



VueTel[®]

Connected to the future

VueTel USA. The global voice and data carrier

Africa is now more connected to the United States of America.

COMPANY PROFILE

WHOLESALE TELECOMMUNICATIONS SERVICES
voice | data



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About Us

VueTel USA, founded in the first months of **2015**, has obtained the telecommunications **license F214** in order to operate in the **US market**.

The company is part of the **VueTel**, a telecommunication Group established in 2009 that works in the international wholesale voice and data service market, with a specific focus on the **Mediterranean** countries and **Sub-Saharan Africa**.

VueTel USA owns a telephone exchange in **New York** installed at the **Telx Data Center** since 2014.



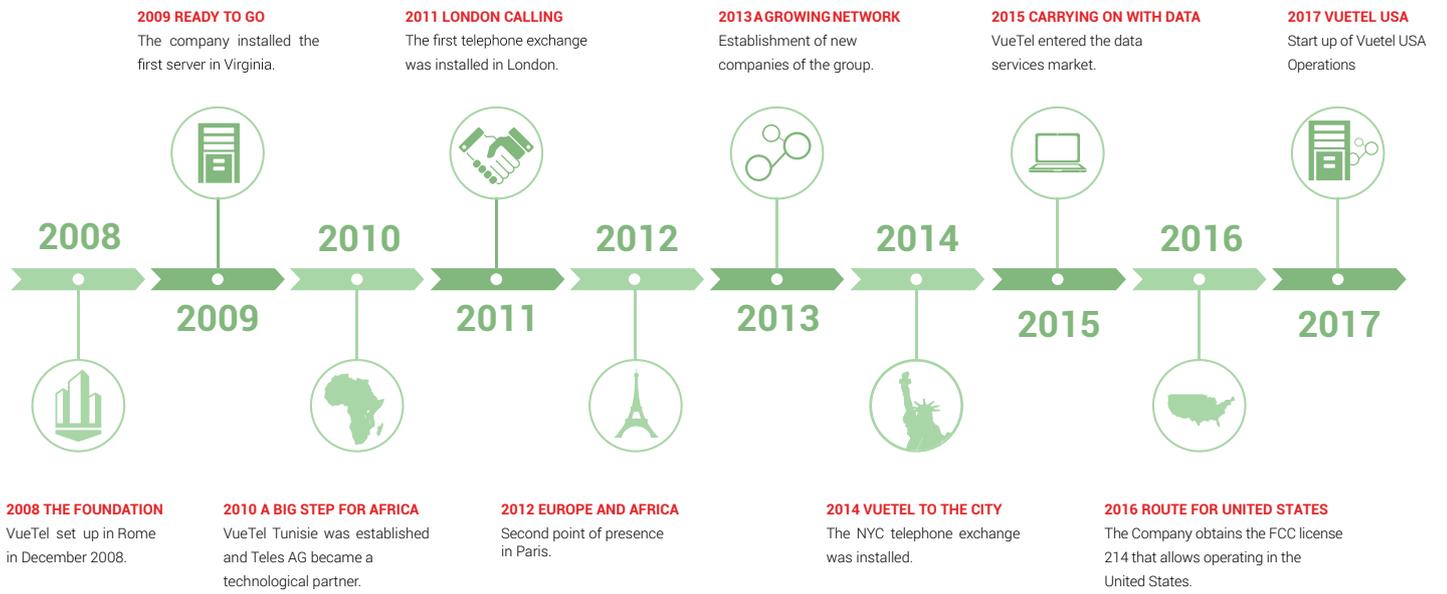
Mission

The mission of **Vuetel USA** is to serve the **American market** by providing the best termination and data connectivity with the **Mediterranean** and **African countries**.

The principal aim is to become the perfect partner for **US telecommunication companies, ISPs, multinational corporations** and **SMEs** that need to have connectivity with Africa and Mediterranean area, guaranteeing them a complete and competitive service from/to this area of the world.



VueTel Group milestones



General Overview

VueTel USA, Inc. was incorporated on **May 24, 2015**, in the State of Delaware with the aim of providing international wholesale **Voice and Data services** in the **United States of America**, mainly focusing on the **Mediterranean countries**, the **Sub-Saharan Africa**, and the **Middle-East**.

