



CEO Update

Kurt Erik Lindqvist | CEO

Tuesday 28th May 2024

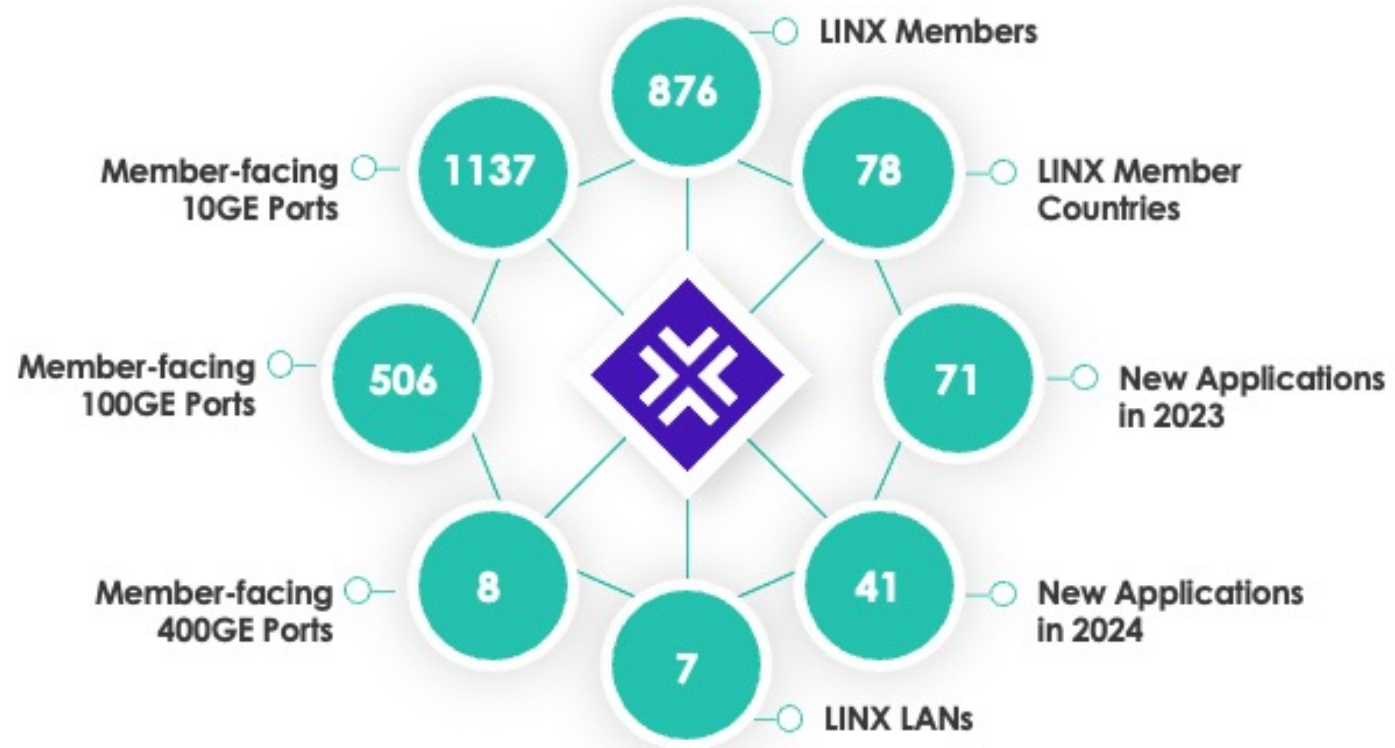
LINX122

**Update
since last**

LINX Statistics

1766
Connected Member Ports

9.504Tbps
Peak Traffic



892
Member ASNs

65.285Tb
Connected Capacity

Updates since last

◆ New Starters

Henry Edwards – NOC

Arpad Antal – NOC

Shehram Malik –
Solutions Engineer



Updates since last

◆ New Starters

Henry Edwards – NOC
Arpad Antal – NOC
Shehram Malik –
Solutions Engineer

◆ Leavers

None

Updates since last

◆ New Starters

Henry Edwards – NOC
Arpad Antal – NOC
Shehram Malik –
Solutions Engineer

◆ Leavers

None

◆ Vacancies

Process Improvement
Manager - Compliance
and Assurance

Updates since last

New Starters

Henry Edwards – NOC
Arpad Antal – NOC
Shehram Malik –
Solutions Engineer

Leavers

None

Vacancies

Process Improvement
Manager - Compliance
and Assurance



LINX Nairobi

Updates

- 21 Applications / Orders
 - Two resellers
 - First content network connected – more on the way
- Average traffic of 1Gbps, peak of 2Gbps!

