

CORPORATE OVERVIEW

2020



Table of Contents



KDDI Europe *Corporate Overview*



Corporate Profile



Product Portfolio



TELEHOUSE Europe *Corporate Overview*



Corporate Profile



Global Locations

01. KDDI Global Business

Leveraging the expertise accumulated in the Japanese market, KDDI is consolidating its comprehensive Group strength to expand its operations around the world.

GLOBAL CONSUMER

✓ **Mobile MNO**
(in Myanmar, Mongol)



GLOBAL ICT

✓ **DATA CENTRE**



✓ **ICT**
(NETWORK / SI)

Tomorrow, Together



Global

Value

Business

Personal

02. About KDDI Europe

Established in 1972 as part of KDDI Corporation serves a mixture of Japanese and other multinational customers, having a truly global scope to its operations.

KDDI Europe is a growing ICT solution provider based in London and a subsidiary of KDDI Corporation. We provide complete ICT packaged solutions together with TELEHOUSE, a major global data centre provider and also a subsidiary of KDDI Corporation.



Corporate Figures (March 2019)

<i>Establishment</i>	1972
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<i>Business</i>	ICT
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<i>Head Office</i>	Tower Hill, London, UK
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<i>Managing Director</i>	Ken SAKAI
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<i>Employees</i>	142
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03. About KDDI Corporation

Fortune Global 500 & Top 10 Telecom Corporation Carrier in the world

Japan's second largest telecommunications provider with 50 years of excellence in dependable connectivity. 100 offices around the globe, KDDI Group will meet your every ICT requirement.

Tomorrow, Together



Corporate Figures (March 2019)

<i>Establishment</i>	1984
<i>Business</i>	Telecommunications
<i>Head Office</i>	Tokyo, Japan
<i>President</i>	Makoto TAKAHASHI
<i>Employees</i>	41,996 (Consolidated basis)
<i>Operating Revenues</i>	36.29 billion GBP (46.18B USD)*
<i>Operating Income</i>	7.24 billion GBP (9.22B USD)*

* 1GBP=140.00 JPY, 1USD = 110.00 JPY



500

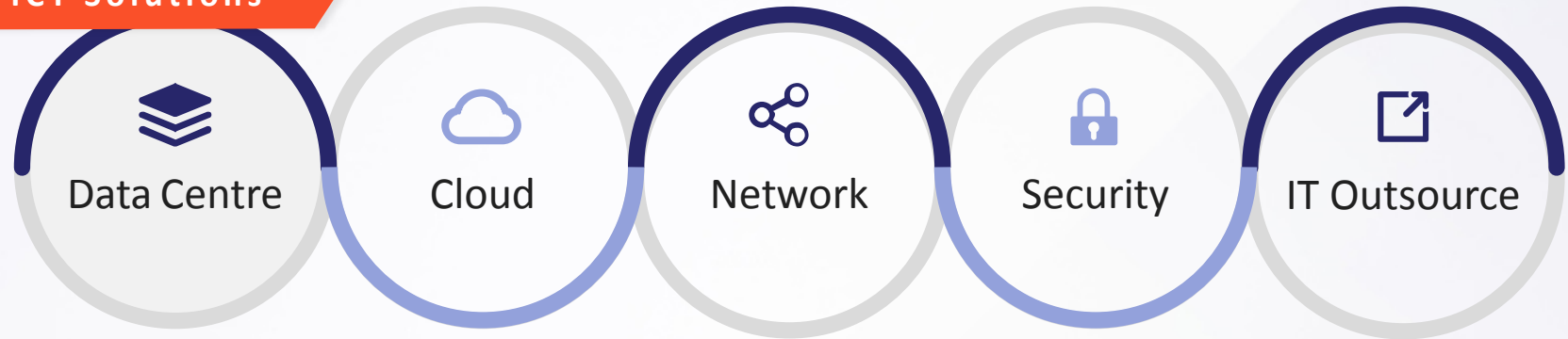
**The Global
Fortune 500, 2017**

Source : FORTUNE magazine, 2017

04. KDDI Overview – Total ICT Solutions

One-Stop Solution provider, delivering a range of services from Data Centre, Network, System Integration to Cloud Computing.

Total ICT Solutions



KDDI at a glance

TOP

One of Asia's TOP
Telecommunications
Carriers.
The Third in Sales

The Know-how of an Integrated Global
Communication Service Provider

**Mobile / Content /
ICT Solutions /
CATV / WiMAX / Solutions**

Headquarters: Tokyo, Japan

107

OVERSEAS OFFICES

IN

28

COUNTRIES

Number of Employees



41,996

consolidated base

Since 1953 

we have been researching and developing new
technologies at our laboratories in our quest toward
the ideal communications environment.

47 TELEHOUSE



A Global ICT Provider with
47 TELEHOUSE Sites Worldwide

Tomorrow, Together

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05. Global Offices & Data Centres

