

GANTOR

Spectrum & Tower Exchange

- Do <u>Asset Discovery</u>, <u>Price Discovery</u> and <u>Overall Execution</u>
 <u>Costs</u> maintain a limited spectrum marketplace?
- Is there a mis-assignment of resources today?
 - Both Physical & Radio Service Rules
- Does excessive concentration hurt liquidity?
- Do operators have a choice of spectrum?
 - License-Exempt, 700, PCS-Cellular, WCS, BRS/EBS, Auctions, More License-Exempt etc..
- Are primary auctions using the correct technology? BTA's, RSA's etc. Partition and Disaggregate on day 1?
- How do we track ownership on a real time basis? How do we track usage on a real time basis? Would this create more incentives for owners to take more action and buyers to more easily find opportunities?



- For more than 55 years, Cantor Fitzgerald LP has led Wall Street and the world in the institutional brokering of equities and government securities with annual transaction volume exceeding \$ 40 trillion.
- In the early 1980s, it began the executing a vision for moving the U.S. bond market and other financial instruments to a world class electronic trading environment where it exists today.
- At present, the firm has invested more than \$ 250 million dollars into this trading technology that is scalable, redundant and capable of adapting to new tradable products like spectrum and tower assets.



- For the past four years, Cantor has publicly supported the efforts of the FCC, OFCOM and other regulatory bodies to allow spectrum trading in secondary markets.
- As as broker or intermediary, Cantor Fitzgerald does not take title or acquire spectrum assets.
- Cantor evaluates potential markets and is committed to facilitating market transactions and to reducing transactional friction that make markets for efficient.
- Cantor operates in highly regulated environments and believes that a regulated, market-based trading approach will best serve the public interest.

- Wireless spectrum plays a critical role in economic stimulation and progress both commercially and educationally.
- Innovative services are more likely to be developed in regions where spectrum rapidly can be obtained or offered, price discovery/valuation agreed and execution done with minimal time and friction.
- The Cantor Spectrum Exchange was initially developed for the US but the "Platform" can be modified and used in any jurisdiction both publicly and privately.



KEY FEATURES & BENEFITS OF THE EXCHANGE

- Complete Spectrum/Tower Bid & Offer
- Price Discovery Tool
- Buy & Sell Side Development
 - Call Center Activity To FCC & FAA Records
 - Mobile Carriers, ILEC's, CLEC's, Municipalities, RLEC's, WISP's, Content Providers, Satellite, Software Companies etc.
- Current Market Analysis/Ownership Including Overlay
 Of Marketed Coverage By Carrier Marketing
- Digital Sub-Channel Development (Virtual Spectrum Matching Content Developers/Licensees with Operators)



The values of these assets change over time.

- M&A activity
- Regulatory rule changes
- Good or bad auction results
- Municipal deployments
- Technology innovation in new bands
- VOIP/mobile video/WiMax
- More efficient use of current spectrum bands
- New towers/rooftops available
- Business failure

Where do participants go today? Is it efficient?



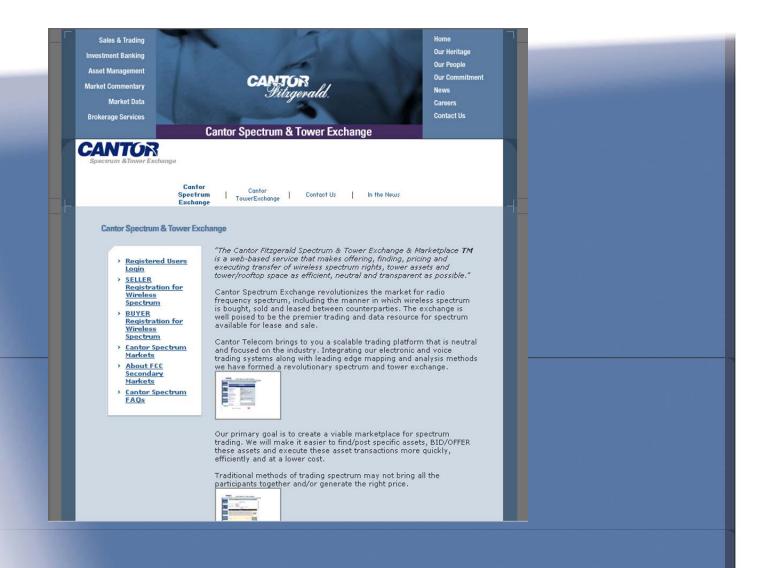
Evolution Of An Electronic/On-Line Spectrum & Tower Marketplace

