

ATLANTIC BROADBAND

City of Concord, New Hampshire



About Us: Cogeco Communications



ANNUAL REVENUE

\$2.5 billion

for fiscal 2020



EMPLOYEES

4,300

in North America



PRIMARY SERVICE UNITS

2,763,466

Canadian and American Broadband
Services



RADIO STATIONS

23

Cogeco Media

- Cogeco operates in Canada under the **Cogeco Connexion** name in Québec and Ontario, and in the United States under the **Atlantic Broadband** name.
- The Corporation provides residential and business customers with internet, video and phone services through its two-way broadband fiber networks.

ABB: #8 provider
in the United States

CCX: #2 provider
in Ontario & Quebec

About Us: Atlantic Broadband



PASSINGS

1.6 million

homes & businesses



CUSTOMERS

700,000

in 12 states



PRIMARY SERVICE UNITS

1.27 million

in the U.S.



EMPLOYEES

1,400

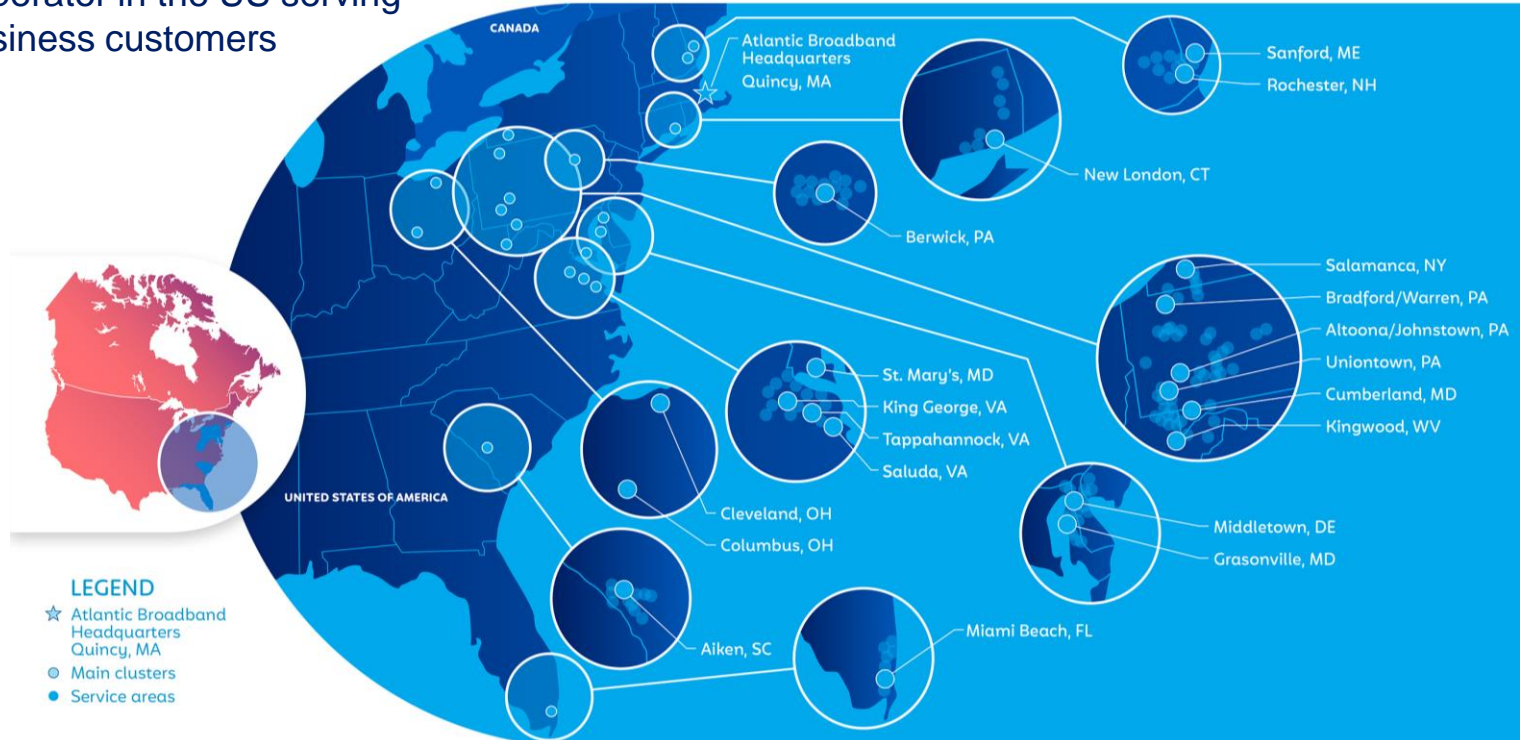
in the U.S.

