



**Connecting Rural Canada**  
**Presentation to Municipality of Temagami**

November 22, 2018



**XplorNet Communications Inc.**

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**CONFIDENTIAL**



# Company Overview

# Xplornet Communications Inc.

Our facilities-based broadband network provides access to over 360,000 subscribers across Canada

*Our Goal:*

*Make fast, affordable and reliable broadband available to every rural Canadian home and business*



**1.47** Billion MHz-POP Licensed  
Wireless Spectrum

**~2,000** Infrastructure Sites  
~33% of sites owned by Xplornet

Constellation of 4G Satellites  
**5** Operational



# Xplornet Communications Inc.

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## Canada's Largest Rural-Focused Broadband Service Provider – 900,000\* Canadians:

- Originated almost 15 years ago and proudly headquartered in Woodstock, NB
- Almost 900 employees across Canada with nearly 600 of them in New Brunswick

## Xplornet's goal is to provide:

- Internet service that is fast, reliable and affordable
- Customer service 24 x 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***



\* 900,000 based on 360K subscribers with 2.5 people per household

# Xplornet Communications Inc.

Rural is not a place. It is a population density.

- Canada is the world's second largest land mass yet it has just 3.9 Canadians per square km<sup>2</sup>
- Canada's low population density areas are "rural"
- Densities drop drastically just outside big urban city limits ... not just in the remote north

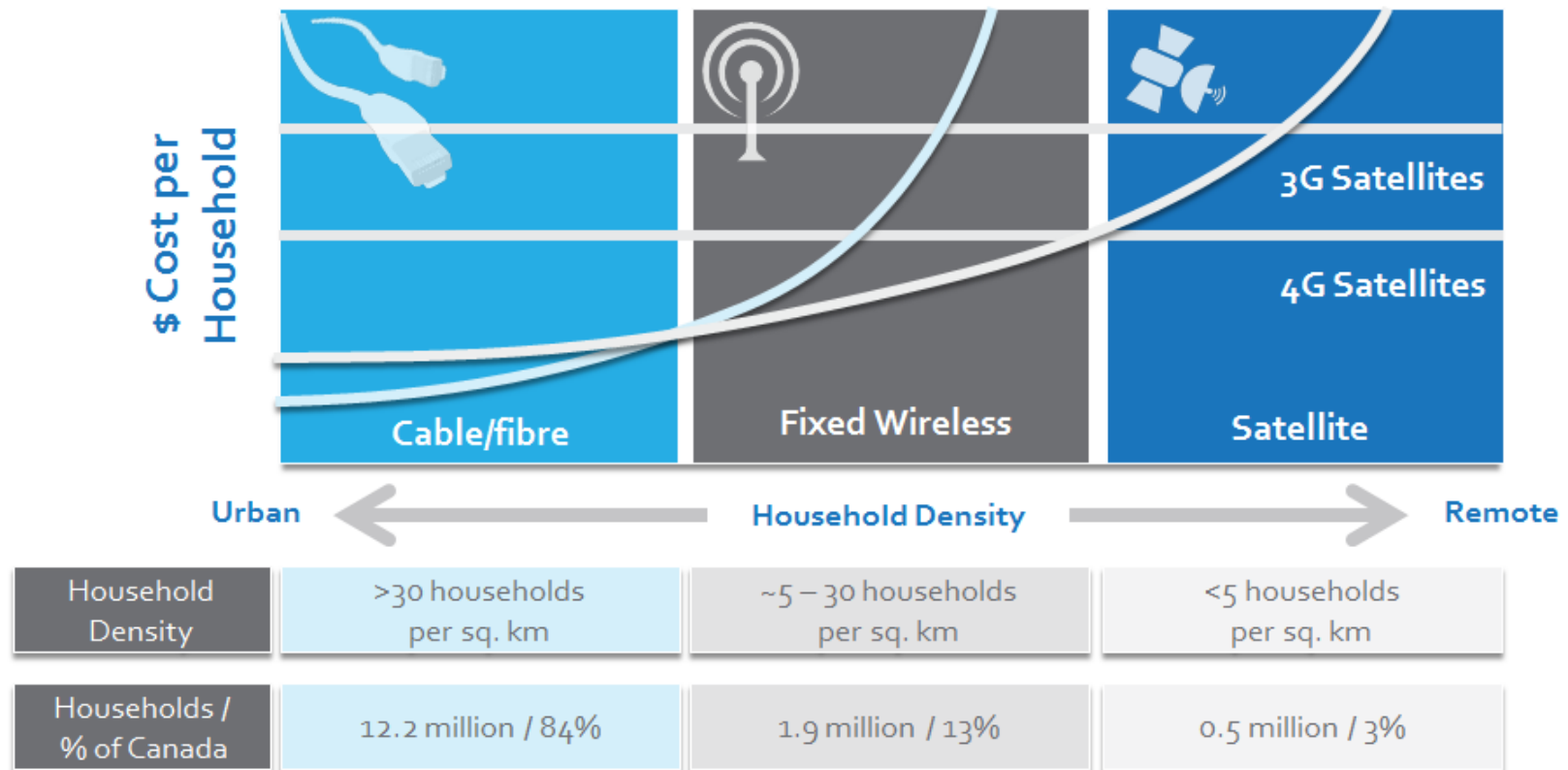
5km North of Waterloo, ON—2 Households per Square km





