



# The Meeting Place for Companies, Technologies and Data

**Where Tomorrow Comes Together**

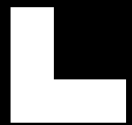
June 2023





# Contents

1. **Introducing Digital Realty:** A global platform with local expertise
2. **Digital Realty Hellas:** Delivering a world-leading data center platform
3. **Our Services & Solutions**





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- 1. Introducing Digital Realty: A global platform with local expertise**
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3. Our Services



# We are Proud to Deliver The Meeting Place for Companies, Technologies and Data

A global platform with local expertise

## North America

Atlanta	New York
Austin	Northern Virginia
Boston	Phoenix
Charlotte	Portland
Chicago	Querétaro
Dallas	San Francisco
Houston	Seattle
Los Angeles	Toronto
Miami	

## Europe

Amsterdam	Madrid
Athens	Marseille
Brussels	Paris
Copenhagen	Stockholm
Dublin	Vienna
Düsseldorf	Zagreb
Frankfurt	Zurich
London	

## South America

Fortaleza
Rio de Janeiro
Santiago
São Paulo

## Africa

Abuja
Cape Town
Durban
Johannesburg
Lagos
Maputo
Mombasa
Nairobi

## Asia-Pacific

Hong Kong
Melbourne
Osaka
Seoul
Singapore
Sydney
Tokyo

**PlatformDIGITAL®** supports our customers' global footprints with multi-tenant data center coverage, capacity, connectivity and control.

**ServiceFabric™** enables Enterprises and Service providers to interconnect and securely host their critical infrastructure and data sets.

**310+**  
Data centers

**25+**  
Countries

**50+**  
Metros

**6**  
Continents

# Ensuring Our Global Data Center Platform Delivers Our Customers' Critical Architecture Requirements

4,000+

Customers

185,000

Cross connects

310+

Data Centers

50+

Metros

8.5M

of rentable square feet  
under active development

790+

acres held for future  
development

910MW

renewable energy  
under contract





# Assisting Leading Global Companies with Data-First Strategies to Solve the Most Complex Hybrid IT Challenges

## Enabling Global Connected Data Communities

### Cloud and content providers



### Enterprises



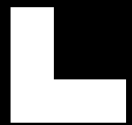
### Connectivity providers





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# Our Campus in Athens

Located in Koropi (Attica), our Athens Data Center Campus is easily accessible and within the Enterprise zone, distant of any potential incident risk zones of the Attica region. In more detail:

- 10km away from the new Athens International Airport (AIA)
- 30km from any previous reported major incidents such as seismic, flood or major incident
- Located at >150m above Sea level without any risk of flooding from Sea, river, canal or surface water run off
- Three separate access points leading to the campus, with two separate access routes
- Dedicated-fully serviced client offices available to be added to large footprint contracts
- Dedicated highly secure and in separate fire zone, storage units available to be added to large footprint contracts





# Greece Campus Summary

**32**

IT Service providers

**35**

Enterprises

**2,050 m<sup>2</sup>**

IT Space

**28**

Connectivity providers

**31**

Financial Institutions

**2 MW**

IT Power

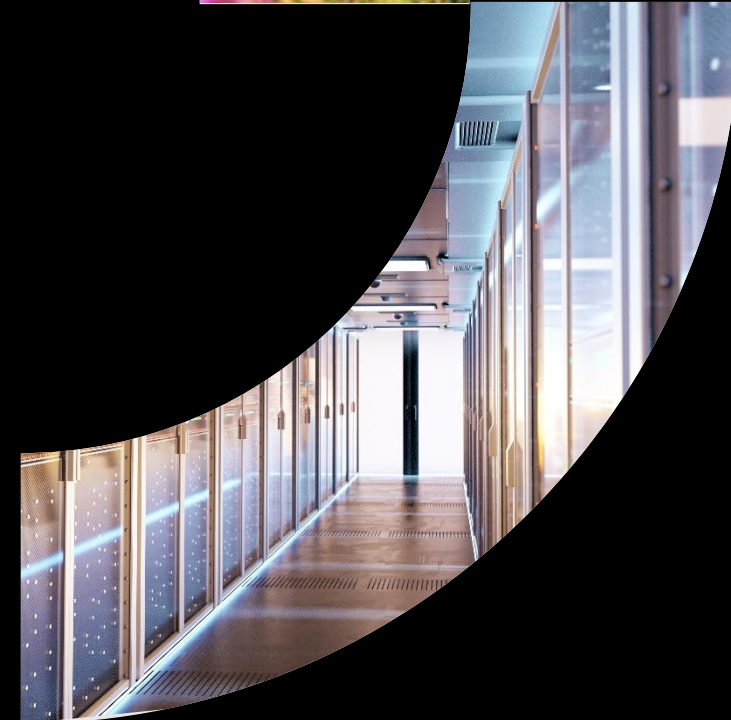
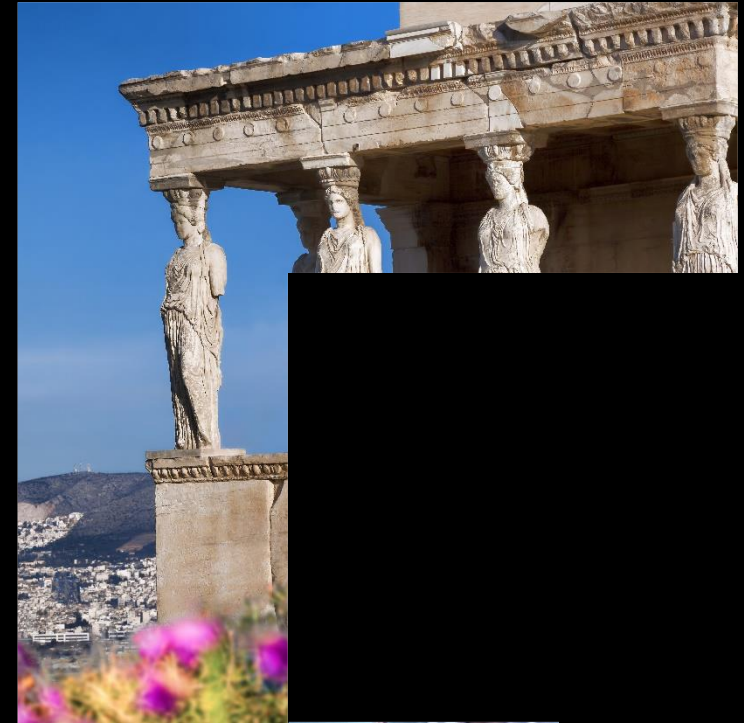
Coming in Q1 2023

