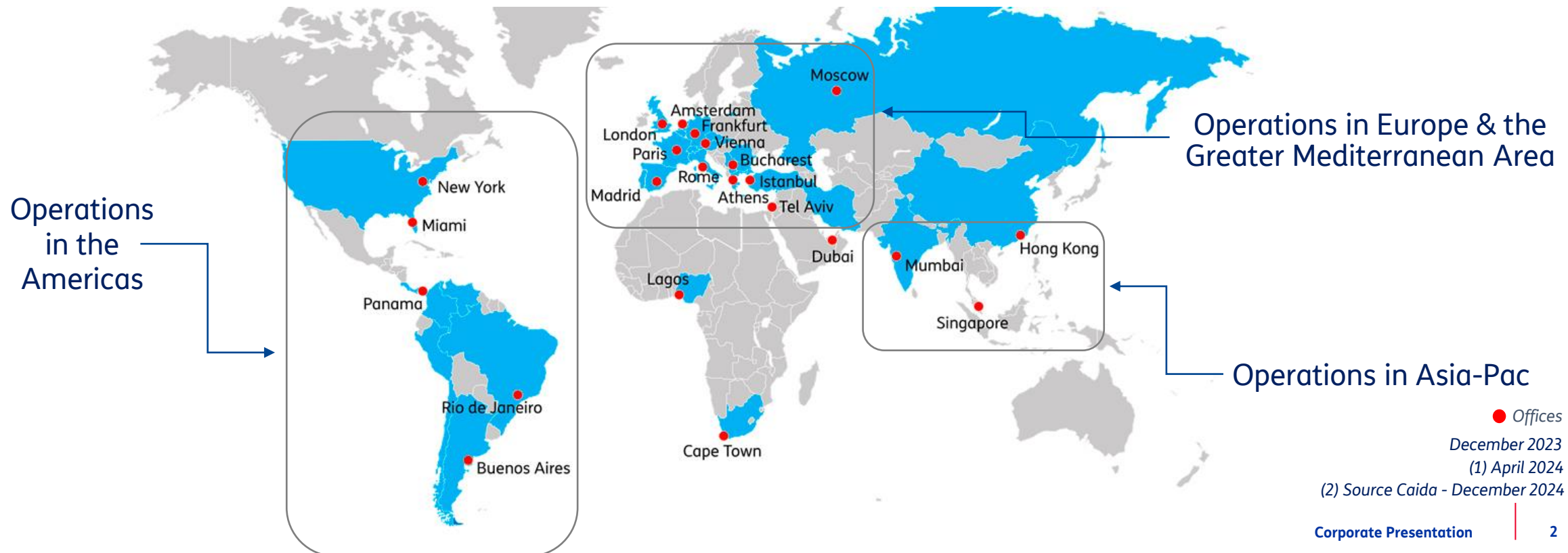# Sparkle at a glance

COMPANY DATA

Commercial Operations in **33 Countries**
Headcount **682**
600,000 km fiber optics
169 PoPs Network coverage [1]
PoPs via partners **>1,000**
Roaming agreements **>600**

AT A GLANCE

100% TIM Group
1st International Service Provider in Italy
Among the **Top-10** Global Operators
Ranked **#6** for Seabone (AS 6762),
Sparkle's Global IP Transit Backbone [2]

KEY FIGURES

1,518 Customers
Voice Traffic **6B minutes**
Data Traffic **133 Tbps**
1 Bn EUR Revenues

Operations in the Americas

Operations in Europe & the Greater Mediterranean Area

Operations in Asia-Pac

New York
Miami
Panama
Rio de Janeiro
Buenos Aires

Moscow
Amsterdam
Frankfurt
London
Vienna
Paris
Bucharest
Rome
Istanbul
Madrid
Athens
Tel Aviv
Dubai
Lagos
Cape Town

Mumbai
Hong Kong
Singapore

● *Offices*
December 2023
(1) April 2024
(2) Source Caida - December 2024

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 33 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 **two global NOCs** and **one SoC**

