

Board Report & Update on France IX non-profit

Grégoire VILLAIN, President
Philippe DUBY, Vice-President

Executive Board members: 2021-2022



Missions of the Board members



Participate to **meetings**
(conf-calls & F2F –
1 to 2x /month)



Make the **link** with the France-IX's
community, collect needs and
expectations



Represent the association
and be a spokesperson



Contribute to the **strategy** of
France-IX, help to define new
services, bring **high level**
advices to the CEO

✓ All Board members have to comply with a **Code of Conduct**

Membership evolution

1. Initially, membership was free and included by default

2. 2022

- Membership became optional
- Fee based on company revenue

- Small < 1M€ revenue (or budget for public org).
- Medium 1 to 10
- Large >10 M€

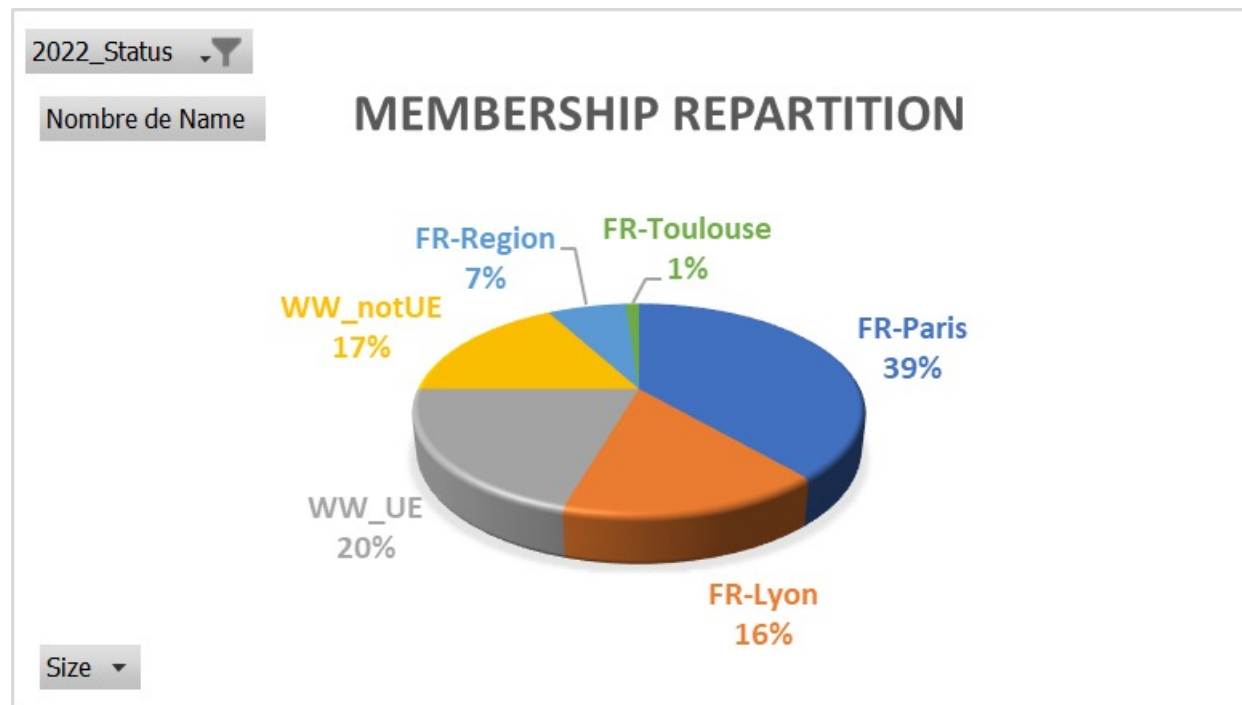
3. 2023

- Membership collected by non-profit (Qonto)

2022 members profile?

133 / 520 (25%) customers are members

- 75% are French, 14% in UE, 11% in rest of the world
- 67% are Large organizations, 22% Medium, 11% Small



Key takeaways

- France-IX non-profit board has up until now been focused on operational & tactical oversight.
 - While necessary in the early days, France IX Services is now mature
- Low member rates are a signal
 - Low value behind membership fees beyond vote
 - Unaddressed appetite for community building

In 2023+ France-IX non-profit board will go back and focus on its members

Evolution of governance 1/2

At inception: non-profit and private company's board were 100% overlapping, simplest approach for bootstrapping/expediency

- As the Private Company grows, need to streamline the way its board operates
- The non-profit mandate needs to outgrow its “unique shareholder of the private company” role
 - Potential legal and fiscal reclassification
 - Only a subset of customers are members
 - Members need value add, beyond voting right