Updates since Feb 2024

MX960 Migration in London

**NoVA architecture refresh
and migration to Nokia**

**BIRD2 deployment at all
LINX IXPs**

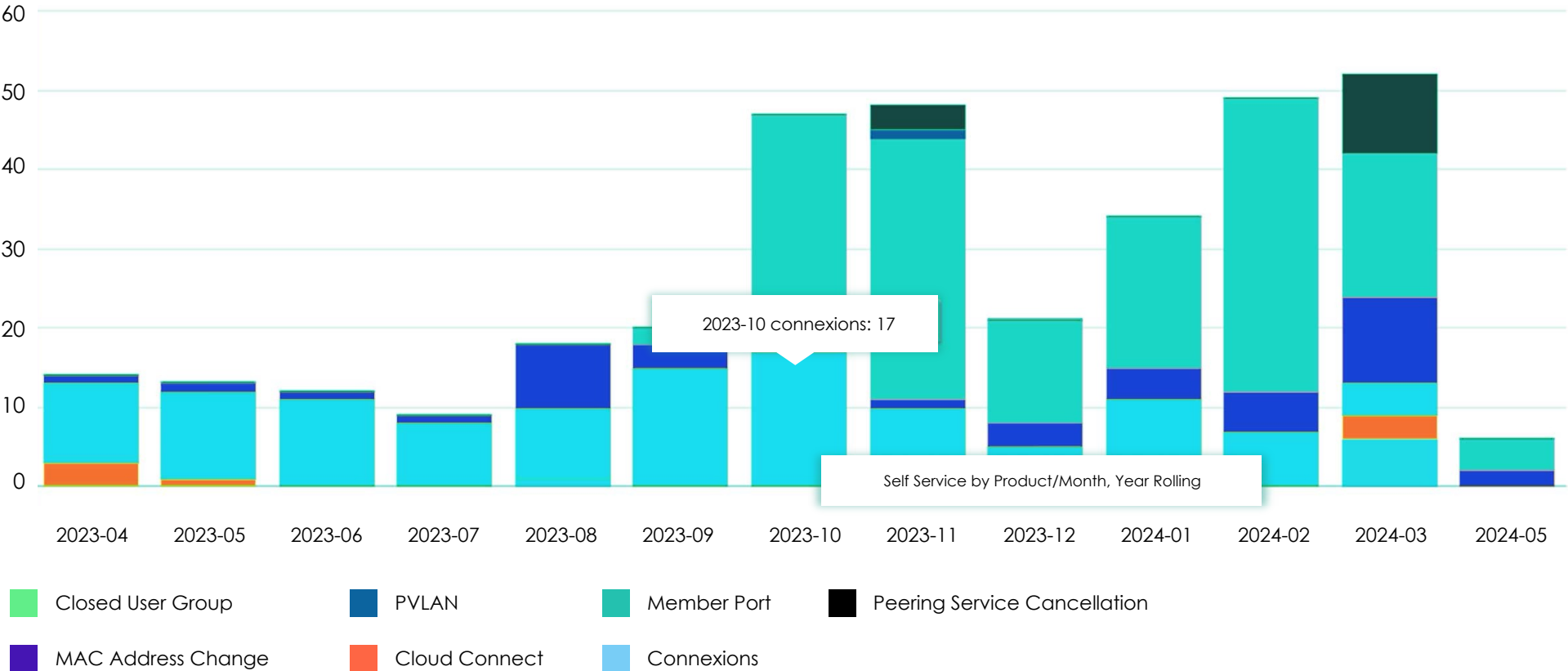
**OpenBGPd deployment
as second RS**

LINX Manchester new sites
- AtlasEdge

Deployment of Riyadh

Fulfilment

Self Service by Product/ Month, Year Rolling



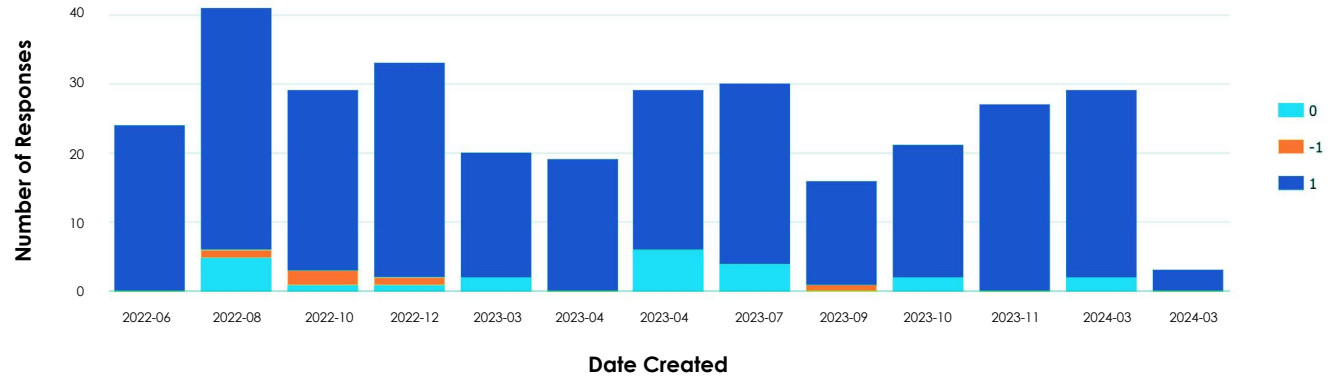
Feedback

We track feedback on all our public ticket queues

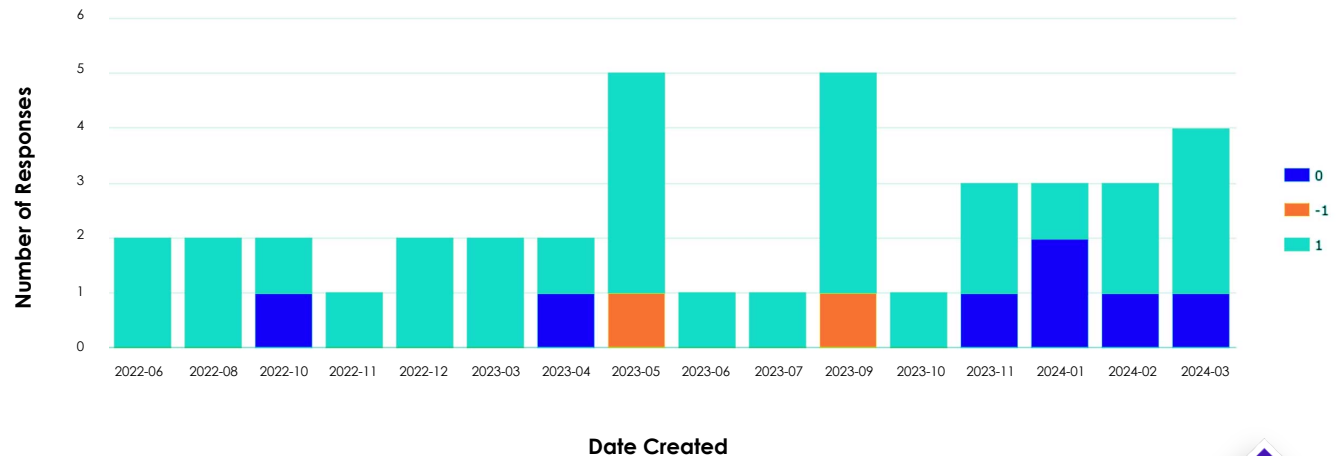
These are reported on monthly

Comments are read and published internally

Support/ Provisioning Feedback (1= Good, 0=OK, -1=Not Good)



Sales Feedback (1= Good, 0= Ok, -1= Not good)





LINUX MoU...

LINX MoU

At LINX121 we explained some issues with the MoU and why this is becoming a real problem

Together with our lawyers we have been analyzing the MoU and the best path forward to resolve the issues identified

The analysis has concluded that the best way forward is a rewrite from scratch of the MoU.

This is not something we take lightly, and comes with risks in itself

Our rough outline of time-line is:

Nov 2024 / LINX123 – Present problem statement and draft MoU

Feb 2024 / LINX124 – Further consultations on MoU text

May 2024 / LINX125 – Vote on new MoU

LINX Strategy

2023-2025



LINX Strategy cycle

Board strategy sessions are held in March each year, with the attendance of SMT and relevant staff

