



CEO Update



Kurt Erik Lindqvist
CEO

Friday 17th November 2023
LINX120



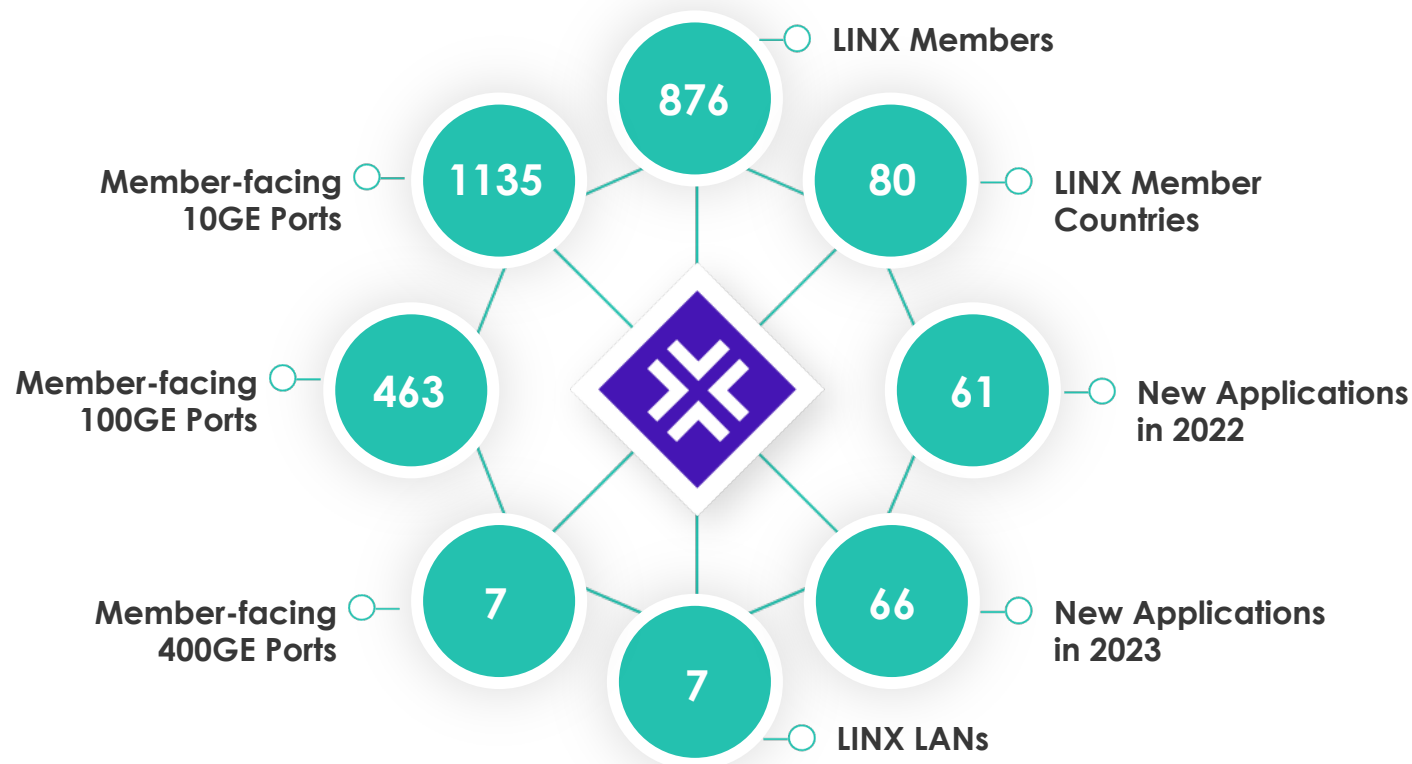


LINX Statistics

13th November 2023

1775
Connected Member Ports

8.934Tbps
