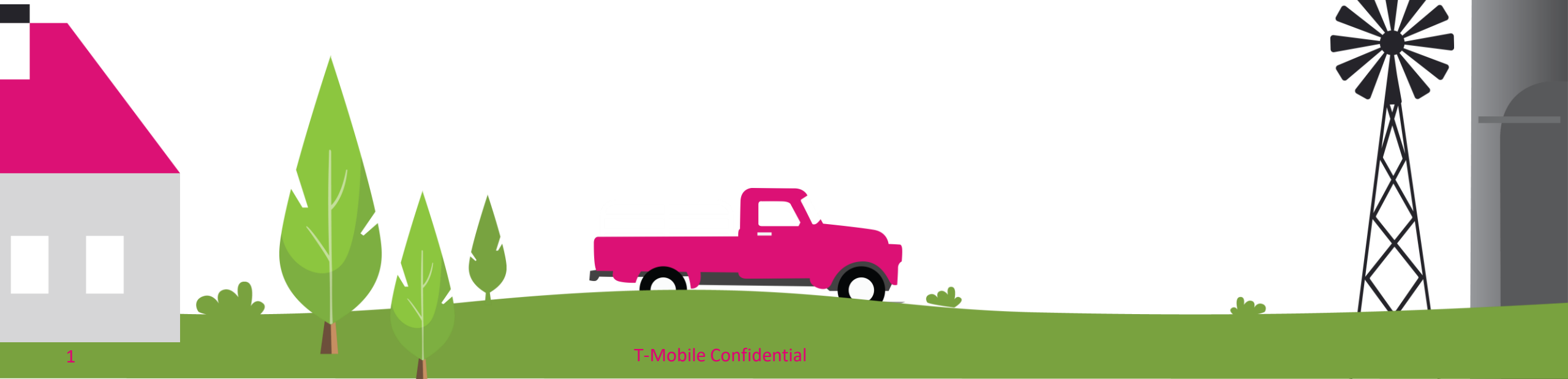


T-Mobile® High Speed Broadband

Broadband Communities Conference

Gerry Lawlor

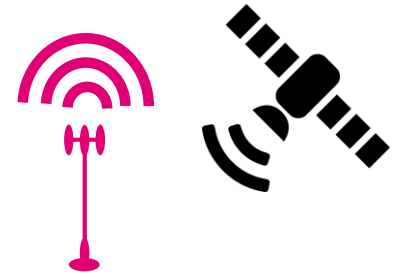
October 31, 2019



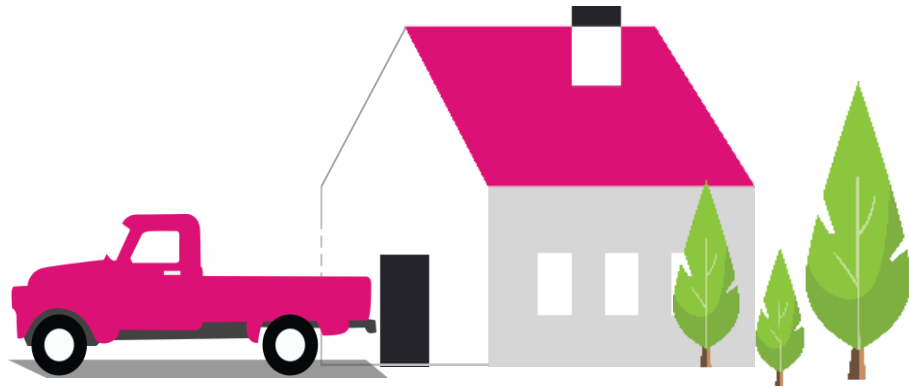
Delivering Community/Rural Broadband is Not a Technical Challenge but a Financial One



- Multiple viable technical solutions given enough time and unlimited funding **FTTH**
- With real world constraints – no single technology can meet all objectives
- Best solution is a Hybrid Fiber/Fixed Wireless Model **FTTH +**
- Partnering with a knowledgeable partner further improves the economics and leverages partner strengths



T-Mobile Broadband Vision



MOBILE + HOME

- Connected Life – Work, Live & Play
- Seamless Handoff
- Broader Suite of Capabilities

