



PERSONAL DATA

Name **FEDERICO MARIO SILVANO PROTTO**
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 E-mail fprotto@gmail.com
 Nationality Italian
 Birth date 24/10/1967

TITLE **Knight of the Order of Merit of the Italian Republic (Dec 2022)**

WORKING EXPERIENCES

Dates (from – to)
 Employer
 Company profile

JAN 2015- SEP 2023

Retelit SpA and (since Dec. 2022) IRIDEOS SpA

B2b Telecommunication infrastructures, Fiber Optics, FTTH, Data Center, Cloud, submarine cables, cybersecurity, Platform as a Service, ERP, managed digital services. Listed Company at Milan Stock Exchange, STAR segment, up to Nov 30th, 2021. Valuation: approx. € 900 Mln, 1 200 employees

Role

CEO and General Manager

Accountability and achieved results

Group general management. Relationships with investors, financial community, the Stock Exchanges, authorities and institutions. Main Clients: OTT's (Amazon, Meta, Google, Microsoft, Space X), main fashion houses (Fendi, Cucinelli, Dolce & Gabbana), State owned companies, including the strategic national agencies (Terna, Leonardo, ENI, Telespazio, Central and Local Public administration) and international agencies (US Ministry of Defense); most prominent automotive, healthcare and financial private groups (Toyota, Gruppo San Donato, San Raffaele, ACS, Illimity Bank, Credito Fondiario); main national and international ICT groups (Vodafone, TIM, Fastweb, AT&T, Orange, Lumen, Colt, Zayo, Exa).

Achievements since 2015 to date:

- ☐ Valuation increase (EqV) from €65 Mln to approx €900 Mln
- ☐ Sales growth from €37,5 Mln to €400 Mln
- ☐ EBITDA increase from €8 Mln to €100 Mln
- ☐ Dividend policy introduced in 2018 (first time ever in the Group history)
- ☐ Growth of the HC from 90 to 1 200 employees
- ☐ Fiber optic network expansion (43 000 km to date). The Group massively contributes to the fiber optic deployment on the country and is the first national b2b only player, and second player when considering the ownership of national and international strategic asset.
- ☐ Ownership of the main Italian data center, MI Caldera (Avalon Campus) and of 34 Data Center
- ☐ M&A's for approx cumulated €300 Mln cumulated since 2020: Gruppo PA, Brennercom, Welol, Irideos.
- ☐ Internationalization investments for approx cumulated €100 Mln, including the deployment and financing of the AAE-1 (Asia Africa Europe 1) submarine cable, 25 000 km connecting the Mediterranean Sea (Bari, Marseille) to Middle East, India and Far East (Hong Kong) landing in 19 countries.
- ☐ Setup of the Joint Venture between Retelit and the Libyan government technological company, LPTIC, wound up in 2020 following the still lasting Libyan political and military unrest.
- ☐ OTTs provider of choice: Meta, Amazon, Google, Microsoft
- ☐ Main SAP and Microsoft Italian partner
- ☐ Sole SAP partner worldwide in the Healthcare space, thanks to the vertical platform Sap4Health
- ☐ Retelit's positioning transformation, - by means of material investments in infrastructure and product development – from pure infrastructure Wholesale player into a Digital Enabler for medim-large companies and Central and Local Public Administration.

Additional roles:

- ☐ **Retelit Digital Services**, CEO and General Manager
- ☐ **Brennercom**, Chairman of the BoD
- ☐ **Open Hub Med**, Director
- ☐ **MIX, (Milan Internet Exchange)**, Director
- ☐ **C-Next**, Director
- ☐ **EstraCom**, Director
- ☐ **IDA (Italian DataCenter Association)**, Director, member of the Advisory Board (currently in charge)
- ☐ **Ge-Dix (Genova Digital Internet Exchange)**, Director
- ☐ **ANFoV**, Director
- ☐ **Quadrato della Radio**, Member and Director (currently in charge)

