connectivity and ICT, aimed at serving the needs of enterprises with the highest performance level

BACKBONE & INFRASTRUCTURE

Advanced solutions to access the Big Internet with secure global IP transit

Complete range of transport products designed for any connectivity needs - from high performance international bandwidth to fiber and spectrum solutions

Colocation available in Landing and Connectivity Hubs

MOBILE

Multichannel Messaging Service Suite for Mobile Communication and Digital Promotion.
Full IoT solutions for remote control of devices

CLOUD

Suite of highly flexible and scalable top class integrated IaaS, PaaS and SaaS that meets the ever growing need of cost efficient and top security IT solutions
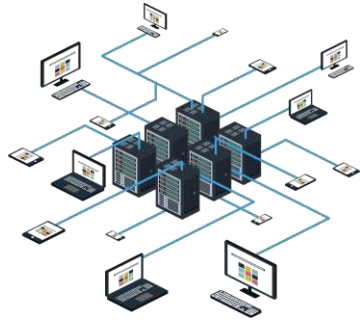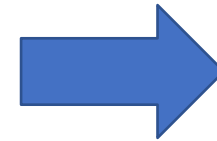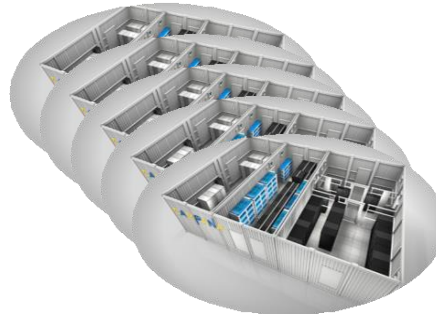
VOICE

Voice Solutions offer worldwide voice capabilities to Carriers, Service Providers and Mobile Operators combining network reliability, competitive pricing and excellent routing solutions
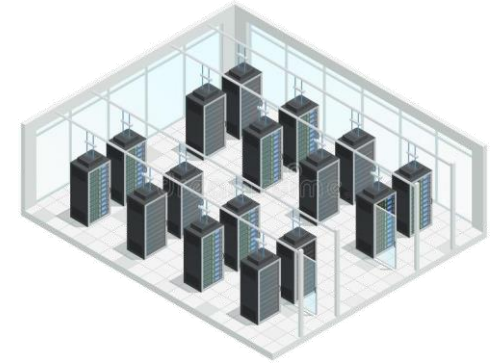
Landing and Connectivity Hubs

Colocation in state of the art data center facility

Cable Landing Station

Landing & Connectivity Hub

9 Proprietary Hubs:

- **Italy** (**Palermo Sicily Hub**) - 18 submarine cables - 2 MW
- **Italy** (**Genoa** - RFS Q1 2023) - 2 submarine cables
- **Greece (Athens and Chania - 4 Hubs)** - 2 submarine cables - 14 MW
- **Turkey (Istanbul)** - 2 submarine cables – 2.5 MW
- **Panama** (RFS Q4 2022) - 6 submarine cables - 5 MW
- **Israel (Tel Aviv** - RFS Q1 2023) - 3 submarine cables - 1 MW

Solutions for Enterprises

Sparkle is the ideal partner to support business growth driven by digitalization through:

The most innovative Cloud and Multicloud solutions to accompany companies in the digitization process

Focus on network and asset security with DDOS and SASE

Advanced network solutions for flexible connectivity for companies and to the main Cloud providers: SD-WAN, MPLS, Internet Access

Solutions for Enterprises

Connectivity

Evolved - Flexible - Managed

- **Cloud Connect** – high performance dedicated connectivity to the major Cloud Providers
- **Bandwidth on demand (BoD)** for Ethernet services
- **SD-WAN** as an evolution of IP MPLS services for **greater flexibility** towards **Cloud solutions** and **multisite connectivity**
- **Direct Internet Access (DIA)** for high performance Internet access

Security

Network - Asset - SOC

- **End-to-end network security features, DDOS and SASE**
- **Security control and management services** through the highly specialized Sparkle's SOC
- **Cloud Security**: the best and most reliable Authentication service for multicloud