**6.8 MW**

IT Power

**3,240 m<sup>2</sup>**

IT Space



# Athens Data Center Campus

## Capacity

11 MVA total

## Size

1000+ racks  
500+ BC seats

## Quality

18+ years uptime

## PlatformDIGITAL® & Cloud Exchanges

## Connectivity

Diverse POEs  
Diverse MMRs  
14 Carriers  
SEECIX & GR-IX

## Security

24/7 manned security  
Perimeter protection  
CCTV  
ISO 27001

## Operation

24/7 onsite support  
LEED v4 Gold for  
Operation & Maintenance  
Certification



# We keep on growing and investing



## ATH1

- Since 2003
- 0.828 MW IT Power
- 900 sqm white space

## ATH2

- Since 2015
- 1.225 MW IT Power
- 1000 sqm white space

## ATH3

- Planned RFS:
  - 1st phase (2.8MW): Sep. 2023
  - 2nd phase (4MW): Q4 2023
- 6.8 MW IT Power
- 3,240sqm white space

## ATH4

- Planned RFS:
  - 1st phase (4MW): June 2024
  - 2nd phase (2.8MW): Dec. 2024
- 6.8MW IT Power
- 2,850sqm white space



# Expanding our infrastructure



## **ATHENS 3 (ATH3)**

Power Connection: 20MVA

IT Load: 6.8 MW

Building: 8,600sqm

White space: 3,100sqm

Climate Neutral Data Center Pact

\*Tier III Design & Construction Certified

\*LEED Gold v4 BD&C Certified



## **ATHENS 4 (ATH4)**

Power Connection : 20MVA

IT Load: 6.8 MW

Building: 6,200 sqm

White space: 3,240 sqm

Climate Neutral Data Center Pact

\*Tier III Design & Construction Certified

\*LEED Gold v4 BD&C Certified



## **HERAKLION 1 (HER1)**

Power Connection : 10MVA

IT Load : 6,5 MW

Building : 6,900 sqm

White space: 3,250 sqm

Climate Neutral Data Center Pact

\*Tier III Design & Construction Certified

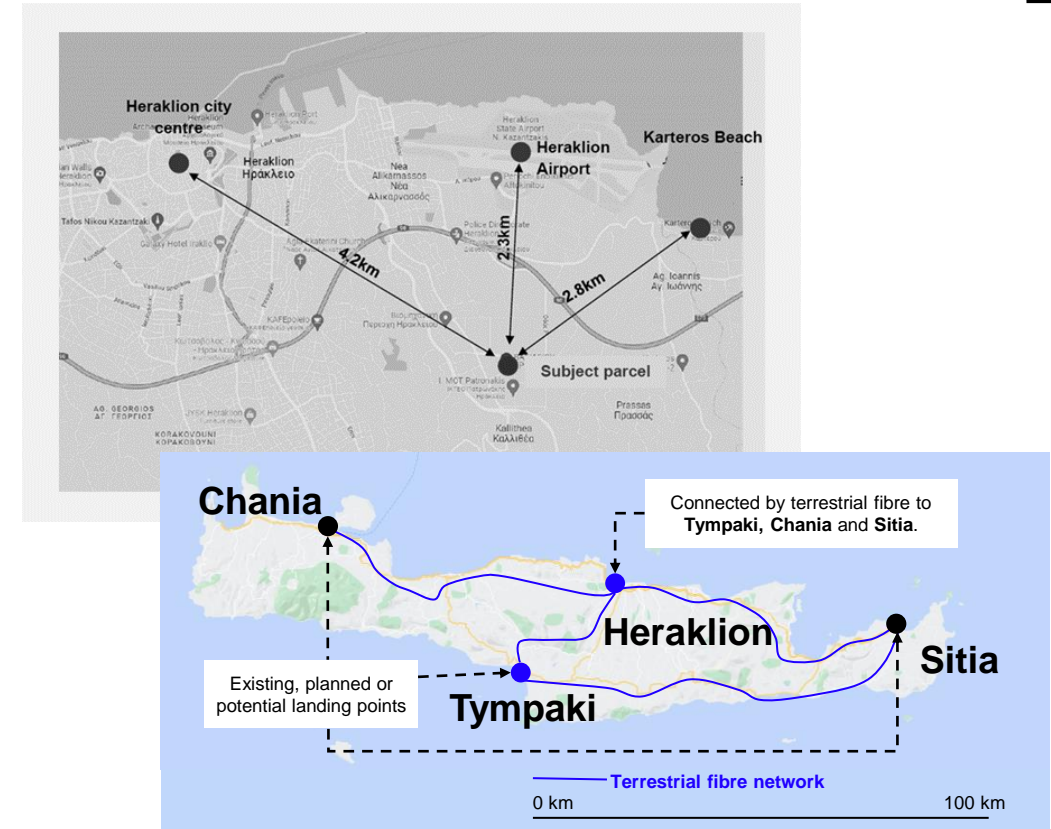
\*LEED Gold v4 BD&C Certified



# Entering New Markets

## Heraklion, the capital of the Crete, Crete, the “capital” of Eastern Mediterranean

- Conveniently located at the industrial area with dense existing telecoms
- Short distance (<4km) to Karteros beach; can serve as a CLS for cables landing around Heraklion city
- Ideally located to attract existing and future subsea cables all around Crete, including Chania, Tympaki or Sitia



# Key destinations from Athens and Crete

- Network latency between Athens and the majority of Eastern Europe is 30ms RTD or less.
- Subsea interconnection between Athens and Istanbul (via the existing MED Nautilus subsea cable) is 6.5ms.
