




La via della seta digitale

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ANNUAL MEETING 2015

Roma, 17 giugno 2015 - Casa del Cinema



GLOBAL SOLUTIONS FOR



 **SPARKLE** | *Sicily Hub*

The leading IP gravity center of the Mediterranean basin

NAMEX Annual Meeting, June 17^o 2015

 **SPARKLE**

TELECOM ITALIA GROUP

WITH 
MILANO 2015

COMPANY DATA

Headcount

641

Countries of presence

39

Network coverage *(as of March 2015)*

PoPs **119**

PoPs via partners

>1,000

KEY FIGURES

Voice Traffic *(Bn minutes)*

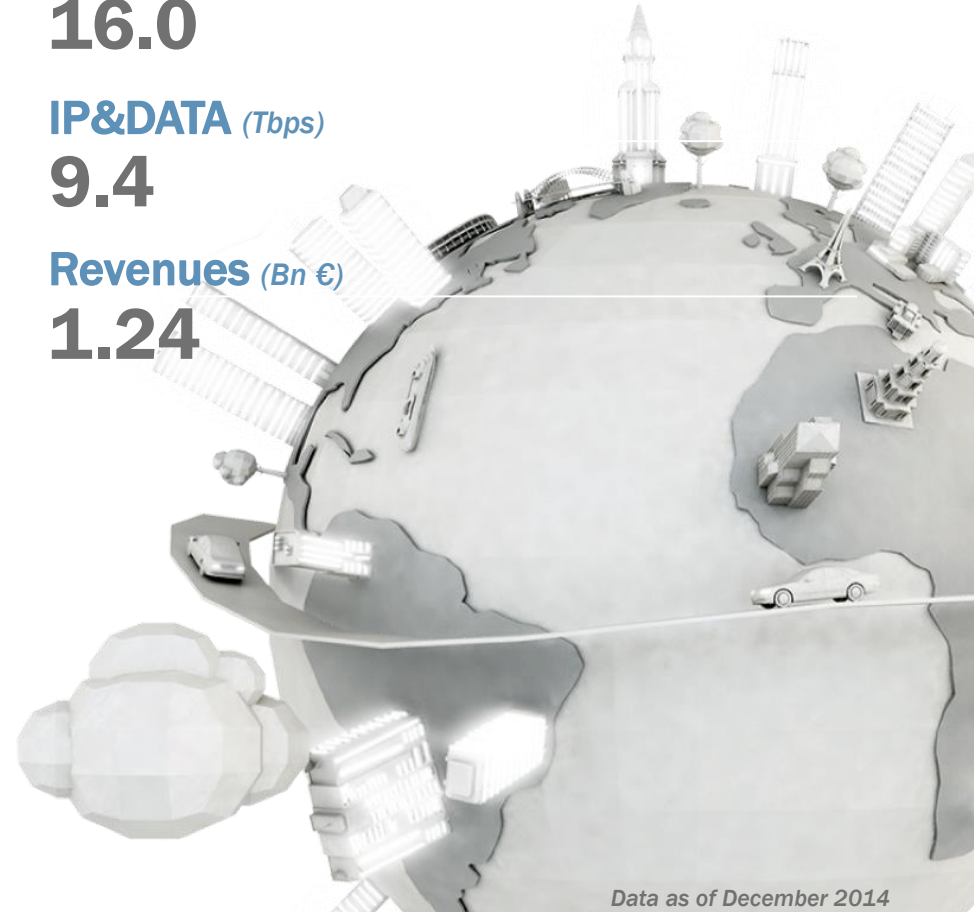
