# XO COMMUNICATIONS, INC.

### CORPORATE AND BUSINESS INFORMATION

Full legal name, principal address, telephone and fax numbers, and e-mail address.

XO Communications, Inc. 1505 Farm Credit Drive 6th Floor McLean, VA 22102

Tel: 703-547-2444

Toll Free: 800-900-6398 Fax: 703-547-2023

Addresses and telephone and fax numbers of all other business locations.

## Key Corporate Offices:

San Jose, CA Office: XO<sup>TM</sup> Communications 1400 Parkmoor Avenue San Jose, CA 95126 Tel: 408-817-2800

Fax: 408-817-2299

UK Office: XO™ Communications 113-123 Upper Richmond Road London SW15 2TL, England

Netherlands Office: XO<sup>TM</sup> Communications Televisieweg 2 1322 AC Almere

Type of business entity.

A Delaware corporation

### Company information.

XO Communications, Inc, is a Delaware corporation, which, through its predecessor entities, was formed on September 16, 1994. The Company was originally organized as NEXTLINK Communications, L.L.C., a Washington limited liability company. On January 31, 1998, NEXTLINK Communications, L.L.C. merged into NEXTLINK Communications, Inc, a Washington corporation, which on June 4, 1998 reincorporated in Delaware under the same name. Effective September 26, 2000, NEXTLINK Communications, Inc., changed its name to XO Communications, Inc.

Ownership:

Common Stock Ownership details can be found in the attached SEC filing.

URL of of principal world wide web site.

www.xo.com

Number of employees.

6155 as of July 2000

Revenue in the last-ended fiscal year.

\$274 million for the year ending 1999.

Current business operations. Core capabilities, services offered, products offered, duration of provision of services and products.

XO™ was founded in 1994, as NEXTLINK Communications, by telecommunications pioneer Craig O. McCaw to provide high quality broadband communications services to businesses over fiber optic facilities and currently provides these services in 51 markets across the United States.

XO is the largest holder of fixed wireless spectrum in North America, with licenses covering 95 percent of the population in the top 30 markets in the United States. XO's wireless capabilities will complement and extend the reach of its local fiber optic networks in the markets in which XO has spectrum.

Additionally, XO has acquired exclusive rights to use certain fibers and a conduit throughout a 16,000-mile high-speed, IP-centric fiber optic backbone network that will connect over 50 cities in the United States and Canada when completed.

On June 16, NEXTLINK Communications Inc., and Concentric Network Corporation merged, in a transaction valued at approximately \$3.4 billion. NEXTLINK's unrivaled network assets are now combined with Concentric's strong position in the business-grade DSL and shared Web hosting markets, as well as its e-commerce capabilities in application hosting, managed security, and virtual private networks (VPNs).

Most recently, NEXTLINK also announced it has agreed in principle to purchase multiple European fiber optic networks, an inter-city Pan European fiber optic network and transatlantic fiber optic capacity for \$306 million. The expansion of the network resulting from the transaction will approximately double XO's global market opportunity and will give the company end-to-end network capabilities in the United States, Canada, and throughout much of Europe. Through this unrivaled collection of facilities, XO will provide integrated, end-to-end telecommunications solutions to its customers globally.

### MARKETS SERVED:

- Manages 32 high-bandwidth, or broadband, local networks in 51 cities and continues to build additional networks in new areas. For customers, this means true end-to-end connectivity is available in these areas and that those areas are growing.
- Has become the largest holder of broadband fixed wireless spectrum, with FCC licenses covering 95% of the population of the 30 largest U.S. cities. These assets extend the reach of our networks to even greater numbers of customers
- Has exclusive interests in a national broadband network now being built over 16,000 miles and connecting more than 50 cities. This ensures quality connections not only locally, but nationally as well.

### **NETWORK FACTS AND STATISTICS:**

- Network Construction: High capacity fiber optic cable and self-healing SONET transmission equipment
- Switches: Nortel's DMS 500 digital local and long distance combination switching system
- Miles of Fiber: 5,380 route miles with 435,992 fiber miles (as of 06/30/00)
- Number of Buildings: 1,738 physically connected by fiber; additional 43,264 connected through leased or unbundled ILEC facilities (as of 06/30/00)
- Access Lines: 627,162 installed access lines (as of 06/30/00)

Both our local and national networks are based on fiber optic technology, which uses light waves to transmit signals over cables consisting of many glass fiber strands and self-healing SONET equipment. Each strand has capacity to carry over 100,000 times more traffic than a strand of traditionally configured copper wire. Rings of fiber typically encircle a city's central business district and connect to our central offices, which house the switches and routers that direct traffic to its destination.

