



EXPAND YOUR NETWORK REACH

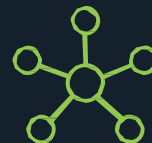
Diverse | High-Capacity Fiber | From FiberLight



OVERVIEW



FiberLight



Network Overview



Products & Services



Differentiators



Testimonials

Mission Critical Solutions

For High-Performing Networks



Local Provider

Decades of expertise designing, building, and maintaining mission critical fiber networks for local regions

Positively impacting communities through efficient work as a local business supported by critical connections and resources



Services That Exceed

Products and services with exceptional uptime

Ultra-low latency network infrastructure with built-in efficiency

Expectation of reliable, scalable consumer connectivity



Igniting Digital Transformation

Reliable, far-reaching networks and solutions

Community impact and lasting business value through thoughtfully placed decision-makers



High-Touch Customer Experience

Customer centered speed of delivery

Agile and responsive with customer experience focus

Who We Are

Simplified

With a construction background, FiberLight has the experience, know-how, and expertise to design, build, execute, and maintain complex fiber networks.

Collaboration

Agility and responsiveness is our foundation to ignite your digital transformation.

Excellence

Our entire team is singularly focused on delivering a high-touch customer experience that shows we truly care about the end result.

Customer Solutions

Building is our native language

RELIABLE
NETWORK

RESPONSIVE
PEOPLE

COMMITTED
TO CUSTOMERS

When it comes to building custom fiber networks, our construction background elevates our industry knowledge, and our experience fuels our drive to succeed.

And we have proven it for the last 20 years.