16.0

IP&DATA *(Tbps)*

9.4

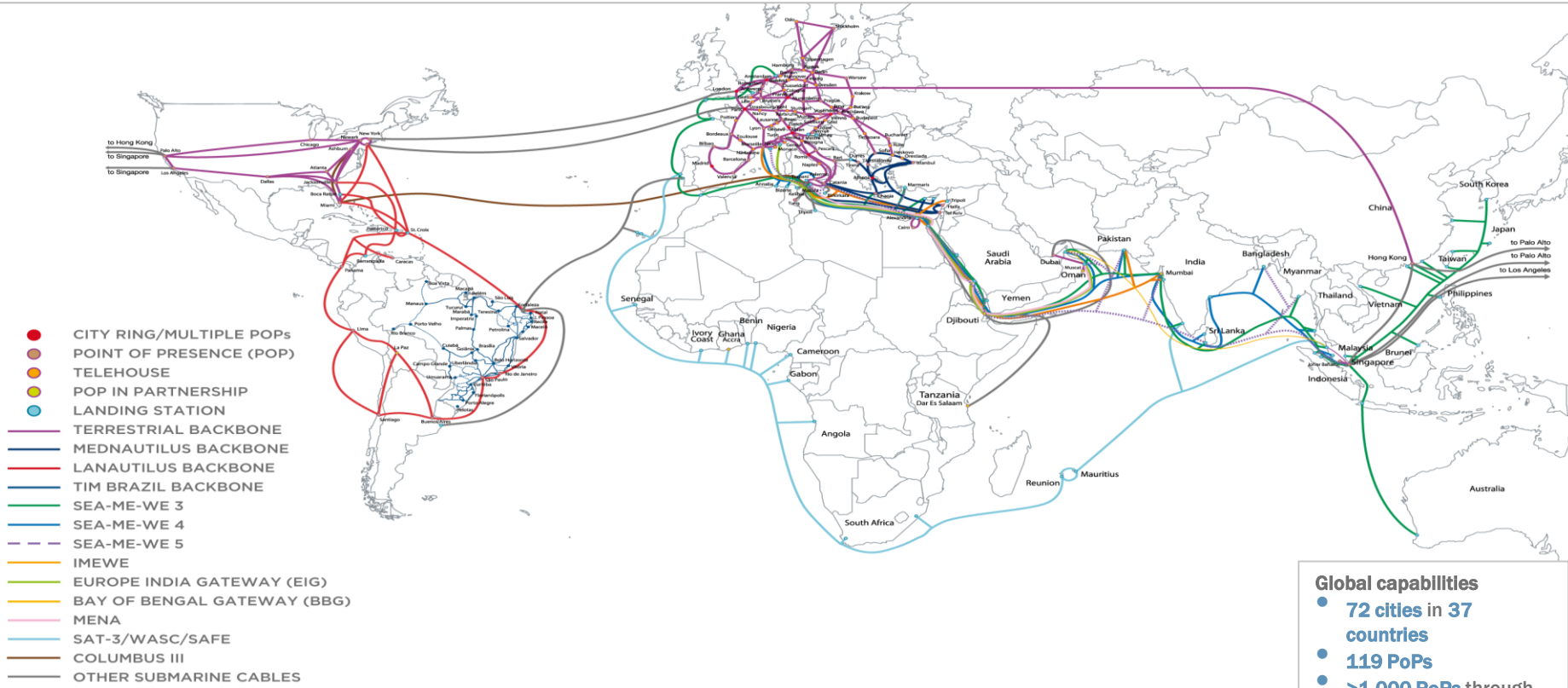
Revenues *(Bn €)*

1.24



Data as of December 2014

TI Sparkle Group Global Network



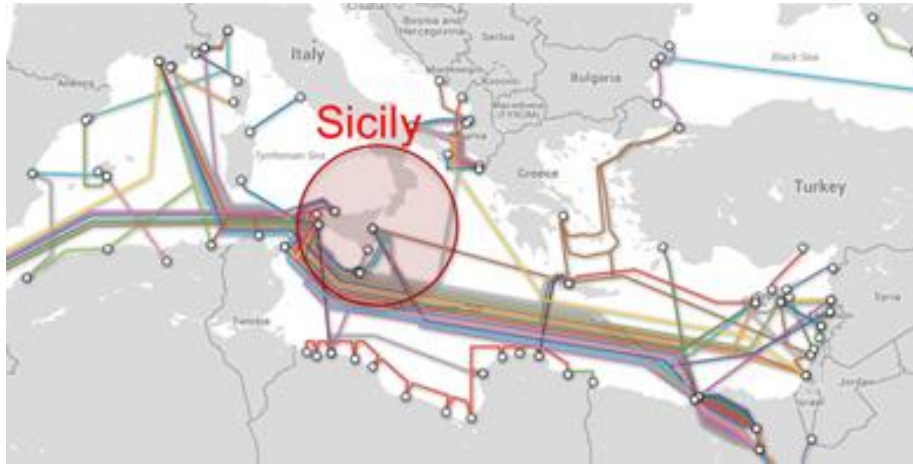
- Full IP Global Network
- Unique dual protected fiber path in Europe and global meshed architecture providing full resilience
- Unique footprint in Middle East and South East Asia through MedNautilus, SMW3/4, upcoming SMW5, IMEWE and bilateral cable systems
- New POPs in Oman, Malaysia, Sweden and Albania
- Increased network capillarity in Europe

