



Colorado Economic Prosperity

Dan Caruso, Co-Founder, Chairman
& CEO of Zayo Group



A Bit About Zayo



Began as a Startup

Founded in **2007**



Zayo Had a Vision: Bandwidth Infrastructure



A New Opportunity

“ Zayo is the only pure-play **Bandwidth Infrastructure** provider that is publicly traded in the U.S. ”

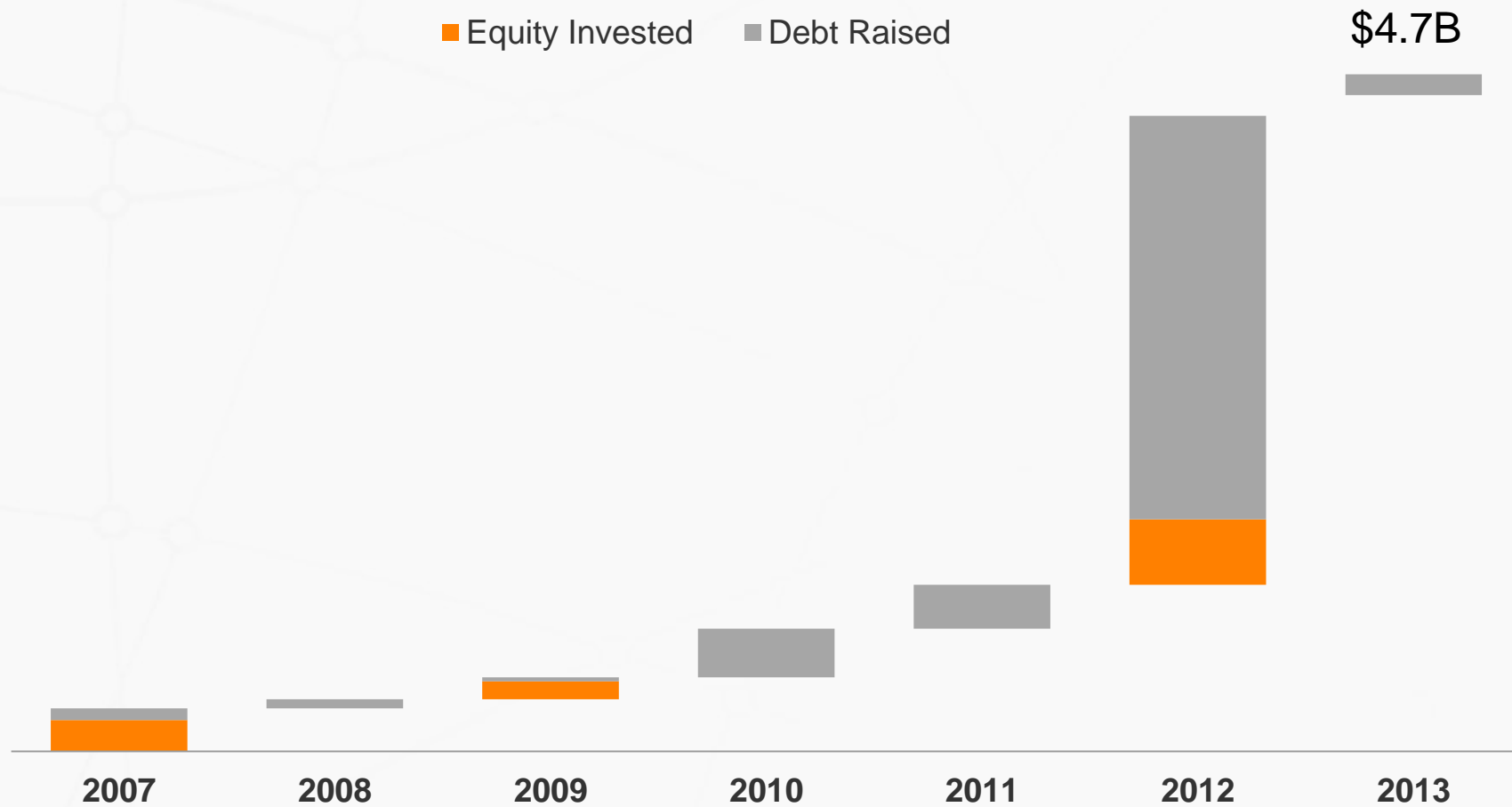


“ ...a few dozen pure-play **Bandwidth Infrastructure** providers in the U.S. albeit less than a dozen who generate >\$25MM in EBITDA (of which **Zayo is the largest**). ”

