

i3 Group

Innovation in Infrastructure

Corporate Overview

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The communications challenge of a generation: Building fibre optic networks cost effectively

The need for bandwidth grows daily, driven by mobile devices, HDTV and the shift of business applications to the cloud

Telecom companies have concentrated investment on major fibre trunk routes.

Distribution into towns and cities was in most parts reliant on legacy copper technology.

The costs of deploy fibre cable through civil works is high.

Traffic disruption is a significant cost and the environmental impact of traditional civil works is high.

We're meeting the challenge head-on...



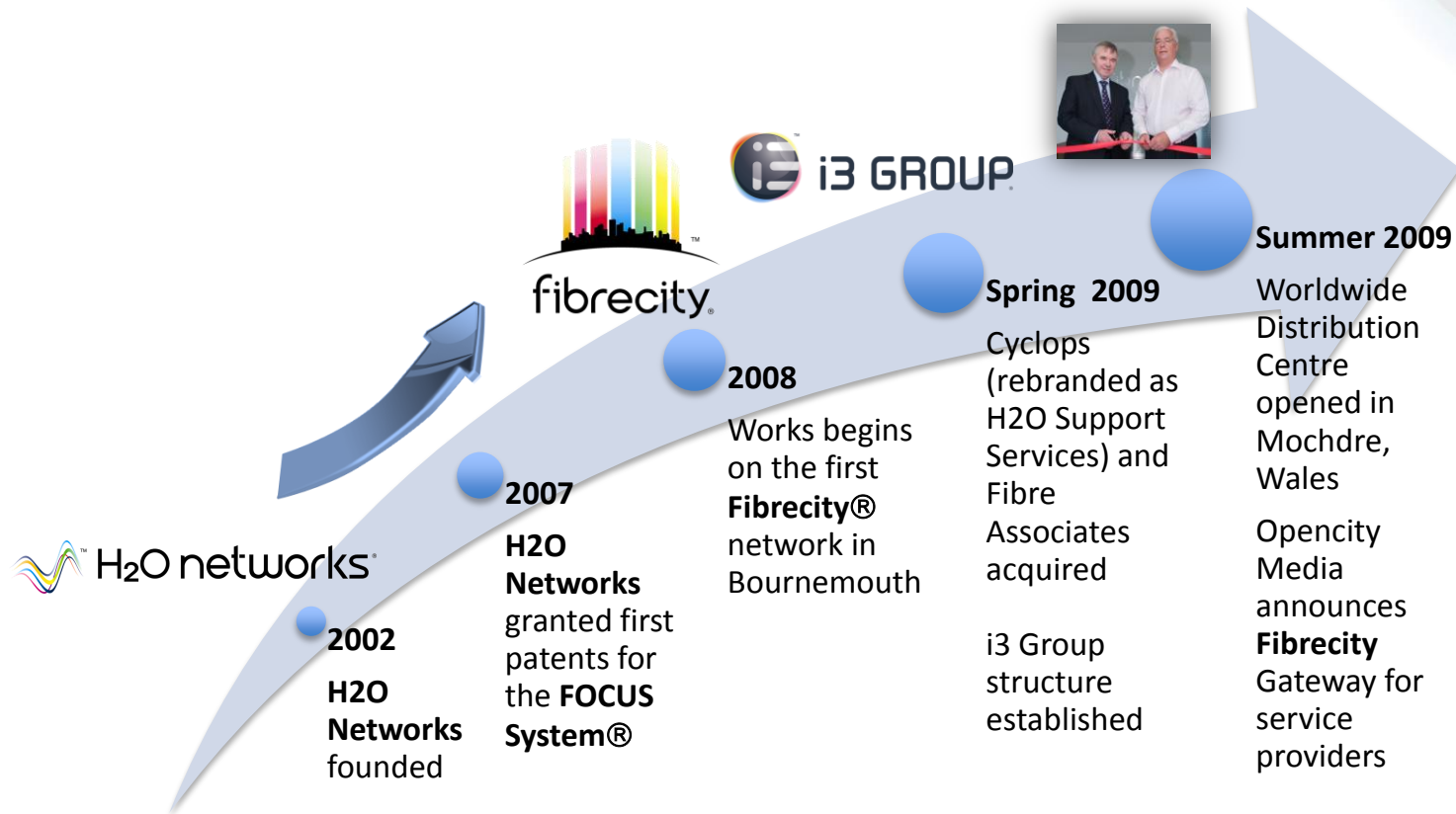
The **i3 Group's** patented technology and methodologies for deploying fibre optic infrastructure through the ready-made ducting are reducing deployment cost and environmental disruption