Introducing The:

Cantor Spectrum and Tower Exchange







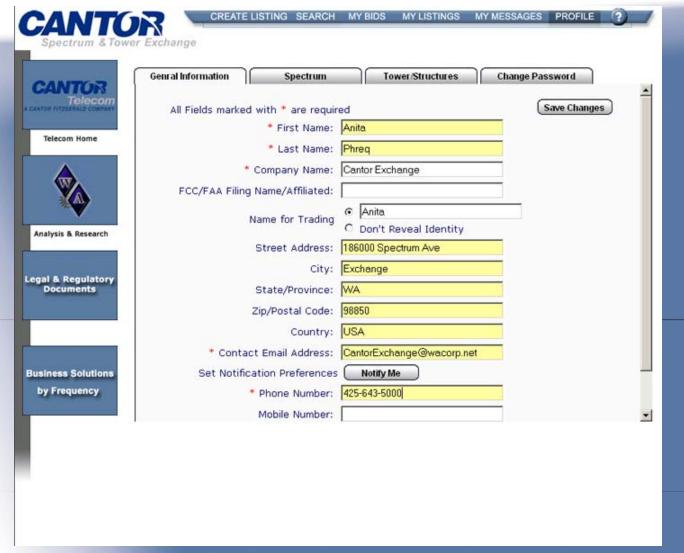
New participants upload standard brokerage agreements, sign them and then are given a User ID & Password





