



Federal Communications Commission
Field Hearing

San Diego, California

October 8, 2009



FiberTower

*Middle Mile and Backhaul: enabling
the mobile broadband future*



FiberTower at a Glance

Company Snapshot

- NASDAQ Listed: FTWR
- Approximately 150 Employees
- First site live: March 2003
- National Licensed Spectrum
- 13 Existing U.S. Markets

Network Services

- Low Capacity: T1
- Mid Capacity: nxT1, Ethernet
- High Capacity: DS-3, OC-n, Ethernet
- Wavelengths: Inter and Intra metro
- TDM to Ethernet Migration

Financial Highlights – Q2 2009

- Annual Revenue \$62.3M
- Yr/Yr Revenue Growth 31%
- Field EBITDA positive July 2008
- Cash & Equivalents \$90M
- Total Assets \$622M

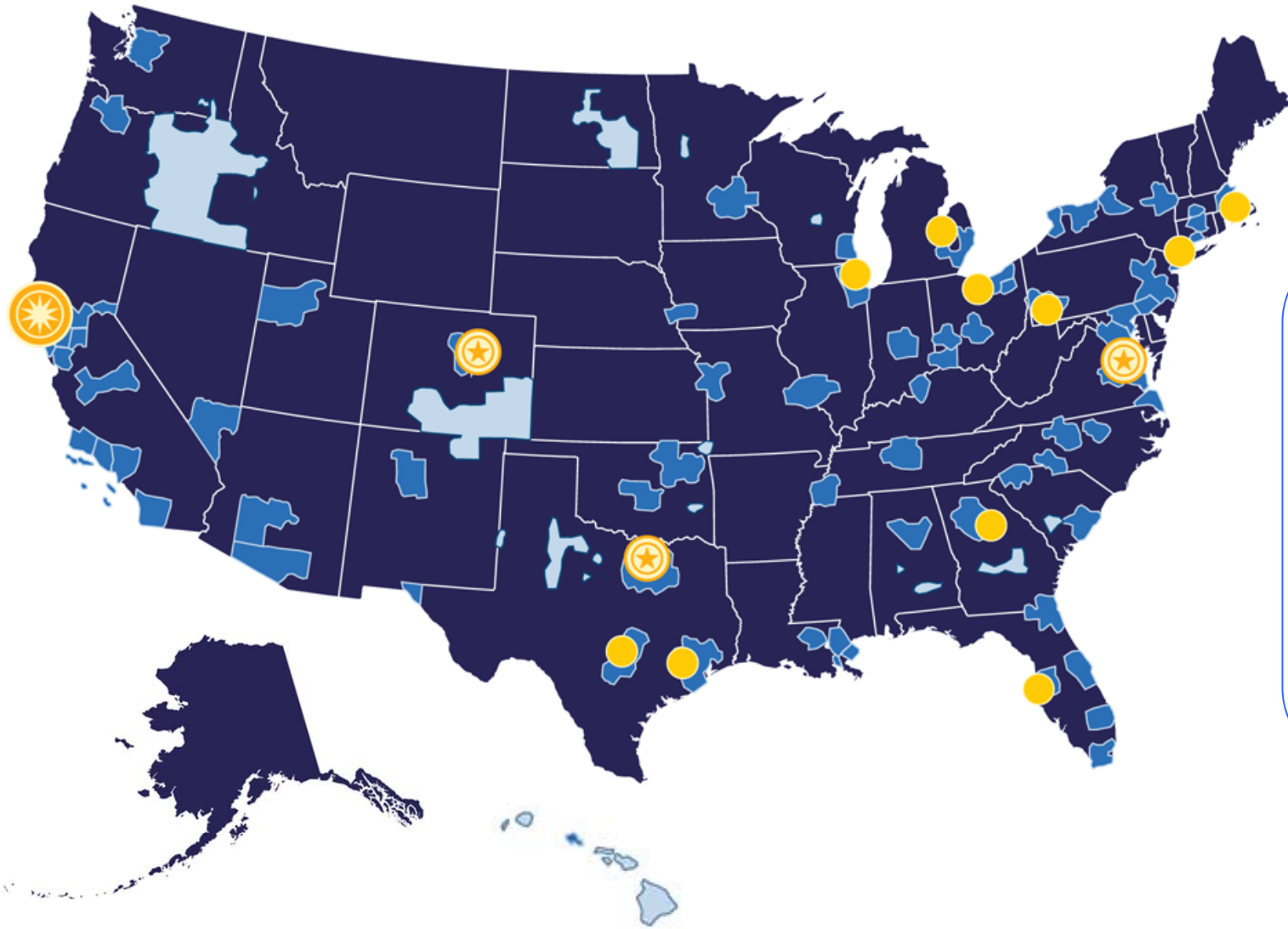
Network Metrics @ Q2 2009

- Served Cell Sites > 6,300
- Live Markets 13
- Live LEC regions > 15
- Network Route Miles > 12,800
- Fiber Partners > 20

▶ Facilities based hybrid fiber wireless cellular backhaul for over 6 years



National Footprint



Legend & Summary

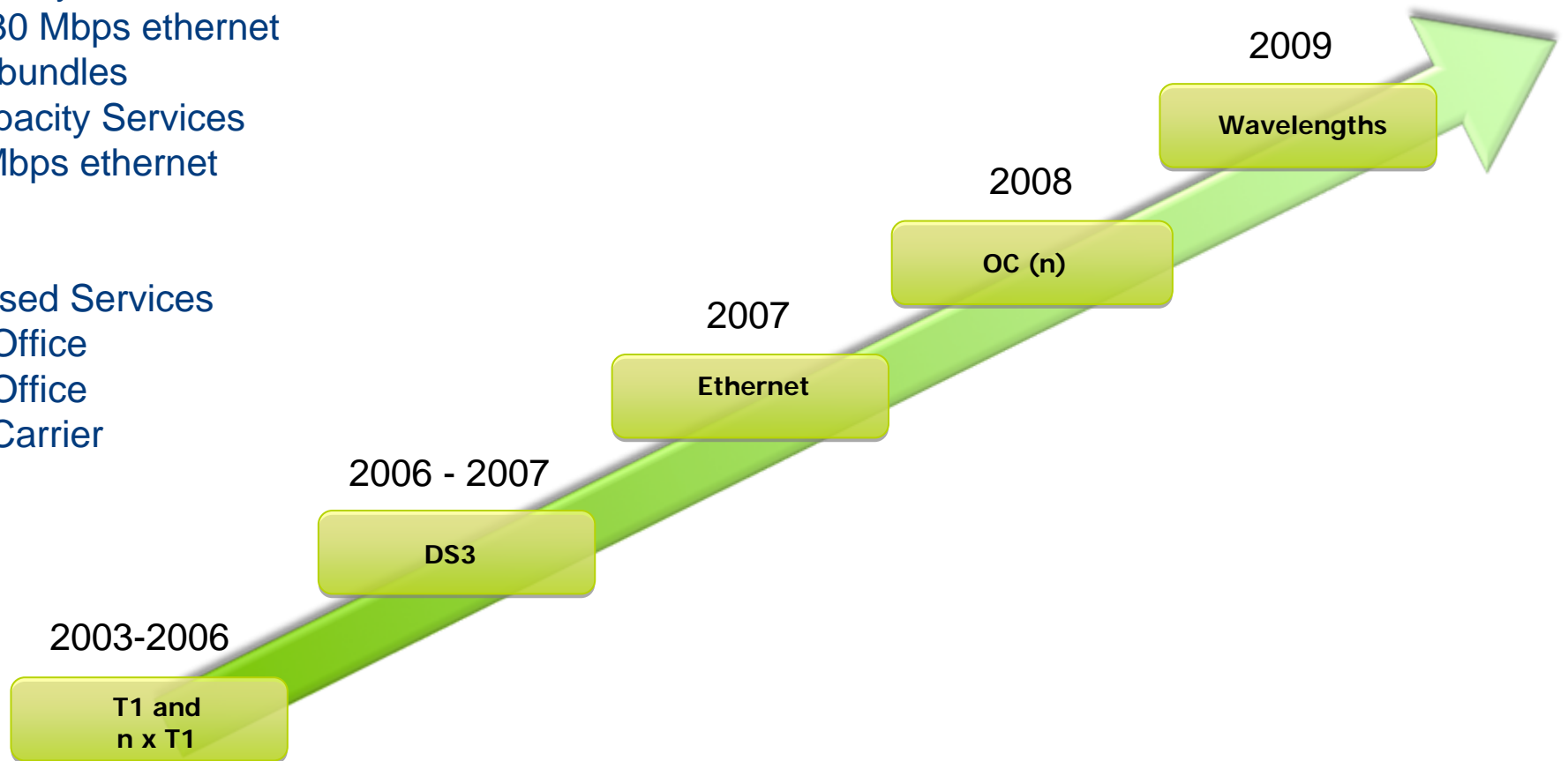
- 39 GHz – National Scope
- 24 GHz – Top 77 Markets
- Significant spectrum use nationally
- 13 Markets with HFW networks
- HQ & NOC – San Francisco
- 3 Regional offices