Zayo Raised Money

Cumulative Equity Invested and Debt Raised

■ Equity Invested ■ Debt Raised



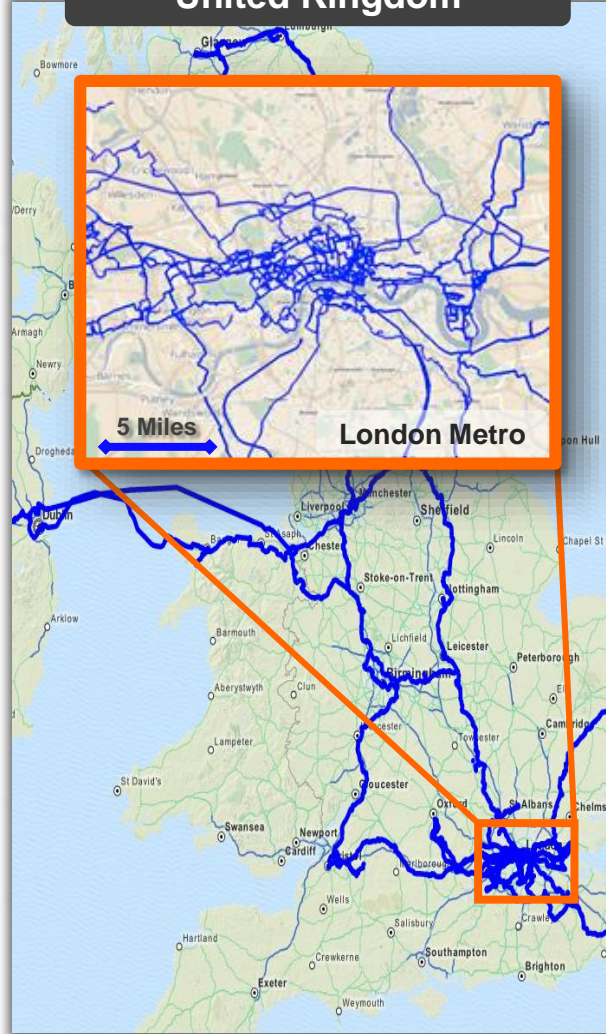
\$4.7B

Lots of Fiber

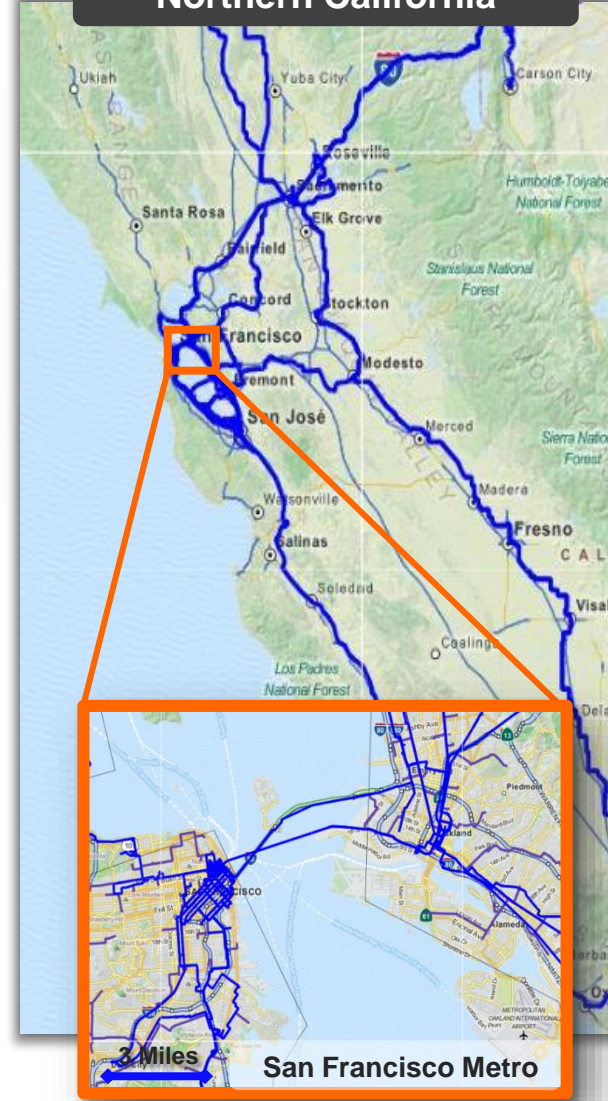
New York/New Jersey



United Kingdom

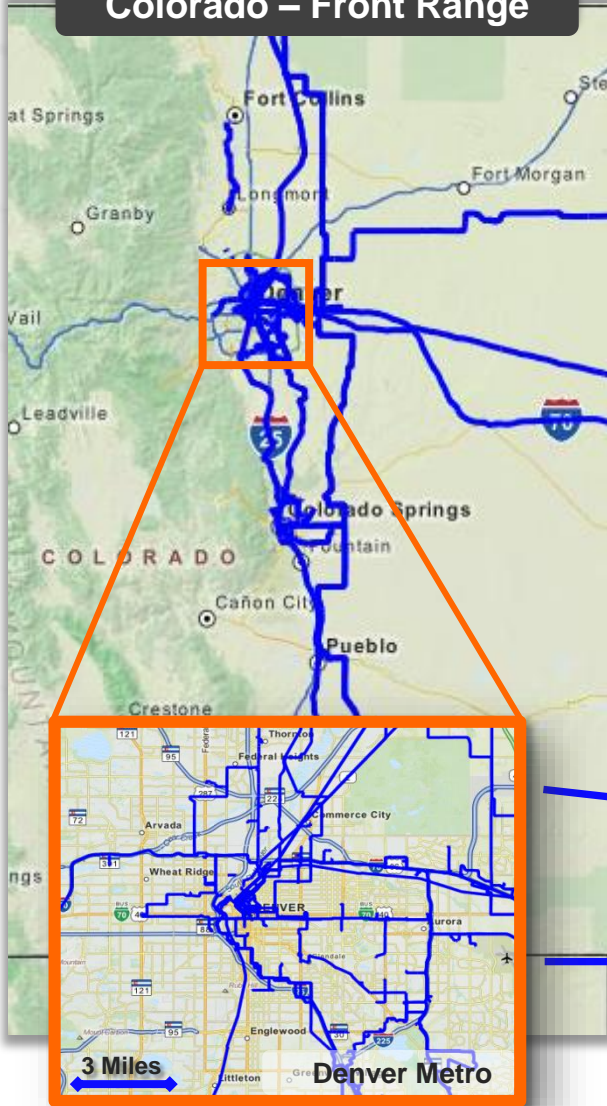


Northern California



...in Many Markets

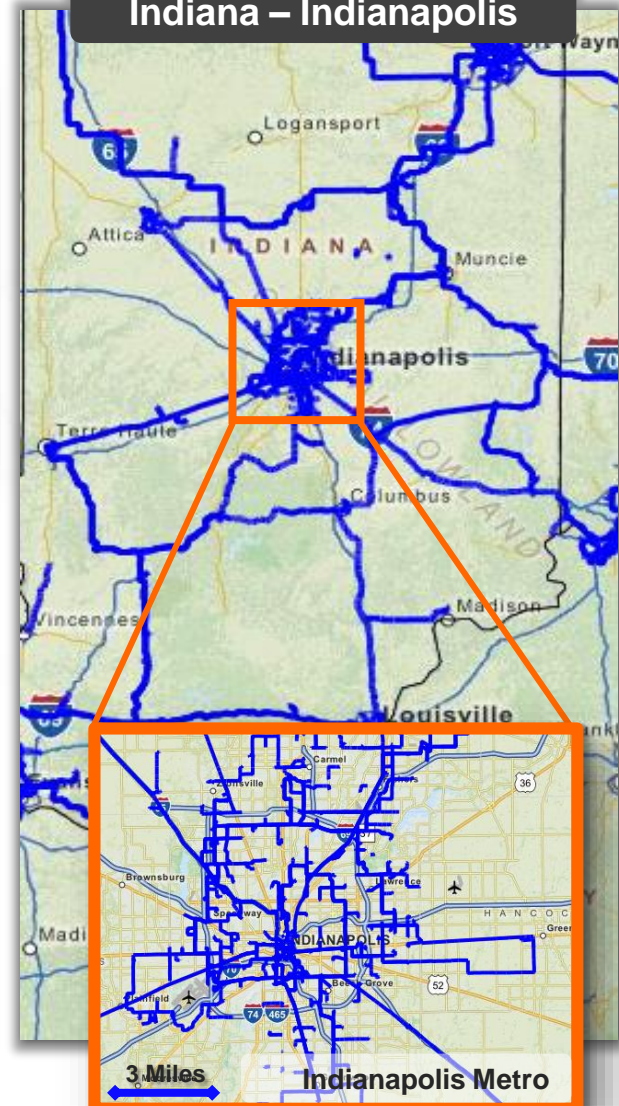
