

Our commitment to Virginia.

CAPITAL INVESTMENT IN VIRGINIA

2014	\$68 Million
2015	\$78 Million
2016	\$63 Million
2017	\$32 Million
Total	\$243 Million

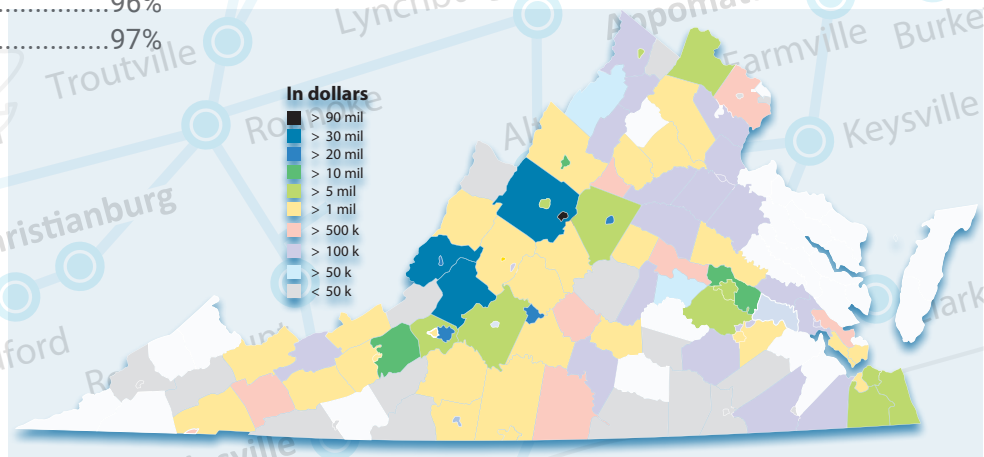
6,200 VIRGINIA FIBER MILES
(100G-enabled network)

ON-TIME CUSTOMER DELIVERY

2016	96%
2017	97%

FIBER MILES IN KEY METRO VIRGINIA MARKETS

800	Shenandoah Valley
105	Winchester
590	Charlottesville
320	Lynchburg
745	Roanoke
308	Hampton Roads
505	Richmond



KEY SEGRA STATS IN VIRGINIA

1,372	Active enterprise on-net buildings
138	Planned enterprise on-net buildings
109	Healthcare customers
22	Higher education customers
36	K-12 or vocational education customers
32	Financial institutions
11	Hospitals
48	Municipalities