XPLORNET

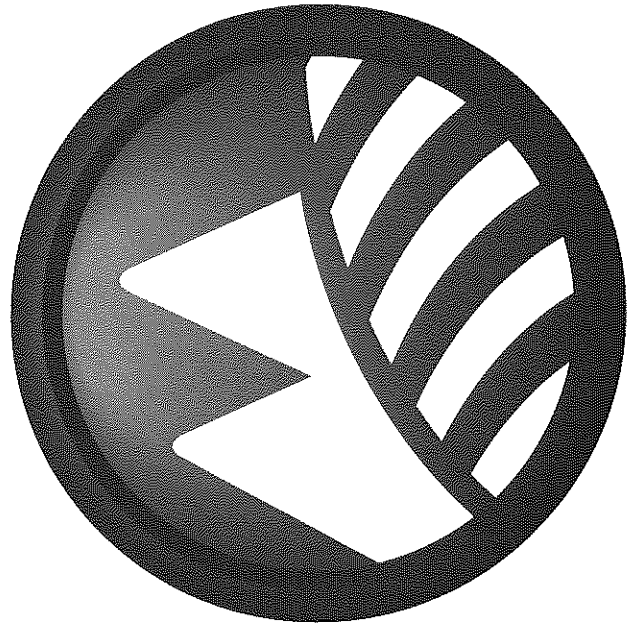**East Hawkesbury**

February 2020

Xplornet Communications Inc.

Steve Van Groningen, Manager, Corporate Affairs

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613-816-7149

Xplornet: Canada's Largest Rural-focused Service Provider

Our mission:

*We make **fast, affordable** and reliable broadband available to every <u>rural Canadian</u> **home** and business*

How we do it:

*We have built our **own national network**, using a mixture of fibre, fixed wireless and satellite technologies to extend service to all regions of Canada*

• Represents location of Xplornet subscribers

Today, we serve over **140,000** rural Ontario homes, representing almost **350,000 Ontarians**
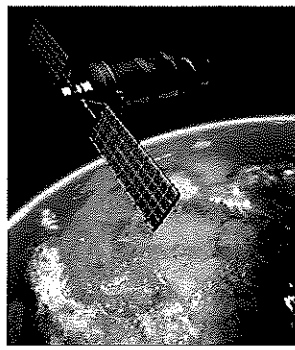
Expected to hit 400,000 Canadian homes in 2020

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Xplornet Communications Inc.

Canada's Largest Rural-Focused Broadband Service – serving 900,000 Canadians:

- Founded 10+ years ago; proudly headquartered in Woodstock, NB
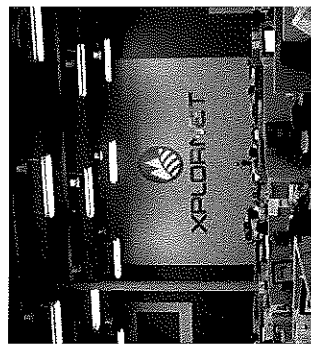- 900+ employees across Canada, with offices in Markham and Cornwall, ON

Xplornet's goal is to provide:

