



Ekinops Solutions

Networking & Cybersecurity

2025



Disclaimer

This presentation has been prepared by Ekinops. This presentation is not for onward distribution. Neither the whole nor any part of the information in this presentation may be disclosed to, or used by, any other person or used for any other purpose without the prior written consent of Ekinops.

Although this material is based upon information that Ekinops considers reliable, Ekinops nor any of its connected persons have not verified this information and do not represent that this material is accurate, current, or complete and it should not be relied upon as such. Accordingly, neither Ekinops nor any of its connected persons accepts any liability or responsibility for the accuracy or completeness of, nor makes any representation or warranty, express or implied, with respect to, the information on which this presentation is based or that this information remains unchanged after the issue of this presentation.

The contents of this presentation should not to be construed as a solicitation or recommendation. This presentation is for information purposes only and is

purely indicative. It does not constitute an offer or invitation for the sale or purchase of securities or any of the businesses or assets described herein or any form of commitment, advice, recommendation or valuation opinion on the part of Ekinops or its connected persons. No part of this presentation, or the fact that the presentation has been made, forms the basis of or can be relied upon in connection with any contract or investment decision or commitment relating thereto.

In this notice, “Ekinops” means Ekinops S.A. and “its connected persons” means the shareholders, subsidiaries and subsidiary undertakings of Ekinops and the respective directors, officers, employees, agents and advisors of each of them.



Corporate Presentation

Ekinops Mission Statement



To provide innovative **secured network technologies**.

We enable our **customers' success** by delivering **high value-added** software-driven solutions.



OPEN

TRUSTED



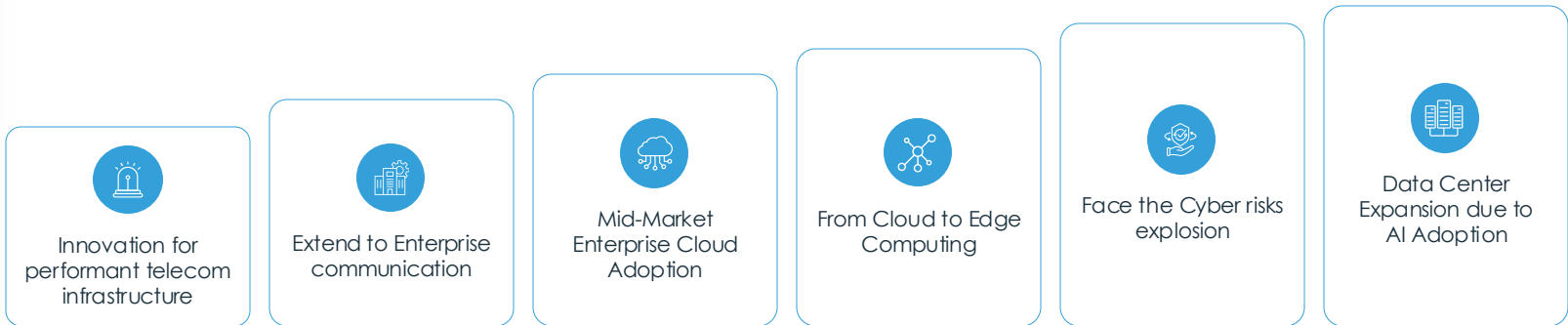
INNOVATIVE

A Global Leading Provider of Open, Trusted and Innovative Network Connectivity

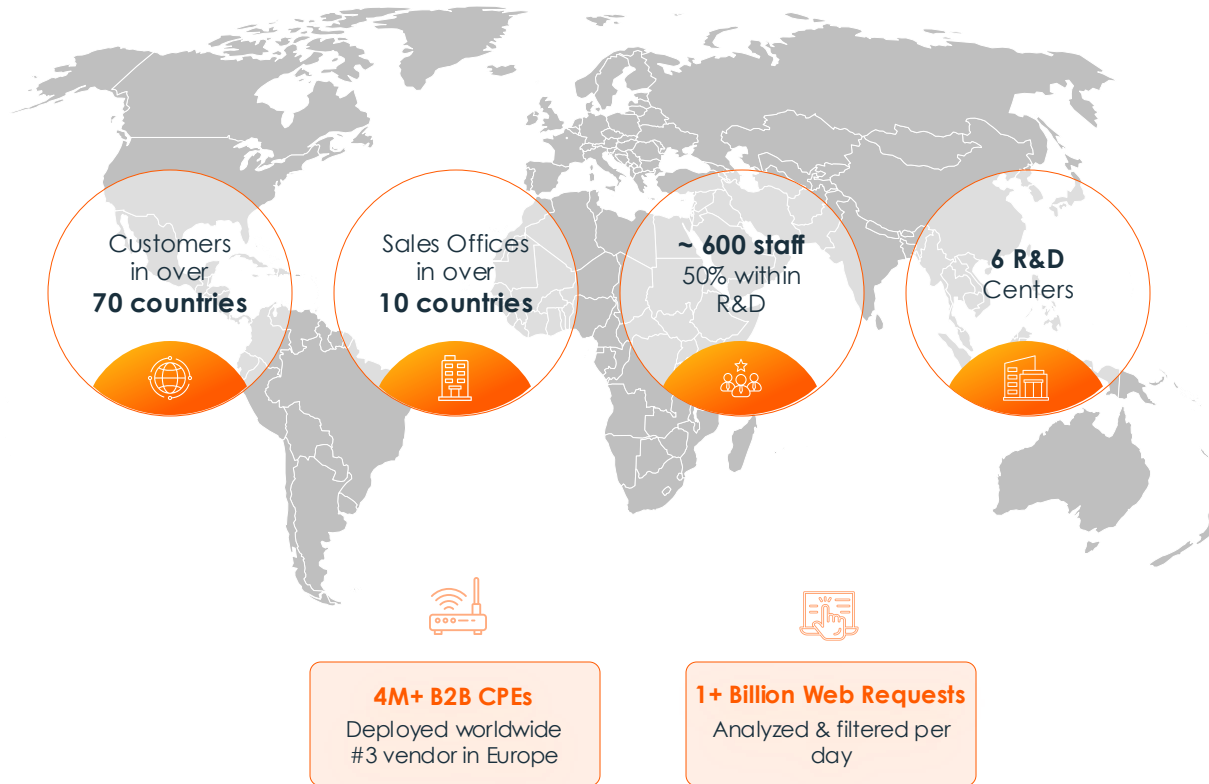
Ekinops' target market has evolved according to multiple trends since 2003, to which the Company has consistently responded by adapting and updating its strategy, while maintaining its core network expertise

MARKET EVOLUTION

EKINOPS STRATEGY



Ekinops Corporate Overview



CORPORATE OVERVIEW

- **2024: +€117.7 m – 15.3%** EBITDA
- **Staff:** > 550 People, 50% in R&D
- **>20%** of turn-over investment in R&D



GLOBAL OPERATIONS

- Customers in over **70** countries
- **Worldwide** support, integration & logistics
- 16 of Top 30 Telcos, 30 of Top 100 Telcos
- More than 500 Enterprise customers



SECURED NETWORKS SOLUTIONS

- Optical Networks (WDM)
- Enterprises Connectivity (CPEs)
- Cyber Security (SASE)



Global and Diversified Portfolio of Blue-Chip Customers

Ekinops Supplies the Largest Telecom Operators & Service Providers in the World... ..but also Enterprises and Public Organizations

FRANCE			Major French Media & Telecom Conglomerate			
EUROPE⁽¹⁾ & REST OF THE WORLD⁽²⁾						
		Major Filipino Telco	Major German IT Service Provider		Major Filipino Telco	
				Major Telco in Germany		
NORTH AMERICA					Major Dutch Telco	
			Major US Fiber-Optic Network			
	Major US University		Major US University			

