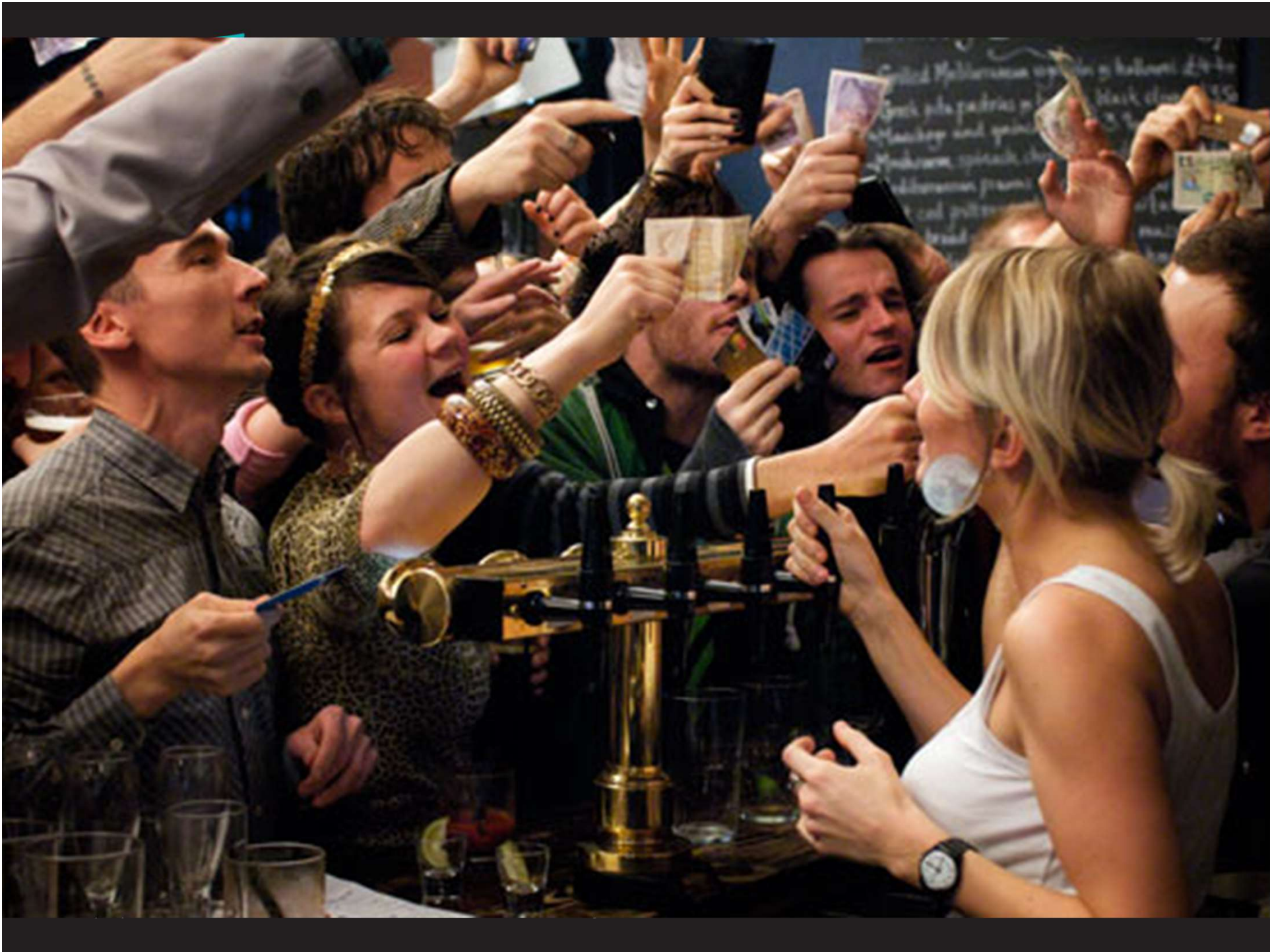


DESTINY  cloud telecom  
as it should be

DESTINY - BNIX EVENT 2019





# WHO'S DESTINY

Forecasted  
revenue 2019   
**65.000.000**  
backed by Mentha Capital

 more than  
**13.000**  
customers and  
**600** channel  
partners

more than  