- Internet service that is fast, reliable and affordable
- Customer service 24 × 7 with local dealer support
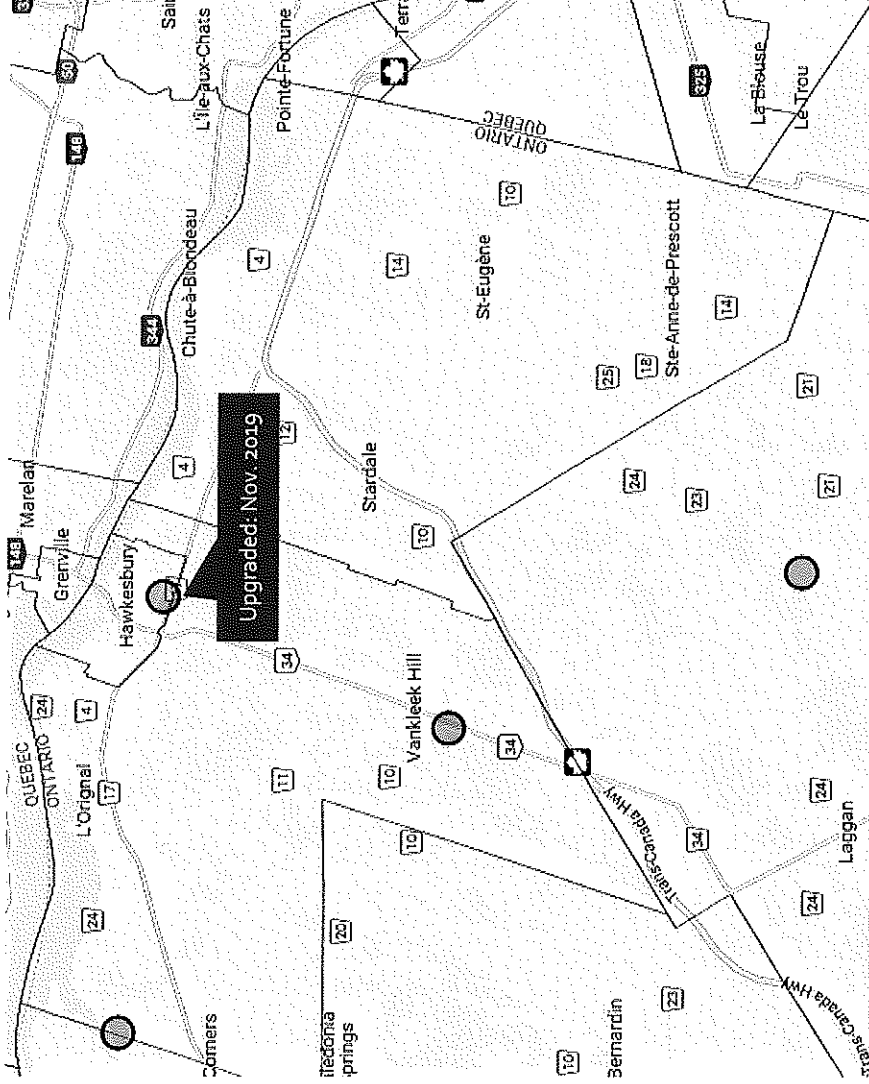- Coverage that reaches you – wherever you choose to live

Made in Canada Story

- Built with private capital – over $1B investment
- Over 60% of investors are Canadians
- *Focused on providing quality, high-speed internet to rural Canadians*

Network Expansion 2019: Prescott and Russell

Xplornet has been upgrading its network in Prescott and Russell throughout 2019

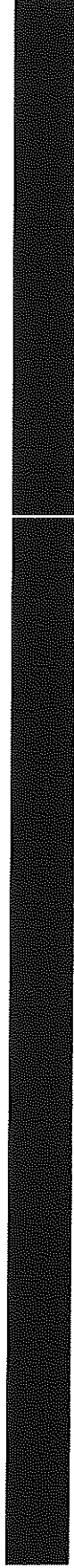*Unlimited data downloads now available to all customers*

