COMPANY OVERVIEW

- 2006 - introduction of colocation service (95% of market share);
- 2006 – 2008 - company established as a result of merge of 4 major ISP’s;
- 2008 - launched the 1200 km. submarine fiber-optic cable system (Caucasus Cable System – CCS) laid across the Black Sea (constructed by SubCom);
  - Connecting Poti (Georgia) to Varna (Bulgaria)
- 2011 - introduction of IPTV;
- 2011 Interconnection parties – TeliaSonera and Level 3;
- 2011-2012 Entering wholesale markets in Caucasus region:
  - Azerbaijan market share – 50% (as of today);
  - Armenian market share – 80% (as of today);
  - Georgian market share – 55% (as of today);
- 2012 introduction of cloud computing;
- 2012 Point of presence – NewTelco(Germany), Sofia Connect (Bulgaria);
- 2012 Virtual PoP’s – Google, YouTube, Linx, AmsIX, DE-CIX, BIX;
- 2013 Entering the new wholesale market in Iraq and 2014 in Iran;
- 2013-2014 Entering Georgian regional market with FTTH solution and introducing “Triple Play”
INTERCONNECTIONS AND SUPPLIERS

- Caucasus Online is connected directly to the European and world-wide Tier-1 operators and has Points of Presence at the top Interconnection Data Centers in Germany and UK.

- Tier-1 Operators:
  - TeliaSonera
  - Level3
  - Tata

- Point of presence at the largest content operators and internet Exchange Points.
KEY BUSINESS SEGMENTS

- International data wholesale market
- Data Center business – Colocation service is available for both, retail and corporate customers.
- ccTLD Domain name registration
- International calls termination and transit
.GE DOMAIN REGISTRATIONS BY YEARS (NEW)
.GE DOMAIN REGISTRATIONS BY YEARS (TOTAL NUMBER)

2012: 16961
2013: 22165
2014: 27778
2015: 30984
2016: 38813
2017: 38496
.GE DOMAIN COMPOSITION

- .ge: 85%
- org.ge: 2%
- edu.ge: 2%
- pvt.ge: 2%
- net.ge: 1%
- com.ge: 1%

CAUCASUS ONLINE
.GE DOMAIN - NEW REGISTRATION MODEL

ccTLD .GE

Registrar

registrant
Key Registration principles

- **Registration is on first-come first-served basis**, unless registrations are moderated.
- Registration & renewal process is usually automated and is done through accredited registrars
- Bottom-up consensus driven policy making

Key authorization principles

- Administrative and technical
- Local presence
- Companies
- Local administrative contact
- Financial feasibility analyses