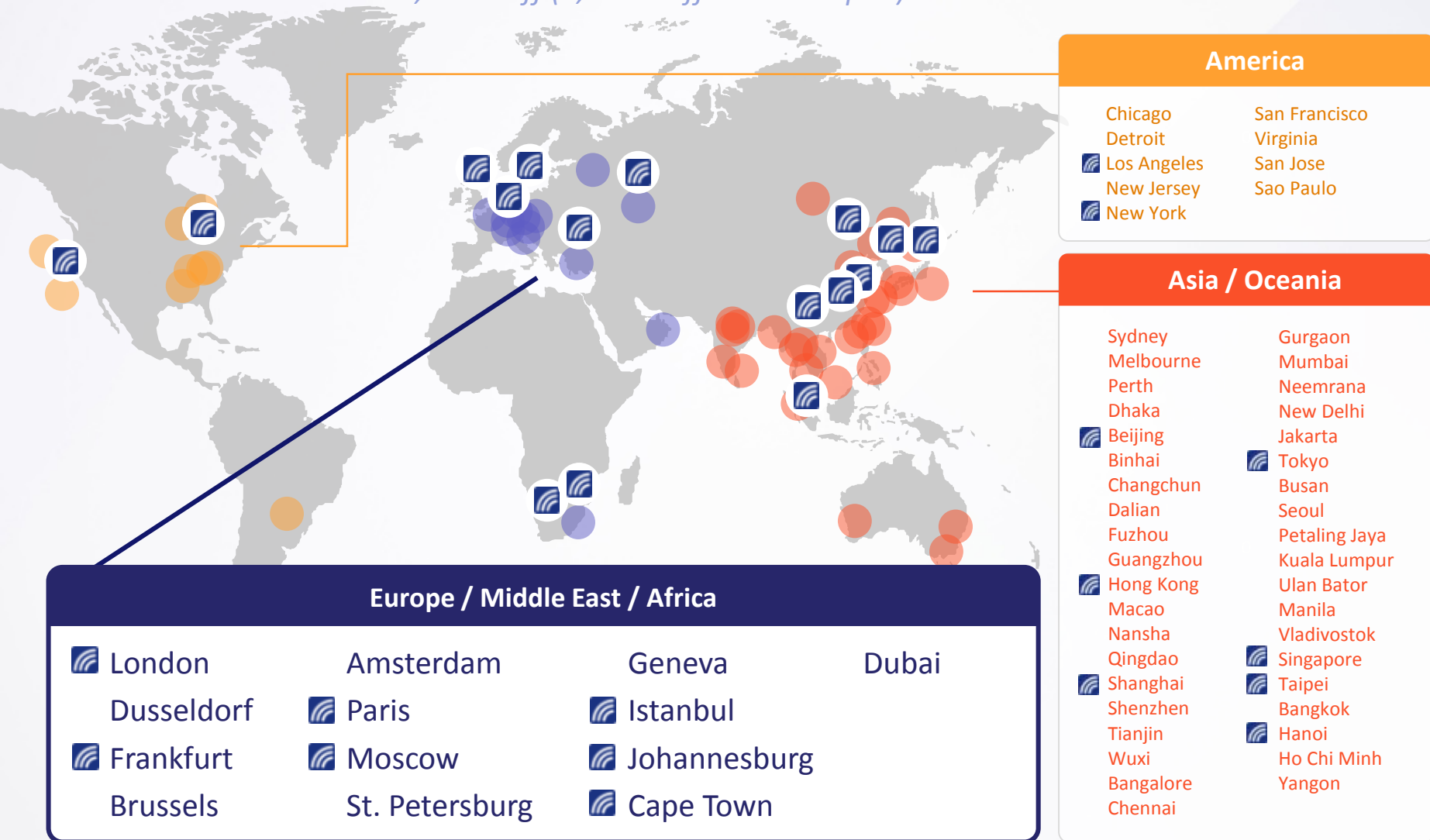


TELEHOUSE



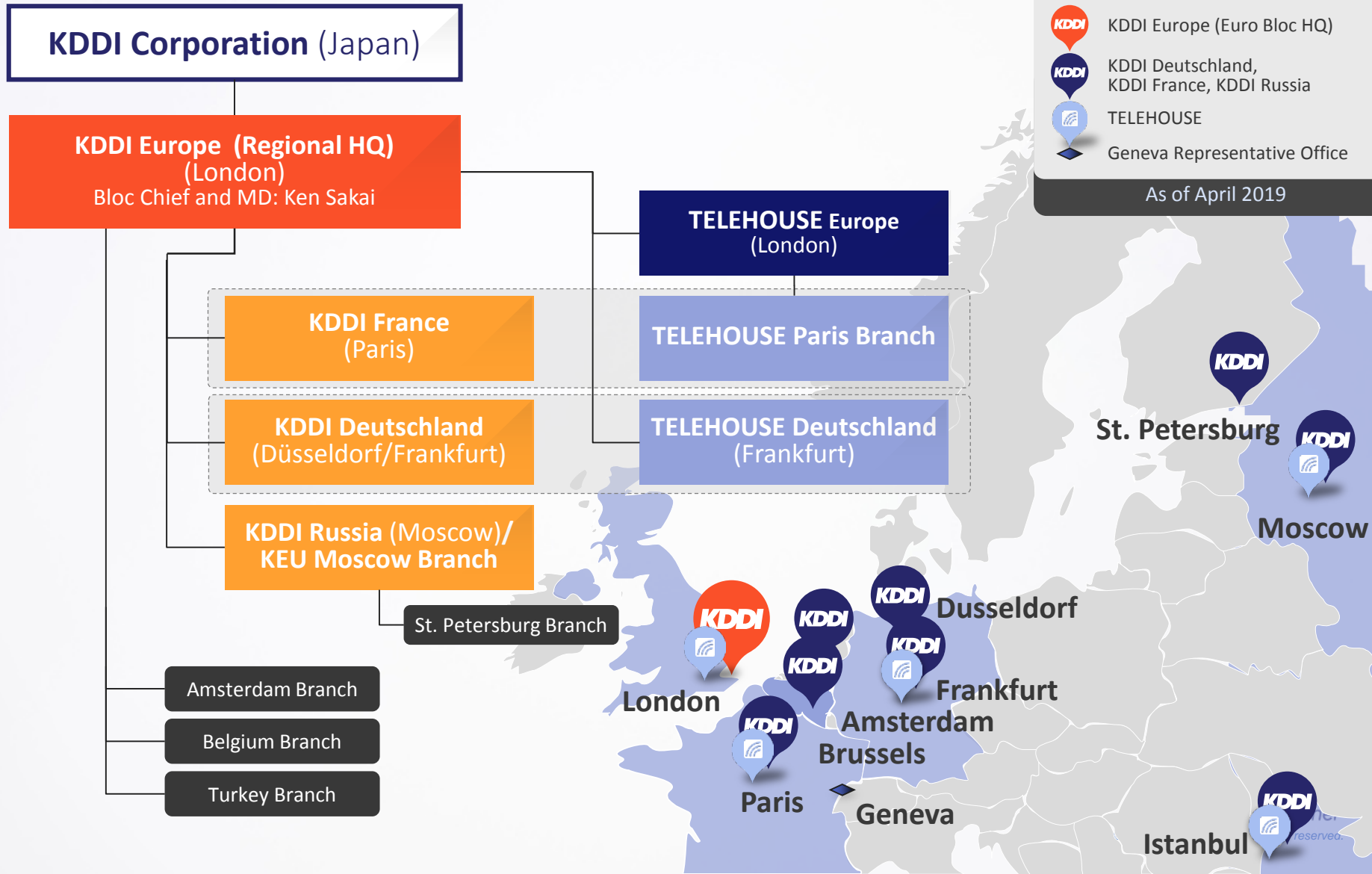
KDDI Europe

KDDI, together with TELEHOUSE, supports customers in 107 offices located in 28 countries, 63 