



## **STRATANET GROUP – MEDIA FAQ DOCUMENT**

1. How would you define StrataNet Group in its simplest form?

*StrataNet Group is the next era of subsea.*

2. Why did you decide to create StrataNet Group?

*We have been involved in the subsea cable industry for a long time, and saw a need for new network and pricing solutions for customers wanting to build or expand networks in Asia and the Pacific. StrataNet Group's unique relationships with its operator shareholders, cable assets, and lean business structures afford it the means to operate differently to traditional carriers.*

3. What is the primary reach and focus of the StrataNet Group network?

*We have developed a network that extends over 138,000km throughout Asia and the Pacific Rim, connecting 20 locations in 15 countries. Our network solution provides customers with larger bandwidth requirements, as well as the precise connectivity, resilience and control they need.*

4. For the capacity buying market what systems does StrataNet Group provide sales, services, and billings under?

*Right now StrataNet Group operates across a diverse set of cable systems including APCN2, JUS, AAG, SJC, APG, MCT, ASE, Unity, SMW3, and SMW4. We have plans to expand to new markets and service even more cable systems in the future, as well.*

5. What are some of the benefits of StrataNet Group's services when it comes to Indefeasible Right of Use (IRUs) to operators?

*From an IRU perspective, StrataNet Group's services are tailor-made for operators requiring the most cost-effective for long-term assured bandwidth between specific locations. Furthermore, StrataNet Group provides up to 20-year contract terms, ownership of capacity on the StrataNetGroup network, and upfront payment.*

6. What are some of the benefits of StrataNet Group's services when it comes to leased capacity?

*When it comes to leased capacity, StrataNet Group's services and solutions are ideal for customers that need to spread their costs or those with uncertain or rapidly changing bandwidth requirements. StrataNet Group's leased capacity terms are based on short or long-term capacity needs up to 10 years.*

7. What is 'SNG Connected'?

*'SNG Connected' is StrataNet Group's signature service. 'SNG Connected' connects more than 20 locations in 15 countries across Asia and the Pacific, and consists of 10GB or 100GB leases or IRUs that provide the exact connectivity, resilience and control that our customers seek on a 138,000km network.*

8. Which countries and locations are covered by StrataNet Group's coverage range?

*StrataNet Group provides coverage across 10 interconnected cables, 20 landings and 15 countries, including Australia, Brunei, California, Cambodia, China, Guam, Hawaii, Hong Kong, Indonesia, Japan, Korea, Malaysia, Philippines, Singapore, Taiwan, Thailand, and Vietnam.*

9. Where is StrataNet Group located?

*StrataNet Group has locations throughout Asia and the United States, providing on-the-ground support and service to all of our customers, as well as deep insight and visibility into the industry climate impacting all of the subsea systems that are part of our network.*