Global capabilities

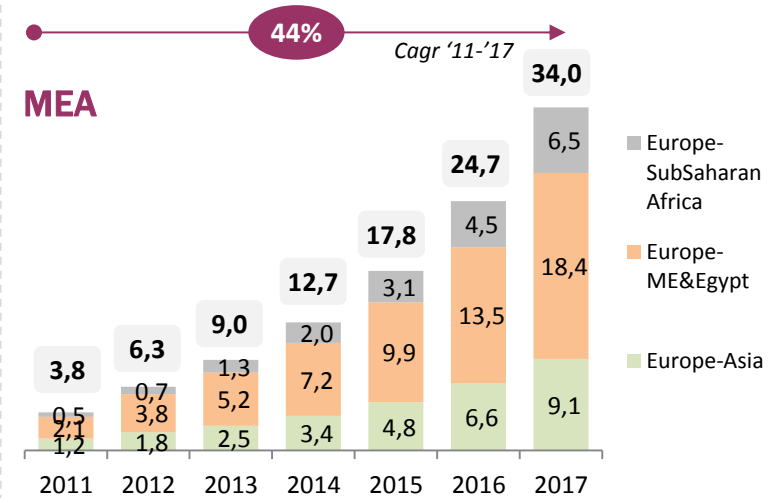
- 72 cities in 37 countries
- 119 PoPs
- >1,000 PoPs through partners
- 55,000 km/fibre PEB
- 32,000 km LAN
- 10,800 km MED
- 14,000 km/fibre Italian network
- 450,000 km submarine cables

Data as of March 2015

Sicily: the Natural Cross Road of Submarine Cable Systems



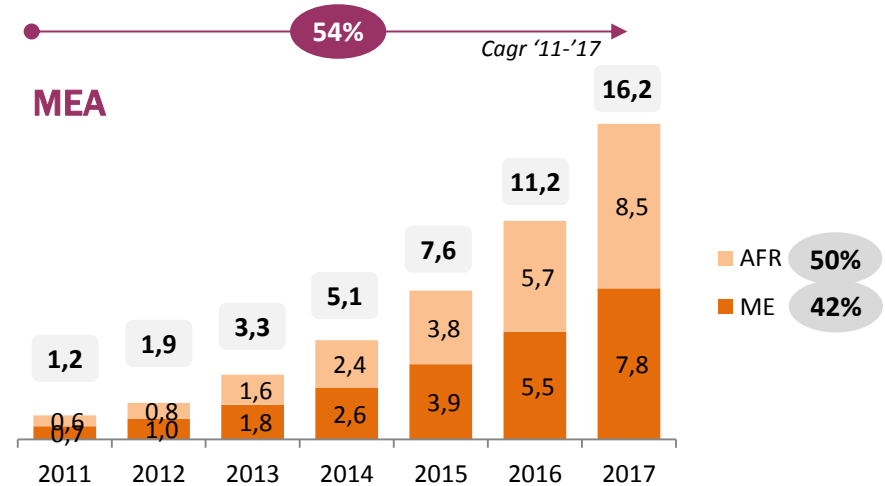
Managed Bandwidth Volume by MEA relevant routes - Terabit



MEA traffic is growing with a rate higher than in other regions

- New submarine cables, mainly from Africa, are reducing the cost for end user allowing the diffusion of internet.
- Interconnection with Content players will be the key driver.
- Africa, landing in Europe is shared among 3 main doors: London, Marseille and Sicily. We can expect a similar share between the three in 5 years.
- Middle East is mainly hubbing into Frankfurt and Amsterdam again through Sicily and France, with Turkey slowly rising its importance as a gateway to central Asia.