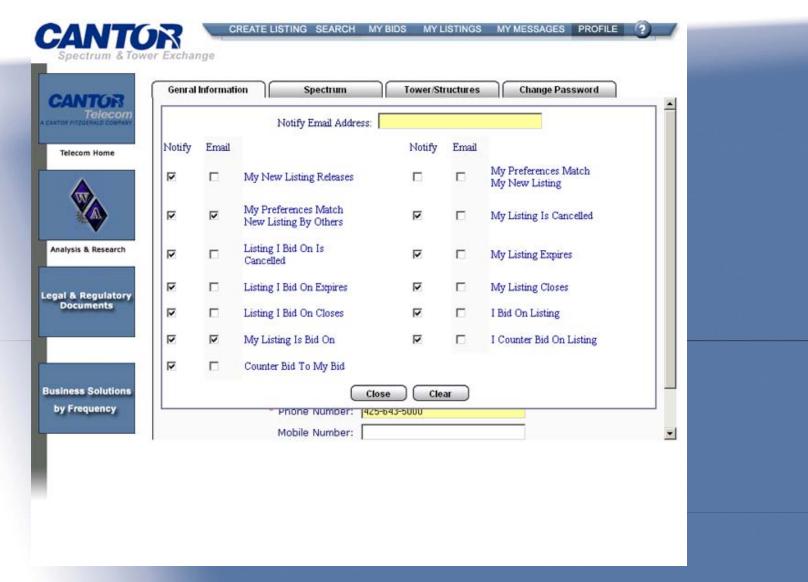
Simple On-Line Log In





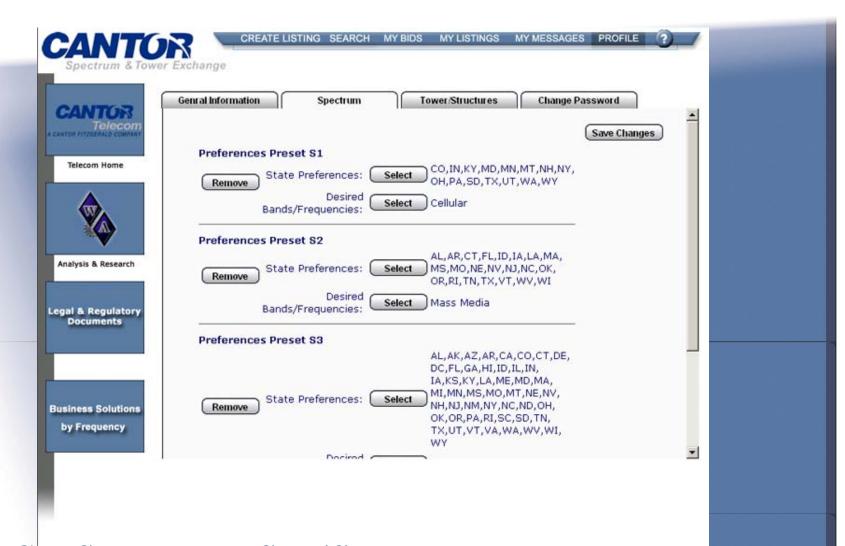
First, users must create a profile of how to be contacted and what name to use when placing trades.





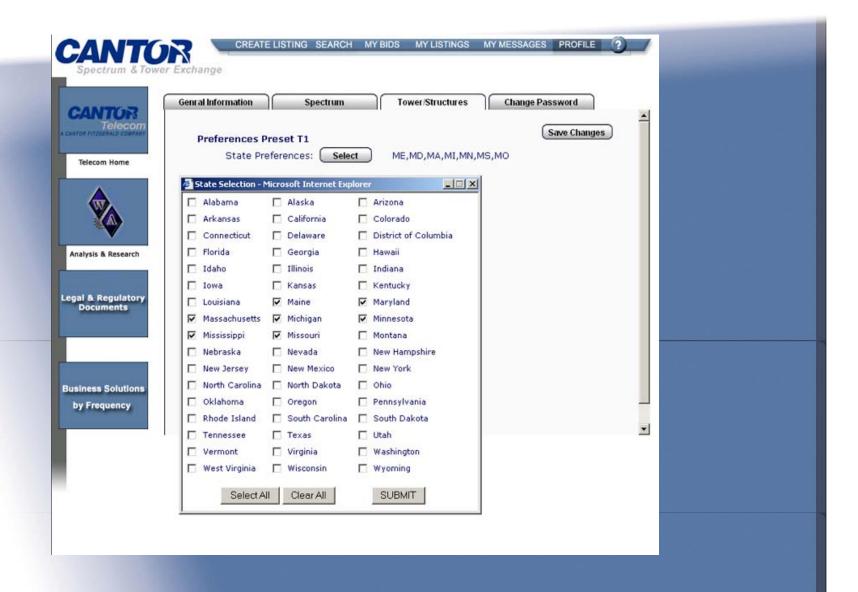
Notification Configuration Is Key Given The Size Of The Marketplace & Depth Of Activity





Users Can Set Broad or Specific Preferences Down To The Channel For Spectrum Along With Geography