**10.000**  
connected  
offices 

  
more than  
**170.000**  
secured cloud communication users

**B2B ONLY**  
  
operational in 2 countries

 full regulated  
independant  
**OPERATOR**

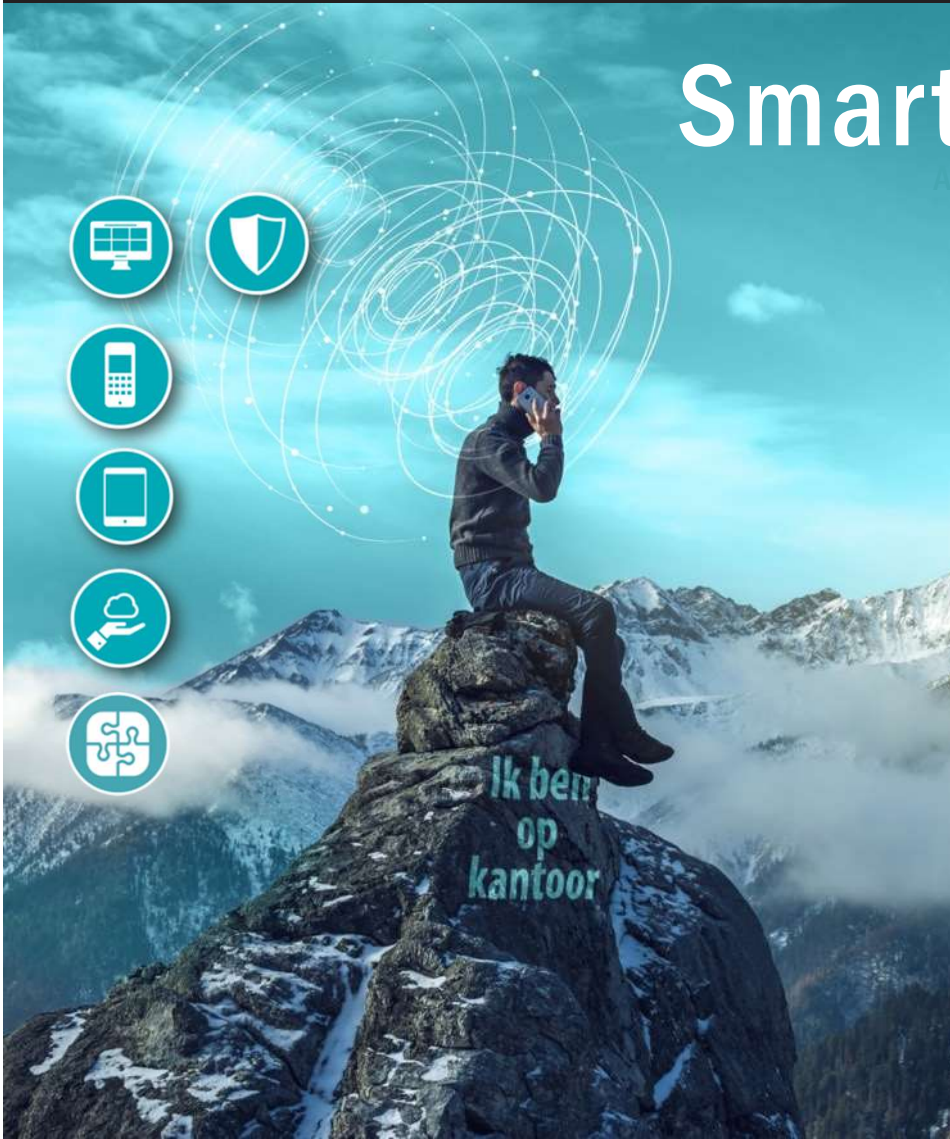
 broadest  
**cloud  
operator**  
in the Benelux