Peak Traffic



895
Member ASNs

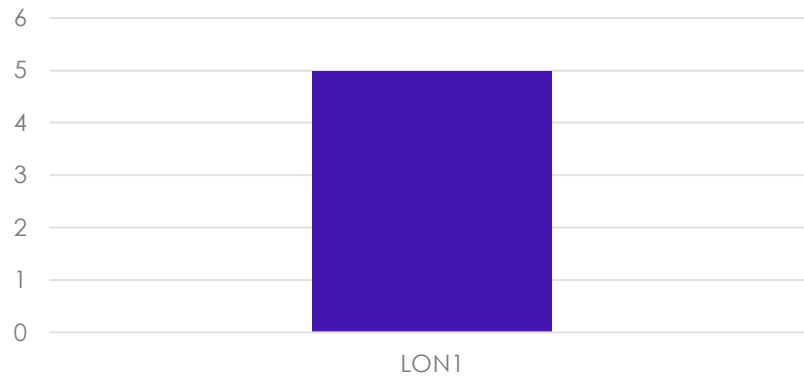
60.62Tb
Connected Capacity



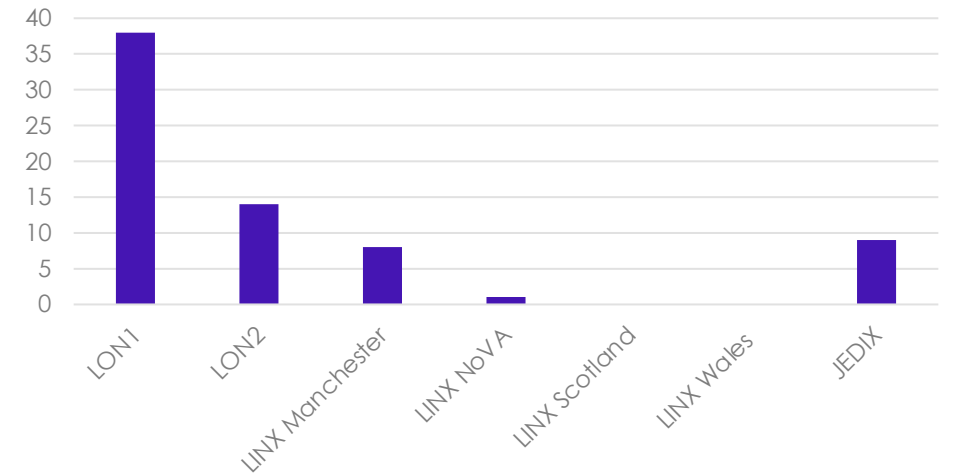


YTD Port Growth

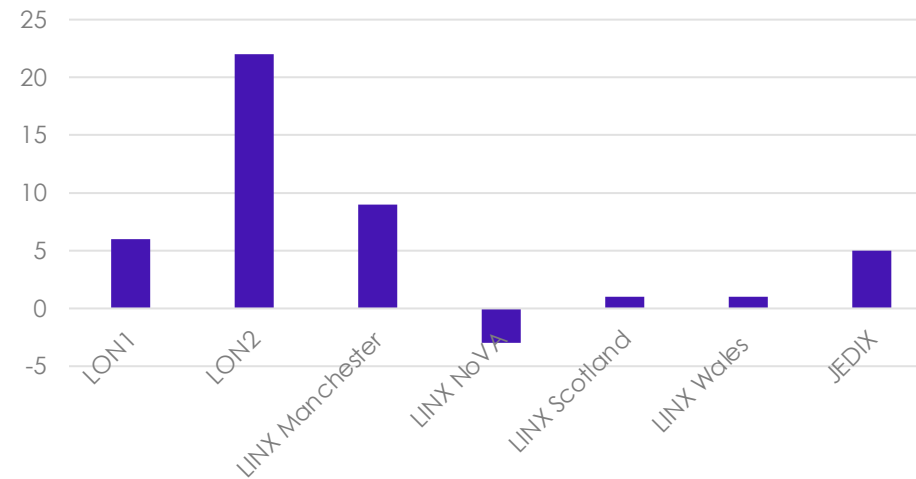