Colorado – Front Range



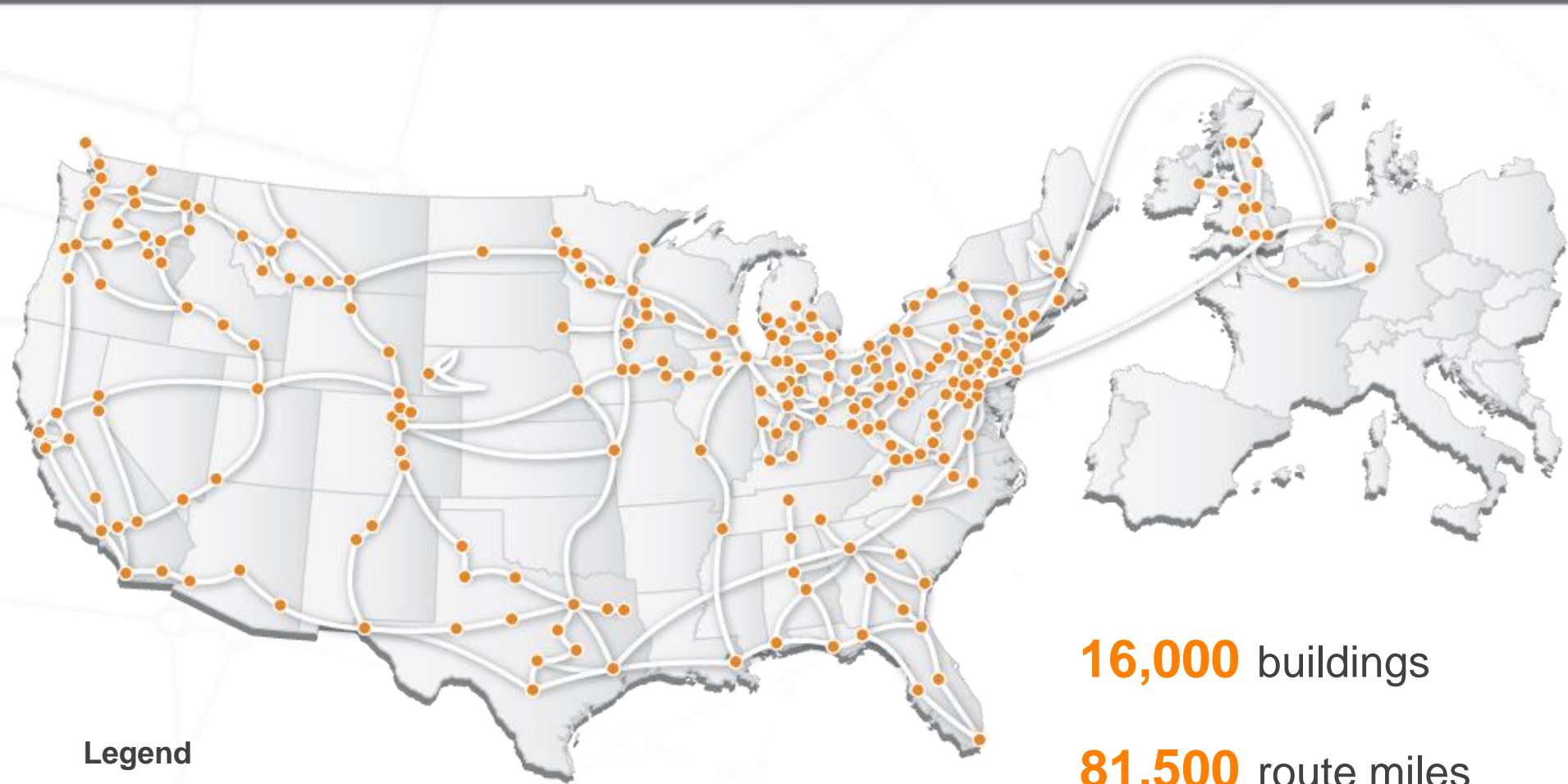
Georgia – Atlanta



Indiana – Indianapolis



...throughout the U.S. & Europe



Legend

- Metro Fiber Market
- Longhaul / Regional Fiber

16,000 buildings

81,500 route miles

319 markets

...serving Big Bandwidth Appetites

Wireless Carriers	Service Providers	Data Centers & Cloud	Media & Content	Finance, Energy & Healthcare
 at&t  verizon  T-Mobile  Sprint Together with NEXTEL	 cogent COMMUNICATIONS  Level(3) COMMUNICATIONS  Comcast  CenturyLink  NTT	 amazon web services  CORESITE  EQUINIX  Dropbox	 facebook  Apple  Microsoft  NETFLIX  Disney	 Bloomberg  citi  NBA  HIGHMARK Blue Cross Blue Shield  ExxonMobil  JOHNS HOPKINS SCHOOL of MEDICINE