Healthcare
 > 100 Customers

Local Authorities
 > 100 Customers

Institutions
 > 20 Customers

Retail
 > 10 Customers

Finance & Insurance
 > 30 Customers

Others⁽⁵⁾
 > 250 Customers

Ekinops Strategy

25-28 BRIDGE PLAN – POSITIONING EKinops ON GROWING SEGMENTS

2028

OPTICAL TRANSPORT STRATEGY

Market



Address **DCI Market**,
approx 20% CAGR

Growing thanks to
Cloud and AI Adoption

Solution



Portfolio extensions
featuring new DCI
functionalities and
enhanced chassis

First product end 25

ACCESS STRATEGY

Market



Address **SASE Market**,
approx 28% CAGR

Growing thanks to
Security challenges for
Mid-Market

Solution



Extend FW (L7)
SSE (SWG, CASB, ZTNA)
Cloud Based

First product end 25





Secured Network Solutions – High Level

EKINOPS SOLUTIONS OVERVIEW – ACCESS - CYBERSECURITY

Ekinops Solutions to Connect & Secure any Location



OneOS6

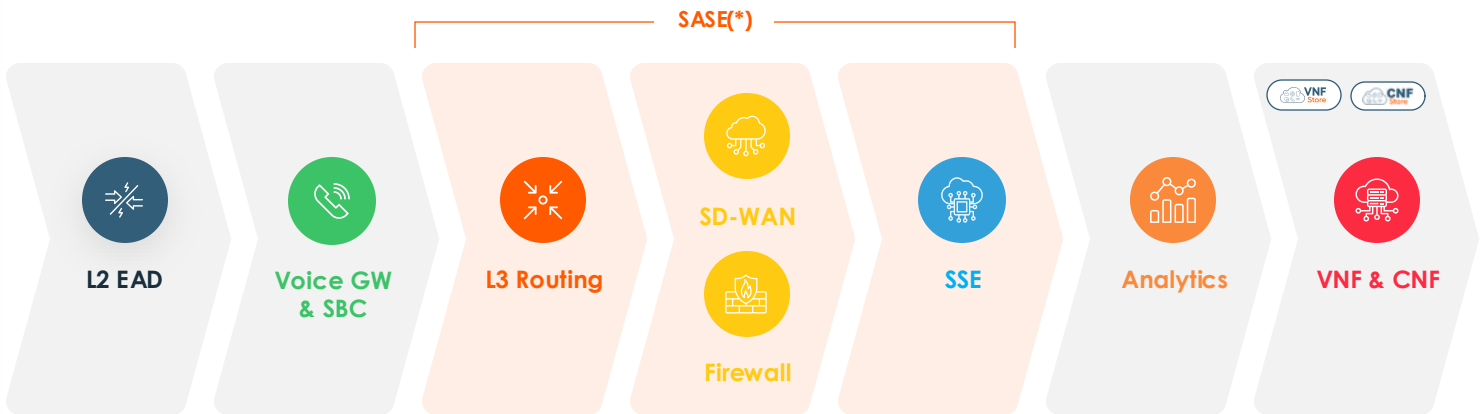


4G/5G, vDSL, XGS-PON, WIFI6
FXS/PRI, etc.
up to 10Gbps with 1,5M
Sessions



Offices, HQ, Point of Sales,
Factories, etc. Home office

BUSINESS ROADMAP STRATEGY FOR ENTERPRISE MANAGED SERVICES

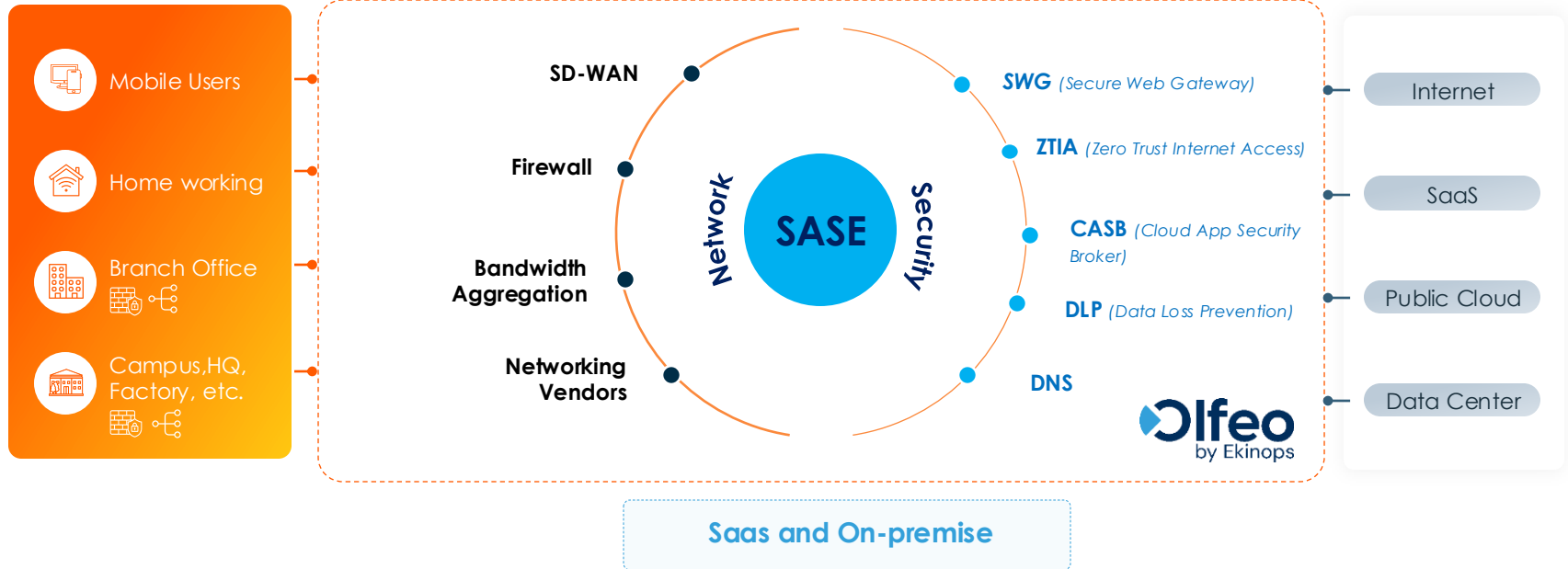


SOLUTIONS						
<p>L2</p> <ul style="list-style-type: none"> Transparent L2 Underlay MEF service, SLA, SAT To build corporate networks 	<p>Voice</p> <ul style="list-style-type: none"> FXS, PRI, BRI SBC MSFT Certified MSDR Support 	<p>L3</p> <ul style="list-style-type: none"> Full IP Services Up to >10 Gbps FD Millions of Sites Still support VDSL 	<p>SD-WAN - FW</p> <ul style="list-style-type: none"> Local Break-out Traffic Steering Multi-Links Aggregation Firewalling 	<p>SSE</p> <ul style="list-style-type: none"> DNS, SWG CASB, DLP FWaaS Nomad Users MV SASE: Q4-25 Unified SASE: 26 	<p>Analytics</p> <ul style="list-style-type: none"> Netflow Multi-Vendor Multi-Tenant Advanced Reporting 	<p>Virt & Containers</p> <ul style="list-style-type: none"> Middleware Orchestration Multi-Tenant AI & Quantum Use Cases



Ekinops SASE Solution : Connecting & Securing

Available as SaaS and On-Premise



Ekinops SASE Solution : Connecting & Securing

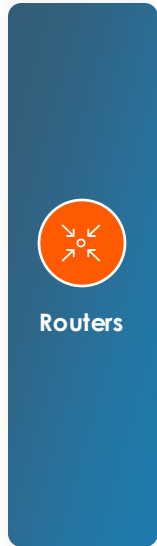


EKINOPS SASE

- Unique SD-WAN solution matching all connectivity combination
- Advanced SSE solution based on URL database excellence
- Real “zero trust” model : whitelist approach
- Uniquely sovereign in Europe, highest confidentiality level possible