- With multiple intercontinental subsea cables establishing branches in Crete, Greece is the closest European country to East Africa, Middle East, and Asia.





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# Colocation

- **Private Cabinet Compartment:** You can safeguard your critical equipment in a private compartment of a rack cabinet with independent doors, separate wire routing and two separate and independent power feeds per compartment.
- **Private Cabinet (Rack):** We offer 42U rack space cabinets, with secured door and two separate and independent power feeds.
- **Private Cage or Suite:** Meeting all the hosting space requirements of our clients in a protective cage or suite. Authorized Access to the cage recorded by both the Access Control System and the Closed-Circuit Television (CCTV) system.
- **Wholesale/Hyperscale:** From 500KW to 6MW or more, our Wholesale/Hyperscale solutions comply to all international standards. Our specialized engineers work hand in hand with our clients creating the solution that best fits your needs.





# Cross Connects

## Meet-Me-Room & Direct Interconnections

- Installation and certification of the interconnections within the building or across the campus through the Meet-Me-Rooms
- Monthly maintenance of the interconnection
- Onsite, 24x7 services for troubleshooting & maintenance
- Redundant Service available through multiple internal cable paths, dual Meet-Me-Rooms and multiple external manholes
- Cable Management Solution add-on
- 24h support
- Direct Customer Cabling also supported



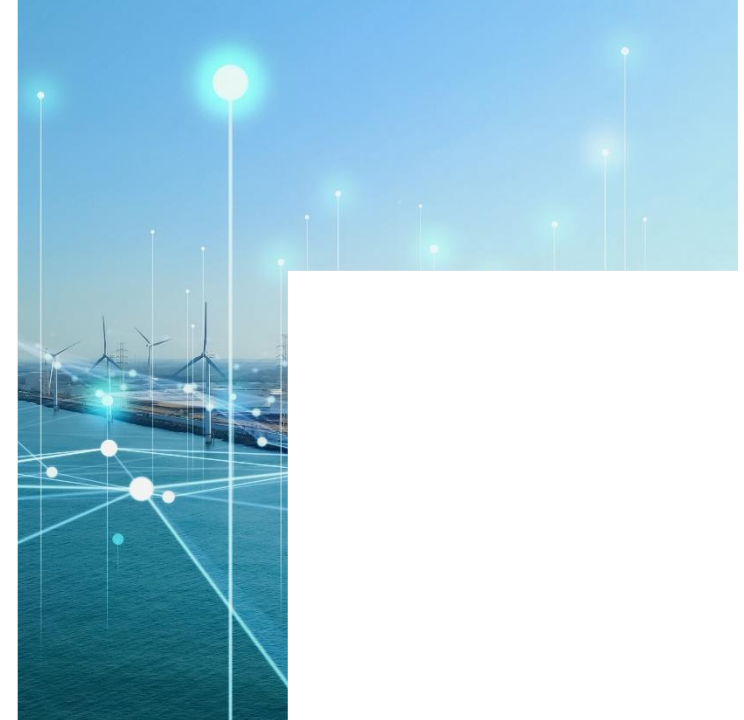
# Internet Connectivity Services

## Multi home Internet Service

Our Connectivity Service is designed for customers that require ultra-reliable, ultrahigh-quality Internet connectivity, coupled with premium support. A selection of multiple upstreams, complemented with high-speed SEECIX and GR-IX connectivity, ensures superior performance, low latency connectivity, optimum routing and high resiliency. The service is implemented on high-end equipment in a redundant architecture with no Single-Pointof-Failure (SPOF), and it supports both IPv4 and IPv6 protocols. Flexible capacity options are provided, starting from 10Mbps up to multiples of 10Gbps and 100Gbps. If resilience is important, the service can be delivered on multiple physical ports, for redundancy.