Did Well For Investors

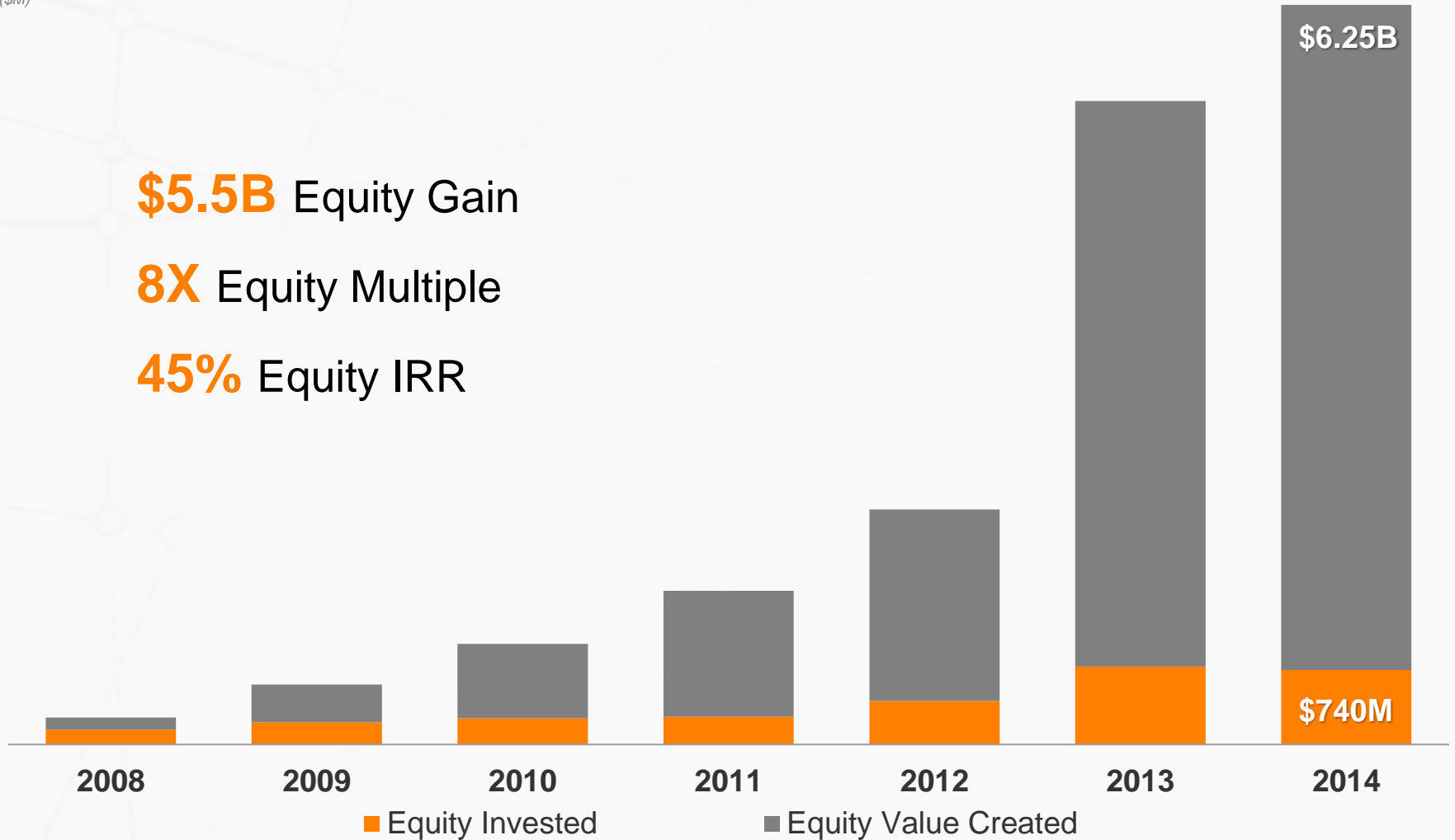
Historical Equity Value Creation

(\$M)

\$5.5B Equity Gain

8X Equity Multiple

45% Equity IRR



Going Public

DENVER
BUSINESS JOURNAL

Boulder's Zayo Group ready to face Wall Street as IPO commences

Oct 6, 2014, 7:29am MDT



Bad Timing

USA TODAY
10.16.14
A GANNETT COMPANY

16,315

Dow Jones Industrial average

11:26 a.m.
CDC says new patient took flight from Cleveland to Dallas before illness.

9:30 a.m.
Dow falls 370 points after second health care worker tests positive for Ebola; stocks down in Europe.

12:25 p.m.
President Obama calls Cabinet meeting on Ebola.

1:28 p.m.
Wednesday low
15,855

16,142
At close
Down 173 pts.
-1.1%

OBAMA SEEKS FAST-ACTING 'SWAT TEAM' FROM CDC

Another nurse in Dallas diagnosed with virus

William M. Welch and Rick Jervis
USA TODAY

A second nurse's Ebola diagnosis and her travel on a jetliner heightened worries over the spread of the deadly virus in the USA — especially on the air travel system.

President Obama canceled a campaign trip to address the outbreak and meet with Cabinet officials. He said teams from the federal Centers for Disease Control must be "much more aggressive."