▶ High capacity, national spectrum for rapid deployment of middle mile solutions



Service Offerings

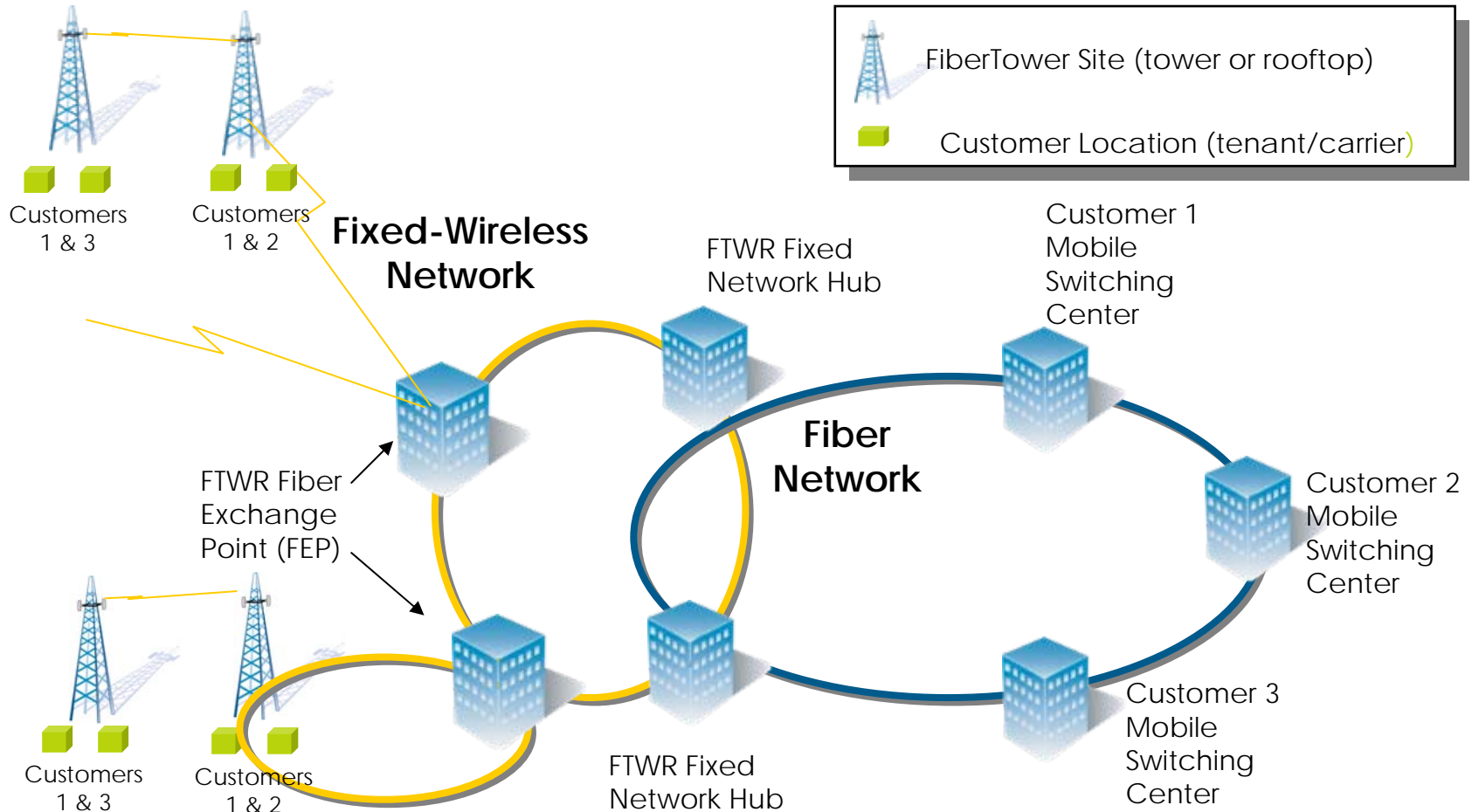
- National Scope Pricing
- Mid Capacity Services
 - 10 – 30 Mbps ethernet
 - nxT1 bundles
- High Capacity Services
 - 50+ Mbps ethernet
 - DS-3
 - OC-3
- Fiber Based Services
 - Intra Office
 - Inter Office
 - Inter Carrier