cities with over 41,996 staff (5,600 staff outside Japan).



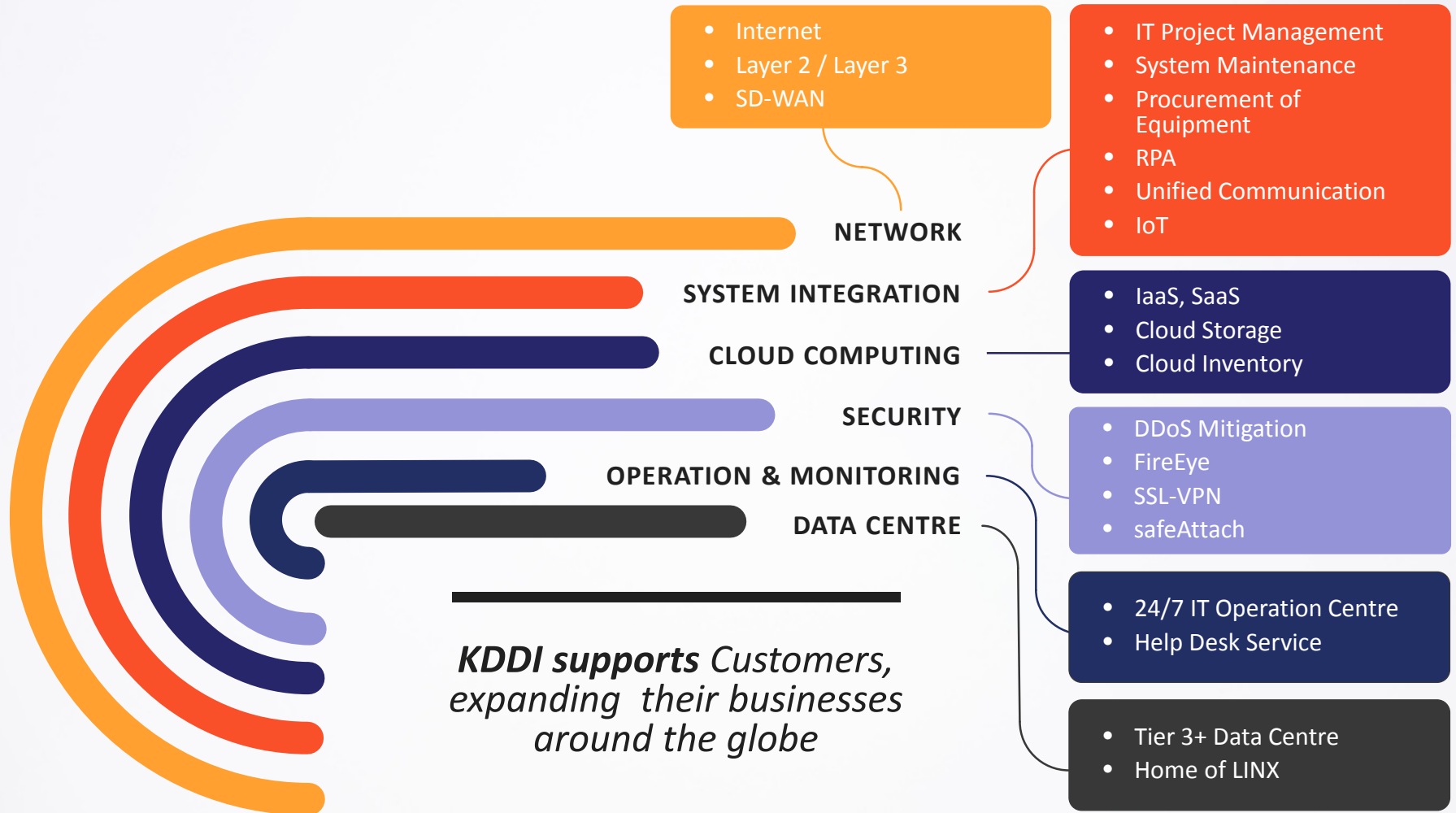
06. KDDI Euro Bloc Group Structure

Our Business area extends from Europe to Russia, Turkey and Africa.



