



# **CORPORATE PRESENTATION**



# Sparkle at a glance

## COMPANY DATA

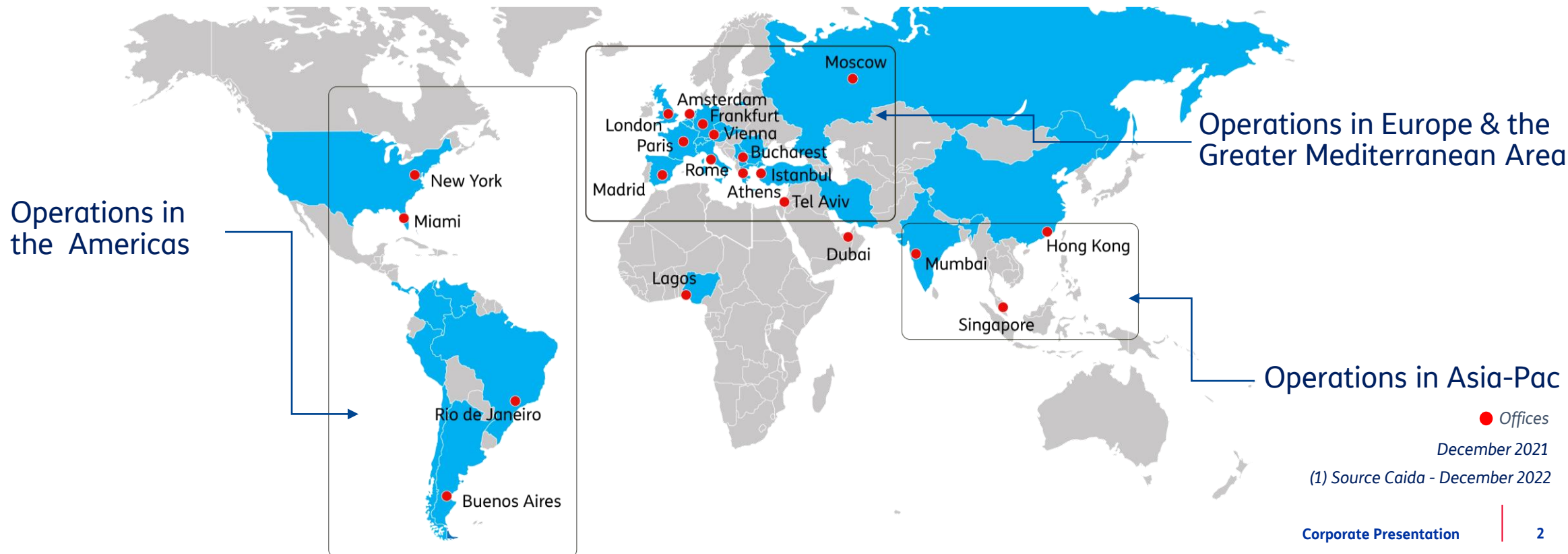
Commercial Operations in **32 Countries**  
Headcount **719**  
**600,000 km** fiber optics  
**164 PoPs** Network coverage  
PoPs via partners **>1,000**  
Roaming agreements **>600**

## AT A GLANCE

**100%** TIM Group  
**1<sup>st</sup>** International Service Provider in Italy  
Among the **Top-10** Global Operators  
Ranked **#6** for Seabone (AS 6762),  
Sparkle's Global IP Transit Backbone <sup>(1)</sup>

## KEY FIGURES

**1,900** Customers  
Voice Traffic **8B minutes**  
Data Traffic **77 Tbps**  
**1,008 MEUR** Revenues



# Key Assets

#01

**State-of-the-art Global Network** of more than **600,000 km of fiber** with proprietary terrestrial and subsea backbones in **Europe**, the **Mediterranean Basin** and the **Americas** and ownership in submarine cables connecting Europe with **South-East Asia**

#02

**Direct presence in 32 countries** based on fully owned companies and offices

#03

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

#04

**Full range of infrastructure and global connectivity services** for international and national Carriers, OTTs, ISPs, Media/Content Providers and Multinational Enterprises



# Positioning

**Top Player** in the submarine cable industry

**Seabone**, Sparkle's Global IP Backbone, ranks **6<sup>th</sup>** worldwide and is leader in the Mediterranean, Middle East, Africa and Latam