Tower And Rooftop Preferences Are Determined By State

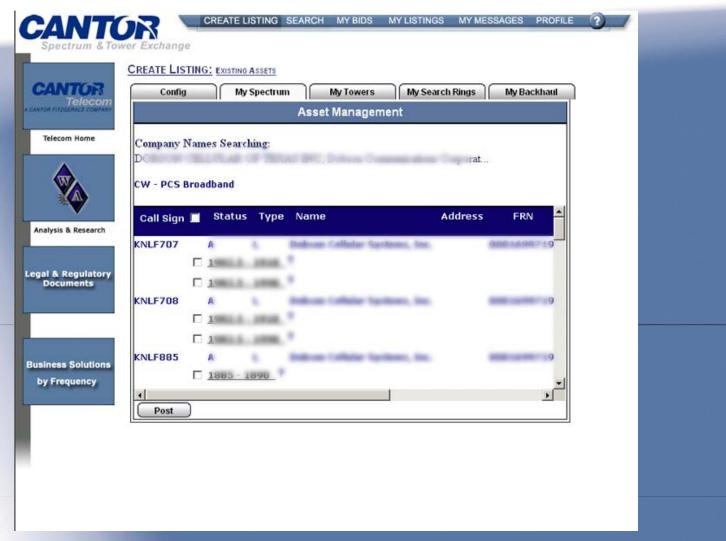


Entity Name



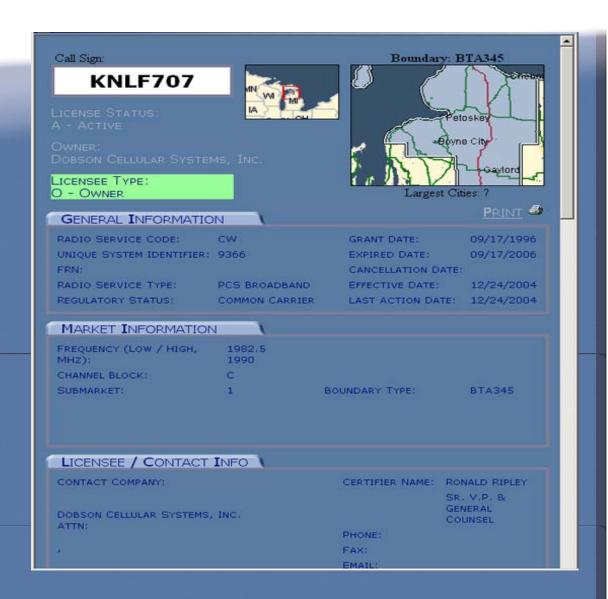
Selling/Leasing Assets- We Pull Your FCC Records Automatically For Ease Of Use & Accuracy





Sellers/Lessees Get A Breakdown
Of The Entity Names, Radio
Service & Specific Call Sign





Sellers/Lessees Can
Review The FCC Info
Obtained By The
Exchange And See A
Snapshot In Real-Time

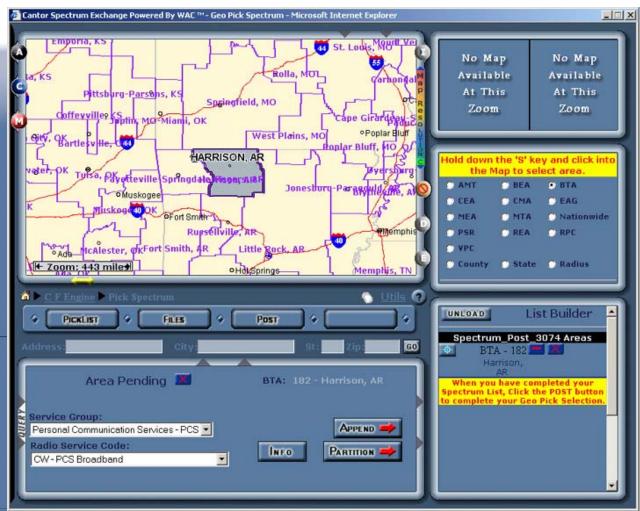






Sellers Can Post Their Spectrum
Assets Manually By Breaking Up
The Assets (Partition And
Desegregation)





Since We Are Capable
Of Describing These

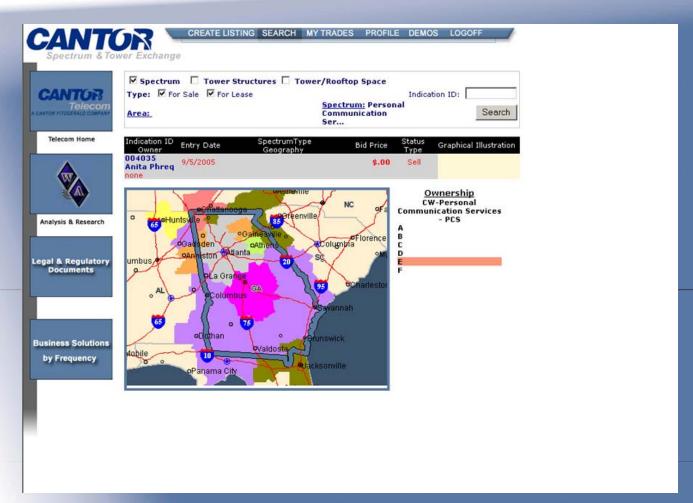
Multi-Dimensional Assets,
Participants Can More Easily
Buy, Sell & Lease These Assets
In The Marketplace