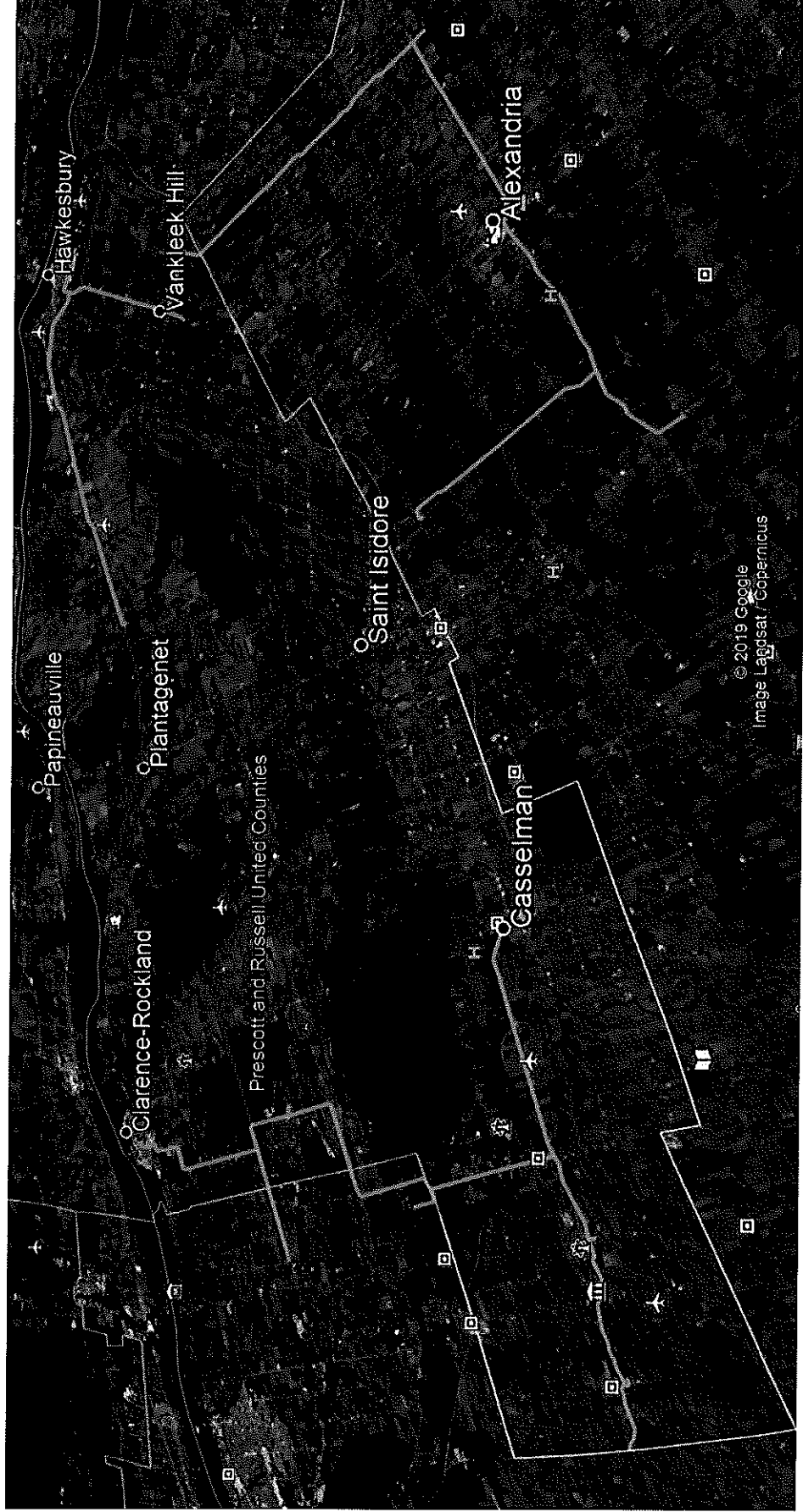XPLORNET

Network Overview

Our Plan

- With support from the federal Connect to Innovate program, Xplornet will construct a hybrid fibre-wireless network to deliver high-speed rural Internet service throughout the United Counties of Prescott and Russell, along with a portion of SDG.

- This project will enable Xplornet to offer download speeds of up to 100 Mbps and unlimited data to rural residents – more than 38,000 households in the project area.

- Fibre-to-the-home service will be available to 10-15% of homes in the project area.

