



# Laser Light Business Overview

Doing for Networking What Cloud did for Computing

February 2024

LASER LIGHT OFFERS A GLOBAL  
ELASTIC DIGITAL PLATFORM  
ON A CONVERGED GLOBAL  
OPTICAL NETWORK

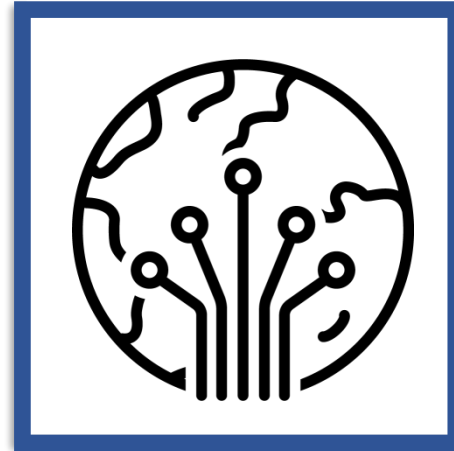
AUTOMATED, AGILE, SECURE

- CONVERGENCE OF SOFTWARE, FIBER AND SATELLITES ONTO A SINGLE SERVICE 'ALWAYS ON' PLATFORM

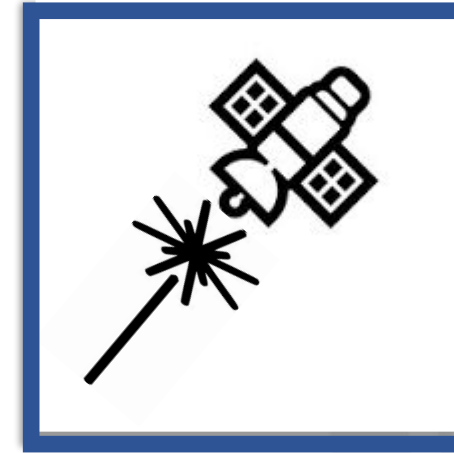
# Laser Light Global Networking Platform



End-to-End  
Software  
Automation



Global Greenfield Terrestrial  
and Subsea Optical Fiber  
Network + Edge



Optical Laser  
Satellite  
Constellation



Simple,  
Transparent  
On-Demand User  
Experience

Delivering First-of-a-Kind 21<sup>st</sup> Century Data Distribution Services

- MEETING THE MARKET'S NEED

# The Laser Light Global Network

## Subscription/On Demand

Aligns cost with demand for CSPs,  
Enterprises and hyperscalers

## Massive Capacity

Large Global pool of capacity absorbs and load  
balances traffic peaks

## Real time AI Automation

Fully automated NOS delivers best real-time  
performance while AI optimizes routes and service  
orchestration against specified KPIs

Transforms the way high  
volume data  
communications are  
distributed, globally

# THE LASER LIGHT VENDOR TEAM

PROVEN, VALUE-ADD, BEST-IN-CLASS AEROSPACE, SOFTWARE & COMMUNICATIONS FIRMS



Optical Payload  
Optical Telescopes

**MYNARIC**



**L3HARRIS™**

Ground Nodes  
Information Assurance



AI-Based Network Operating System  
Software-Defined Networking (SDN)