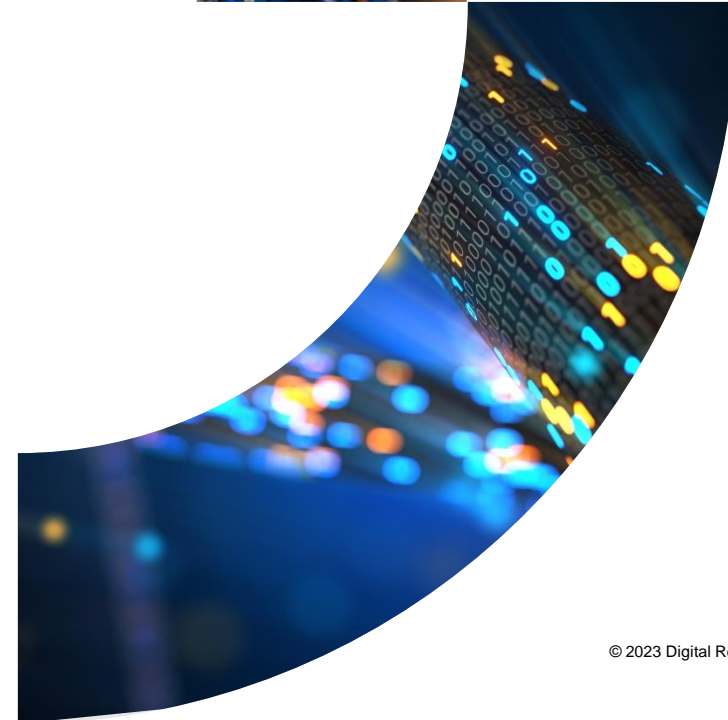
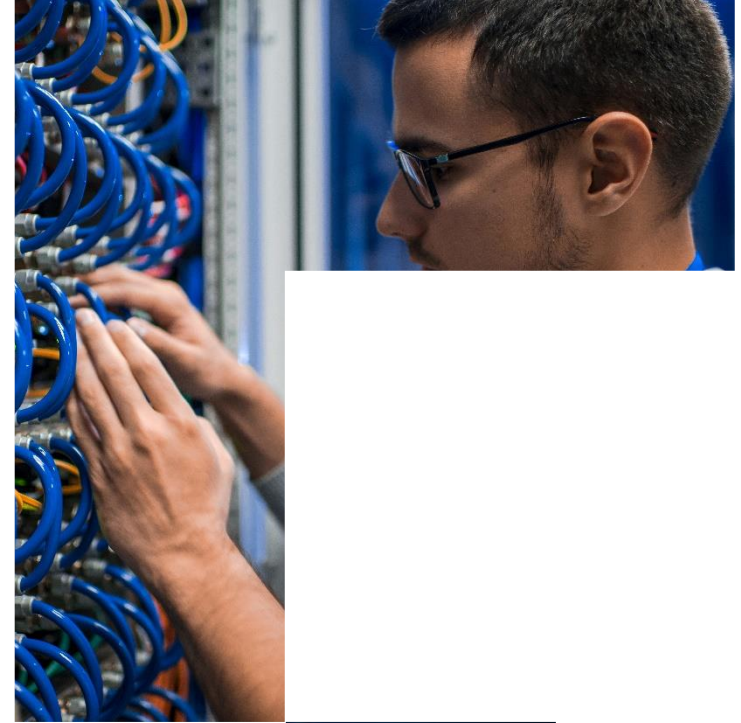
As far as routing is concerned, both IP Transit and Direct Internet Access modes are supported:

- Direct Internet Access (DIA): Customers can connect their servers directly to our infrastructure, using our routers as redundant gateways.
- IP Transit: Customers can connect their routers to our network and advertise their prefixes using BGP.



# Remote Hands

- Service Desk
- Per incident or monthly packages
- 24h support & SLA
- Typical Smart Hands services include:
  - Equipment racking, HW setup, power cycle
  - Remove or insert media
  - Network patching
  - Monitoring of the equipment operation, backup & other services
  - Tape-out
  - Custom services upon agreement