400GE Orders YTD



100GE Order YTD

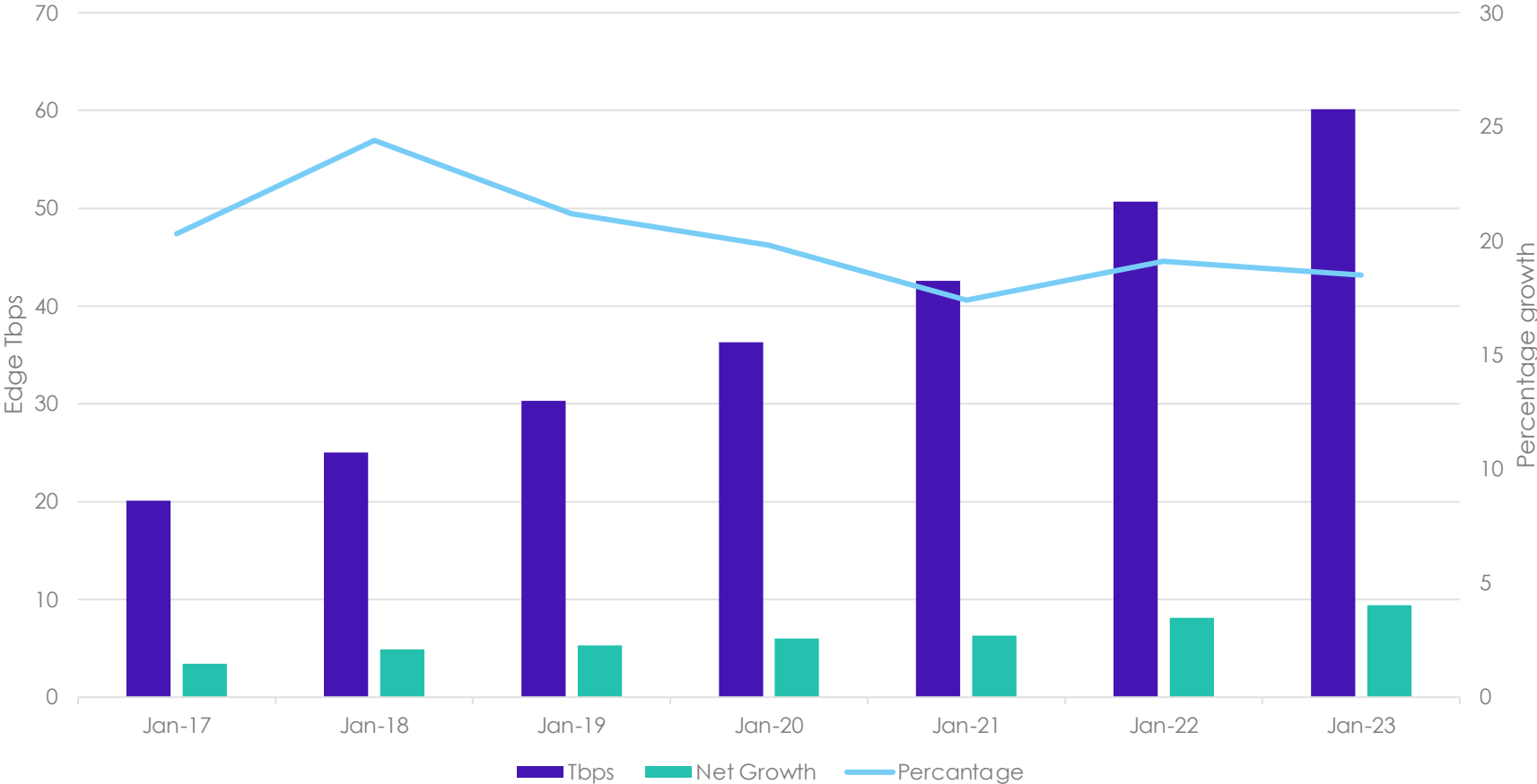


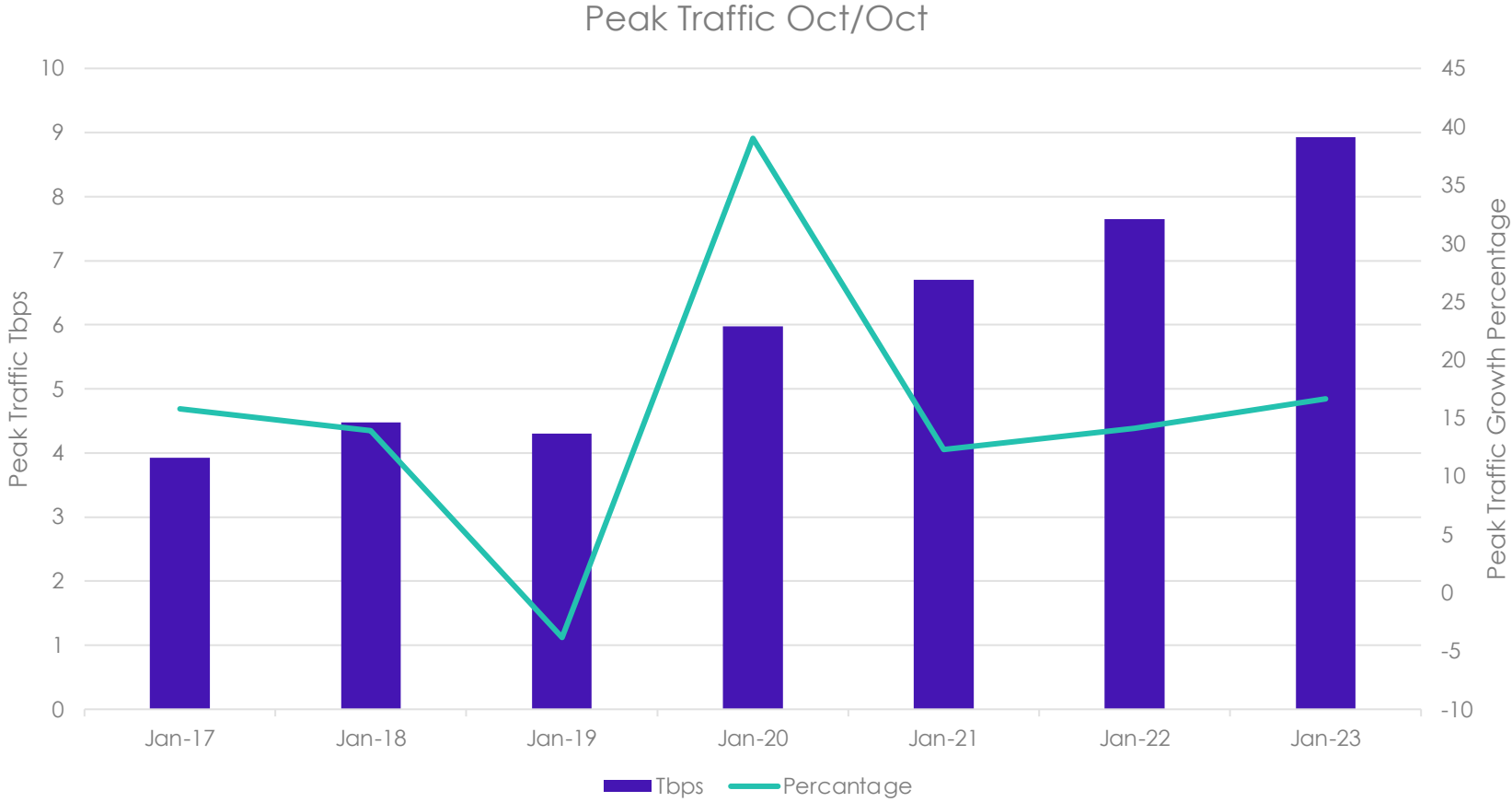
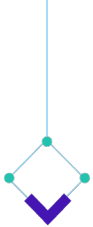
10GE Growth YTD





Edge capacity growth







LINX Nairobi

- Service Approval received from the Kenyan regulator
- Means We can now operate and receive orders
- First networks will be connected shortly