About the i3 Group

- The **i3 Group** is a global innovation leader in fibre-optic infrastructure build
- **H2O Networks®** was founded by **i3 Group** CEO Elfed Thomas in 2002
- **H2O Networks** invested heavily in the development of cost effective methods of fibre infrastructure deployment
- **i3 Group** companies have delivered consistent year-on-year growth ever since
- The **i3 Group** structure (incorporating **H2O Networks**) was established in 2009 following the acquisition of Fibre Associates and Cyclops

Our mission: To provide the world with the most cost efficient fibre infrastructure possible, so that citizens, businesses and governments worldwide have unlimited affordable bandwidth for information, applications, services and entertainment

i3 Group: Seven years of growth



i3 Group: Our brands



- **Fibrecity** Holdings is building the UK's fastest communications network infrastructure for consumers.
- **Fibrecity** networks are the only way to provide 100Mbps that gives consumers real choice, through an open access model that allows customers a choice of Service Providers for TV, internet and telephony.



- **Opencity** Media connects service providers to consumers on the **Fibrecity** networks through an open access model and the **Fibrecity** Gateway.
- **Opencity** Media is on the side of service providers – we do not play retailer and wholesaler simultaneously.



- **H2O Networks** builds bespoke fibre links and **Fibrezone®** for business and the public sector using the waste water networks. This allows us to deploy faster and more cost effectively – giving our customers lower, predictable network costs and unrestricted bandwidth.

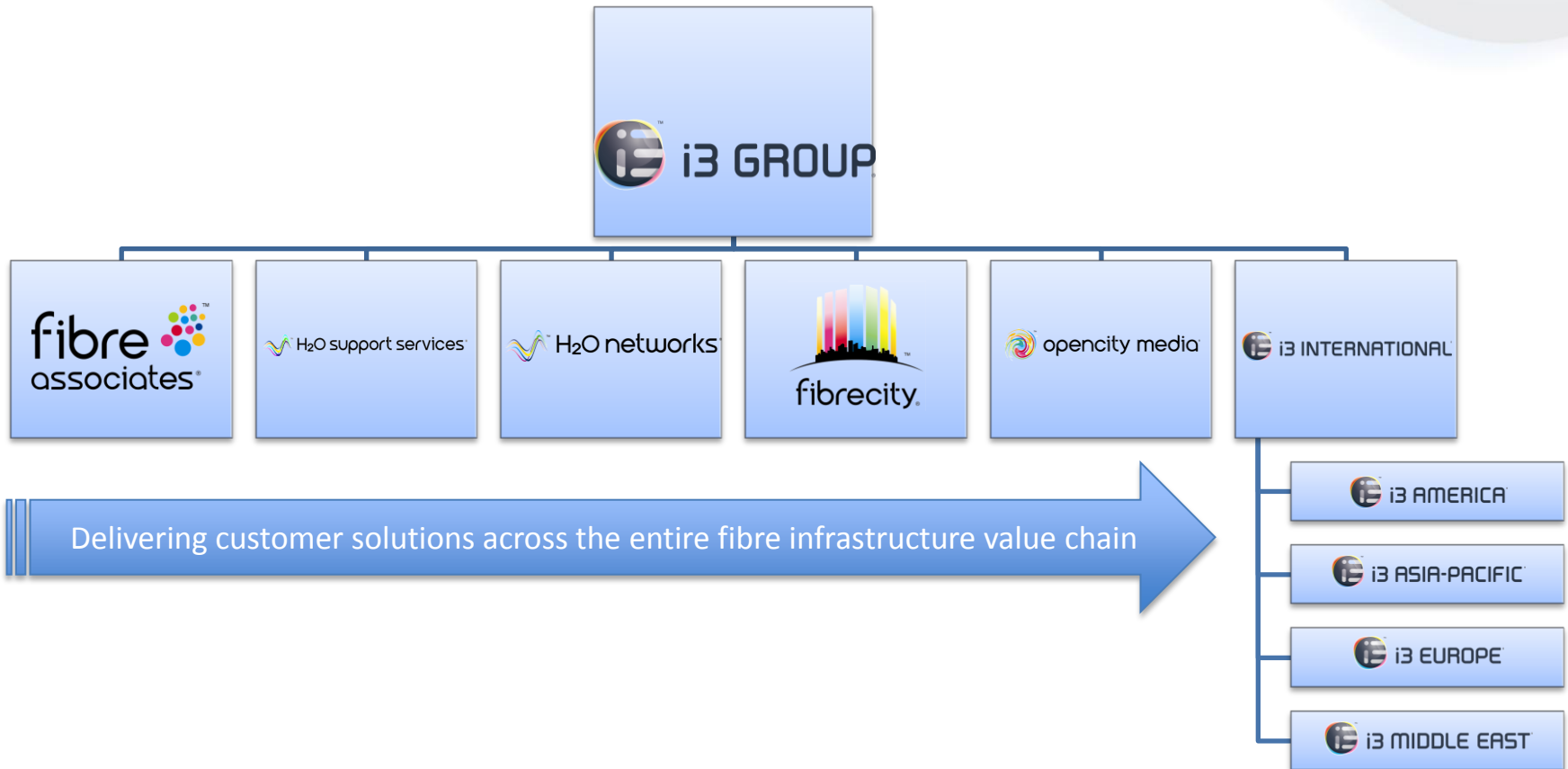


- **H2O Support Services** provides a suite of sewer and drainage rehabilitation services using innovative techniques such as UV lining and CCTV that enable customers to reduce operational costs.