Cloud

Multicloud

- **Multicloud platform** for access to different Cloud Providers and flow optimization
- **Online marketplace**: Self-Management white label marketplace and advanced SaaS solutions
- **Dedicated and dynamic connectivity** to the major Cloud Providers
- **Back-up and Data Recovery services with flexible solutions** at Sparkle's Data Centers

Solutions for Enterprises

Multimessaging

- **Multichannel platform** (SMS, OTT channels, email) for two-way communication between company and customers (**A2P and P2A**)
- **Marketing campaign** and **customer profiling** modules
- **Chatbot** solutions **for automated customer management**
- **Lead generation** and **customer acquisition** campaign management
- **Proprietary SMS transport network** with direct termination agreements with international mobile operators

IoT

- Supply of **SIM/eSIM** able to register under visited network worlwide
- Mobile cloud network infrastructure for **ultra-low latency connectivity**
- IoT platforms for connectivity and device management
- Advanced **billing modules**
- **Plug & Play IoT**

Excellence in the Industry: Certifications

Certificate of Origin - **Certification for the use of renewable energy in the data centers of Metamorfosis (Athens), Koropi and Chania**

Quality, Health & Safety and Environment - **ISO 9001, ISO 14001, ISO 45001, ISO 27001**

MEF 3.0 Carrier Ethernet

MEF 3.0 LSO Sonata API

Excellence in the Industry: International Awards

Best Data/Capacity Provider and **Best Digital Transformation Programme** at the Carrier Community Global Awards 2022. These prizes recognizes Sparkle's excellence in deploying forward-looking technologies as well as the quality of its most recent large-scale infrastructural projects and innovative solutions in the IP & Data area, and Sparkle's successful One Customer View/One Company View digital transformation project aimed at improving customer experience

Customer Experience prize at the World Communication Awards 2021 as a recognition for the company-wide CX program deployed across three dimensions - process automation, digital tools and a customer-focused organization - to deliver an engaging customer journey experience

