



CEO Quarterly update

LINX113

May 2021

Kurt Erik Lindqvist

CEO

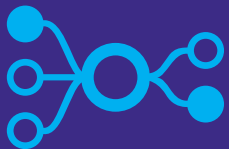
Growth



- 85 New applications in 2020
- 43 in 2021 YTD



- 885 Members, up 17 in the last quarter
- Members are from 84 countries, down one in the last quarter
- March was the second highest number of applications in one month ever



- 291 100GE ports, up 21 in the quarter with 9 in provisioning
- 10GE ports are at 1027 down 22
- Over 39.9Tbps of edge capacity (up 1Tbps this quarter vs 3Tbps previous quarter)

Growth

- Further 100GE orders for Manchester and JEDIX
- 10 10GE Orders for Manchester YTD
- 7 10GE Port orders for Nova

	Opened	ASNs	Member target
Manchester	Mid 2012	129	140?
Scotland	Late 2013	43	50?
Cardiff	Late 2014	18	25?
NoVA	Early 2014	65	75?
JEDIX	Mid 2019	3	20?



Staff

New Starters

- > Glyn Astill - Database Reliability Engineer

Leavers

- > None!

Open positions

- > Release Train Engineer
- > Senior Network Engineer

Annual report

2020 Annual report published <https://www.linx.net/contact/linx-news/linx-2020-annual-report-published-ahead-of-virtual-agm/>

LINX publishes an annual report and files statutory accounts to Companies House

➤ Historically these have been separate documents

To improve transparency and information we are looking to make these the same document for the 2021 Annual Report



FSQS Certification

LINX has received Financial Services Supplier Accreditation

- As LINX have a number of financial services companies as members and interest from more to join this will help with vendor compliance processes

LINX Pricing

For some time Board / Staff have been looking at pricing & margins

- Across all product categories Co-location, reseller cabling and PI
- At LINX106 we announced we are reviewing LINX Co-location prices
- At LINX110 we announced the review of PI prices
- We want product categories to have margins to ensure they are sustainable

Port charges

- We also continue to look at port charges and how to balance price between these to ensure members get value from each LAN and port speed

Other activities

COVID-19

- We continue to work remotely when we can
- Pending government advice we look to return to a “new normal” after June 21st

LON1 has broken the peak of ~~5~~⁶bps

Moved offices!

- From WeWork at Leadenhall to Minster Court



Thank you



kurtis@linx.net



+44 1733 207700



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