#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 **6th** 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
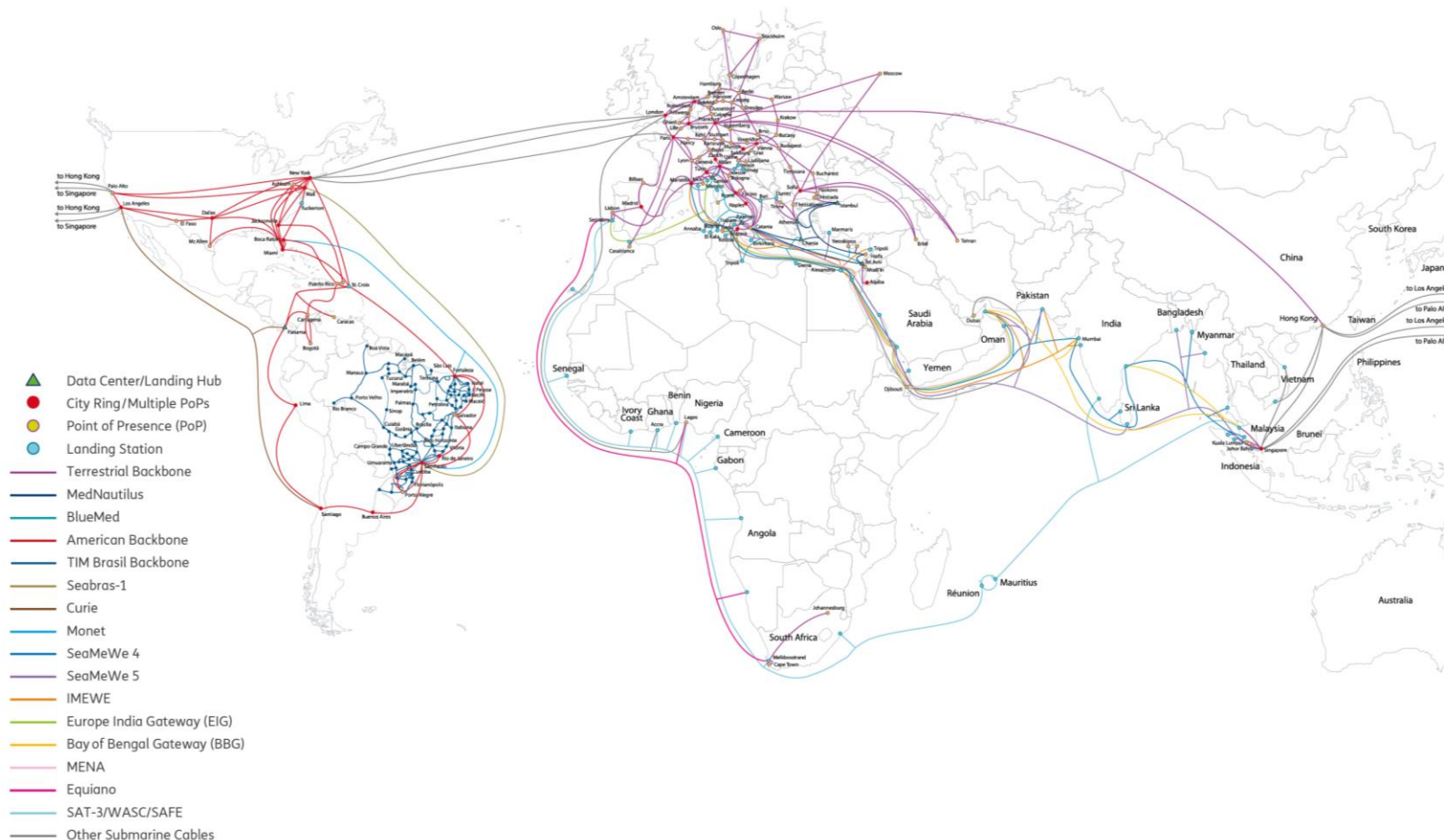
Global Player for **Mobile Connectivity** and **IoT Solutions**

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

Legend:
- ▲ Data Center/Landing Hub
- ● City Ring/Multiple PoPs
- ● Point of Presence (PoP)
- ● Landing Station
- — Terrestrial Backbone
- — MedNautilus
- — BlueMed
- — American Backbone
- — TIM Brasil Backbone
- — Seabras-1
- — Curie
- — Monet
- — SeaMeWe 4
- — SeaMeWe 5
- — IMEWE
- — Europe India Gateway (EIG)
- — Bay of Bengal Gateway (BBG)
- — MENA
- — Equiano
- — SAT-3/WASC/SAFE
- — Other Submarine Cables

