

# Ammar Hamdan

**ENECA**

# Customer Opportunities in Key Markets

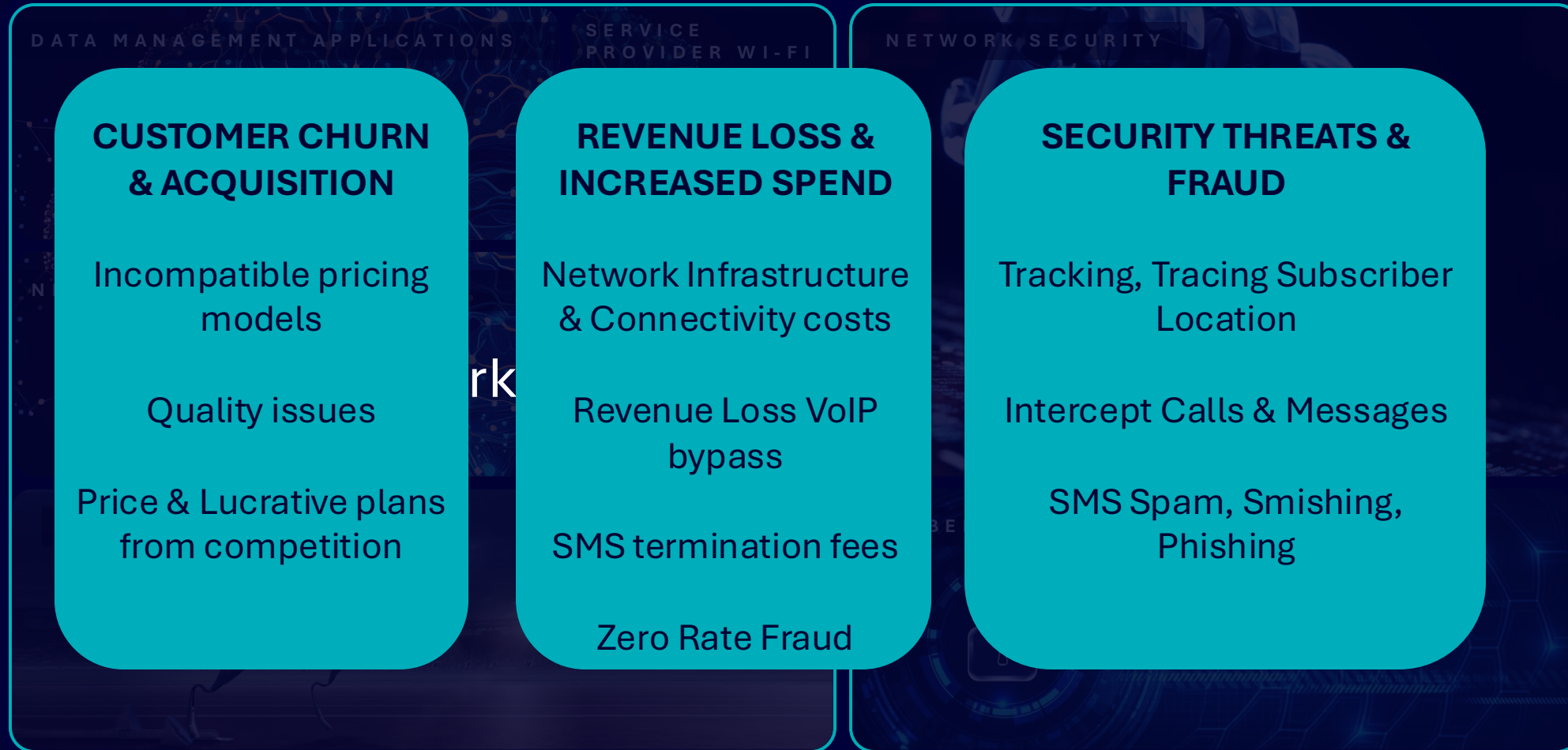
*CAPITAL MARKETS DAY*

*AMMAR HAMDAN, VP SALES EMEA & APAC*

# Which Markets We Serve



# Business Focus Areas Segments



***ENEA***

# <Customer Case Omantel >

*ENEA CAPITAL MARKETS DAY*

# Value Driven Solutions – Telecom Egypt

## VIP Numbers spoofed

- High level officials & VIP numbers spoofed causing a national security issue

## Enea Voice Firewall

- Issue identified, Enea had solution in network within 6 weeks.