- Atlantic Broadband serves over 700,000 residential and business customers in 12 states with advanced internet, video and voice services, including enterprise level fiber services and Hosted Voice.
- Over 94% of the Atlantic Broadband footprint has access to internet speeds up to 1 Gig.

About Us: Atlantic Broadband

8th largest cable operator in the US serving residential and business customers in 12 states.

Maine
New Hampshire
Connecticut,
New York
Ohio
Pennsylvania
Delaware
Maryland
Virginia
West Virginia
South Carolina
Florida

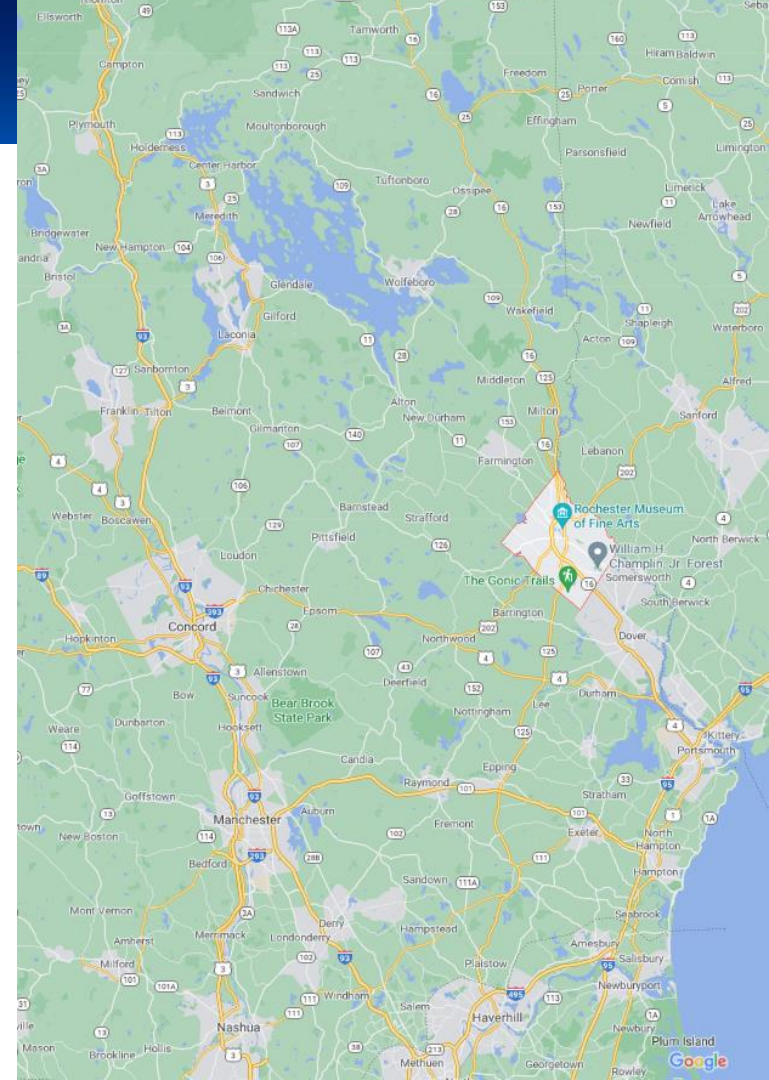


Atlantic Broadband in NH/ME

34

Communities Served in New Hampshire/Maine:

Rochester, Franklin, Laconia and Sanford and the Towns of Pittsfield, Bridgewater, New Hampton, Sanbornton, Milton, Strafford, Alexandria, Wolfeboro, Center Harbor, Barrington, Alton, Belmont, Deerfield, Northfield, Northwood, Tilton, Epsom, Bristol, Hebron, Farmington, Barnstead and Lebanon, Acton, Shapleigh and Newfield.