**NOKIA**

NOC & SOC  
Operations Center



**NOKIA**

**ATKINS/SNC/LAVALIN**

XGNS PRIME VENDORS  
Management, SDN Equipment, Civil Engineering

**THALES SPACE X**

Satellite Bus/ Launch Providers



**LUMEN®**

**NOKIA**



**zayo®**



Data Centers/ Regional Fiber Providers

# Overall Value Proposition

**PAY AS YOU GO**

**COST & EFFICIENCY**

**SECURE**

**HIGH PERFORMANCE**

**PRIVATE**

*Doing for networks what cloud did for compute*

**On-Demand Network**

–

**Self-Provisioning**

–

**Boundless Routes**

–

**Eliminating Paying for Unused Capacity**

–

**Flexible Contracts**

**Greenfield-Build**

–

**Pricing not tied to routes or mileage**

–

**Leveraging automation and cutting edge technology**

–

**Yielding significant savings vs networking alternatives**

**Unique Resilient Network**

–

**All-Optical**

–

**Challenging to breach, monitor, or intercept**

–

**Security for high-value communications**

**Delivering data at optical speeds**

–

**Point of origin to destination**

–

**Bypassing congestion along the way**

–

**One NOS manages service delivery, assurance and change**

**Transferring data from country of origin to country of consumption**

–

**Overflying networks, countries, & regulations**

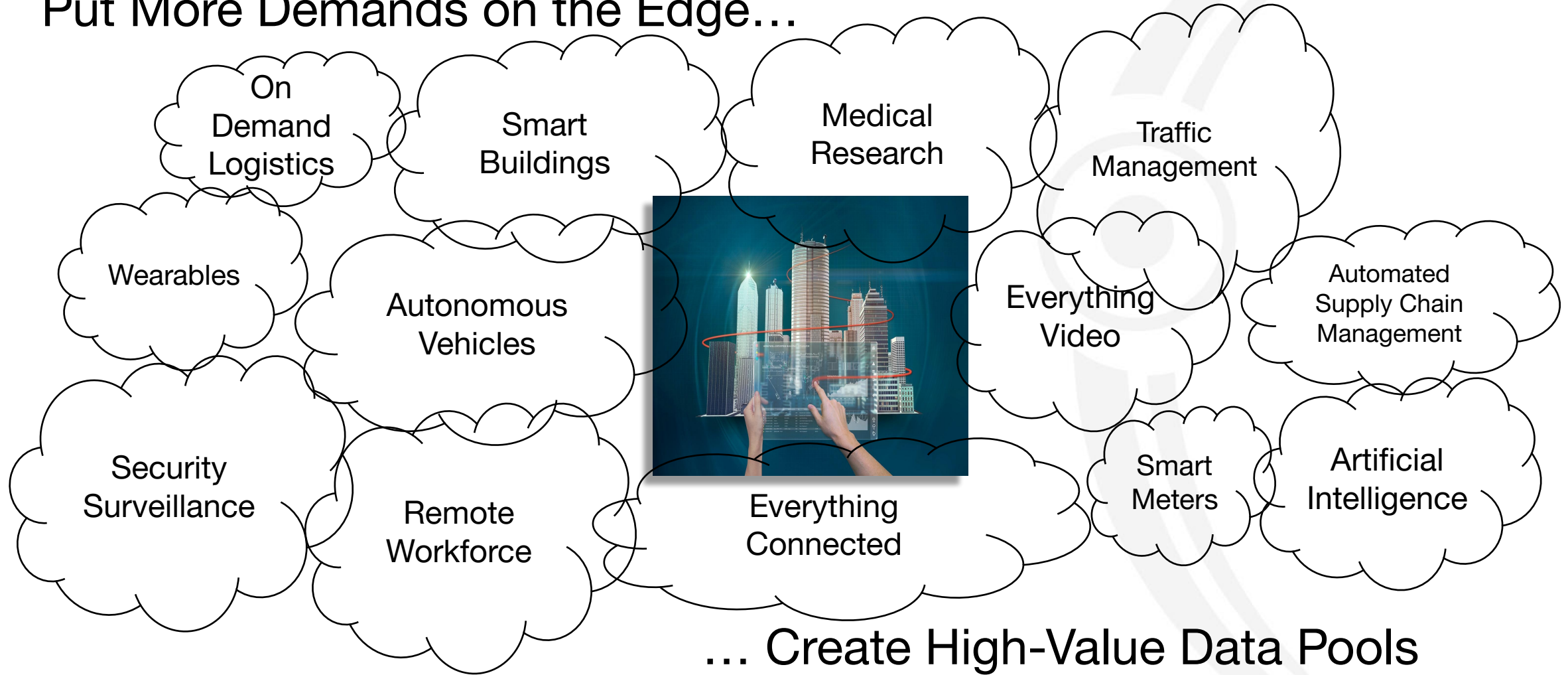
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**Minimize GDPR reporting required & 3rd Party networks touched**

- DEEP DATA ECOSYSTEM – EDGE, METRO, GLOBAL

# Next-Generation “Dynamic Data” Trends

Put More Demands on the Edge...



... Create High-Value Data Pools

# Target Customer Profiles

High Data Volume Originators, Facilitators, Consumers





# Service Use Cases

## Primary & Secondary Use Cases

### Data Transport as a Service

**Short Term:**

Localization of Large Content Catalogues  
N. America / W. Europe

**Long Term:**

Extend to Asia/Africa  
White-Label CSP Global offers

### "Overfly" Data Transport as a Service

**Short Term:**

Finance companies wanting to avoid transit country reporting;  
Web-scalers sending DC-DC on best effort scheduled basis for \$ savings

### Network On-Demand

**Short Term:**

As needed cost effective peak overflow capacity

**Long Term:**

Cost effective scale Geo coverage

### Secure Direct Connect

**Short Term:**

Military/Government applications going directly from Point A to B without touching 3<sup>rd</sup> party networks; Connectivity for disaster response;  
"Roof to Roof" connectivity for industry verticals with heightened privacy/security needs