**RURAL AREAS TREATED NO DIFFERENT FROM
URBAN**

**T-MOBILE UNIQUELY POSITIONED TO DELIVER ON ALL
ASPECTS OF THIS VISION**

Hybrid Network Evolution over Time



LEGEND



Macro sites



Small cell sites



Micro cell sites
(Millimeter wave)



Fiber



Homes not yet
Connected



Homes Connected via Fixed
Wireless



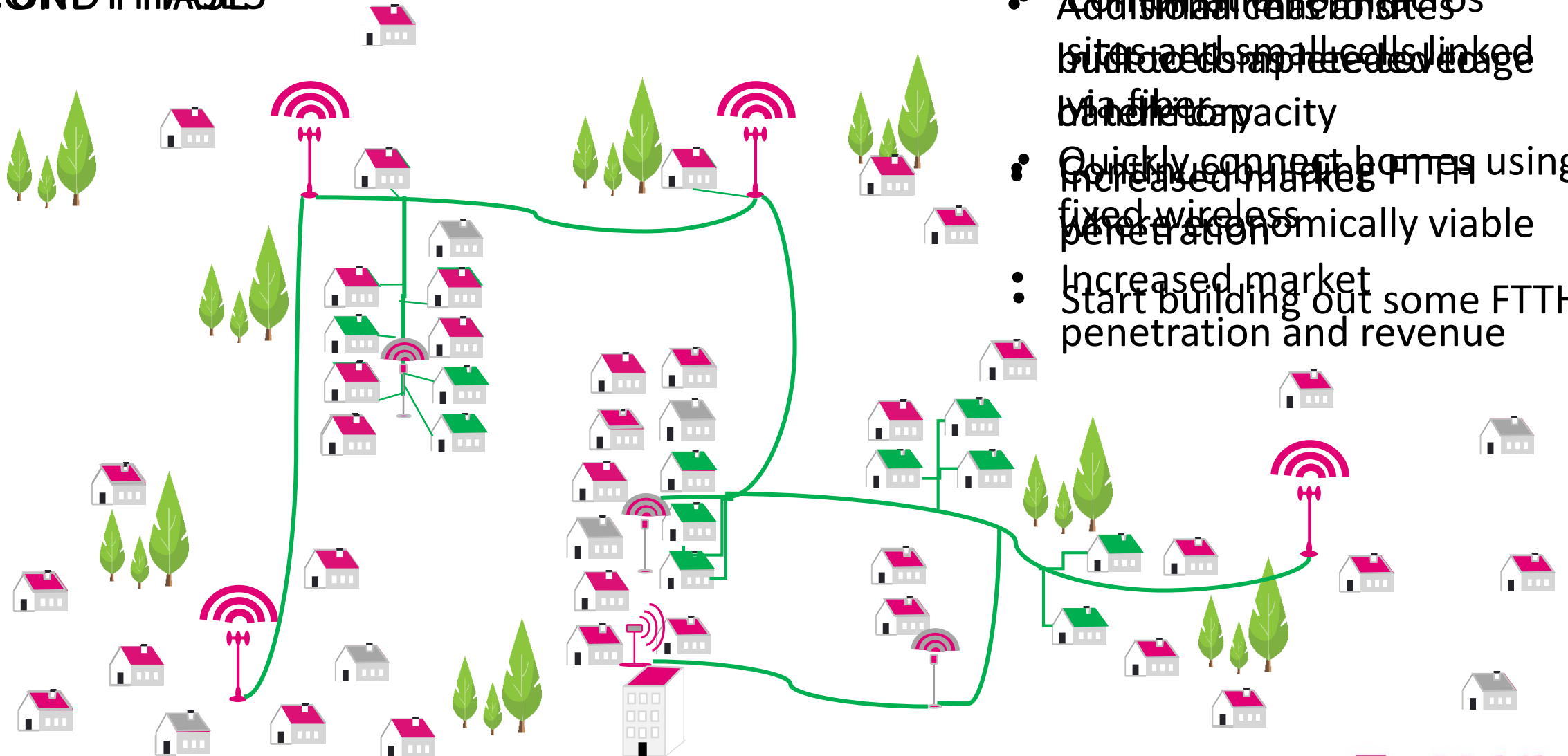
Homes Connected via Fiber



Hybrid Network Evolution over Time



SECOND PHASES



- Combination of macro sites and small cells linked via fiber to provide coverage and capacity
- Quickly connect homes using increased market penetration of fixed wireless
- Start building out some FTTH penetration and revenue

