



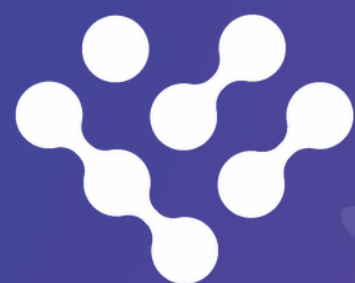
Balkans Digital Gateway



VESTITEL in Brief

- A fast-growing telecommunications company established in 2003 as a part of Overgas Group - the biggest Bulgarian private company in the natural gas sector
- A fixed network telecom carrier with a long-haul fiber optical network in and between Bulgaria and Greece of more than 3000 km and fully protected 100 Gbps transmission capacity
- A LoRaWAN network operator covering more than 30 cities across Bulgaria and Greece and a smart city and smart utilities solution provider with the biggest Smart Gas deployment over LoRaWAN in Europe





vestitel®

The Balkans Digital Gateway

Services:

- Terrestrial Connectivity: DWDM λ , Spectrum, ETHERNET IPLC, MAN, IP Transit
- Telecom infrastructure as a service (IaaS): Dark Fiber and Telecom Ducts lease and IRU
- Cloud and big data as a service (SaaS): Computing, Storage, Meter management platform



Major terrestrial node, connecting Data Centers/Internet Exchanges



Cross-border point



Cable Landing Station



Intermediate node



DWDM



Existing Fiber infrastructure



New Fiber infrastructure



Further Development



New Submarine cable system - Aegean Ring

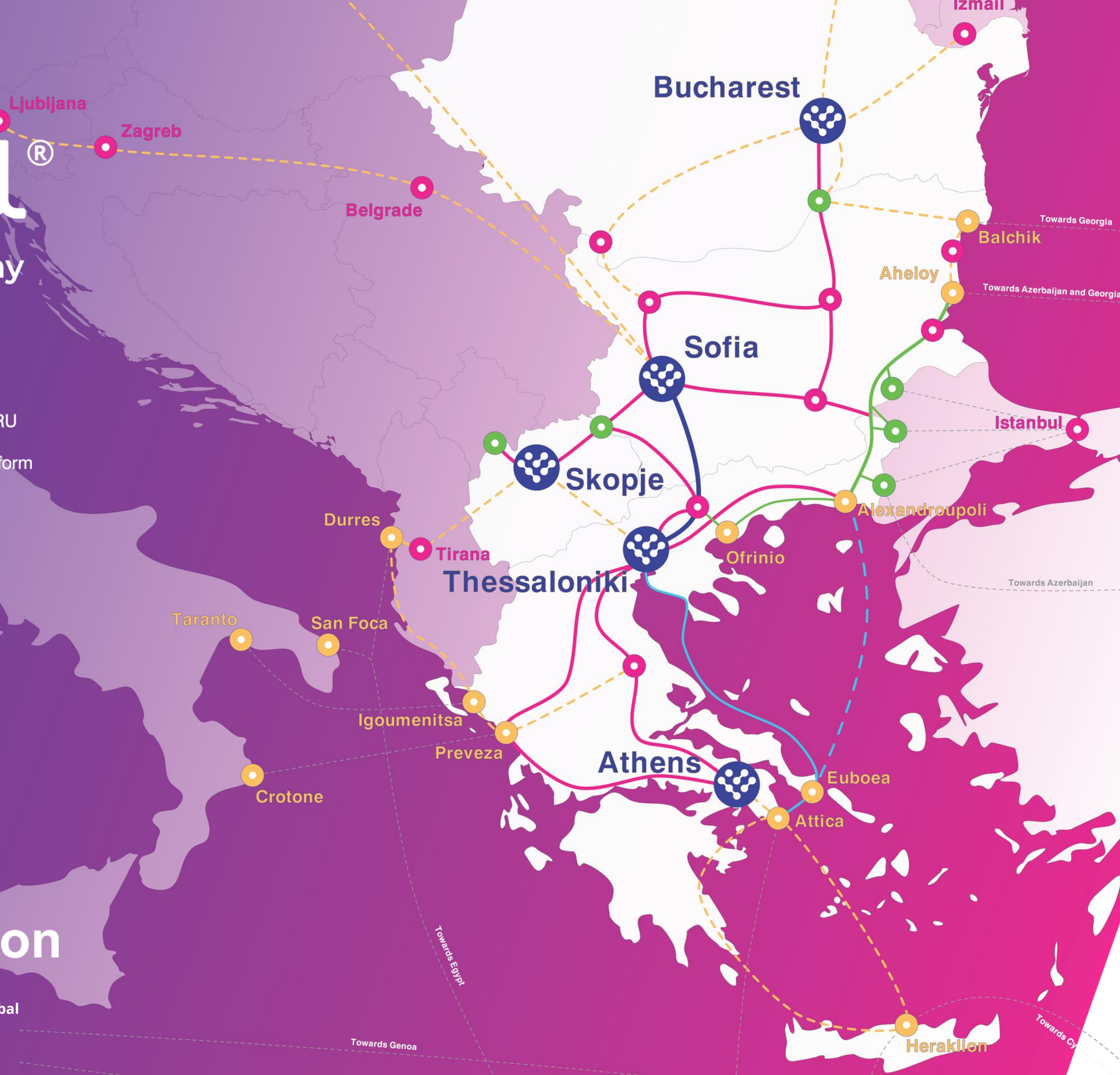


Aegean Ring - further development



Co-funded by the European Union

Beneficiary under CEF-DIG-2024-GATEWAYS-WORKS (Backbone connectivity for Digital Global Gateways)





BDGW Infrastructure Blueprint

- High-capacity, low-latency cross-border infrastructure
- Strengthens the connectivity between Black Sea, Aegean Region and Turkey and supports the leading role of Bulgaria, Greece and Turkey as the South Eastern gate of Europe.
- Establish the South-North corridor to connect the Mediterranean and Nordics through Greece, Bulgaria, Romania, Ukraine, Poland and the Baltic countries