▶ Expanded portfolio to address the growing needs of carrier customers



Network Architecture



← Illustrative End-to-End Solution (base station to mobile switching center) →

▶ Facilities based, Hybrid Fiber – Wireless Network, 100% licensed

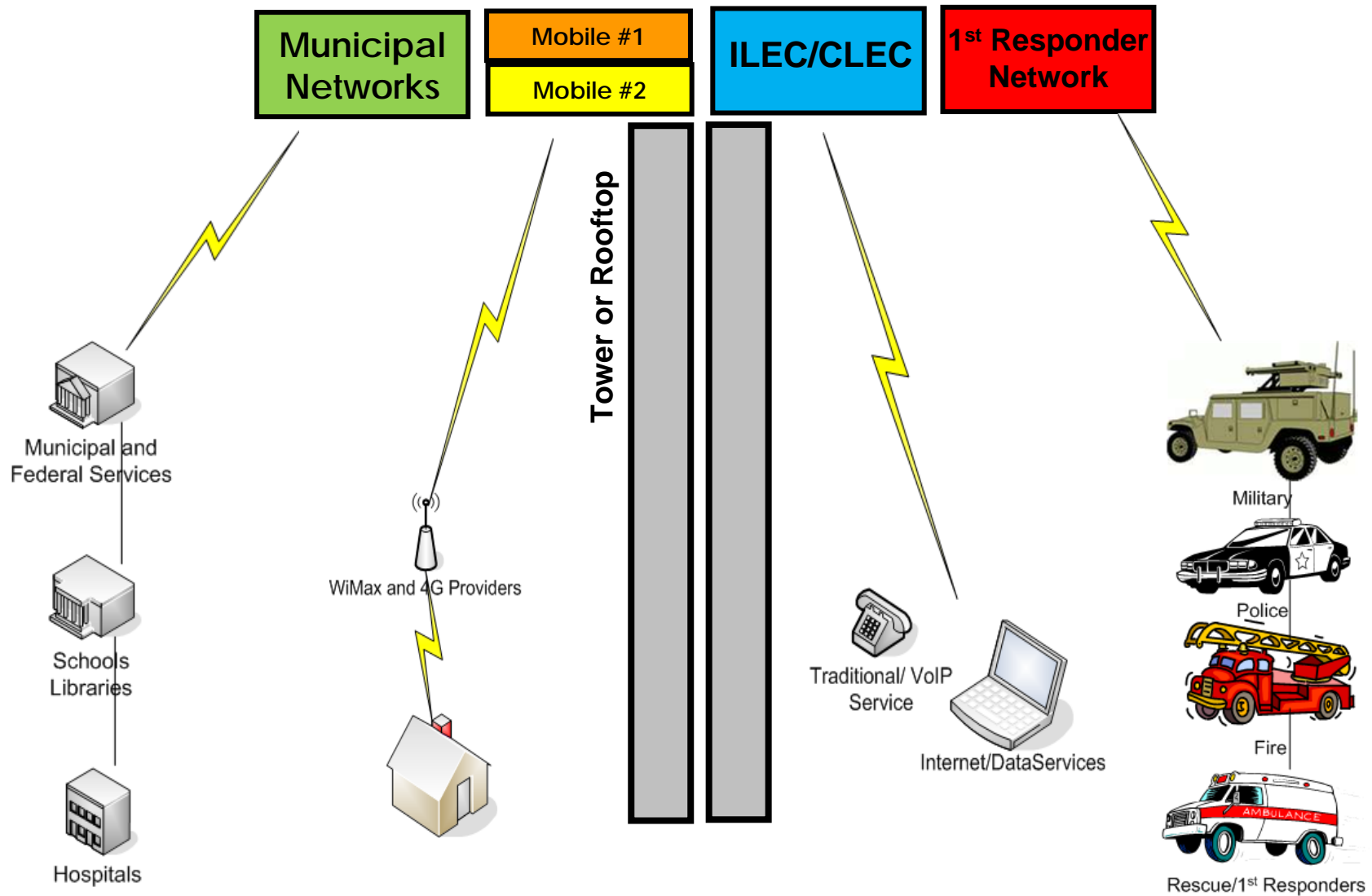


Recommendations: Enabling Middle Mile

- ▶ *Encourage Investment and Adopt Policies that Facilitate Deployment of Multiple Use Backhaul Platforms*
- ▶ *Allocate Limited Number of Numerous Vacant TV White Space Channels for Point to Point Licensing*
- ▶ *Re-enforce Existing Federal Preemptions over Burdensome Zoning and Permitting Restrictions for Fixed Wireless Antenna Placements*