# Xplornet Hybrid Network

## Best Fit Technology for Rural Canada



- Wireless and satellite better suited for economically serving rural Canada
- Satellite is necessary to reach 100% of Canadians

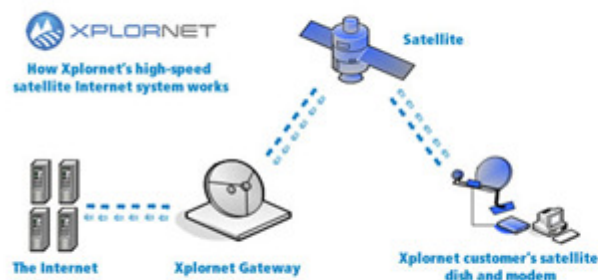
***Both technologies require spectrum for development***



## Satellite Technology

- Xplornet is the only ISP to supply full high speed coverage across Canada combining two technologies that provide 100% broadband availability
- Satellite technology is used by over 1.5 million households in North America; as well as most large businesses
- Speeds range from 5 to 25mbps; and covers most of the country
- Xplornet uses up to 3 different satellites to service it's customers across the country (1 almost live, 1 on order)

### Satellite Broadband



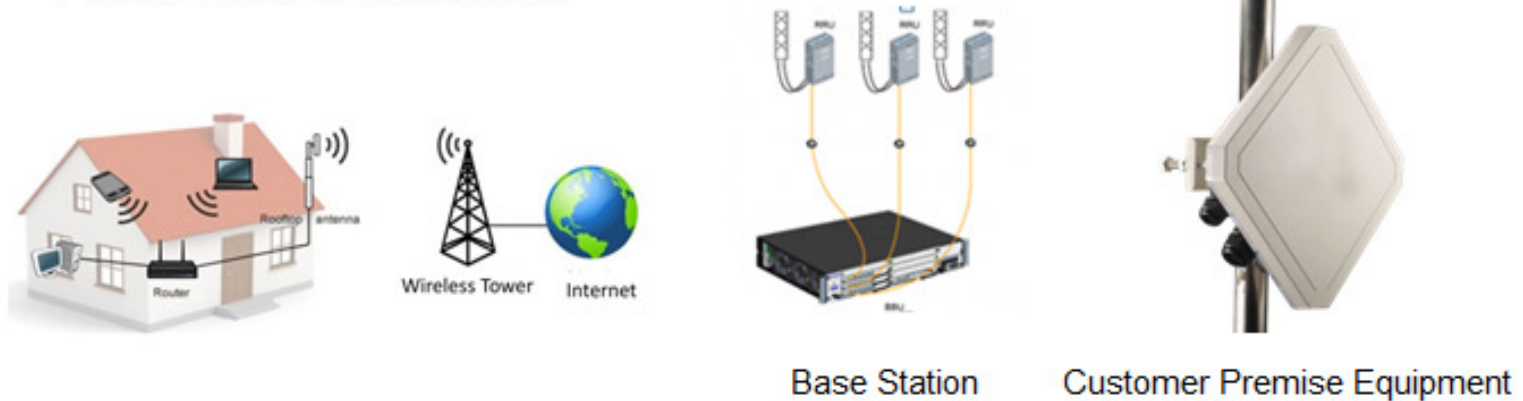
Dish Antenna and Modem (66-74cm)



## Fixed Wireless Technology

- Xplornet today has deployed over 2000 FW sites across Canada
- Latest technologies utilized: WIMAX and LTE with speeds from 5 to 25 mbps
- Xplornet uses FW networks to provide internet access to rural areas with over 5 households per square kilometer