Dates (from – to)	SEP 2010 - MAR 2015
Employer	T-Systems International GmbH (Deutsche Telekom) - Frankfurt (D), Milan (I)
Company profile	International ICT provider (Information and Communications Technology)
Role	Vice President, Telecommunications Services International
Accountability and achieved results	<p>Managing Telecommunications services in 25 countries worldwide. Sales, Pre-sale, Operations and delivery of services and solutions to large multinational Clients, e.g. BP, IKEA, SAB Miller, Continental, Heineken, Bosch.</p> <p>Management of the global organization, 1 085 employees worldwide. Annual sales: €300 Mln</p> <p>2010-2014: Yearly sales growth, 12% YoY</p>
Dates (from – to)	Nov 2002 - SEP 2010
Employer	T-Systems Italia SpA (Deutsche Telekom) - Milano (I)
Company profile	Italian branch of the international ICT provider T-Systems International GmbH
Role	Head of Telecommunications Business Unit
Accountability and achieved results	<p>Sales, Pre-sale, Marketing, Operations and delivery of services and solutions to large Italian and multinational Clients, e.g. Mercedes Italia, Intesa San Paolo, ENI, De Agostini, Bosch, Lufthansa, Europcar, Wind, Fastweb, Telecom Italia, BT Italia. 50 employees</p> <p>Yearly sales growth, 9% YoY</p>
Dates (from – to)	SEP 1999 - Nov 2002
Employer	WORLDCom EMEA (now VERIZON BUSINESS) – Milan (I), Paris (F)
Company profile	Global Telecommunications provider
Role	Director, Service Delivery Sud Europa; Director, European access network
Accountability and achieved results	<p>Management of the technical units in France, Italy, Spain, Portugal, Switzerland, Greece, Cyprus, Israel. Pre-sale support to international sales activities Operational integration of UUNET (internet provider) into Worldcom and MKI M&A (access optical fiber). Development of the fiber optic European access network. Annual Budget, USD 96 Mln. 152 employees, in Europe</p>
Dates (from – to)	MAY 1994 - SEP 1999
Employer	TELECOM ITALIA (now TIM) – Rome (I), Milan (I)
Company profile	Italian Telecommunications incumbent operator
Role	Head of Technical services, Milano area; Head of National Outsourcing center
Accountability and achieved results	<p>Management of the technical assistance unit, Project management, Call center and Help Desks (189, 183 toll free numbers). Client networks management. 170 employees, in Italy.</p> <p>Migration of the main Italian banks' networks on the new generation IP networks</p> <p>Development of an innovative satellite-based transmission system network for the major Italian newspapers (Corriere della Sera, Il Sole 24 Ore)</p> <p>Establishment of Telecom Italia's offering for Outsourcing services and top customer assistance center start-up (e.g. Unicredit, BPM, Safilo, Iveco, SIA).</p>

Dates (from – to)	JUN 1992 - MAY 1993
Employer	POLITECNICO DI MILANO – Milan (I)
Company profile	University, research center
Role	Researcher, Electronical Engineering Department
Accountability and achieved results	Studies on satellite transmission under bad weather conditions (fog, drizzle, rain, snowfalls, hail)
EDUCATION	
Date	DEC 2006
Education center	SDA Bocconi, Bocconi University – Milan (I)
Main topics	MBA, Master in Business Administration
Graduation	Graduated cum laude
Date	OCT 1992
Education center	CEFRIEL, POLITECNICO DI MILANO – Milan (I)
Main topics	Master in ICT (Information and Communications Technology)
Graduation	Graduated cum laude
Date	JUL 1992
Education center	POLITECNICO DI MILANO – Milan (I)
Main topics	Electronical Engineering
Graduation	Degree (5 years), 100/100 cum laude. Thesis on GSM-aimed propagation studies, presented at ICAP '93 international conference Edinburgh (UK) State professional qualification state, achieved Nov 1992
Date	JUL 1986
Education center	LICEO SCIENTIFICO “LEONARDO DA VINCI” – Milan (I)
Graduation	Scientific degree, 60/60
TRAINING AND PERSONAL SKILLS	
MOTHER TONGUE	ITALIANO
OTHER LANGUAGES	
Level	ENGLISH Fluent
Level	GERMAN Fluent
Certifications/courses	ZDaF Goethe Institut, Milan, Jan 2000 - PWD Wirtschaftsdeutsch Goethe Inst. Milan Jun 2003
Level	SPANISH Good
Certifications/courses	InLingua 1999 InLingua course
OTHER COURSES AND QUALIFICATION	
Economical and financial	Strategic and financial evaluation of investments (NPV), EVA, US GAAP, IAS
Managerial	Leadership, conflict management, public speaking
Technical	IP, MPLS, Cisco technologies, Frame Relay/ATM, VoIP, CC7, HTML. SSGRR, Scuola di formazione tecnica di Telecom Italia. L'Aquila May - Aug 1995
FURTHER INFORMATION	
	Military services accomplished 23° Battaglione fanteria meccanizzata “Como” – Como (I), as DBIII developer. May 1993 – May 1994 Married, 3 children Passionate of Travels, Cycling, Diving, Ski and Opera

October 2023