JEDix expansions

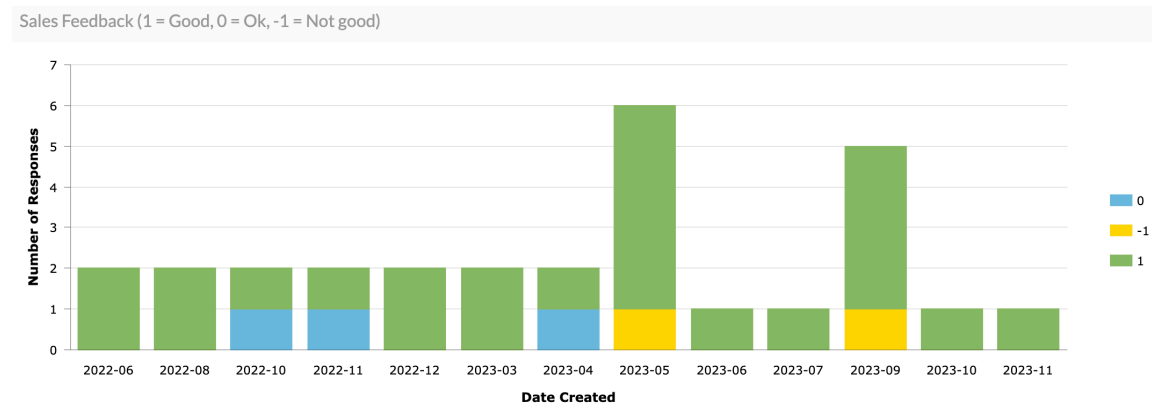
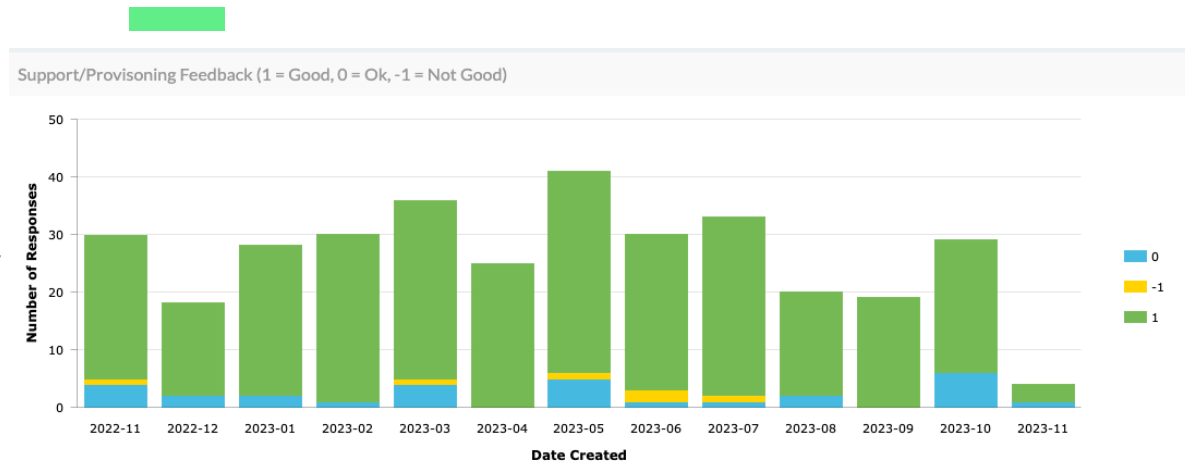
- We are working on Riyadh to be live early Q1-2024
- Dammam is scheduled for Q2-2024





Feedback

- We track feedback on all our public ticket queues
 - These are reported on monthly
 - Comments are read and published internally