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Key Facts and Figures

Fibre Route	366 km
Wireless Small Cells Installed	18
Towers Upgraded and Installed	32
Homes with access to 100 Mbps download speeds	38,000
Total Xplornet Investment	$19.07M (78%)
Total Federal Investment	$5.51M (22%)

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CTI Project

Fibre Network Route Map – Full Network

**Note: Green lines indicate segments eligible for CTI; red indicate ineligible. All segments will be constructed within the scope of the project.
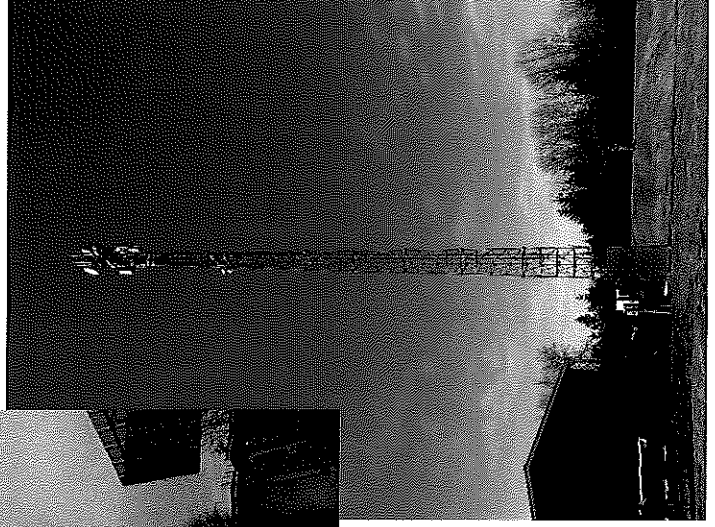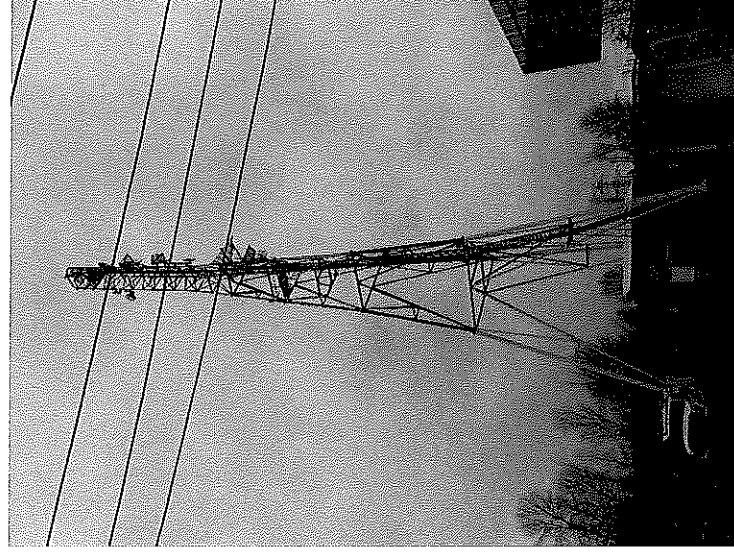
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Fibre Network Route Map – East Hawkesbury