IP Market Volume (Transit+Peering) - Terabit



Sicily Hub: the reference Mediterranean Gateway to the Internet

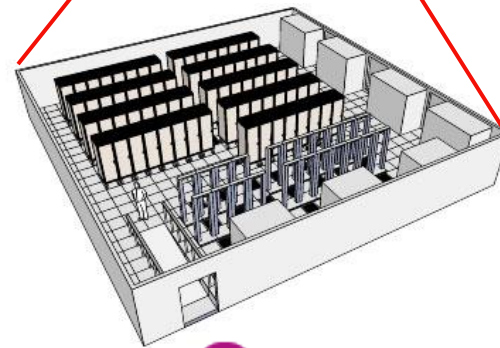


The Tier 3+ Data Center in Palermo that has been designed to become the leading IP gravity center in the Mediterranean basin, where Content meets ISPs

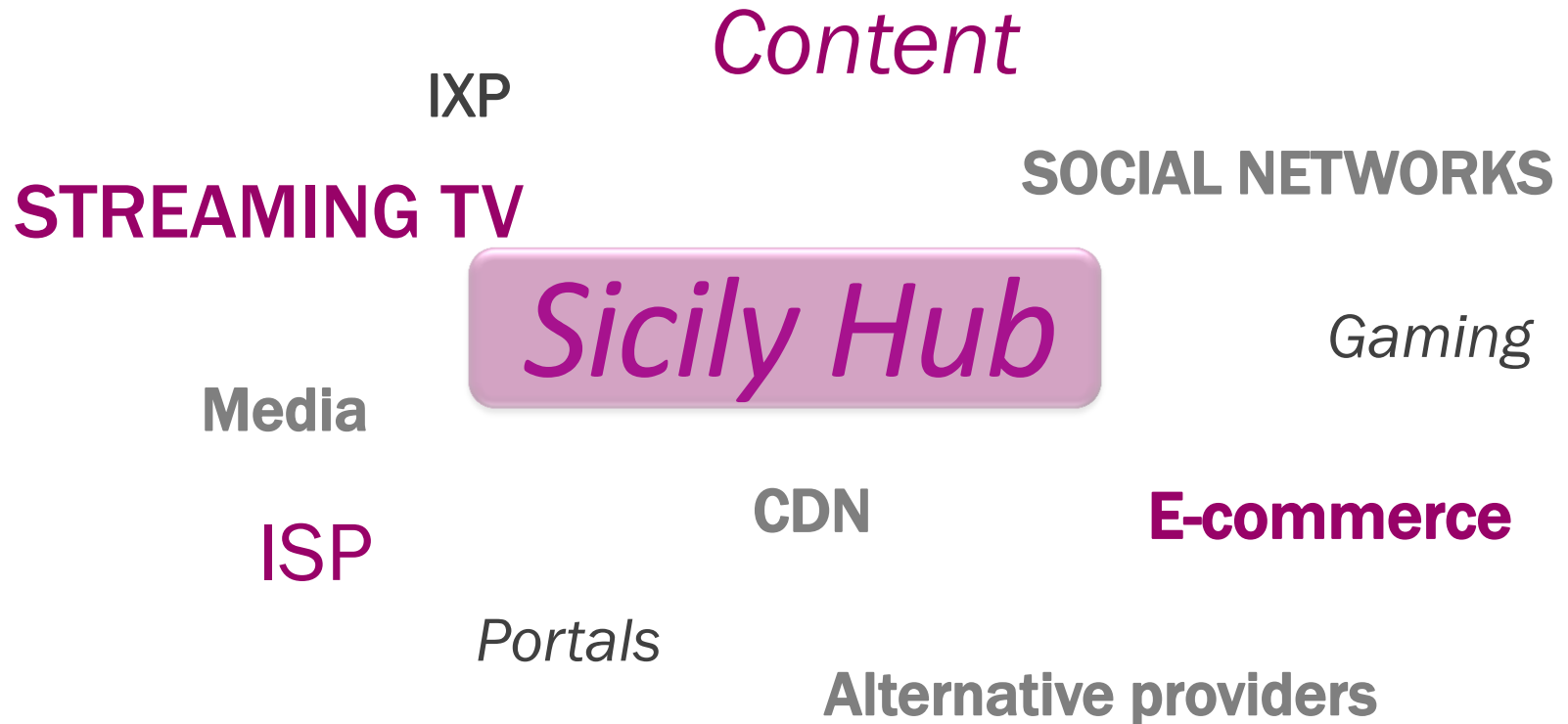
Into the Mediterranean, Closer to Africa and Middle East, Sicily is the doorway to Europe