**Data Centers & Landing Hubs** with key assets in the Mediterranean and in Central America

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

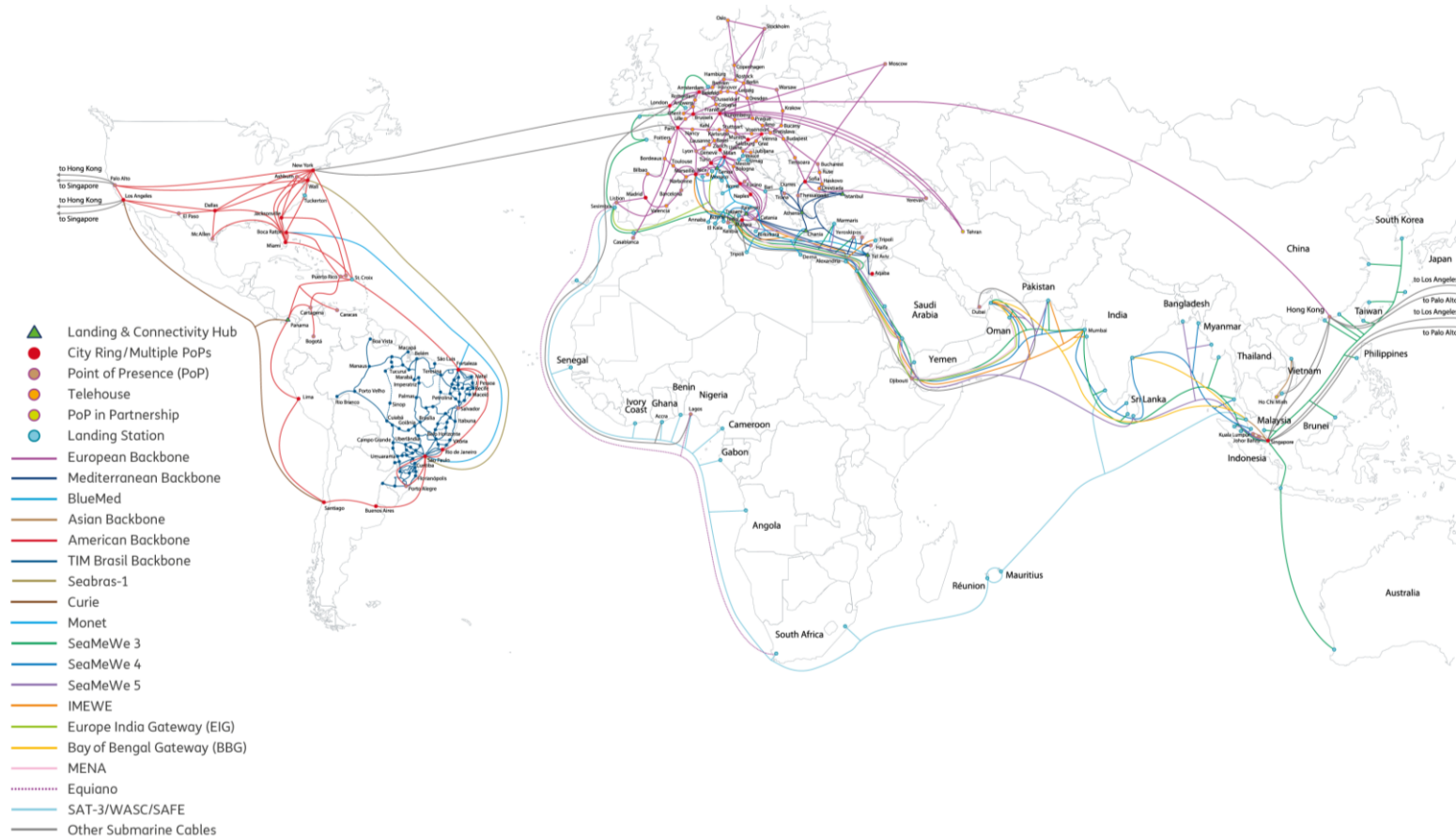
Global Player for **Mobile Connectivity** and **IoT Solutions**

Global Player for **Enterprise SDWAN, Connectivity, IoT & Voice Solutions**



# Global Backbone

Sparkle's backbone is the highway connecting any destination in the world, either with own reach and through agreements with over 200 regional and local operators



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**
- **Four Network Operation Centers with 24/7 coverage**

# Service Portfolio

## BACKBONE

IP Transit: secure and top Tier 1 connectivity to the Big Internet

Capacity: complete range of optical transport products designed for any connectivity needs

## INFRASTRUCTURE

Infrastructure: fiber and spectrum solutions delivered over resilient and distinguished assets

Colocation: full fledge solutions in state-of-the-art DC facilities

## SD-WAN & SASE

Suite of top technologies blended with a differentiated set of co-management capabilities for SD-WAN networking enabling flexible and reliable connectivity among branch offices and to the cloud as well as secure remote working