Routers portfolio to support OneOS6 Services

EUROPEAN MANUFACTURED ADVANCED ROUTERS



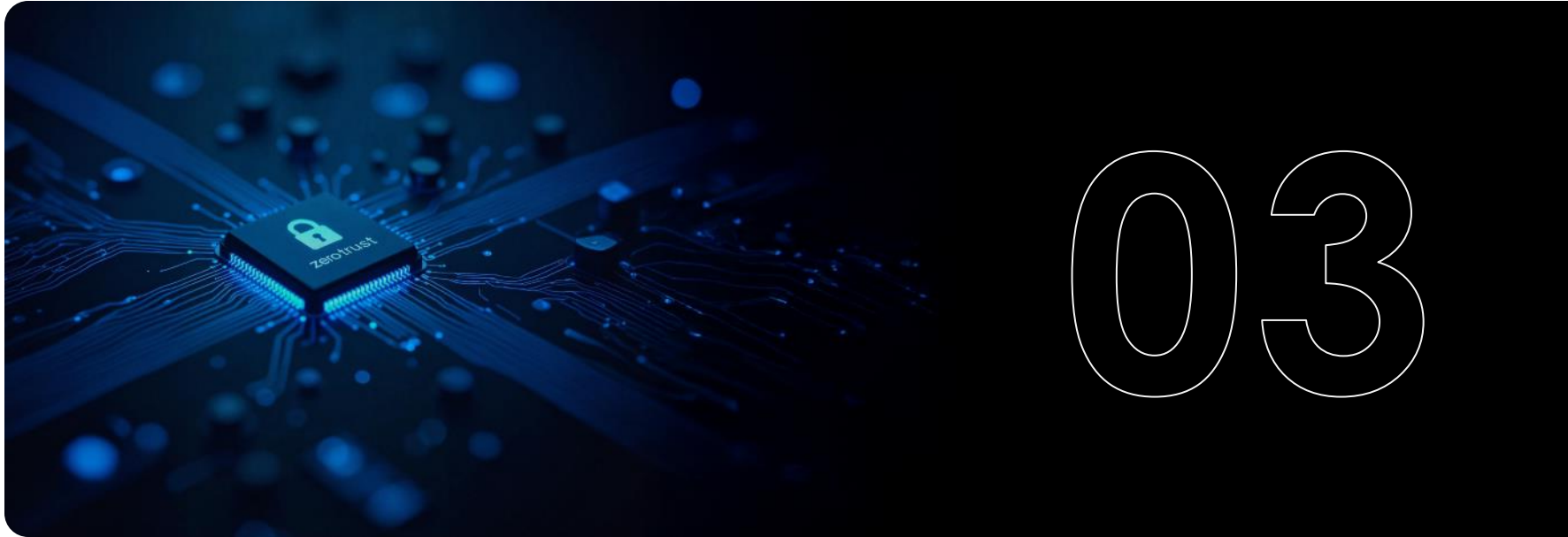
	ONE621	ONE541	ONE641	ONE2560/61	ONE3540	ONE3550/60
# Sessions Max	100k	100k	100k	500k	1500k	1500k
IMIX600 perf bidirectional	600Mbps/1Gbps (*)	2.5Gbps	2Gbps/5Gbps (*)	2Gbps/5Gbps	5Gbps/10Gbps	25Gbps/100Gbps
Best effort perf bidirectional	2Gbps	5Gbps	10Gbps	2 Gbps/10Gbps	10Gbps	25Gbps/100Gbps
Carbon Impact / 10y FR LC	143 kgCO ₂ eq	TBD	224 kgCO ₂ eq	156/266 kgCO ₂ eq	350kgCO ₂ eq	TBD
CPU / RAM	CN9130 / 2GB	TBD	CN9132 / 2GB	CN9130/32 / 8GB	XEON-D / 16GB	TBD
WAN interface	2xGE combo	1x10GBE	1x10 GE combo	2xGE / 2x10GBE combo	2x10GE combo	25GBE/100GBE
LAN interface	4xGE	1x10GbE + 3GBE	4xGE + 1x10GE	8xGE + 2/1 xSFP GE	15xGE + 2xSFP 10GE	TBD
Wi-Fi	Dual band WiFi6	Dual Band WiFi7	Dual Band WiFi6	-	-	-
Cellular	LTE/5G	MRU-5G	5G	LTE/5G	MRU-5G	MRU-5G
SBC, up to 600 Calls	Yes	Yes,	Yes,	Yes	No	No
SD-WAN	Yes	Yes	Yes	Yes	Gateway	Gate way
L4 Firewall	Yes	Yes	Yes	Yes	Yes	Yes
Flex CPE Capable	Yes	Yes	Yes	Yes	No	No
Availability	Now	H2 2026	Now	Now	Now	2026/2027

ISO 15044

MADE IN EU

ONE421-521-531 VDSL

5G managed remote unit (2025)



Cyber Security Differentiators

OLFEO BY EKINOPS SOLUTIONS AND DIFFERENTIATORS

Enterprise Challenges Facing Cyberattacks

INADEQUATE PERIMETER SECURITY



Application distribution and user mobility



Protect access to distributed resources

UNCONTROLLABLE VOLUME OF THREATS



*13 million new malicious domains per month
Ransomware identified in 100 countries
\$12B stolen from web orgs in 2024 (*)*



Implement a ZERO TRUST approach to protecting Internet access

THE HUMAN FACTOR



*90% of successful attacks are due to human errors
Few min to encrypt GB of data*



Raising employee awareness and educating about cyber risks

Ekinops SD-WAN

Differentiators in securing network connectivity



ONE BOX MODEL

- Any connectivity (DSL, Fiber, Radio, etc.)
- Combine all routing functions with LAN, WiFi and firewalling functions
- Can be the underlay and overlay device



FEATURES RICH

- All routing protocols
- 5G, WiFi
- From DSL to Fiber
- Apps Traffic steering
- Firewalling
- Advanced Analytics
- Extensible to Ekinops SSE



SIMPLE

- Fully integrated in Ekinops OneOS6 systems
- Entirely configurable from cloud-based management platform
- Light & efficient interface, open with API



CSP / MSSP READY

- Can be deployed either on Service Provider prem or in the cloud
- Support 3 levels of multi-tenancy
- Support high volume



Olfeo by Ekinops SSE

Differentiators in securing web browsing



ZERO-TRUST SECURITY

- Best protection against malwares, malicious or unknown domains
- Data leakage blocking
- 99,7% of web traffic identified
- SaaS application discovery and management
- Real time and automated security



SIMPLICITY

- Less than 1 hour to protect your enterprise
- Lowest rate of admin task for unknown traffic
- 20 years of cyber-risks experience natively implemented in the SSE portal



DATA SOVEREIGNTY

- European company, the only SSE solution not concerned by Cloud Act
- We do not keep files, just logs and we do not train AI on your data
- Highest level of encryption, keys never stored outside of Europe



LEGAL RISK

- Mitigation of civil and criminal risk
- Compliance with European labor laws : deployment and signature of IT policies
- Contributes to your RGPD, NIS2, DORA compliance.



Securing with Zero Trust Internet Access (ZTIA)

ZERO TRUST INTERNET ACCESS

Always check and never trust content



Current solutions are based on threat recognition and allow all traffic to pass by default

→ **With threat databases (signatures, behaviors, etc.)**



Criminals bypass this approach by creating millions of new temporary domains.

