

# LZI

Business Introduction

*April 2022*



# Overview

LZI

LZI is a telecommunications development company engaged in the financing, design, construction, and maintenance of telecommunications infrastructure.

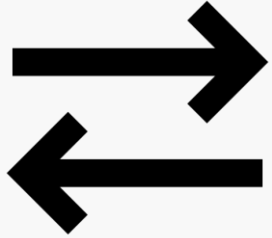
We are borne out of a services business that is currently contracted by both mid-cap and blue-chip corporations for a variety of services including the development, engineering, permitting, upgrading, and management of network infrastructure. Contracts cover a variety of network types including residential and commercial fiber to the premises (FTTP), long-transmission fiber cable, small cell and in-building wireless, and large-cell wireless.

## *Business concentrations:*

- + Project financing and ownership
- + Infrastructure, hardware, and service development & deployment
  - *Design, Engineering, General Contracting, Project Management, Owner's Representation, Real Estate Management, SLA Negotiation, and Regulatory Management*
- + Network management and optimization
  - *Oversight and Improvement of existing telecommunications networks*

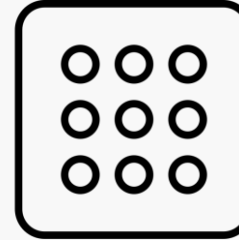
## *Guiding Principles:*

- + We are platform-agnostic (*We operate our business across most telecommunications & IT infrastructure types*)
- + We are transparent (*We leverage proprietary and third-party software to optimize execution and provide real-time updates to our partners*)
- + We are cost-conscious – *we aim for efficiency in procurement and execution of our work*
- + We are data-driven – *we utilize decades of experience and construction data to make decisions*



## Infrastructure Financing

- 100% financing for your infrastructure project and access to you (and/or your customers) at competitive rates
- Collaborative and flexible structuring & project execution practices



## Infrastructure -as-a-Service / Build to Suit

- Custom and collaborative development, financing, and maintenance of telecommunications infrastructure for your service company, business, real estate development, government entity, or other entity / group
- Turnkey network service available through our operating partner network.

### Common Attributes and Capabilities

- Project size range of \$1 million to \$25 million, or more
- Extremely broad scope of infrastructure types including fiber, wireless, and managed services hardware
- Available In-house design, engineering, and general contracting capabilities
- Available ongoing infrastructure management and oversight capabilities

# Sample Telecom and IT Infrastructure Types

*(non-exhaustive; completely customizable)*



## Fiber

- Fiber to the premises
- Transport/Long-Haul Fiber
- Aerial and Underground Solutions



## DAS

- Whole-building systems
- Provider-agnostic Cellular Improvement
- Private CBRS Overlays



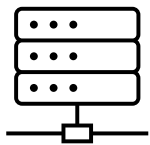
## Towers

- Cellular
- Long-haul PTP Backhaul
- PTMP & Industrial Mesh Solutions
- Private Two-Way Radio



## Wireless

- Private LTE
- PTMP & Industrial Mesh Solutions
- Private two-way radio
- Gigabit+ throughput mesh



## Managed Services

- Managed Network Services
- Managed Security Services
- Network Operations and Monitoring
- FCC/FAA Licensing Services



## IOT

- Inventory Tracking / RFID Solutions
- Communication, Security, and other Hardware and Services
- Passive MAC Address Harvesting
- Backhaul for any IOT system

## Industry Applications

Residential & Commercial RE	Construction	Energy & Natural Resources	Logistics	Maritime	Retail	Manufacturing
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# Our Strengths and Advantages

## **A partnership of telecommunications and financing specialists**

Our partnership shares over 60 years of telecommunications and financing experience. Our telecommunications work includes the design, construction and implementation of over \$2.3 billion of telecommunications & associated infrastructure for leading telecom organizations, real estate developers, and public sector entities. Experience includes over 2,500 route miles of fiber optic cable, large and small-cell 5G & wireless deployments for several of the largest telecommunications companies in the world. We are not solely infrastructure developers - we are the specialists called upon by major entities to design, build, and problem-solve complicated telecommunications infrastructure. Our financing expertise includes over \$4bn of mutually exclusive financing experience across debt and equity, control and non-control investments.