NEWSLINE

IN NEWS

The Ukrainian National Guard's Azov Battalion is all volunteers.

Signs of trouble surface in Ukraine

Despite the cease-fire, the border city of Urzof sees sporadic attacks.

IN MONEY

HBO to enter streaming-TV fray

Stand-alone service won't require pay TV, news hurts Netflix stocks

Oil, Europe, Ebola spook the markets

John Waggoner and Adam Shell
USA TODAY

News of another U.S. Ebola victim rattled markets Wednesday, adding to mounting economic worries fueling a steep selloff that almost erased Wall Street's 2014 gains.

The Dow Jones industrial average plunged more than 460 points, before it recovered to a 173-point loss to close at 16,141.

Source Bloomberg
PHOTO: JEFFREY M. HARRIS/AP
GRAPHIC BY THE WASHINGTON POST
SOURCE: BLOOMBERG, AP, BLOOMBERG VIA REUTERS

Joined NYSE as ZAYO



- **\$1.3B** Revenue
- **\$732M** EBITDA

Key to Prosperity?



Government Spending?



NOPE

Income Inequality?



**DIDN'T WORK FOR
THE SOVIETS**

Ganja?

REALLY?



Education?

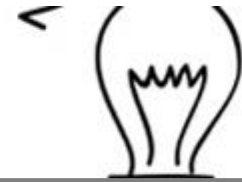


www

**IF INSPIRED BY
SOMETHING ELSE**



Startups?



**ONLY IF THEY AMOUNT
TO SOMETHING OF
SIGNIFICANCE**

Entrepreneurship?