## Customer Secured

- 10% of all international calls have been blocked by Enea Voice Firewall after the initial deployment of the Firewall

## Customer Secured

- This resulted in reduction of the incoming spoofing attempts by 90%

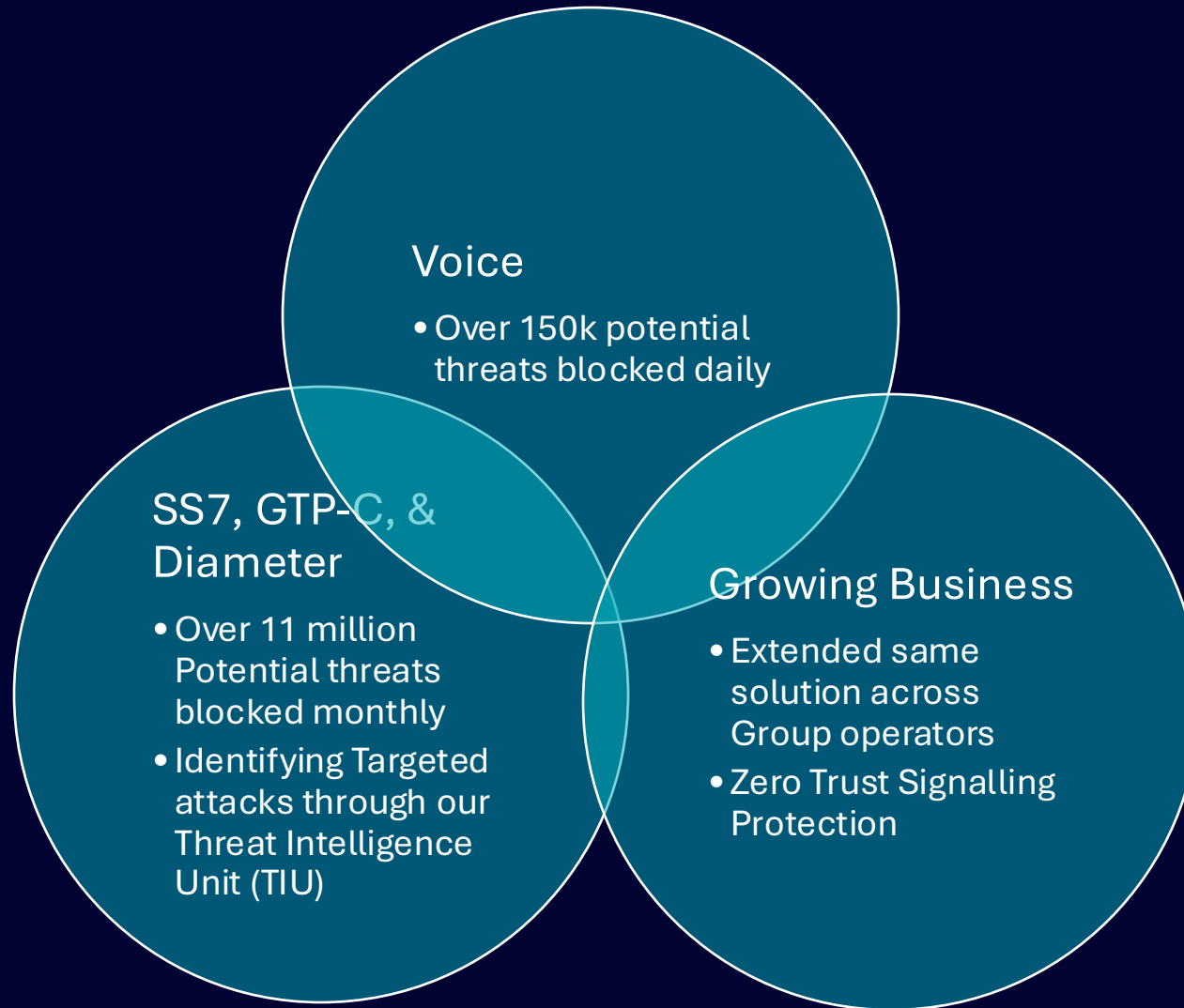
## SECURITY THREATS & FRAUD

Tracking, Tracing Subscriber Location

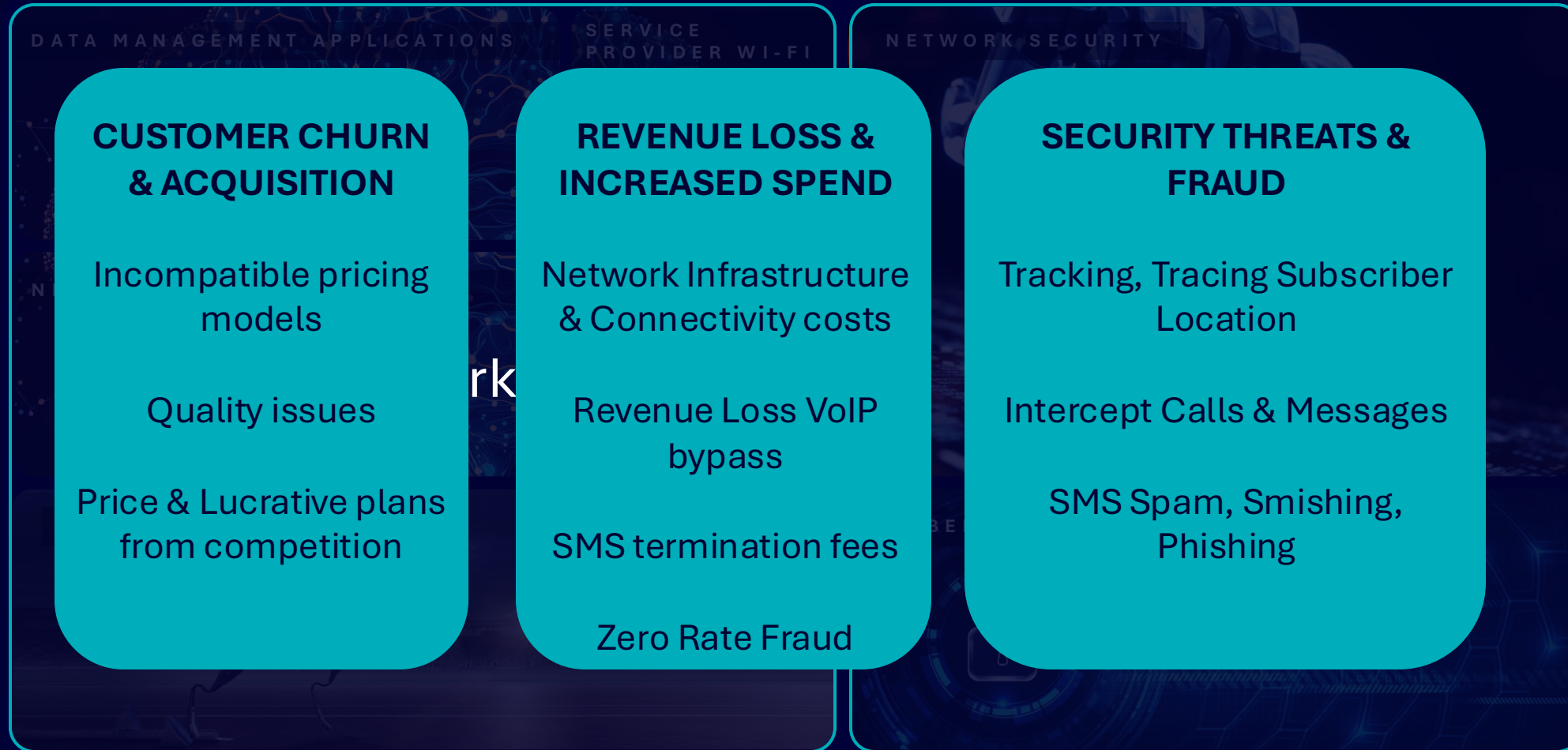
Intercept Calls & Messages

