



ORANGE COUNTY INFRASTRUCTURE INVESTMENT

February 2017

Mobile Data Trends and Demand Drivers

84%

OF TODAY'S SHOPPERS USE THEIR SMARTPHONE TO HELP SHOP IN-STORE

80%

MORE THAN OF VOICE CALLS ORIGINATE INDOORS

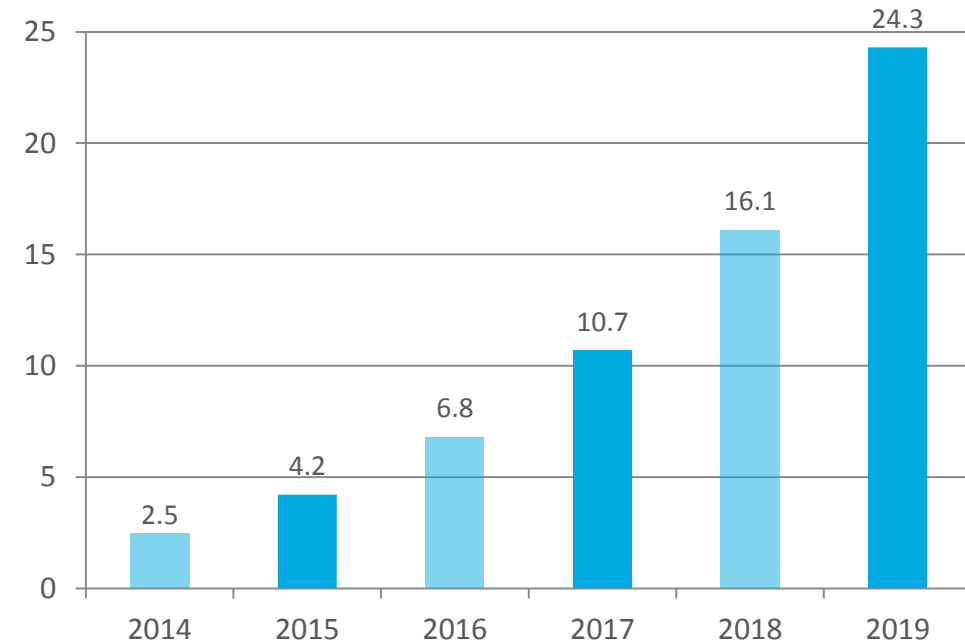
DATA CONSUMPTION

30 MILLION MB OF DATA ARE USED EVERY 5 MINUTES THROUGH MEDIA STREAMING

56%

OF MOBILE DATA IS VIDEO

MOBILE DATA TRAFFIC (EB/MONTH)



U.S. MOBILE DATA USAGE

90%

OF HOUSEHOLDS USE WIRELESS SERVICE

650%

INCREASE EXPECTANCY OF MOBILE DATA FROM 2014 TO 2018

Source: Cisco VNI Mobile, 2016

Smart Cities & Connected Communities



-chargepoint+



NETFLIX



About The Effort

Mobilitie

Fund, deploy and manage wireless infrastructure solutions to meet the needs of the County and its citizens by enabling connectivity.

