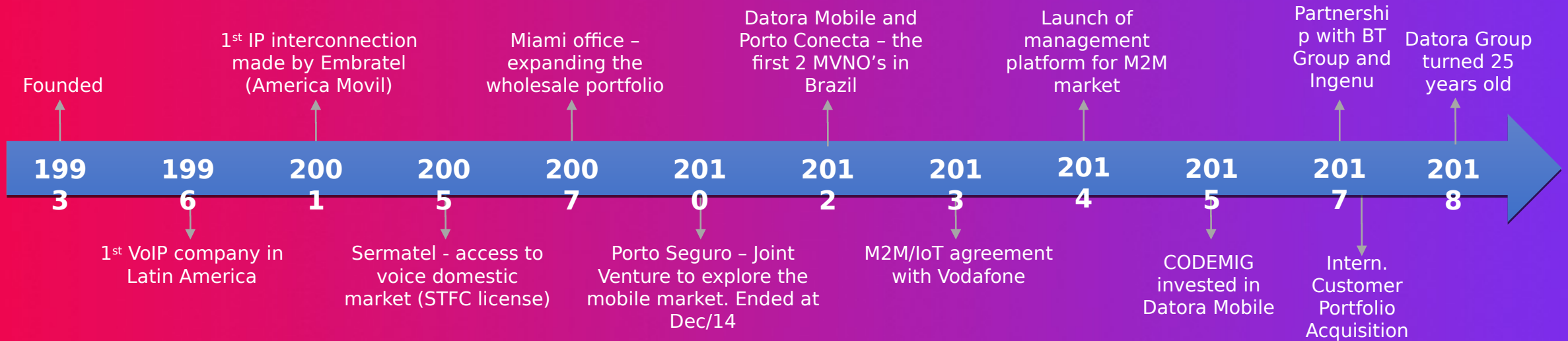# Sharing some Toughts

The Company – A Snapshot

- Datora provides Voice Termination, Transport and Hubbing based on Voice Over Internet Protocol ("VoIP") to both international and domestic telecom carriers. It currently holds regulatory authorizations for Fixed Telephony, Long Distance & Value Added Services in Brazil, the USA and other countries where it has presence

- Datora Mobile holds a valuable **RV-SMP authorization**, which was acquired in late 2011 with the objective of establishing a robust Brazilian M2M/IoT *Open Ecosystem* and *Platform*. Today, Datora Mobile has over **900 Enterprise customers (B2B)** and over **800k M2M connections or Lines** in Service

Timeline

Above the line:

- Founded → 1993
- 1st IP interconnection made by Embratel (America Movil) → 2001
- Miami office – expanding the wholesale portfolio → 2007
- Datora Mobile and Porto Conecta – the first 2 MVNO's in Brazil → 2012
- Launch of management platform for M2M market → 2014
- Partnership with BT Group and Ingenu → 2017
- Datora Group turned 25 years old → 2018

Years: 1993 | 1996 | 2001 | 2005 | 2007 | 2010 | 2012 | 2013 | 2014 | 2015 | 2017 | 2018

Below the line:

- 1st VoIP company in Latin America → 1996
- Sermatel - access to voice domestic market (STFC license) → 2005
- Porto Seguro – Joint Venture to explore the mobile market. Ended at Dec/14 → 2010
- M2M/IoT agreement with Vodafone → 2013
- CODEMIG invested in Datora Mobile → 2015
- Intern. Customer Portfolio Acquisition → 2017

Bottom callouts

#1 VOIP — Datora is the 1st in Latin America and 3rd with VOIP technology in the World

Brazilian regulatory authorizations for: MVNO, fixed line, long distance, value added services and Mobile Operations

- **2.5 billion** — Minutes in our network per year
- **800k** — SIM Cards in our costumer base
- **30%** — Wholesale business market share
- **15%** — M2M Net Adds in Brazilian market
- **140+** — Employees

ARQIA
datora

Business Structure

The business structure is divided into three segments and had circa R$ 85 million invested in the Mobile segment only over the last five years