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

- **84 cities in 42 countries**

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

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

- **Two global NOCs** and **one SoC with 24/7 coverage**

Data as of April 2024

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

NETWORK, CLOUD & SECURITY

Suite of top technologies blended with a differentiated set of monitoring/management capabilities and security features, enabling flexible and reliable connectivity for any-to-any reach and secure access to cloud

MOBILE

SIM/eSIM Global connectivity solutions for IoT Market

Worldwide Data and Signalling 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 and Mobile Operators 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-4, IMEWE, MedNautilus, SEA-ME-WE 5, SEABRAS-1, Curie, Equiano, Monet 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 - Bandwidth up to 400G - **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

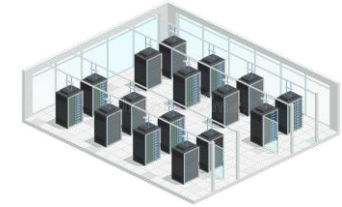A neutral environment in state-of-the art facilities powered by landing capabilities

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 **M2M Quoting and Ordering** for Ethernet services
- **Customer Portal for Self Quoting, Ordering and Reporting**
- **Bandwidth on Demand (BoD)** for Ethernet Cloud Connect 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 specific connectivity needs
- **Cloud Connect** – high performance private connectivity to the major Cloud Providers
- **Self Quoting/Ordering through Customer Portal** for Cloud Connect Solution
- **Automated Quoting/Ordering through MEF standard APIs** for Ethernet services
- **Broadband and Direct Internet Access (DIA)** for high performance Internet access

Security & Identity

Network – Asset – SOC

- **SASE and Anti DDOS protection services** to protect network infrastructure, systems, and data from unauthorized access, breaches, and cyber threats
- **Security control and management services** through the highly specialized Sparkle's SOC

Dedicated Solutions for Enterprises

Multicloud

- Multicloud offering **to access and integrate** AWS, Microsoft and Google cloud services, complemented with private Cloud Connect Solution
- **Advanced expertise** to support customer digital transformation

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**
- Platforms for IoT SIM/eSIM connectivity & management
- Advanced and flexible **pricing model**

Sparkle: Strategic Relevance According to the Italian Government

- Company of Strategic relevance for national, security and defense interests as it operates worldwide in the telecommunication sector **(GOLDEN POWER)**

- Qualified provider authorized to manage classified information up to SECRET by NATO/EU and to participate in classified tenders **(CLASSIFIED INFORMATION)**

- Entity providing an essential service to the country through terrestrial and submarine communication infrastracture management **(NATIONAL CYBER SECURITY PERIMETER)**

October 2017	July 2019	June 2021
Italian Government applies «golden power» to avoid foreign ownership	**Italian Government grants special certification allowing Sparkle to manage classified information (N.O.S.I.S.)**	**Italian Government includes Sparkle in the National Cyber Security Perimeter**

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**

Certificate of Compliance for Anti–Corruption Management System – **ISO 37001**

MEF 3.0 Carrier Ethernet

MEF 3.0 SD-WAN

MEF 3.0 LSO Sonata API

Excellence in the Industry: International Awards

SASE Service Provider of the Year - Europe from the 2024 MEF Awards program recognizing excellence and innovation in the global community to provide advanced communications solutions optimized for the digital economy. For the second year in a row, this prize recognizes the **maturity of Sparkle's SASE architecture** and the **potential of its flexible NaaS model** as well as the **continuous efforts to understand and address customer needs within the cybersecurity landscape**

Project of the Year prize at the Global Connectivity Awards 2024, the most prestigious competition in the global telecommunications sector. This award acknowledges Sparkle for its BlueMed submarine cable system, the new intercontinental infrastructure stretching from Italy to Jordan. BlueMed was recognized as "**the most ingenious, visionary and demonstrably impactful digital infrastructure project of the year**"