07. KDDI Europe Services

Strong Partnership with Overseas Carriers and over 50 years experience
No.1 Data Centre Performance among Asian Carriers in Europe

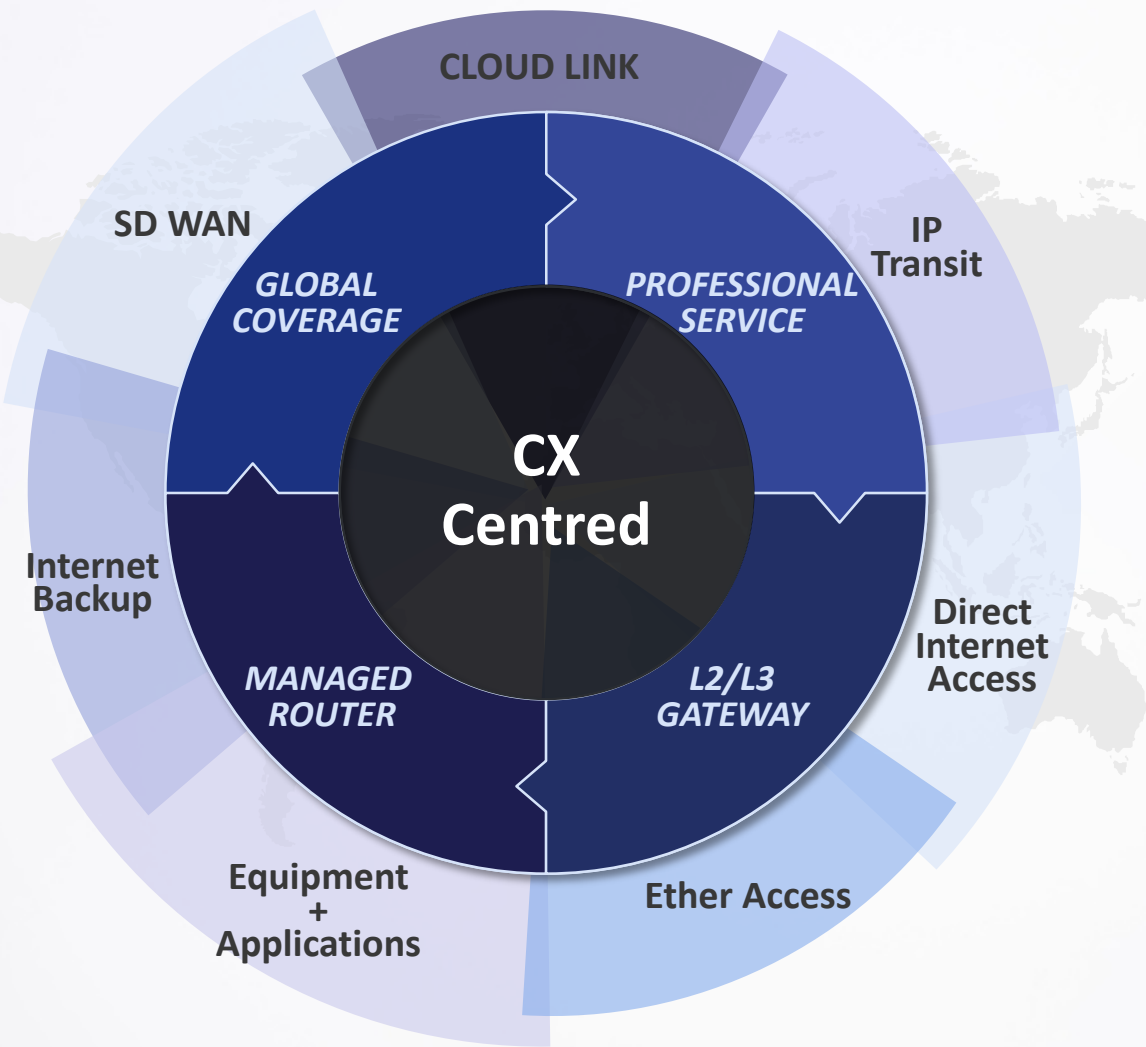


08. PAN EURO Network

With High Quality Internet as the shared medium of communications, KDDI offers the optimum network solutions to your requirement



PANEURO
NETWORK



Global Coverage

- ✓ Seamless network with L2/L3 Gateway

Operation

- ✓ 24 hour proactive monitoring and trouble shooting

Consultant

- ✓ Network Design to meet customer's requirements

09. PAN EURO CLOUD LINK

CLOUD LINK enhances your connectivity to Multi-Cloud in a secure and scalable way



DELIVERING YOU YOUR OWN CONNECTED CLOUD EXCHANGE

- Access to multiple CSP's *
- Secure, scalable, reliable, fast and cost-effective
- Simpler and easier to commission connectivity
- Immediacy of access – bandwidth on near demand **

* Planned on roadmap
** Connection to PANEURO CLOUD LINK required



GUARANTEED BANDWIDTH



PRIVATE AND SECURE



MAXIMUM UPTIME



MULTI-CLOUD



10. PAN EURO SD-WAN

New Concept Network
- Software Defined Wide Area Network



SD-WAN Orchestrator

- Business Intent Overlays
- Simplified Configuration and Orchestration
- Centrally configure SD-WAN Appliances

Complete Integration

SD-WAN, Router, FW & WAN Optimisation

- Replace routers & consolidate network functions
- WAN Optimisation with SD-WAN Boost*
(* Additional fee)

SD-WAN Appliances

- Ability to combine MPLS with Broadband
- Create connectivity from 2Mbps-10Gbps
- IPSec encryption and connection as standard
- Provide QoS per Application