### Fixed Wireless Broadband





# The Need to Expand Capacity

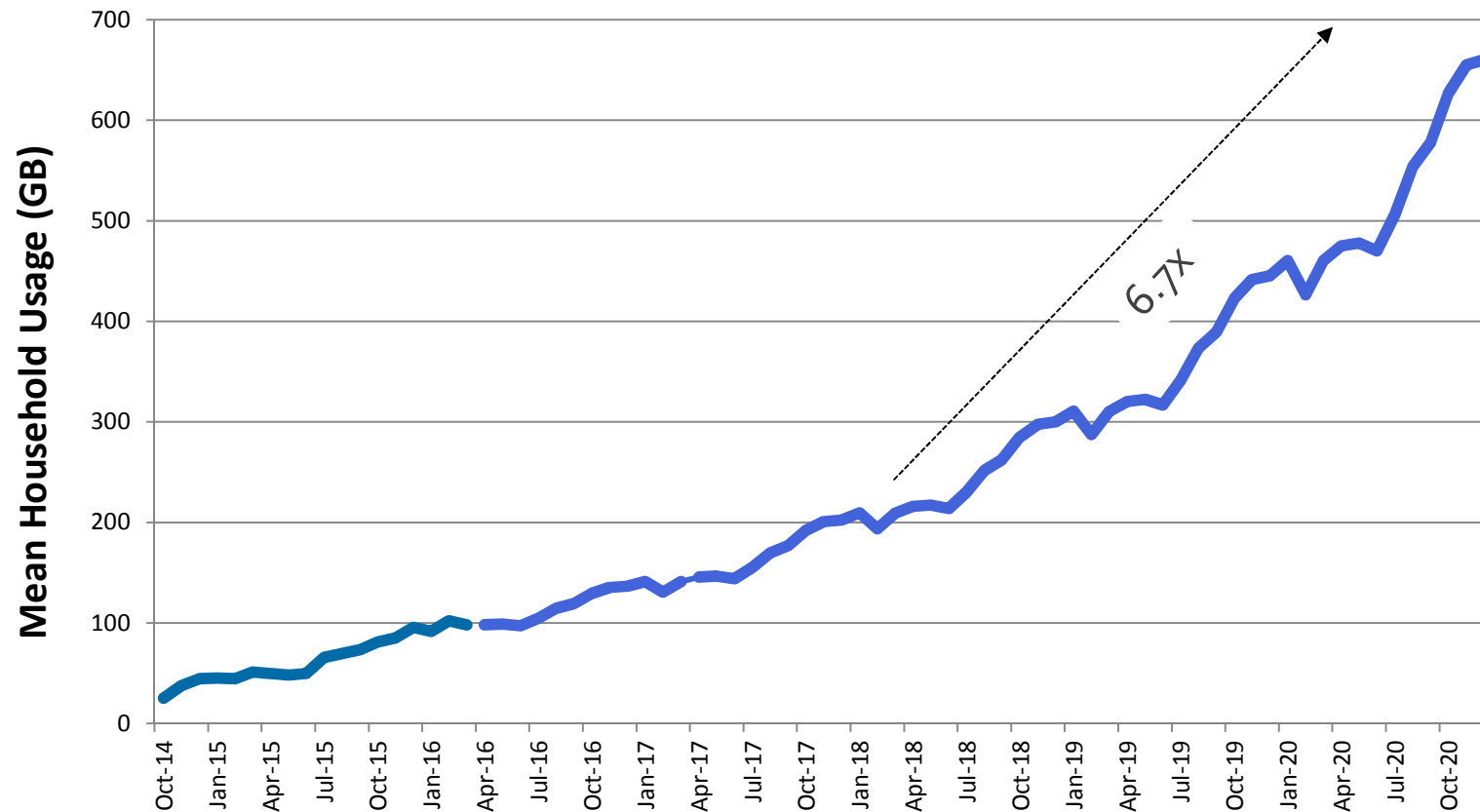
# The Need to Expand Capacity

Internet usage is increasing dramatically.

- From apps, to streaming, to “smart” devices, households are increasingly Internet-connected—straining networks.
- Canadians are expecting more and more data, at faster speeds to access crucial government services.
- Rural businesses require reliable connections with dedicated capacity to participate in the digital economy
- The average Canadian household will have ~15 devices connected to the Internet by 2020.



