About All Points Broadband

• A rural broadband company operating in VA, KY, WV, and MD, and the largest rural-facing ISP in the mid-Atlantic

• Named to the Inc. 5000 list of America’s fastest growing, privately-held companies for each of the last four years

• All Points’ lead equity sponsor is Searchlight Capital Partners, the #4 builder of fiber-to-the-home broadband networks in the United States

• All Points is the leader in partnering with electric utilities to make rural fiber broadband possible
Northern Neck Initiative Overview

• Unique partnership between All Points, Northern Neck Electric Cooperative, Dominion Energy Virginia (“Dominion”) and 5 Counties to pioneer a new approach to rural broadband

• Partnership between ISP and electric utilities

• Regional partnership convened and managed by NNPDC

• Truly universal and affordable access in partner Counties

• Leveraging private, federal, state and local funding

• Best-in-class, 100% XGSPON fiber-to-the-home network

• Co-Investment from electric utility partners:
  • “Middle Mile” fiber network provided by Dominion
  • Supporting infrastructure investments provided by NNEC
Initiative Timeline

- 3/2020: King George, Northumberland, Richmond, and Westmoreland Counties join regional initiative to achieve universal broadband and APB begins network feasibility and grant application process

- 1/2021: Provisional state grant of $10.5M for Phase I of initiative

- 2/2021: Provisional federal support award of $8.5M

- 4/2021: Lancaster joins regional initiative

- 9/2021: State issues final award for Phase I

- 12/2021: Provisional state award of $3.2M for Phase II of initiative and final federal support award for Phase I

- 2/2022: Middle-middle construction and last-mile fielding / LLD commence

- 5/2022: Last mile construction commences

- 6/2022: Service offered to initial beta customers on pilot basis
First Connection in Richmond County
Middle Mile Infrastructure

- Middle mile construction is underway
- ~100 miles released to construction and in various stages
- Middle mile construction on schedule for substantial completion in Q4 2022
Last Mile Infrastructure

- Key dependencies for last-mile deployment:
  - 1) Middle mile capacity in place to connect to global network
  - 2) Utility pole “make ready” complete for fiber attachment
  - 3) Significant queue of constructable miles for release to vendors
- Electric utility partners executing *unprecedented* make-ready campaign to support project schedule
Initiative Timeline (anticipated)

- 8-9/2022: State issues final award for Phase II

- 9/2022: Retail sales commence outside of beta areas and APB opens regional office in Warsaw

- Q3/Q4 2022:
  - Substantial completion of middle-mile network
  - Last-mile construction underway in Northumberland, King George, and Westmoreland Counties

- Q1/Q2 2023: Last-mile construction underway in Lancaster County

- Q4 2023: Substantial completion of regional network
Service Levels and Affordability

• APB is offering a $30/month discount to any household that qualifies for the Affordable Connectivity Program (ACP). Qualifiers include:
  • Household income of $62,080 or less for a family of 5
  • Household with dependent receiving free or reduced school lunch
  • Many, many more…

• Prior to offering broadband service, residents will have the opportunity to confirm ACP eligibility and receive discount

• Residential Service Levels:

<table>
<thead>
<tr>
<th>Service Tier</th>
<th>ACP Pricing</th>
<th>Undiscounted Pricing</th>
</tr>
</thead>
<tbody>
<tr>
<td>50x50 Mbps</td>
<td>$29.99</td>
<td>$59.99</td>
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<tr>
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<td>$59.99</td>
<td>$89.99</td>
</tr>
<tr>
<td>1000x1000</td>
<td>$99.99</td>
<td>$119.99</td>
</tr>
</tbody>
</table>

• Voice Service: $19.99 with internet plan

• Standard installation fee: $99
Customer Sign Up: APBFIBER.COM

Getting Started is Easy:
1. Visit www.apbfiber.com
2. Click the Get Started Button
3. Enter Your Address
4. Select your services (for applicable areas where fiber has already been installed)
Customer Sign Up

CHECK AVAILABILITY

Check Availability at Your Address

Start typing your address in search field.
Addresses inside of a service area are included in the list.

Enter your address, including city, state and zip:

16699 History Land Hwy Warsaw Virginia 22572 United States

Check address

Check Availability:
After clicking the get started button on the main apbfiber.com page, the customer will be prompted to enter their address.

We are a part of The Affordable Connectivity Program (ACP). ACP helps low-income households pay for broadband service and internet connected devices. Learn more
Great News:
Service is currently available at this address. The customer will enter their contact information and proceed to select their services and schedule installation time frames.
SCENARIO 2: SERVICE WILL BE AVAILABLE SOON

We are on our way:
Service is planned for this address but not yet available. The customer should register their location so that APB can alert them in advance of service availability.

Timeline:
APB will begin contacting customers approximately 90 days prior to service availability.
How You Can Help

• Spread the word:
  • APBfiber.com

• We are hiring:
  • Allpointsbroadband.com/careers

• Appreciate the scale:
  • Together we are building a best-in-class, regional network that will support this region’s growth and vitality for generations
  • Supply chain
  • Labor availability
  • New partnerships and approaches
  • Recognize the local leadership
Thank You