Zero Touch Provisioning

- Simplest Branch Deployment
- Managed by Orchestrator

Dynamic Path Control

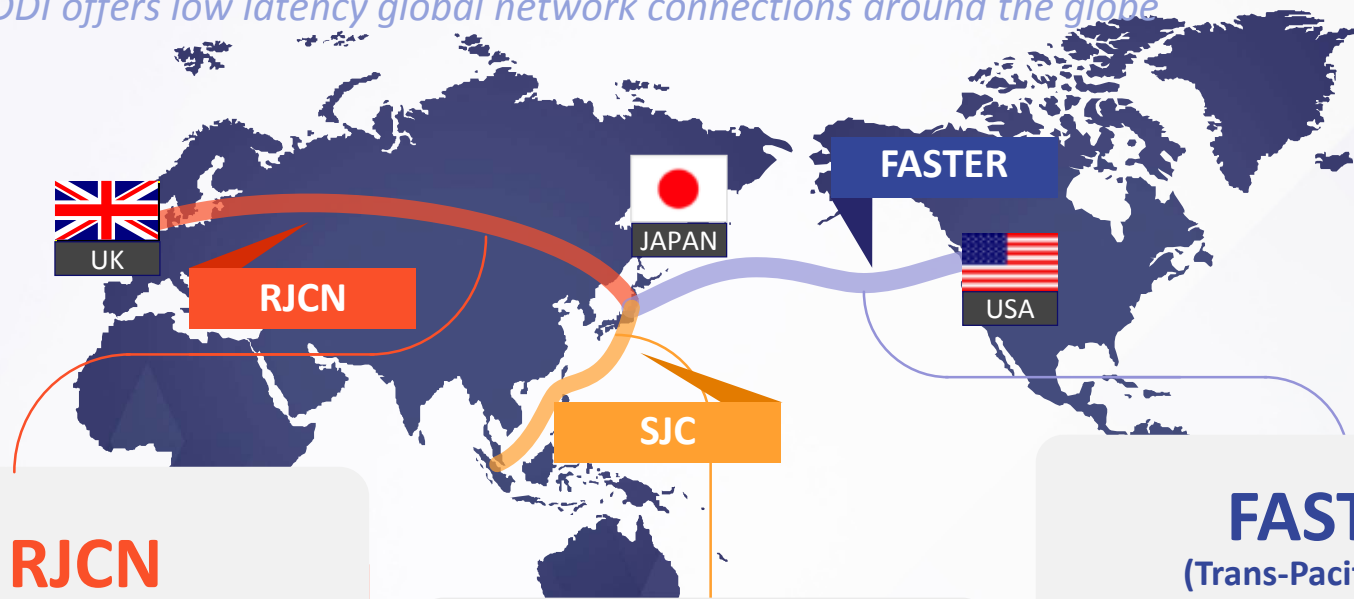
- Ability to control routing paths
- Bond Active-Active links



Silverpeak, a global leader in broadband and hybrid WAN solutions, is our global partner.

11. Latest Backbone – Global Connectivity

KDDI offers low latency global network connections around the globe



RJC

(Russia-Japan Cable Network)

- ✓ Shortest route between Europe and Japan
- ✓ **Low latency:**
Japan ~ UK168ms
(POP-POP, round trip, shortest path)

SJC

(South-East Asia Japan Cable)

- ✓ State-of-the-art advanced 40G SLTE and OADM branching technologies
- ✓ Route circumventing areas of frequent cable cut
- ✓ **Low latency:**
Japan ~ Singapore 67ms
Japan ~ Hong Kong 47ms

FASTER

(Trans-Pacific Cable)

- ✓ Largest capacity ever built on Trans-Pacific route
- ✓ Latest high quality 6-fibre-pair cable technology
- ✓ **Capacity: 60Tb/s**
(100G x 100 wavelengths x 6FP)
- ✓ Owned by a consortium including KDDI and Google

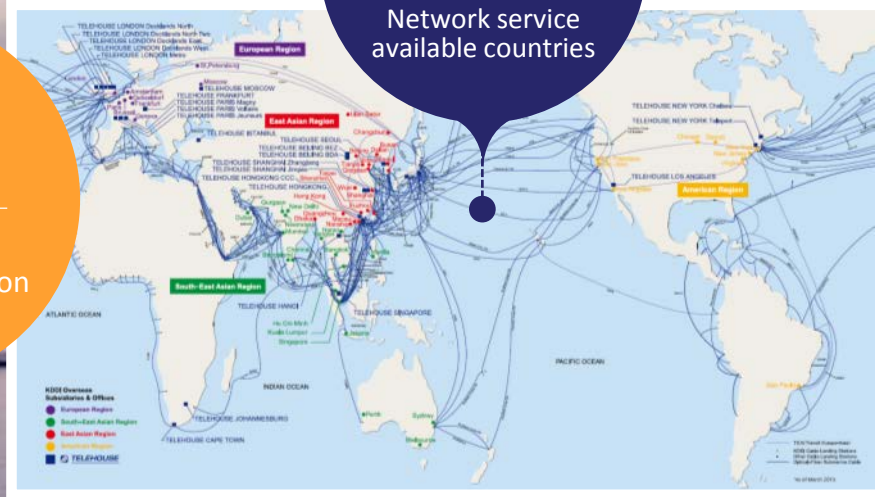
12. KDDI Global Network Coverage

50 years experience in international telecommunications
Seamless layer 1-3 network service across the globe

190
countries

Network service
available countries

600
NW carriers
with interconnection



200,000km
Total length of
KDDI submarine cables



13. System Integration

From requirements analysis, architecture design, setup and integration, to training and delivery, KDDI provides services and expertise that you can trust and rely on.

IT Project Management

- Office Establishment & Relocation Project ✓
- IT infrastructure Design and Setup ✓
- Server, Storage Implementation ✓
- Data Back-up & Recovery Plan ✓
- Phone System Installation ✓



Security Solutions

- ✓ Device Control
- ✓ Secure Remote Access
- ✓ Firewall Implementation
- ✓ BCP (Business Continuity Plan)



Help Desk Service

- Support all your IT requirement (PC support, Network, and IP Telephony) ✓
- Bilingual Support in Japanese / English ✓



Maintenance / Management Service

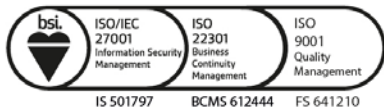
- ✓ Operation and maintenance of equipment 24/7
- ✓ Total support of all your equipment



Procurement of Equipment

- ✓ Hardware, Software, and License procurement
- ✓ Delivery & Installation of equipment

Our Technology Partners include :



JUNIPER
NETWORKS



FUJITSU

paloalto
NETWORKS

riverbed

UiPath

safeAttach

FORTINET
AUTHORIZED PARTNER



14. RPA (Robotic Process Automation)

Rules based automation of transactional processes

Avoid errors and mistakes in routine workflow effectively

Improve Operation Quality & Efficiency

Business Optimisation

Scalability & Flexibility

Enable staff to focus on creative works replacing routine business processes by RPA

KDDI Europe is an authorised reseller of **UiPath**, a world leading company in RPA.