**Note: Green lines indicate segments eligible for CTI; red indicate ineligible. All segments will be constructed within the scope of the project.
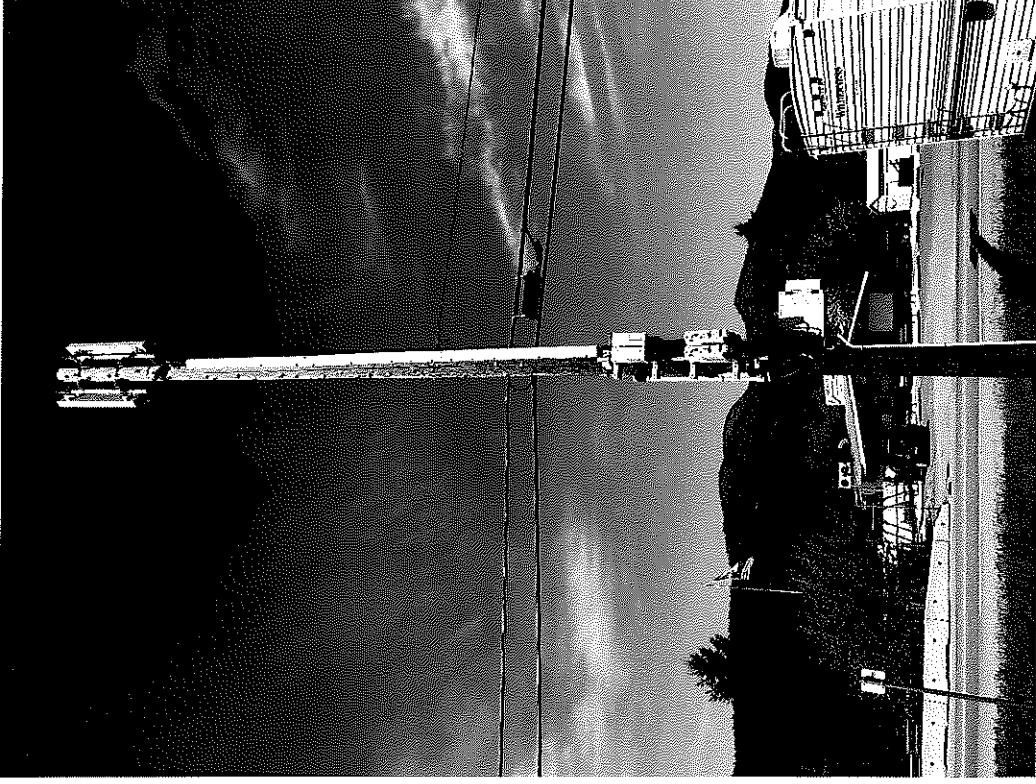
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Broadcast Tower Upgrades – Scope of Work

- Upgrades to 26 existing broadcast tower sites:
  - Upgraded electronics to latest pre-5G technology
  - Tower upgrades where appropriate
  - Connection to fibre backbone

- Work carried out on private property covered by existing leases.
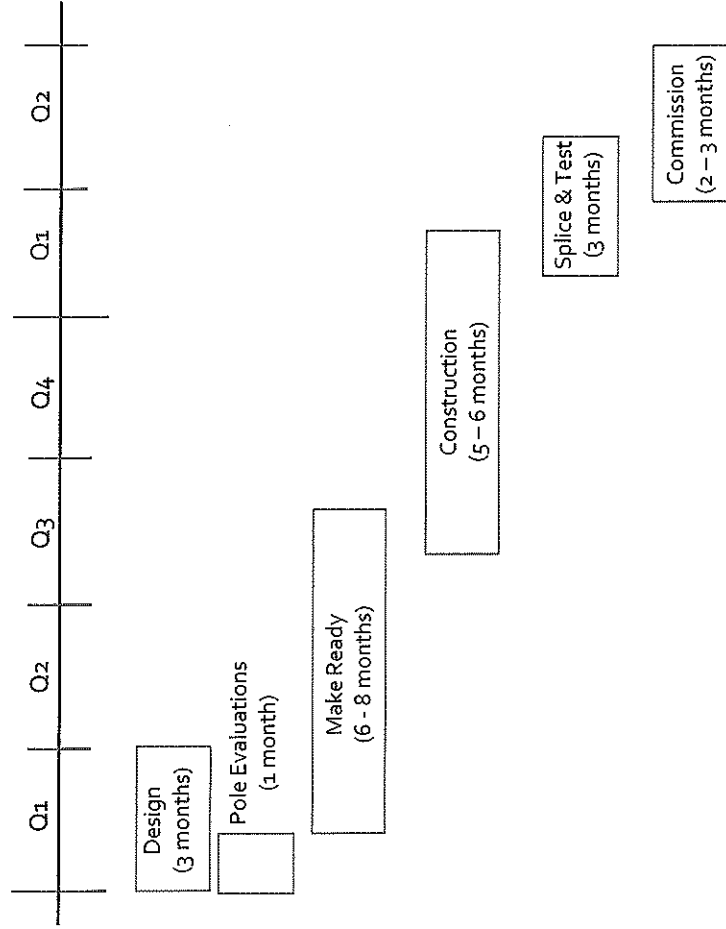

