

SHENTEL

Fiber Optic Internet Overview

Our Mission: Ensure that rural communities have access to the same level of telecommunication services as those found anywhere else in the US.



City of Harrisonburg – 04.23.19

Overview

116 year old company (NASDAQ: SHEN) focused on delivering broadband, CATV, phone, and wireless service (Sprint branded) to rural markets in Virginia, West Virginia, Maryland, and Pennsylvania.

- Advanced Networks
- Excellent Customer Support
- Local Community Investment & Partnership

6th largest wireless provider in the US

- 1 million wireless subs
- nTelos Wireless acquisition in 2016

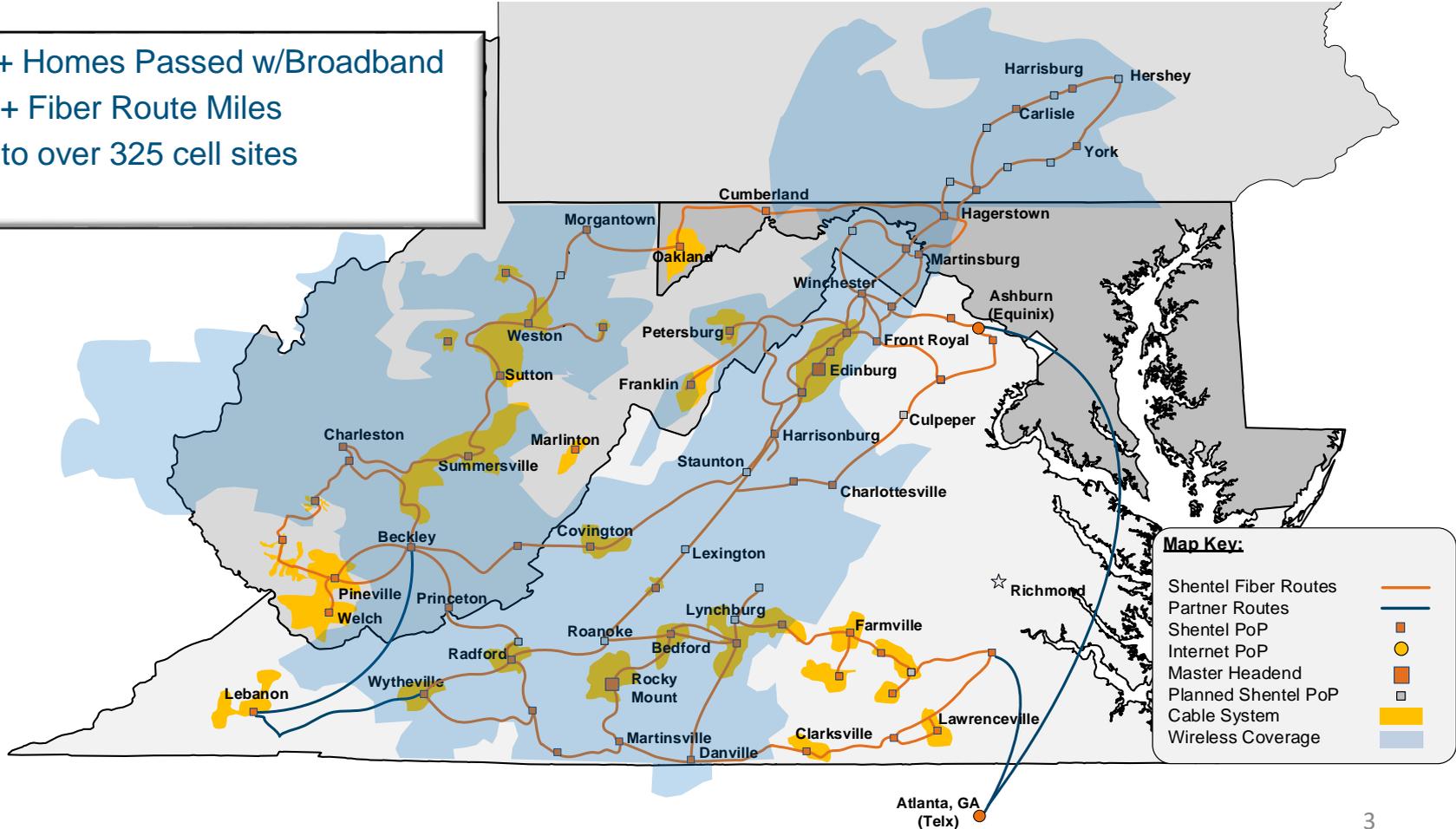
1,050 employees

\$630 million in annual revenues and profitable



5,700 miles of fiber and counting

- 200K+ Homes Passed w/Broadband
- 5,700+ Fiber Route Miles
- Fiber to over 325 cell sites



Gigabit City Project

What is it?

- Triple play (Internet, Video, Phone)
- Ultra-high speed bandwidth and connectivity of fiber optics to homes and businesses
- Future proof solution
 - Speed, capacity, and reliability
 - Symmetrical bandwidth (distance learning, telehealth, etc.)

Economic development tool

- Hospitals/Medical Field
- University & Education
- Private employers



Initial Service Areas



We've already started

Significant fiber assets in the city.

Fiber connectivity to the City of Harrisonburg, state agencies, educational institutions and businesses.

Over 200 businesses are “near net” on our existing fiber facilities throughout the City.

Timeline

Municipal Engagement

- Pending approval

Utility Engagement

- Public Works & HEC

Engineering & Construction

- Engineering Surveys & Permits – 3 permits approved
- Construction – commence June 2019 and continue through year end 2020

Sales & Marketing

- Store location downtown, 20 S. Mason (across the street from WellsFargo)

We are **hiring** locally!

- 8 new jobs in Operations, Sales, and Retail (currently posted)

Community Engagement

Other

Summary

✓ Technology

Fiber to the home (gigabit speeds), and
trip play of services (Internet, Video, Voice)

🕒 Engineering / Permitting / Construction

June 2019 through year end 2020

🕒 Business Planning

Hardware Examples



Hand Hole Mount



Pedestal Mount



Pole Mount

Aerial Drop to Home