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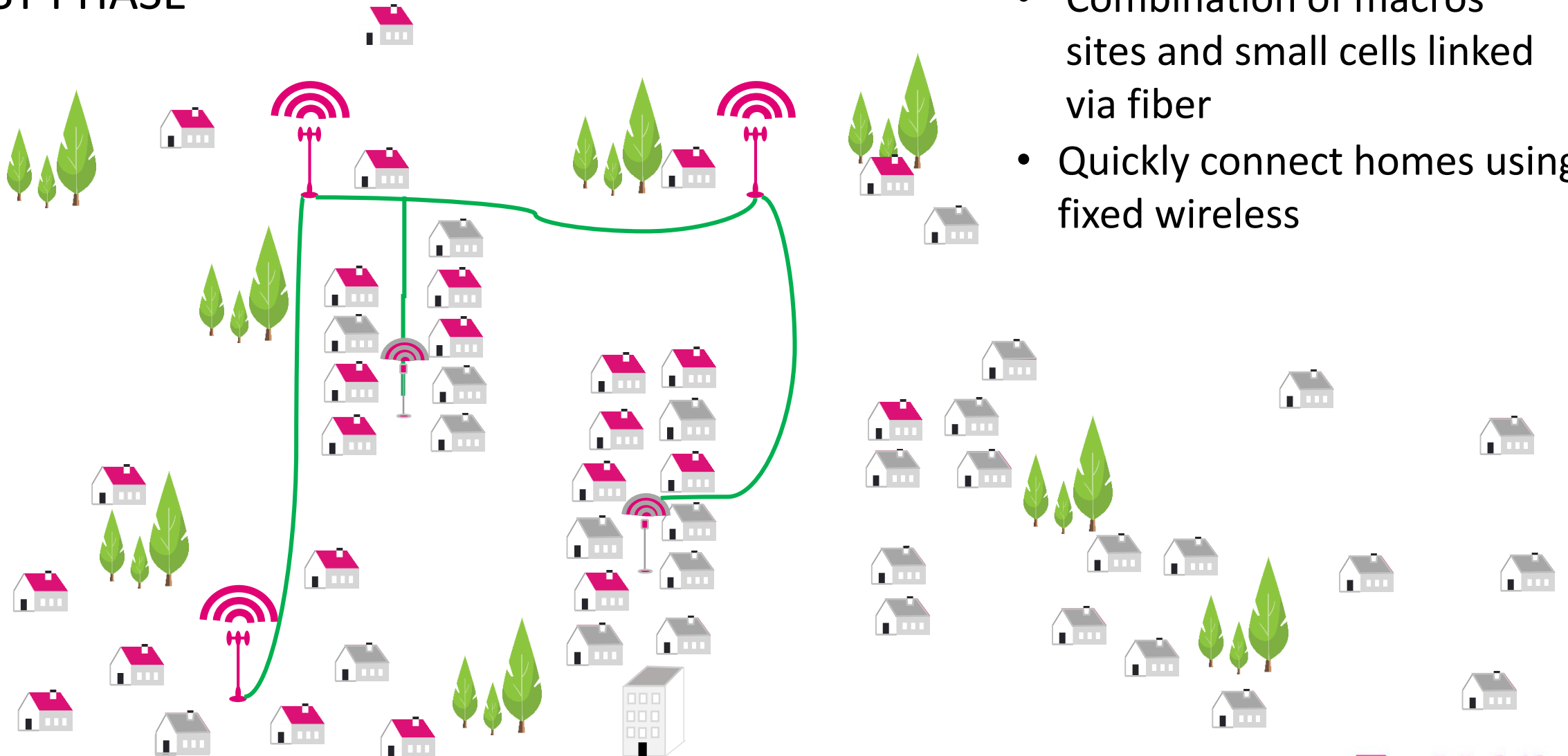
Appendix