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Small Cell Additions – Scope of Work

- 24 new small cells added to the network:
  - ○ Install latest pre-5G technology
  - ○ New utility pole installation
  - ○ Connection to fibre backbone

- Small cells will utilize wooden utility poles either in the public right of way or immediately adjacent.

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Fibre Construction Schedule

Typical Construction Phase

Q1 Q2 Q3 Q4 Q1 Q2

Design (3 months)

Pole Evaluations (1 month)

Make Ready (6 - 8 months)

Construction (5 – 6 months)

Splice & Test (3 months)

Commission (2 – 3 months)

Construction Approach:

- Construction will be phased
  - Fibre services to LTE sites will be lit on a phase by phase basis
- 2 design and construction teams per phase
- Construction is expected to be predominately aerial
  - Civil construction will be phased for summer months
  - Aerial construction can occur year round

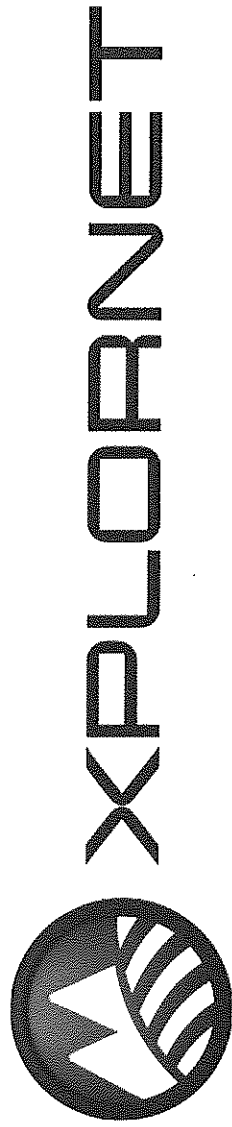XPLORNET

Fibre Construction Schedule

- This is an ambitious project that will bring significant improvements to rural broadband service in Northumberland County.

- To make this project a success, we need to work together!

- Xplornet is coordinating with all levels of government and private sector stakeholders:

  o Federal government (i.e. Department of Fisheries and Oceans)

  o Provincial government (i.e. Ontario Ministry of Transportation)

  o *Municipalities*

  o Railway Companies

  o Pipelines

  o Pole infrastructure owners (i.e. Hydro One, Bell Canada)

We want to work with your municipality!

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Municipal Engagement

- A typical fibre project entails construction of fibre infrastructure within highways, streets, road allowances, lanes, bridges, poles, and ducts which are under the jurisdiction of the Municipality.

- Xplornet is committed to establishing a long-term partnership with Municipalities by:

  - Closely adhering to conditions of Consent to use the Right-of-Way.

  - Fully understanding our obligations under the Consent to use the Right-of-Way.

  - Using reasonable efforts to schedule and share alignments and support structure to minimize overall construction impact.

  - Use construction techniques that reduce surface impact and restoration (i.e. aerial fibre deployment, daylighting, trenchless technology)

  - Offering an acceptable warranty period after project completion.

- How can Municipalities help?

  - Sharing Municipal data to aid in design activities (i.e. block profiles, land use, civic address information).

  - Providing expeditious feedback and Municipal Consent to allow Xplornet to perform work within the Right-of-Way.

  - Applying reasonable permit application and permit change fees.

  - Defining an effective process to obtain final Municipal signoff upon project completion.

  - Defining a practical procedure around the relocation or repair of plant infrastructure after project completion.

  - Becoming an advocate for the project as Xplornet interfaces with other approval agencies.

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Merci Thank You