Mobilitie to lead largest small cell deployment in US

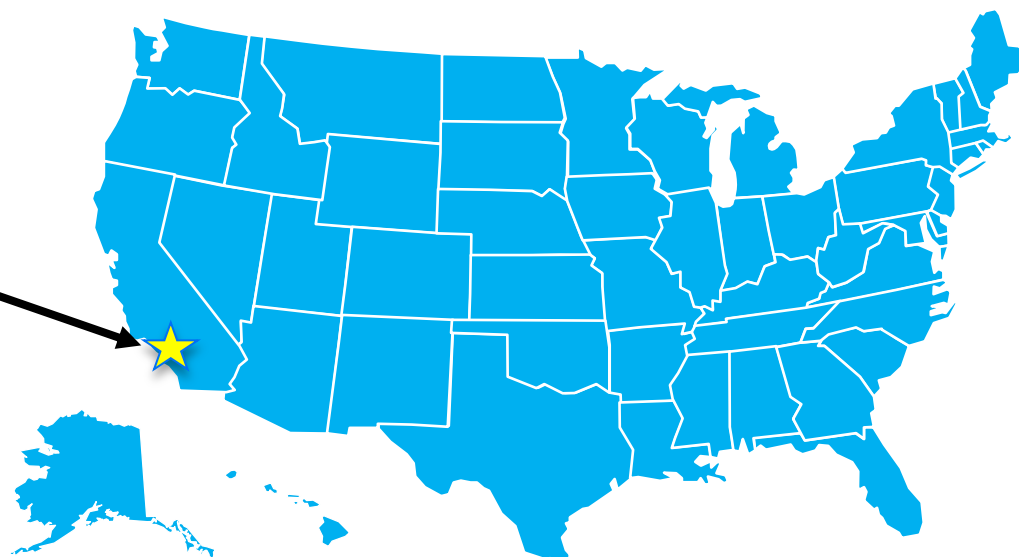
Enhancing coverage in all 50 US states

- Phased deployment of **~70,000** small cell sites
- All small cell sites to be operational within **14 months**