→ **Current solutions are overwhelmed → increased attack success rate**

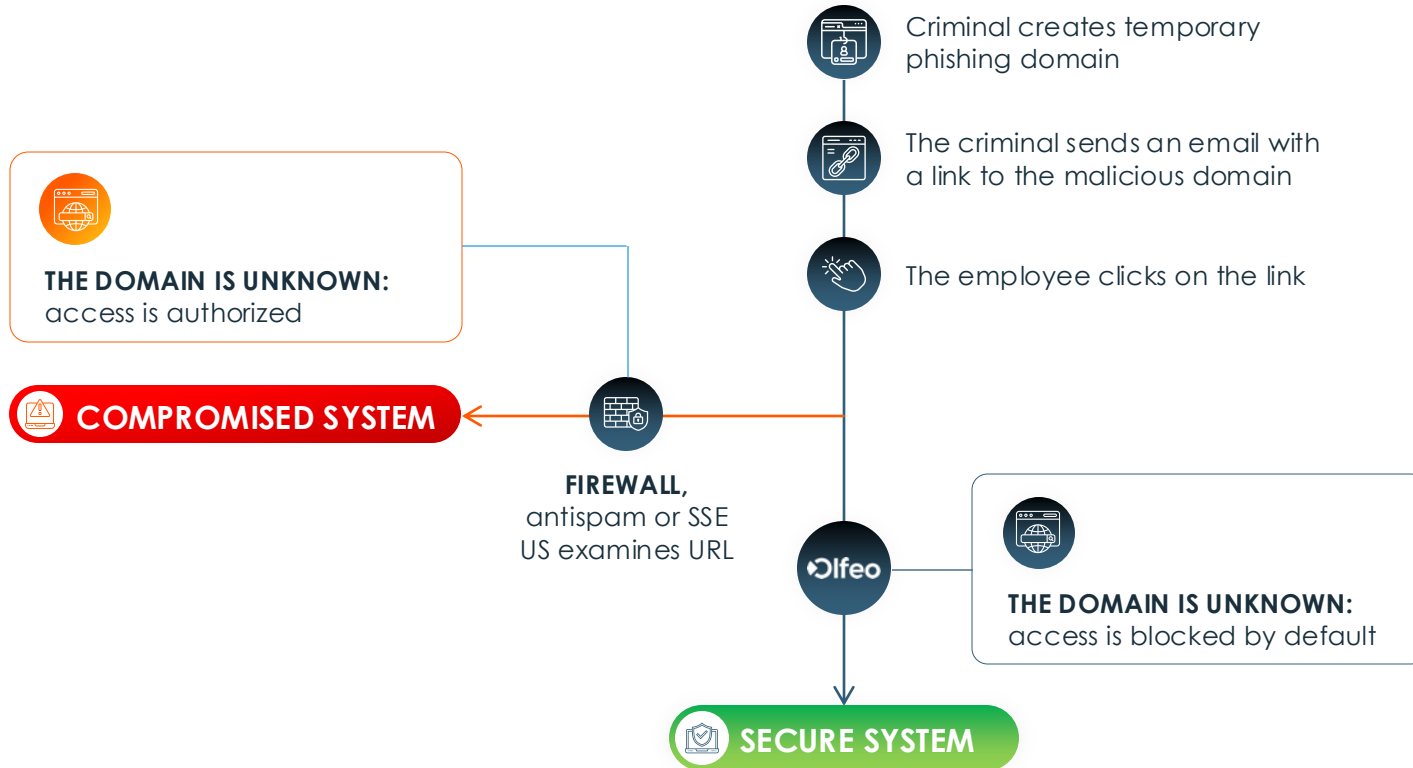


Zero Trust Internet Access technology limits access to Olfeo-verified and legitimate domains, eliminating the risk of unidentified content and mitigating cyberattacks

→ **Users navigate in a trusted content space**



Use Case: ZTIA to Counter Phishing



ZTIA is Enabled by the Quality of our URLs and SaaS Applications Databases

AN EXHAUSTIVE DATABASE

- **99.7%**
web request recognition
- **100 categories**
to finely classify content
- **22 million**
domains and IPs representing
100+ million URLs

20 YEARS OF EXPERTISE IN WEB DOMAIN CATEGORIZATION



Enriching the database with feedback from our customers and investigations by our ICT team



Double AI and human analysis for reliable content classification



Illicit categories updated to reflect regulatory and legislative changes



Dedicated offer to software publishers for white-label integration of the Olfeo databases to enhance their solution



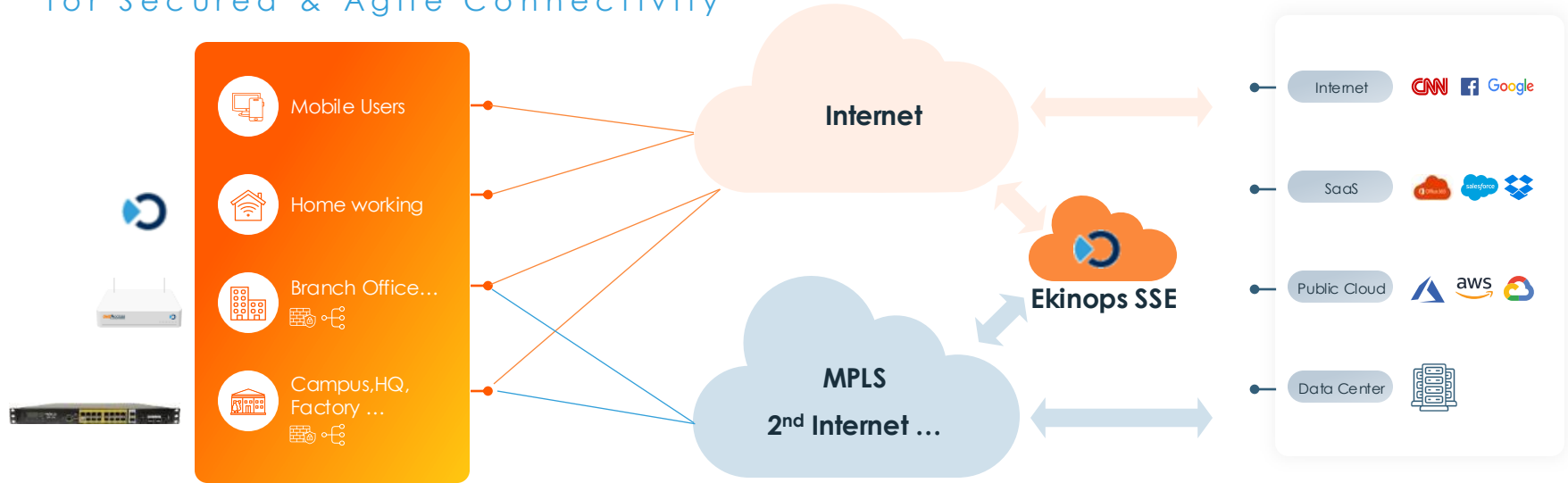


Cyber Security Solutions in details

OLFEO BY EKINOPS SOLUTIONS AND DIFFERENTIATOR

Ekinops SD-WAN

for Secured & Agile Connectivity



EKINOPS SD-WAN

SD-WAN

DIRECTOR

- Multi-links aggregation, underlay & overlay in one box
- Applications Dynamic steering
- Integrated firewall
- Scalable & simple
- Digital Experience Monitoring