Best WAN Solution provider prize at the Carrier Community Global Awards 2024 recognized Sparkle's relevance in the WAN market thanks to its secure network solutions - including **SD-WAN, SASE and Cloud Connect** - to support the enterprises' digital transformation and confirmed the company's role as an end-to-end service provider
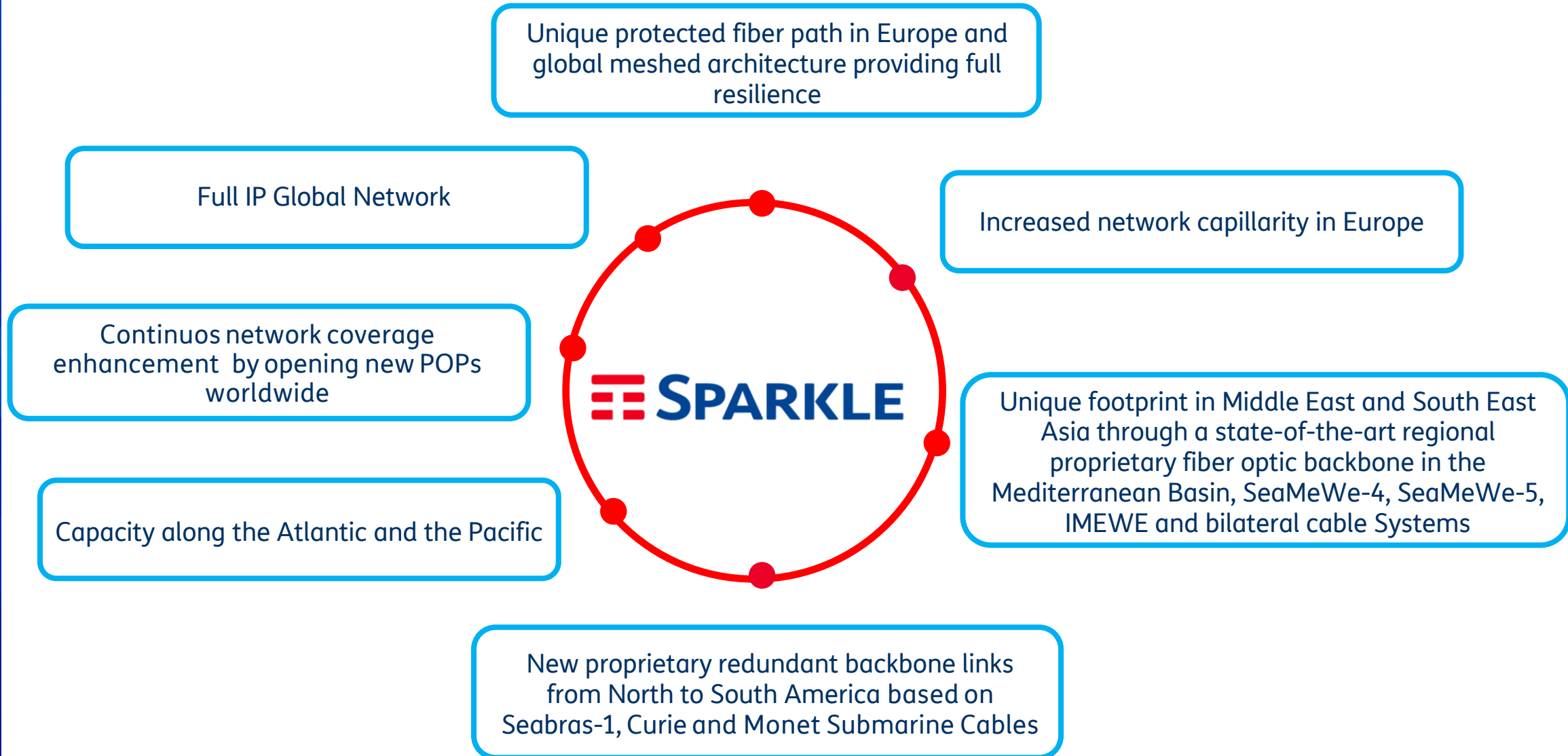