The FiberLight Network



The Fiber



DENSITY

High-count Fiber and strands in the ground – lit or dark

Up to 1728-count strands in key metros and routes

Connected to 170 data centers



DIVERSITY

Existing network is completely diverse from ILEC and MSO routes

Ability to construct direct, custom-built paths

Diverse entrances into buildings

Multiple diverse backbone paths to data centers

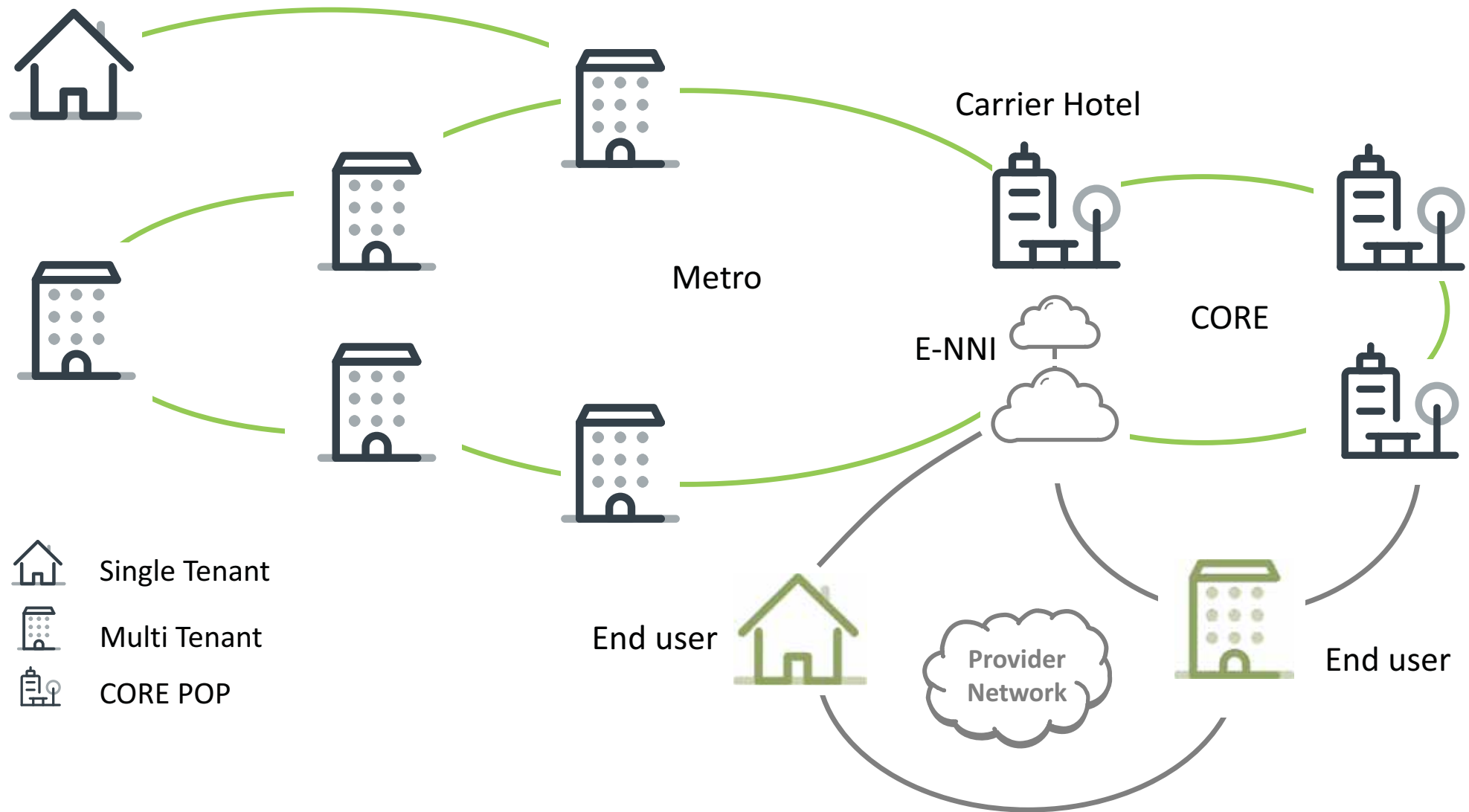


DEPTH

90% of our fiber is buried 42-48 inches deep vs just under the surface

Increased security and reliability of your network

Differentiator : FiberLight MAR Network Overview + ENNI



Network Coverage Overview

Igniting our customer's digital transformation with high-capacity, custom fiber networks

20 Years of Experience

A fiber infrastructure provider with more than 20 years of construction experience building mission-critical, high-bandwidth networks.

- Headquartered in Alpharetta, GA
- 15,000+ fiber route miles
- 1650+ cell towers
- 120+ data centers
- 78,000 pre-qualified near-net buildings
- Network in over 30 metro areas in the U.S.
- High-capacity Ethernet and Wave Transport Services
- Cloud Connect
- Dark Fiber
- Dedicated Internet Access
- Wireless Backhaul