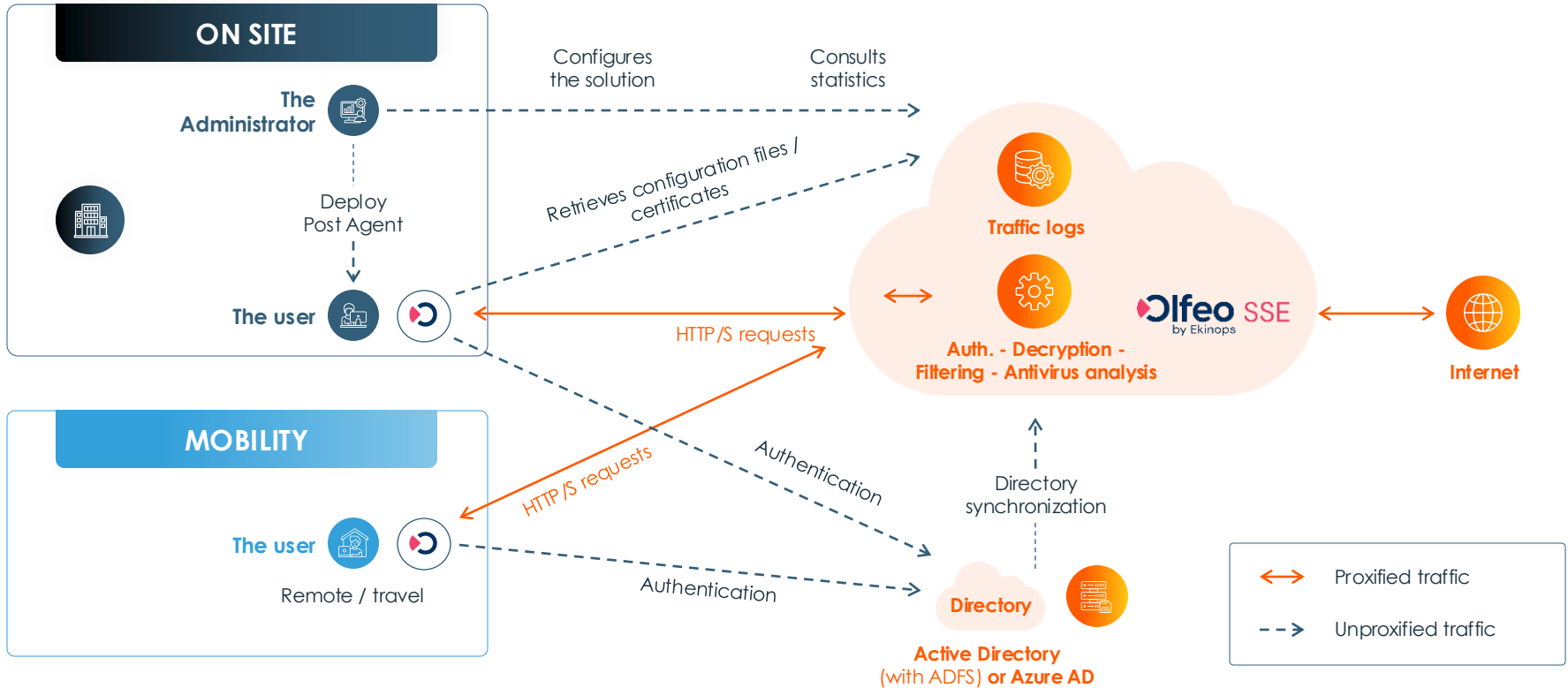
SSE: Simplicity, Visibility



- **Save time:**
no operation and maintenance
- **Install** the solution in less than 1 hour and **connect** your active directories
- **Deploy** your access policies effortlessly for all your entities, subsidiaries and foreign sites
- **Protect** your remote users
- **Make the choice of sovereignty:**
respect the GDPR, and don't submit to the Cloud Act



SSE: Architecture



CASB: Visualize & Block Shadow IT



Visibility

Complete view of SaaS Applications in use

Risks Management

Identify vulnerabilities due to cloud & SaaS usage

Governance & Compliancy

Define & apply corporate compliancy rules

Access Control

Manage users access to SaaS applications

By 2027
75%
 Of employees will acquire, modify or create technology outside of IT's visibility^{1, 2}
 Gartner Prediction 2025

Ciféo saas
 CASB > Détection des Apps SaaS

Détection des applications SaaS

Periode : 30 derniers jours

Applications détectées
 1 234 567
 Depuis le début Sur la période

Applications nouvellement détectées
 102 Total 80 Légitime 2 Ilégitime

Applications détectées

Filtres 12

Rechercher une application

Nouveauté x Tag 1 x Nationalité 1 x Catégorie 1 x

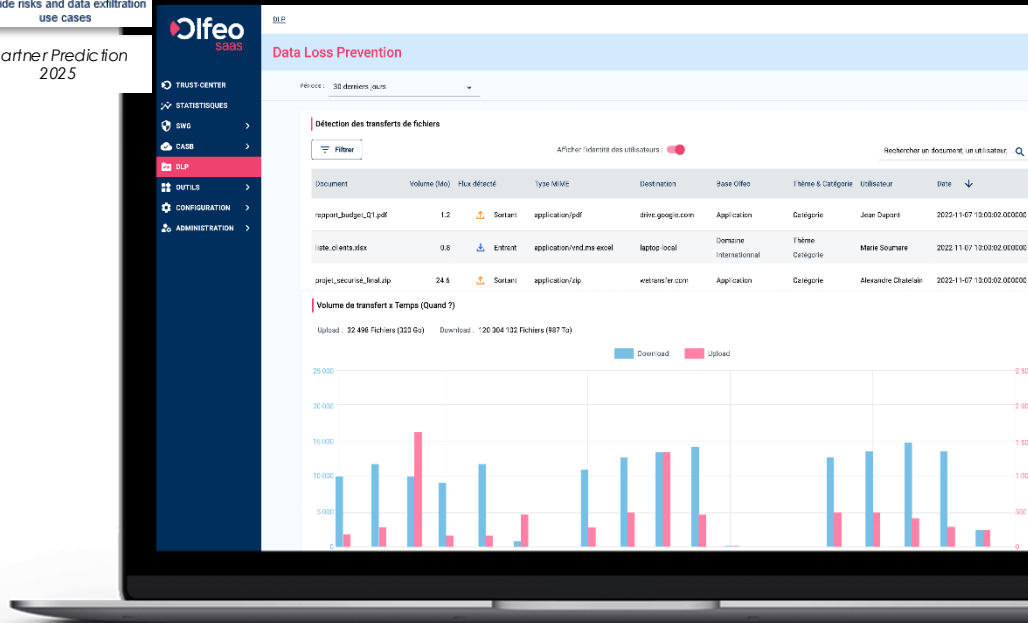
Applications	Tag	Hits (K)	Utilisateurs	Gouvernance
<input checked="" type="checkbox"/> Dropbox Stockage	cloud Act	2 873	2 000	
<input type="checkbox"/> Hubspot Marketing et Mailing	cloud Act	93	1 847	
<input checked="" type="checkbox"/> Slack Outil de collaboration	cloud Act	398	1 543	Légitime
<input type="checkbox"/> Monday ERP et Gestion de projet		929	1 022	
<input type="checkbox"/> ChatGPT IA Générative	cloud Act	123	904	

DLP: Control your data



- **Visibility on all data files** in & out of your corporate perimeter
- **Identify apps and web site** categories where files are sent across : AI, Storage space, Webmail ...
- **Identify and monitor** most active users

By 2027
70%
 Of CISOs will consolidate both
 inside risks and data exfiltration
 use cases
 Gartner Prediction
 2025