Customer Experience prize at the World Communication Awards 2021 as a recognition for the company-wide CX program deployed across three dimensions - process automation, digital tools and a customer-focused organization - to deliver an engaging customer journey experience
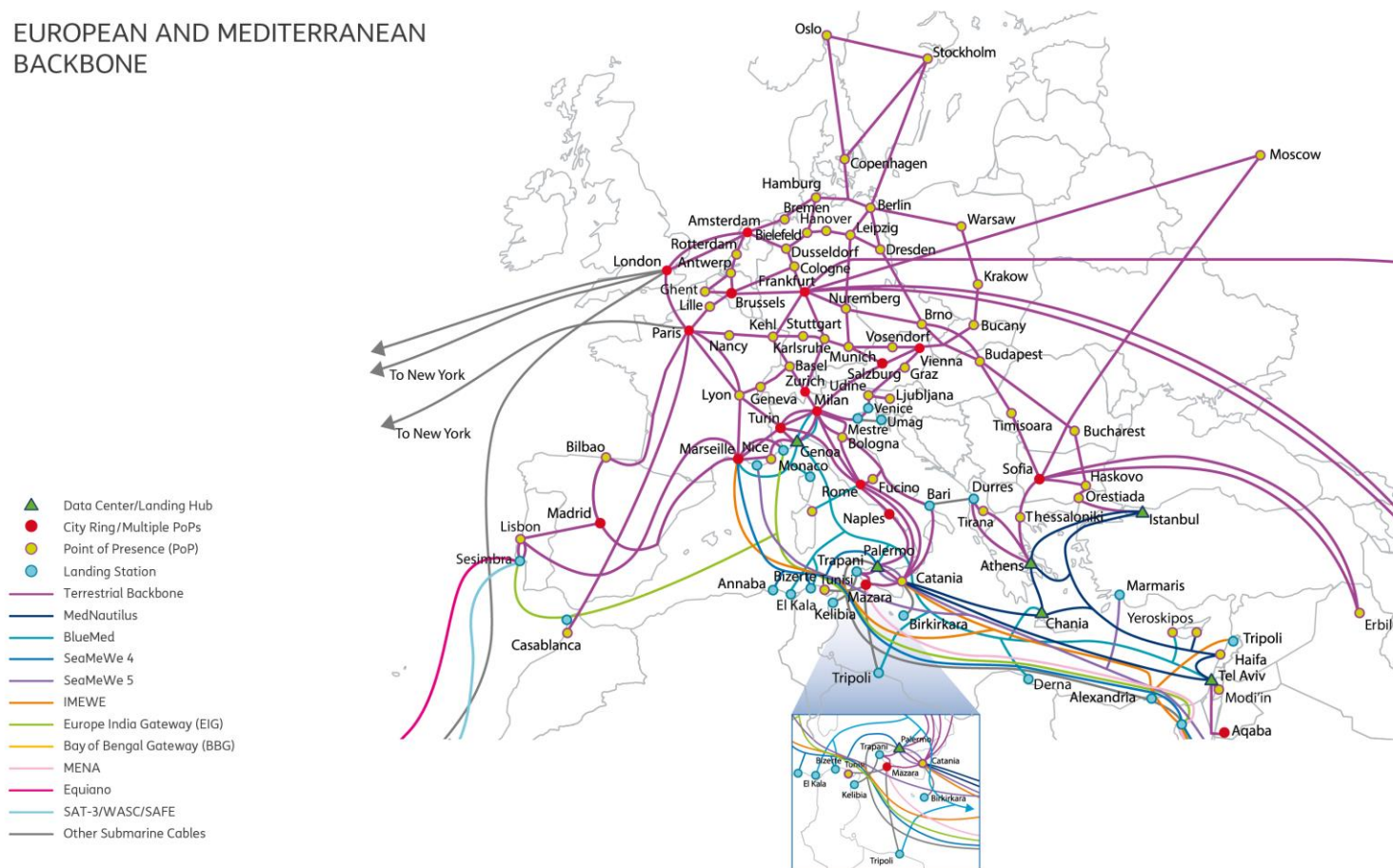
FOCUS ON SPARKLE'S BACKBONE