Furthermore, the company will be mainly focused on following the same Business-Model/Plan of its European "sister" company, **Vuetel Italia**. Substantially, the business model/plan which VueTel USA will be focused on can be simply summarized as it follows:

- ▶ **To Focus**, Analyse, and Work in the Mediterranean countries, the Sub-Saharan Africa, and the Middle-East.
- ▶ **To Provide** extremely high-quality services in the US market.
- ▶ **To build** the whole environment, the main structure, and the future, on a highly competitive, well-prepared, and early graduated staff.

Moreover, **VueTel USA** can praise its competitive and solid position as a consequence of the strong and long-standing Business relationships that VueTel group has always carried out in the African territories with the most important **PTTs** and **African Telecommunication companies**. Indeed, the Group sales revenues have grown to **127 million**, with a double figure increment respect to **2015 (+20%)**.



Services & Network

VueTel can count on a **high-quality network** characterized by a high-level of technological innovation and security. The whole network is **completely redundant**, guaranteeing business continuity and disaster recovery.

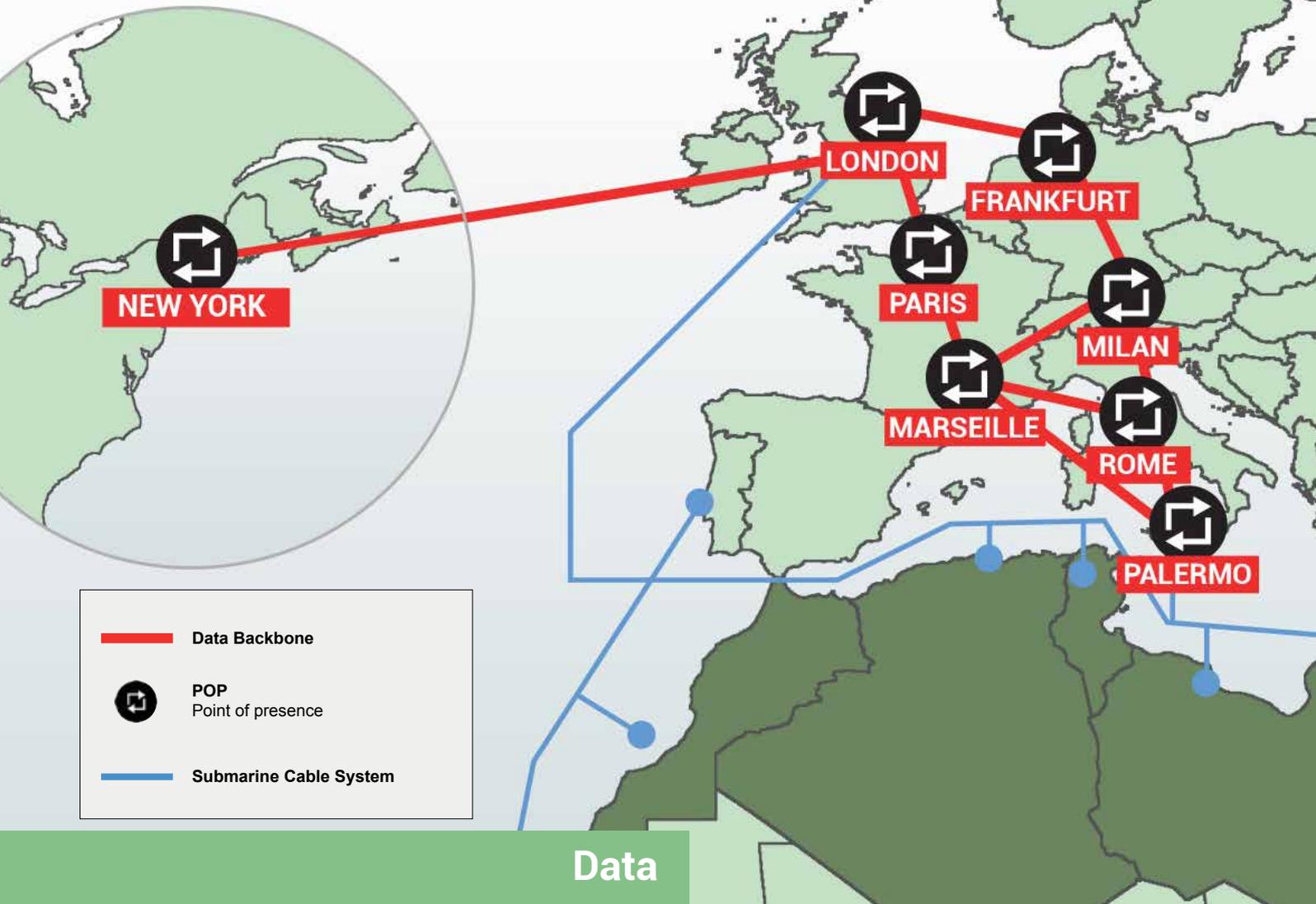
Voice

VueTel USA provides **international wholesale voice transit** and termination services by investing in the best available technologies and in professional and highly skilled human