Texas



District/Maryland/Virginia

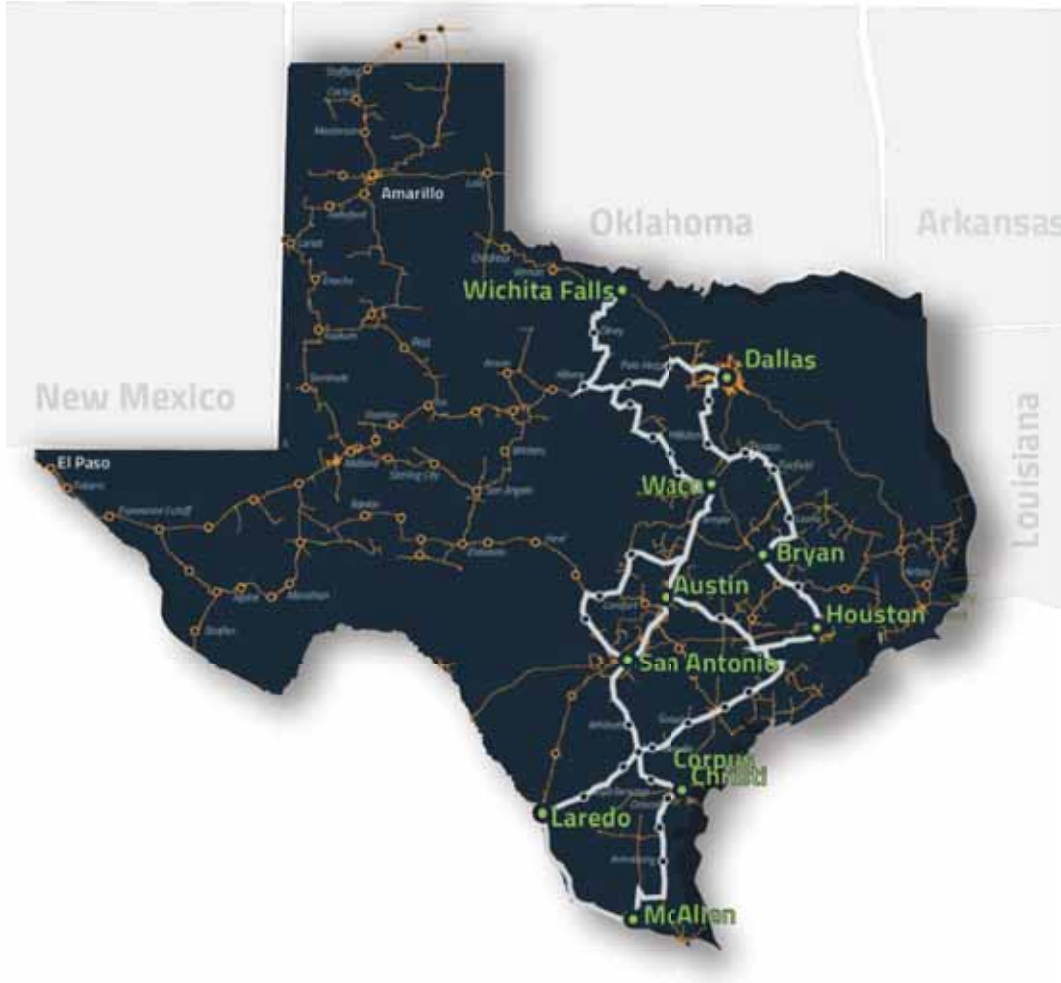


Tampa



Atlanta

Texas



NEW

Texas Express Routes with 30-day intervals

- 10 fully-diverse MAR (Metro Aggregation Route) fiber rings provide customers inherent redundancy and protection (without incurring additional costs)
- Over 10,000 fiber route miles
- Largest fiber infrastructure provider in the state of Texas
- New fiber built in the last 3-4 years
- 75+ data center locations
- 10G & 100G Capability – Optical Wavelengths & Dedicated Ethernet
- FiberLight provides a high-capacity, customer-focused, alternative for exceptional uptime

District / Maryland / Virginia



- 7 fully-diverse MAR (Metro Aggregation Route) fiber rings
- Over 425 fiber route miles
- 66 data center & core POP locations
- Largest fiber infrastructure provider in this market
- High-Capacity, extensive network from Baltimore to Charlottesville
- 70% of the world's traffic runs through Ashburn, VA
- 3 major high-capacity, high-conduit dark fiber overbuild projects underway:
 - Ring 6 overbuild
 - Ashburn Village
 - Loudoun Country Parkway

Atlanta



- 31 data center & core POP locations
- 12 fully-diverse MAR (Metro Aggregation Route) fiber rings provide customers inherent redundancy and protection (without incurring additional costs)
- Network route options that don't pinch in the Sandy Springs area where networks converge
- Fiberlight has presence in all the major data centers in Atlanta
- Direct fiber into the central business district (CBD) as well as the high-growth areas north of Atlanta

Tampa



- 6 fully-diverse MAR (Metro Aggregation Route) fiber rings provide customers inherent redundancy and protection (without incurring additional costs)
- 8 data center & core POP locations
- 2 strategic, re-routable paths to St Petersburg Florida (data travels both directions on each path)
- Dedicated fiber network versus cable company's shared EPON (Ethernet Passive Optical Network)
- Availability to provide and/or construct diverse custom fiber solutions



Products & Services



CARRIER SOLUTIONS for High-Performance Networks



**Enhanced Dedicated
Internet Access (DIA)**



**Ethernet &
Wavelengths**



ENNI



Dark Fiber



**Regen
Colocation**

CARRIER SOLUTIONS for High-Performance Networks

Enhanced Dedicated Internet Access (DIA)



