



Nextlink Internet

Confidential Capabilities Presentation

For

The Residents of Oak View, McDavid
Estates and Stone Creek

September 2019





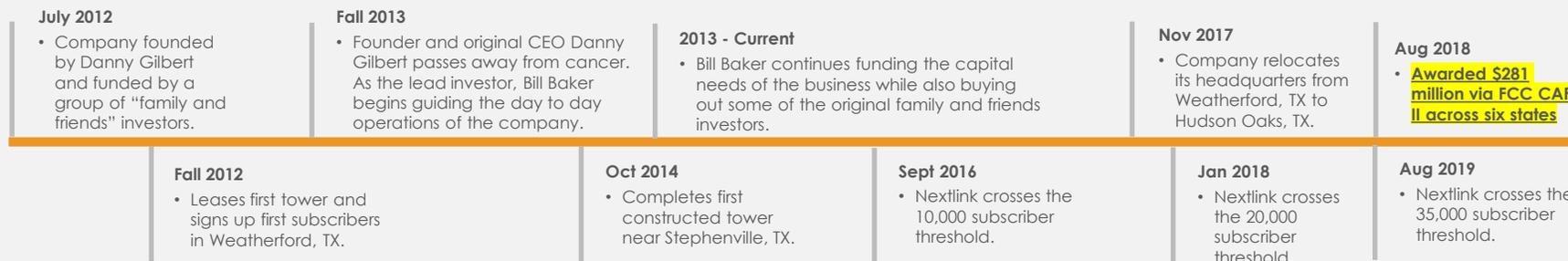
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Company Background and Timeline

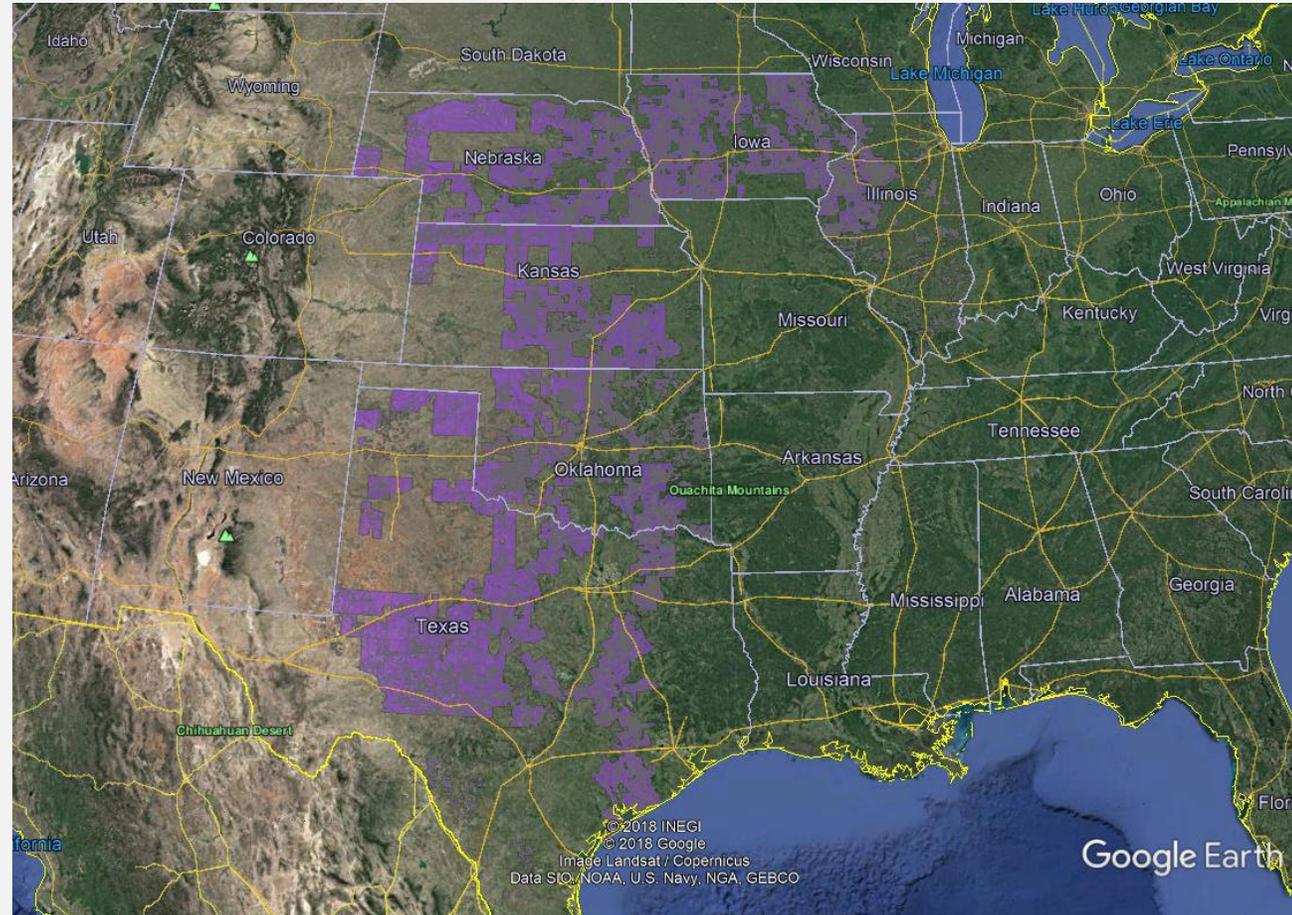
- Since initiating operations in the Fall of 2012 in Weatherford, Texas, just outside the DFW metroplex, Nextlink Internet has experienced radical organic growth to become one of the largest wireless internet service providers in the nation with over 25,000 subscribers.
- Nextlink's core differentiation with its competition, both wireline and wireless, in the rural and semi-rural markets in which it serves across Texas and Oklahoma is relatively simplistic...higher speed plan offerings, better quality of service, and intense focus on the customer service experience.
- The management team at Nextlink collectively has extensive WISP and telecom experience prior to Nextlink's founding, large-scale Fortune 100 experience from companies such as HCA and Goldman Sachs, and entrepreneurial, high-growth company backgrounds.
- Nextlink has implemented a tower acquisition strategy to optimize company growth and return on investment (ROI). The Company currently has a 60/40 ratio of towers leased to towers constructed with a shift to more constructed towers as the Company continues to mature.