Global Carrier Awards 2021, the most prestigious competition for the international wholesale sector, in the category **Project of the Year – Terrestrial**. This awards acknowledges Sparkle's expansion in Europe and in the Mediterranean with the deployment of Nibble, an ultra-long-haul photonic backbone linking Sicily with the major Points of Presence and data centers in Europe
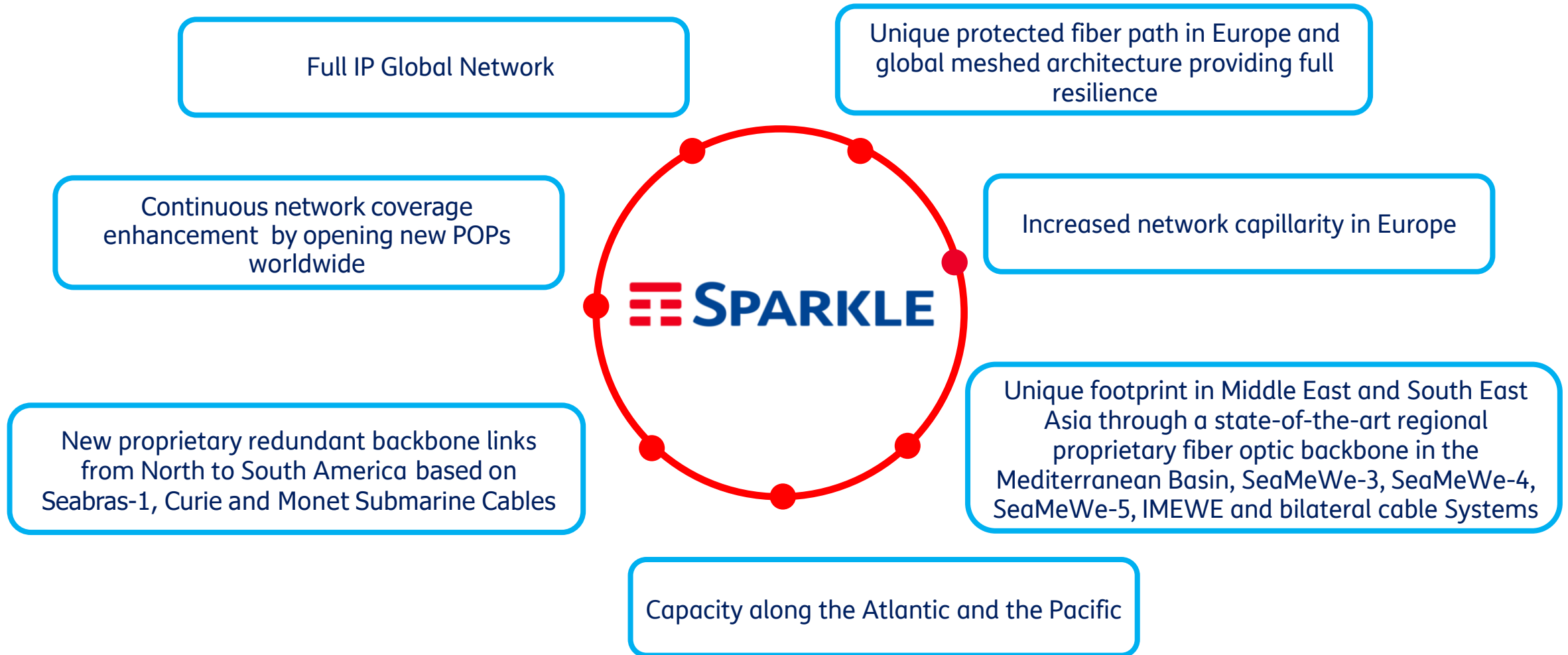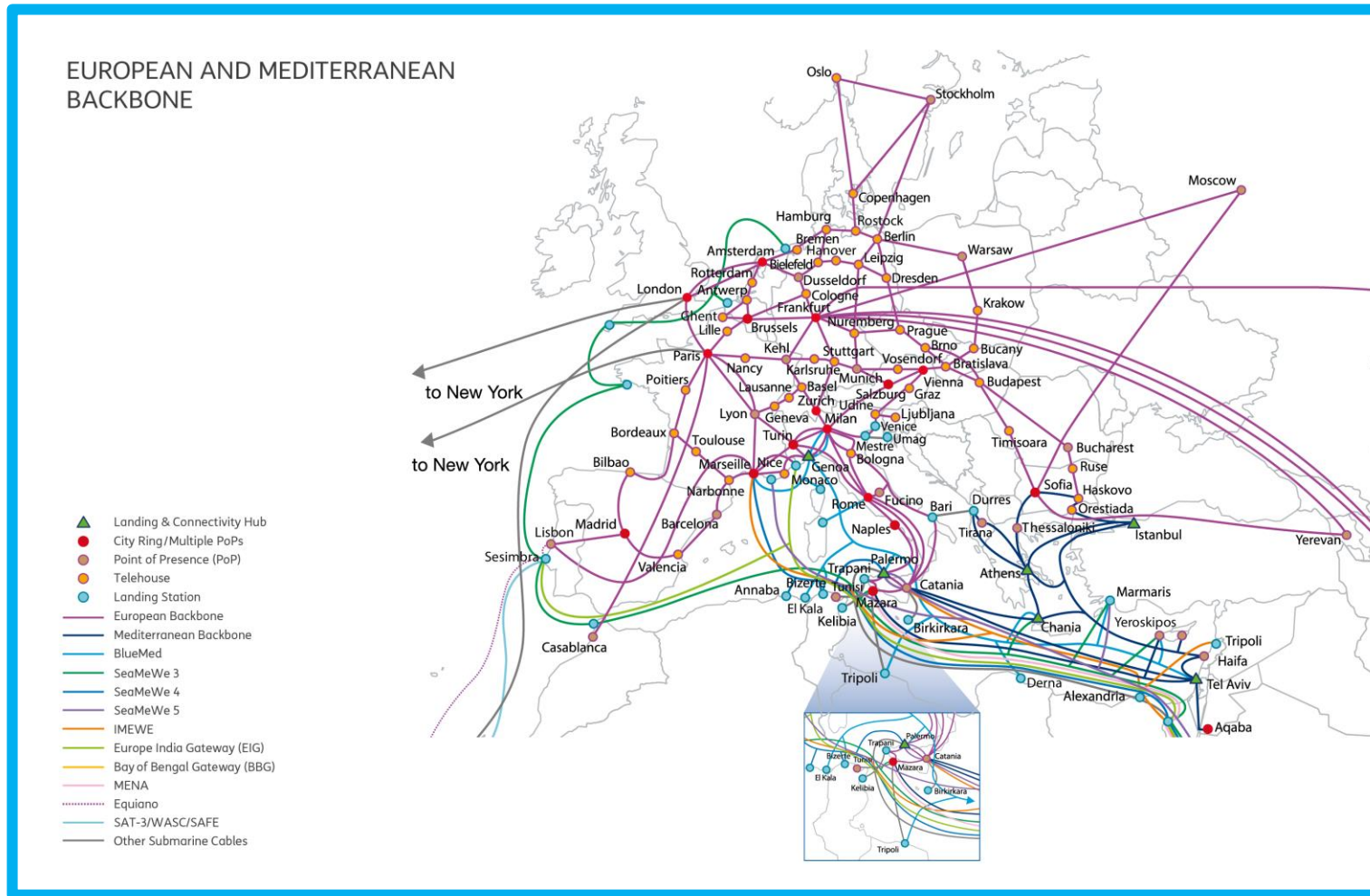
Business Impact Award received from MEF in March 2021 for a Proof of Concept on Secure Access Service Edge (SASE). The "Remote Employee Access to Cloud" PoC demonstrated how Sparkle enables multinational enterprises to deploy a post-pandemic hybrid workplace model, establishing secure and effective remote employee access to company resources located in multiple clouds or on premise