- **Fibre Associates** is a supplier of optical communication solutions to systems integrators and resellers.
- **Fibre Associates** can meet specific business needs through specialised services such as cable cutting bespoke labelling/ tool branding/ package branding.

i3 Group: Corporate Structure



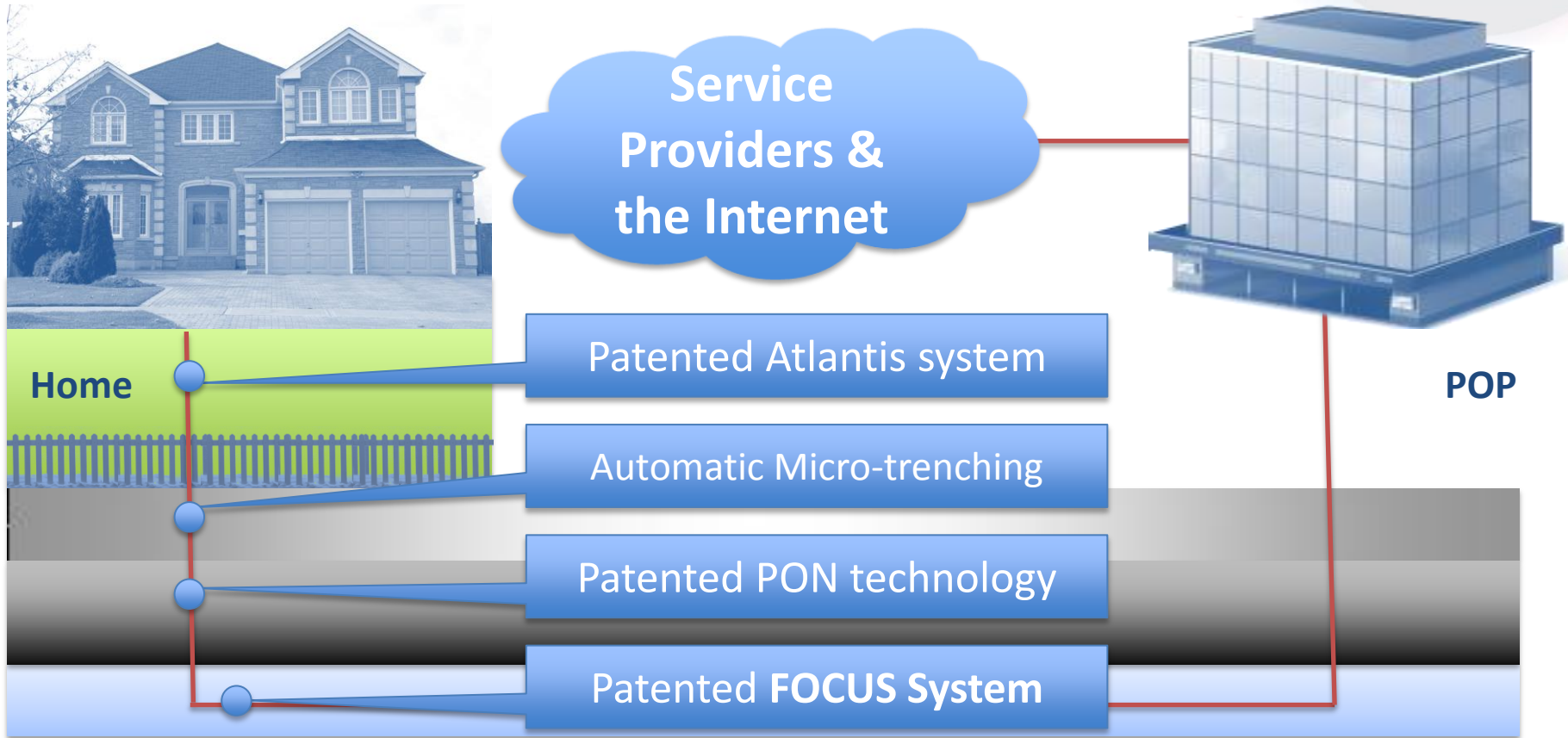


Building **Fibrecity** networks

- A **Fibrecity** network provides cost effective Fibre-To-The-Home connectivity
- It is an open access platform: any service provider can provide IP-based services such as Internet, Telephony and VOD on commercial terms
- Stakeholders (such as councils) can use the platform to provide services
- **March 2010: Fibrecity** Bournemouth became the first UK platform to provide commercial 100Mbps services to consumers

How is a **Fibrecity** network built?