Enhanced DIA extending fiber IP service to your end-user

Redundant IP network core to ensure multiple points of diversity

Completely diverse fiber from LEC and Cable provider

All FiberLight Solutions



Enhanced Dedicated Internet Access (DIA)



Ethernet & Wavelengths



ENNI



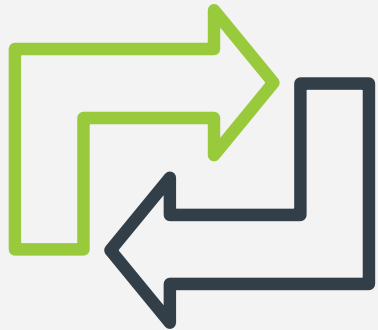
Dark Fiber



Regen Colocation

CARRIER SOLUTIONS for High-Performance Networks

Ethernet & Wavelengths



1GE to 10GE ethernet transport on protected core and diverse fiber core from legacy networks

Increase reliability with custom or diverse fiber paths direct to your location

10Gbps and 100Gbps Data Center Interconnect waves within a metro

All FiberLight Solutions



Enhanced Dedicated Internet Access (DIA)



Ethernet & Wavelengths



ENNI



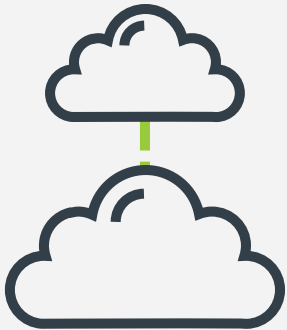
Dark Fiber



Regen Colocation

CARRIER SOLUTIONS for High-Performance Networks

ENNI



Ethernet External Network-to-Network Interface

Bandwidth options at 1GbE, 10GbE and 100GbE

28 ENNI locations connected to 165 data centers and 78,000 pre-qualified near-net buildings

Access to fiber building lists via API or flat file

Internal FiberLight teams dedicated to BAA acquisition

All FiberLight Solutions



Enhanced Dedicated Internet Access (DIA)



Ethernet & Wavelengths



ENNI



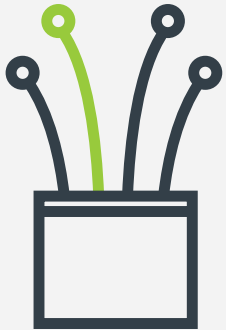
Dark Fiber



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CARRIER SOLUTIONS for High-Performance Networks

Dark Fiber



Dark Fiber network for towers and core backbone

IP data centers for draining IP traffic

Virtually unlimited bandwidth

More secure, completely private network

Flexible financial terms to match opex or capex budgets

Managed dark fiber network to enable deployment without adding staff

All FiberLight Solutions



Enhanced Dedicated Internet Access (DIA)



Ethernet & Wavelengths



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Dark Fiber



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CARRIER SOLUTIONS for High-Performance Networks

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Access to collocate your equipment in over 70 regen huts along our network

IP-enabled keypad entry security with remote management access

All FiberLight Solutions



Enhanced Dedicated Internet Access (DIA)



Ethernet & Wavelengths



ENNI



Dark Fiber



Regen Colocation

Dark Fiber Purchase Options Comparison

Fiber Purchase Agreement (FPA), Indefeasible Right of Use (IRU), Lease, Asset Swap

A **Lease** refers to the financial option with a Monthly Recurring Cost (MRC) and no upfront payment. Common Lease options offered by FiberLight are 3, 5, and 10-year terms.

An **IRU** or **FPA** is the financial option that offers a one-time upfront payment. O&M for these financial options are TBD based on requirements.