Can be deployed to multiple processes, medias, and applications at the same time

We Support Your Use of RPA

- Consultation
- Development
- Maintenance & Operational Support
- Training



15. KDDI UCaaS (Unified Communication as a Service)

Bring everyone together anywhere, on any device, with integrated collaboration

KDDI UCaaS

A Cloud-based Unified Communications solution offering the integration of real-time enterprise communication services.



Benefits of KDDI UCaaS



- ✓ **Optimise business communication**
Communicate from anywhere from a variety of devices.
- ✓ **Easy to manage**
No traditional PBX required, Easy system migration, and Easy to apply changes.
- ✓ **Variety of communication methods**
Communication methods include: Voice call, instant messaging, and video communication.

Main Functions

STANDARD



Mobility



Presence



Audio
Conference



Voice &
Video Call



Instant
Message

OPTIONAL



Video
Conference



Call
Recording



Auto
Attendant

KDDI Europe is a premier
partner of Cisco.

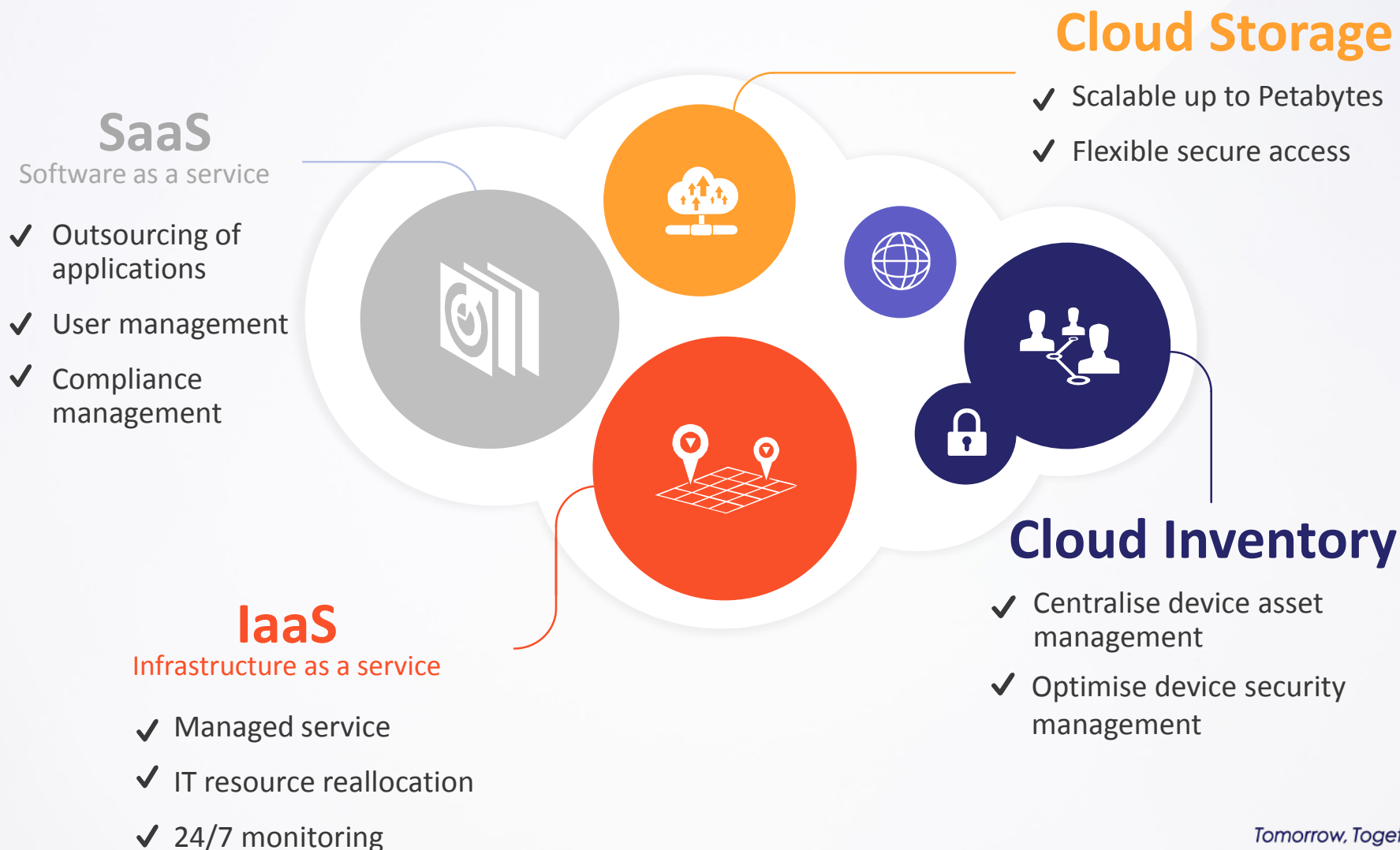


Tomorrow. Together

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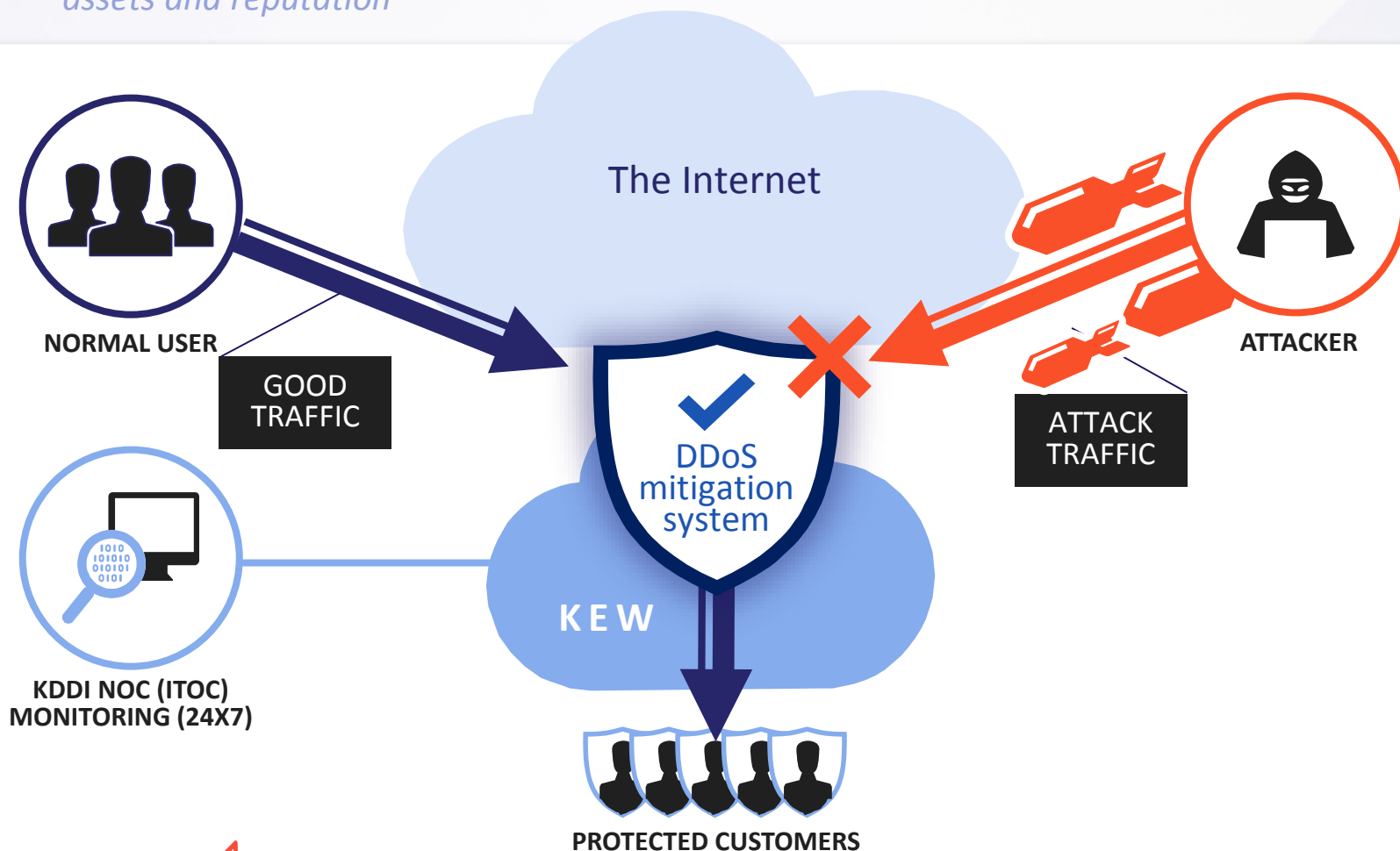
16. Cloud Computing

Based in TELEHOUSE data centres, KDDI provides extensive bespoke hosted services with quantifiable and scalable benefits for all organisations.



17. DDoS Mitigation