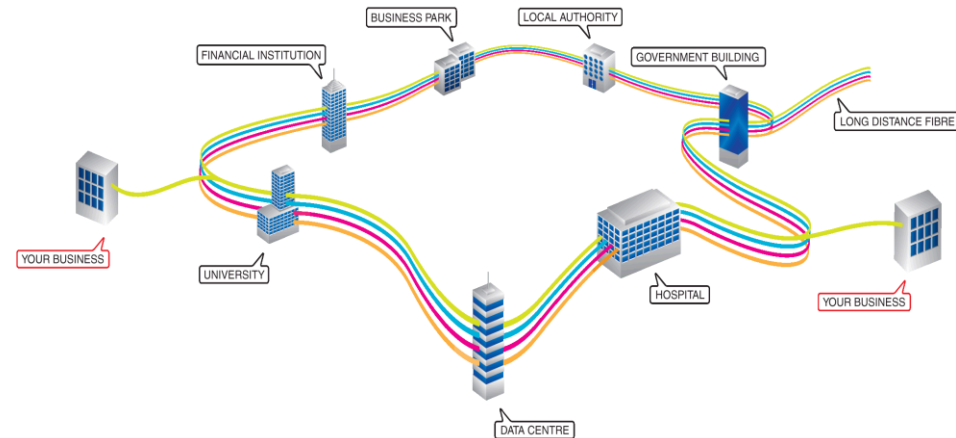
Four key innovations



Delivering unlimited bandwidth to business: H2O Networks

About H2O Networks

- **H2O Networks** build bespoke fibre links for businesses and public bodies
- Our methodology is fast and cost effective
- Businesses benefit from long-term predictable costs - even when bandwidth requirements increase
- Key solutions:
 - Point-to-point DARC fibre links
 - **Fibrezone** networks - a ring of multi core dark fibre around a business park, campus or city
- **H2O Networks** grew 400% in 2009/10



A **Fibrezone** network

i3 International – marketing i3 Group innovation around the World

- In 2010, **i3 Group** established regional subsidiaries to form partnerships that will deliver our innovation in the United States and Asia-Pacific
- We also have joint ventures in Northern Ireland, the Republic of Ireland and the Middle East
- We have licensed partnerships in Greece and South Africa
- A full divisional structure is currently being established in mainland Europe



i3 INTERNATIONAL®



i3 AMERICA®



i3 ASIA-PACIFIC®



i3 EUROPE®



i3 MIDDLE EAST®

We partner with some of the world's most respected companies



JCB

- Strategic partnership for build technology.
- Global IP and technology development partnership for micro-trenching.



Fujitsu

- Major technology partner for fibre to the home and connection to service providers.

i3 Group in the news

YORKSHIRE POST

City prepares for installation of super-fast broadband

14 January 2010

By Paul Jeeves

SOME of the fastest computer connections in the country are being introduced in York to give schools, libraries and other public offices unprecedented access to council services. The multi-million pound project was announced yesterday by York Council and it is hoped the new technology will also attract a wave of new business to the city.

Companies will be able to sign up to use the city-wide fibre optic communications network, which is hoped will be operational later in the year. The network will provide superfast broadband connectivity of up to 10Gbps as well as offering services such as advanced telephony, video conferencing, closed circuit television and traffic management services.

York Council has signed a £13.7m contract for eight years with Pinacl Solutions and its partner, H₂O Networks, with the option to extend the deal for a further two years. The contract will support the council's schools, libraries, sports facilities and offices with a state-of-the-art "dark fibre" network.

THE AUSTRALIAN

Bypassing Telstra proposed to cut NBN costs

Mitchell Bingemann | The Australian | January 19, 2010 12:00AM

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WHILE Telstra and the government continue discussions on the possible sale of the telco's passive network assets into the \$43 billion national broadband network, a British fibre-optic deployment specialist says it has the expertise to bypass the incumbent's network and deliver fibre for a fraction of the cost.

The government has been desperate to strike an agreement with Telstra on the telco's role in its ambitious broadband plans, but so far has only secured tentative terms that could result in it moving traffic from its copper network to the NBN.

Although the possibility of Telstra leasing its network of pipes and ducts to the NBN Co to deploy fibre nationally has also been canvassed, British fibre deployment specialist H2O says such a deal is unnecessary.

"We don't need to touch any of Telstra's existing network assets at all. Incumbents' networks are usually archaic with the mixture of copper and fibre technologies they use, which create a sort of patchwork quilt," said Elfred Thomas, chief executive of i3 Group, the parent of H2O.

"We, however, move in and create an entirely new network on architecture that is capable



Thank you for your attention!