LINX Strategy 2023-2025





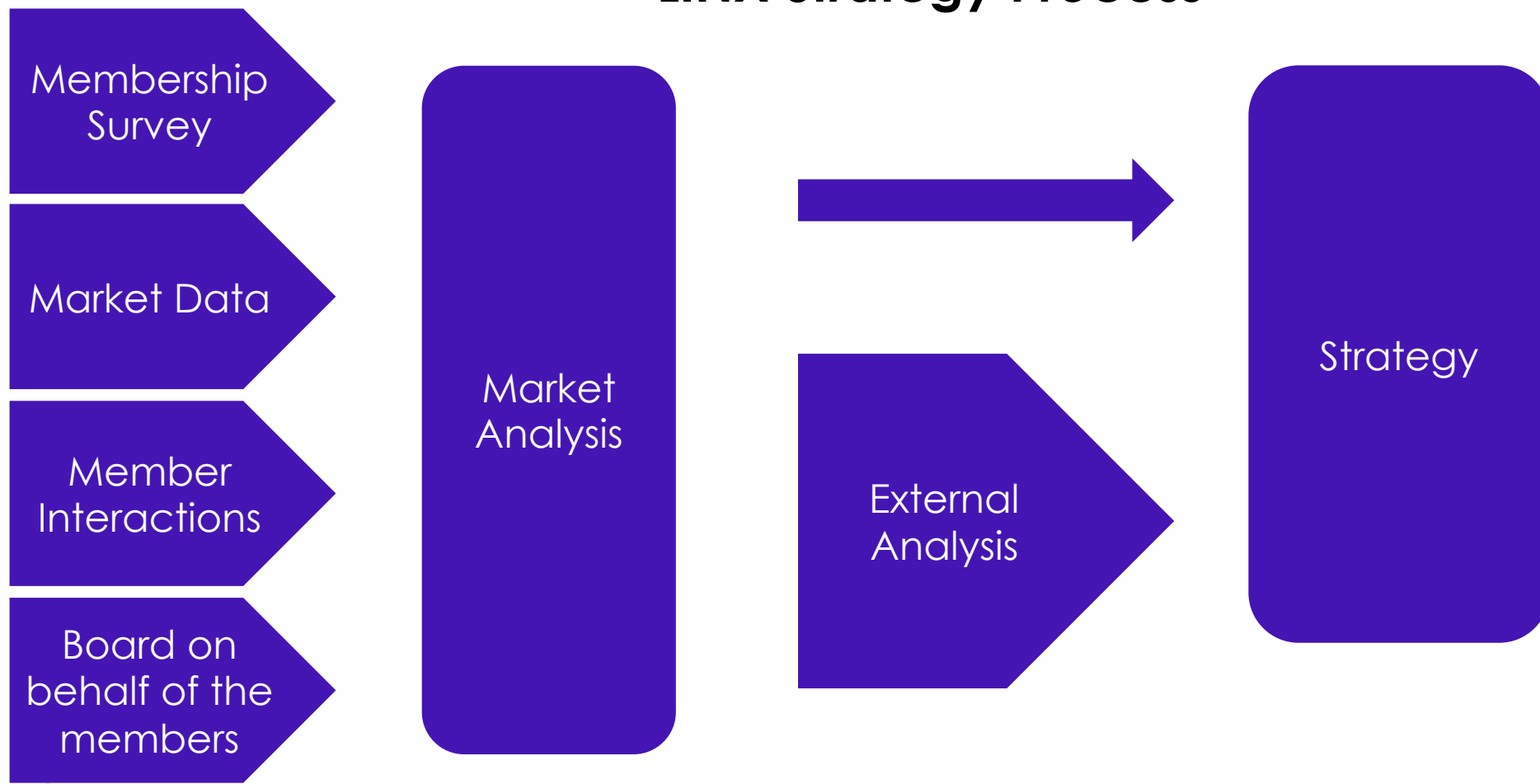
Strategy Sessions

- We held two sessions with members in August
 - In person and via Zoom
- Well attended and with a lot of discussion in the in-person session
- Intend to hold these regularly





LINX Strategy Process





2023-2025 Strategy

- Strategy builds on three pillars
 - The first two are looking to strengthen our current operations and competitiveness the third is forward looking exploration
- These are not equal in weight or size and neither are the supporting actions
- Strengthening and growing our current business will ensure continued value for all members
 - Will build on our economies of scale to delivery services
- Optimising our products and operations further will ensure we deliver the services members want
 - Will ensure that we can scale for the future





2023-2025 Strategy

● Sustain

- Pricing Strategy
- Service Quality
- Attractiveness
- Geographical Expansion
- Our Partnerships
- Membership relations
- Market place development

● Optimise

- Automation and self-service
- Effective employment of working capital
- Growth Scaling metrics and long-term goals
- Partnerships
- Business evolution
- Leverage synergies
- Compliance and risk management
- IXP standardised tooling

