

LIGHTEDGE + GI PARTNERS FAQ

With the exciting announcement of GI Partner's acquisition of LightEdge Solutions, we know many of our clients have questions on what this acquisition means to your business. While we promise there will be minimal to no difference in how you consume our services and interact with our teams, we wanted to take some time to address some key questions for our clients. If you have any additional questions, please reach out to your account executive and we will make sure you get everything you need.

WHO IS GI PARTNERS AND WHY ARE THEY INVESTING IN LIGHTEDGE?

GI Partners is a leading US-based private equity and real estate fund manager. GI Partners is an early investor in data centers since its founding of Digital Realty Trust in 2001 and has since invested extensively in infrastructure companies and properties underpinning the digital economy. GI Partners is acquiring LightEdge through its GI Data Infrastructure Fund which was launched last year and manages \$1.8 billion of capital commitments.

After years of extensive research and reviewing portfolios of over 20 businesses similar to LightEdge, GI Partners selected LightEdge Solutions to be the platform data center and private cloud service provider for their investments in which LightEdge will receive a major influx of strategic capital to expand our geography and increase future innovation.

WILL LIGHTEDGE BE CHANGING THEIR NAME?

No. With over 25 years in business, LightEdge has become well-established as an innovative, trusted technology partner for our clients. As we've expanded to new markets, we have built upon our reputation of value and trust not just for our clients, but also within the communities we serve. It's our vision to continue to build upon this legacy. We will remain LightEdge.

WILL THIS ACQUISITION IMPACT MY SERVICES?

The GI acquisition of LightEdge will have no impact in the day-to-day operations of LightEdge. All leadership, staff and business operations will remain as is. Our clients will continue working with the same dedicated team of support, sales and IT professionals. All our teams are highly committed to provide our clients with quality support in order to help you meet your unique IT business requirements that allow them to innovate and grow their businesses and accomplish their mission critical priorities.

WILL I SEE ANY CHANGES AT LIGHTEDGE WITH THIS NEW INVESTOR?

LightEdge has been named the platform company in which GI Partners will be investing in to innovate, grow and scale. LightEdge's unique delivery model is the foundation on which everything will be built. With this partnership, LightEdge can more quickly pivot or add services to meet the technology demands of our clients, expand services into new markets and hire and retain top talent to support our platforms and clients. All this will provide our clients with more options they can tailor their unique IT requirements to.