- Enhances routing resilience and regional digital sovereignty
- Serves carriers, ISPs, hyperscalers, and enterprise clients

Numbers

- New network deployment: 1500 km
- Reconstruction and Upgrade of existing optical routes: 500 km
- DWDM system with a total capacity of 200 Tb/s, spanning more than 5000 km
- Total Investment: €70M



Geopolitics, Market trends, Traffic flows

Domestic traffic growth:

- Mobile data traffic continues to expand in 2025, supported by broad data-service usage across the Greek market. More than 30% of data growth
- Fixed-network traffic is shifting to higher-capacity access, with 44.7% of broadband lines at 100 Mbps+ in H1 2025, up from 37.4% at end-2024
- Fiber migration and higher-speed adoption are reinforcing underlying domestic traffic growth

Africa: Growing role in diversified Europe-bound connectivity. Many new constructed and planned systems

Middle East: Traffic flows towards Greece both via new submarine systems and terrestrial connections with Turkey

Greece: Strategic interconnections point between Europe, the Middle East, and Africa, Growing role as a Mediterranean digital transit hub and Increasing importance for both domestic demand and regional routing resilience

Europe: Main upstream destination for regional traffic flows and connected through Greece as a resilient southeastern corridor.

Geopolitical rerouting:

- Cable capacity reaching Greece is expected to exceed 3,000 Tbps by 2030, up from less than 500 Tbps in 2023
- Crete is emerging as a key landing cluster, with landing stations in Heraklion, Chania, Tympaki, and Sitia.
- New landing infrastructure is also being developed in Chania and Attica through the Artemis system, strengthening route diversity and redundancy