# The Need to Expand Capacity



**Xplornet's LTE data demand has doubled in the last 12 months and is over 100 GB per month, in line with CRTC average**

Source: Xplornet LTE current and estimated consumption data



# Local Xplornet Projects

# Internet Coverage in Temagami

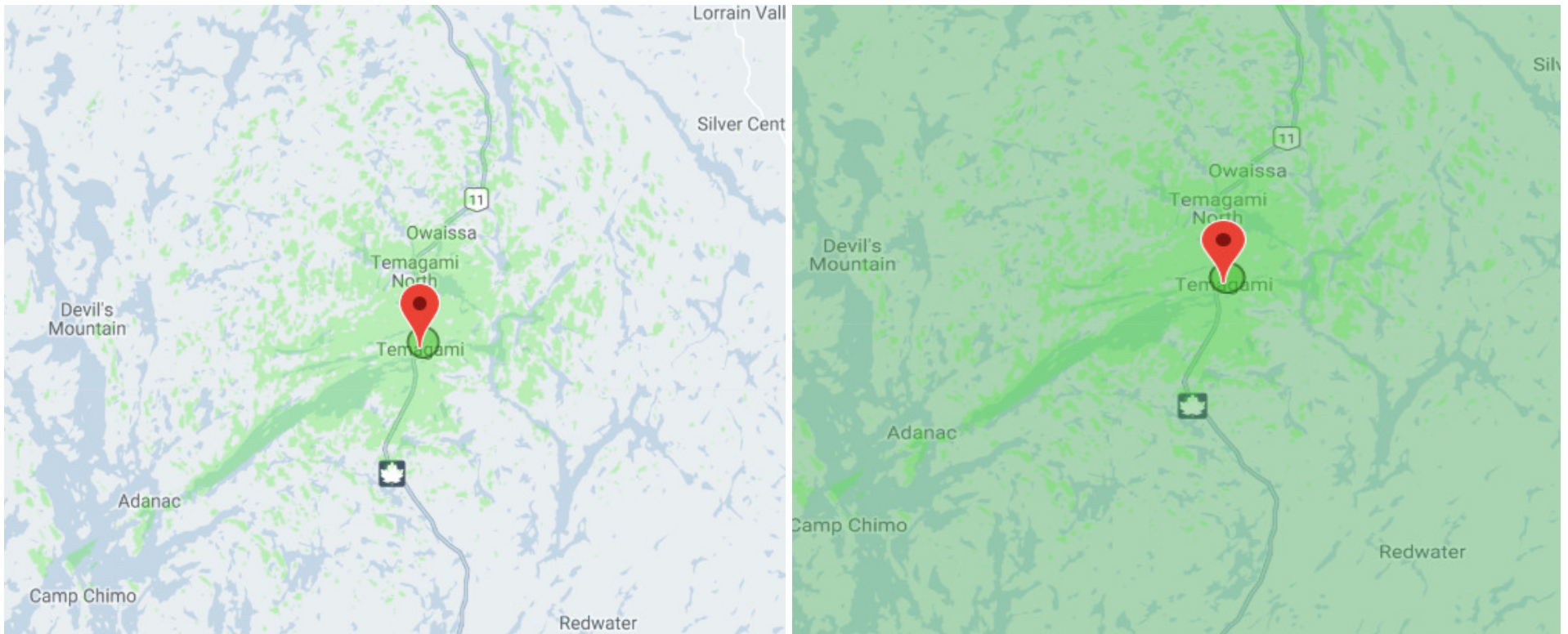
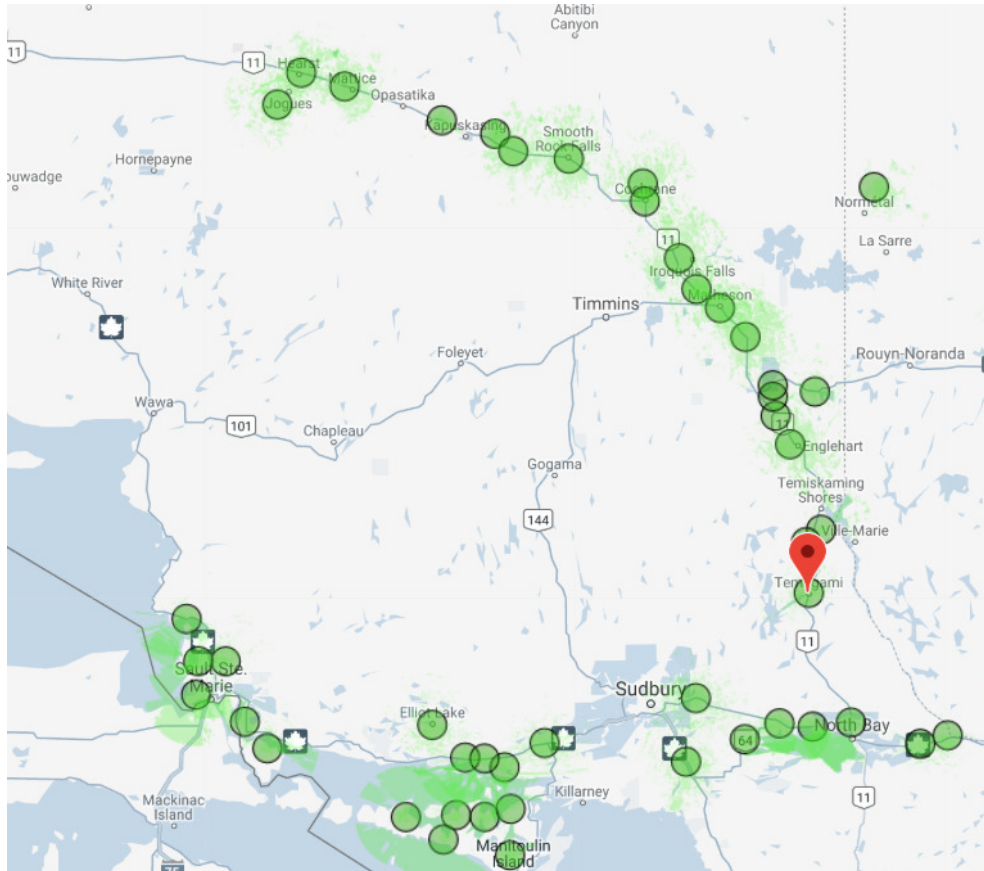