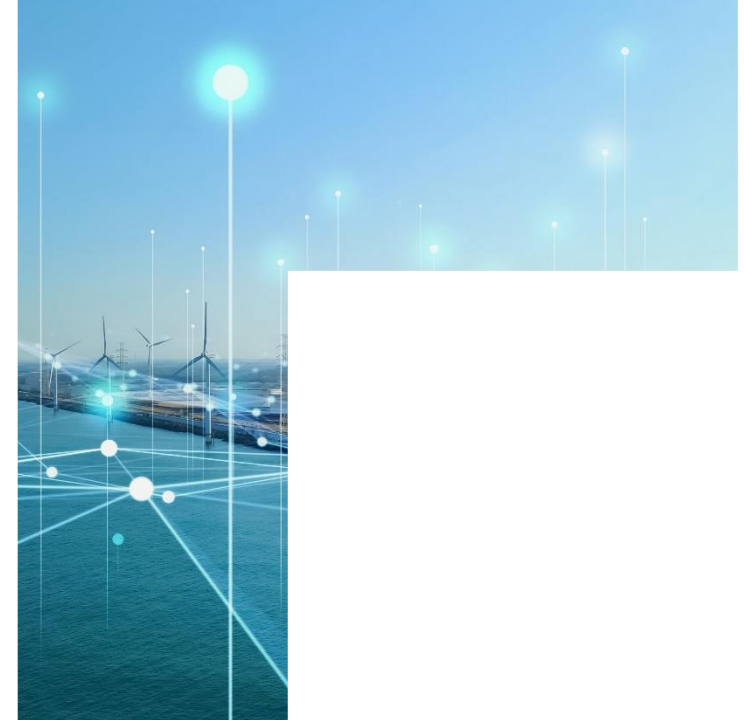


# Business Continuity

## Guaranteed Working Space & Equipment

The Business Continuity Seats are available either for dedicated or shared use from our customers.

- **Dedicated Business Continuity Seats:** The Dedicated BC seats are exclusively available to the customers any time they want to implement their Business Continuity Plan or a scheduled test.
- **Shared Business Continuity Seats:** Shared BC seats are shared by customers during the implementation of their Business Continuity Plan with a specific number or ratio of seats guaranteed at a worst-case scenario and where all or most of the seats are available in normal situations.





# Delivering Solutions for Hybrid IT Architectures

**Cloud Access** – private, secure access solves for performance and cost

**Locations** – global platform in 50 of the most critical metros

**Applications** – Mission critical applications from e-commerce to financials

**Data and Data Exchange** – Ecosystems across Enterprises, NP, Cloud and Content

**Distributed Workflows** – Services including Coverage Connectivity Capacity and control

**Security Controls** – Cybersecurity protection and compliance

**Reduced Complexity** – everything you need in one DC connected globally

**Orchestration** – on-demand suite of services supporting the digital transformation and data-centric needs of the business

Platform  
**DIGITAL**®

# Solving Hybrid IT with ServiceFabric™

## “On-Ramp” to New Services and Innovation

Quickly connect to new services provided by cloud, SaaS and partners

## Simple, Secure, and High Performing

Network segmentation and security via private connections that bypass the Internet. Strong SLA

## Flexible and Open

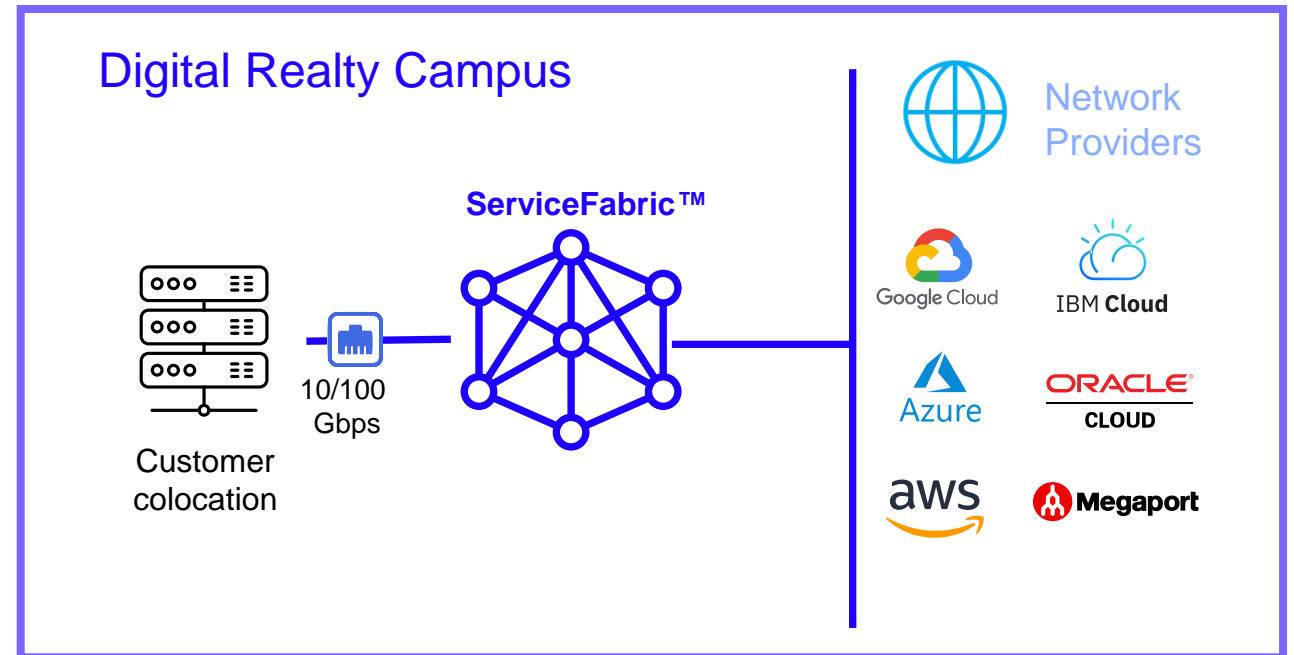
no engagement / anytime anywhere

## Bandwidth On-Demand Control

Simply and rapidly provision any-to-any connectivity to anywhere at any time

## Pay-as-you-Go

Provisioned and scaled up and down based on your business need with no long-term commitments.