CATEGORY	FPA	IRU	LEASE
PAYMENT TYPE	One-time payment (upfront or financed) annual payments for maintenance if requested	Large upfront payment with additional smaller annual payments for maintenance	Divided into monthly payments
TITLE OWNER	Title transfers to purchaser	No title transfer	No title transfer
OPERATIONS & MAINTENANCE OF DARK FIBER	Customer chooses who provides O&M of fiber (FiberLight offers O&M)	O&M is provided to the customer by the fiber provider	O&M is provided to the customer by the fiber provider. O&M is built into the lease price
ASSIGNMENT	Ability to assign	No ability to assign	No ability to assign
ABILITY TO RESELL	Yes	No	No
TIMELINE	Indefinite Use	Typically, 10 - 20 years	Typically, 3 - 5 years
COSTS FOR ACCESS	No additional access costs	Potential for additional access costs	Potential for additional access costs

FIBERLIGHT

The Difference

High Bandwidth

100

500

MBPS

1

2

5

10

100

GBPS

Diversity

Diverse from ILEC and MSO routes

Ability to construct direct, custom-built paths

Diverse entrances into buildings

Far Reach

Deep, regional network

Extensive Texas Reach

Dark Fiber

Dense fiber

High Capacity

Future-proofed networks

Construction

20 yrs of Dedicated Experience

Network design, engineering, and construction

Equipped to embrace the build

Don't Just Take Our Word For It!

Comments from our customers

Carrier-1

"With FiberLight's dark fiber services, we were able to cut our internet access fees by at least 50%, compared to several carriers."

"We are always working with new clients who will require additional network connections into the Carrier-1 facility. FiberLight is at the top of our list to either resell their services or recommend for direct services."

Slashing internet access fees by at least 50%

Trey Berndt

Executive VP

DP Engineering

"After multiple outages with our previous ISP, we decided to make a switch to a more reliable system. After shopping the market, we found FiberLight to be the best value, hands down."

More reliable system and best value, hands down

Clay Cooley, PE

Former Mechanical Supervisor

SERVICE NEVER SLEEPS

Our In-house Network Operations Center Provides 24 x 7 Support and Maintenance!

On-demand digital environments demand a Network Operations team that's both proactive and reactive.

Our "customer-first" NOC practices include:

