

PTC

Fiber consolidation and shift to profitability



**ANDREJ
DANIS**

Head of Digital
Infrastructure Practice



**KANISHK
RAGHUVANSHI**

Director in Digital Infrastructure

HONOLULU, HI



PACIFIC
TELECOMMUNICATIONS
COUNCIL

AlixPartners

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AlixPartners has helped clients on mission critical assignments across the globe

HONOLULU, HI

Who we are



1981
year founded



3,500+
professionals



26
global offices
across four continents

>300
Private Equity clients
across the globe

How we are different

Low leverage
Experienced
team structure



AlixPartners

vs.



Competitors

High leverage
Junior team
structure

Deploy experienced
small teams

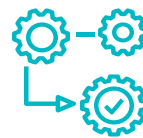
Implement results
not just studies and reports

Focus on speed and results
with proven performance across
many industries

What we do



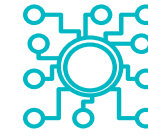
Strategy



Performance
improvement



Turnaround &
restructuring



Digital



M&A
advisory



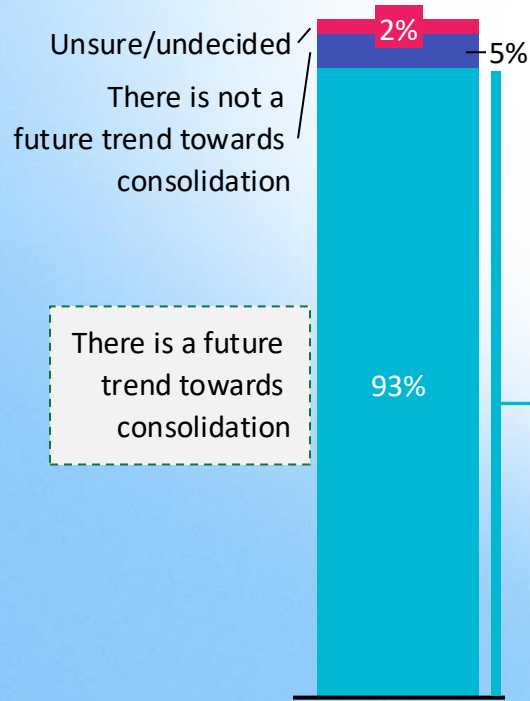
Risk



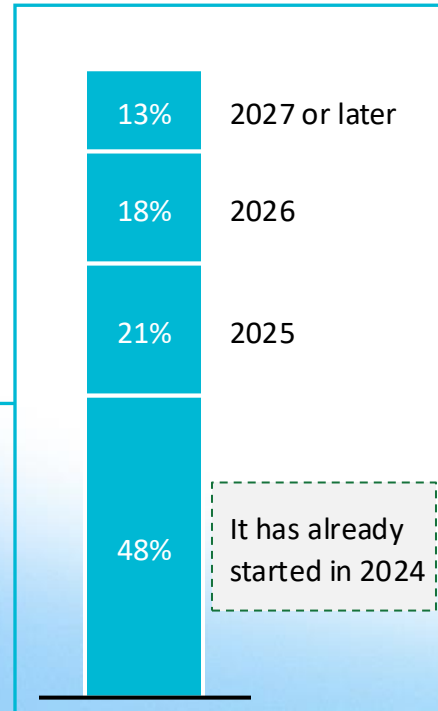
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Consolidation is the future & it's accelerating

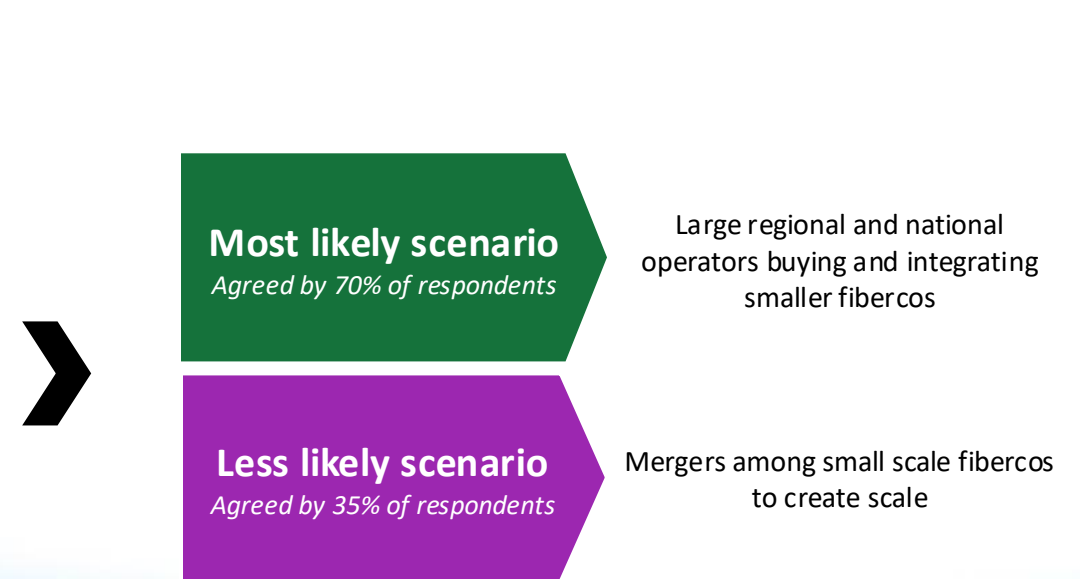
Consensus



Timeline



Market Dynamics



AlixPartners primary research based on a survey of fiber executives, and investors