Prosperity develops
when entire
communities
embrace
Entrepreneurship

Startups Flare Across Multiple Industries

 **LogRhythm™**



 **FullContact**

 **justright**
SURGICAL®

Justin's®

zayo®

Gazelles Emerge



Strategic Exits Attract Great Companies

GNIP
OOO



BACKFLIP
STUDIOS



TCI



Comcast®

SketchUp



Google

DIRECTV.



at&t

STORAGETEK



ORACLE®

zayo®

Scale-Ups Drive Economic Development

zayo[®]



Level (3)[®]



LIBERTY GLOBAL



VAIL RESORTS[®]

Sector Leadership Emerges

Cable and Satellite TV



Bandwidth Infrastructure



Natural Food



All-In Energy

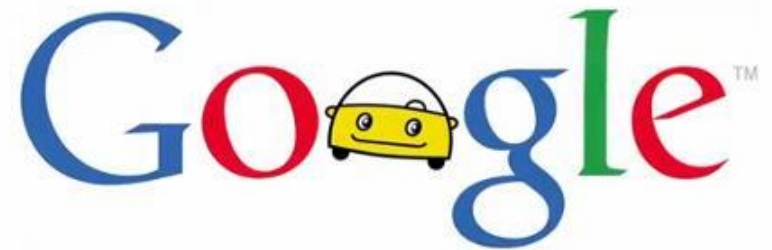


Entrepreneurship Maintains Leadership



NETFLIX

Google

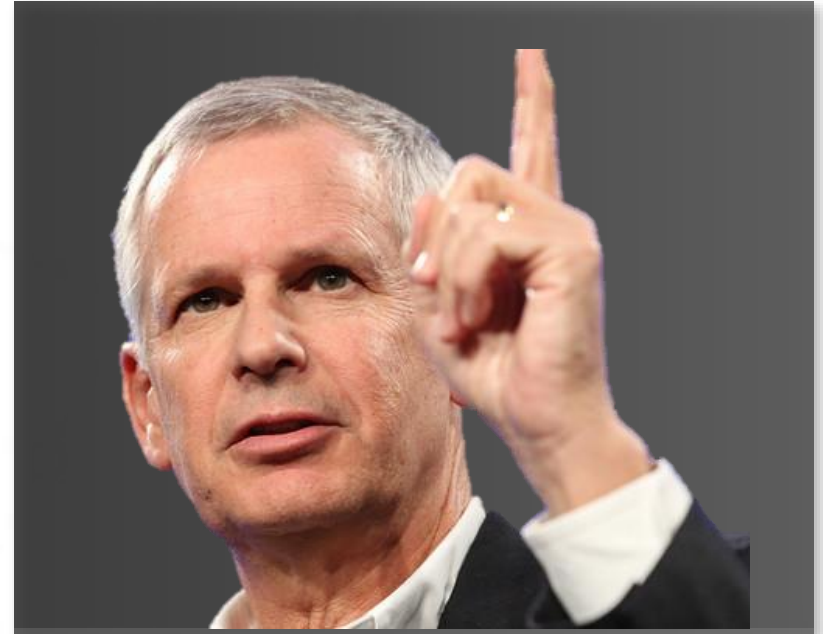


GLASS

zayo

***Sprawl creates
ecosystem of new
opportunities***

Began with Cable & Satellite TV



Video Distribution Remains Relevant Today



LIBERTY GLOBAL



Front Range's Leading Role in Fiber



...and in Data Centers & the Cloud



...and in Internet / Web Infrastructure





Entrepreneurship Mountain

Mission Statement

Propel the Front Range into
Entrepreneurship Mountain,
the world's playground for innovation,
inspiration, prosperity, cultural
enlightenment, and social advancement



Entrepreneurship Funding Gang



Facilitators

NVC

CU-BOULDER'S
NEW VENTURE
CHALLENGE



unreasonable
institute

*Boomtown*TM



techstars

Blackstone

Entrepreneurs
Network



galvanize

zayo[®]

Advocates and Evangelists



Educators and Disruptors



GREENHOUSE
SCHOLARS



school

Developer
changing play

national center for

women &

INFORMATION
TECHNOLOGY

WOMEN
WHO
STARTUP



Appreciate Colorado

“ America’s Startup **Capital** ” – *Inc. Magazine* 2013

“ **#1 Best** U.S. City for Tech Startups ” – *Entrepreneur* 2013

“ Second **Geekiest** City ” – *Forbes* 2011



Exploit Our Uniqueness

“ **Fittest** City in the US ” – *Inc. Magazine* 2013

“ **Happiest** City in the US ” – *Entrepreneur* 2013

“ America’s **Foodiest** Town ” – *Forbes* 2011

SEA LEVEL™
IS FOR SISSIES
BOLDERBOULDER



zayo®



Thank You