# SEECIX powered by DE-CIX



# What is SEECIX

- Achieve data gravity and locality through SEECIX powered by DE-CIX, the new interconnection hub serving the South-East Europe, Balkan region within our neutral world-class data center campus in Athens.
- SEECIX is connected to the world's largest neutral interconnection ecosystem of DE-CIX, offering access to hundreds different networks and numerous DE-CIX locations. Further interconnection services are also available such as GlobePEER, VirtualPNI and DirectCLOUD, accessing leading global public clouds such as Microsoft Azure, AWS, Google Cloud, IBM Bluemix.

## Benefits:

- Part of the global DE-CIX interconnection ecosystem
- Access to more than 50 public clouds including Microsoft Azure, AWS, IBM, Oracle etc.
- Access to thousands of networks and numerous DE-CIX locations (12 countries, 22 locations)
- Peering services, local (Greece) and remote (to any DE-CIX POP)

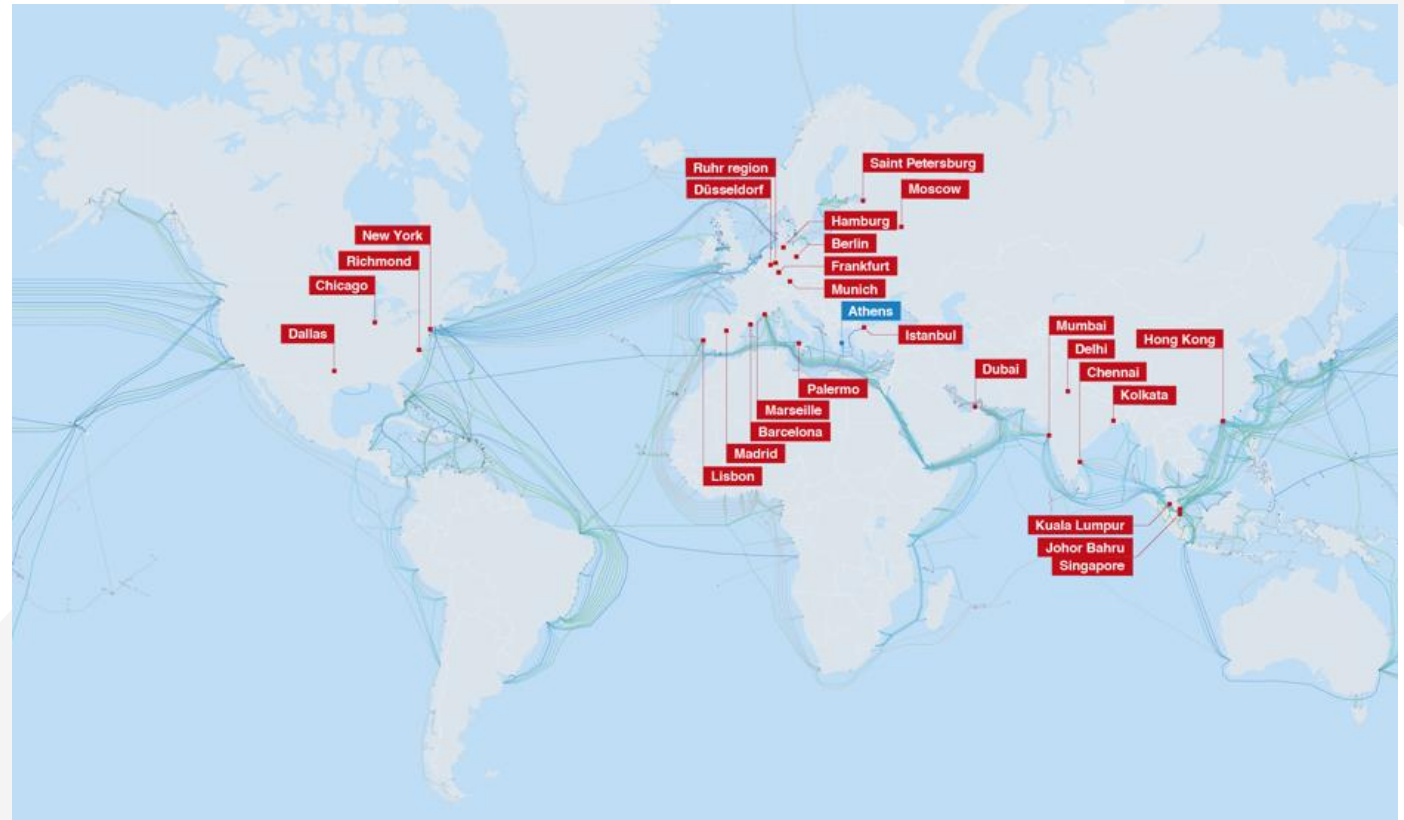


# Cloud Connectivity: Athens

## SEECIX, the South-East Europe Cloud & Interconnection Exchange

- Strategic partnership with DE-CIX
- Optimally connected to major cloud hubs
- Part of the DE-CIX global ecosystem, with 28 locations in 14 countries and growing