DNS: Security Through Advanced DNS Filtering

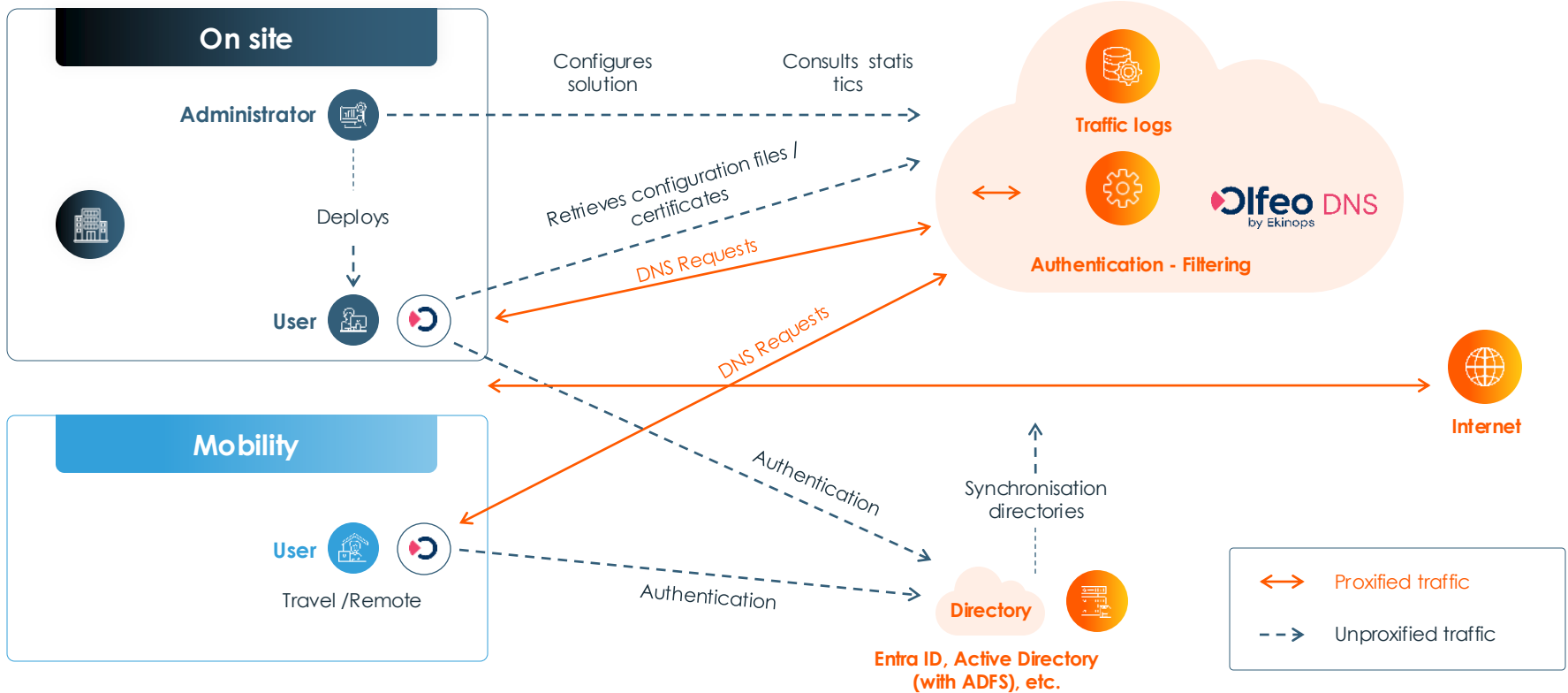


- **Quick and easy** to deploy plug and play
- **Secure access and browsing** with DNS filtering in the cloud
- **Authenticated browsing** with user logs and detailed statistics
- **Filtering explicit results** (Safesearch)
- **Legal compliance** of accessible contents



lfeo DNS : Architecture

by Ekinops



On-Premise: The ultimate sovereign SWG solution

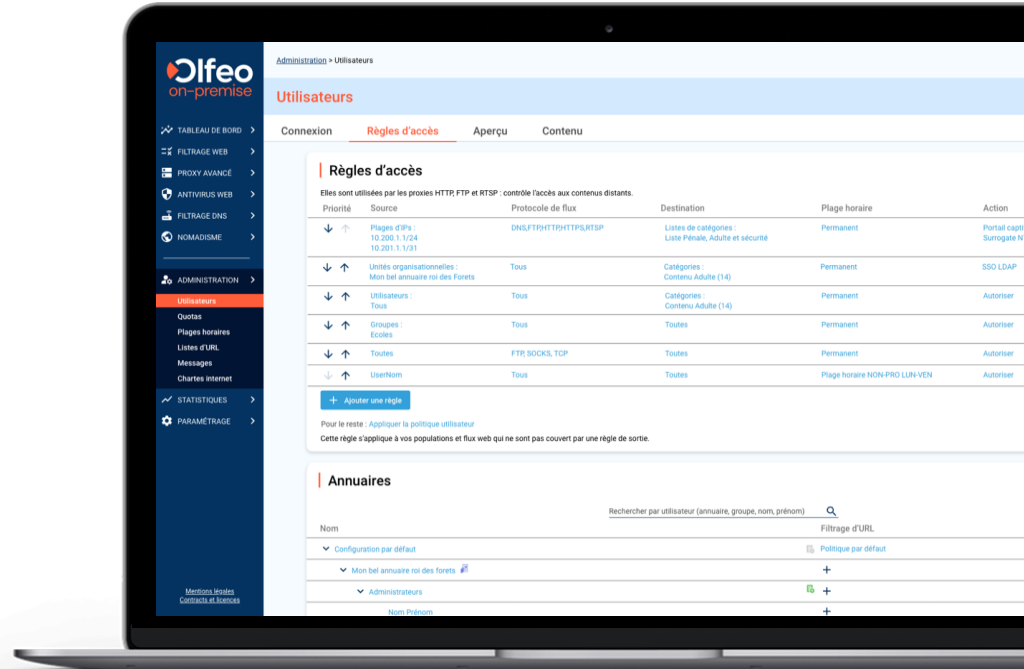


Keep your **sensitive data within your organization**

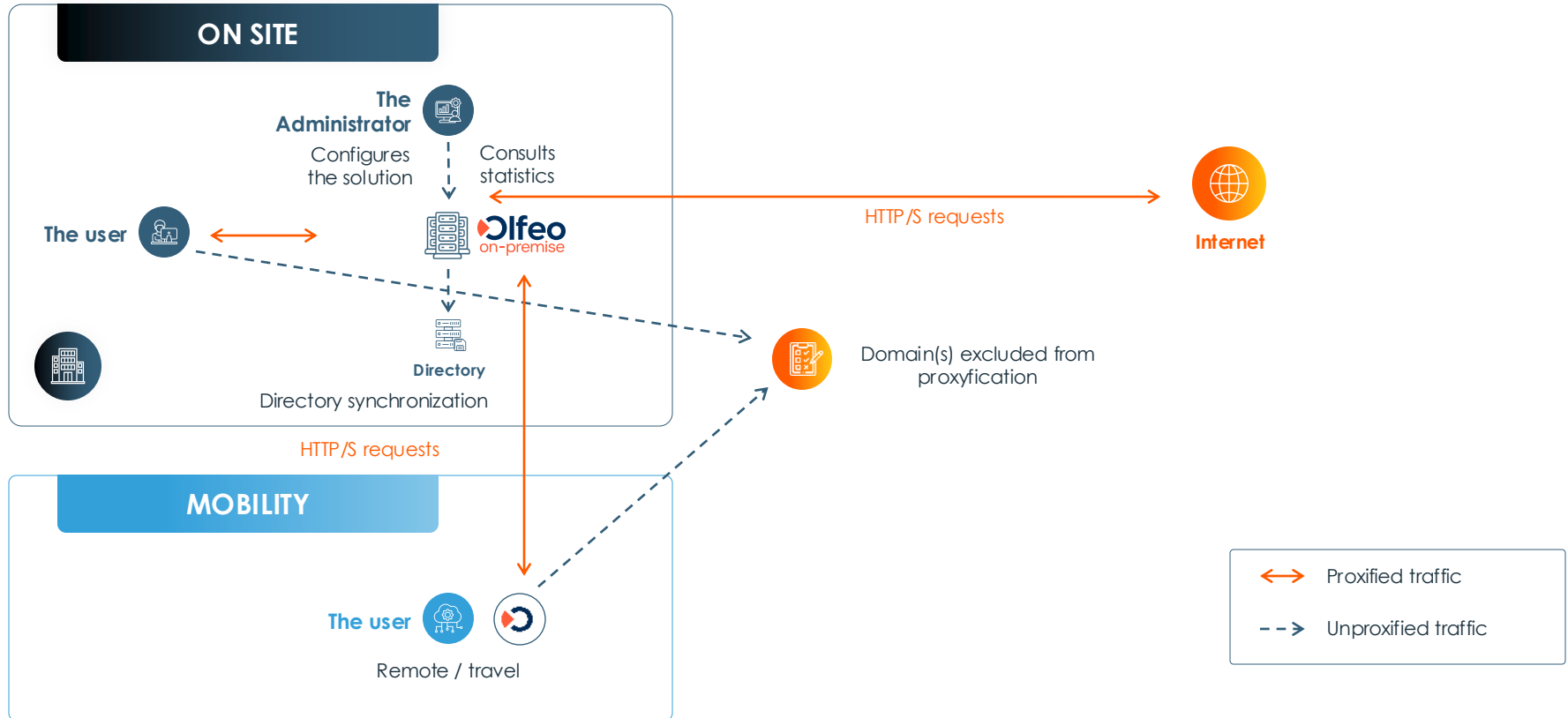
Benefit from **advanced administration and monitoring functions**

Easy deployment on VMs

Seamless integration with other cyber tools: SIEM, XDR, IAM, etc.



