



Empowering Telecom evolution:  
global solutions for the digital era



# Mission

We empower communication in the digital era by bridging the gap between digital customers' needs and solutions provided.

Our determination and focus to participate in the natural evolution of our customers and partners has inspired our mission.

BTS is a key component of the ecosystem comprising companies invested in by the **BTS Group**.

 S<sup>and</sup> BTS Global

MedUX<sup>í</sup>

link

In partnership with Hiberus



# BTS Overview

With over 25 years of experience in international communications, we continue to expand our global connectivity footprint as we introduce and deploy new technological solutions for our customers.

- ✓ \$450 mil of annual revenue
- ✓ 150+ employees
- ✓ 20+ remote offices
- ✓ 16+ billion minutes yearly
- ✓ 185+ direct voice links in over 100 countries
- ✓ Headquarters in Miami, USA
- ✓ Technology Innovation Hub in Zaragoza, Spain



We focus on providing the latest communications solutions while expanding its global connectivity.

We offer seamless omnichannel communications support worldwide with customized Customer Experience.



# Global Connectivity at its best

- ✔ **400+** partners worldwide
- ✔ Direct VoIP connections to over **180** networks
- ✔ More than **180 0-hop** routes for SMS services
- ✔ Cloud Numbering direct coverage in over **100** countries
- ✔ **Top 7** Largest International Voice Operator



## Our impact in Global Communications

- ✔ More than **80%** of the world's population have access to our global connectivity coverage.
- ✔ **96%** of the world's countries have voice connectivity with BTS.
- ✔ **90%** of the world's countries have access to BTS' SMS A2P services through our 0-hop routes.
- ✔ Wide range of communication options for **Voice and SMS solutions**
- ✔ Seamless and efficient connections to countries all over the world supported by our **AI-powered platform**.
- ✔ Value-added services for **network monetization**.



# BTS Unified Communications Platform

Digital  
Voice

A2P  
Messaging

Voice Managed  
Services

Cloud  
Communications

Fraud  
Prevention



# An interconnected ecosystem

**Innovative technology capable of making billions of complex telecom transactions seamless and simple to manage in real time.**

The deployment of our cloud-native, AI-platform results in an average increase in customer profit ratios of over 20%, as it allows for greater efficiencies, improving margin performance.