## MOBILE

Full IoT solutions for remote control of devices

Worldwide Data and Signaling interconnections

Multi-IMSI service to provide MVNOs with extensive roaming coverage

Distinctive SMS A2P solution for Providers and OTT

## VOICE

Voice Solutions offer worldwide voice capabilities to Carriers, Service Providers, Mobile Operators and Multinational Enterprises combining network reliability, competitive pricing, excellent routing solutions and geographical numbers

# Our Solutions

## IP Transit

### Seabone AS6762: your best choice to connect to the Internet

- Scalable fiber network with a fully redundant core/edge POP architecture
- Global coverage +100 POPs in 4 continents
- Direct and oversized interconnections with all Tier-1 networks & OTT/CDN/CAPs
- Flexible range of IP transit service terms & billing options
- Ethernet port size up to 400G
- SLAs & Top-Class Performances
- DDoS Attacks Protection: mitigation & cleaning, scrubbing farms in Europe & the USA

## City2City

### Sparkle capacity offer for seamless international connectivity

- Global coverage in 4 continents thanks to its ownership and participations in **submarine cable systems**: SMW-3, SMW-4, IMEWE, MedNautilus, SEA-ME-WE 5, SEABRAS-1, Curie, Equiano and BlueMed/BlueRaman
- **Bilateral cables** linking Italy to neighboring countries (Croatia, Malta, Tunisia, Libya) strengthening Sparkle unique strategic position in the Med basin
- **Powerful reach in Europe**, consolidated presence in the **Mediterranean basin** and strategic position in **South-East Asia**
- **Leading player in Latin America** with five different paths interconnecting North and South America
- **Contract Flexibility**: Lease, ROU and IRU - **Severe SLA Commitment**

# Our Solutions

## Dark Fiber & Virtual Fiber

### When capacity is not enough

- For Carriers, Operators, Enterprise & OTTs that want to extend their international infrastructure network
- Available in **submarine cables** and **terrestrial optical transport networks**
- **BlueMed/BlueRaman** - the new submarine cable that will enhance **diversification** in the **Europe-Asia corridor**

## NOCaaS & Genoa Landing Platform

### The ideal solution provider for submarine cable landing and management

- **NOCaaS**
  - For Submarine cable consortium/operators who need a NOC & NA solution for their cable by an experienced partner
  - Top notch references in the industry
- **Genoa Landing Platform** - the award-winning cable landing platform in Genoa which in addition to hosting **BlueMed** and **BlueRaman** cable systems offers **unique landing capabilities for six additional cables**





# Our Solutions

## Data Centers & Landing Hubs

A neutral environment in state-of-the-art facilities powered by landing capabilities

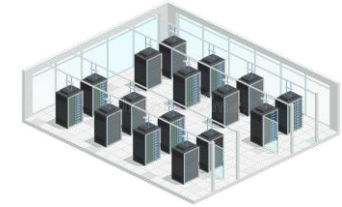
Colocation in state of the art  
data center facility



Cable Landing Station



Landing & Connectivity Hub



- **Nine Proprietary Neutral Hubs**
- **Italy** (Palermo Sicily Hub) - 18 submarine cables - 2 MW
- **Italy** (Genoa) - 2 submarine cables
- **Greece** (Athens and Chania - 4 Hubs) - 2 submarine cables - 14 MW
- **Israel** (Tel Aviv) - 3 submarine cables - 1 MW
- **Turkey** (Istanbul) - 2 submarine cables - 2.5 MW
- **Panama** - 6 submarine cables - 5 MW

# Our Solutions

## Connectivity

### Wide Coverage and High Performance

- **Private connectivity** - Ethernet and MPLS and differentiated services
- **Cloud Connect** - high performance dedicated connectivity to the major Cloud Providers
- **Broadband and Direct Internet Access (DIA)** for high performance Internet access

## Automation

### SONATA and SELF-SERVICE

- **MEF certified SONATA APIs for Self quoting and ordering** for Ethernet services
- **Customer Portal for Self Ordering** for Ethernet services to Cloud Providers
- **Bandwidth on Demand (BoD)** for Ethernet services



# Our Solutions

## Mobile Connectivity

### Advanced Solution for Premium Performance

- **Single interconnection** to provide IP Data Services to all mobile operators worldwide
- **High Quality** Voice and Mobile Data Services enabler
- **Cutting-edge interoperability** with a worldwide reach between various service providers
- Designed over a **carrier grade proprietary MPLS backbone** with higher speed and QoS