Why is the consolidation inevitable

<40%
penetration

...assumed now in over 50% of business cases with number of business cases going as low as 30%

80%
of investors want profitability shift

...investors see the need to shift and be more cautious on expansion while increasing focus on efficient operations & monetization

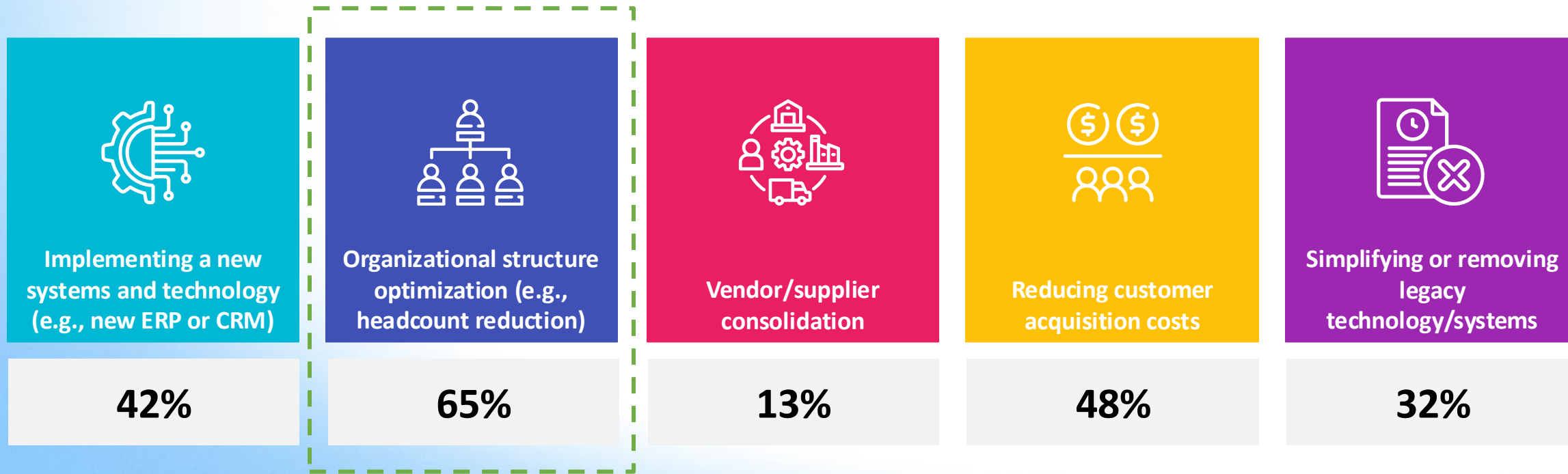
68%
see HC efficiencies

... as essential to increasing productivity, and need for scale to enable efficient operations and expansion

50%+
insiders see low availability of capital

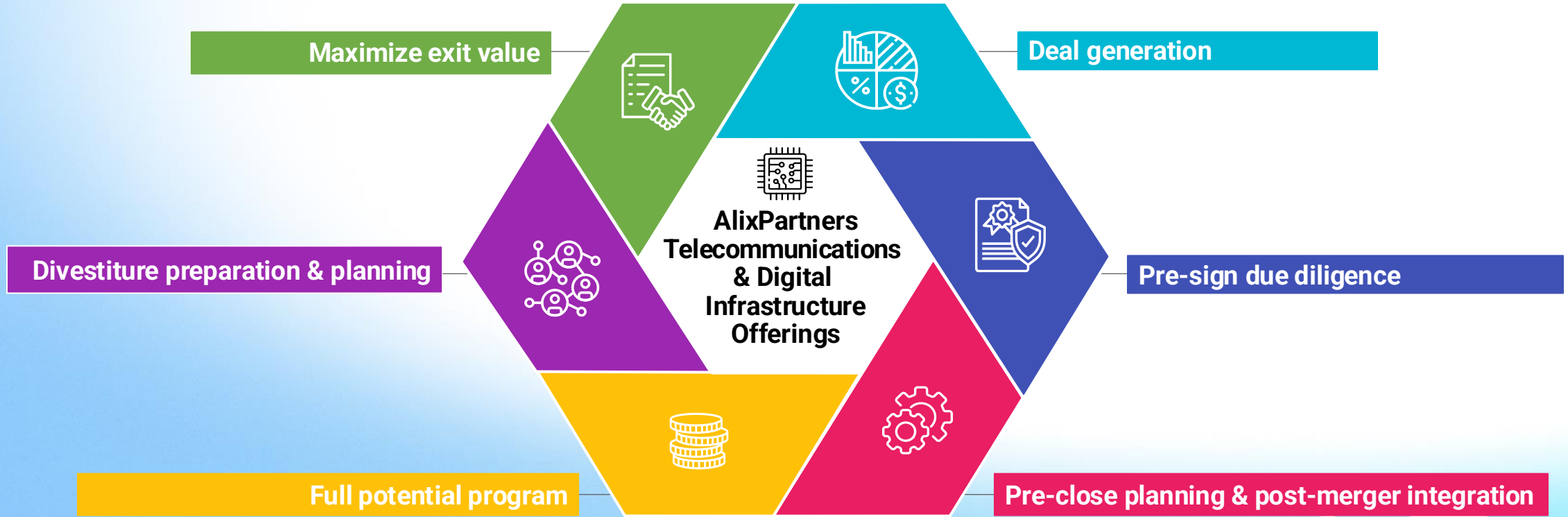
...as the FiberCo is becoming more complex, ROI worsening, and there are new fancy "Data Centers"

Value creation areas in standalone & consolidated



How do we help?

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