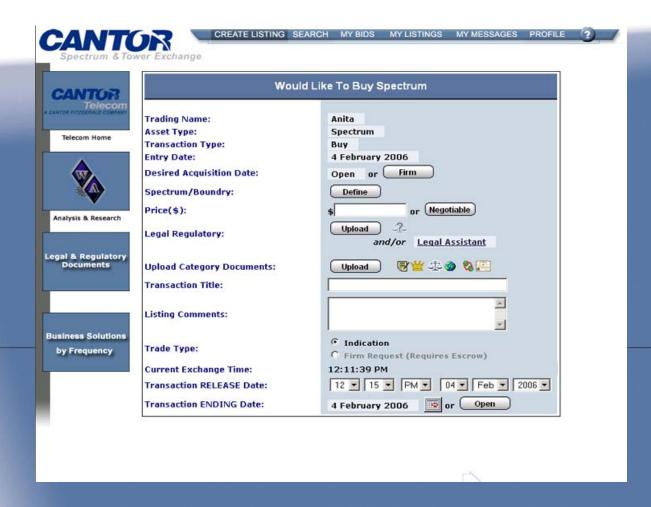
For The First Time, Participants
Can Now Send Out And Respond
To Spectrum & Tower Asset
Bids/Offers In A Trading Format





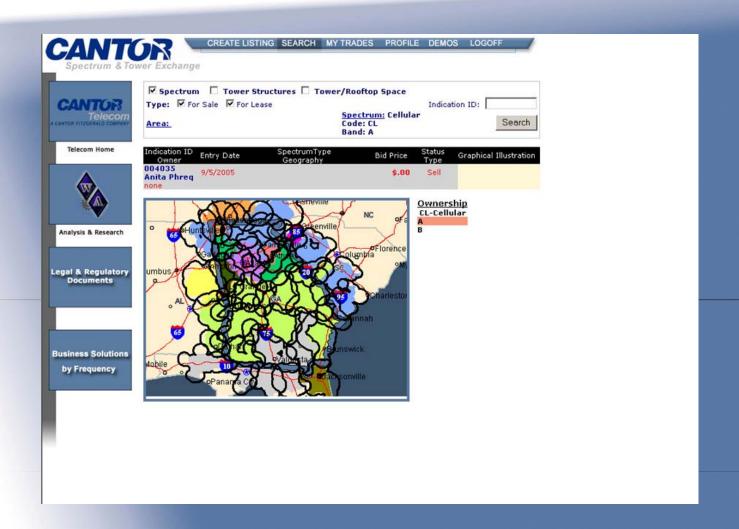
Routine Spectrum Ownership & Mapping For Most All FCC Licensed Frequencies For Advanced Analysis





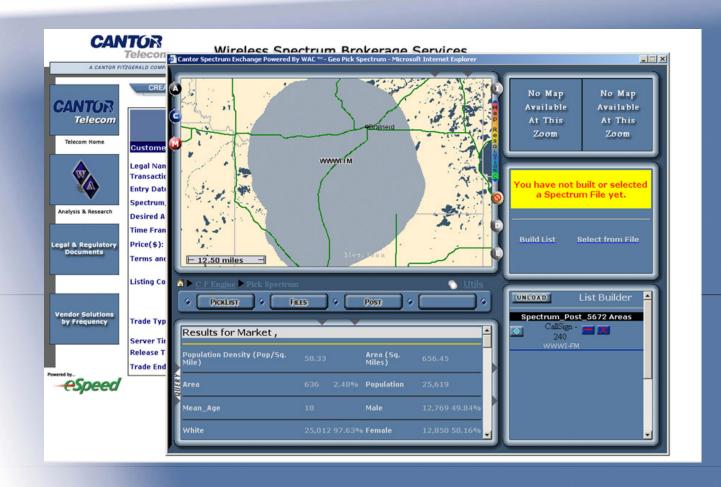
Easy To Use Trade Screens
Allow Participants To Add The
Additional Information Beyond
Maps & Analysis For Bids &
Offers