Sicily Hub Value Proposition

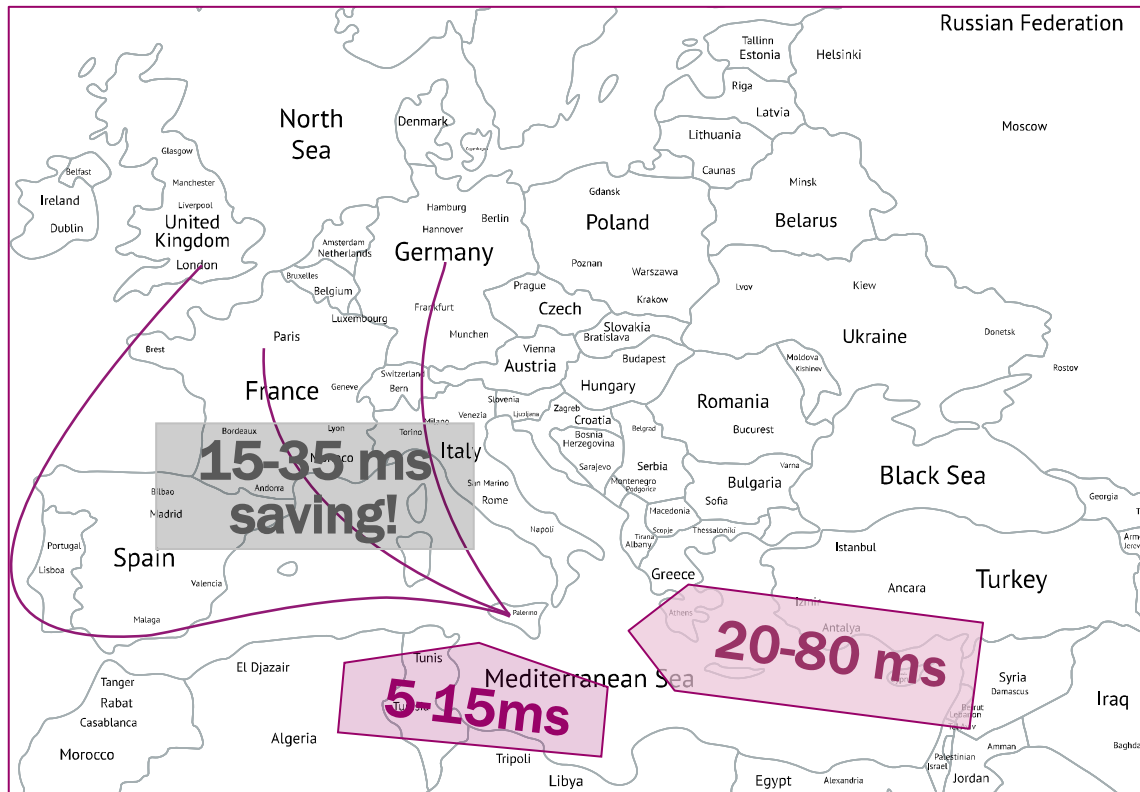
- Open colocation facility
- Connected with all key landing stations in Sicily
- Private interconnection or public peering through DE-CIX, the world largest neutral IX
- Content, the most important players have chosen Sicily Hub to interconnect with ISPs with improved performance
- Flexibility, to manage submarine and terrestrial capacity efficiently
- Marketplace, to purchase/sell any telecommunication and cloud solution



***A rich multi breed ecosystems, creating IP gravity at higher performance:
Sicily is the closest European Internet hub to Africa and Middle East!***