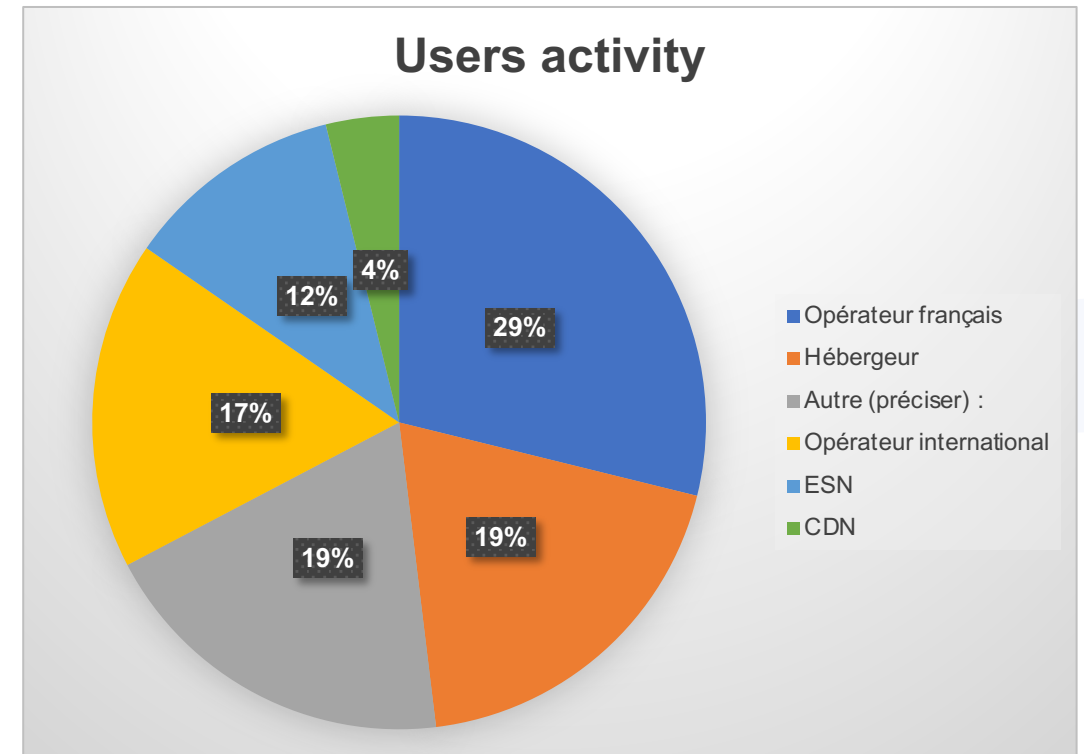
Evolution of governance 2/2

Proposal

- **Separate boards: Non-Profit, Private Company**
 - Non-profit board members get representation in the Private Company board
 - Evolution of articles of association to update missions → extraordinary meeting
- **Non-Profit board primarily focuses on Members, For-Profit on Strategy & Execution**
 - Non-Profit board members still elected via GM
 - For-Profit board members nominated (upon non-profit validation)
- **Non-Profit clearly articulate, plan and announce value added proposition to members**
- **Capital opened to some France-IX staff for retention and comp competitiveness**
 - Non-profit still holds majority stake (90%)

Customer survey

- 500+ customers (members or not) surveyed in March 2023
- 52 answers (only 10%)
 - 75% from French organization
 - 67% from technical people



Survey results

Noteworthy results:

- Membership status: members (51%), former member (19%), don't know (16%)
- Expectations: develop community (44%), France-IX services strategy (37%)
- 80% think important that company be owned by a nonprofit organization
- Capital opening to employee (64% Yes), to members (36% Yes)
- Communication: 66% interested by IM-like channels to exchange on technical discussions (19%), network incidents (17%), France-IX services (15%)
- Events (57% in region, 43% in Paris): Beer event (37%), conferences (37%)
- Role of representation of members interest in France: Yes 41%
- Role to support opensource tools (30%), small IXP (25%), training (21%)

Moving forward

The non-profit will support **general interest activities on Internet peering & network interconnexion** specifically for our community.

To achieve this, we will work on several axis:

1. Follow France IX Services development as shareholder
2. Animate France IX community
 - Communication, events with priority to members, exclusive events, strategic workshop with France IX Services team
3. Support French initiatives linked to our object
 - Small French IXP, network startup, network opensource tools,
4. Partnering with existing association / organization at French & European level
5. Decode the future of French internet & network interconnexion
 - Cloud access, Edge computing, TV, 5G, Online gaming, security, compliance
6. And more to build together (innovation, ...)

Next steps

- Extraordinary General Meeting in 2 months (Remote)
- 2023 members to vote on 2 topics:
 1. New status for the non-profit
 2. Capital opening to France-IX staff

Critical Milestone in the history of France IX
Please vote!

Introducing the applicants for the 2 opened board seats



Gabriel
CHENEVOY



Pierre-Olivier
LOMPRÉ



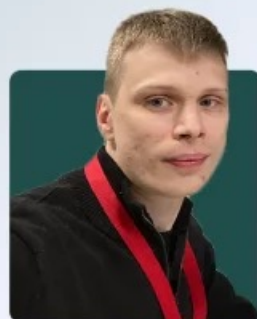
Matthieu
MALVACHE



Jérôme
NICOLLE



Philippe
NIETO



Cédric
SCHWOERER



Sylvain
TRINCAL





Thank You !

Contacts:

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