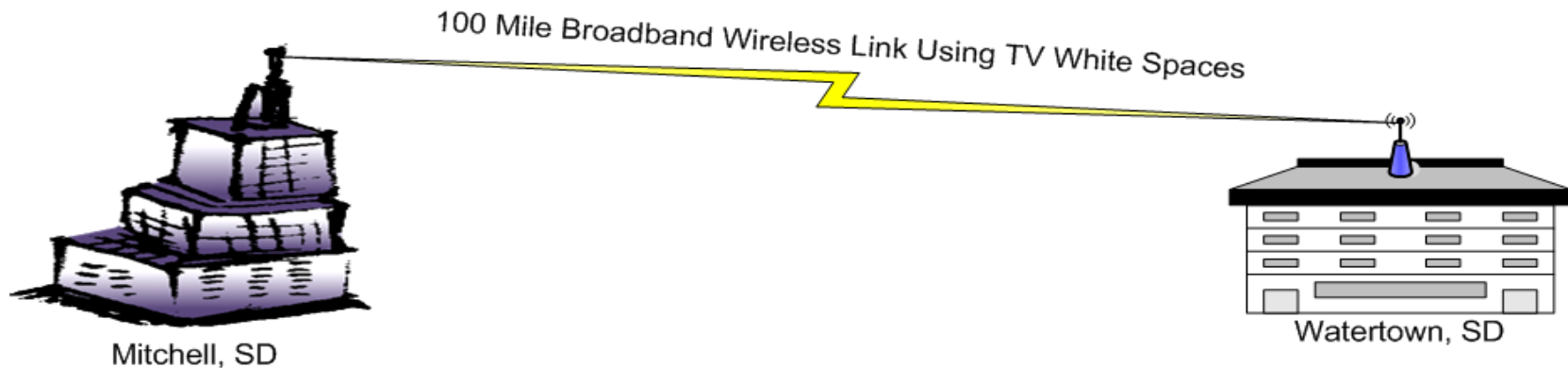
MuniFrame® Multi-use Infrastructure



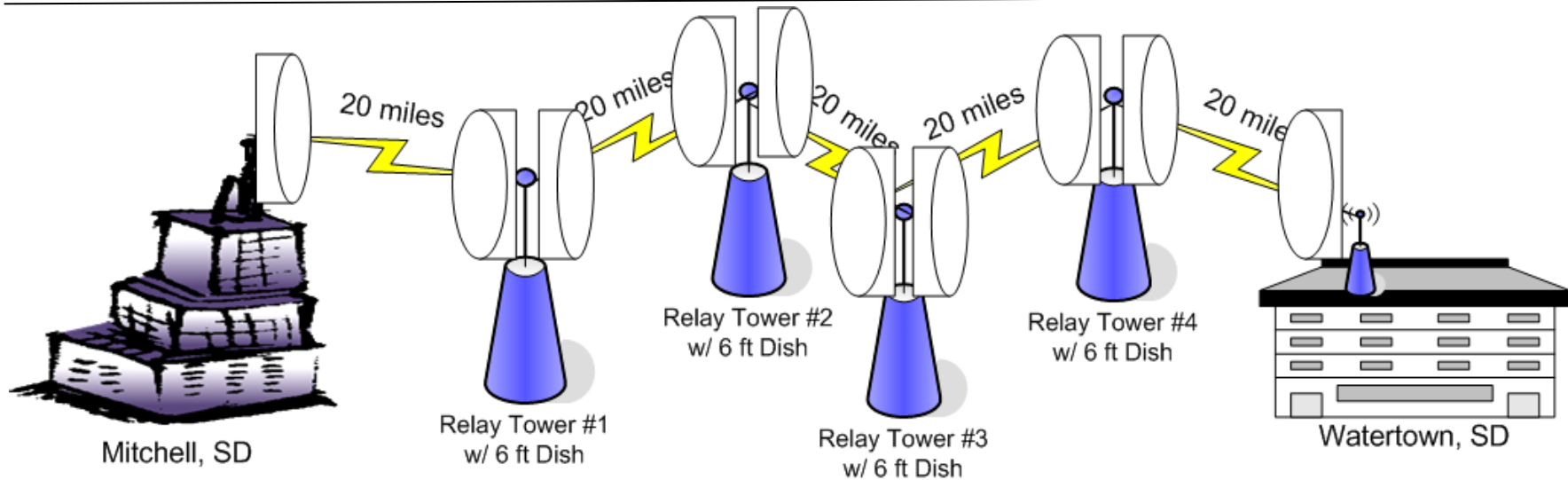
▶ Shared Infrastructure networks are spectrally and economically efficient