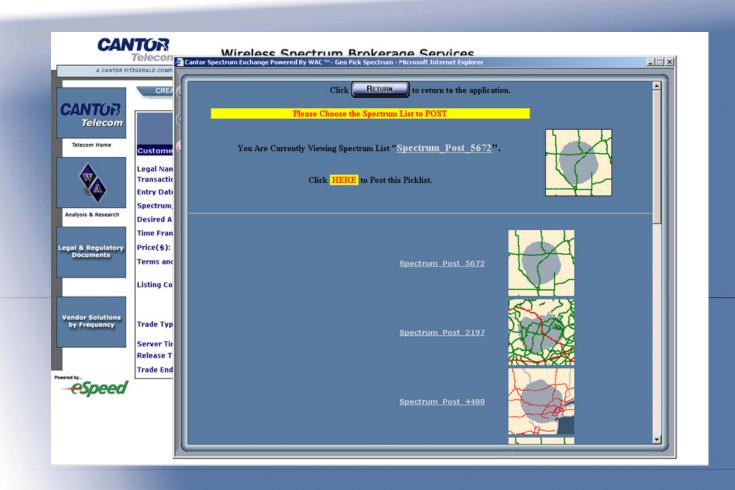
Routine PCS, Cellular, BRS-EBS, 700MHz, etc. Spectrum Contour Ownership & Pop Counts





Posting Analysis To Assist Users In Demographics & Valuation Analysis



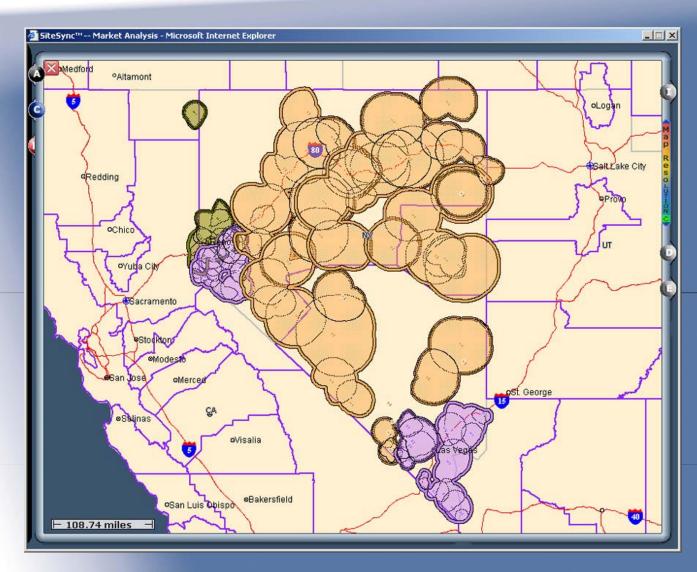


Store, Manage & Post Assets To The Marketplace From Your Files Inside The Exchange



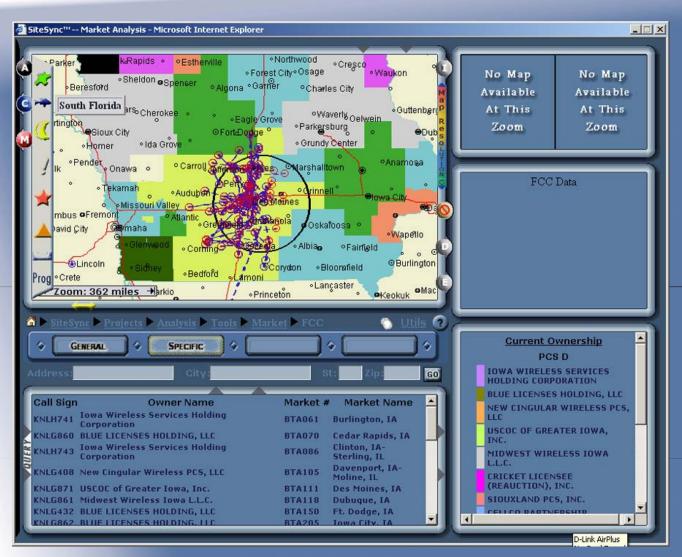
Powerful Analysis Of Existing FCC License Frequencies.