Focus on Sparkle's Backbone

Global Backbone

Full IP Global Network

Unique protected fiber path in Europe and global meshed architecture providing full resilience

Continuous network coverage enhancement by opening new POPs worldwide

Increased network capillarity in Europe

New proprietary redundant backbone links from North to South America based on Seabras-1, Curie and Monet Submarine Cables

Unique footprint in Middle East and South East Asia through a state-of-the-art regional proprietary fiber optic backbone in the Mediterranean Basin, SeaMeWe-3, SeaMeWe-4, SeaMeWe-5, IMEWE and bilateral cable Systems

Capacity along the Atlantic and the Pacific

Key Regional Backbones: Europe & Mediterranean


EUROPEAN AND MEDITERRANEAN BACKBONE

- Increased network capillarity in Europe

- Unique protection from Istanbul to Europe through terrestrial and submarine networks

- Diversified and protected backbone links in the Balkans as alternative route to connect Europe to Africa, Middle and Far East

- New direct route between Athens and Milan – "Albania Crossing" – providing the shortest and fastest route from the Balkans to the main Western European internet ecosystems, adding diversity and redundancy to the existing routes

- New POPs in Moscow and Casablanca for the offering to Enterprises

Reinforcing Leadership in the Mediterranean through BlueMed

BLUEMED CABLE
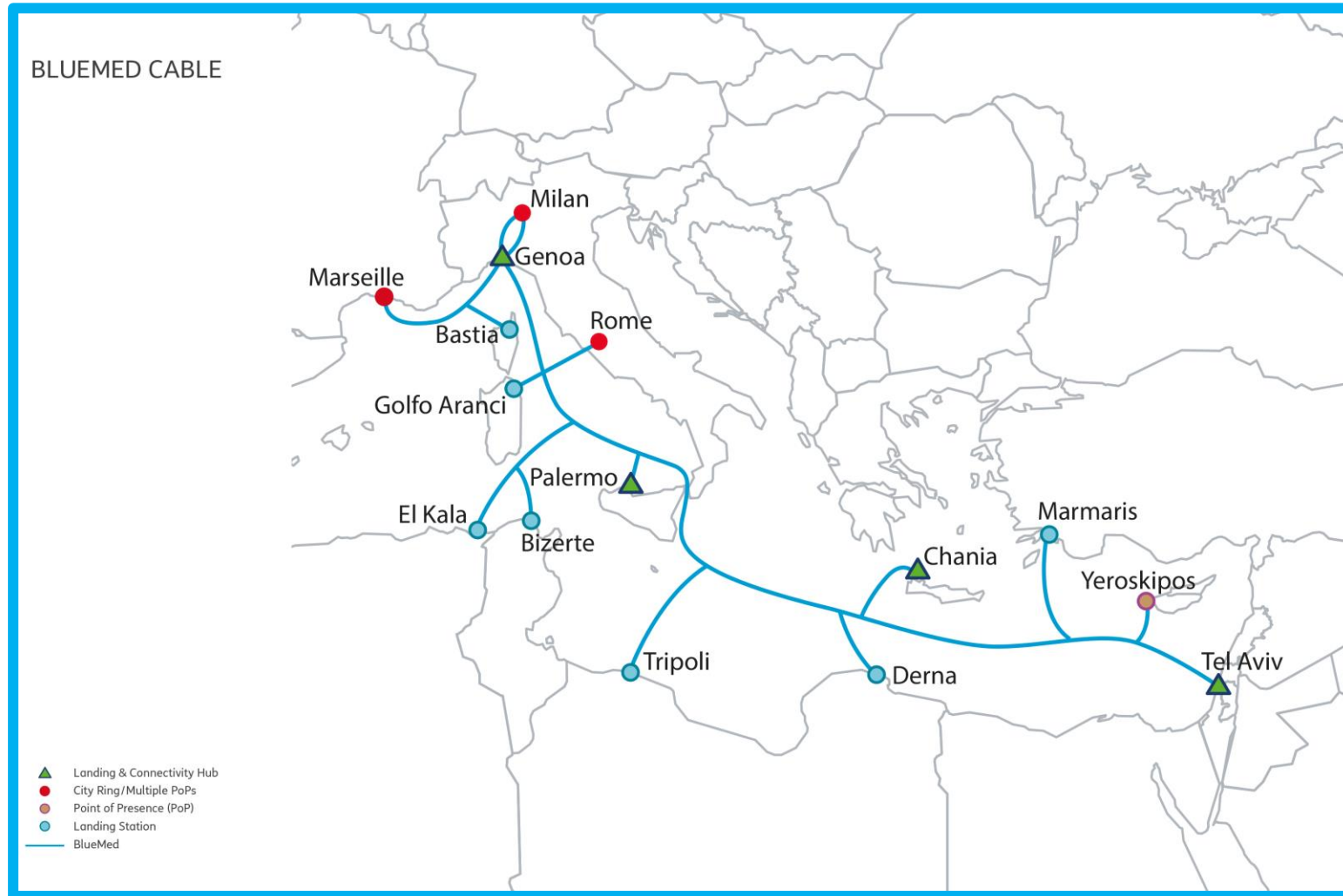
- Sparkle proprietary domain in the Med basin
- **4 Fiber Pairs System / Min 25 Tbps per FP**
- RFS from **4Q2022**
- **Expected RFS 2022**
- New **East of Sardinia** route and **Messina** strait configuration
- Landing in Telehouses or **open landing facilities in key Countries**
- Sparkle's new open landing station in **Genoa is set to become the alternative priority access for other upcoming submarine cables** looking for a diversified entry way to Europe, **thus strengthening Italy's role as digital gateway between Africa, Middle East, Asia and Europe**