#### PRODUCTS OFFERED:

#### A FULL RANGE OF VOICE SERVICES

Your ability to process calls, to receive inquiries from customers around the corner or to reach suppliers across the nation, is paramount to your business. XO<sup>™</sup> as your communications provider, you gain access to our full suite of high quality voice products and services. From local to long distance to value-added applications like calling cards and conference calling, XO's voice services provide robust highly dependable connectivity to ensure that you can always stay in touch. Packaged together to meet your individual needs and delivered through XO's network, XO provides quality voice solutions for small and medium enterprises as well as for the largest customers. And, unlike with many other providers, all of your XO products (including voice, data and Internet services) contribute to a consolidated volume discount on your long distance service that can save you up to 30% off our already attractive rates. With solid savings, dependable products and top quality service delivered by a company that really cares about your needs, XO has the solution that's right for you, including:

Local Service Long Distance Calling Card Conferencing Services

A FULL RANGE OF INTERNET ACCESS

**Dedicated Internet Access** 

Whether you need a full T1 or T3 line, partial or multiple T1 lines, DSL or a full OC-3, XO<sup>™</sup> has the guaranteed uptime, always-available, high-speed Dedicated Internet Access solution to meet your demanding needs.

### **DSL**

DSL transforms your ordinary phone line into a high-speed digital, ultra-fast connection without interfering with regular phone service. With a variety of speeds and convenient billing options, you'll find the perfect connection for your needs.

#### Dial

Dial XO for this Xceptional Option. With up to 56 Kbps access across the United States and abroad, you can be sure that our high-performance, nationwide ATM backbone will connect you every time you dial up.

### PRIVATE DATA NETWORKING

#### Virtual Private Networks

Secure connections between you, your customers, business partners, vendors and employees. Improve the quality of customer interactions, dramatically reduce costs and flexibly scale new services

#### Private Line

Private Line Services deliver high-bandwidth, point-to-point connectivity options that meet your business needs at the local, regional and national levels.

## A FULL RANGE OF WEB HOSTING SERVICES

### Web Hosting

Everything you need to get your small business on the Internet. We make it easy and affordable. Start small and then expand your online presence as you become more comfortable doing business on the Web. Let us manage your server so your IT staff can focus on what they do best -- running your business. We'll give you everything you need in one low monthly fee: hardware, bandwidth and management services. You provide the server, we provide the space, bandwidth and services to suit your needs. Our Tier 1 facilities and network provide a secure, controlled infrastructure with 24x7 monitoring and support. Let us host your application. We've got the ideal solution for Application Service Providers (ASPs) and Independent Software Vendors (ISVs) requiring an outsourced infrastructure solution. Includes:

Domain Name Hosting Email Hosting Web Site Hosting Ecommerce Hosting

### Managed Servers

Let us manage your server so your IT staff can focus on what they do best -- running your business. We'll give you everything you need in one low monthly fee: hardware, bandwidth and management services. We work with a variety of suppliers, including Sun, Compaq, and Cobalt.

Server Colocation

You provide the server, we provide the space, bandwidth and services to suit your needs. Our Tier 1 facilities and network provide a secure, controlled infrastructure with 24x7 monitoring and support.

## **Application Hosting**

Let us host your application. We've got the ideal solution for Application Service Providers (ASPs) and Independent Software Vendors (ISVs) requiring an outsourced infrastructure solution.

## Internet related experience and activities.

XO Communications is one of the world's fastest growing providers of broadband communications services offering local and long distance voice communication services, Digital Subscriber Line (DSL) access, Web hosting and e-commerce service, Virtual Private Networks (VPNs), dedicated access, global transit and application infrastructure services for delivering applications over the Internet or a VPN. XO has assembled an unrivaled set of facilities-based broadband networks that, when complete, will serve much of the United States, Canada and Europe. In the United States, XO has more than 410,000 metro fiber miles in operation and a 384,000 fiber-mile inter-city network under construction. The Company is also North America's largest holder of fixed broadband wireless spectrum, with licenses covering 95 percent of the population of the 30 largest U.S. cities and a partnership with licenses covering all of the top cities in Canada.

XO has also agreed in principle to acquire more than 80,000 metro fiber miles in Europe to serve the London, Frankfurt, Brussels, Amsterdam and Paris markets and an 88,000 fiber-mile pan-European fiber network connecting 21 major European cities and transatlantic capacity that eill eventually expand to 10 Gbps.