Global Backbone

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

Full IP Global Network

Increased network capillarity in Europe

Continuos network coverage enhancement by opening new POPs worldwide

SPARKLE

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-4, SeaMeWe-5, IMEWE and bilateral cable Systems

Capacity along the Atlantic and the Pacific

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

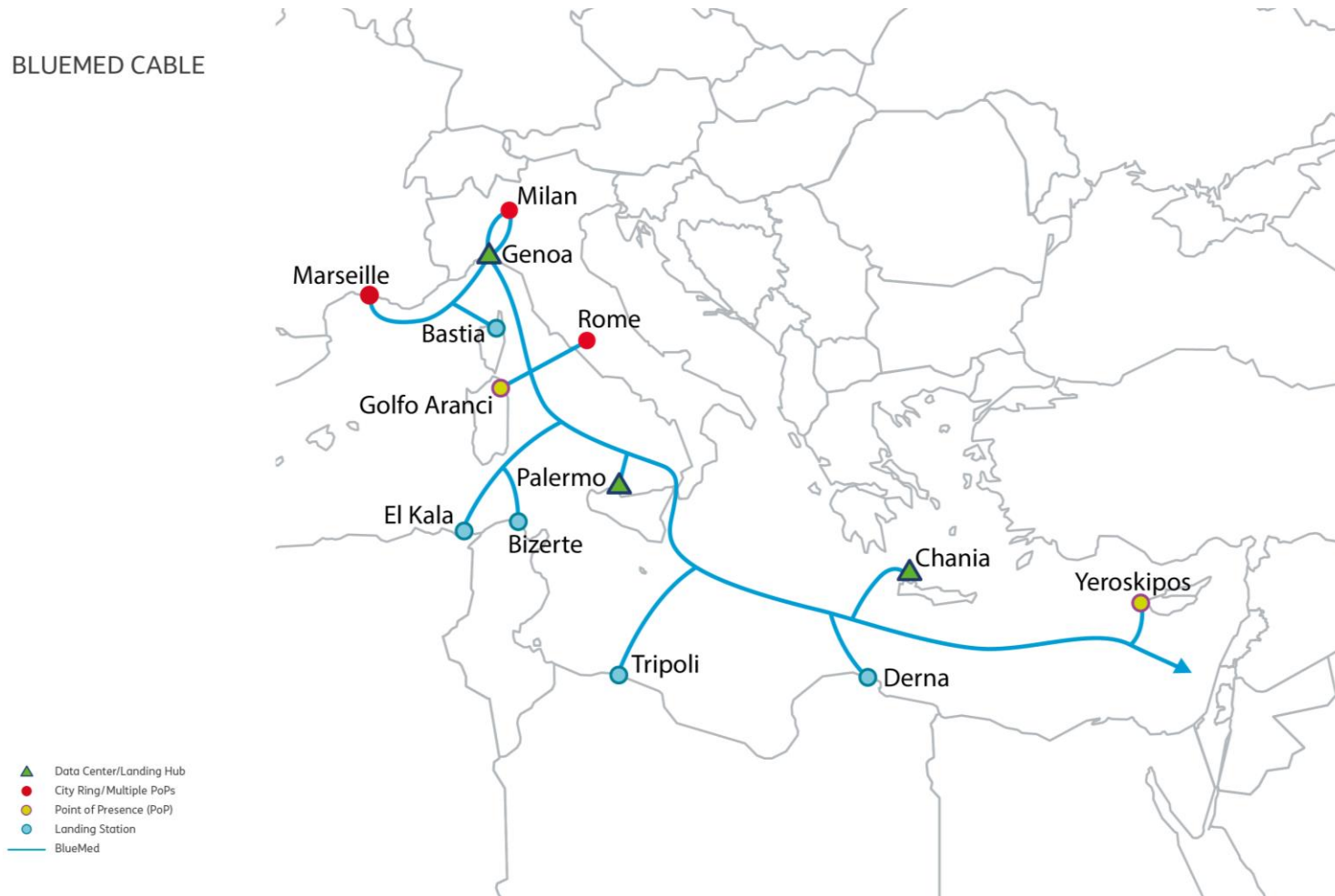# Key Regional Backbones: Europe and Mediterranean