Communication as a service (CaaS)

- Focused on voice & SMS wholesale market
- Interconnection of calls originating in Brazil and terminating in Brazil as well as abroad
- Interconnection of calls originated abroad and terminated in Brazil as well as abroad (hubbing)
- Retail platform management for small operators, special numbers and telecom solutions (i.e. toll free, 4004, local numbers (DiDs))
- Dedicated links

Datacenter

- "Meeting Point" for International Carriers
- Hardware and Software IP Layer
- Solutions for Enterprise As a Service Applications
- Solutions for Telecom As a Service Applications
- Virtual Private Network Services
- Remote services in the Datacenter
- Internet and collocation

Mobile

- M2M/IoT Communication – offering applications for several industries such as finance, automotive, utilities, amongst others
- MVNO – Data service offerings to B2B customers
- MVNA – Operations and business platform for other Brazilian MVNOs
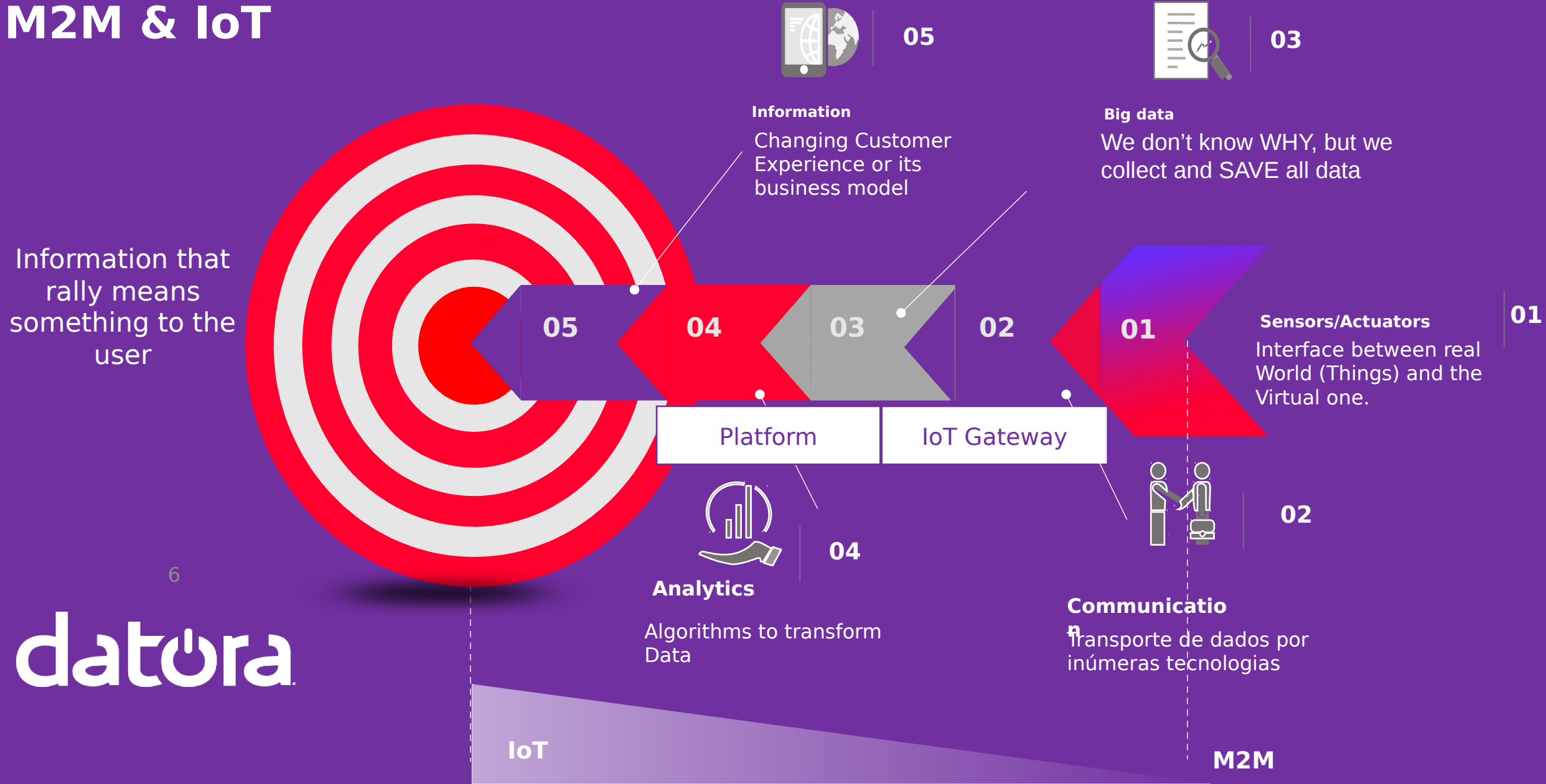- White label solutions for corporate customers