## ORS Multi-IMSI Solution

### Roaming Services Enabler for MVNOs

- **Instant access** to all Roaming Services with Worldwide Coverage
- **Support of multiple VAS** to reduce roaming costs and deliver improved services
- Managed Service for outsourced **Data Clearing**
- **Dashboard Tool** for a comprehensive traffic analysis

## SMS A2P

### Distinctive Solution for Providers and OTT

- **Turn-key** solution designed for quick launch and easy management of premium content services
- **Designed for Providers and OTT** for delivering and receiving SMS with all GSM and CDMA mobile operators globally
- **Direct access** via standard API, support of SMPP, UCP and SS7 protocols
- Access to more than **800 mobile networks**



# Dedicated Solutions for Enterprises

## Connectivity

### Evolved - Flexible - Managed

- **SD-WAN** as an evolution of traditional WAN for a more flexible and reliable multisite connectivity among geographically distributed sites and towards Cloud solutions
- **Private connectivity** - Ethernet and MPLS and differentiated services
- **Capacity**: complete range of optical transport products designed for any connectivity needs
- **Cloud Connect** - high performance dedicated connectivity to the major Cloud Providers
- **Self Ordering and Bandwidth on Demand (BoD)** for Ethernet services
- **Broadband and Direct Internet Access (DIA)** for high performance Internet access

## Security & Identity

### 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

## Multicloud

### Multicloud

- Multicloud offering for **access to the main public Cloud Providers**
- **Self-ordering marketplace** and **Customer support tools** for cost and consumption monitoring
- **Advanced expertise** to support customer digital migrations

# Dedicated Solutions for Enterprises

## Enterprise Voice Suite

- **Geonumbering service** to make global communication needs local
- **SIP Trunking** enables fast and reliable VoIP interface with customers
- **PSTN Replacement** for smart management of A-Number with local Numbers, based on dialed destination
- **VAS Applications** integrate dedicated modules for Centrex and Call-Center functionality, interface with third-party UCCaaS
- **Web Access Dashboard** offers complete off-net traffic control and QoS KPIs

## IoT

- Supply of **SIM/eSIM** able to register under visited network worldwide with more than 600 agreements
- 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 SD-WAN**



**MEF 3.0 LSO Sonata API**



# Excellence in the Industry: International Awards



Global Carrier Awards 2022, the most prestigious competition for the international wholesale sector, winner in the category **Best Subsea Innovation**. This award acknowledges the innovative scope of Sparkle's Genoa Landing Platform, a new infrastructure designed to ensure the sustainable landing of submarine cables seeking diversified access to the major European hubs



**Best Data/Capacity Provider** and **Best Digital Transformation Programme** at the Carrier Community Global Awards 2022. These prizes recognize 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



