



## Company profile

### Core business

Italtel Group 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, implements solutions for next generation networks and services based on IP protocol accompanied by a full range of professional services. Italtel offers proprietary solutions and products; engineering and technological consultancy services; capability to integrate third party technologies, professional services for networks operation and maintenance.

Italtel provides fixed and mobile telecommunications operators, Public Sector and Large Enterprises with infrastructures that are reliable and open to networking and future technological developments.

### Financial highlights and positioning

Italtel Group **total revenues for 2008** amounted to € 467.8 million; revenues in foreign market totalled € 124.6 million. Investments in Development & Innovation amounted in 2008 to € 104.9 million.

### 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, Russia, United Arab Emirates, Saudi Arabia and Latin America (Argentina, Brazil, Colombia, Guatemala, Peru and Venezuela).

In these foreign markets, Italtel operates through branch offices, subsidiaries or with local partners.

Italtel's major customers include Telecom Italia, Fastweb, Wind, Vodafone Italy, BT Italia and many international telecom operators, such as France Telecom, Equant and NeufCegetel in France; Belgacom in Belgium; Cable&Wireless in UK; ONO, Comunitel Global (Tele2 Group), Telefónica Móviles Espana and Orange (France Telecom Group) in Spain; Telekomunikacja Polska (TPSA - France Telecom Group) in Poland; Tellas and ON Telecom in Greece; Arcor and Hansenet in Germany; Center Telecom in Russia, 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. Italtel has approximately **2,100** employees.

### **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%), Advent International (a US investment fund, 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**

#### **→ Roberto Quarta, Chairman**

Roberto Quarta began his professional career in 1971. After working at David Gessner Ltd, he moved on to Worcester Controls Corp., a group manufacturing valves and injectors, where he stayed until 1979 and held positions of growing responsibility, culminating in his appointment as Director. In 1980, he was made Managing Director of the British headquarters of Worcester, and was subsequently appointed Chief Executive of the Valves division at BTR Plc. In 1985, Quarta returned to the USA, and joined Hitchiner Manufacturing Inc., a manufacturer of components for the aviation and automotive sector, as Executive Vice President. In 1989 he was called back to the BTR Plc. Group, as Executive Director and Chief Executive of various divisions. In 1993 he was called to join the Board of the parent company BTR, while keeping his role as Chief Executive of various divisions in the group. In the same year he moved to the BBA Group PLC (aviation services and special materials technology), where he was first Group Chief Executive (until 2001) and then Chairman (2001-2007). In 2001 he became partner of Clayton, Dubilier & Rice, an American private investment fund managing closed-end funds worth over \$3.5 billion.

#### **→ Umberto de Julio, Chief Executive Officer**

Born in San Severo (Foggia – Italy) in 1945, Umberto de Julio got his degree in Electronic Engineering at Rome University. Since October 2008 he is Chief Executive Officer of Italtel, primary player in the telecommunications market for the development and implementation of next generation network and services.

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.

### **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 March 1995, Stet (today Telecom Italia) and Siemens AG sell all of their respective shares in Italtel SIT and Siemens Telecommunications to 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 the last years Italtel strengthened its strategic/technological partnership with Cisco Systems and announced new alliances with IT players.

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.

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For further information:

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