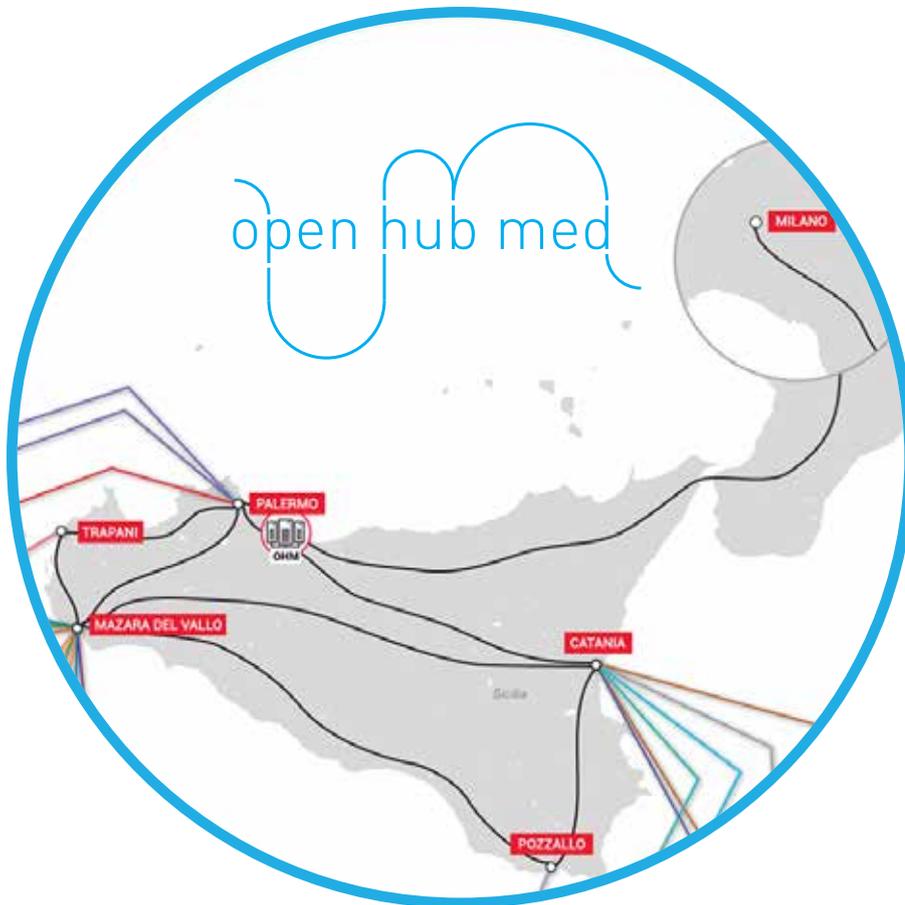


resources. This approach guarantees a competitive, **secure** and **reliable service** for customers and partners providing perfect and scalable solutions.

The voice termination service is complete and focused on **Mediterranean area** and **Sub-Saharan Africa**. VueTel ensures quality, security and competitiveness of its voice service thanks to direct terminations with the most important operators and carriers, to a **fully redundant intelligent network** and to the use of terrestrial, submarine and satellite connecting links.



The international data services of Vuetel aim to increase connectivity from and towards Africa and Mediterranean area. The Company offers Internet and connectivity services to TLC operators and enterprise market to realize **dedicated networks** and **VPN**. The data network provides high performances in terms of **quality** and **latency** thanks to the use of state of the art network technologies and to a high-capacity redundant backbone, which connects also the main landing stations of submarine cables. The backbone network connects, in a loop protect mode, the most important hubs for connectivity in **Europe** (London, Paris, Frankfurt, Milan, Marseille, Lisbon, and Palermo) and **Africa** (Tripoli, Tunis, Algeria, Luanda, Lomé, and Cotonou). The offer of Vuetel includes: International IP transit and connectivity services, International dedicated lines (IPLS), dedicated Ethernet circuits in MPLS and/or Carrier Ethernet (EthLink), virtual private networks (IP VPN Mpls) and additional services.