SMS Spam, Smishing, Phishing

# Another Customer Case Middle-East



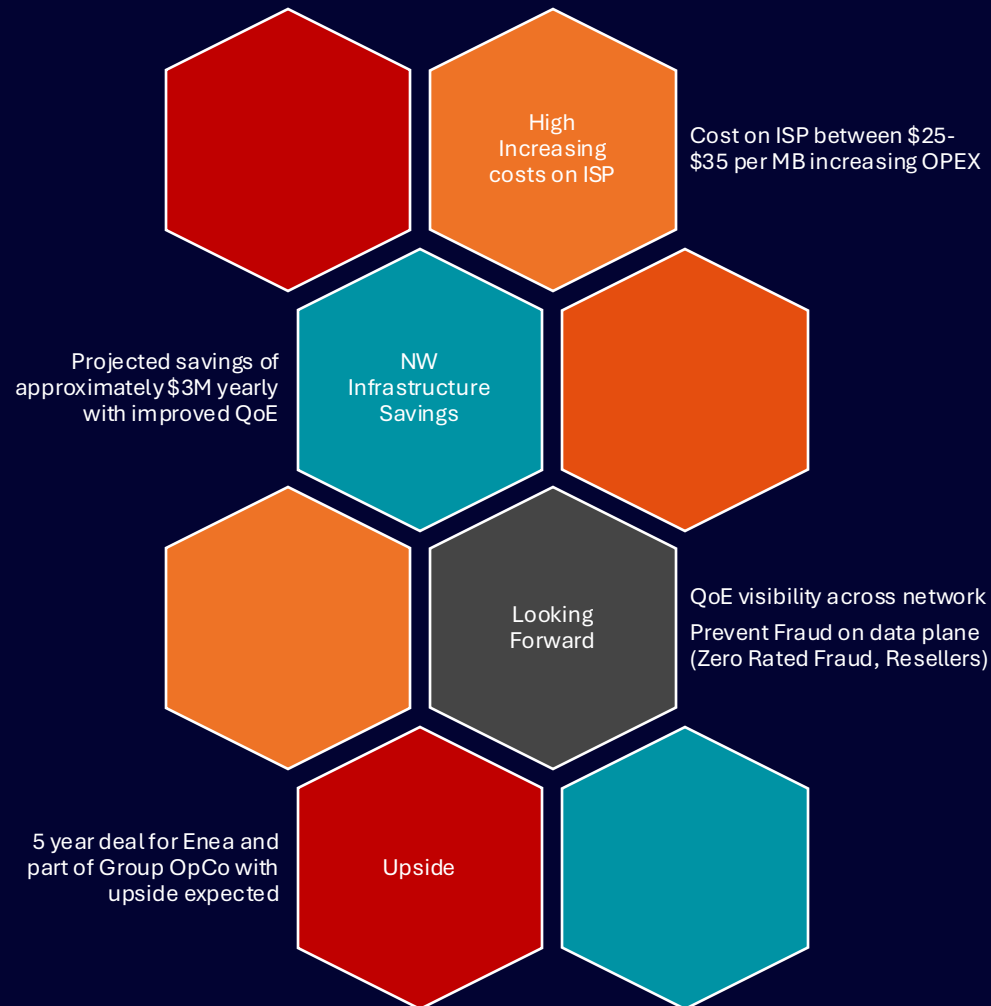
# Business Focus Areas Segments





# Large Optimization & DPI Customer Case in Q324

MODULAR SOLUTION TO PROVIDE VALUE



## REVENUE LOSS & INCREASED SPEND

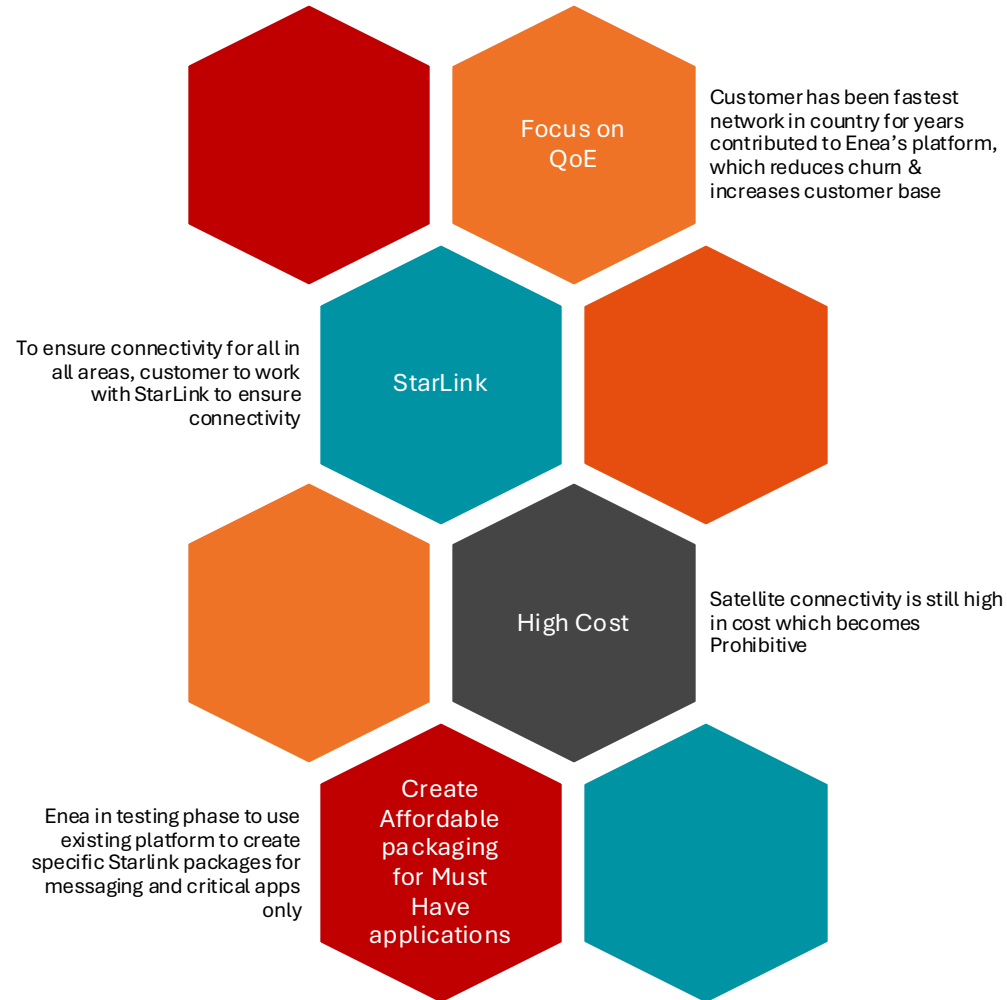
Network Infrastructure & Connectivity costs

Revenue Loss VoIP bypass

SMS termination fees

Zero Rate Fraud

# Added Values from same platform



**CUSTOMER CHURN & ACQUISITION**

Incompatible pricing models

Quality issues

Price & Lucrative plans from competition

Take off 2025!

*"Land and  
expand...!"*



# ***ENEAA***

Don't be Surprised.  
Be Ready.

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# NDL Win in North America October 2024

STRATUM - THE WORLD'S ONLY MULTI-VENDOR UDR



## Telecom Operators



- Enea **signed a contract renewal for Stratum Network Data Layer** with a Tier 1 network operator in North America, for the period 2025 to 2027 for **4G and 5G networks**.
- **The total value of up to USD 27 million**. The main part are **recognized from the first quarter 2025 till the last quarter 2027**.
- **With a committed contract value of USD 21 million**.