



SWIFT Overview

Cogeco in Essex County

December 21st, 2020



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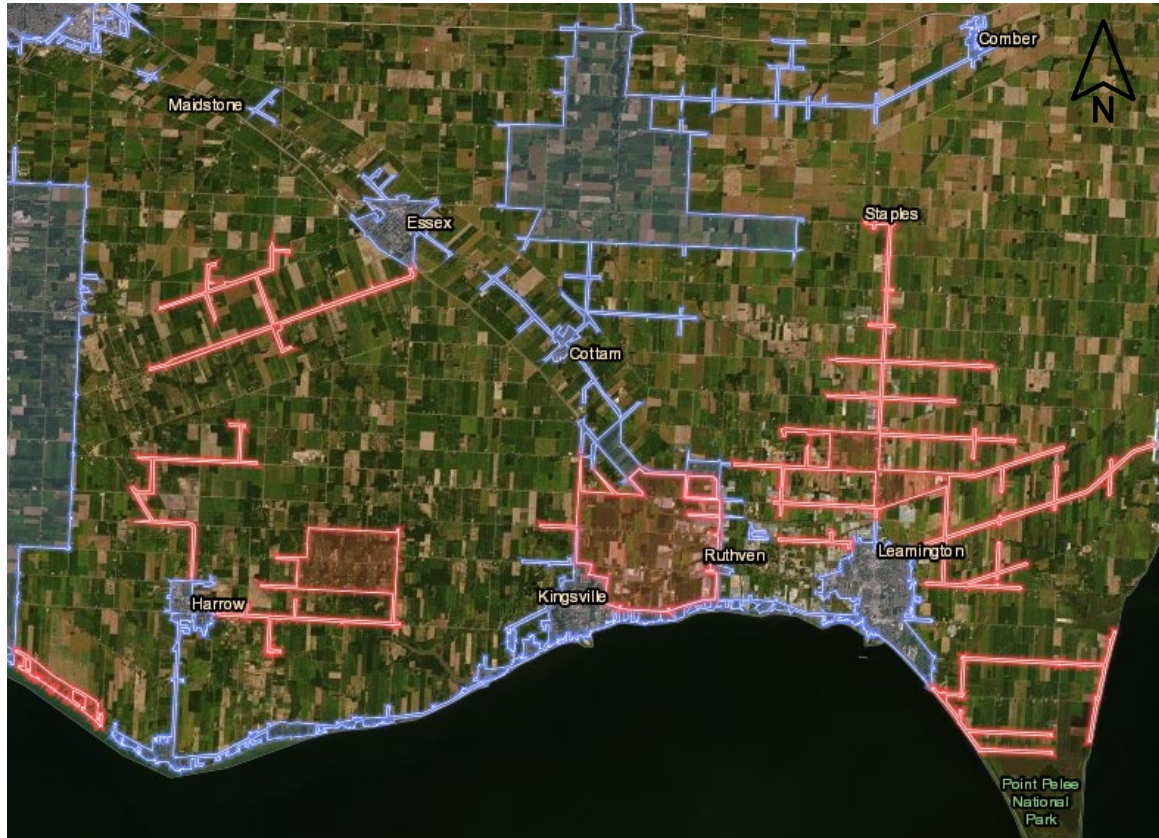
Details of the SWIFT Initiative

- Phase 3 of the SWIFT program targeted the remaining counties within the SWIFT Initiative, with each issued a specific RFP with their own unique timelines and scoring systems.
- For Essex County, there was \$8,191,094 available in funding, of which no more than \$4,095,547 could be requested in a single bid
- Cogeco was one of 2 ISPs awarded funding as part of this program in Essex County, receiving \$6.1 million to expand broadband availability to residents in the Town of Essex, Municipality of Leamington, and Town of Kingsville.

SWIFT-Cogeco Project Details

- Cogeco's successful submissions to SWIFT for Essex County focused on expanding our existing footprint to deliver fibre as far into the rural parts of the county as possible with the funding available.
- Approximately 3,600 homes are expected to have access to high-speed broadband internet, delivered using a full fibre-to-the-home (FTTH) solution.
- Cogeco currently expects to have most construction completed and the resulting network operational by the end of 2022.
- Upon completion of this project, Cogeco coverage of Essex County will increase from 69% to 74% of premises.