Hybrid Network Evolution over Time



FIRST PHASE

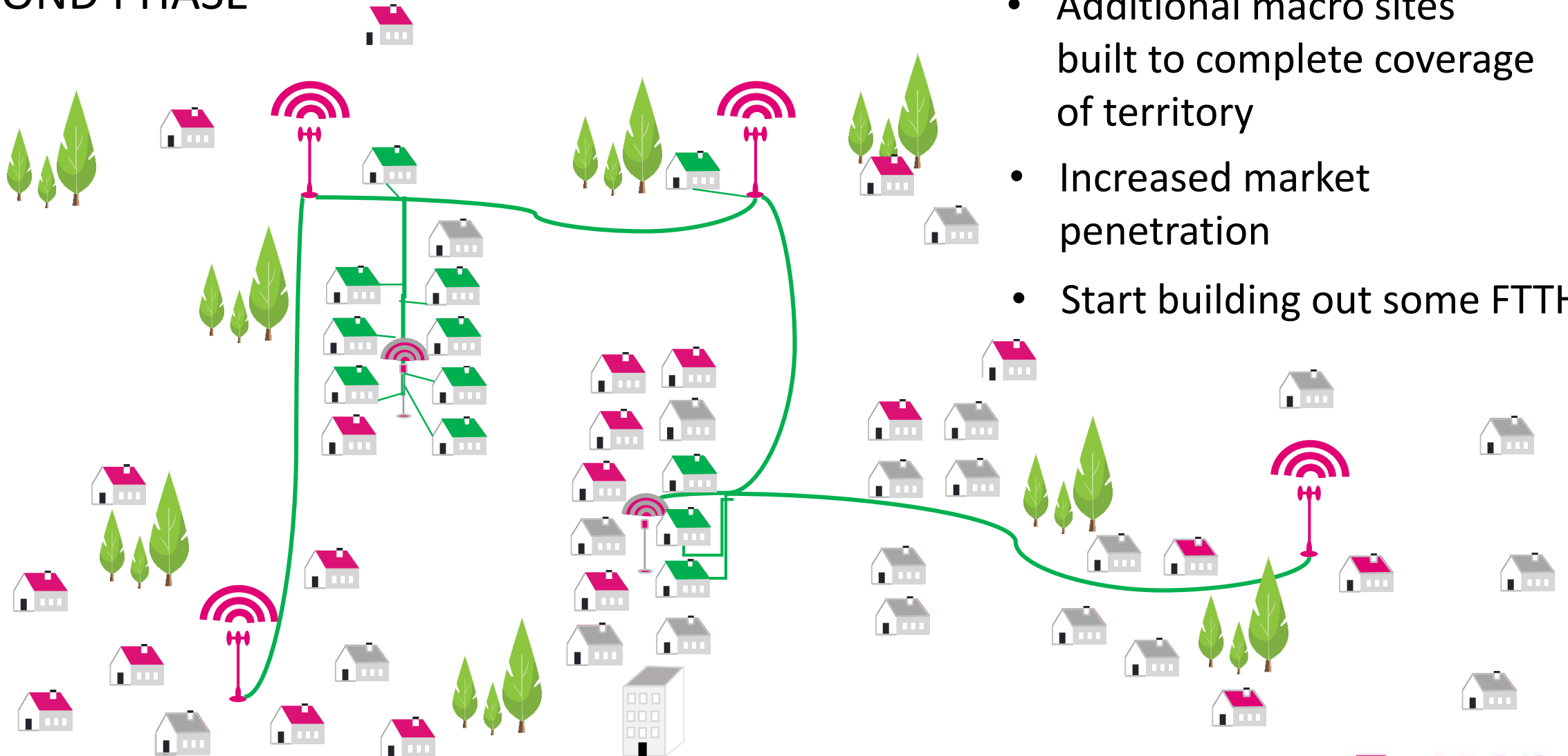


- Combination of macros sites and small cells linked via fiber
- Quickly connect homes using fixed wireless