Ownership Of Cellular With True Contours & Territories





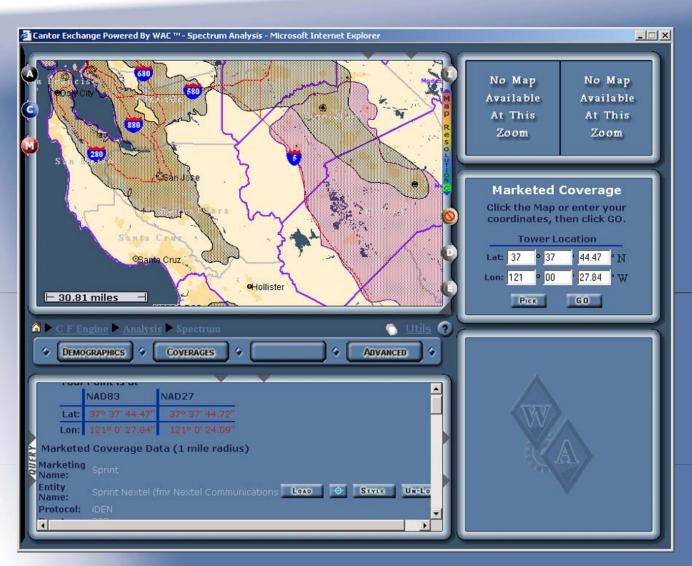
Spectrum, Microwave Paths, Details, & More, Much More...





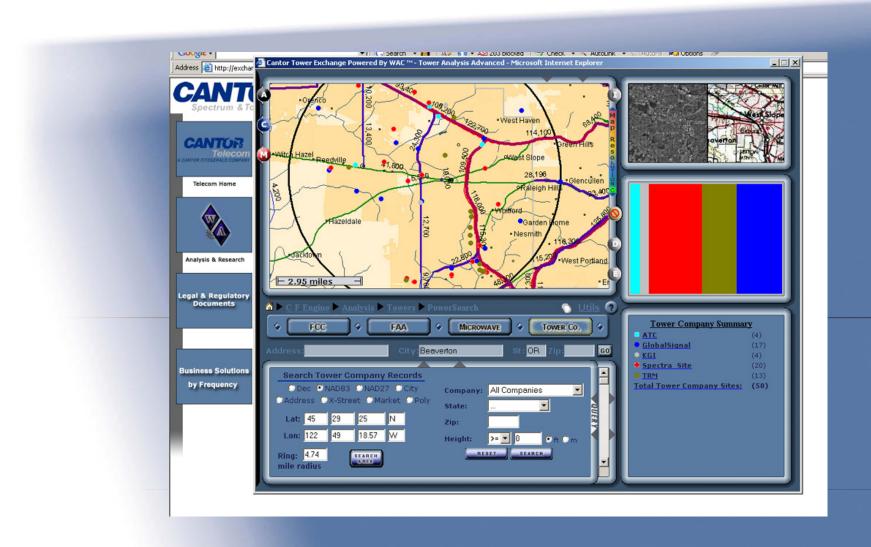
Sellers Can Check Their Property Boundaries, Demographics & Adjacent Owners.





