



Xplore<sup>®</sup> 

# ROMA + XPLORE

Partnering to Improve  
Connectivity

# Xplore: Canada's Leading Rural Broadband Provider

	<b>Canadian</b>	<ul style="list-style-type: none"><li>• We are 100% <b>Canadian-based</b></li></ul>
	<b>Rural Focused</b>	<ul style="list-style-type: none"><li>• We bring fast, reliable Internet to Canadians in <b>rural communities with full service install capacity</b></li></ul>
	<b>World Class Network</b>	<ul style="list-style-type: none"><li>• We offer <b>world-class technologies</b> to connect rural communities</li></ul>
	<b>Canadian Customers</b>	<ul style="list-style-type: none"><li>• Nearly <b>1 million</b> Canadians connect to the Internet through Xplore's network each day</li></ul>
	<b>Local Workforce</b>	<ul style="list-style-type: none"><li>• We have approximately <b>1,150 employees &amp; 340 service technicians</b> across Canada</li></ul>

## Xplore has Subscribers Across Canada



• = Location of Xplore Subscribers

# Accelerated High-Speed Internet Project

## Strong Progress by Xplore in Ontario



### Fibre Program Scope

Planned Premises  
**68,026 SPP**

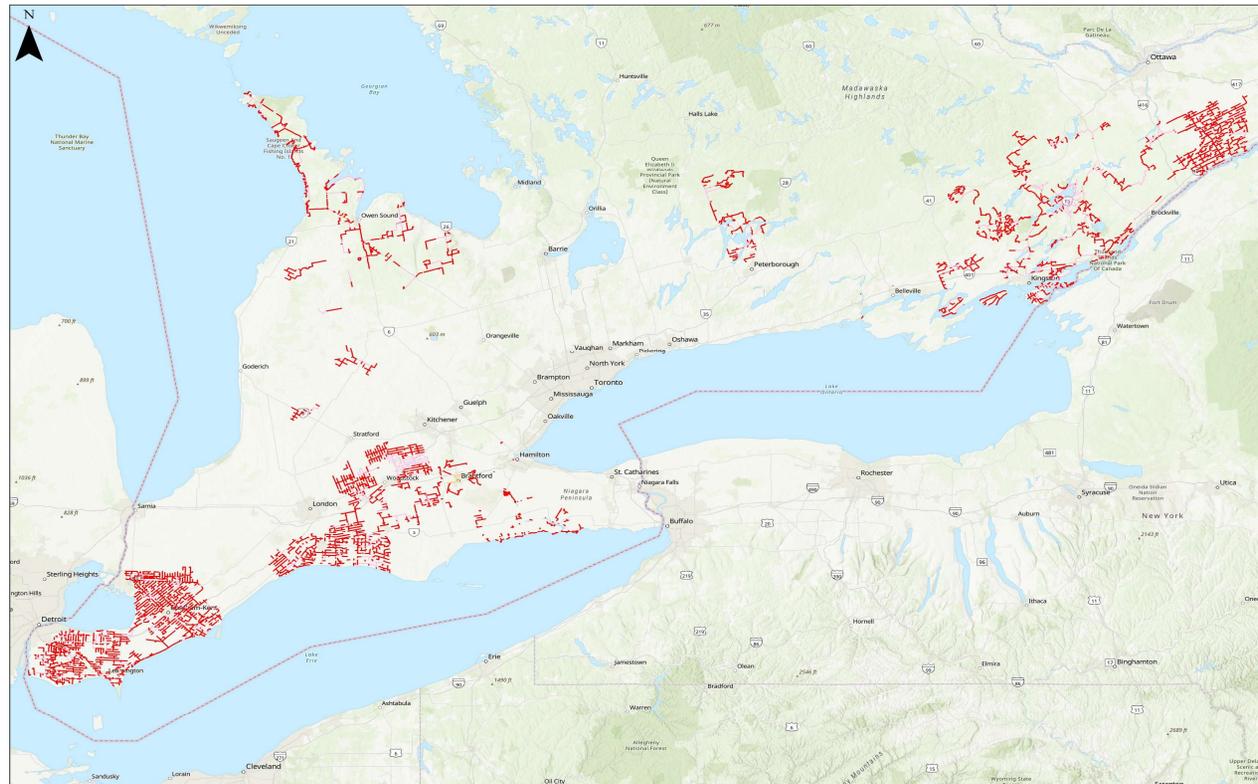


Fibre Placement  
**8,889 KM**



# 1,400 km

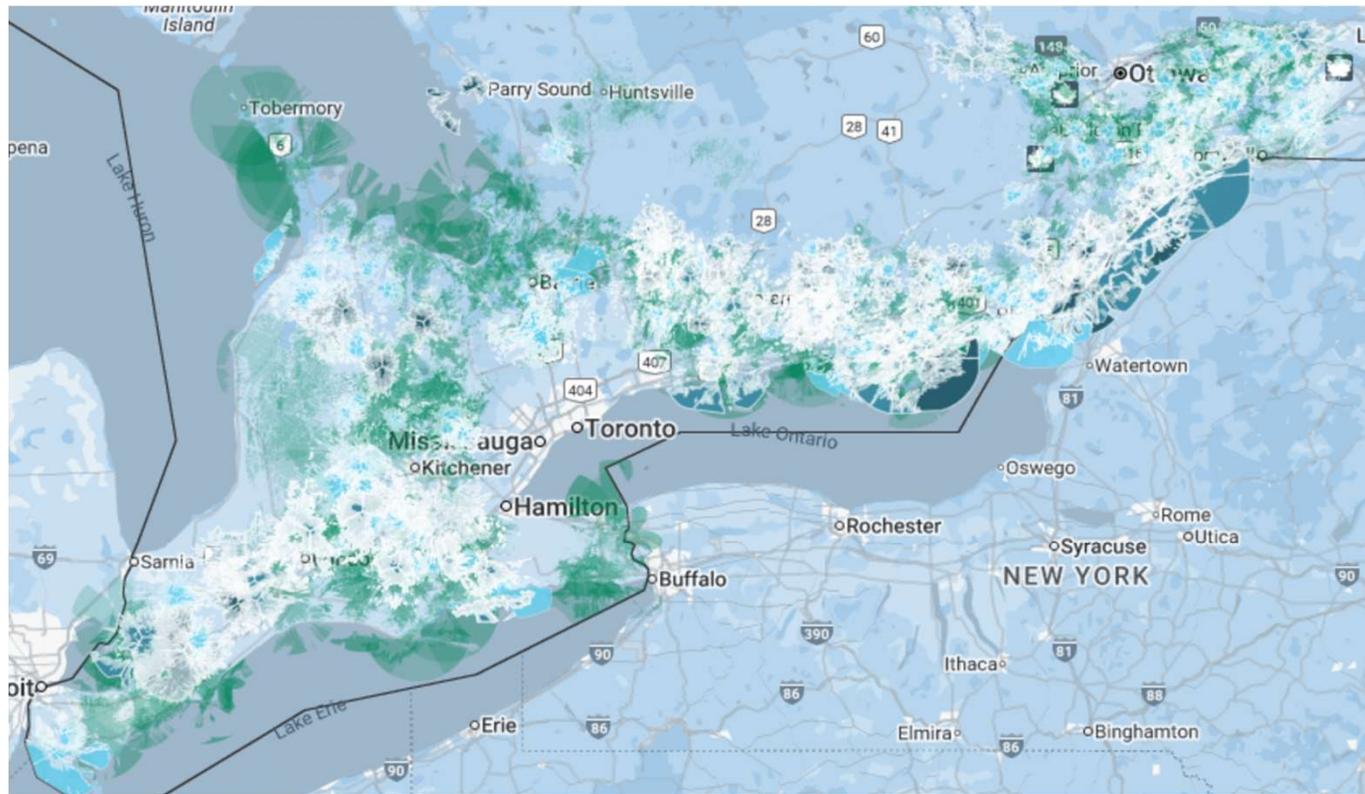
Fibre km placed



# Large Existing Fixed Wireless Infrastructure

Ready to deliver more coverage, more speed, more capacity

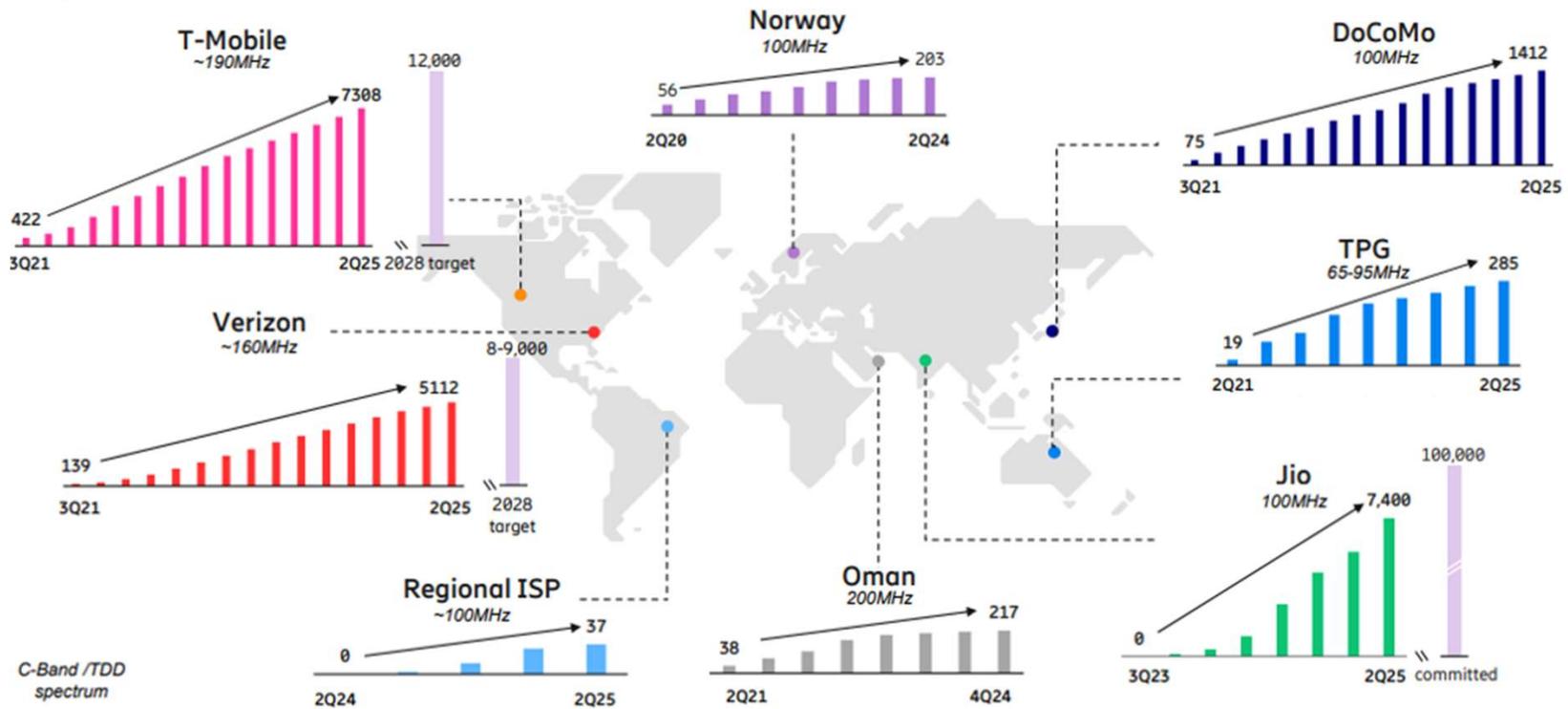
Fixed  
Wireless  
Coverage



# 5G Ultra Fixed Wireless: Why it's perfect for rural Canada

There are 3 main categories of Internet delivery technologies		While Xplore offers all 3, fixed wireless is a critical component to reach rural and remote households	Xplore recently launched a new 5G+ Fixed Wireless technology that is Incredibly fast	It can be delivered at a fraction of the cost of fibre
	Fibre	<ul style="list-style-type: none"> <li>• Fixed wireless does not require extensive physical infrastructure</li> <li>• This means it's best for remote areas and challenging terrain</li> <li>• It is also easy for municipalities to connect IOT devices such as cameras, exterior mobile signs, etc</li> </ul>		
	<b>Fixed Wireless ★</b>			
	Satellite			