Hybrid Network Evolution over Time



SECOND PHASE

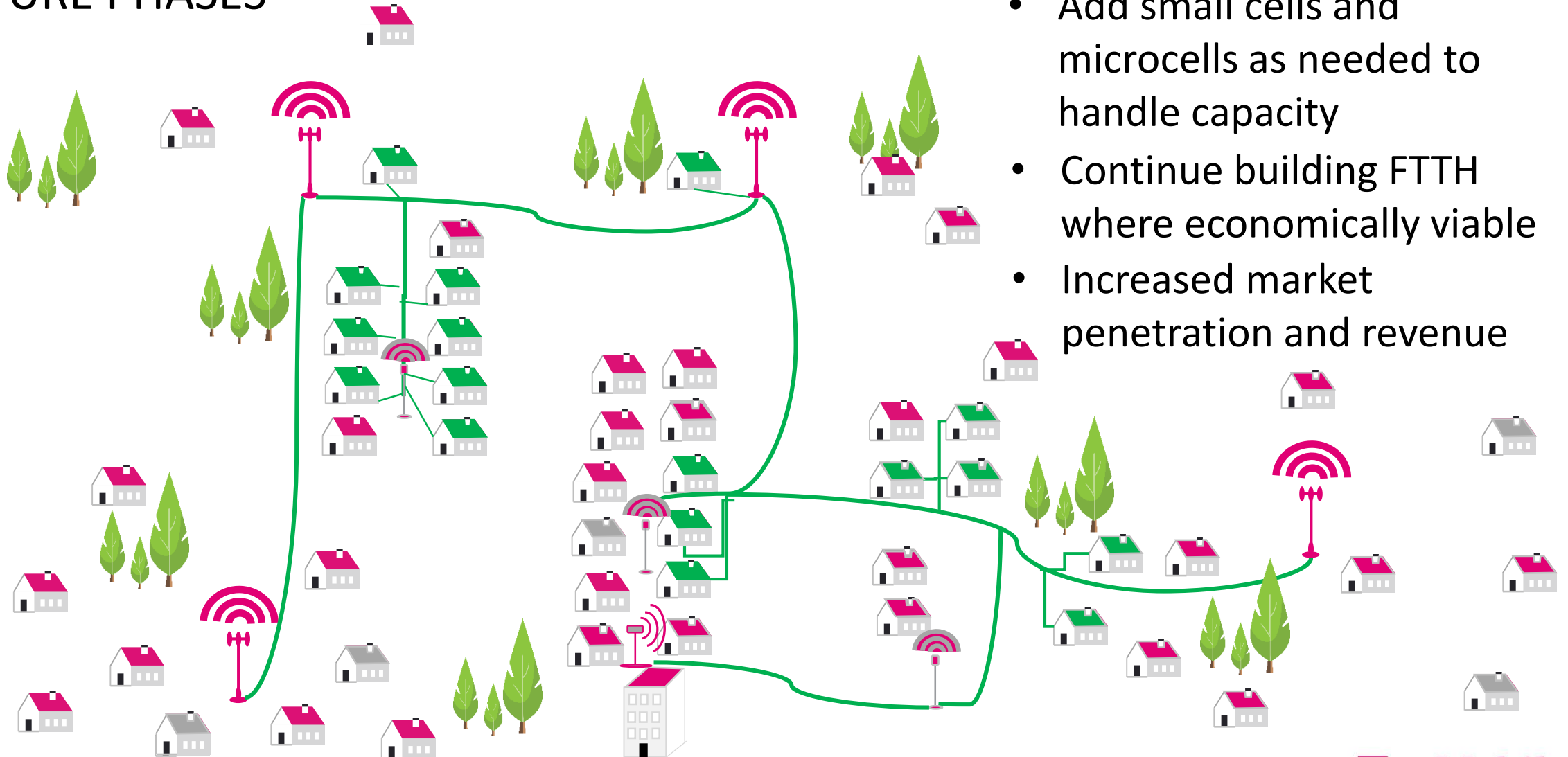


- Additional macro sites built to complete coverage of territory
- Increased market penetration
- Start building out some FTTH

Hybrid Network Evolution over Time



FUTURE PHASES



- Add small cells and microcells as needed to handle capacity
- Continue building FTTH where economically viable
- Increased market penetration and revenue