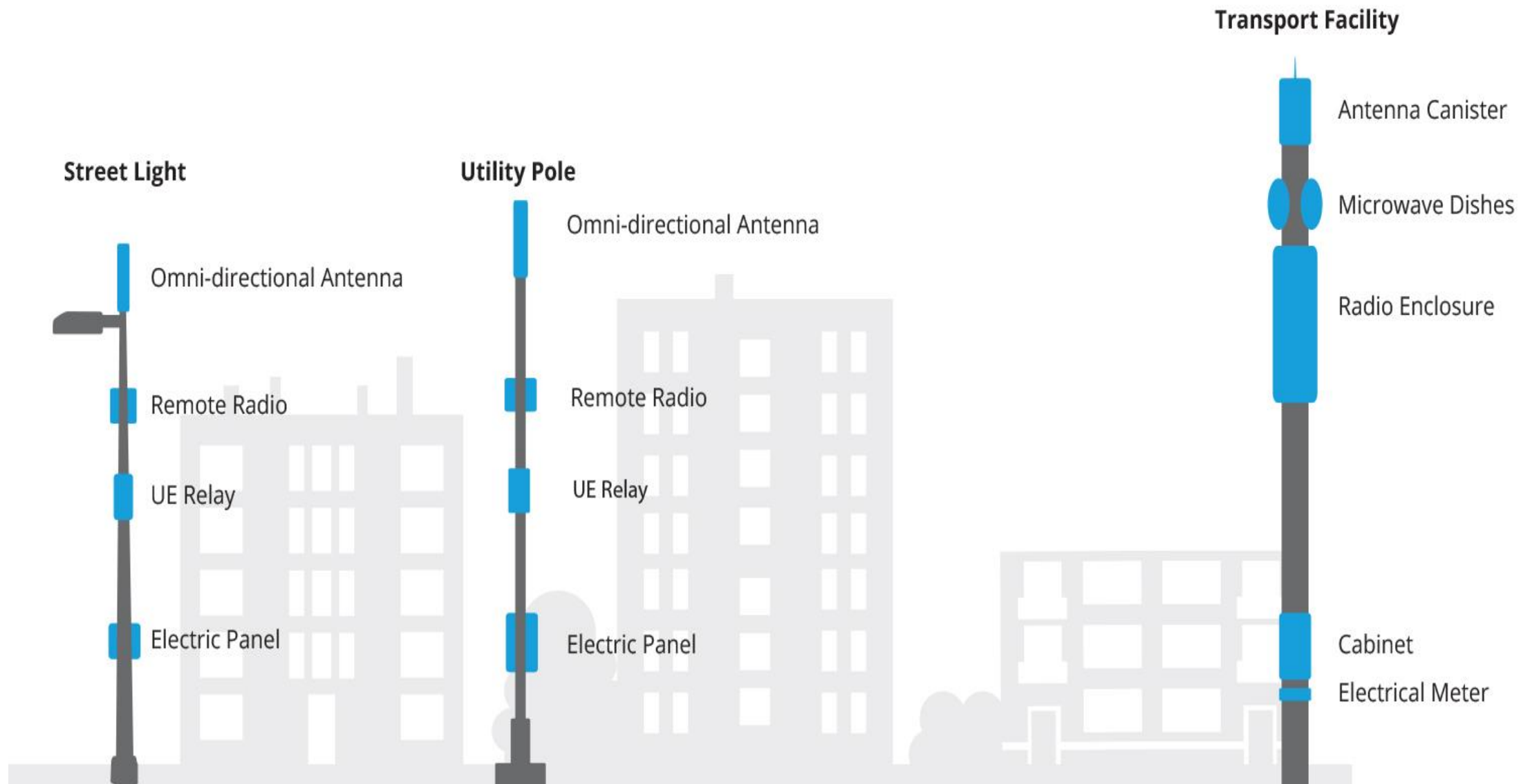
Mobilitie's Regulatory Status

- December 2010 – Certificate of Public Convenience and Necessity (“CPCN”) to Provide Facilities-Based and Resold Competitive Local Exchange Service, Access, and Interexchange Service in the State of California
- California Public Utilities Code § 7901.1 – local authorities may regulate telephone corporations’ access to the public rights-of-way, but such regulations must be reasonable and limited to “time, place, and manner” of access

Mobilitie is a registered CLEC in the State of California



Design types



Why ROW

- ROW is where communities already have telephone and electrical infrastructure in place.
- The ROW is where the users are.
- Customer usage can be such a precise exercise that the required location is a matter of less than thirty (30) feet.
- ROW is often more free of clutter - the signal transmitting isn't diluted by this clutter layer and delivers a better wireless experience.
- ROW sites enhance smart city and connected community opportunities.