National Operation

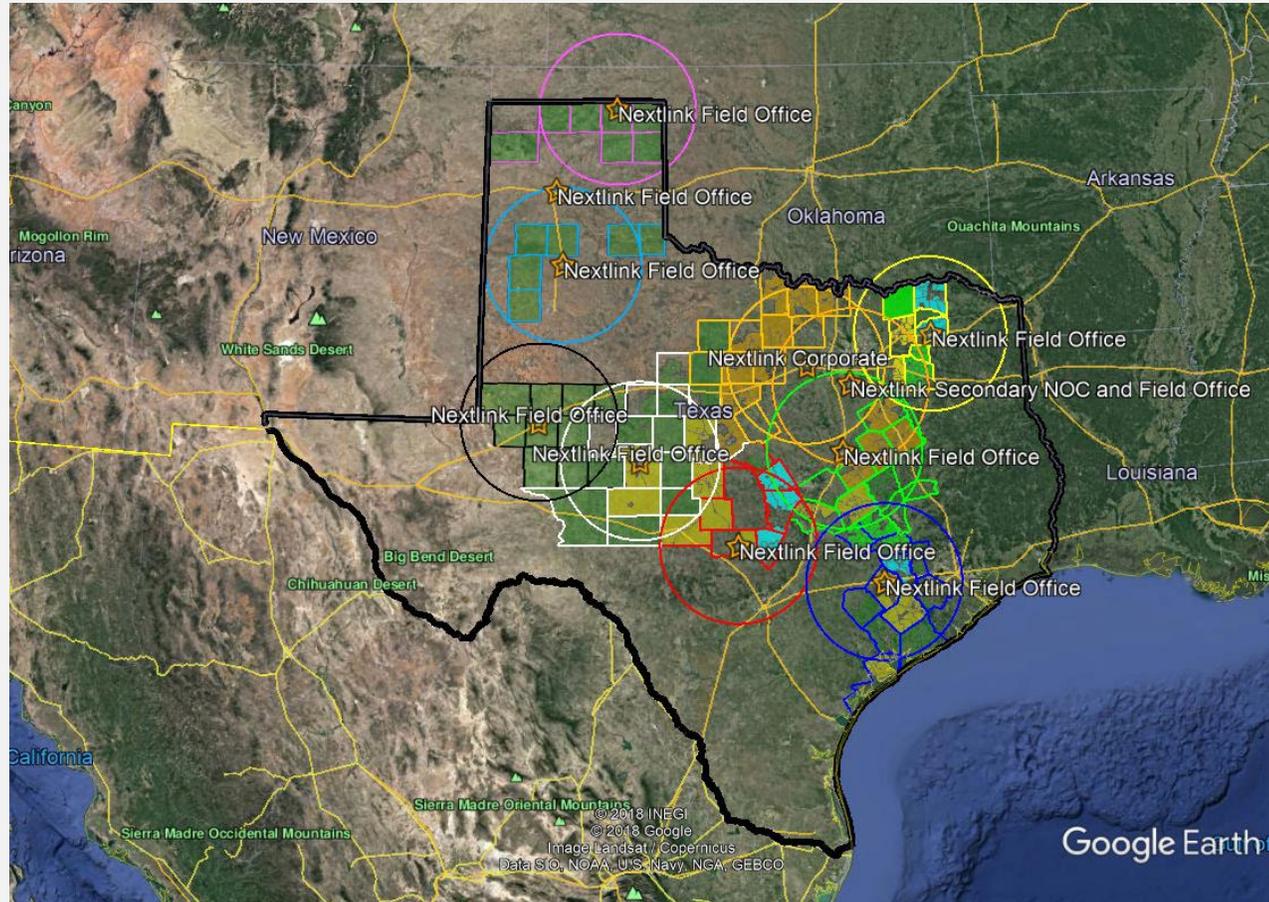
- 27 Fully Staffed Facilities Distributed throughout the footprint
- Over 75 Supply Depots owned and managed by Nextlink
- Over 1000 Employees Supporting the Operation
- Fully outfitted OSP, Tower and maintenance personnel located throughout the footprint
- Warehouse and storage for emergency restoration materials or sparing available