Open Hub Med. The bet of VueTel.

The **Mediterranean** represents today the world's leading telecommunications network, a crossroads of infrastructures connecting **Europe, Africa, Asia** and **North America**.

Italy and specifically **Sicily** have a privileged position in the heart of this region. For a long time, however, these potentialities have not been fully exploited, either because of the lack of adequate ground-based infrastructures capable of deploying the traffic carried by submarine cables or in the absence of a free competition regime.

The Open Hub Med project, to which **VueTel** has chosen to bring together other nine companies, wants to reverse this trend and assign Italy a key role in the international TLC landscape.

Italy will thus become a key bridge to connect the **USA** with **Mediterranean** and **African countries**.

The goal is to make the Mediterranean a hub for the aggregation and development of data traffic.



Company Voice Footprint

VueTel has built its global interconnection network thanks to **experienced managers** and **technical staff**. Selected and reliable partners guarantee a high professional service where the Company is not locally present.

Focus Markets: Mediterranean Area and Sub-Saharan Africa

VueTel group offers to its customers a solid know-how on **Mediterranean** and **Sub-Saharan markets**. The expertise acquired on the dynamics of these markets let us to engage the best local partners. VueTel group is located in different African countries such as **Tunisia** where, in 2011, was established a local joint venture, "**VuetelSi**", of which it owns **100%**. This Tunisian company manages the most important and advanced **Network Operation Center** of VueTel, one of the several supervision and control centers for the management of the Company's international network. VueTel has built its strategic positioning by making constant and smart investments on Mediterranean and Sub-Saharan African markets, becoming an important hub for international telecommunications. All this has been made possible by its constant presence in **Tunisia** as well as in **Egypt, Algeria, Libya, Benin, Togo, Burkina Faso** and **Angola**. In addition to this, there is a constant presence in the single local markets and an expert staff able to operate in a rapid and efficient way. VueTel has chosen to invest in **African market** being aware of the development and progress potentialities of this continent, which has been too much time out of the world in terms of innovation and investments but addressed to play a key role in the next future, according to statistics and growth forecast made by experts and international authorities. Since 2000, Africa has increased its own connectivity, both fixed and mobile. According to Internet World Stats data, web users on the continent have increased from approximately **4.5 million** in **2010** to almost **350 million** in **2017**. The current penetration level is around **28%**, just a little over half compared to the rest of the world, but an exponential growth is expected by **2020** that will bring Africa to levels comparable to the world average.

By **2020** there will be more than **700 thousand** smartphone connections in Africa, more than half that expected in **North America** and not far off European figures.

Management



Giovanni Ottati
CEO AND PRESIDENT

Degree in Economics, LUISS University, Rome.
Postgraduate studies in General Management at INSEAD Business School,
Fontainebleau.

CAREER HIGHLIGHTS

Vice President for Africa and Middle East at Telecom Italia Sparkle.
President of Confindustria Assafrica & Mediterraneo.
Board member of the Italian-Libyan Chamber of Commerce from 2000 to 2008.



Emanuela Bevilacqua
CTO VOICE

Degree in Electronic Engineering, University of Perugia.

CAREER HIGHLIGHTS

Technical Project Manager and then
Technical Wholesale Area Manager for Teleunit SpA.
Software System Engineer in Fastweb SpA.
Software System Engineer in Texas Instruments France.



Fulvio Piccchi
CTO DATA/CIO

Scientific High School Degree.
Microsoft Certified Systems Engineer.

CAREER HIGHLIGHTS

Information Technology Manager in Teleunit SpA.
Senior Development Analyst in Aruba Spa
and in C2I Srl.



