fibertech networks

Corporate Overview

May 7, 2007

www.fibertech.com

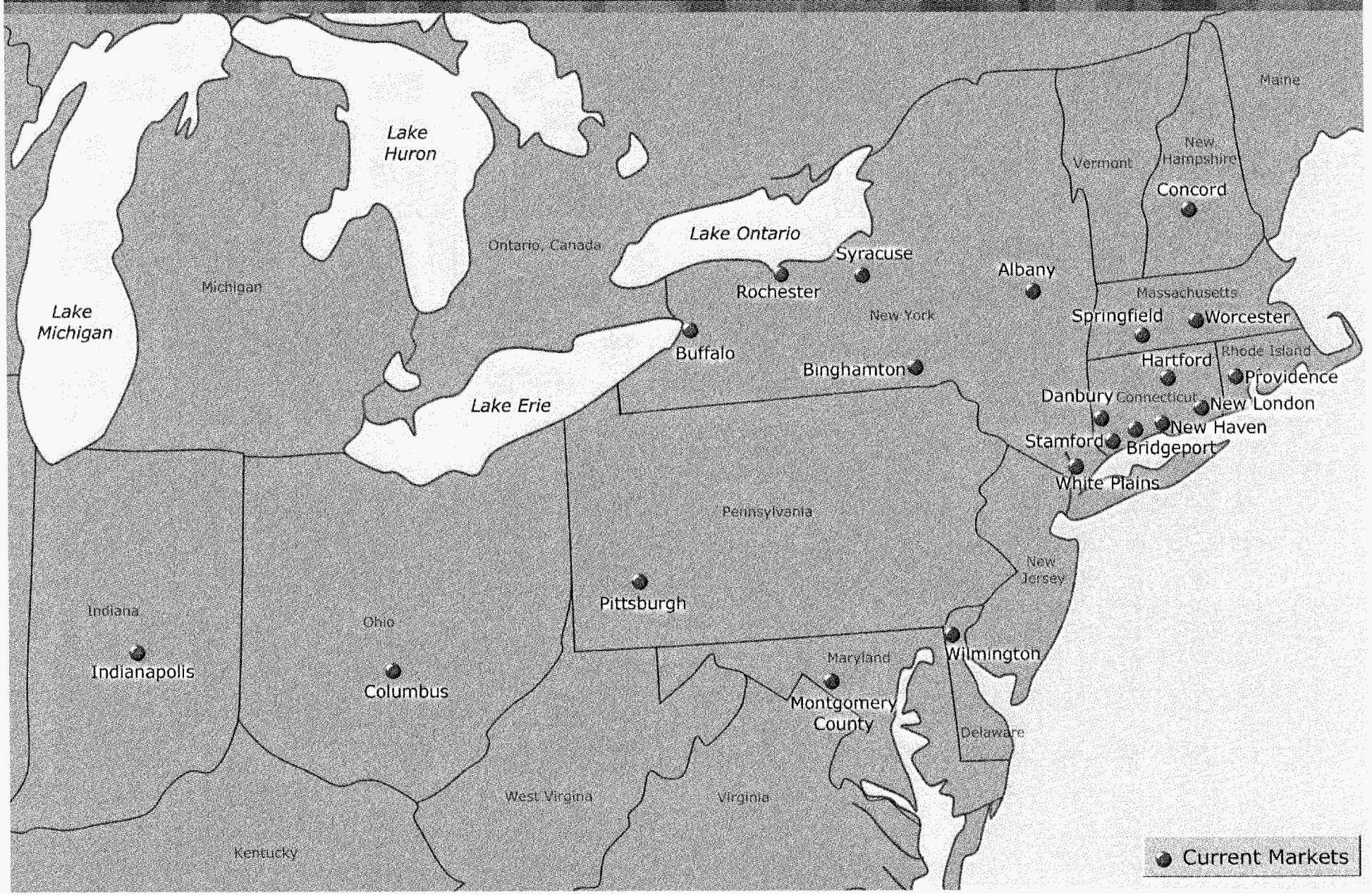
CUSTOMER DRIVEN. TO THE LAST MILE.

Company Overview

Fibertech networks

- Fibertech designs, builds, and operates high-capacity metro fiber-optic networks in Eastern and Central US
- Founded in June 2000
- Secured $50M in equity
- Profitable and debt-free
- Metro Networks Operational in 21 Cities, representing more than 350,000 fiber miles
- Fibertech's all-fiber "open access" networks use a next-generation all-IP technology platform
- Business is to lease dark and lit fiber to carriers, CLEC's, businesses, schools, and government
  - Wholesale transport, last-mile, and WAN
  - Retail Internet access and VoIP

Market Map


Lake Huron
Lake Michigan
Lake Ontario
Lake Erie
Ontario, Canada
Michigan
Maine
Vermont
New Hampshire
Concord
Syracuse
Rochester
Albany
New York
Massachusetts
Springfield
Worcester
Buffalo
Binghamton
Hartford
Rhode Island
Providence
Danbury
Connecticut
New London
New Haven
Stamford
Bridgeport
White Plains
Pennsylvania
New Jersey
Pittsburgh
Indiana
Ohio
Wilmington
Maryland
Indianapolis
Columbus
Montgomery County
Delaware
West Virgina
Virginia
Kentucky
Current Markets

Our Technology

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- Fibertech's passive optical network ("PON") platform is state-of-the-art, flexible, and inexpensive to deploy and maintain
- PON transport technology is IP-based and can provide end-users with Ethernet and/or traditional TDM-based bandwidth
- Fibertech's current "BPON" serves up to 32 end-users per fiber strand, providing each up to 146 Mbps in each direction
- Network can be upgraded to "GPON" using current, embedded optronics to increase capacity to 1 Gbps in each direction
- PON networks can add new services, such as VOIP, for little incremental capital

What's Next for Fibertech

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- Build and operate metro fiber-optic networks in new markets
- Acquire other companies with all-fiber networks and without legacy issues
- Residential triple-play
- Raise additional $500 million through private or public markets

Access to Utility Rights-of-Way

Fibertech networks

- Critical to facilities-based competition, in both commercial and residential markets
- Improved access will spur fiber deployment by incumbents
- Obstacles are posed equally by ILEC's and electric companies
  - Licensing delays
  - Imposition of unnecessary costs
- Pole owners are motivated to impose delays and costs to protect their business; currently they face no negative consequences
- Fibertech proposes:
  - Field side installation
  - Third-party administration of licensing