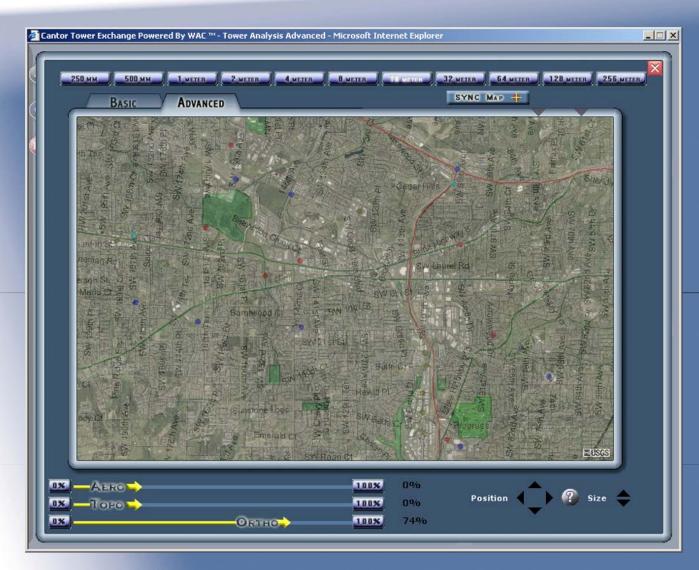
Query And/Or Just Overlay Nearly 200 Existing (Carrier Marketed) Coverage Patterns











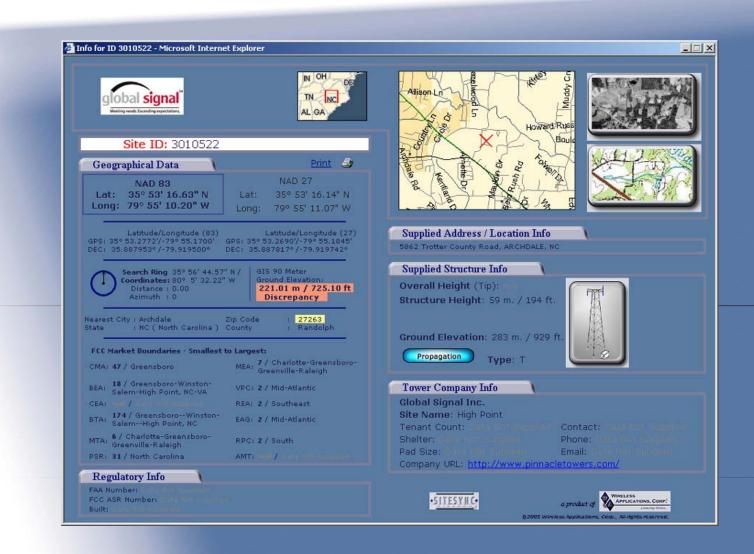
Unique Blending Method For Aerial, Topos and Orthos.





Search Structures Multiple Ways, Multiple Boundaries.



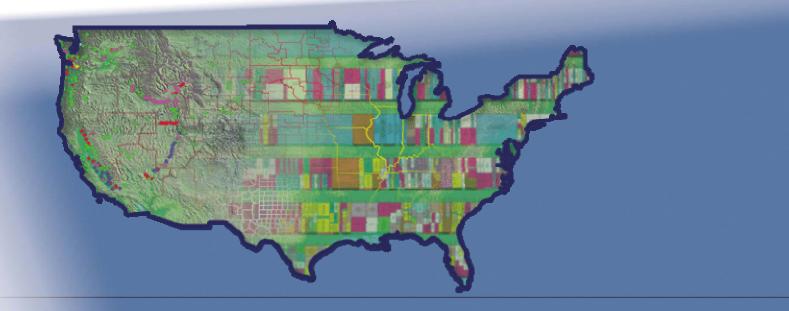


Enhanced Tower Company Portfolio Details Mixed With GIS Data & Propagation Results.



- Does a innovative Spectrum Marketplace tool create an automatic incentive?
- Will investors fund more businesses cases with licensed wireless in the mix?
- Should the government provide funds to operators to serve the digital divide? Free Internet, Low Cost CPE's etc.
- Does the current system work? What are the measures?
- Where will the USA be in 5 years? Where will the rest of world be?





CANTOR

Spectrum & Tower Exchange

Please Contact Me For A Live Online Demo
THANK YOU! dmylet@cantor.com