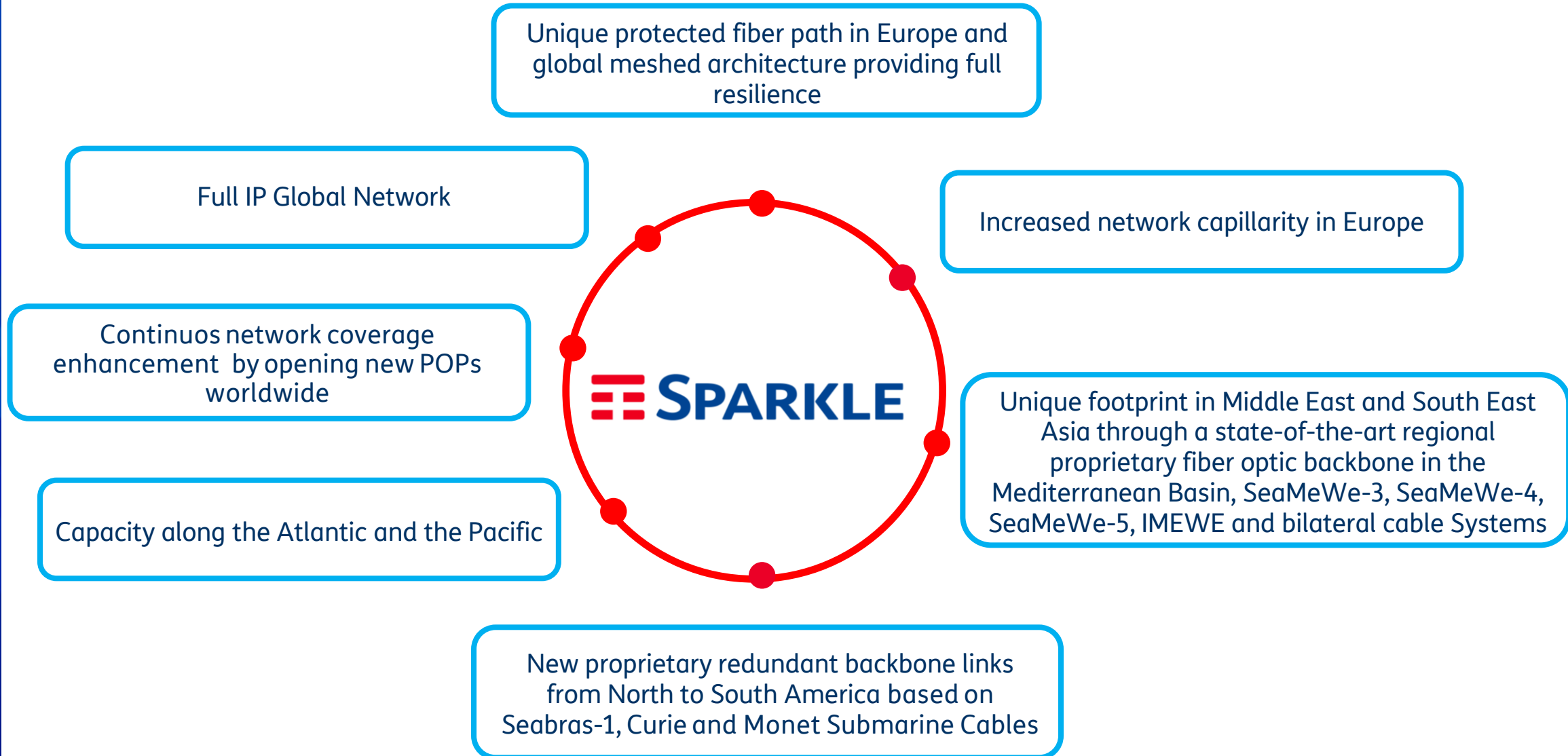
**BUSINESS  
IMPACT**

**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



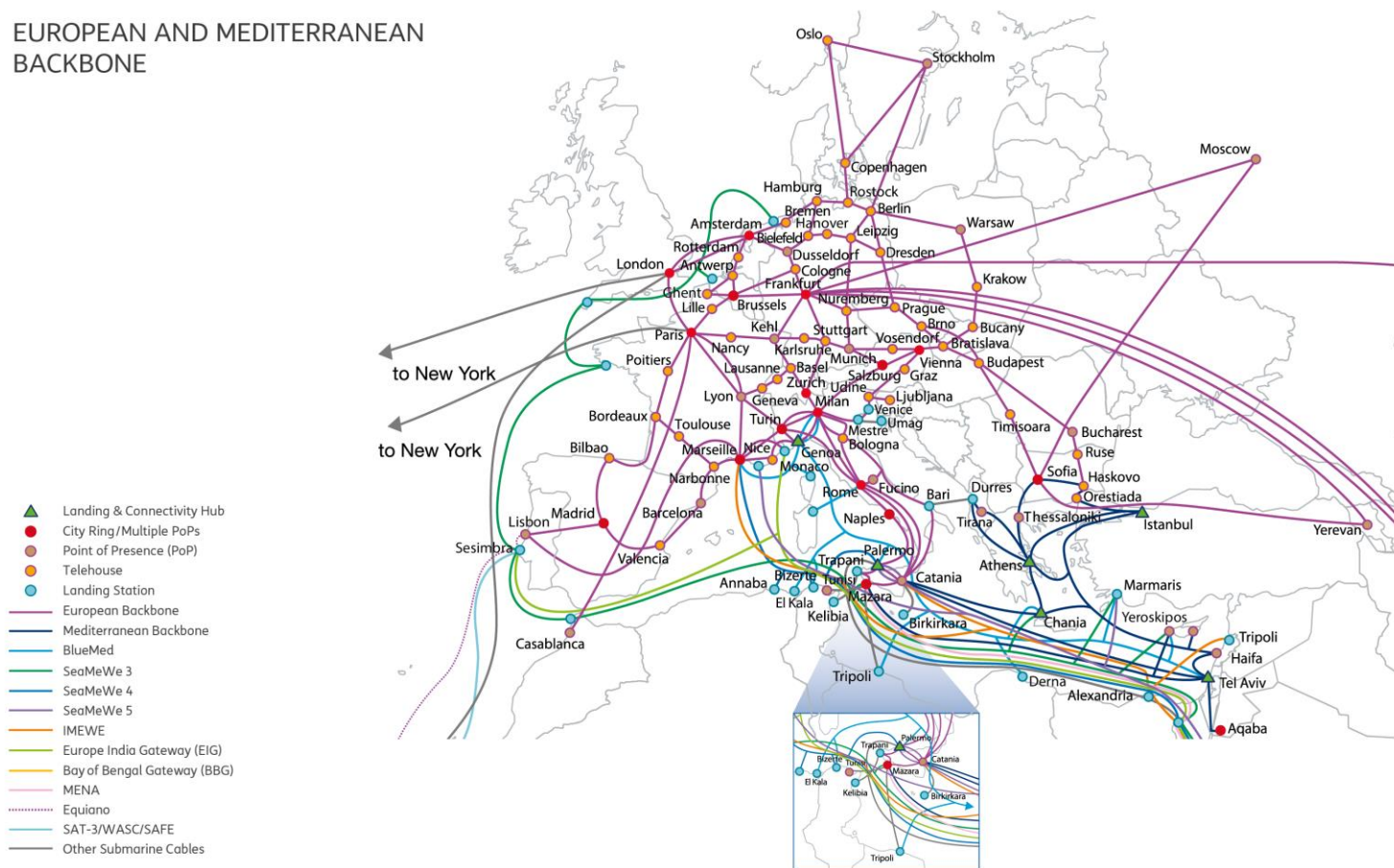
# Global Backbone





# Key Regional Backbones: Europe and Mediterranean

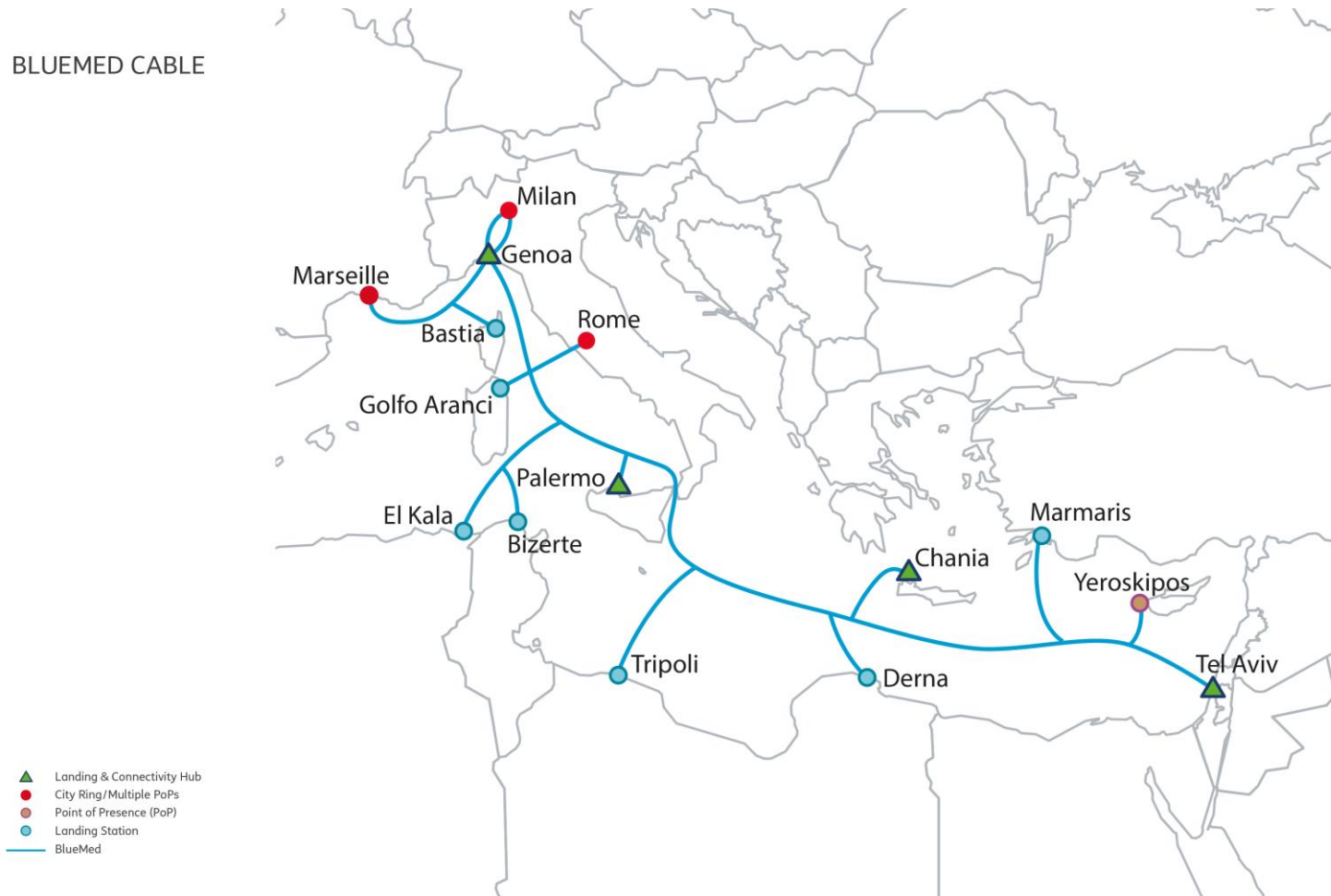
## EUROPEAN AND MEDITERRANEAN BACKBONE



- 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

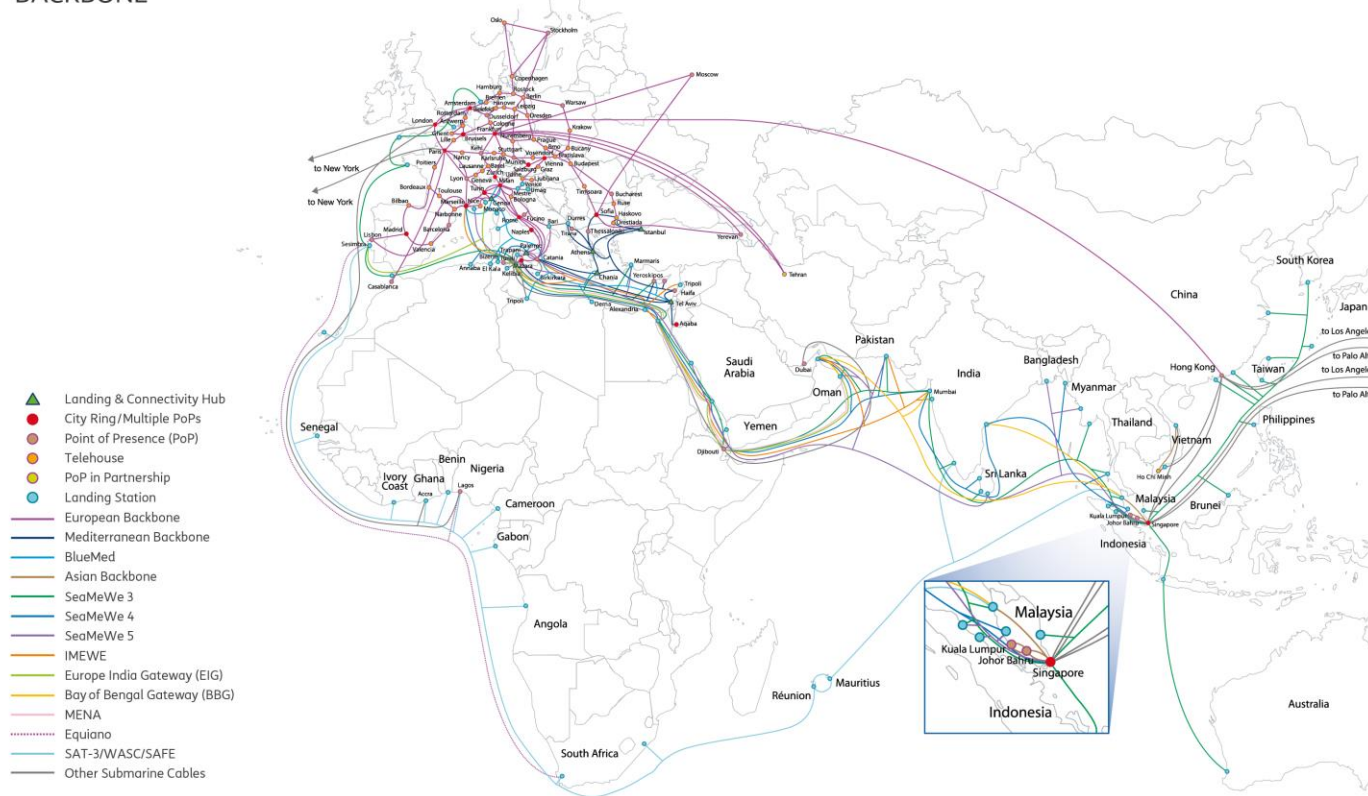
BLUEMED CABLE



- Sparkle proprietary domain in the Med basin
- **4 Fiber Pairs System / Min 25 Tbps per FP**
- RFS Tyr from **2Q2023**
- **Expected RFS 2024**
- 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