Atlantic Broadband Network in NH/ME

3,383

Miles of Plant

1,254

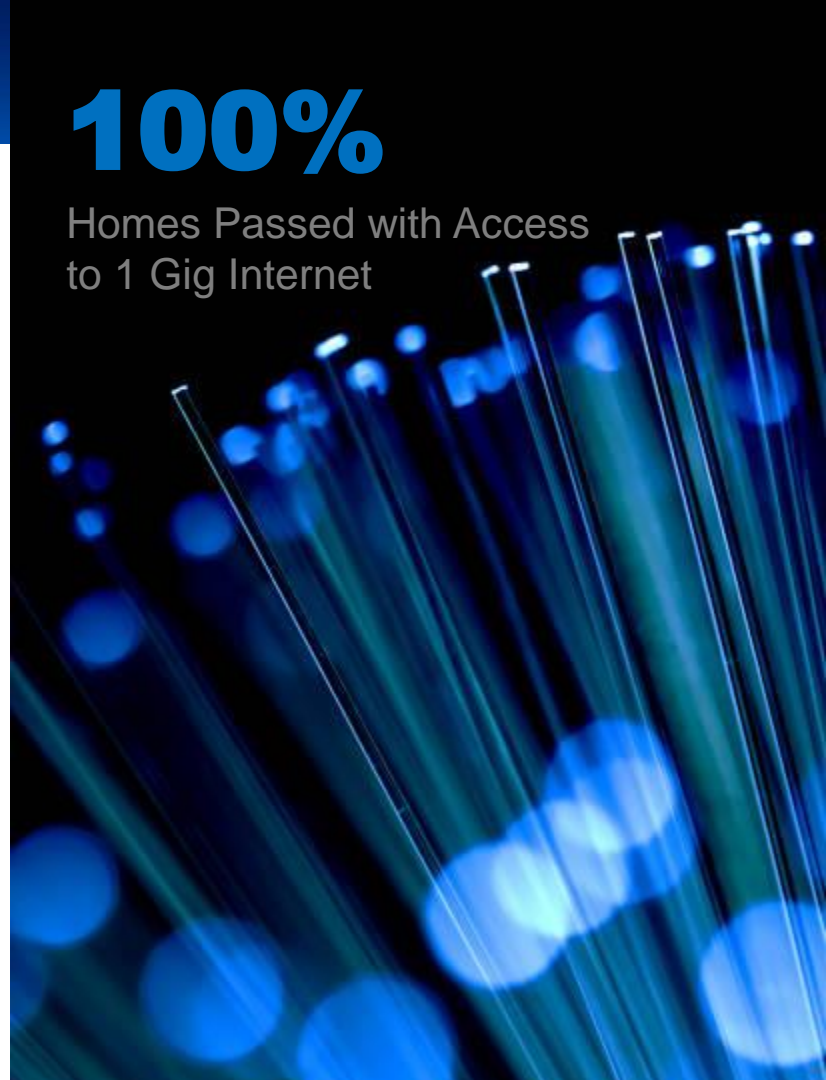
Fiber Optic Miles

115,265

Homes Passed

100%

Homes Passed with Access
to 1 Gig Internet



Employment in NH/ME

224

Employees (not including contractors)

\$3.7M

Employee Benefits

\$192K

Investment in Employees



Economic Impact: NH/ME

\$30.3M

Capital Expenditures (2018, 2019, 2020)

\$4.1M

Franchise Fees, Taxes & Rent (2018, 2019, 2020)



Community Investment: NH/ME

\$75,000

Support for Community Events & Activities

(2018, 2019, 2020)

\$177,135

Courtesy cable/internet services
for communities & groups (2018, 2019, 2020)

With its parent company, Cogeco, Atlantic Broadband has engaged in a corporate social responsibility (CSR) journey aimed at operating responsibly and sustainably and being a model of good corporate citizenship. The company seeks to integrate practices that improve the environmental and social impacts of our operations.

Cogeco has been ranked 68th among the world's
100 Most Sustainable Corporations



Experienced Leadership



FRANK VAN DER POST
President



PATRICK BRATTON
Senior Vice President and Chief Financial Officer



LESLIE BROWN
Senior Vice President and General Counsel



JUAN DOMINGUEZ
Vice President, Customer Care & Sales



SERGE BILLIOUW
Director of Data, Analytics and Digital Transformation



HEATHER MCCALLION
Vice President, Products and Programming



AARON BRACE
Vice President, Engineering



JULIE SULLIVAN
Vice President, Marketing



HEATHER CAMERANO
Head of Human Resources

EXPANSION TEAM

Jeff Drapeau
Director of Market Expansion

Nadine Heinen
Regional Director of Operations

Howard Deuso
Manager of Technical Operations

Glenn Patch
Construction Manager,
Market Expansion

Franchise Applicant Considerations

Financial

The financial ability of the franchise applicant to perform.