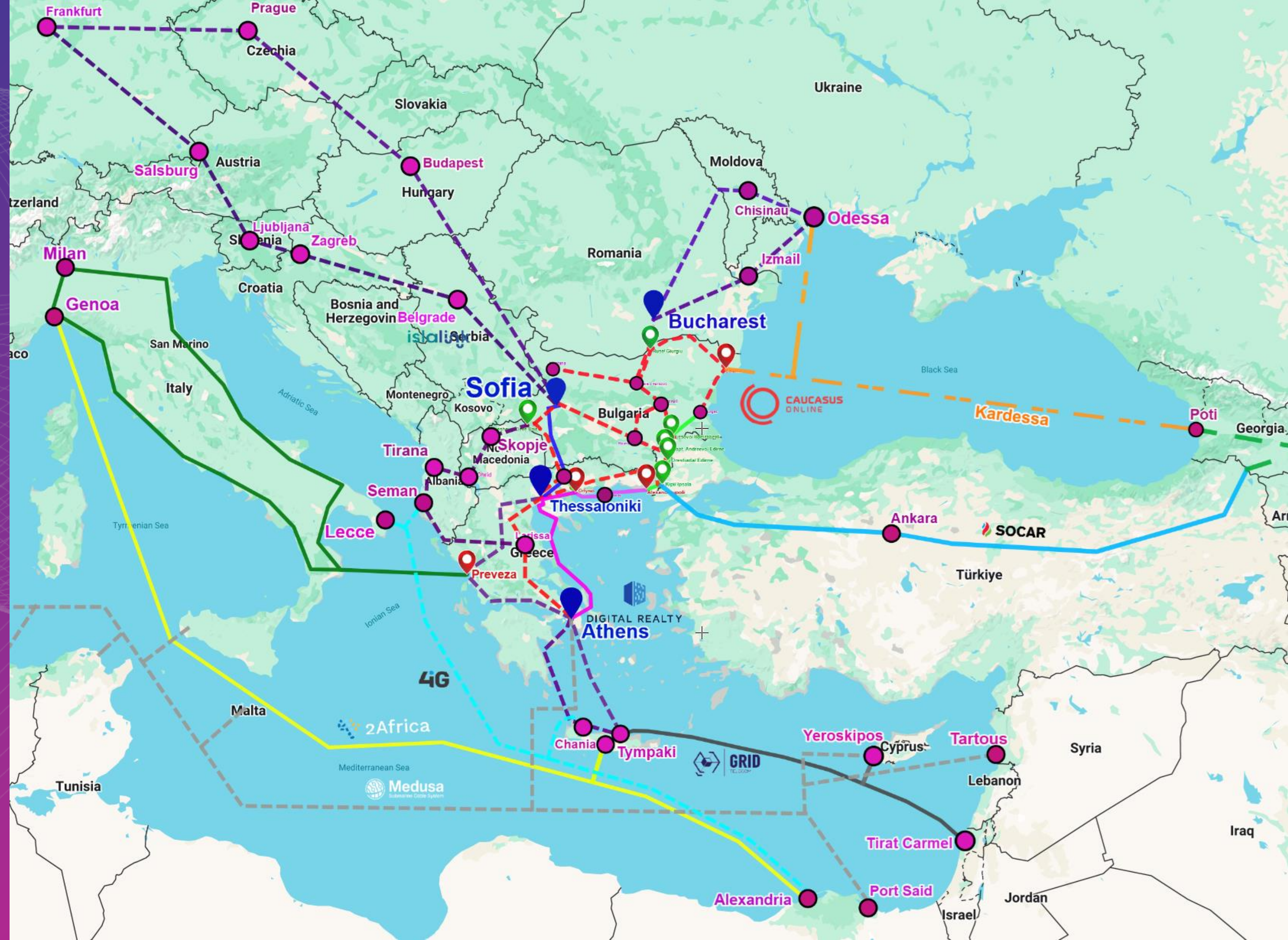
Greece Digital Infrastructure

- Greece is emerging as a regional digital hub for Southeastern Europe and the Eastern Mediterranean
- The country already has 26 data centers and half-a-dozen subsea cables, creating the base layer for regional interconnection and hosting
- New facilities in Athens and Heraklion, Crete strengthen the link between cable landings and carrier-neutral data-center capacity.
- The Heraklion facility is expected to support 6.5 MW of installed IT load and serve as an interconnection point for cables landing across Crete, including Chania, Tympaki, and Sitia
- Greece's role is amplified by hyperscale and cloud investment, with Microsoft - confirmed, while others are in the negotiation stage
- As an EU member with improving telecom infrastructure, Greece can serve as a secure regional platform for traffic, storage, cloud access, and future AI infrastructure

WHAT's needed the most - MORE neutral and modern infrastructure and regional connections.



Balkan Digital Gateway Role and Position





Our Services

- **Telecom infrastructure as a service (IaaS):** Dark Fiber, Collocation, Ducts
- **Telecom Connectivity:** Cross-border and domestic connectivity, IP Transit and Internet access
- **L1 and L2 services**
 - Pure DWDM and ethernet links from Athens DLR to Thessaloniki, Sofia, Balkan POPs and Western Europe
 - DWDM 10G/100G – protected
 - DWDM 10G/100G/400G unprotected
 - L2 1/10/100G protected
 - Protected and unprotected links. Several available routes.
- **L3 services**
 - POP to POP connections L3 between Athens DLR and any EU POP from 1G to 10G
 - Access to BIX.BG, GNM-IX, GR-IX, Balkan-IX, MIX coming soon
 - Access to TiER1 IP providers - RETN, Interlink, Orange,
 - IP transit
 - DDOS protection
 - DIA
- **Multi-service ports, no need for many x-connections**



The leading role of EU

PHASE 0/BDGS

- PROJECT NUMBER: **101181304**
- PROJECT ACRONYM: **23-BG-DIG-BDGS**
- GRANTING AUTHORITY: **European Health and Digital Executive Agency (HaDEA)**
- CALL: **CEF-DIG-2023-GATEWAYS**
- TOPIC: **CEF-DIG-2023-GATEWAYS-STUDIES**
- PROJECT BUDGET: **681 881,00 EUR**
 - EU Funding: **340 940,50 EUR**
- PROJECT TIME FRAME: **12 months**, finished
November 2025

PHASE 1/BDGW

- PROJECT NUMBER: **101241081**
- PROJECT ACRONYM: **24-EU-DIG-BDGW**
- GRANTING AUTHORITY: **European Health and Digital Executive Agency (HaDEA)**
- CALL: **CEF-DIG-2024-GATEWAYS**
- TOPIC: **CEF-DIG-2024-GATEWAYS-WORKS**
- PROJECT BUDGET: **24,000,000 EUR**
 - EU Funding: **10,101,467 EUR**
- PROJECT TIME FRAME: **36 months**, commenced
December 2025



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Thank You
See You Next Time

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