## **End-to-end project execution capability**

Our in-house capabilities include design, engineering, permitting, construction management, project management, financial management, infrastructure oversight, service oversight, and financial oversight. We can simply finance your project schematic or design and manage a fully customized installation - and everything in between.

## **As little as no up-front cost to our customers**

We aim to have you (or your customers) pay a competitive rate for your network once you are online with as little up front cost to you as possible.

## **Flexible and bespoke partnerships**

We enter agreements and/or partnerships specific to the needs of every customer and partner we work with.

## **Infrastructure type flexibility**

Because of our deep experience, we will finance, design, service, and/or maintain most telecommunications and IT infrastructure projects.

## **Expectation-shattering time to connectivity with optional new wireless mesh infrastructure**

Distribution and installation rights to a leading 1.7Gbps+ wireless technology which is deployable in days, not months, available to interested customers.

# Affiliate Telecom Design & Build Business



Scarab Technology LLC (“Scarab”) (formerly LayerZero LLC) is LZI’s affiliated a network services business providing engineering, design, project management & execution services.

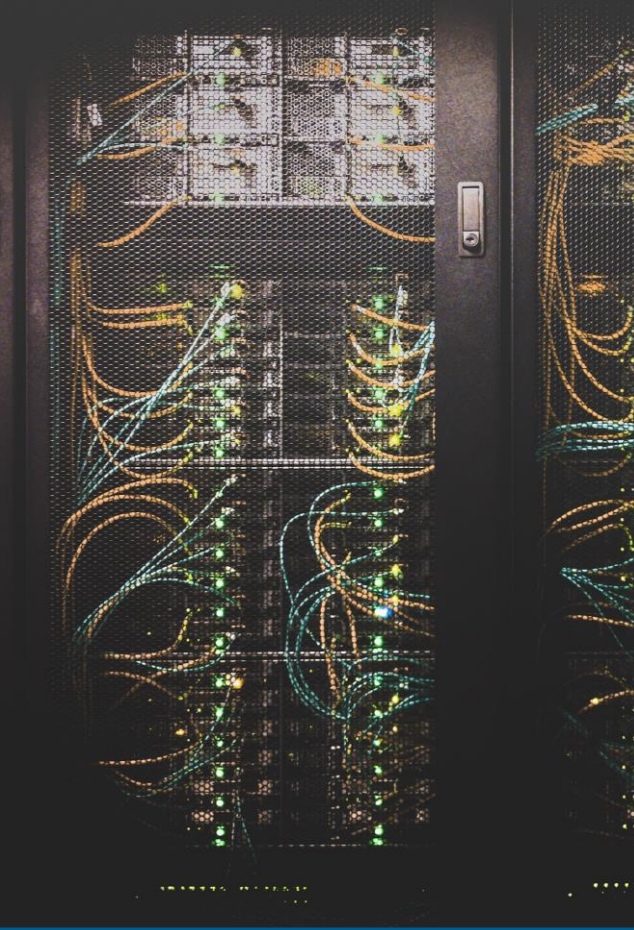
Scarab’s practical and technical expertise centers around (i) network & service development (engineering, construction oversight, owner’s representation, SL negotiation, and regulatory management), and (ii) network management and optimization (ongoing oversight and improvement of existing telecommunications networks).

Like our development company, we are platform-agnostic and operate across all telecommunications infrastructure types. We are data-driven, cost conscious, and utilize proprietary and third-party software to optimize our offering.

Currently contracted services comprise engineering, permitting, upgrading, and/or managing network infrastructure. Contracts cover a variety of network types including residential and commercial fiber to the premises (FTTP), long-transmission fiber cable, small cell and in-building wireless, and large-cell wireless.

Select clients may be found below:





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