

# STATE OF WASHINGTON

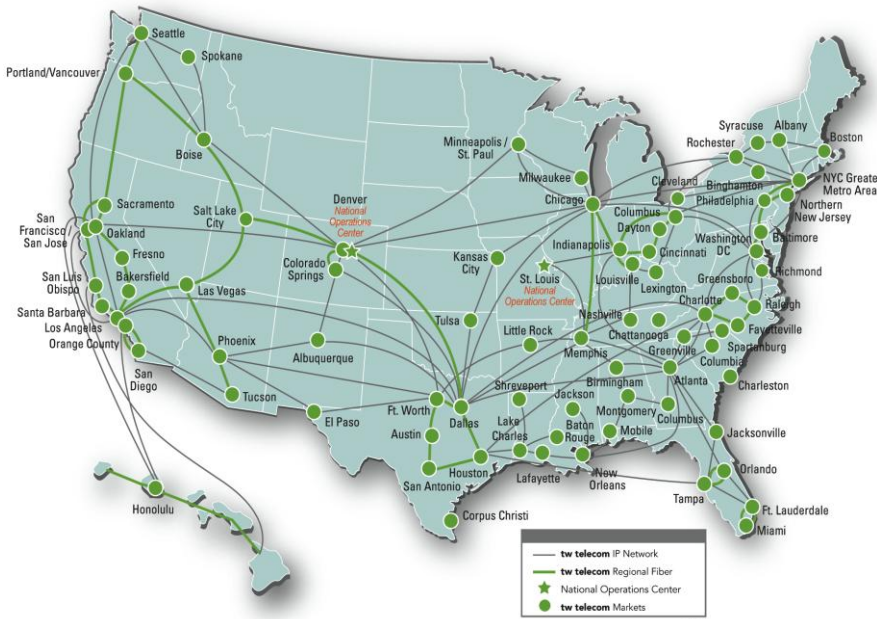
tw telecom inc

EMPLOYEES		INVESTMENT	ROUTE MILES	CUSTOMERS		ON-NET BUILDINGS SERVED	
~3,400	~58	>\$96,600,000	~545	~29,200	~1,165	~20,300	~570
Company-wide	WASHINGTON	WASHINGTON	WASHINGTON	Company-wide	WASHINGTON	Company-wide	WASHINGTON

**tw telecom** is a leading national provider of Business Ethernet, voice and data networking solutions for businesses and organizations. We offer a competitive alternative to the local phone company for large, medium and small customers. Our networks are built for business. Our solutions are designed for business. Our world-class customer care excites business. This is a value proposition that connects business to more business.

## tw telecom WASHINGTON

Serving approximately 1,165 customers across Washington, **tw telecom** employs a resilient fiber network infrastructure, robust product portfolio and its own Intelligent Network capabilities. **tw telecom** delivers Washington businesses economic value, an industry-leading quality, experience, and improved business productivity.



## ABOUT tw telecom

For 20 years, **tw telecom** has delivered managed services, including Business Ethernet, converged and IPVPN solutions to businesses and large organizations throughout the U.S.

As one of the top three leading providers of Business Ethernet in the nation, we connect more than 20,000 commercial buildings and 450+ third-party data centers to our national fiber network.

**NATIONWIDE, WE DELIVER INTELLIGENT SOLUTIONS TO SOLVE CRITICAL COMMUNICATION NEEDS**

Our customers are able to maximize communications system efficiencies, increase productivity, and minimize costs:

- **Healthcare:** tw telecom network solutions deliver speed, security, and reliability for high data-intensive environments that meet stringent regulatory requirements and the demands of today’s patients.
- **Government and the Public Sector:** tw telecom industry-leading privately-owned networks are highly secure and not cluttered by general public use, but have the bandwidth needed to manage any amount of voice or data traffic.
- **Financial Services:** With over 200 financial services companies using its solutions, tw telecom has the in-depth expertise to deliver solutions to maximize security and privacy.
- **Higher Education:** tw telecom delivers comprehensive leading-edge solutions to more than 50 higher education institutions, supporting student demands for state-of-the-art communication services, and administration needs for increased productivity and cost control.
- **Retail:** tw telecom’s flexible, scalable solutions deliver faster, more reliable connectivity for real-time accounting, sales transactions, and inventory management.

**ANNUAL CAPITAL INVESTING**

(\$ in millions)	Full Year 2009	Full Year 2010	Full Year 2011	Full Year 2012
<b>Short-to-Medium Term Success Based</b>				
• Building Entry & Network Capacity (including fiber, electronics & labor)	\$224	\$252	\$274	\$264
<b>Longer-term Strategic</b>				
• Product Investment, life-cycle & market expansions	26	44	34	46
• IT/Corporate investment/Other	25	26	35	33
<b>Total</b>	<b>\$275</b>	<b>\$322</b>	<b>\$343</b>	<b>\$343</b>
<b>Success Based - % of capital Cap-ex as a % of revenue</b>	<b>82% 23%</b>	<b>78% 25%</b>	<b>80% 25%</b>	<b>77% 23%</b>

**AN INDUSTRY INNOVATOR**

- **2014 America’s Most Trustworthy Companies** – tw telecom was recognized as one of America’s top 100 trusted companies. The list, generated by investment adviser GMI Ratings and published by Forbes, is compiled from a list of more than 8,000 publicly traded companies in North America.
- **2014 INTERNET TELEPHONY Product of the Year Award** – tw telecom’s Alerts Driven Dynamic Capacity® recognized among the best communications and technology solutions on the market in 2014.
- **2013 “Best in Class” for Data Value, Voice Value, Customer Service, Billing, and Sales Reps** – tw telecom received five best in class awards in five categories.
- **Light Reading’s Leading Lights Award – 2012 Top Public Company of the Year** – Given to the firm that stands out among its competitors, innovates constantly, makes investors proud and makes employees happy.”

For more information, visit [twtelecom.com](http://twtelecom.com). Follow us on Twitter @twtelecom.

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