### 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
- **BluRaman:** Jordan, Saudi Arabia, Djibouti, Oman and India. Expected RFS 2024
- Other Submarine Cables: **SeaMeWe-3, EIG, BBG and MENA** (Europe, Africa, Middle East, Far East)

### EUROPE TO WEST AFRICA & SOUTH AMERICA

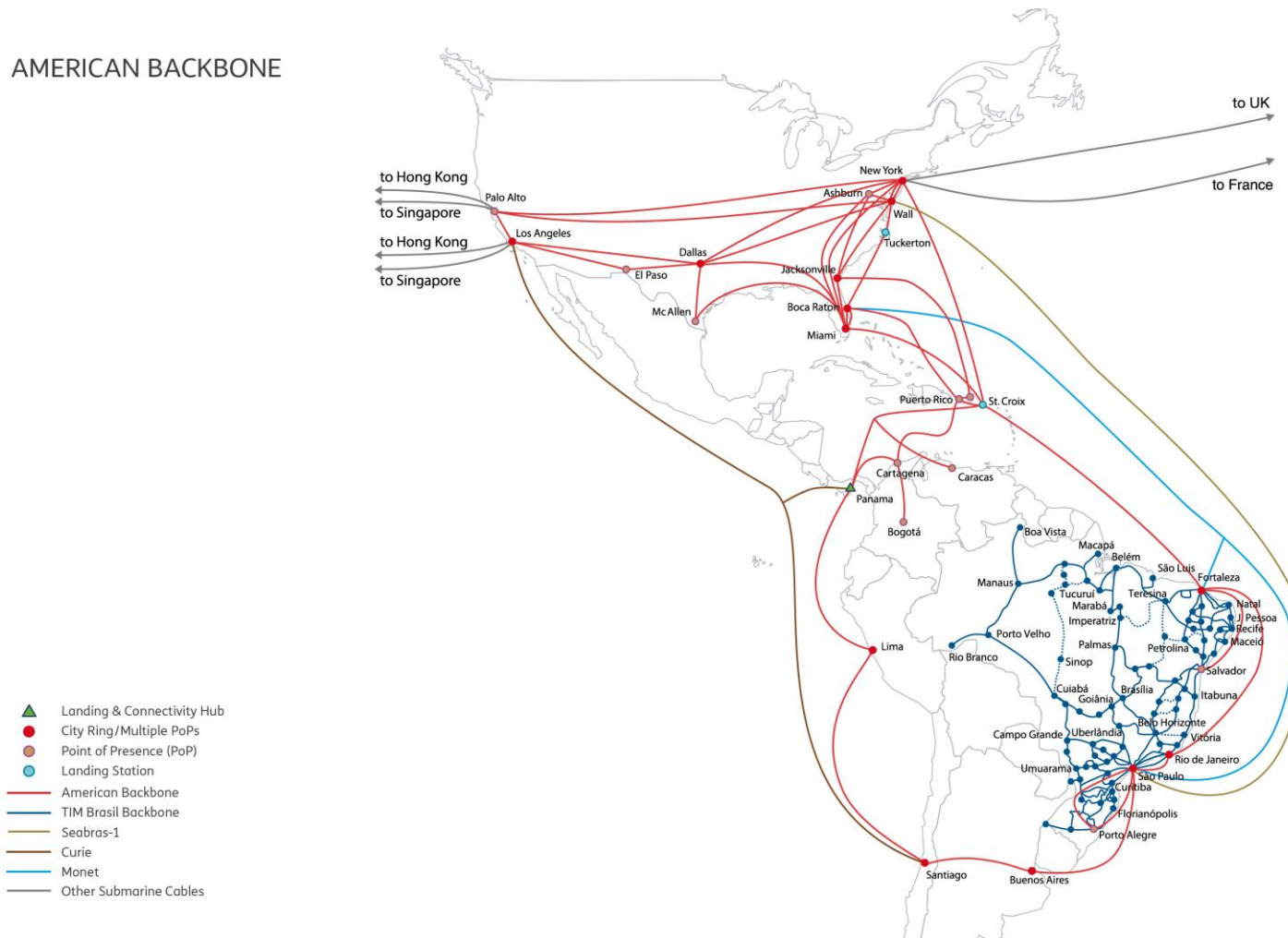
- **SAT-3** (Europe, West Africa), **EQUIANO** (Europe, West Africa, South Africa)

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



# 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**

The background is a solid dark blue. In the bottom-left corner, there are several overlapping, curved lines in various shades of blue and cyan, creating a modern, abstract design element.

THANK YOU