**3 patents** and constant technological evolution to stay ahead of market evolution.





# BTS Unified Communications Platform

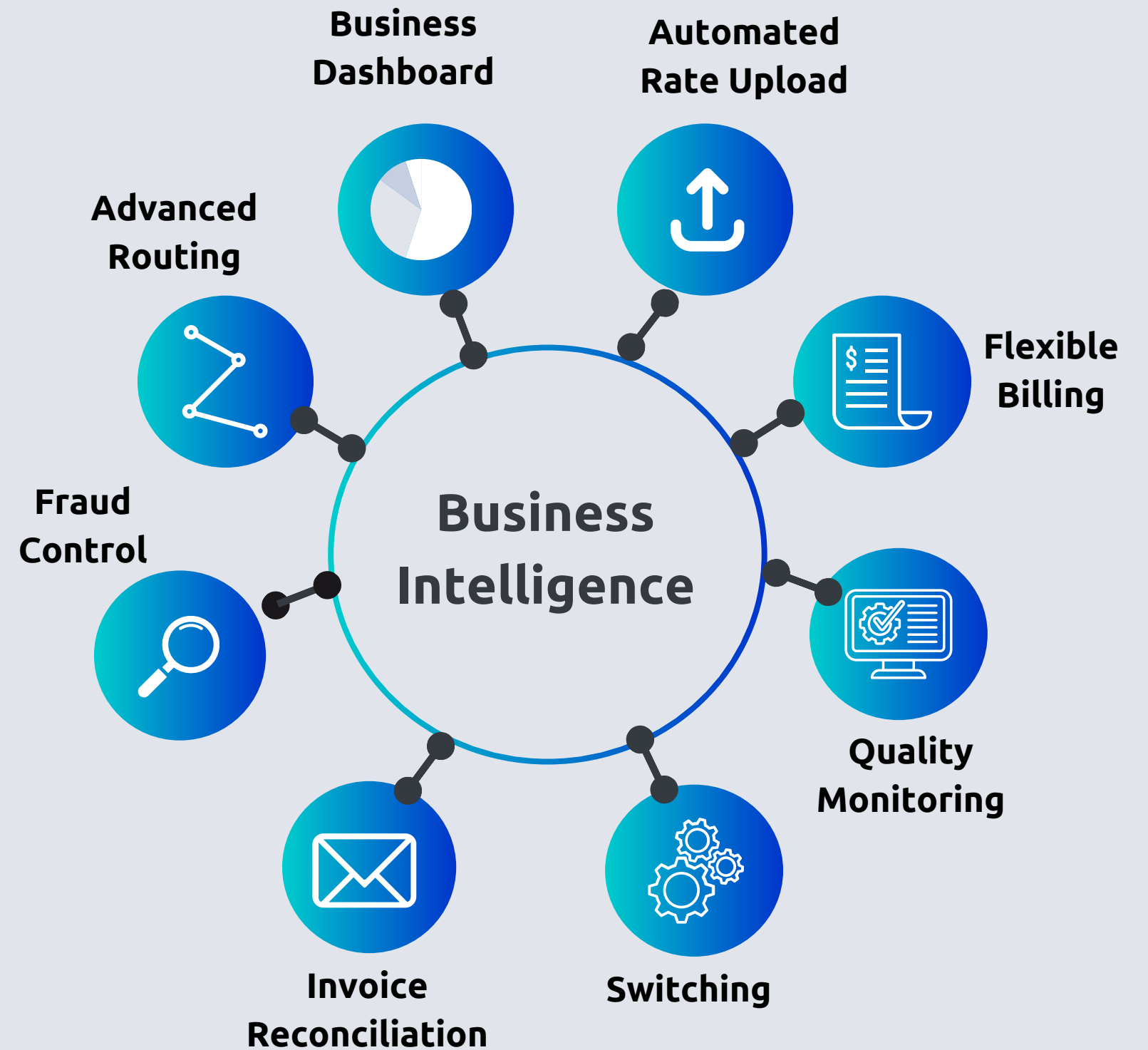
## A CUSTOMIZED APPROACH

In a cloud-centric world, service providers must be able to activate services to meet new enterprise demands within minutes or hours, rather than days or weeks.

Our platform empowers us to meet each of our partners' unique needs, offering customized solutions while preserving our agility.

Capabilities are provided through APIs to ensure agile seamless integration.

We remove the need for an “all or nothing” approach to platform deployments and replace it with an agile model for building a component-based architecture.



# BTS Virtual Numbering Portal

Developed at the BTS Innovation Hub, our virtual number management portal is crafted to streamline operations, making managing and acquiring numbers as straightforward as placing an order on your preferred e-commerce site, but with the added flexibility of on-demand service.

## Landing Page

### Landing page to find out about products & rates

- User-friendly and responsive UI
- Fully customizable front-end through RESTful APIs

## Customer Portal

### Customer front-end to:

- Order DIDs
- Configure DIDs, DID Set, SIP endpoint and IP route
- Set-up API credentials to automate their interactions with the system

## Admin Portal

### OSS/BSS that allows Carriers to:

- Provision customers
- Integrate with DID providers
- Set-up products
- Provide customer support

## Server-side processes for DID life-cycle management

- DID purchase & release, provisioning, routing, mediation, rating & billing and invoicing processes
- DIDs settings and security control
- RESTful APIs integration with customer systems

## Backend & APIs



**OUR CONNECTED WORLD**

# Tier 1 partner: Softbank

In 2017, leveraging BTS' advanced technology, **SoftBank Corp.**, a leader in global technology investment, partnered with us to establish the joint venture **S and BTS Global**, based in Tokyo, Japan.

Through S and BTS, customers are connected to an extensive network of global partners as well as leading business and technology experts, all through a single connection.

Thanks to S and BTS, **BTS Group** is now experiencing reinforced market growth in the **Asia-Pacific and Middle East regions**. This growth, along with BTS' traditionally strong market leadership in Latin America and Africa, and its increased presence and significance in European markets, provides its customers with global connectivity.

S and BTS Global



# Expanded Portfolio: BTS Group Invested Companies

MedUX

Monitors real quality of Internet service, to improve your clients' satisfaction:

Monitoring-Testing-Artificial Intelligence

- ✓ Founded in 2014
- ✓ 1 M&A: Project Eagle
- ✓ 50 employees
- ✓ Office in Madrid, Zaragoza, Colombia, Bogotá, México DF and San José (Costa Rica)

link

hiberus  
PARTNER

Improving the digital experience with technology and design:

- ✓ +120 employees
- ✓ Alliance with Hiberus (from Henneo Group)
- ✓ Strong Regional presence in LATAM
- ✓ 20 years supporting TELCO along the digital transformation

# Our Mission goes Beyond: Driving Digital growth



## Industry participation

We believe that **collaboration** is essential to address industry challenges such as diversity and inclusion, sustainability, and the ongoing threat of fraud.

To actively contribute to the industry, we are members of the **GLF Community, i3Forum, MEF, CBAN, and GSMA**, playing active roles within these organizations.



## Industry digital ecosystem

**BTS Group** has become a reference investor within the communications industry, aiming to accelerate technological advancements and enhance customer experience.

**MedUX** is a specialized technology company focused on ultra-fast networks, including 5G, Wi-Fi 6, and FTT.

**Link** (in partnership with Hiberus) specializes in the design and execution of digital transformation initiatives.



## Performance Highlights

Successful and impactful performance in the **messaging sector**, handling **450 million messages annually** and generating \$24 million in revenues.

Achieved a record milestone by handling **16 billion minutes**, ranking the **Top 7 Largest International Voice Operator**.

Expanded into the **Virtual Numbering** space with direct connections in over **100 countries**.



## Partnerships and Ecosystem Values

Deployment of **Telecom Management Services** to further strengthen partnership relationships.

Significant growth achieved through **partnership and agreement renewals**, with added value to the ecosystem.

**Primary partner** for both Retail and Wholesale **Tier One and Tier Two players**.

The logo consists of the letters 'B', 'T', and 'S' in a bold, blue, sans-serif font. Each letter is centered within a white rectangular bar. The bars are arranged horizontally, with the 'B' bar on the left, the 'T' bar in the middle, and the 'S' bar on the right. There are also two smaller white rectangular bars, one on the far left and one on the far right, which appear to be part of the overall design.

**B T S**

The background is a solid blue color. At the bottom, there is a decorative graphic consisting of a grid of small, light blue dots. The dots are arranged in a pattern that recedes into the distance, creating a sense of depth and perspective.

**Inspired by technology**