Social responsibility

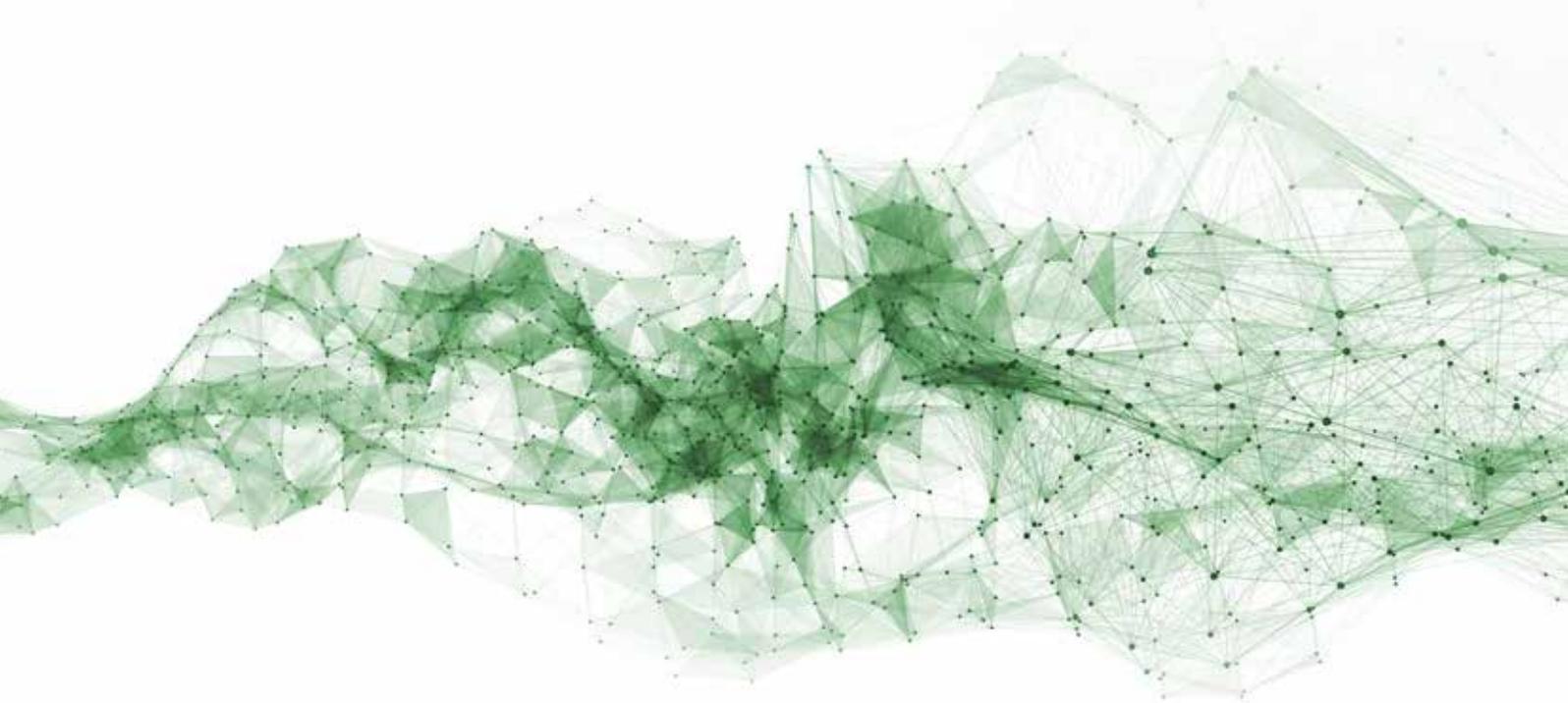


Combining the strong business orientation with the passion for the sport, **VueTel group** became the **ambassador** and the **main sponsor** of the **US Roma Rugby 1947 sports club**. Just as in the Company, where VueTel cultivates the skills of **young graduates** to transform them into experienced professionals, rugby also builds on the ambition of **young athletes** to bring them to understand that there are no boundaries to their dreams promoting **values** as **determination, courage, knowledge**, and **respect** for their opponent.



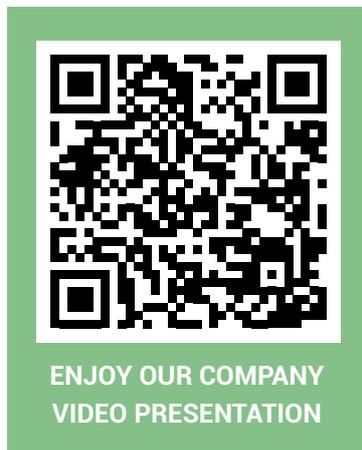
The group furthermore is opening its door to **universities** across the spectrum and organizations in the **research** and **development industry** which together have formed **TLC Lab**, a training and professional integration project that aims to attract the potential of the **best talents** in **telecommunications**. To achieve this goal, VueTel is reaching out to young people who are entering the employment market to offer them a hands-on experience with a real team of highly qualified, experienced professionals.

VueTel group for this purpose is implementing a dedicated web platform and a series of events organized in cooperation with universities and organizations such as the **Faculty of Engineering of the University of Perugia**.



www.vuetel.com

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