### Network Recovery as a Service

**Short Term:**

Fast Failover for Submarine Cable cuts

**Long Term:**

Scale with LLC Network

### Optical Satellite as a Service

**Short Term:**

NASA/Space related communications to vehicles and lunar assets

**Long Term:**

Lunar constellation

### Custom Offerings

**Short Term:**

Dedicated lease of fiber assets to a CSP

**Long Term:**

Tiered/dynamic pricing

### Custom Offerings

**Short Term:**

Dedicated wavelengths to Govt/Defense

**Long Term:**

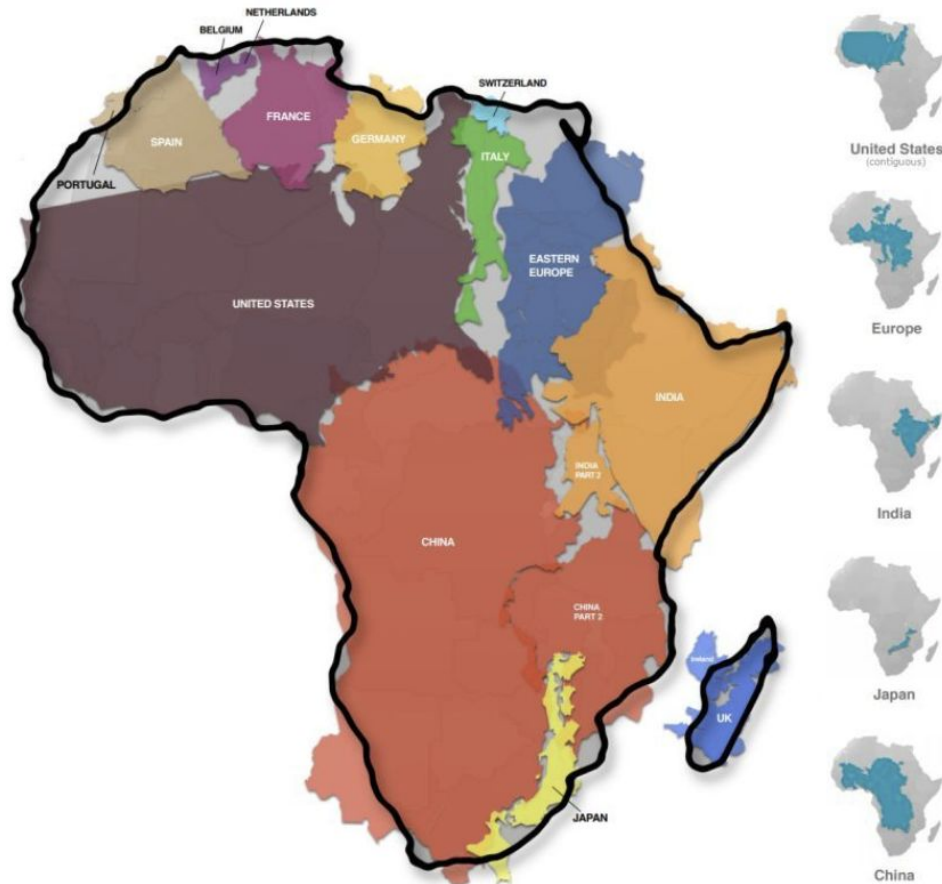
Dedicated satellites to Govt/Defense

# Africa at the Forefront

Massive Need, Massive Opportunity

**WIOCC**  
Africa's Digital Backbone

**LASERLIGHT**  
the power of light®



- 5 Year, \$129 Million (US) Partnership
- Johannesburg as First Location in Africa
  - One of 5 Initial Beta Sites Worldwide
  - US, EU, SA, AUS will host others
- Intent is to Extend Partner Footprints Primarily to Underserved Areas with Most Growth
- By 2026, Plans call for Dozens of Greenfield Sites across the Continent
  - 100+Gbps SDN Optical Connectivity
  - Micro Data Centers to Extend Partner and Customer Clouds
  - Ground Nodes to Connect with MEO Optical Satellite Constellation
- Exact Future Locations Being Determined Based on Partner and Customer Feedback

*We Welcome Your Input*

The logo for LaserLight features the word "LASERLIGHT" in a bold, white, sans-serif font. The letter "O" is replaced by a blue circle with a white dot in the center. A blue, curved, swoosh-like graphic element arches over the "O" and extends to the right. Below the main text, the tagline "the power of light®" is written in a smaller, lowercase, white font.

**LASERLIGHT**  
the power of light®

Doing for Networking what Cloud did for  
Computing

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