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

- POPs in Moscow and Casablanca for the offering to Enterprises

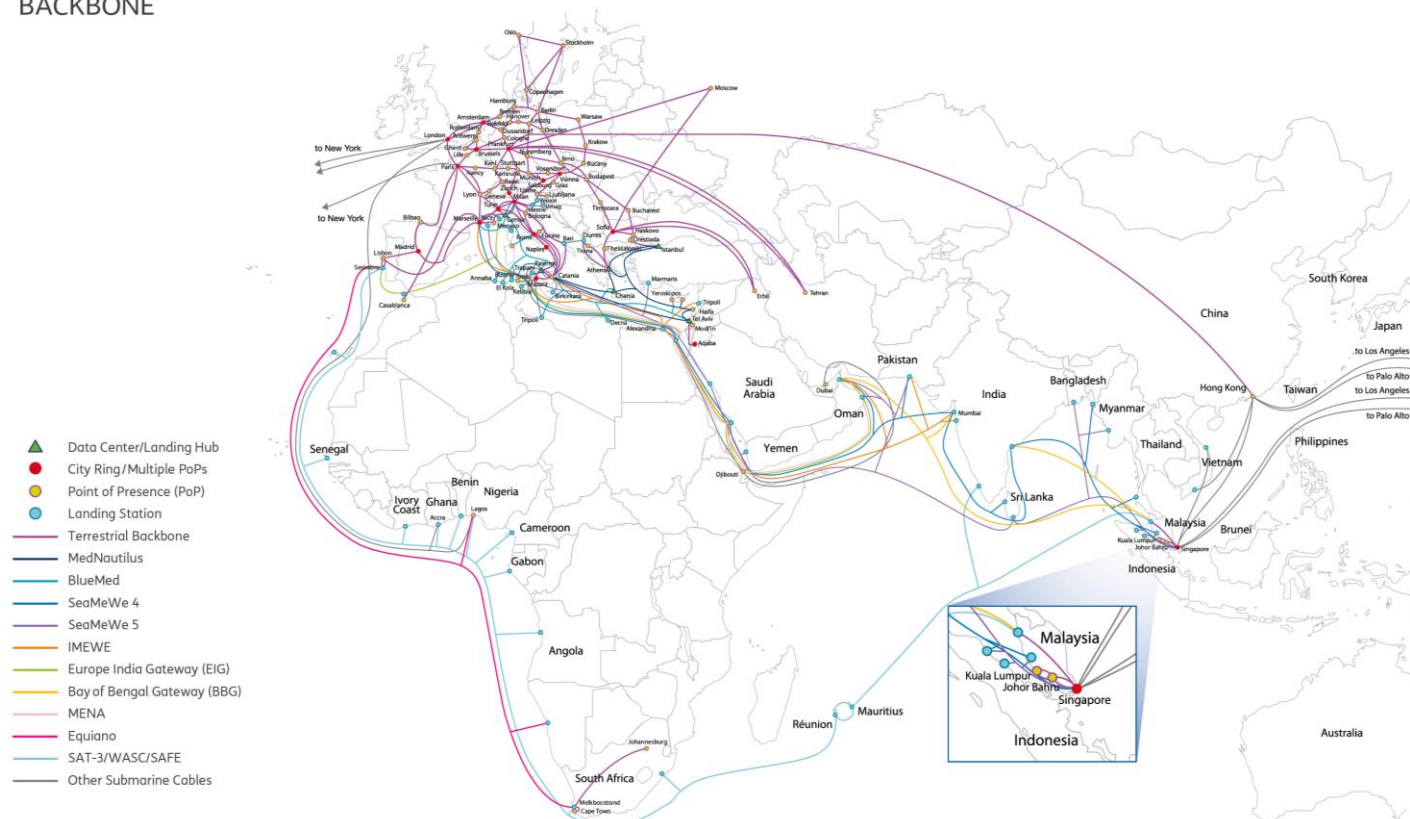# Reinforcing Leadership in the Mediterranean through BlueMed

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**

Legend:
- Data Center/Landing Hub
- City Ring/Multiple PoPs
- Point of Presence (PoP)
- Landing Station
- BlueMed

Strategic Focus on Med, ME, Africa & APAC Corridors

EUROPE, MIDDLE EAST, AFRICA AND ASIA BACKBONE

Legend:
- ▲ Data Center/Landing Hub
- ● City Ring/Multiple PoPs
- ● Point of Presence (PoP)
- ● Landing Station
- Terrestrial Backbone
- MedNautilus
- BlueMed
- SeaMeWe 4
- SeaMeWe 5
- IMEWE
- Europe India Gateway (EIG)
- Bay of Bengal Gateway (BBG)
- MENA
- Equiano
- SAT-3/WASC/SAFE
- Other Submarine Cables