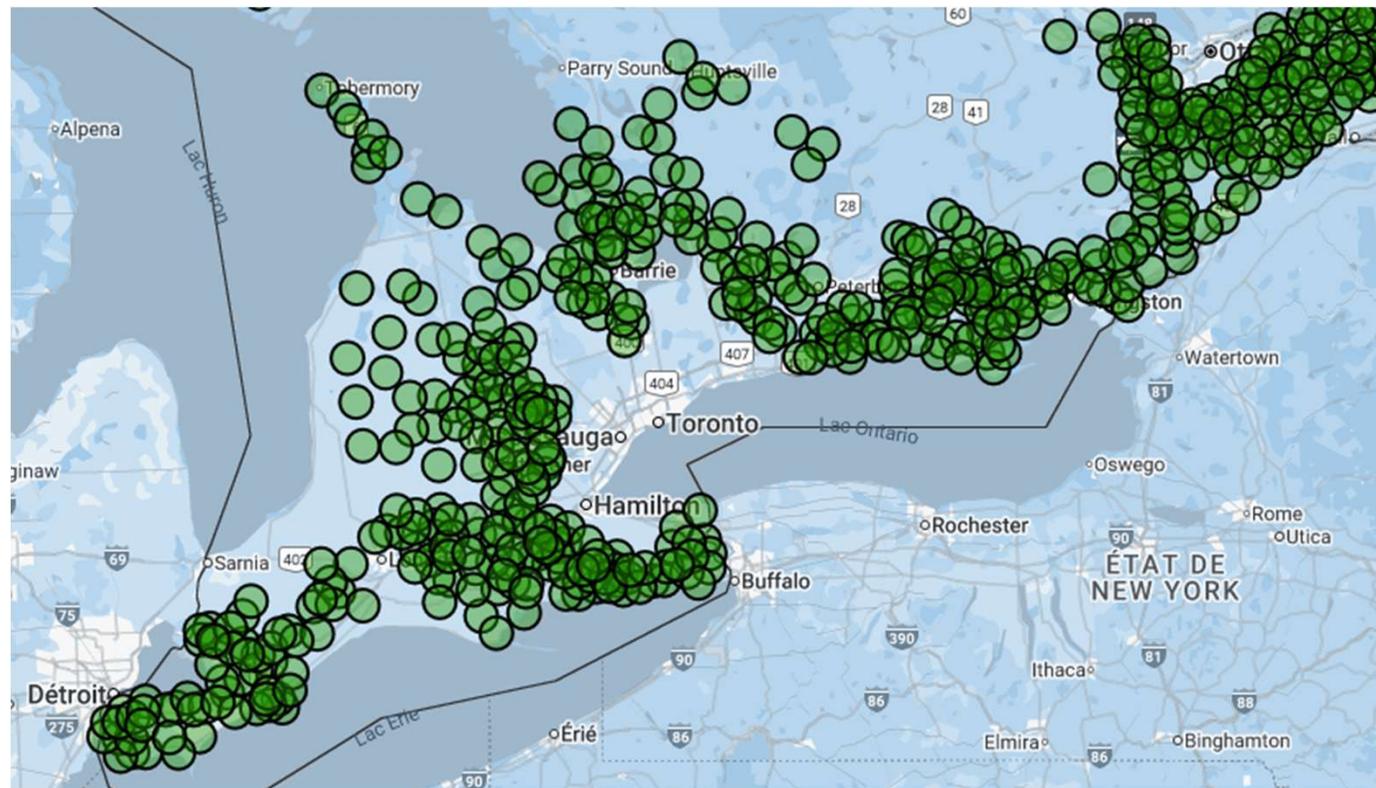
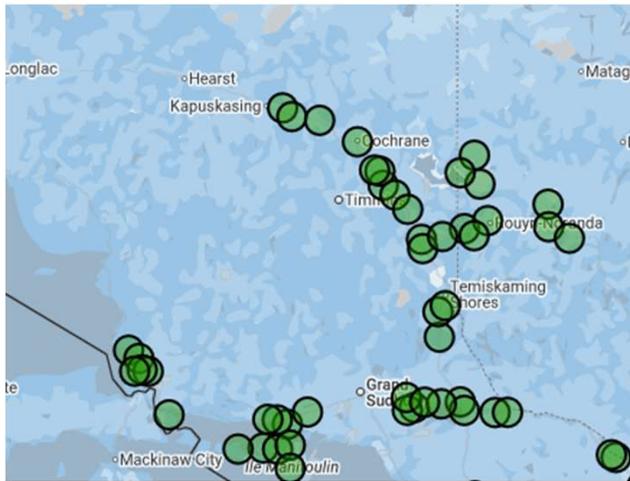
# 5G Fixed Wireless: Fastest growing Technology