Standard Small Cell Designs



Los Angeles, California



Atlanta, Georgia

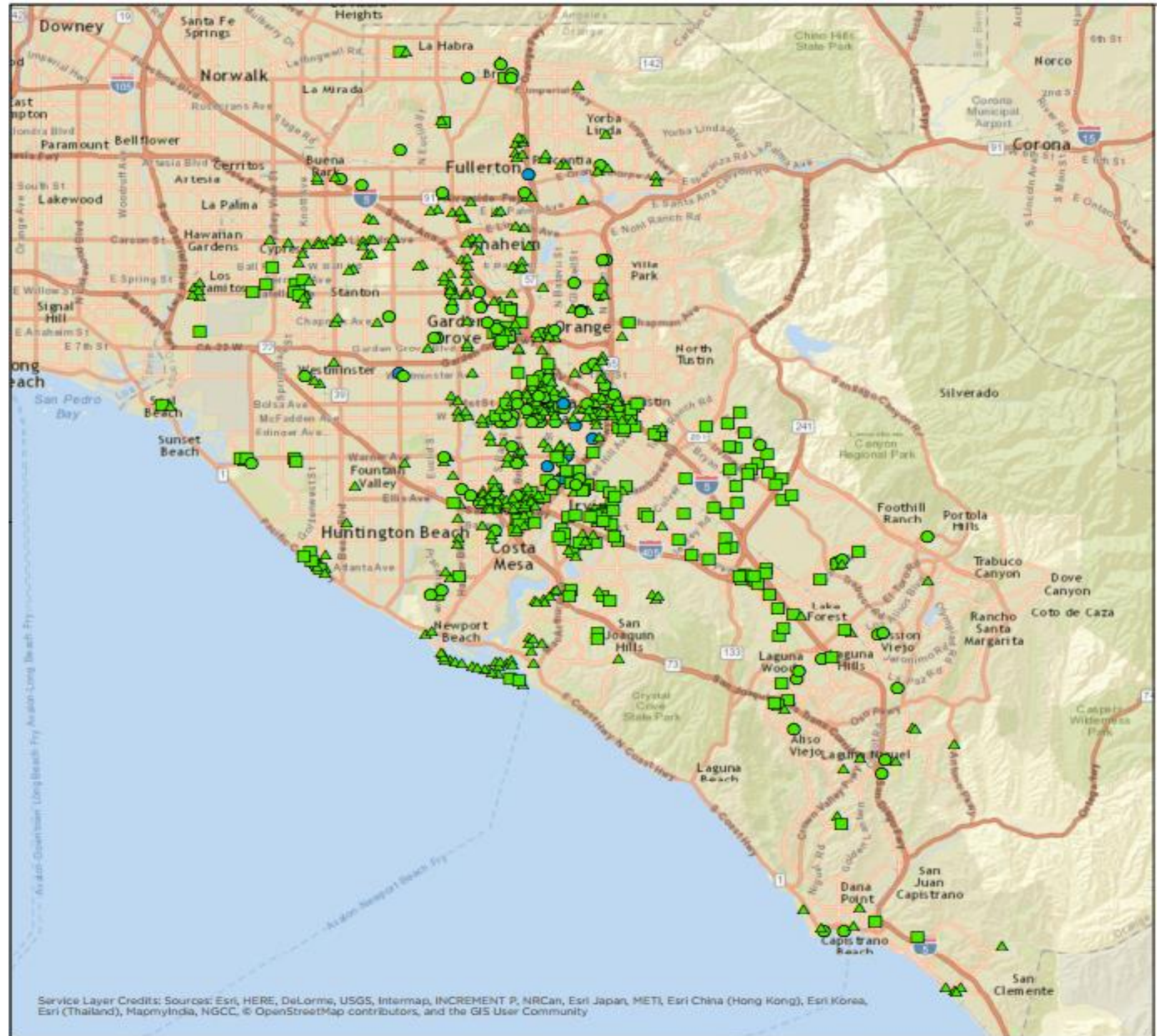
Custom Designs in Process



Orange County Sites

Projected deployments of Small Cell & Transport over the next 14 months in *Orange County*. The hybrid network will enhance overall connectivity, in addition to providing capital investment and employment opportunities.

- 173 Proposed Small Cell: Replacement Poles
- 97 Proposed Small Cell: New Poles
- ▲ 347 Proposed Small Cell: Attachments
- 8 Proposed Transport Poles

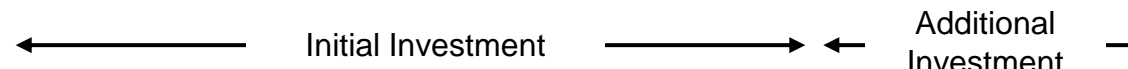


Locations and quantity may adjust

Orange County investment and job creation

Orange County Investment Schedule

Cell Site Count: ~ 625



Key Activities	2015		2016				2017- 2021	Investment in Orange County (MM)
	Q3	Q4	Q1	Q2	Q3	Q4		
Solution Designing	█							\$ 3 MM
Field Surveys		█						\$ 3 MM
Permits Applications		█						\$ 5 MM
Material & Equipment Logistics		█						\$ 5 MM
Construction				█				\$ 6 MM
Operationalizing				█				\$ 35 MM
Total Investment								\$ 57 MM

Orange County Job Creation

Types of Jobs/Roles		Jobs Created
	Wireless Network Engineers	7
	Field Survey Crews	19
	Professional Engineers (PEs), Attorneys and Paralegals	20
	Warehouse Managers & Logistics Coordinators	12
	Construction Crews	28
	Network Operations Engineers	9
Total jobs created as a result of small cell deployment		95

Thank you



WIRELESS COVERAGE SOLUTIONS