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**
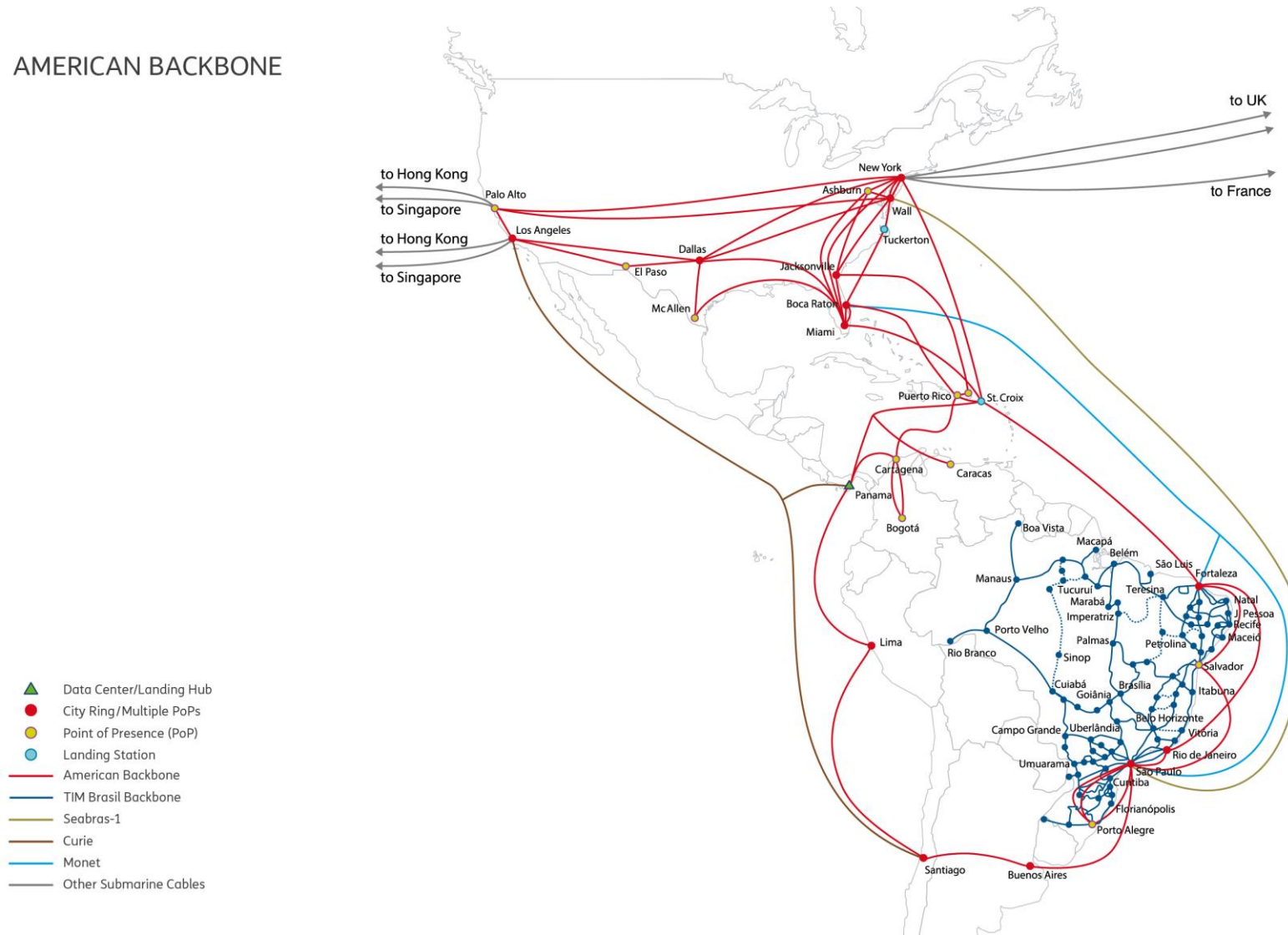
EUROPE TO AFRICA, ME & ASIA

- **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
- **BluRaman**: France, Italy, Greece, Israel, Jordan, Saudi Arabia, Djibouti, Oman and India. Expected RFS 2025
- Other Submarine Cables: **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)

Key Regional Backbones: Americas

AMERICAN BACKBONE

Map legend:
- ▲ Data Center/Landing Hub
- ● City Ring/Multiple PoPs
- ● Point of Presence (PoP)
- ● Landing Station
- — American Backbone
- — TIM Brasil Backbone
- — Seabras-1
- — Curie
- — Monet
- — Other Submarine Cables

- 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 and Curie on the Pacific**

- 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