**+220**   
employees

Winner  
Deloitte Fast 50  
FD/Trends Gazellen  
ICT Personality 

# SmartMobile

Always professionally reachable



In the Office



On the Move



Unlimited



In the Field



On the Road

# WHO'S DESTINY



**+40**

Local Exchanges with own equipment

**>500km**

Full dark fiber

**13**

Local Datacenters connected on our backbone

**5**

Redundant Proximus interconnection points  
for voice and data

**Redundant**

Connections with all operators and internet peerings

# INTERNET TREND

26% CAGR  
2017-2022

Exabytes  
per Month



Source: Cisco VNI Global IP Traffic Forecast, 2017-2022

**1 EB = 1000<sup>6</sup>bytes = 10<sup>18</sup>bytes = 10000000000000000000 B**  
**= 1000 petabytes**  
**= 1 million terabytes**  
**= 1 billion gigabytes**

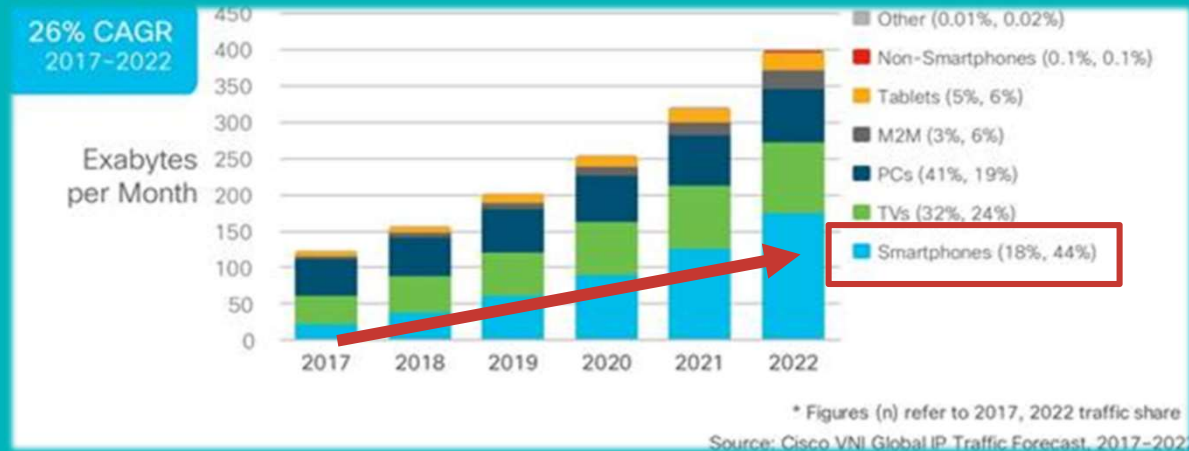


# INTERNET TREND

**S**ocial  
**M**obile  
**A**nalytics  
**C**loud



is changing the way we live, interact with each other or do business  
... and doing so at an increasing pace  
... driving internet usage up and up and up



... and the smartphone gives that rise a Red Bull

## LOWER COSTS

- For Destiny , peering is less expensive than transit
- Approx. 15% compared to transit
- Might be different for other providers



## GREATER CONTROL & TROUBLESHOOTING

- Using transit, data follows any path over the internet – peering can solve that
- In case of latency or packet loss, assistance of transit partner is required in troubleshooting
- Often more consistent routing – not depending on changes at the transit provider





## LOWER LATENCY



- Internet traffic flows more locally and at high speed leading to low latency
- Traffic for Belgium remains in Belgium (no potential thromboning)
- Improves the user experience in many use cases (MS Teams, Netflix etc)
- Improves quality for services provided by Destiny over-the-top

## IMPROVED NETWORK PERFORMANCE

- We can avoid bottlenecks on the network(s) of our transit partners
- Can also be a good, cost efficient alternative to direct Cloud Service Provider (CSP) connections for our customers (eg ExpressRoute)



## PATH DIVERSITY

- Having more paths to different destinations / CSPs leads to redundancy
- Also reduces the risk in case of DDOS attacks



## WHY BNIX?

- 1 Last blind spot of our Belgian internet backbone
- 2 Majority of our customers are based in Belgium
- 3 Marketing value towards Belgian customers and partners

# WHERE ARE WE AT?



... and hopefully many more to come