AXIA FIBRENET

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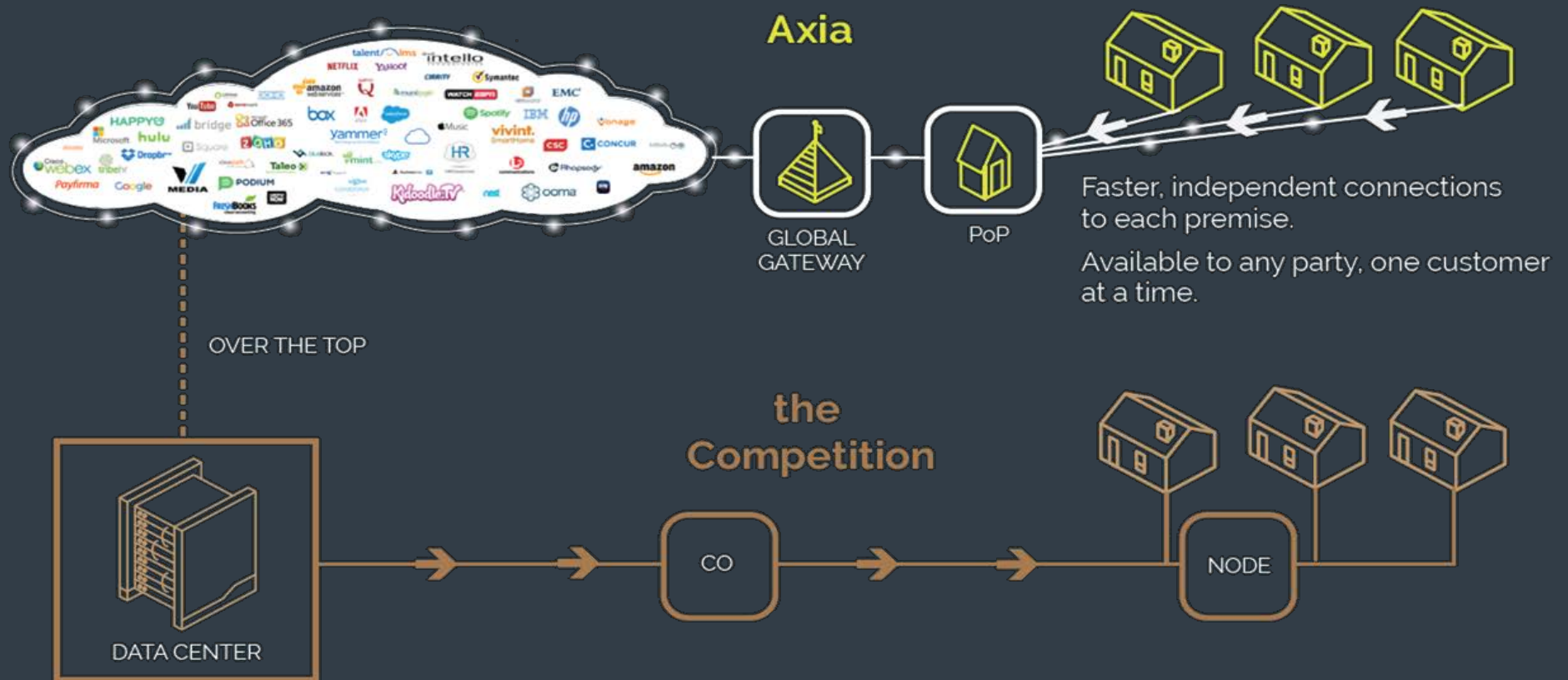

AXIAFibreNet

AXIA FIBRENET

We bring fibre optic networks from underserved communities to the global fibre network

Axia is liberating Alberta's most forward-thinking communities, by giving everyone in them the freedom to choose a better value, unrestricted, unbundled speed-of-light Internet—and use it the way they want to.

AXIA FibreNet

AXIA BUSINESS MODEL

Axia

GLOBAL GATEWAY

PoP

Faster, independent connections to each premise.

Available to any party, one customer at a time.

OVER THE TOP

the Competition

DATA CENTER

CO

NODE

Axia's Fiber Optic Infrastructure | Provides Customers With Choice.

AXIA FibreNet

NEW VS. OLD TRIPLE PLAY

CHOICE

VS.

FIXED PACKAGES

AXIA FibreNet

DIGITAL FREEDOM

- Customers can choose and easily switch providers eliminating the uncompetitive nature of the traditional phone, Internet, and television package – creating and sustaining a price-competitive environment

- Axia does not compete in mobility, cloud or data center sectors ensuring a neutral position with our customers

AXIA BY THE NUMBERS

- Axia currently owns, operates, and maintains approximately **23,000 km of fibre infrastructure**

- Axia has directly deployed in excess of **$260M CAD in North America, France, and Singapore** and a substantive owner in **over $1.3B CAD of deployments** in "Fibre to the Premise" initiatives to **2.4 million total premises**

- Axia plans to invest **$100M in rural Alberta** communities

- Axia is currently selected or in detailed discussions for city wide fibre initiatives with **18 American cities**

AXIA FibreNet

ALBERTA: FTTP NETWORK

- Axia rolled out its first FTTP network in 2015 and plans to **invest $100M in FTTP networks** in approximately **40 rural communities** across the province

- Axia is currently live or building in **11 Alberta** communities

- Average market adoption in less than one year is **51%**

Make Your Town A
#FIBRETOWN
AXIA

AXIA FibreNet

ALBERTA: FTTP CUSTOMER VALUE

- NPS Score +48% against industry average of -6%

- 72% believe Axia services make their community more attractive to prospective residents & businesses

- 5 Years before Axia -2% business growth, since Axia positive +14%

- Customer saving on average of $71 per month

- 60% claimed that their "overall quality of life" has improved since signing up for Axia's service

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AXIA COMMUNITY FTTP INITIATIVES

- Key Criteria for prospective communities:
  - **Independent** fibre backhaul
  - Leadership that can "**rally**" its community to a cause
  - **30%** EOI threshold

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THANK YOU

AXIA FibreNet