**SEECIX, powered by DE-CIX, can help you reach ~50 top public cloud providers, including Microsoft Azure, Amazon AWS, Google Cloud, Oracle Cloud, IBM Bluemix, Alibaba cloud etc.**

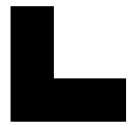


List of cloud providers: <https://www.de-cix.net/en/de-cix-service-world/cloud-exchange/cloud-service-providers>

Read more: <https://www.de-cix.net/en/de-cix-service-world/cloud-exchange/directcloud>

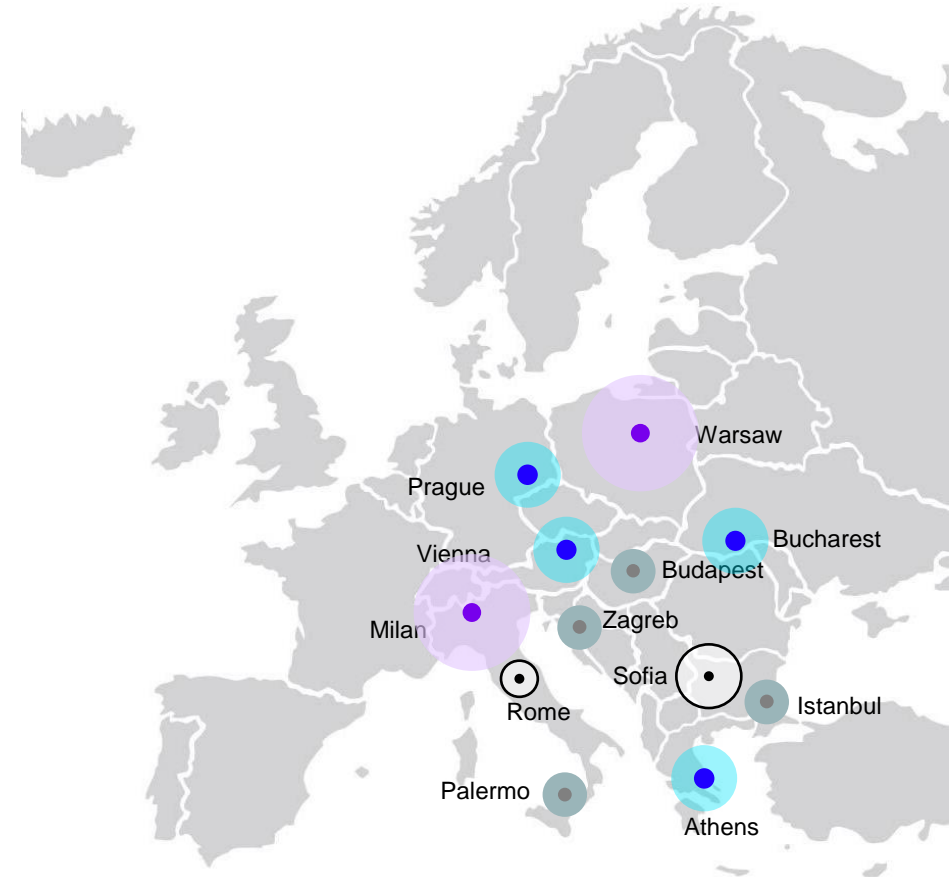


# Connectivity



# Greece as Interconnection Hub

Market	# of Network PoPs
Warsaw	484
Milan	455
Vienna	273
Prague	224
Sofia	220
Bucharest	215
Istanbul	110
Rome	110
Budapest	89
Athens	53
Zagreb	41
Palermo	32