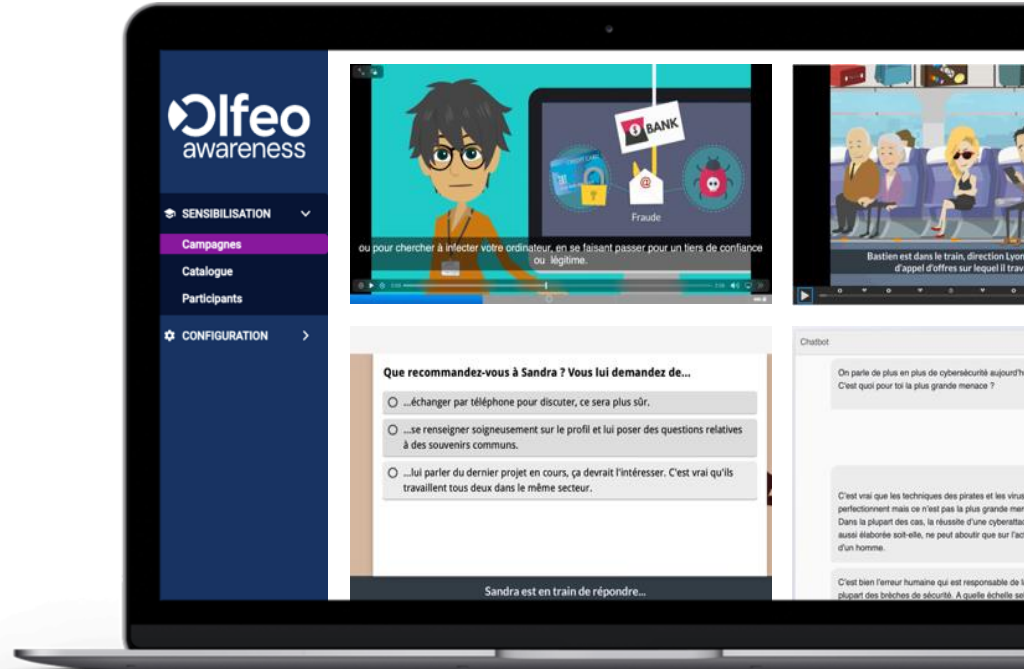
On-Premise: The Absolute Control for SWG



Olfeo Awareness: Empower and Educate



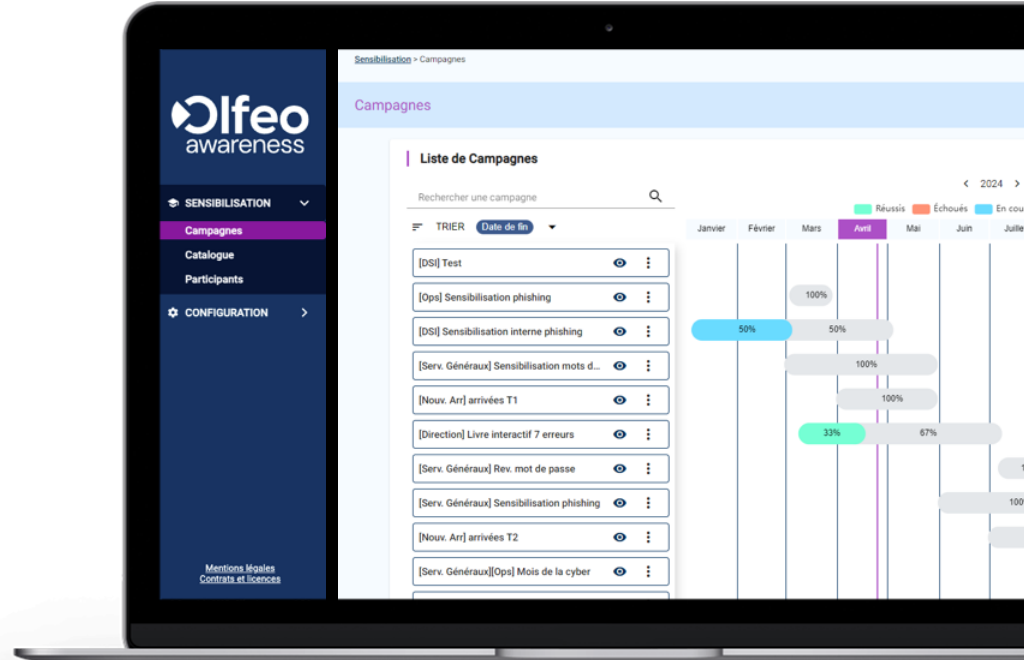
- **110 contents** covering all aspects of cybersecurity (malware, passwords, phishing, etc.)
- **Phishing tests** to educate and measure your employees' progress
- **Themed-based and generalist courses** (Essentials, Cyberheroes, Newcomers, etc),
- **Expert courses** for IT professionals and tailored courses
- **Various formats accessible on all media channels** (interactive videos, skits, chatbots, interactive books, etc.)



Olfeo Awareness: Empower and Educate



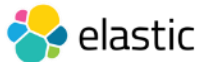
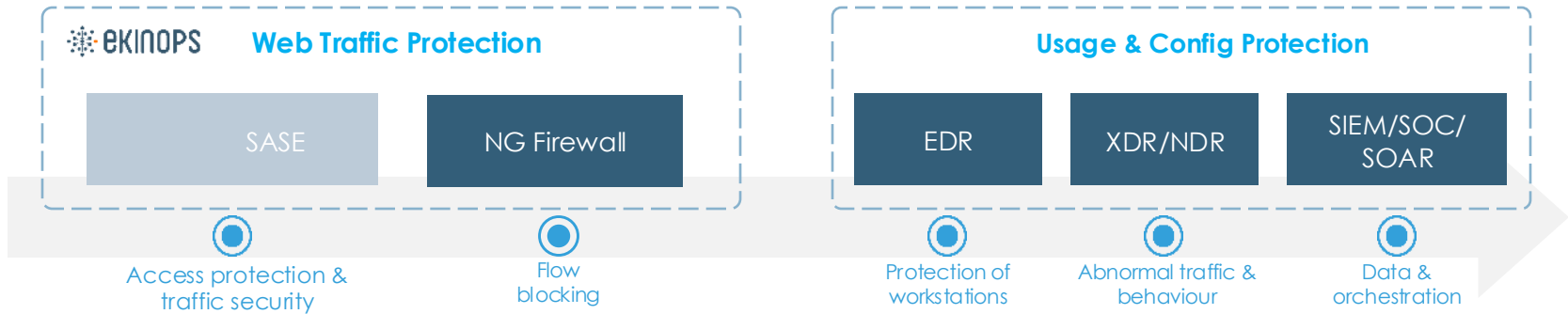
- Simple 3-step campaign creation:**
 choose path, select participants, schedule mailings
- View detailed results** with success rates, failures and progress over time
- Tracking over time** with scheduled reminders per campaign and per employee



Eco-system collaboration

"THE MOST EFFECTIVE CYBER STRATEGY IS TO COMBINE VENDORS EXPERTISE"

Combine multiple expertise 'best of breed'
No dependence on a single publisher





Telcos & Service Providers

BENEFITS TO CUSTOMERS

Ekinops SASE

DIFFERENTIATORS for CSP & MSSP



TUNNELESS : OPTIMIZE COST & REVENUES

We do not require to establish IPSEC Tunnels, we use API and Agents.
Reduce the load on CPEs, bandwidth traffic
Improve latency and minimize the need of cloud resources



WHITE LABEL CAPABLE

Ekinops is expert in white labeled solution for Service Providers.
Address new services with your own brand & pricing.
Preferred by customers expecting all-in-1, from connectivity to cyber



ADAPTED PRICING MODEL

We have flexible approach to adapt pricing to your context, business model, regional specific



ON-GOING INNOVATION

Our research department prototypes future evolutions such as Agentic AI for Cyber, Quantum Safe Networks, etc.
We offer AI & Quantum agents orchestration with alliance partners



Case Study

BENEFITS TO CUSTOMERS

Use Case – Louis Roederer Group

ENSURING THE WEB SECURITY OF THE COMPANY



CONTEXT

- Several subsidiaries at the national and international level
- Strengthen and secure web filtering
- A tool adapted to users' needs while also addressing the risks of cyberattacks or cybercrime



BENEFITS

- High-level security with Zero-Trust Internet Access technology
- French product well-suited to domain-rich wine business environment
- A "Made in France" solution that complies with GDPR



With our systems team, we decided to issue a call for tenders for web filtering. We shortlisted the Olfeo product because it is a French product with a French culture. This is very important in our business because in the world of wine, there are many websites and domain names related to wine.