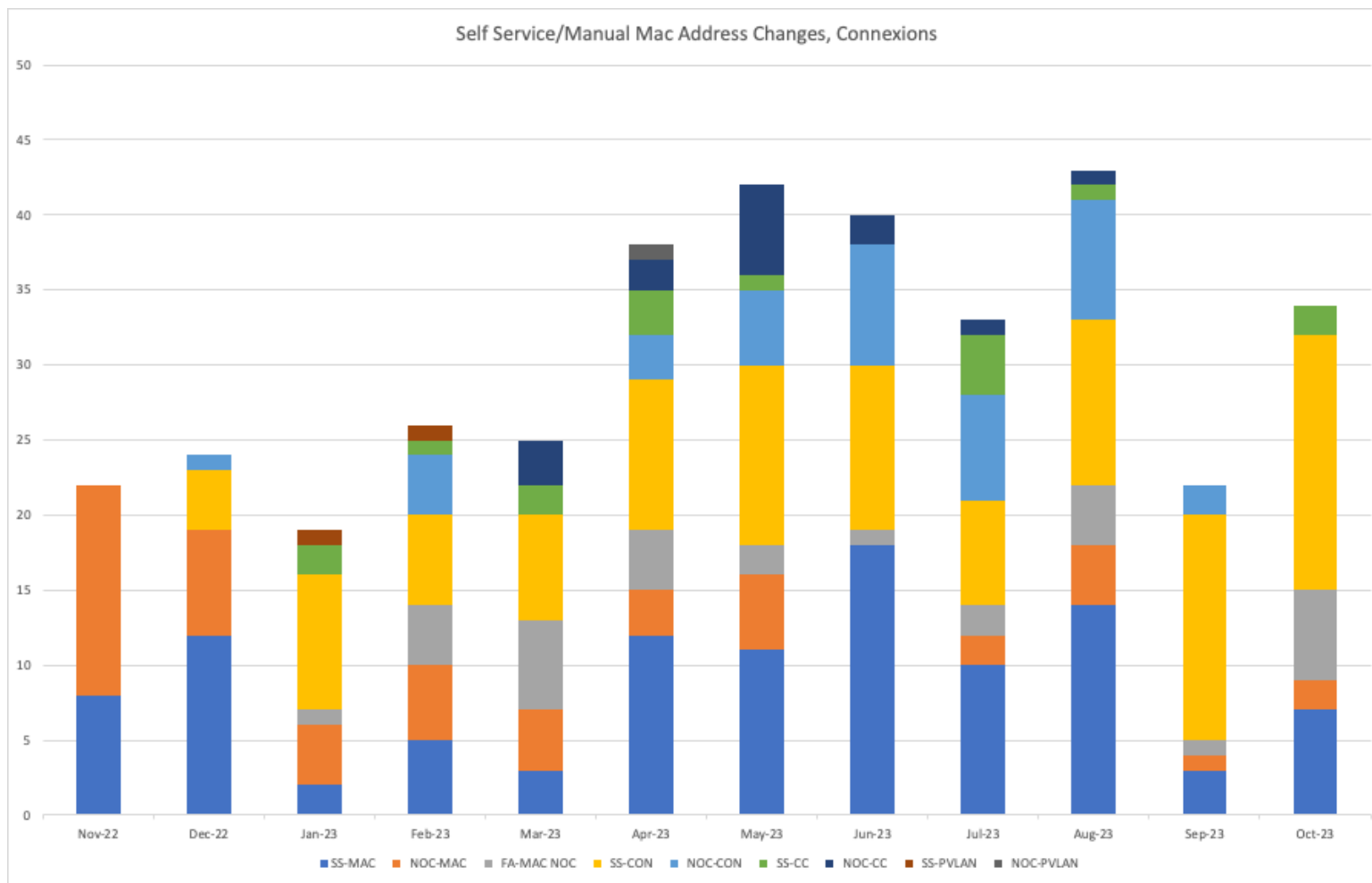
● Grow

- Edge Compute Networks
- Data Exchanges
- Edge / Cloud Router
- Co-location at more DCs
- Managed IXP
- Data analytics platform





Automation and self-service





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