XO is the second largest web hosting provider with more than 400,000 domain names registered. In addition, XO is the leading DSL supplier to small business customers in the US. For more information, visit http://www.xo.com.

### Management.

#### DAN AKERSON

Chairman and Chief Executive Officer

Dan Akerson is Chairman and Chief Executive Officer of XO™. Prior to his current role, he gave up the CEO title at Nextel on July 14, 1999 when he became an investor in and co-chairman of Eagle River, Inc., a holding company controlled by telecommunications pioneer Craig O. McCaw. Prior to joining Nextel in 1996, Akerson served as general partner of Forstmann Little & Company, a

private investment firm, from 1993 March 1996. While at Forstmann Little, he also held the position of chairman of the board and chief executive officer of General Instrument Corporation, a technology company acquired by Forstmann Little.

From 1983 to 1993, Akerson held various senior management positions with MCI Communications Corporation, including President and Chief Operating Officer. Akerson serves as Chairman of NEXTEL and is a director on the boards of the American Express Company and America Online, Inc.

### NATE DAVIS

President and Chief Operating Officer

Nate Davis is President and Chief Operating Officer of XO<sup>TM</sup>, where he is responsible for the operating performance of the company.

Prior to his current role, he served as executive vice president technical services for Nextel Communications, Inc. where he was responsible for the construction, operations and engineering of Nextel's national, digital network as well as for corporate information technology and systems development.

Prior to Nextel, Davis served as chief financial officer for MCI Telecommunications in Washington D.C. He also served as chief operating officer, MCI Metro and senior vice president, network operations for MCI in Vienna, VA. Additionally, Davis served in several other capacities for MCI including senior vice president access services, senior vice president finance, and vice president system engineering. Previously, he held various management positions for AT&T.

### HENRY NOTHHAFT

Vice Chairman

Henry "Hank" Nothhaft joined Concentric as President and Chief Executive Officer in 1995, and became Chairman in 1998. After the merger with NEXTLINK in 2000, he became Vice Chairman of XO<sup>TM</sup>.

#### MARK GUNNING

Sr. Vice President, Chief Financial Officer

Mark Gunning is Vice President, Chief Financial Officer of XO<sup>TM</sup> where he is responsible for all of XO's financial activities.

Gunning comes to XO after serving as Chief Financial Officer for Primeco Personal Communications, a wireless telecommunications company that is owned by a number of large telecommunications concerns. Prior to his position as Primeco, Gunning served in several leadership capacities with Airtouch Communications including Vice President, Corporate Controller and Director of Corporate Finance. Prior to joining Airtouch he spent six years with the public accounting firm of Price Waterhouse

### **DOUG CARTER**

Sr. Vice President, Chief Technology Officer

Doug Carter is XO<sup>TM</sup>'s Chief Technology Officer. He is responsible for all of the company's technology operations including technology teams at XO's Cambridge, Massachusetts-based Internet Design Center, the Plano, Texas-based NEXTLAB and a group of technologists in our Bellevue, Washington office. Prior to joining XO, Carter was the senior vice president of network operations at AT&T Wireless Services (AWS), following the merger of AT&T and McCaw Cellular Communications. Carter was instrumental in the development of AWS's fixed wireless technology and the implementation of the North American Cellular Network.

Prior to the AT&T / McCaw merger, he served in a number of senior engineering, development and operations roles at McCaw Cellular including chief technology officer of the pre-cellular radio-telephone company purchased by Craig McCaw in 1984.

### **NANCY GOFUS**

Executive Vice President of Marketing and Customer Care

Nancy Gofus is Executive Vice President of Marketing and Customer Care of XO<sup>TM</sup> where she is responsible for the company's marketing services, product development and overall marketing strategy.

Prior to her current role, Gofus served as Chief Operating Officer for Concert Management Services, Inc., a provider of managed telecommunications services in more than 60 countries and 800 cities worldwide. Previously at Concert, she served as the company's senior vice president of marketing. Prior to joining Concert, Gofus served in a number of senior management positions with MCI including vice president of global services, vice president of product development and director of national accounts. She also held several operational management positions with AT&T.

### Credit references.

### Deutsche Bank Securities, February 16, 2000

We believe that NEXTLINK continues to be in a class of its own. In our view, the company possesses the right assets and has consistently demonstrated its ability to execute upon its business model. Going forward, we expect NEXTLINK to continue to be the leader in the emerging telecom arena as it capitalizes upon the extraordinary opportunity that currently exists in this industry. Not only do we think NEXTLINK has the right management, assets, and strategy, but it is also extremely well funded.