Source: latest operator and regulator publicly reported data

# Xplore Fixed Wireless: Existing coverage Infrastructure

With its existing tower infrastructure, Xplore covers a large portion of Ontario, with over 300 towers



# Fixed Wireless: High satisfaction on Xplore's new 5G network

Xplore's 5G+ is not the fixed wireless of the past; customers are very happy

## FW NPS Dashboard – December



### FW 5G NPS

NPS stands for **Net Promoter Score**. It's a widely used metric for measuring customer loyalty and satisfaction.

The scale goes from -100 to +100. In the Telecom industry, scores above +25 indicate excellent customer satisfaction.



The technician was punctual & even showed us a speed test proving we would get the promised speed which blew our minds. – **Chris K.**

Just got the new 5G Ultra installed yesterday. Works awesome! – **Derrick D.**

We had two smartphones AND Netflix going and not a single buffer. Plus, this was during a *thunderstorm*. – **Josh E.**

Excellent value for money and pretty darn reliable service too. – **Paul K.**

Switched to Xplore six weeks ago and I'm now getting *10 times the speed* and half the price I was paying last year. – **Maurice C.**



# Municipal Support: An essential factor to expedite builds

## Key Factor

Site approval and permitting are the biggest drivers impacting project timelines.

## Municipal Advocacy:

Municipal support is key to fast deployment and availability of service.

## Municipal Collaboration:

Actively assist with permitting requests, providing expedited feedback, adjustments, and approvals.

Help identify optimal tower locations, including on municipal property, accelerating Xplore's service expansion while generating revenue for the municipality.

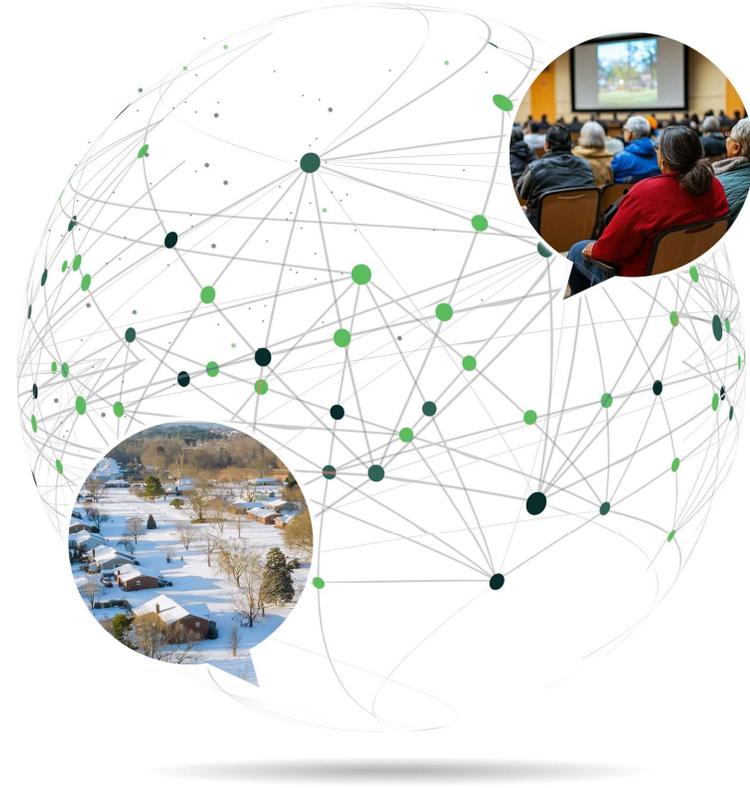


## Municipal Support: An essential factor to expedite builds

# Future Opportunity

### Establish an active feedback channel from municipalities:

- **New developments** (e.g. subdivisions) for potential Xplore participation
- **Areas with high demand** for service or frequent complaints, allowing Xplore to address community needs proactively



# Conclusion

- **5G Ultra Fixed Wireless** is the fastest growing technology,
- **5G Ultra Fixed Wireless** is an optimal solution for rural areas, providing Fibre-like speeds with faster and less disruptive deployment
- Municipalities can help **speed up** deployment



Thank you