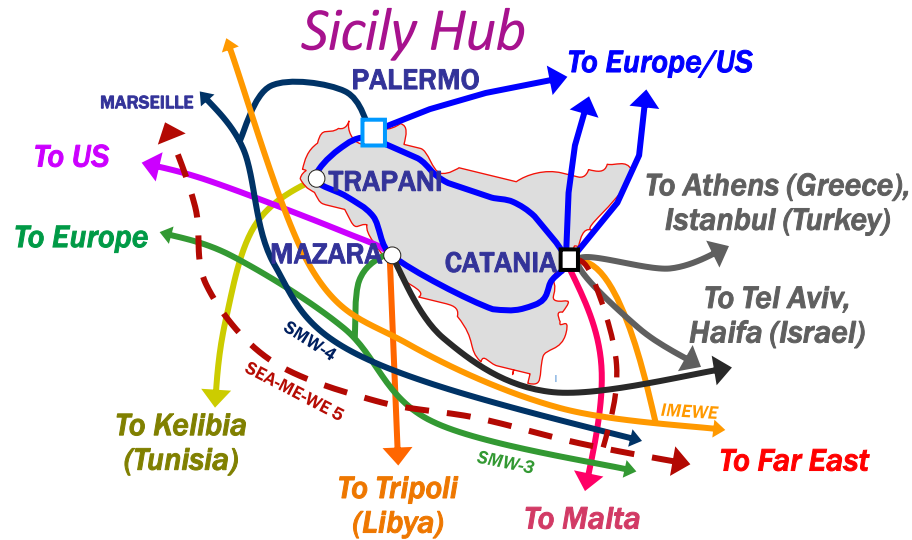


Latency to Sicily is less than half compared to the other European hubs



- Sicily Hub latency is:**
- 5-15 ms only from North Africa
 - 15-30 ms far from Mediterranean Basin countries
 - 20-80 ms from ME
- Saving 15-35 ms compared to other European hubs**

Sicily Hub dramatically reduces latency to content and peers



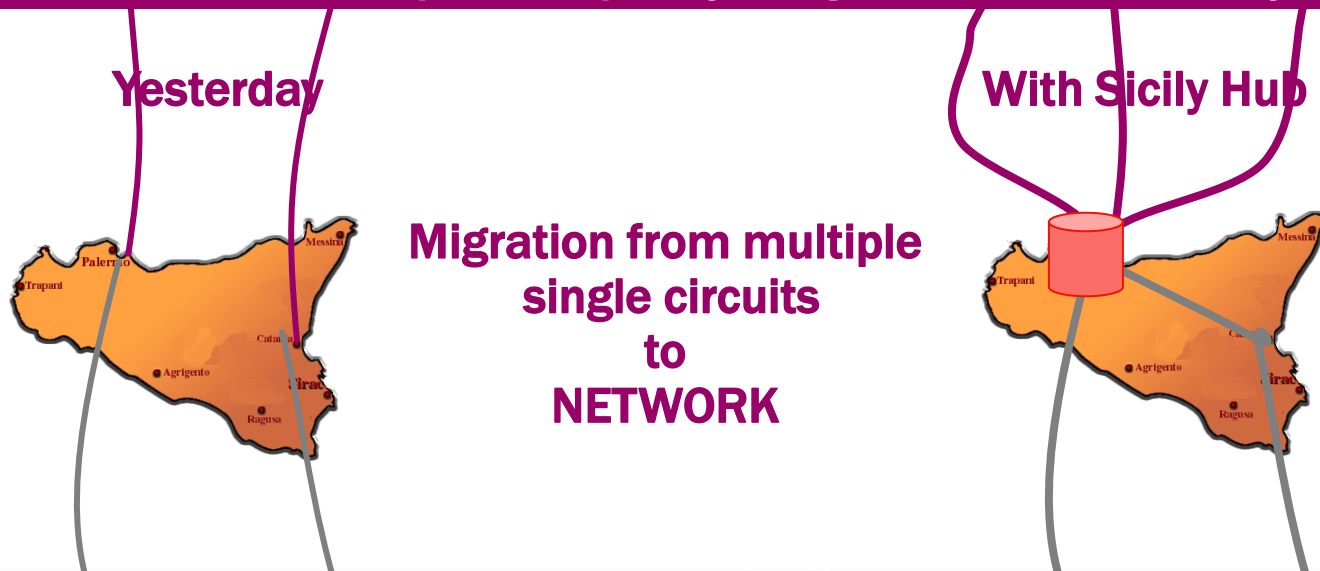
All key landing stations in Sicily are already connected to Sicily Hub

Sparkle invested several hundreds M€ in submarine cable assets so far

Sicily Hub

TI Sparkle supports other submarine cables in entering Sicily Hub to increase the IP gravity

