DIGITALBRIDGE
COMMUNICATIONS
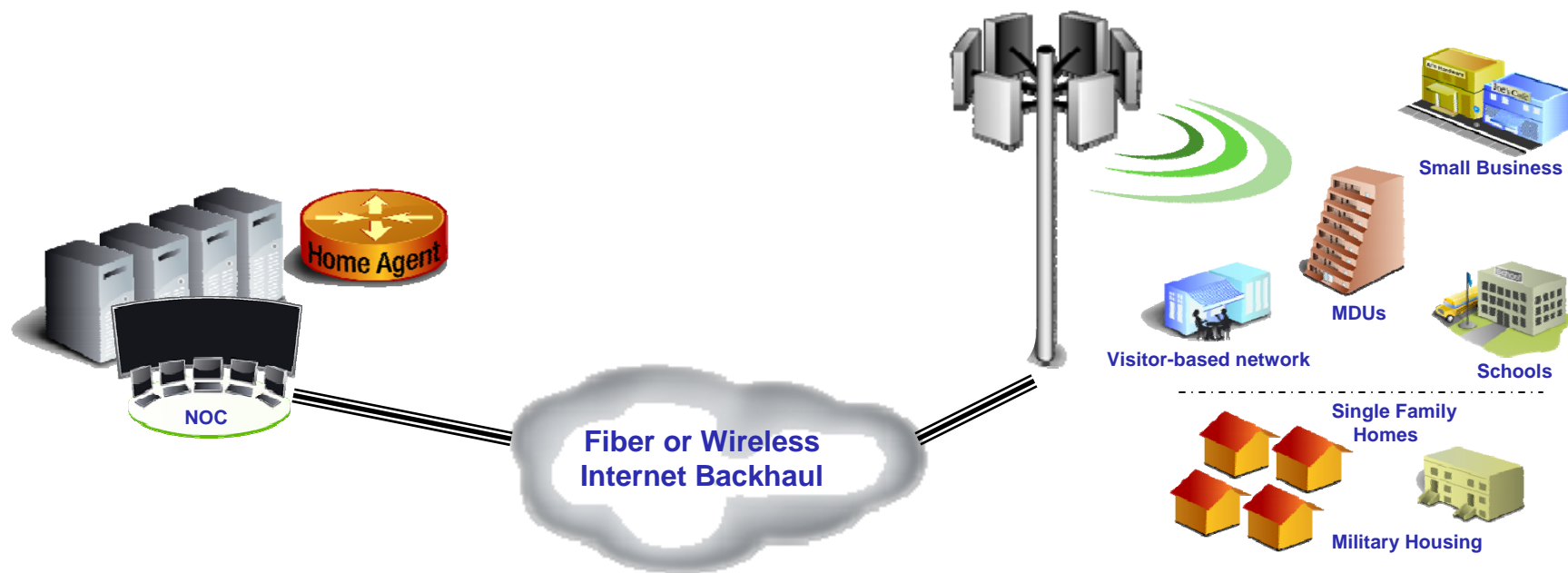
FCC Roundtable Presentation
P. Kelley Dunne
Chief Executive Officer

Company Highlights

DIGITALBRIDGE
COMMUNICATIONS

✓ 2nd Largest WiMAX Operator in the US

✓ Focus on smaller, more rural markets in the US

✓ Differentiated Product Offering

✓ Deep Spectrum Position Averaging 114 MHz Across Footprint

✓ Repeatable, Scalable Market Model

✓ Highly Capital Efficient Deployment Model

✓ National Partnership with Rural Telcos and Electric Cooperatives (NTRC)

DBC Service Delivery Chain

Home Agent

NOC

Fiber or Wireless Internet Backhaul

Small Business

MDUs

Visitor-based network

Schools

Single Family Homes

Military Housing

First Mile
Flexible, low-cost back office
- Outsource/integrate:
  - Arise (customer care)
  - Aria (billing)
  - TNI (order mgmt)
- Outsource overhead
- Scalable – invest as you grow

Middle Mile
Low-cost, high-capacity backhaul
- Regional fiber capacity
- Municipally-supported transport networks
- Utility-owned fiber networks

Last Mile
New WiMAX technology to reach end customer
- Underserved/exclusive markets
- Self-provisioned, fast install
- Portable → personal broadband
- No one between DBC and its customers

- **Self-install working above estimates:** Approximately 75% of all installs are self-install; self-install radius equals 2.5+ miles

- **Capital Efficiency:** In higher density towns, deployments to date have been $45 per covered household and decreasing as 4G/WiMAX ecosystem continues to develop.

- **Ease of use:** Average install takes less than three minutes and fewer than 3% of all customers call with questions within first 30 days

- **Penetration Rates:** At or above plan with some markets approaching 20% penetration in less than 6 months

- **Scalability**: Back office and network deployments utilizing pay-as-you-grow approach

- **Mobility/Portability**: Customers finding immediate usage for portability and broadband "you can take with you".

- **Anchor tenants**: Small-to-mid-sized markets have high anchor-tenant potential: universities, municipalities, hospitals, enterprise customers

➢ Spectrum access and availability (2.3Ghz and 700Mhz)

➢ Access to vertical real estate on a timely basis

➢ Access to affordable backhaul

➢ Interoperability of devices and affordability to the end user

➢ Use of technology to minimize the impact of "where you live, determines how you are served"