



## Company profile

### Core business

Italtel is a primary player in the telecommunications market. Its technological leadership enables the company to shape the communications of the future and define new standards of efficiency.

Italtel designs, develops and installs products and solutions for next-generation integrated multi-service networks and services, based on IP technology. Italtel leverages its network and system integration capability to design and deploy infrastructures that are reliable and open to networking and future technological developments. It provides proprietary products and solutions, professional services for network engineering and consulting, managed services and ICT solutions like Unified Communication & Collaboration, Telepresence, Energy Management, Smart Cities, Integrated Security. Its customers are telecommunications operators (fixed and mobile), ISPs, Public Sector and Large Enterprises.

### Financial highlights and positioning

Italtel Group total revenues for 2010 amounted to €422 million; revenues in foreign market totalled €140 million. EBITDA amounts to €50.5 million, equal to 12% of revenues.

### Customers and markets

Italtel counts among its customers more than 40 of the world's top operators. In Italy, Italtel is reference partner of enterprises and the Public Administration for the realization of IP next generation networks and for the development of multimedia convergent services for their customers.

Besides holding a leading position in Italy, Italtel is also present abroad, in the UK, France, Belgium, Germany, Spain, Greece, Poland, United Arab Emirates, Saudi Arabia and Latin America (Argentina, Brazil, Colombia, Peru).

In these foreign markets, Italtel operates through branch offices, subsidiaries or with local partners. Italtel major customers include Telecom Italia, Fastweb, Wind, Vodafone Italy, BT Italia and many international telecom operators, such as France Telecom, Orange Business Services and SFR (Vodafone Group) in France; Belgacom in Belgium; Cable&Wireless in UK; ONO, Jazztel, Telefónica Móviles Espana and Orange (France Telecom Group) in Spain; Telekomunikacja Polska (TPSA - France Telecom Group) in Poland; Wind Hellas and ON Telecom in Greece; Vodafone and Hansenet in Germany; Telecom Argentina and Telefónica de Argentina; Telefonica Moviles in Central America; du in the United Arab Emirates.

In the last three years, Italtel Group has been offering its solutions, products and services also to large enterprises and Italian public administration bodies, among which ENI, ENEL, Intesa SanPaolo and Poste Italiane.

**Sites, human resources, Development & Innovation**

Italtel's headquarters and commercial offices are located in, respectively, Castelletto di Settimo Milanese (Milan) and Rome, while its research labs are situated partially in Castelletto and in Carini, near Palermo.

**Shareholders**

Italtel Group's shareholders are: Clayton Dubilier & Rice (a private US investment fund, 48.77%), Telecom Italia (one of the world's leading telecommunications operators, 19.37%), Cisco Systems (the worldwide number one in the Internet industry, 18.40%), Capita Trustees Limited (a trust incorporated under the laws of England, 8.65%) Brera Capital (a US investment fund, 2.16%), Cordusio società fiduciaria per azioni – which holds shares for company employees and administrators, as well as its own Italtel shares (2.65%).

**Management****Umberto de Julio, *Chairman***

Born in San Severo (Foggia – Italy) in 1945, Umberto de Julio got his degree in Electronic Engineering at Rome University. In October 2008 he joined Italtel as Chief Executive Officer and in September 2010 he was appointed Chairman.

Mr de Julio started his career in the research field at Fondazione Ugo Bordoni. Afterwards he joined SIP, where he was first responsible for various projects on new technologies and services development, and then, from 1986 to 1994, was Head of Network. Afterwards he held the roles of Co-General Manager at STET, General Manager at Telecom Italia and CEO at TIM. Since June 2000, Mr de Julio is partner of Pino Partecipazioni, a venture capital company operating in the innovation industry.

He is member of many international standardization bodies, he was Board of Directors member in many companies, among which Telecom Italia, TIM, Finsiel, Telespazio, Telit and Tiscali as well as President of AEI (Italian Electronic and Electrotechnic Association) and of Quadrato della Radio. At the moment he is Vice President of ANFOV, and Board of Directors member in Sielte, UnTecnico and Bizmatica.

**Stefano Pileri, *Chief Executive Officer***

Stefano Pileri was born in Rome in 1955. He graduated in Rome in Electronic Engineering in 1980 and he got the Master in Applied Electromagnetism in 1981. He joined Italtel as Chief Executive Officer in September 2010.

He has been in SIP (Italian Telecom Operator) since 1982 where he assumed growing responsibilities, during the years, in the Network Management Systems Department.

In 1993/94 he was responsible for the Network Development and Operations in the Emilia-Romagna region, and in 1997 he became Responsible for Network Planning, Engineering and Marketing in the Network Division of Telecom Italia.

In March 1998 he became Responsible of the Telecom Italia Wireline Network and in June 2005 he was also appointed CTO of Telecom Italia Group, directly reporting to the President, with the responsibility to drive and coordinate the fixed-mobile integration and the overall technological network development.