NICOLAS MOUSQUET
CIO of Louis Roederer Group



Use Case – Marseille Town Hall

ENSURING THE WEB SECURITY OF STUDENTS AND RESIDENTS IN A MUNICIPALITY



CONTEXT

- Guarantee secure web browsing for 700 schools and 200 physical sites
- Strengthen and secure web filtering for the Marseille townhall
- Facilitate the work of IT correspondents supporting the 6,000 individuals who access the IT system daily
- Integrate into a complex, multi-tenant IT architecture: hosting 1,400 virtual machines



BENEFITS

- High-level security with Zero-Trust Internet Access technology
- A solution that adapts to business processes (group filtering policies, ability to recognize specialized French websites, etc.)
- A "Made in France" solution that complies with GDPR



Olfeo is the only French filtering solution. UTM tools applying international categorizations lack the quality and finesse of Olfeo's database. Furthermore, the firewall filtering package is a black box that does not offer the possibilities for configuration and personalization provided by Olfeo's solution"

JÉRÔME POGGI

Marseille City Hall CISO



Use Case – Poitiers University Hospital

ENSURING THE WEB SECURITY



CONTEXT

- 11,000 employees
- A digital Health journey
- Cyberattacks on healthcare institutions on the rise



BENEFITS

- High-level security with Zero-Trust Internet Access technology
- A solution that adapts to business processes (group filtering policies, multi-session, etc.)
- A "Made in France" solution that complies with GDPR



« Given that at least 98% of threats come from the Internet, protecting these access points with a filtering solution is both essential and required. It is also important that the solution is effective and easy to manage, which is the case with Olfeo's solution. The Trust-Centric approach keeps users in a trusted environment that blocks attacks. »

Pierre Taveau

Poitiers University Hospital CISO



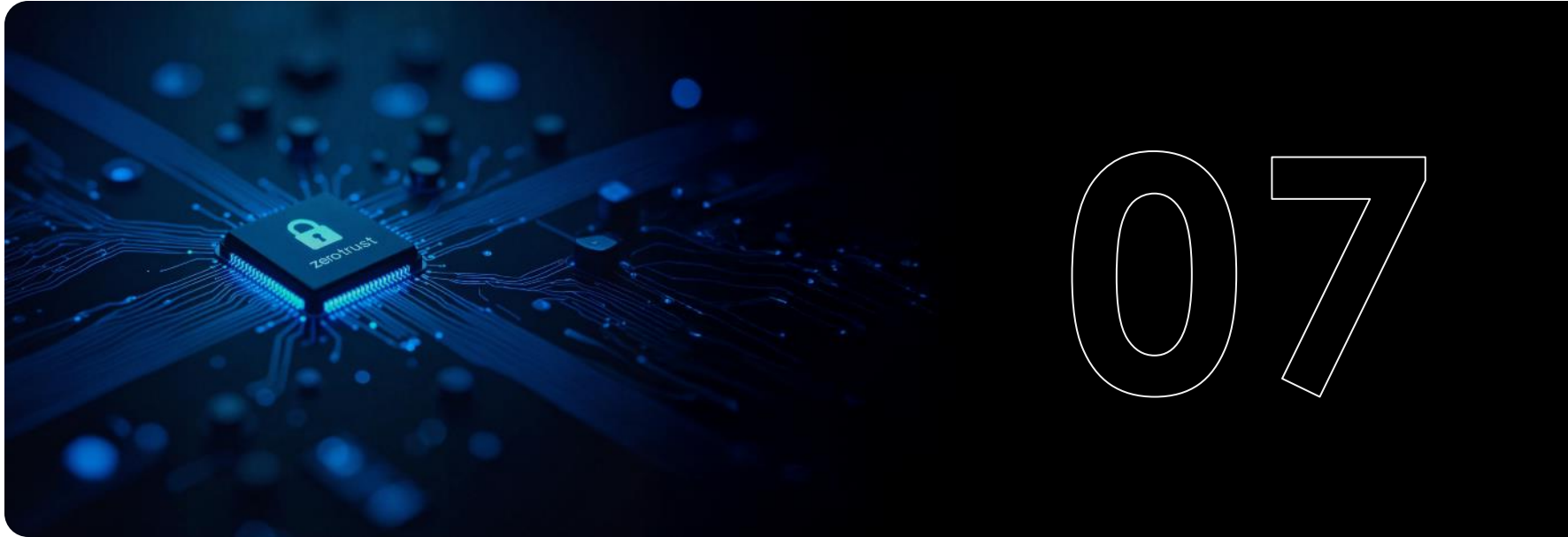


ekinops.com



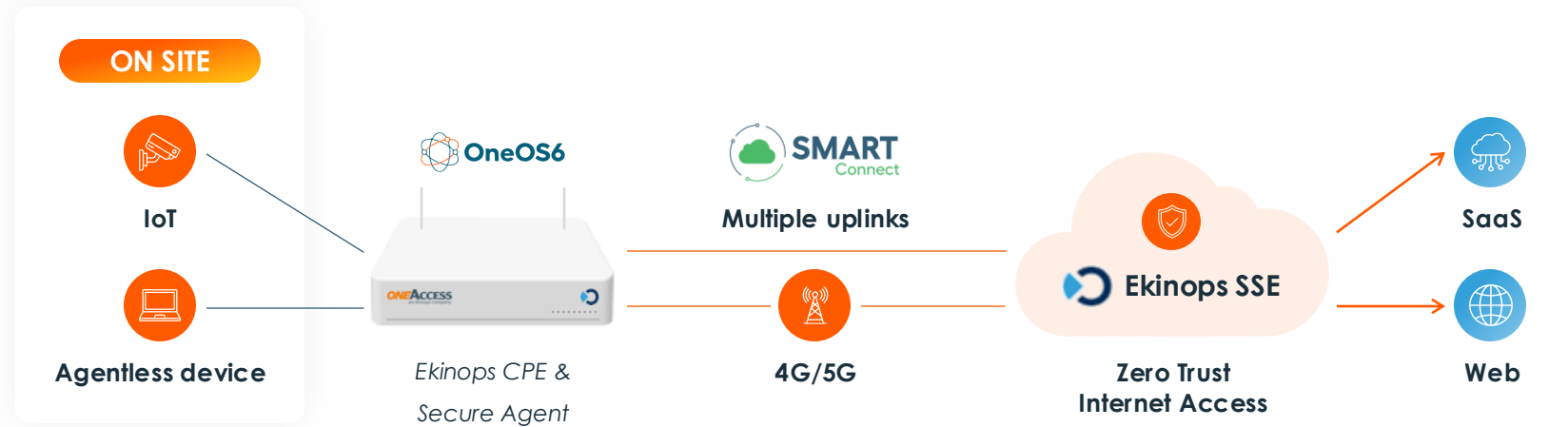
Classification : public





Appendices

Always-on Zero Trust Internet for Enterprise



ALWAYS-ON Internet – Smart Connect

- Multiple uplinks
- White-label self-service portal
- QoS
- Zone-based firewall



ZERO TRUST Internet Access – Ekinops SSE

- Zero Trust Internet Access
- Logging & Reporting



ONE-CLICK ENABLEMENT

- One click on Service Provider portal to subscribe
- No agent on end-user device

SSE features :

SWG : Secure your web access

- **Simplicity**
- **Full security** against web threats with ZTIA
- **GDPR compliance and governance**
- **Same protection wherever you are**

CASB : Shadow IT

- **Visibility** Comprehensive overview for SaaS applications
- **Risk Management** Identify vulnerabilities in the use of cloud services and SaaS applications
- **Compliance and Governance** Enforce and control by automating compliance policies
- **Access management** identify vulnerabilities in the use of cloud services and SaaS applications

DNS : plug and play deployment

- **Quick and easy** to deploy plug and play
- **Secure access and browsing** with DNS filtering in the cloud
- **Authenticated browsing** with user logs and detailed statistics
- **Filtering explicit results** (Safesearch)
- **Legal compliance** of accessible contents

DLP : Control your data

- **Visibility** Comprehensive overview for your data
- **See all files download and upload**

Log Connector