Texas Operation

- 10 Fully Staffed Field Offices
 - General manager
 - Supervisor
 - Tower Climbers
 - Construction Personnel
 - Heavy Equipment
 - Technicians
- Operations supporting more than 120 Texas Counties
- 3 Supply Depots located in each region
- Tower Maintenance Program in Place
- OSP Construction on-going throughout the footprint
- OSP Maintenance conducted by Nextlink personnel
- OSP Emergency Restoration Service Available
- Design, Engineering and Permitting





Outside Plant Construction and Maintenance

- Nextlink operates a full service Outside Plant Construction Practice
 - OSP Consulting Staff
 - Route Design
 - Engineering and Permitting
 - Material Staging and Logistic Service
 - Underground and aerial construction
 - As-built data and optional storage of electronic as-builts
- Nextlink construction duties are performed in house
- IRU and Bill of Sale Options
 - IRU or joint build helps off-set variable costs like forced relocation and emergency restoration
 - Nextlink will maintain all IRU plant
- Routine Maintenance
 - Monthly route inspections
 - Repair of any sub-standard facility
- Break fix service and emergency restoration
 - All materials needed to perform break fix or emergency repairs kept on hand at the nearest Nextlink office or supply depot
 - Local offices staffed to address emergency repair
 - Local market presence insures MTTR metrics are met



The Typical Fiber Project Overview

- Complete Overall Network Design
 - Fiber Design
 - Two Phase Fiber Build
 - Backbone Construction First
 - Customer Connections
 - Hardware Design
 - XGS-PON Technology
 - Scalable to 10G
 - Passive Linear Technology
 - Buildout Schedule
 - Engineering 30 Business Days
 - Backbone Construction 45 Business Days
 - Hardware Installation 15 Business Days
 - Customer installations begin approximately 60 business days after project kick-off



What to Expect

- Lane Closures
- Saw cutting
- Heavy Machinery
- Some Noise during business hours
- Digging in utility easements that could bleed over into yards
- Flags and paint
- Marked streets
- Water run off
- Daily cleaning
- Replacement of disturbed soil or grass, in homeowner yards, with like and kind



What we need if there is enough interest to proceed

- Community Cooperation
 - Construction is tough and we do our best not to interrupt the daily lives of our customers but from time to time we could be using jackhammers, blocking drive ways for a short period of time, have piles of construction debris (that we plan to remove daily), open bore pits, and heavy machinery in use.
- Nextlink plans to
 - Provide a schedule of construction activities
 - Have construction management personnel on site daily to answer questions and help coordinate activities with customers and home owners
 - Provide a clean and safe working environment
 - Follow all OSHA standards and safety requirements for outside plant construction
 - Provide weekly status reports to the board of directors
 - Provide the best internet service and customer experience in Texas



Our Plan

- Construction is very expensive. Nextlink will be investing a great deal of capital in your community. In order to meet our payback goals, Nextlink will offer the following plans in the area.
 - Nextlink will offer speed plans from 100 Mbps to 1Gbps
 - The plans will range in price from 99.00 to 159.00 for the first year and then we will offer our lower plans starting at \$59 for 25Mbps and \$79 for 50Mbps
 - These rate plans will be in effect for your first year of service. Any rate can be chosen and you may change the plan as often as you like.
 - \$99.00 100 Mbps
 - \$119 – 300 Mbps
 - \$139 – 500 Mbps
 - \$159 – 1Gbps
 - \$500.00 Installation Fee
- Once we kick off actual service and sign up for installation dates; For customers that sign up within the first 30 days, Nextlink will allow the customer to amortize the 500.00 over 24 months.
 - For customers that chose to pay the installation fee up front, we will offer a 10% discount off the standard install.
 - All other customers will be asked to pay the 500.00 install over 12 months.
 - Existing Nextlink customers signing up for fiber will get \$50 off the install resulting in a \$450 install fee. If we set a deadline sign up for interest we may offer existing customers another \$50 off and new customers \$50 for signing up prior to that date.
 - Month to month contracts will not be offered.
 - The ETF on fiber will be half of the full contract value.
 - If you want both wireless and fiber connections please call us for a custom quote for this backup solution!

Construction Process

Expect some damage to the grounds in the easements but, we will be repairing them with “like sod” and back to original conditions



Construction Process

Other boring equipment may be used. Expect some damage to the grounds in the easements but, we will be repairing them with “like sod” and back to original conditions.



Construction Process

All of our trucks are clearly marked and supervisors will be on hand to answer or address anything you may need.