### **Milestones**

The Italtel Group was established in Italy in **1921**, in the sector of telephony equipment and components. During the first sixty years of its business, the company gains substantial know-how in the design and implementation of traditional telecommunications networks to support voice traffic. Throughout the years, Italtel develops a strong commercial collaboration with the public national telecom operator (today Telecom Italia), for which it designs, develops and installs systems ranging from the first electro-mechanical switching systems to semi-electronic ones.

In the **'80s**, the Group starts the implementation of the national network on TDM technology (Linea UT), along with data network design and installation activities for the public national telecom operator, and it launches technical collaborations with leading international telecom companies such as Siemens, Lucent, Alcatel and Plessey. In 1986 the Group enters the Argentinean market providing Telecom Argentina, one of the public national telecommunications operators with the Linea UT switching exchanges to expand its telephone network.

In the **'90s**, Italtel continues its expansion in foreign markets. The company collaborates with foreign companies working in the former Soviet Union, the People's Republic of China, Hungary, Austria, Switzerland and other foreign European markets and enters the Spanish market, developing the switching network for the alternative operator AUNA (now part of the ONO group).

In **1995**, Stet (today Telecom Italia) starts a joint venture with Siemens AG Group, in order to control Italtel, to an equal extent, through Telsi Ltd. In January 1996, Italtel SIT merges with Siemens Telecommunications and in March changes its corporate name to Italtel S.p.a. This marks the beginning of an European entity able to play a significant role in the global telecommunications market.

Starting **from 1999**, the Group focuses its activities on the sector of next-generation networks and services, based on IP technology, enabling the management of voice, data and images on the Internet.

Toward this end, in 1999 Italtel sells to Siemens its Information and Communications Network S.p.A. the company division which specialised in mobile networks for telecommunications. At the same time the Siemens Group sells 50% of Telsi Ltd to Telecom Italia; which leaves the Telecom Group indirectly holding the entirety of Italtel's shares after the above-mentioned sale of the "mobile network" activities to Siemens.

In **2000**, Telecom Italia sells a stake of 80.1% of the share capital of Italtel (100% owned through Telsi Ltd.) to a group of investors: CDRD Investment (Luxembourg) III S.a.r.l., Cisco Systems, 18 investment funds with general partner Advent International Corporation and Brera Italtel LLC.

In the following years, the Italtel Group effectuates a series of divestitures of several corporate branches (multimedia terminals, energy systems and production) and acquisitions, such as the "Security Operation Center" (professional services and managed network security) and ONE-ANS SpA, a company specialised

in the development and supply of system integration services for the control and management of integrated networks or complex infrastructures (in 2008 ONE-ANS is incorporated in Italtel).

Starting **from 2005**, the Group expands progressively its activities abroad, creating a series of foreign subsidiaries in France, Germany, Greece, Brazil, the UK, Belgium, United Arab Emirates (Dubai), Venezuela (Caracas) and Saudi Arabia (Riyadh).

In **2006** Italtel strengthens its strategic/technological partnership with Cisco Systems and announced new alliances with IT players.

In **2007** Italtel launched TSB (The Service Box) a software platform to develop next-generation services. The product, officially presented at Broadband World Forum Europe in Berlin is awarded by IEC the InfoVision Award in the category New Product Concepts.

At the end of **2008** Italtel undertakes a repositioning project in terms of business development towards new innovative segments, in particular innovative professional services (network planning and management, consultancy for network platform migration).

In **2009** Italtel signs an agreement with ECI Telecom, worldwide leader in providing next generation network infrastructures, in order to widen the offer catalogue. In the same year is awarded by Cisco “Foundation Partner of the Year” for its high level capacity in system deployment.

In **2010** Italtel continues with the strategy focused on the diversification of the Group's customer base. The company aims to consolidate its presence on LatAm markets, diversify its offer in Europe, grow in emerging markets in North Africa and the Middle East, where a new office is opened in Oman. Italtel also outlines a new offer portfolio structured along four major lines: Smart Network Products, Professional Services, ICT Solutions and IT Product& Solutions.

In early **2011** Italtel launches iMSS VLiteSwitch™ (i-VLS), an innovative “compact Softswitch” deployed on commercial Hw and Middleware (VMWare VSphere™ 4). i-VLS derives from current i-SSW Italtel Sw platform - a Market Leader in EMEA for large Service Providers NGN-IMS networks since 2004 - and benefits from Italtel experience in designing and developing full softswitch-based solutions for the main Service Provider in Italy, EMEA and LatAm. The i-VLS product has been specifically conceived for indirect sales channel through qualified partners playing the role of product distributor and system integrator within Italtel Partner Program. In the same period Italtel achieves the Cisco® [Advanced Managed Services Certification](#). This certification recognizes Italtel's initial investment in the ITIL® processes, practices and tools necessary to provide high-quality [managed services](#).

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For further information:

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