



automation
exchange

The Neutral Host Advantage

Get to Fast Faster 2025



AEX Agenda

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- 6 **The Disrupter Model**



Why Fiber Matters

My Broadband Story



automation
exchange



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- AEX has been putting fiber on the map since 2023, but our broadband journey didn't start here.
- Broadband connectivity enables rural transformation and changes family narratives.
- Providing fast and reliable broadband brings passion and purpose to our AEX mission.



AEX Mission

Simplify broadband connectivity by providing ISPs access to infrastructure, automation, and expertise to build, scale, and compete on day one.



The Disrupter Approach

AEX enables ISPs to focus on what matters most – growth, uptake, and their customer experience.

**Internet
Exchange**

**Middle Mile
Connectivity**

**OSS/BSS
Platform**

**Network
Operations**

**Customer
Support**



The Advantage

NOKIA

AEX and Nokia put ISPs in the driver seat.

Plan

Deploy

Scale

Compete

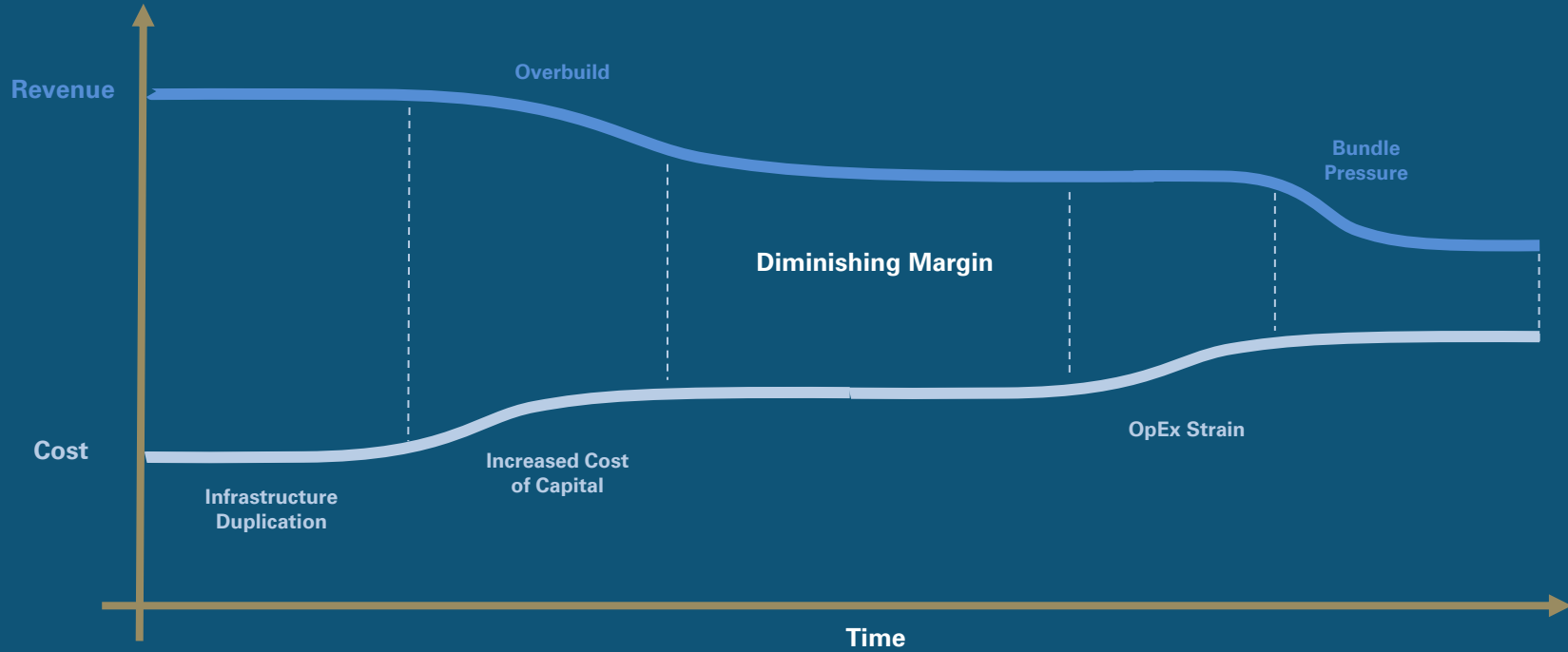
- Core network conformity across ISP networks
- Agnostic approach to ISP fixed network and CPE portfolios