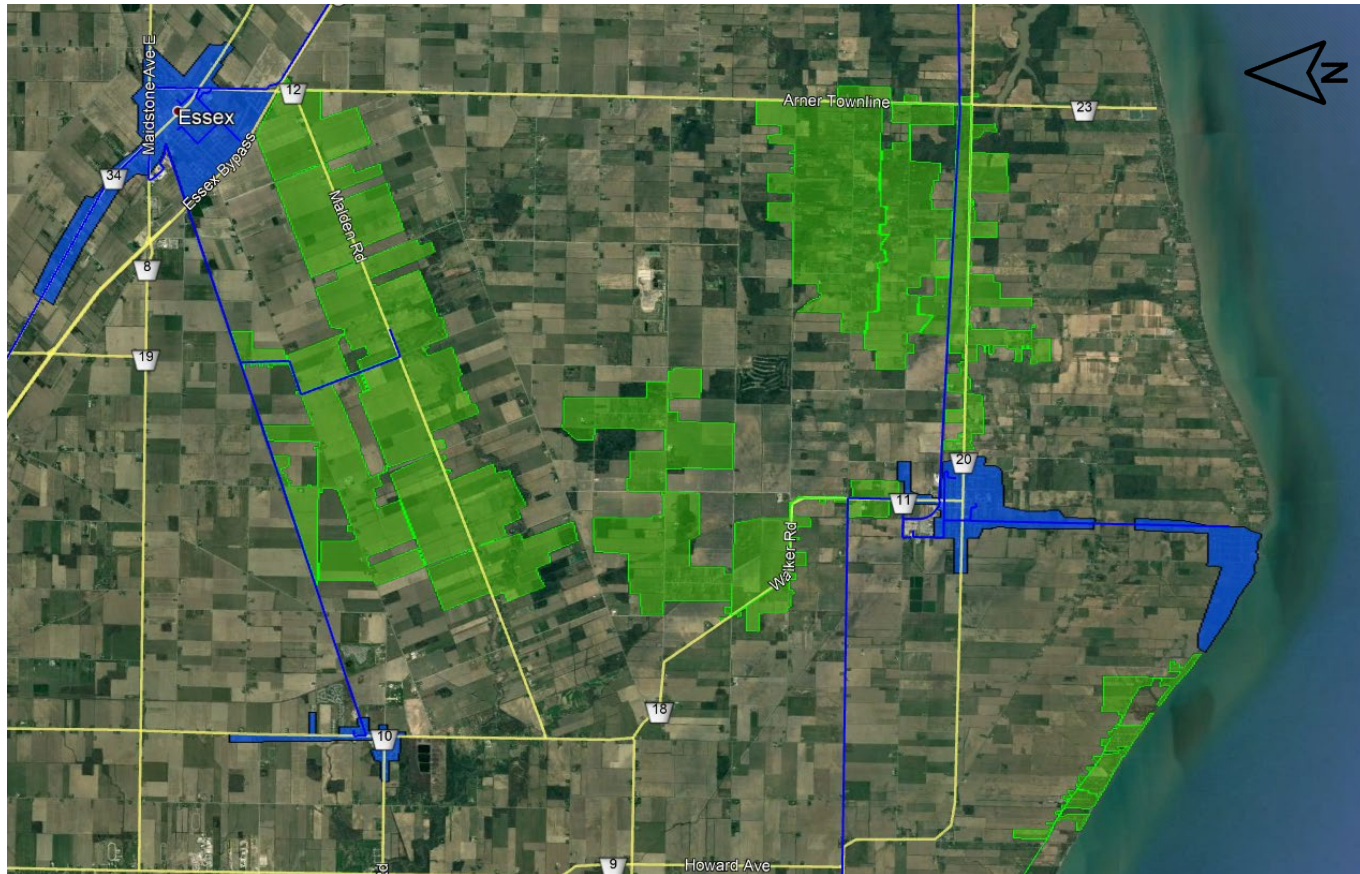
SWIFT-Cogeco Project Details



Within the Town of Essex

- Communities within the Town of Essex that fall under the current planned scope of work include:
 - Ambassador Beach
 - Lypps Beach
 - Comet
 - Arner
 - New Canaan
 - Levergood Beach
 - Gesto
 - New Canaan
 - Pleasant Valley
 - Seymour Beach
- In total, an estimated 1,544 premises will be connected within the Town of Essex, increasing Cogeco's coverage of the Town from 67% of premises to 85% of premises upon completion.

Within the Town of Essex



Proposed Services

Package Name	Max DL Speed (mbps)	Max UL Speed (mbps)	Monthly Usage (GB)	Monthly Rate (\$)
UltraFibre 60 Unlimited	60	10	Unlimited	98.00
UltraFibre 360 Unlimited	360	360	Unlimited	103.00
UltraFibre 1Gig Unlimited	1000	1000	Unlimited	113.00

Products and prices indicated above reflect current regular priced package offerings without any bundle or promotional discounts applied. Packages and rates are subject to change.

Future Funding Programs

CRTC Broadband Fund

- Applications were due June 1st, 2020
- \$750 million over 5 years for all of Canada, with \$100 million available this year, and \$10 million pre-allocated to satellite-dependent communities
- Focus on areas where no homes can achieve 50/10 broadband connectivity
- Cogeco submitted several projects to this program and is waiting on feedback and results.

ISED Universal Fund

- Launched November 2020
- Up to \$6 billion over 10 years for all of Canada
- Expected to focus on areas where less than half of homes can achieve 50/10 broadband connectivity
- Cogeco is currently preparing applications for the Rapid Response portion of the program which are due January 15th, 2021.

Ontario ICON Program

- Launched June 2020
- Up to \$300 million over 4 years for all of Ontario
- Divided into two intake streams, with two phases in each stream.
- Intake 1, Stage 1 was due August 21, 2020. Stage 2 is due January 27, 2021.
- Intake 2, Stage 1 is due January 8, 2021. Stage 2 will be due Fall 2021.

Questions?