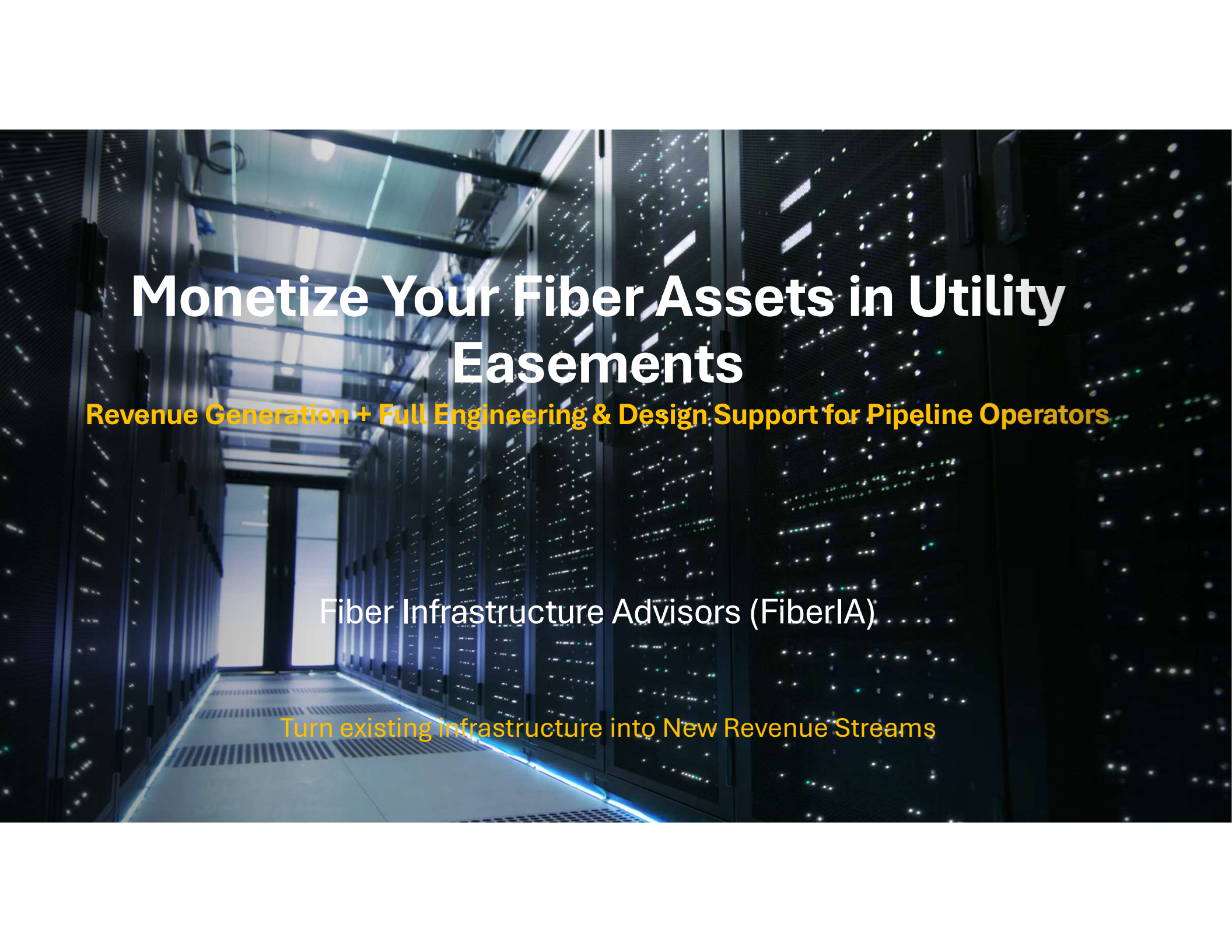




Monetize Your Fiber Assets in Utility Easements

Revenue Generation + Full Engineering & Design Support for Pipeline Operators

Fiber Infrastructure Advisors (FiberIA)

Turn existing infrastructure into New Revenue Streams



The Monetization Opportunity

- Your easements and fiber assets represent significant untapped revenue potential
- Major energy operators have already invested heavily in fiber for internal operations (SCADA, monitoring, security)
- Many now have excess dark fiber capacity ready to monetize
- Strong buyer demand from Hyperscalers, Carriers, Data Centers, and ISPs
- Using existing utility easements delivers major advantages:
 - Dramatically lower deployment costs
 - Faster time-to-revenue
 - Easier permitting and reduced environmental impact

Result: Generate meaningful new revenue through IRU (Indefeasible Right of Use) sales (upfront payments) and dark fiber leases (recurring income)

What We Do:

Monetization + Engineering

Monetization Services

- Asset valuation & opportunity mapping along your corridors
- Development of monetization strategies (IRU deals, dark fiber leases, wholesale capacity)
- Buyer identification & deal facilitation
- Negotiation support and agreement structuring

Engineering & Pathway Development

- Full fiber pathway design and engineering in your easements
- Route optimization for maximum commercial value
- ILA (Interconnect Location Agreement) implementation
- Strategic handoff points that increase asset attractiveness

Our Approach:

From Asset to Revenue

- **Discovery & Assessment**
Review your existing fiber assets, easements, and corridor opportunities
- **Engineering & Design**
Develop full fiber pathway designs optimized for commercial value + implement strategic ILAs
- **Monetization Strategy**
Build the business case, identify buyers, and structure deals (IRU or lease models)
- **Execution & Close**
Facilitate negotiations and support deal completion

We handle the heavy lifting so your team stays focused on core energy operations.



Benefits & Value Delivered

- New revenue streams from existing fiber assets (IRU upfront capital or recurring lease income)
- Higher asset value through professional engineering and strategic ILA placement
- Offset costs of fiber infrastructure investments
- Faster path to revenue with buyer-ready, engineered pathways
- Minimal internal resource drain
- Stronger positioning in the digital infrastructure market

We turn underutilized easements and fiber into a new profit center for your company



Why FiberIA

- 26+ years marketing, designing, and developing fiber routes across the US, Canada, and Mexico
- 40+ years in the development and commercialization of pipeline and energy corridors
- Existing long standing relationships with Hyperscalers (Meta, Amazon, Google, Oracle etc), Telecom Carriers, Data Centers and Content providers
- Direct and extensive knowledge of fiber buying trends, demand drivers, competitive landscape, pricing trends and regulatory considerations
- Contract negotiations – deep understanding of contracting vehicles and terms accepted across hyperscale and carrier clients, including expectations for delivery and operations of network after sale

The Program

Complete Hands-Off Fiber Monetization Program

- 12-Month Representation Agreement
We market your ROW segments and secure maximum pricing
- Targeted Marketing
Direct outreach AWS, Meta, Google, Microsoft, Carriers +
- Full Deal & Construction Management (if needed)
We handle lead qualification, negotiation, due diligence, closing — plus project manage all ROW construction using only qualified companies that fully de-risk the process for you
- Compliance, Transparency & No Risk
Strict confidentiality, regulatory compliance, quarterly reports
- Representation Agreement = Retainer + Performance-based fees

Next Step: Confidential review of your corridors → Sign exclusive agreement → We launch and deliver revenue