Technical

The ability of the applicant to provide adequate and technically sound facilities, equipment and signal quality.



Channels

Adequate channel capacity and appropriate facilities for public, educational, or governmental use, taking into account available technology, subscriber interest, and cost.



No Discrimination

The prohibition of discrimination among customers of basic service.



Service Quality

Reasonable service quality in terms of available technology, subscriber interest, and cost.



Code Compliance

Construction and installation which conforms to all applicable state and federal laws and regulations and the National Electric Safety Code.



Customer Care

A competent staff able to provide prompt, adequate service and to respond comprehensively to customer complaints or problems.



Policies

Reasonable rules and policies for line extensions and disconnects, customer deposits, and billing practices.



Financial Strength

The capital investment to build the plant, activate and deliver service is forecasted to be **\$28 million**, which will be sourced from operating capital generated by the existing corporation. No outside financial institution will be involved, nor will capital be secured by loans.

Atlantic Broadband, a subsidiary of the \$2 billion Cogeco Cable Inc. (TSX: CCA), is the 8th largest cable operator in the United States. We are well financed by our Cogeco parent, as shown in the **2020 Annual Report** in Attachment 1. We are not utilizing any funding from any local institutions. All capital expenditures will be absorbed by Atlantic Broadband or Cogeco in the existing operations and business plan. Since Atlantic Broadband is a public company, we are unable to provide any forward-looking statements related to our financial position.

The attached Cogeco Annual Report includes our most recent financial statements.



FTTH Technology

Atlantic Broadband proposes **Fiber-to-the-home (FTTH)** architecture, an advanced technology to serve not only residences but schools, libraries, hospitals, retailers and other businesses in the area. Fiber offers not only high bandwidth and low latency but also high reliability. Fiber is ideal for businesses and anchor institutions that depend on the internet to operate. This fiber infrastructure is what allows businesses to be able to locate and expand in rural communities.

ABB will deploy a **Passive Optical Network (PON)** with Fiber to the Premise (FTTP) end user connectivity.

PON is less reliant on electronic components and has fewer fail points than a traditional Hybrid Fiber Coaxial (HFC) Network, thereby improving network reliability to the most progressive standards in our industry.

Moreover, by delivering FTTP our potential product suite will include IPTV, "super-fast" symmetrical internet speeds and cloud-based solutions for consumer and business applications with the promise to support new products and services for years to come.



Network Resilience During COVID-19

Due to the significant investment in its infrastructure over many years, Atlantic Broadband's network has been resilient during the COVID-19 pandemic, even while usage surged due to work-from-home and remote learning:

- Internet traffic from Atlantic Broadband customers increased approximately 25%, with some areas exceeding 30%.
- Netflix experienced bandwidth usage nearly 60% higher, with some evenings seeing peaks 80% higher.
- Video on Demand (VOD) usage increased by 50%.

Network engineers actively monitored traffic at the company's network operations centers in New Hampshire and Pennsylvania to ensure ample capacity to meet the surge in demand and to maintain the highest levels of network performance.



Network Operations



- State-of-the-art Network Operations Center (NOC) in Rochester, NH
- Major investment in best-in-class network
- Fiber ring interconnectivity for efficiency in signal delivery, improved redundancy and reliability.
- Redundancy & diversity for seamless up time

Innovative Services

ADVANCED PRODUCT SUITE

- Symmetrical Internet Speeds
- Gigabit Internet
- Managed WiFi Powered by Plume
- Best-in-class TiVO video platform
- IPTV

BUSINESS SERVICES

- Up to 10 Gig for business
- Hosted Voice
- Fiber services, Dedicated Internet Access
- 4G Backup



Comprehensive Channel Lineup

- Atlantic Broadband will design, construct and maintain a Cable System that will be built for digital television standards with encrypted technology and will allocate a sufficient portion of its bandwidth to deliver two-way cable services.
- There will be **over 300 channels** in the proposed system.



Superior Customer Experience

- Focus on superior customer experience with first call resolution.
- Simplified, clear, transparent pricing.
- Superior reliability and product performance.
- U.S.-based customer care and technical support.
- Digitized self-care options give customers more control and added convenience.
- Virtual support and self-install options available.



ATLANTIC BROADBAND VIDEO



ATLANTIC[®]
b r o a d b a n d

**WE THANK YOU
FOR CONSIDERING
OUR APPLICATION
AND LOOK
FORWARD TO
SERVING THE CITY
OF CONCORD.**