Effective DDoS mitigation is essential to protect your business, assets and reputation



Mitigation deployed at KDDI premises prevents any DDoS traffic from entering customer networks.

18. IT Operation Centre (ITOC)

KDDI's ITOC provides Fully Managed Support Solutions from 24/7 monitoring to application configuration

Commitment, Dedication, Beyond extraordinary,
this is KDDI's IT Operation Centre

- ✓ Highly skilled engineering support
- ✓ Seamless 1st & 2nd Level Support
- ✓ Bespoke service menu
- ✓ 24/7 Onsite Support at Telehouse Docklands

SERVICE SCOPE

NETWORK MONITORING

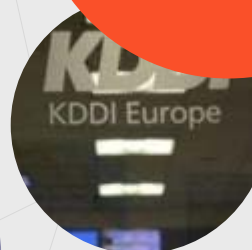
DEVICE MONITORING

DEDICATED CUSTOMER SUPPORT

- Routing
- Firewall policy setting
- Web filter setting

ITOC

24/7
Monitoring



CORPORATE OVERVIEW

2020



TELEHOUSE

19. About TELEHOUSE Europe

A subsidiary of KDDI Corporation, TELEHOUSE, the premier Data Centre offers a comprehensive range of data centre services and ICT solutions.

Corporate Figures (March 2019)

<i>Establishment</i>	1988
<i>Business</i>	Data Centres
<i>Head Office</i>	Docklands, London, UK
<i>Managing Director</i>	Ken SAKAI
<i>Employees</i>	122



Colocation sites in Euro Bloc

Europe (13 sites)

United Kingdom

Docklands North
Docklands East
Docklands West
Docklands North Two
London Metro

France

Voltaire
Jeûneurs
Magny (2)

Germany

Frankfurt (3)

Turkey

Istanbul

Africa (2 sites)

South Africa

Cape Town, Johannesburg

Russia (1 site)