◆ Year 0

**Building a
three year
strategy**

◆ Year 1

**Evaluate
the strategy**

◆ Year 2

**Evaluate
the strategy**

◆ Year 3

**Summarize
the past
three years**

Strategy Sessions

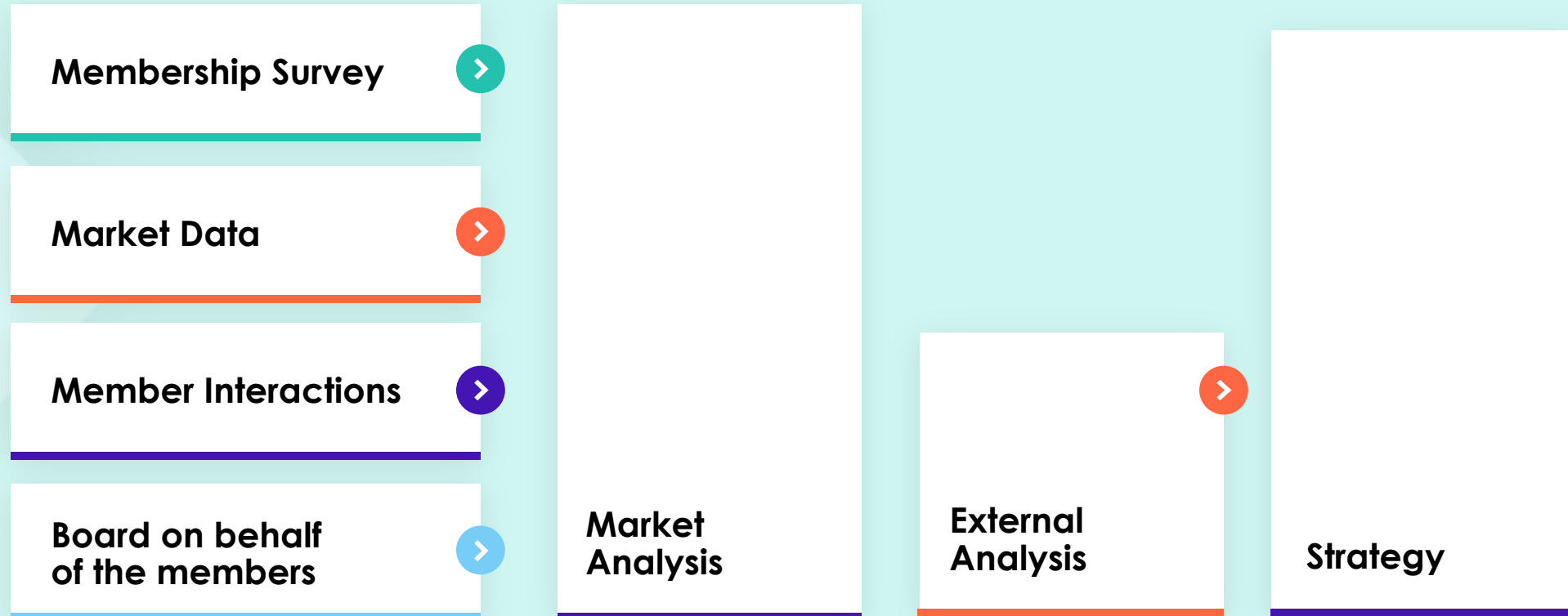
We have held in-person and virtual member sessions to discuss our strategy and the analysis behind it

August 2023

February 2024

Will plan more sessions
for later this year

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



Strategy review

The board and staff reviewed the current three-year strategy in March

Agreement that the current strategy is still valid

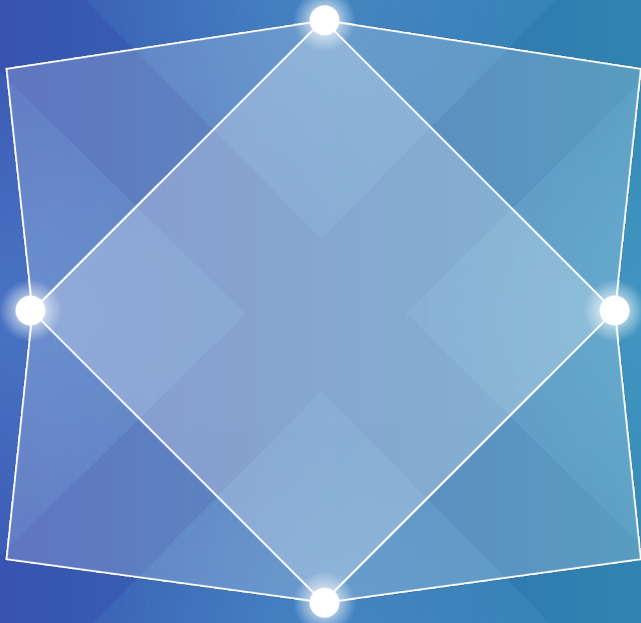
Agreement that we are broadly making progress as expected

Some discussion on the future of traffic growth

Grow pillar / Third Horizon topics are largely still moving targets and developing

What will the drivers be in the future?





Thank you



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