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Structure, capacity and great partnerships to

Everybody know what is IoT, but what is IoT?

M2M & IoT

Information that rally means something to the user

Information 05

Changing Customer Experience or its business model

Big data 03

We don't know WHY, but we collect and SAVE all data

05 04 03 02 01 01

| Platform | IoT Gateway |

Sensors/Actuators

Interface between real World (Things) and the Virtual one.

Analytics 04

Algorithms to transform Data

Communication 02

Transporte de dados por inúmeras tecnologias

6

datora

IoT

M2M

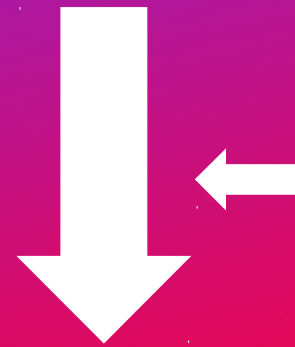# But from a Communication Provider Perspective

Sensors

Actuators

Events

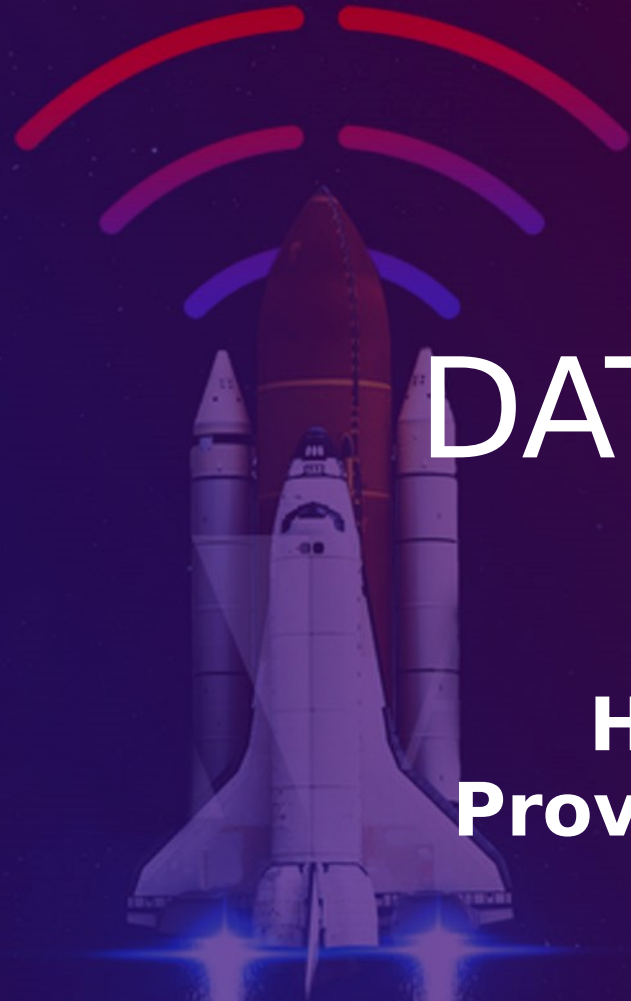Information => Actions / Reactions
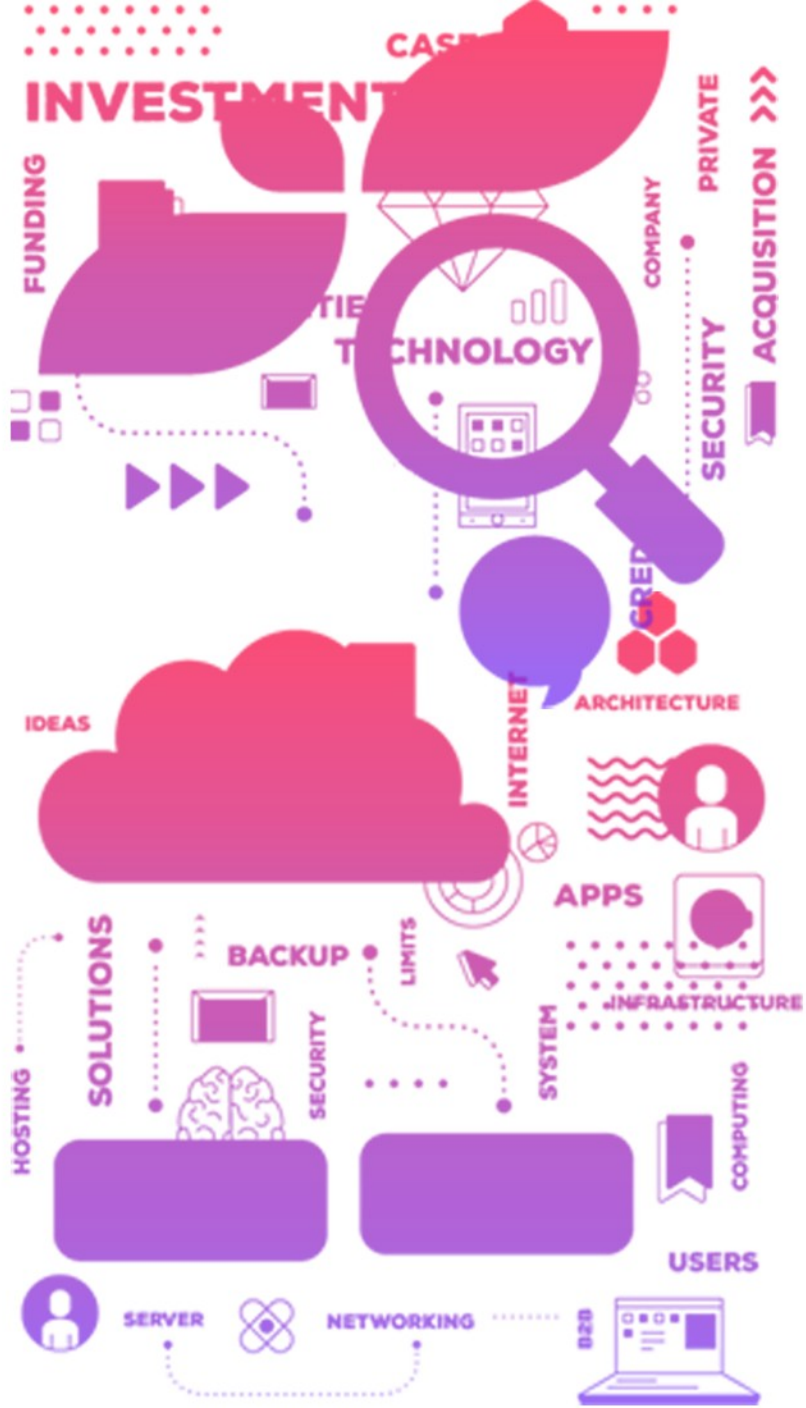
38° C

PORTA ONE

Fever

DATA & INFORMATION

We know it will increase.

How Communication Service Providers can make money with it?

How do we AAA it?

Daniel Tibor Fuchs
Founder & Innovation Influencer
daniel.fuchs@datora.net