CEO Quarterly update

LINX112

February 2021

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CEO

Growth

> 85 New applications in 2020

> 5 in 2021 YTD

> 868 Members, up 1 in the last quarter

> 962 ASNs, up 43 in the last quarter

> Members are from 85 countries, up two in the last quarter

> 270 100GE ports, up 16 in the quarter with 11 in provisioning

> 10GE ports have grown up to 1049 (up 48)

> Over 38.9Tbps of edge capacity (up 3Tbps this quarter vs 4.5Tbps previous quarter)

Growth

- Growth is continuing predominately in Manchester
  - Including 100GE ports
- Traffic also growing at all IXP with Manchester new peak at 147Gbps (126Gbps)
- Several orders in provisioning for JEDIX

	Opened	ASNs	Member target
Manchester	Mid 2012	129	(new) 140?
Scotland	Late 2013	43	(new) 50?
Cardiff	Late 2014	18	25?
NoVA	Early 2014	65	(new) 75?
JEDIX	Mid 2019	2	20?

Staff

New Starters
> Mariano Julia - Enterprise Architect
> Daniel Zarracayo - NOC
> Terry Carr - Enterprise Business Development Executive
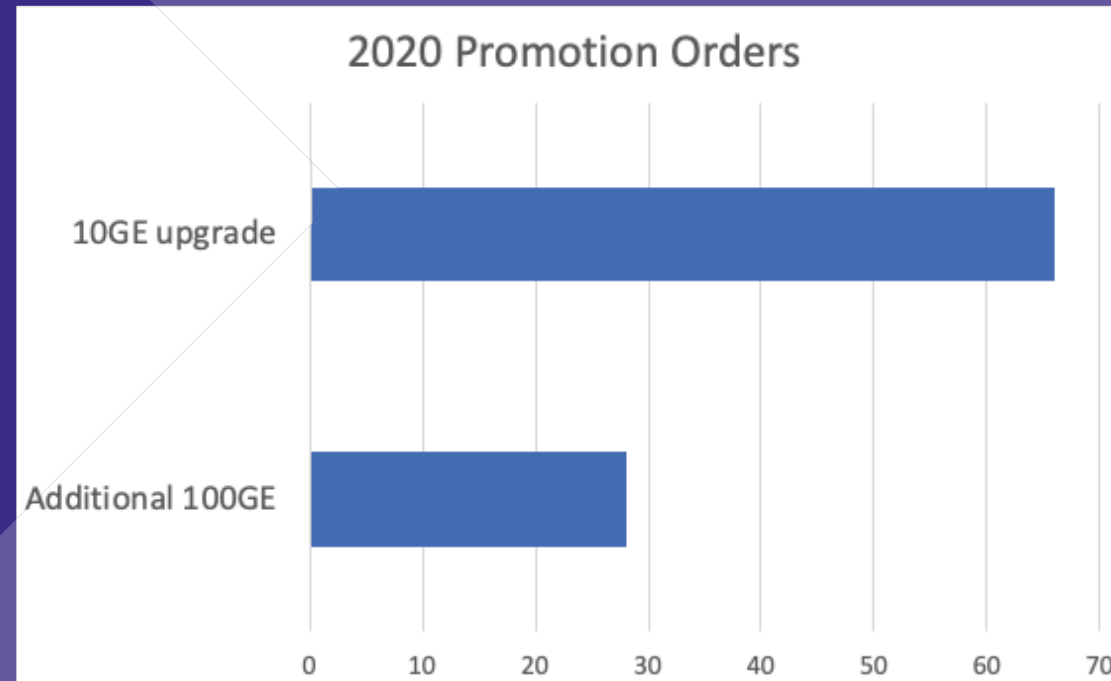
Leavers
> None!

Open positions
> None

2020 Incentive

Incentive for upgrades to 10GE and for additional 100GE ports

Much higher uptake than we had anticipated!

Great to allow for an upgrade path and to keep more traffic on the exchanges!

	Year to date - £'M Full Year 2020		
	Actual	**Budget**	**Variance**
Member Income	14.6	15.8	(1.2)
Non Member Income	0.3	0.9	(0.6)
Total Income	**14.9**	**16.7**	**(1.7)**
Less cost of goods sold	**3.5**	**4.0**	**0.4**
Gross margin	**11.4**	**12.7**	**(1.2)**
SG&A			
Staff related costs	5.9	6.1	0.2
Other expenditure	1.9	2.9	1.0
Subsidiaries: LINX Trading/America/USA	0.1	0.9	0.8
Total SG&A	**7.9**	**9.9**	**2.0**
Total COGs and SG&A	**11.4**	**13.9**	**2.5**
Depreciation	2.3	2.2	(0.1)
Net Income	**1.2**	**0.6**	**0.6**
Capital Expenditure	**2.0**	**2.0**	**0.0**

Other activities

COVID-19
- Offices remain closed – staff visit sites as needed

Member onboarding automated

LON1 has broken the peak of 5Tbps

LON2 new peak of 800Gbps

![linx logo]

Thank you

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