100 Mile broadband connection cost comparison



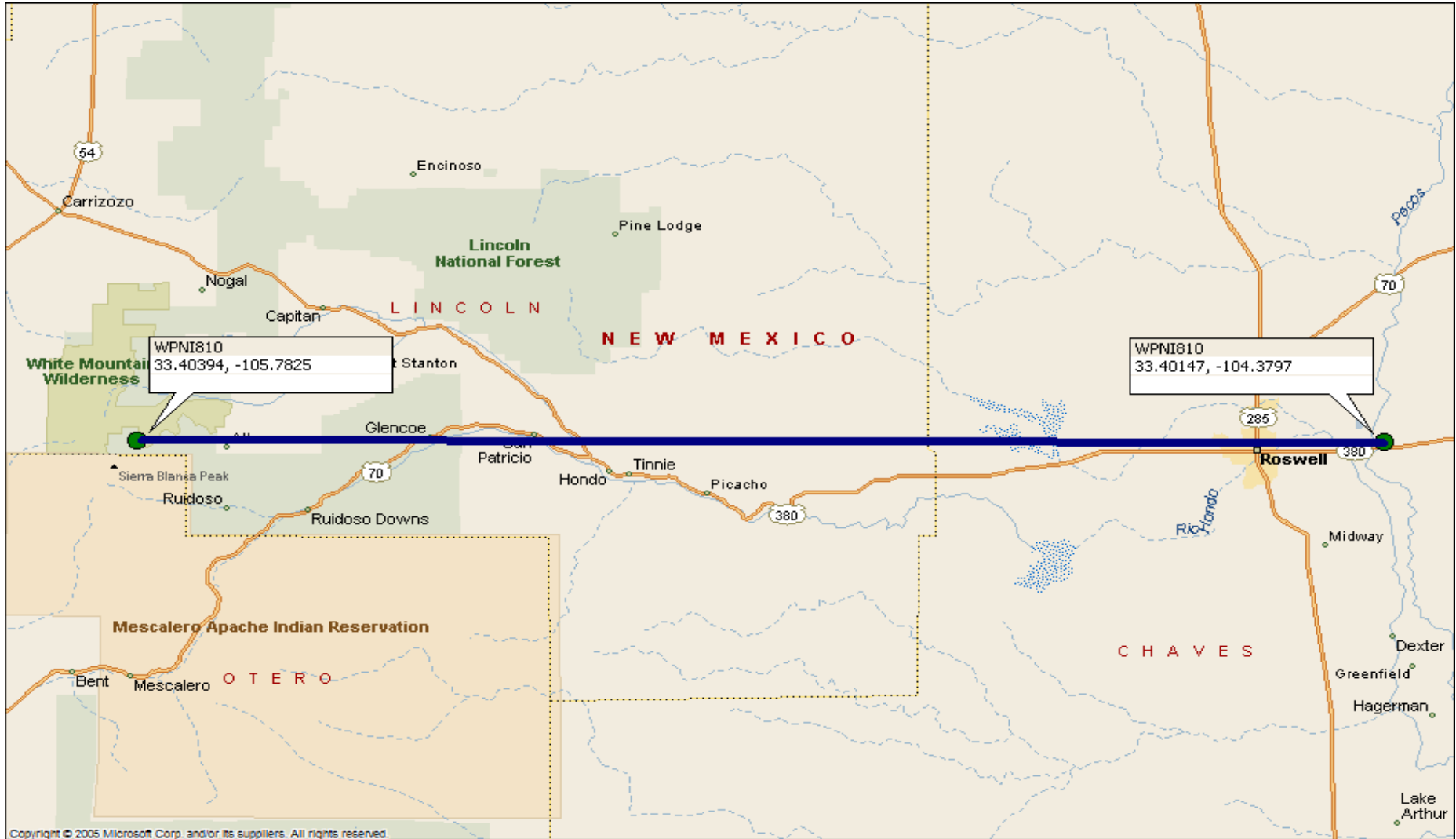
100 Miles using TV White Spaces (450-698 MHz): Small lightweight grill-style antenna fits on building/tower. Cost <\$100,000-\$200,000



6 GHz or 3.65 GHz . Total cost: >\$3million. Fiber Optic costs even more!



BAS TV White Spaces Fixed link (WPNI810) – 80.5 miles



Spectrum Usage – What's Available

Frequencies	Typical Path Length	Maximum Channel Bandwidth	Maximum Channel Capacity (typical)	Minimum Dish Diameter	Typical Weight, including mount
400 – 700 MHz (in Progress)	30 - 75+ Miles	6 MHz	50 Mbps	< 2 Ft	< 20 lbs
4 GHz	20+ Miles	20 MHz	DS-3+	8 Ft	500 lbs
6.1 GHz	20+ Miles	30 MHz	OC-3	6 Ft	360 lbs
6.7 GHz	20+ Miles	10 MHz	DS-3	6 Ft	360 lbs
10 GHz	10 Miles	5 MHz	16 x T1	2 Ft	33 lbs
11 GHz	8 Miles	40 MHz	OC-3	2 Ft	33 lbs
18 GHz	4 Miles	80 MHz	OC-3, OC-3+	2 Ft	33 lbs
23 GHz	2 Miles	50 MHz	OC-3	1 Ft	21 lbs
24 / 39 GHz	1.5 Miles	700 MHz	1 Gbps	N/A	< 20 lbs