Diagram on the left LTE Coverage,

Diagram on the right is both technologies – 10 Mbps satellite service offered on ViaSat 1

# Connecting Canadians Program Ontario North East North Central Project



Over the past year, Xplornet has constructed close to 60 sites, which has brought service to close to 20,000 households in Northern Ontario

The green dots indicate live towers and the red pin is Temagami

**25 Mbps LTE Service now available**





# Current Product Availability in Temagami

## LTE REGULAR – ON\*

Available in ON	LTE 5 Up to 5Mbps down 1Mbps up		LTE 10 Up to 10Mbps down 1Mbps up		LTE 25 Up to 25Mbps down 1Mbps up	
	LTE 5	LTE 5	LTE 5/10	LTE 5/10	LTE 5/10/25	LTE 5/10/25
	25 GB	50 GB	100 GB	200 GB	300 GB	500GB
Data	25 GB	50 GB	100 GB	200 GB	300 GB	500GB
Regular Access Rate	\$49.99	\$59.99	\$69.99	\$79.99	\$89.99	\$99.99
Discounts on Access	-	-	-	\$20 x 6	-	\$20 x 6
PROMO Price 6 mo	-	-	-	\$59.99	-	\$79.99
Plan Type	LS/UBB	LS/UBB	LS/UBB	LS/UBB	LS/UBB	LS/UBB

Terms
Xplornet Professional Installation 1-Year Term \$49
\$2.00/GB for Additional Use UBB Plan
Existing Customer Offers: •\$0 Conversion Fee w/ 1-Yr term

### What you need to know:

- 1 year term Install fee is now \$49
- Discounts eligible to new customers only
- SKU: LTE1018PRMO6M

\* Current product availability and offers. Offers subject to change without notice

# SATELLITE - ONTARIO

Available in ON:  HTV B6	Xplore 5		Xplore 10			
	Up to 5 Mbps Down		Up to 10 Mbps Down			
	1 Mbps Upload		1 Mbps Upload			
	Xplore 5	Xplore 5	Xplore 10	Xplore 10	Xplore 10	Xplore 10
Data	10 GB	20 GB	35 GB	50 GB	75 GB	100 GB
Regular Access Rate	\$49.99	\$59.99	\$69.99	\$79.99	\$89.99	\$99.99
Plan Type	LS/UBB	LS/UBB	LS/UBB	LS/UBB	LS/UBB	LS/UBB

Terms
Xplornet Professional Installation <b>2-Year Term \$99</b>
<b>1-Year Term \$149</b>
\$2.00/GB for Additional Use UBB Plan
Existing Customer Offers: • \$50 Conversion Fee w/ 1-Yr term

## What you need to know:

- 2 year term Install fee is now \$99
- Discounts eligible to new customers only
- **Add home phone** to all sales and customer can save \$10/month for 3 months on any plan; Customer saves install fee & activation fee when purchased with Internet
- **SKU:**
  - HTV: HTV0118NOPRMO
  - HV2: HV20118NOPRMO

\* Current product availability, subject to change without notice



Thank You