



Brightspeed is qualified to expand broadband infrastructure to unserved and underserved locations, as well as unserved community anchor institutions, under the BEAD Program. Although only a few years old on paper, Brightspeed was established to own, operate and manage assets acquired from CenturyLink, the legacy ILEC company who has been operating in rural Virginia markets for decades. Brightspeed acquired CenturyLink's network, operations, customers and, importantly, its employees, in Virginia and 19 other states and since then has been pursuing every opportunity to deploy fiber throughout the network to upgrade the services provided to our existing customers and attract new customers.

Brightspeed's network spans tens of thousands of miles across our 20-state footprint and currently has over one million customers. Those customers are served by our nearly four thousand employees, all of whom work in areas related to telecom and broadband. Brightspeed's footprint serves mainly rural and suburban regions of the states that make up our footprint.

Brightspeed is committed to upgrading the legacy CenturyLink DSL network to fiber, with over 400 fiber construction projects in progress at any one time, making Brightspeed the second-fastest fiber builder in the United States in 2024. Brightspeed passed its one-millionth location with fiber in spring of 2024, less than 18 months after first launching its fiber broadband strategy. Each of our fiber builds are completed using state-of-the-art XGSPON architecture, and most builds can be completed within a 2-year timeframe.

Brightspeed is exceptionally well financed by Apollo Global Management. Apollo itself is a publicly traded company with a current market cap in excess of \$35 billion. It manages more than \$400 billion in credit, private equity, and real assets funds. Apollo has made \$5 billion available to Brightspeed, of which a majority is available to fund capital expenditures such as fiber-optic broadband networks such as those under BEAD. A proportional amount of this funding will be available for investment in Virginia.

Brightspeed intends to use this funding to invest in its fiber optics transformation, which is expected to reach up to 4 million homes and businesses over the next five years, including in many locations where fiber and advanced technology have not historically been deployed. In addition our local and centralized workforce, we have a strong management team that includes senior executives with extensive experience designing and deploying Verizon's cutting-edge FiOS large-scale Fiber to the Premises ("FTTP") network. These executives each have multiple decades of overall telecom and business experience, and lead the established network and operations teams, including employees that live in Virginia, to build and maintain our broadband projects.

Brightspeed regularly responds to grants and Requests for Proposals issued by states, counties, and other municipalities to partner with governmental bodies and provide high-speed home internet to unserved and underserved populations. To date, we have won over \$229M in grant funding and are executing on those fiber deployment projects across our footprint, including in Virginia



For its fiber networks, such as the ones Brightspeed will propose under BEAD, Brightspeed utilizes XGSPON fiber-to-the-home network infrastructure. XGSPON is a state-of-the-art Passive Optical Network (PON) technology that could scale up to 10 Gbps for both upload and download (i.e., symmetrical) data speeds. The base speed fiber offering provides 200 Mbps/200 Mbps (download/upload) speeds, and the top-end service will be at least a 2 Gbps symmetrical (i.e., 2 Gbps upstream and 2 Gbps downstream) speed service.

Brightspeed utilizes the highest-possible internal standards to guarantee that we can meet the needs of our customers. This begins with training — ensuring that our workforce is prepared to meet its obligations, regardless of role or level of experience. Our training programs include a combination of safety and technical and customer experience training that includes role and task-specific vendor and internal created e-learning, hands-on instructor-led training, and mentor/on-the-job training components and reinforcement. Field Technicians are separated into New-Hire and Continuing Education. The New-Hire training program is 160 hours of blended learning, with 120 hours of that foundational training consumed in a classroom/lab delivered by an industry expert. Continuing education opportunities are segmented by role and durations vary from 16 to 80 hours of Instructor-led training per discipline. The technical training team members average 33.5 years of experience in telecom and hold professional certifications including PMP, CCNA, CCNP, and OSHA10 among others. Members of this training team also hold patents related to telecom system design and use.

Brightspeed mandates as a matter of policy that any contractor or subcontractor hired to conduct work on company projects adhere to the same labor standards Brightspeed uses for internal employees regarding licensure and certification. We have a strong, proven track record of compliance with federal and state laws and regulatory requirements, having started out in a very regulated industry. We require the same adherence to high standards and federal, state and local requirements for any our contractors. Brightspeed will have signed contracts in place with these companies before any work is begun which will clearly define all aspects of the agreement, including but not limited to the scope of work, pay scale, number of employees, and certifications and licenses required for each job title.