- Reduction in integration and acquisition requirements
- Expert support and maintenance services



Market Norms

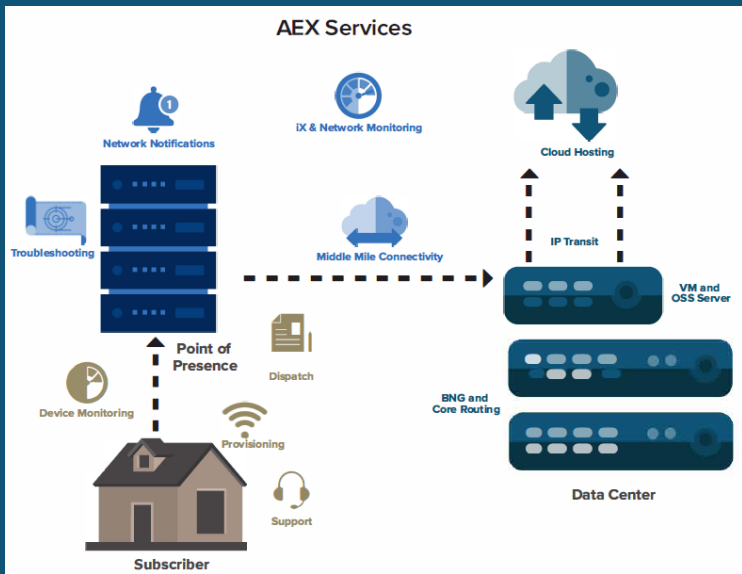
ISPs left to reach customers on their own are faced with diminishing returns. This race to zero is leading them to exit on unfavourable terms.