Simplified

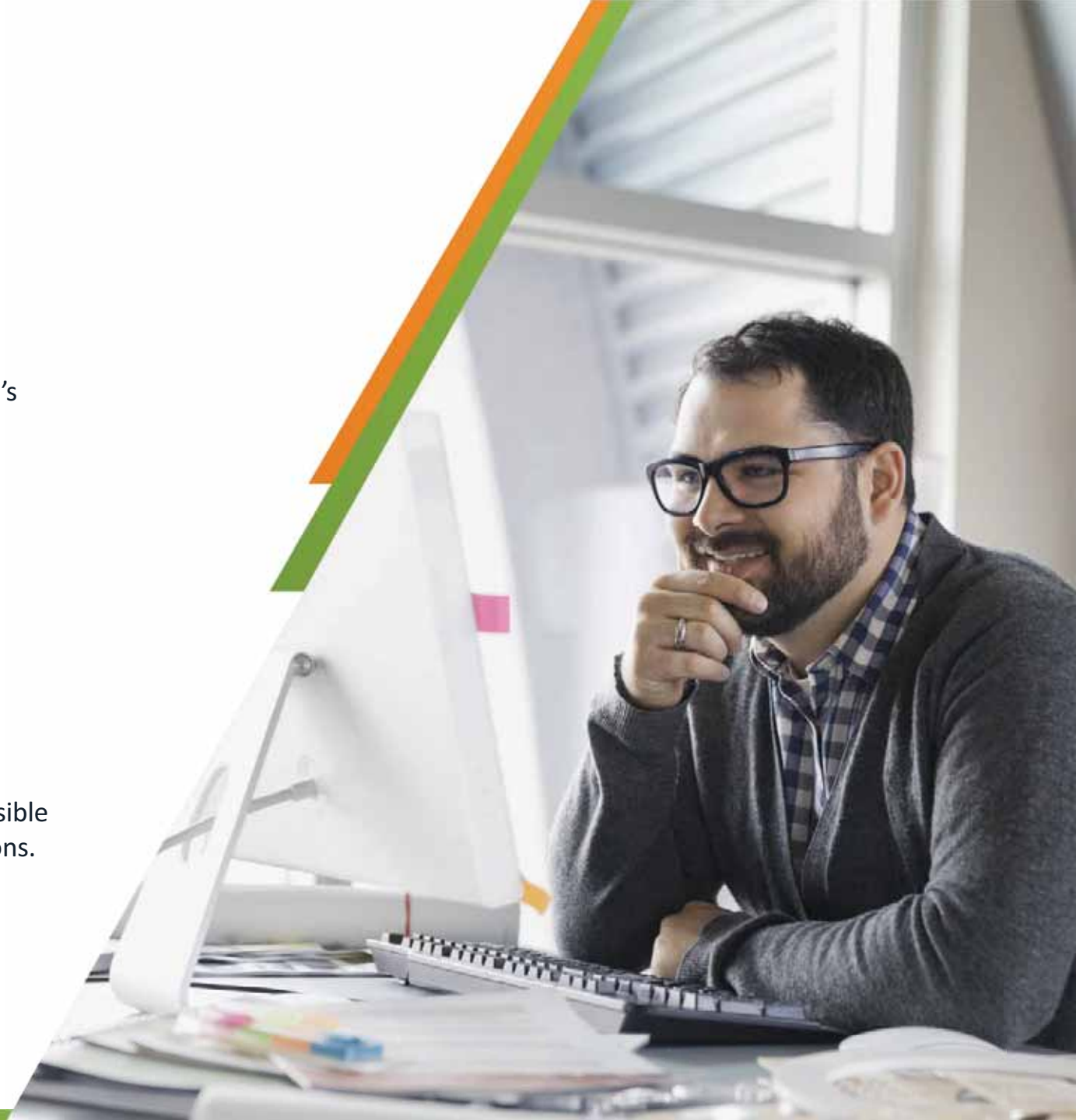
Pro-Active Monitoring

Ticketing Systems

Escalation

Reporting

We respond to and resolve network issues as quickly and effectively as possible while ensuring that our customers experience minimal business interruptions.





In Good Hands.



Dedicated Project Manager

- Track Order Installation Process
- Manage Permitting/Building when applicable
- Update Customer on status
- Updates as often as desired

Dedicated Account Manager

Your FiberLight Account is there throughout the sales/installation process.

As a small, regional provider, we pride ourselves on caring about customers.



Standard Intervals

Service Interval Matrix

New Construction

INTERVAL	INTERVAL
150	120
OSP > 1 Mile	OSP < 1 Mile

May Require: **Riser** **Splicing** **New Equipment** May Require: **Riser** **Splicing** **New Equipment**

ICB

ICB

Construction of plant greater than 3 miles in Metro Area, 10 miles in Rural Area.

New Build Lit

New +1 Mile Build LIT 150

Site is greater than 1 mile (5280') from nearest backbone or nearest site

Construction > 1 Mile

New Build Dark

New +1 Mile Build DARK 150

Fiber construction is greater than 1 mile (5280') from nearest backbone or nearest site

Construction > 1 Mile

Near-Net Lit

LIT 120 Amended

Site is less than 1 mile (5280') from backbone or nearest site

Construction < 1 Mile

Near-Net Dark

DARK 120 Amended

Fiber construction less than 1 mile (5280')

Construction < 1 Mile

No Construction

INTERVAL	INTERVAL	INTERVAL
60	15	5

May Require: **Riser** **Splicing** **New Equipment**

NEW SERVICE | EXISTING CAPACITY
No Additional Equipment is Required

UPGRADE/DOWNGRADE EXISTING SERVICE
No Truck Roll

Splicing Only Lit

LIT 60 Amended

Fiber cable already in place but not enough fibers spliced to support order.

Splicing Only Dark

DARK 60 Amended

Fiber cable already in place but not enough fibers spliced to support order.

Augment Lit

On Net LIT 60 Augment

Site is LIT but does not have enough capacity to support order.

On-Net Lit

On Net LIT 15

Site is already lit and has spare capacity to support order request (but re-order to replenish inventory).

On-Net Dark

On Net DF 15

Fibers are already available at required locations and has spare capacity to support order request.

Config Only

On Net LIT 5

Upgrades downgrades where only remote configuration required

FOC is set after Permit & BAA task completed.

Standard Intervals above are dependent on Permitting & Building Authorization

FOC is created and sent to customer after the latter of Permits or Building authorization is received.

Internal Use Only, Do Not Distribute