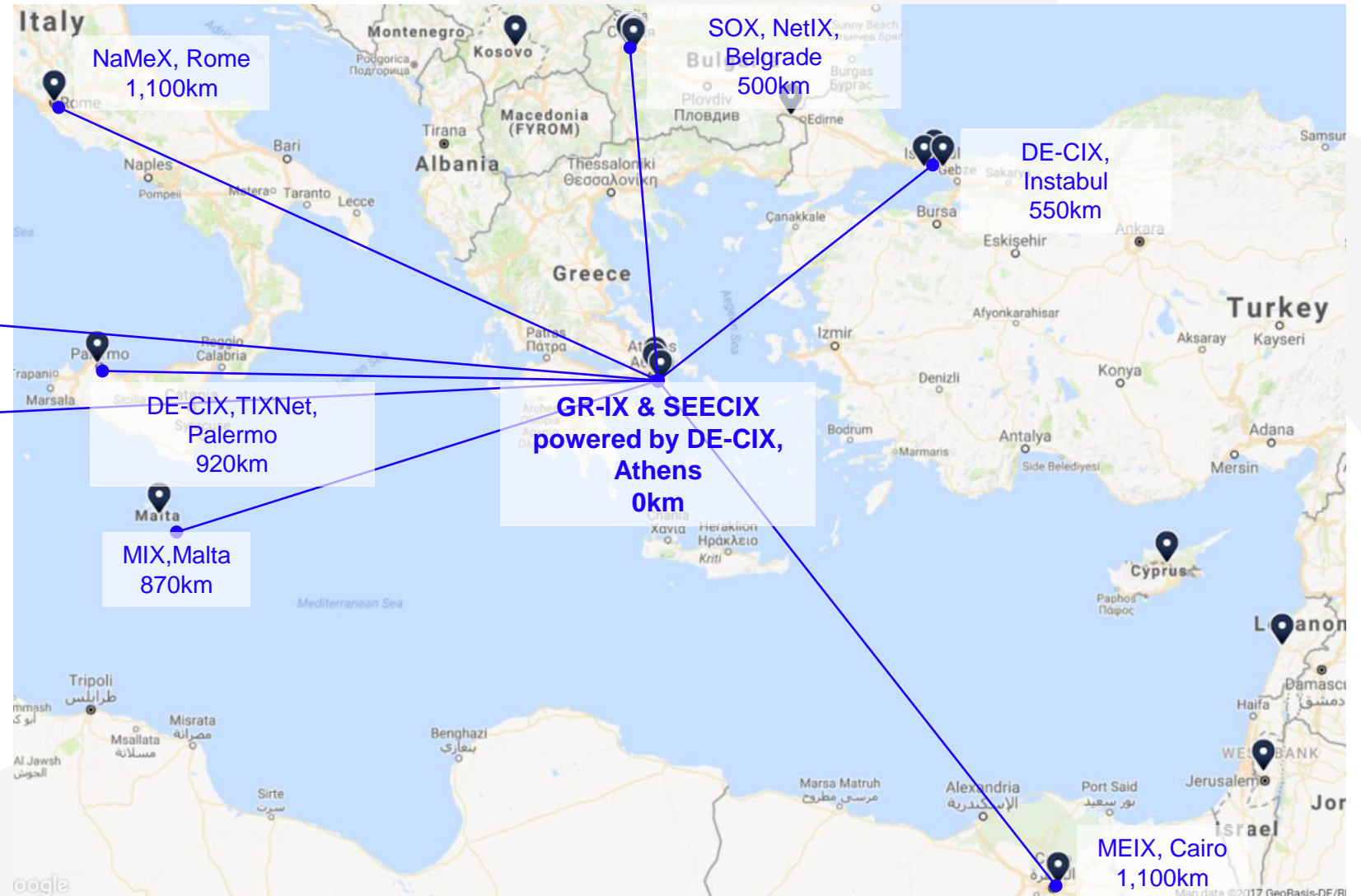


\*Size of circle in proportion to # of Network pops

# Near Internet Exchanges

DE-CIX, Frankfurt  
1,800km

AMS-IX,  
Amsterdam  
2,150km



Company	Athens	Dark Fibre			Ethernet			Wavelengths			CDN	Cloud Connections	Internet Services	Internet Exchange	Voice / SIP / VOIP	WAN & VPN
	ATH1 & 2	Long Haul	Metro	National	Long Haul	Metro	National	Long Haul	Metro	National						
Amazon	■										■					
China telecom	■				■								■		■	■
Cloudflare	■										■					
Cogent	■				■	■	■					■	■		■	■
Dataways	■					■	■				■		■			■
Edgoo networks	■															
Fast telecom	■										■		■	■	■	■
Forthnet	■	■	■	■	■	■	■	■	■	■			■			
Gloman	■	■	■	■							■					
Grid telecom	■				■	■	■	■	■	■						
Gr-ix	■															
Host me in	■												■			■
Hurricane electric	■				■	■	■						■			
Islalink	■	■			■		■	■		■						
Digital Realty	■					■	■				■		■			■
Microsoft	■															
Modulus	■														■	
Ote/cosmote	■		■	■	■	■	■	■	■	■			■			■
Oteglobal	■	■			■		■									■
Realtv	■										■				■	

Digital Realty Connectivity List Private & Confidential  
The list is compiled from data collected from public sources such as companies' web sites, PeeringDb and CloudScene.

Company	Athens	Dark Fibre			Ethernet			Wavelengths			CDN	Cloud Connections	Internet Services	Internet Exchange	Voice / SIP / VOIP	WAN & VPN
	ATH1 & 2	Long Haul	Metro	National	Long Haul	Metro	National	Long Haul	Metro	National						
Seecix, powered by decix	■				■							■		■		
Sky telecom	■					■	■						■			
Subspace communication	■										■					
Telefonica	■				■	■	■						■		■	■
Tisparkle / seabone	■	■	■	■	■	■	■	■	■	■			■		■	■
Vodafone	■	■	■	■	■	■	■	■	■	■			■			
Wind	■	■	■	■	■	■	■	■	■	■			■			■

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# Connected Data Communities

## Local Communities within our data centers:

- Market leader
- Rich ecosystem of Service providers and Enterprises

## Reaching remote Communities

- Access to our company's global network
- PlatformDigital® and SEECIX



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Thank you