Neutral Host Position

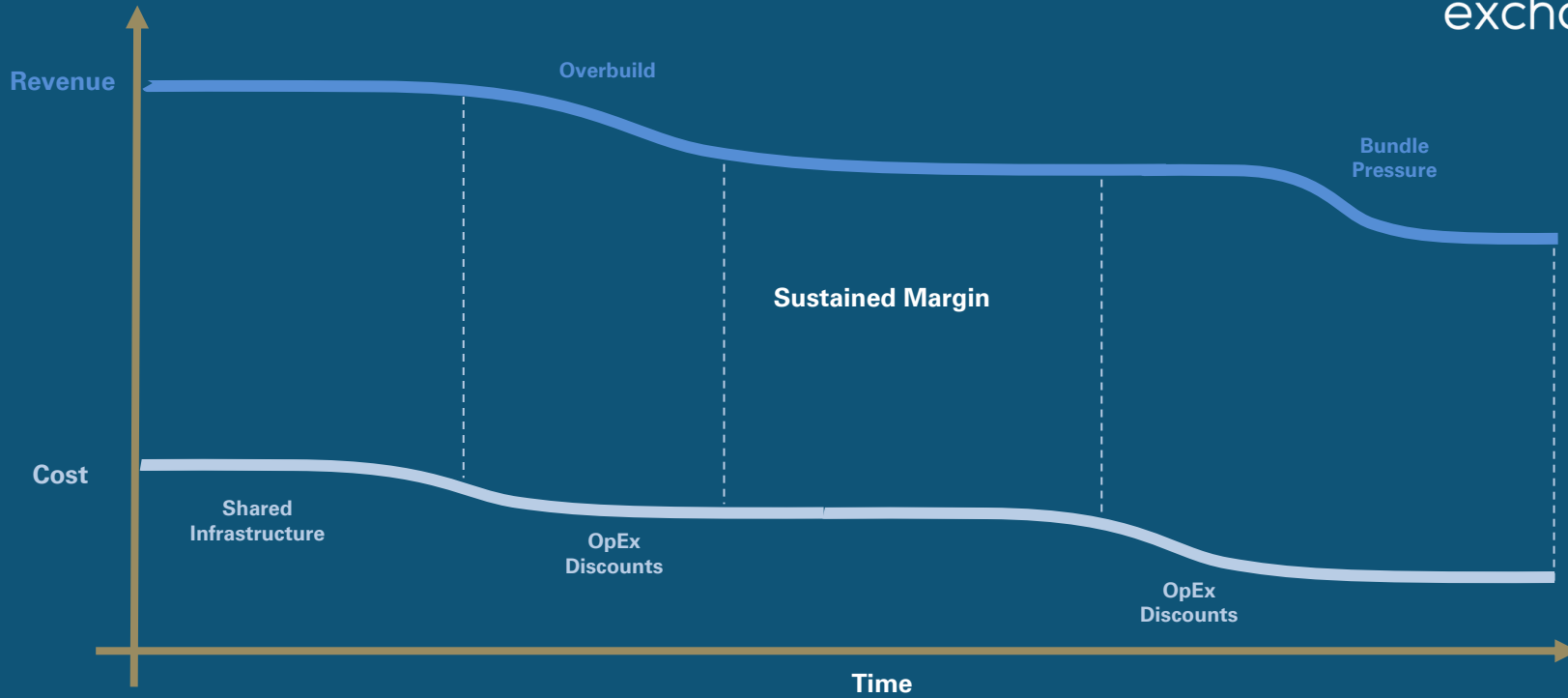


- + **10 Active iX Locations** provide access to a nationwide enterprise grade Nokia IP network
- + **90 Live Points of Presence** with 210+ under deployment providing robust middle mile connectivity and superior Nokia XGS-PON
- + **2 million home passings funded** and enabling competitive Nokia CPE rates and automated provisioning through AEX
- + **Subscriber-Based Service Models** supporting Nokia CPE, Fixed Network, and IP



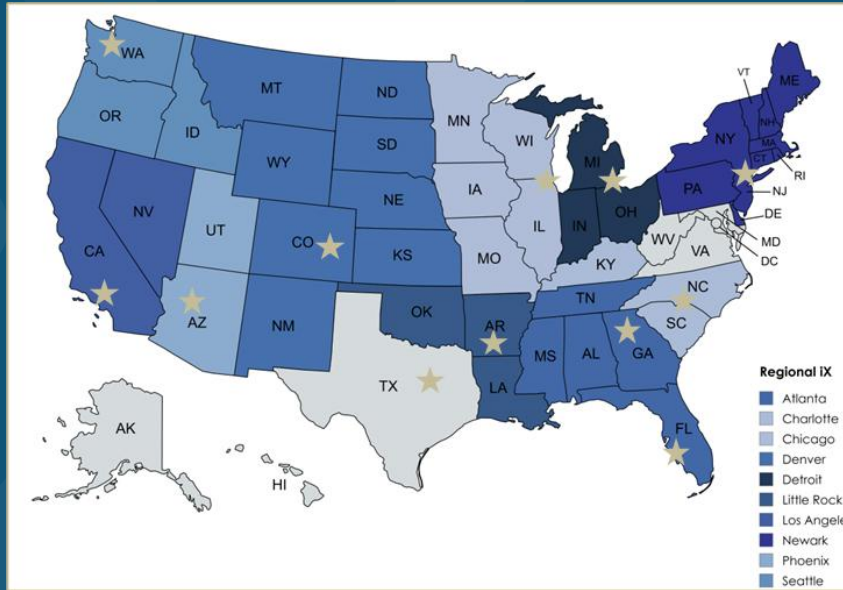
The Disrupter Model

A shared subscriber-based model allows ISPs to reach their customers with increased returns, enabling them to compete longer and exit if, when, and how they want.



The Disrupter Model

A shared infrastructure model radically disrupting the norm across the US. ISPs are deploying faster with a nationwide core network.



Thank You