### X-Change Magazine, February/2000

"They were slow to get into data but boy, have they jumped on that," says Terry Barnich, president of New Paradigm Resources Group Inc. (<a href="www.nprg.com">www.nprg.com</a>). "They're covering the (access technology) lot from wireline fiber, to DSL, all the way to wireless local access and satellite. It's fair to say that at the end of the day XO will be standing. I rank them in that handful of companies that will decide their own destinies." "By developing and implementing new processes, products and strategies, this senior management team will continue to leverage NEXTLINK's already strong position to scale the company to directly challenge industry titans like AT&T and Worldcom," writes James Henry, senior managing director at Bear, Stearns & Co... "Start at the edge of the network," says Hodulik, senior telecom analyst at Paine Webber Inc. "There's fixed wireless, probably with a healthy dose of DSL mixed in. Then there's fiber optic infrastructure in local markets; all wrapped together with what has become a tremendous amount of capacity from the INTERNEXT network. They have long-haul capacity that, once built out, rivals what Winstar has... The company is bandwidth heavy."

### JP Morgan Securities Inc, August 27, 1999

The company is on the verge of transforming from a voice-based fiber CLEC to an all-technologies end-to-end integrated voice and data service provider. In the coming year, NEXTLINK is expected to launch a nationwide broadband wireless service with more spectrum than any other U.S. carrier, deploy next-generation digital subscriber line (DSL) technology, and light up a nationwide fiber backbone network being built by Level 3. Combined with the company's existing local fiber builds in 23 markets, NEXTLINK will emerge, we believe, with connectivity and margin potential unmatched in the industry and representing among the strongest platforms for growth available. The company will leverage unmatched market coverage with expanding service portfolio to penetrate new opportunities and leverage an outstanding reputation. Having established relationships where the customer wallet is today, basic and enhanced voice services, NEXTLINK will offer fully backed data solutions aimed specifically at its small business customer base beginning in fourth quarter. NEXTLINK has built among the best reputations in the industry for delivering iron-clad reliability, and these new service offerings should increase the company's array of services, leverage the company's connectivity portfolio, and generate higher revenue per line. Over the next 12 months, NEXTLINK will unleash the competitive potential of a powerful asset mix into the hands of a proven and successful management team.

Paine Webber Research Note, May 27, 1999 ... We have stated in the past that NEXTLINK is one of the few companies that has the management talent and access to capital required to execute such a bold

strategy. We continue to believe that the company's shares represent a way to "get on the ground floor" with a carrier that will play a major role in the emerging telecommunications landscape.

### **HOW XO RANKS:**

## NASDAQ 100, December 13, 1999

NEXTLINK announced today that it has been named to the Nasdaq-100 Index. The Nasdaq-100 Index was launched in January of 1985. The Nasdaq-100 Index reflects Nasdaq's largest companies across major industry groups, including computer hardware and software, telecommunications, retail/wholesale trade and biotechnology. The Nasdaq Stock Market lists nearly 5,000 companies and trades more shares per day than any other major U.S. market.

# Telecom Business Top 500, October 11, 1999

"The companies selected to the Telecom Business Top 500 have positioned themselves on the cutting-edge of this rapidly changing industry. They are the movers, shakers and decision makers in the new competitive telecommunications marketplace," said MultiMedia Publishing Corp. president Marc Ostrofsky. "These companies represent every aspect of the telecom industry from software and equipment to carriers and cable companies. They have either established new and important trends in the industry or displayed the ability to take the converged telecom market to the next level."

## Red Herring 100, May 14, 1999

NEXTLINK Communications today announced it had been selected to the Red Herring 100, Red Herring magazine's annual list of the top private and public technology companies in the technology industry. Featured in the June 1999 Digital Universe issue available on newsstands May 18, the Red Herring 100 honors those companies that have defined new standards, defended their business models, and developed the products and services that will change the way business gets done. In choosing its companies, Red Herring looked at criterion from vision, management, and innovative business strategies to the track record of the company's venture capitalists, its marketing techniques and the strength of its partnerships - all of which impact the companies' abilities to affect change in the new economy. In choosing its companies, Red Herring looked at criterion from vision, management, and innovative business strategies to the track record of the company's venture capitalists, its marketing techniques and the strength of its partnerships - all of which impact the companies' abilities to affect change in the new economy.

Annual report.

The 1999 Annual Report can be found at: <a href="http://www.xo.com/investors/reports/">http://www.xo.com/investors/reports/</a>

Proof of capital.

Please refer to pages 22-24 of the 1999 Annual Report.