Strategic Focus on Med, ME, Africa & APAC Corridors

EUROPE, MIDDLE EAST, AFRICA AND ASIA BACKBONE
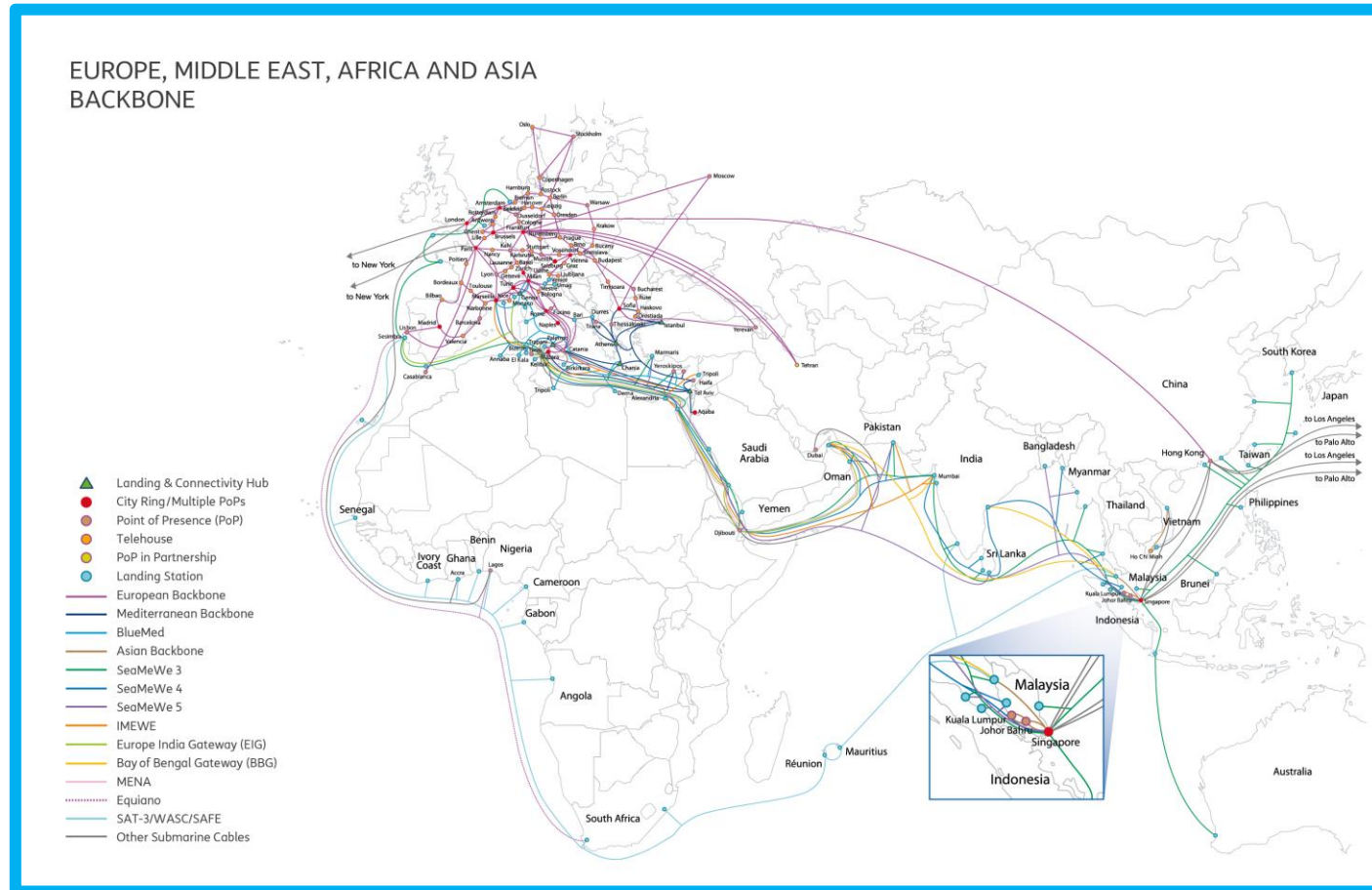
Through Sparkle's global network, operators in fast-growing markets of Middle East and Asia have access to worldwide contents with unrivalled performance through a **2-way path connecting Sparkle's Asian network to Europe and US, both East and Westbound**

EUROPE & MEDITERRANEAN

- **Fully resilient Pan European backbone** covering 13 countries

- **State-of-the-art regional proprietary fiber optic backbone** covering : Italy, Turkey, Israel, Greece, Cyprus

- **Proprietary submarine cable Athens-Istanbul**

- **Bilateral cables with, Albania, Croatia, Malta, Libya and Tunisia**

EUROPE TO AFRICA, ME & ASIA

- **SeaMeWe-4 cable:** France, Algeria, Tunisia, Italy, Egypt, Saudi Arabia, India, South-East Asia

- **SeaMeWe-5 cable:** Europe to Asia, reaching 17 countries, with a main landing in Catania, Sicily

- **IMEWE cable**: France, Italy, Lebanon, Egypt, Saudi Arabia, United Arab Emirates, Pakistan, India

- Other Submarine Cables: **SeaMeWe-3, EIG, BBG** and **MENA** (Europe, Africa, Middle East, Far East)

EUROPE TO WEST AFRICA & SOUTH AMERICA

- **SAT-3** (Europe, West Africa), **EQUIANO** (Europe, West Africa, South Africa)