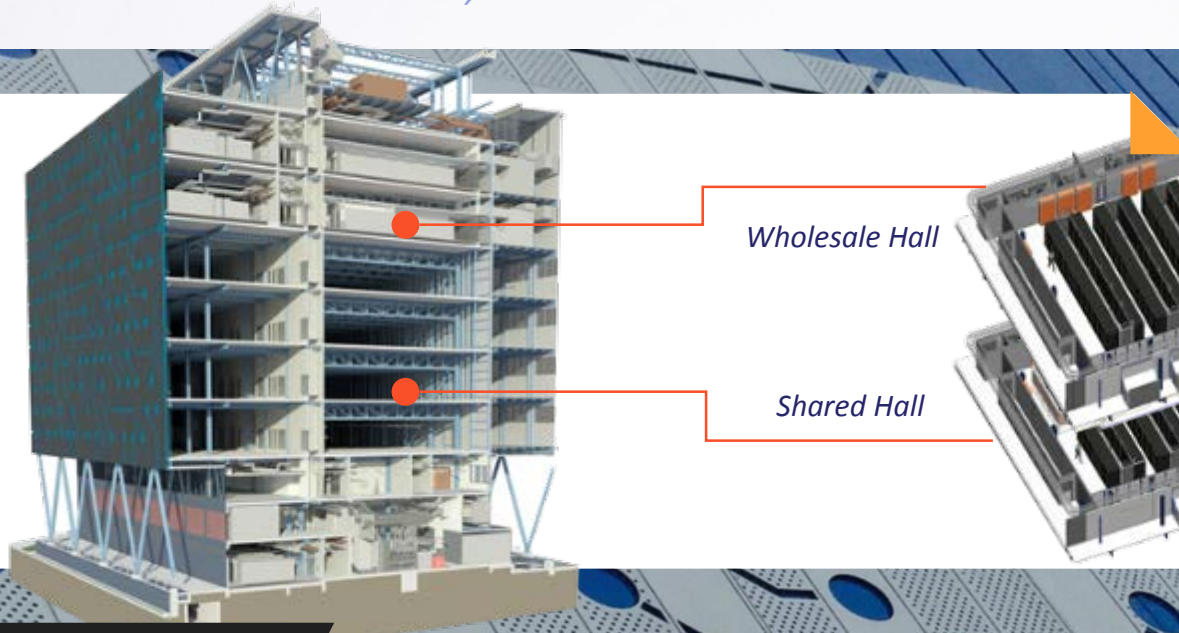
Russia

Moscow



20. TELEHOUSE North Two

Launched in 2016, North Two is the most advanced data centre in Europe.



North Two Specifications

- ✓ 11 storey, 65.9m high
- ✓ 24,370m² Gross Internal Area
- ✓ 7,981m² IT Space Day Final (7 floors)
- ✓ Link Bridge Connection to Existing North Building
- ✓ 10t prime Good Lift and 2t secondary Lift

OVERVIEW

UNRIVALLED CONNECTIVITY

North Two, Europe's most advanced data centre is the most connected, delivering access to over 530 carriers, ISP's and ASP's from its Docklands campus.

As the primary home of the London Internet Exchange (LINX), the campus delivers around 900 private and public peering ports into LINX - and North Two is LINX enabled from day 1.

FUTURE PROOF POWER

TELEHOUSE is the only UK data centre campus with its own privately owned 132KV Grid Substation providing clients with an industry leading power density.

WORLD LEADING COOLING

TELEHOUSE continues to provide pioneering services within the data centre industry with the world's first multi-storey Indirect Adiabatic and Evaporative cooling (IAC) system.

Clients benefit from housing their ICT infrastructure within a data centre with an industry leading designed PUE of 1.16 in an N+2 configuration.

21. TELEHOUSE Connectivity

Home of the London Internet Exchange (LINX) since 1994, TELEHOUSE offers unmatched connectivity in the heart of London.

Home

of the London Internet
Exchange (LINX) since 1994

530

More than 530 Carriers,
ISPs and ASPs connected
onsite over 20 years

No.1

LONDON DOCKLANDS CAMPUS
Most highly connected data
centre campus in Europe

100%

100%
uninterrupted
uptime for LINX
since 1994

LINX has 827 members,
1864 connected member ports,
77 member countries,
984 member-facing 10GigE ports,
111 member-facing 100GigE

1864

Unmatchable

Unmatchable level of connectivity
TELEHOUSE London is ideal for low-latency
trading exchanges in Europe

Designing The Future

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22. TELEHOUSE Global Locations

47 sites in **23** cities, **12** countries (Total Space 444,000m² worldwide)

As of Sep 2018

47

47 data centres
globally

23/12

23 cities / 12 countries

444,000m²

444,000m² / 4,780kft²
of total floor space



3,000

customers globally

300



quality check items
of TELEHOUSE
global guideline

30

30 years of
experiences

800

Connection with
800 carriers

23. TELEHOUSE Global Locations

47 sites in **23** cities, **12** countries (Total Space 444,000m² worldwide)

As of Sep 2018

TELEHOUSE in UK



5

- TELEHOUSE North
- TELEHOUSE East
- TELEHOUSE West
- TELEHOUSE North Two
- London Metro

TELEHOUSE in EMEA



11

- TELEHOUSE Frankfurt (3) (GERMANY)
- TELEHOUSE Jeuneurs (FRANCE)
- TELEHOUSE Volaire (FRANCE)
- TELEHOUSE Magny (2) (FRANCE)
- TELEHOUSE Istanbul (TURKEY)
- TELEHOUSE Moscow (RUSSIA)
- TELEHOUSE Cape Town (SOUTH AFRICA)
- TELEHOUSE Johannesburg (SOUTH AFRICA)

TELEHOUSE in USA



3

- TELEHOUSE Los Angeles
- TELEHOUSE NY Broadway
- TELEHOUSE NY Teleport

TELEHOUSE in ASIA



7

- TELEHOUSE Beijing (2) (CHINA)
- TELEHOUSE Shanghai (2) (CHINA)
- TELEHOUSE Hanoi (VIETNAM)
- TELEHOUSE Hong Kong CCC (HONG KONG)
- TELEHOUSE Singapore (SINGAPORE)

TELEHOUSE in JAPAN



21

- Tokyo (11)
- Other regions (10)

Appendix. KDDI Group Companies





KDDI Europe Ltd. (Regional HQ)

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