Carriers can improve capacity usage and cost efficiency



- grooming of:
 - submarine capacity
 - terrestrial backhauls
- implement self-protection network plan to promptly react at submarine cable faults
- better reaction in case of submarine cable outages

A sophisticated marketplace for all needs



Sicily Hub like other EU HUBs

All telco /cloud products will be available

- Backhauled to Europe
- IP transit
- Cloud services
- Enterprise services / NNI
- Mobile services
- Voice services

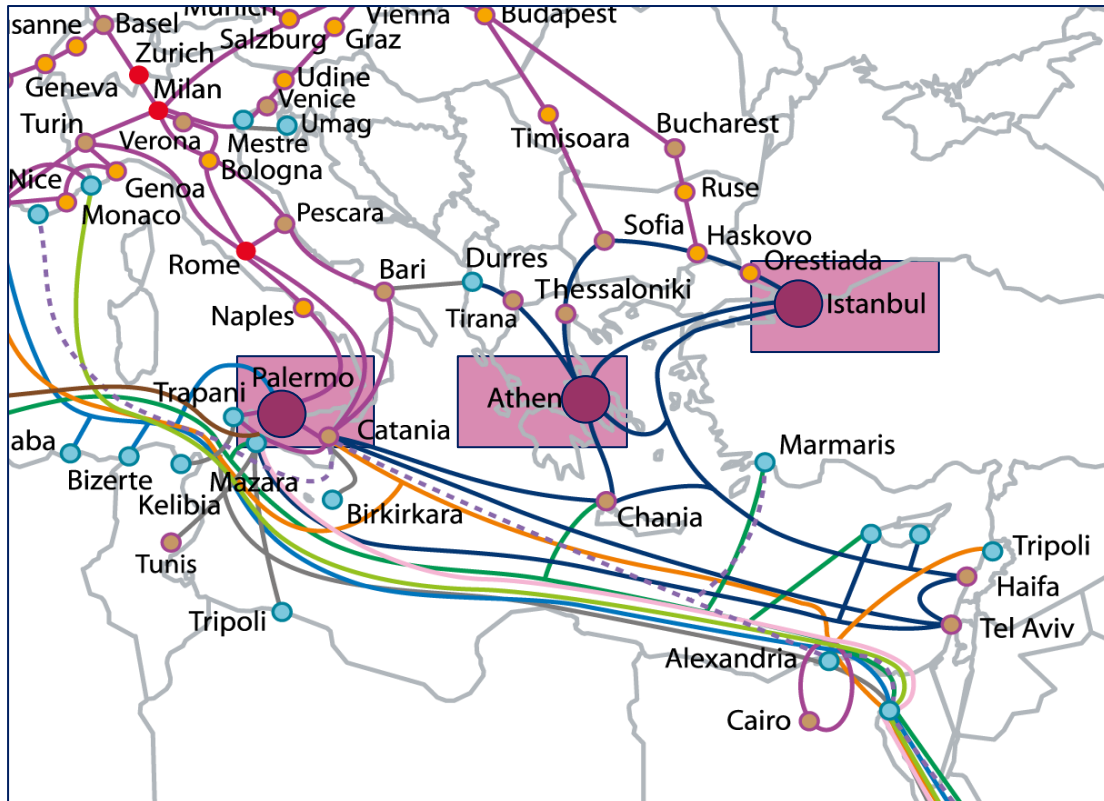
 **SPARKLE** / *Sicily Hub*

The closest European Hub!

Sparkle's Mediterranean DC & Telehouse Ecosystem



Sicily is part of a wide regional telehousing ecosystem, facing the whole Mediterranean



3 DC hubs for any need

Sparkle's datacenter hubs in Sicily, Greece and Turkey cover any customer need from simple interconnections to complex cloud solutions

3 DC hubs, one Ecosystem: they share a common connectivity and management platform where services and traffic are shared at regional level



Sicily Hub: a new dimension for IXPs cooperation?



Domestic VS Int focus

Sicily Hub was conceived with a pure international and cross-regional focus.

The partnership with DECIX extends from Sicily to Turkey and further...

Local players, including some IXPs are now interested in joining.

IXP cooperation

Neutral IXPs from Europe and MEA countries are welcome to join the Sicily Hub and DECIX Palermo growing community and to cooperate in setting up a pioneering interconnection platform.

Sicily Hub is open to every one who's willing to join the community!





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