SPARKLE

Key Regional Backbones: Americas

AMERICAN BACKBONE
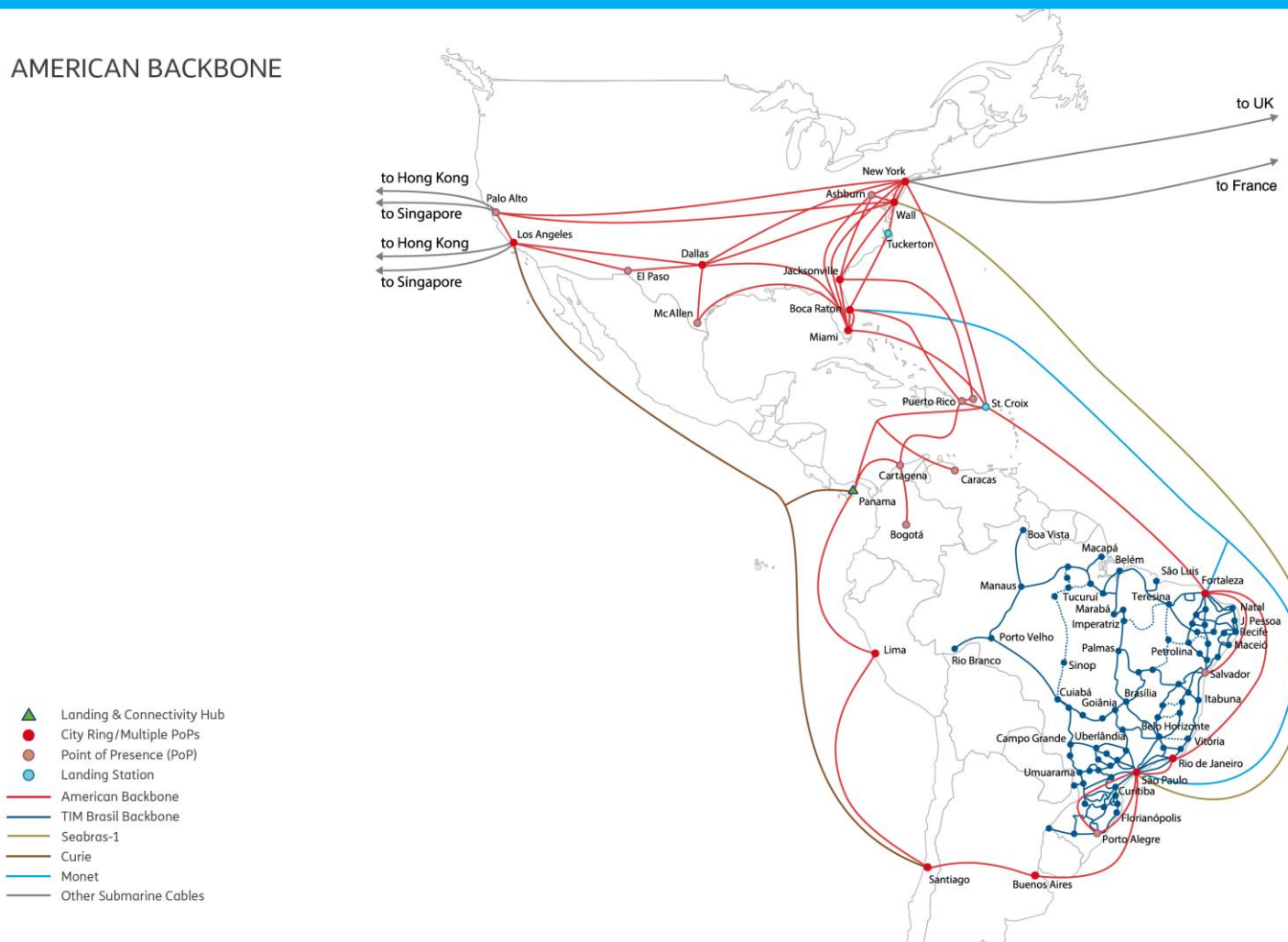
- Full IP network in the Americas

- **State-of-the-art proprietary fiber optic backbone in 8 countries**: US, Argentina, Brazil, Chile, Colombia, Panama, Peru, Venezuela

- New proprietary redundant backbone links from North to South America

- **TIM Brasil Backbone fully integrated with Sparkle's global network**

- **Increased capacity along the South to North America route thanks to Seabras-1 and Monet on the Atlantic**

- Launch the **New Panama open landing and connectivity center** aimed to become the **digital hub for all Central America, the Andean region and the Caribbean**

Thank You

SPARKLE