



Underline[®]

Underline Overview

April 2025



We Deliver Connectivity
Infrastructure as the
Foundation for
Flourishing
Communities



Underline Serves Every Client Segment

Residents & Small Business

Access to the internet & information economy from anywhere

Access must be fast, affordable, and fair...

Enterprise, Defense, Health, & Education

Access to modern, safe, & flexible connectivity

Secure point-to-point connectivity narrows the cyber battlefield

City initiatives & Utilities

Access to secure fiber networks & technology to rebuild infrastructure

Our cities are early in a massive transformation modernizing critical infrastructure

Underline Fiber + Technology = Multi-Purpose Networks

Ubiquitous Fiber Network

Serves all segments: homes, businesses, enterprises, utility, municipality

Software-Defined Comprehensive Neutral Network

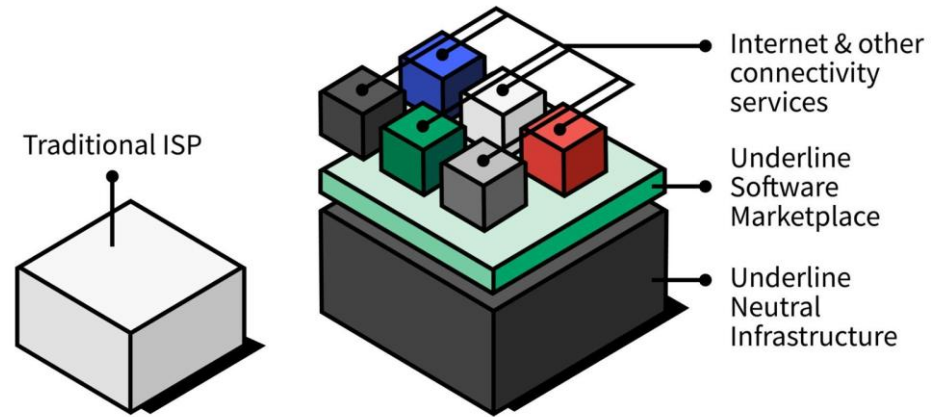
Ensures no single provider has exclusive access to the subscriber

Capital Efficient, Future-ready Solution

'Dig-once' approach removes duplicative overbuild and unnecessary time-intensive need for additional truck rolls

Software-powered Marketplace for Services

Underline recruits and integrates ISPs & other applications, enabling competition & consumer choice



The vertically integrated, incumbent model in comparison to the open access model that benefits consumers and supports private sector innovation

Underline Powers Smart, Resilient Cities

Cyber Secure Utility Operations

Connect and secure industrial automation/utility modernization plan

Sustainability Initiatives Around Energy

Supply and monitoring, distribution, and adjustments to energy storage (battery grid); fiber sensing for water/wastewater leak detection

Transportation

Signal optimization & communication to respond to traffic activity in real-time

Parking

Metered parking using smart / adaptive technology

Ability to Share in-the-field Data Quickly and Accurately

Smart monitoring systems to improve efficiency and promote cost savings

Community Hotspots & Public Wifi

Boost existing and add new



Fountain, CO

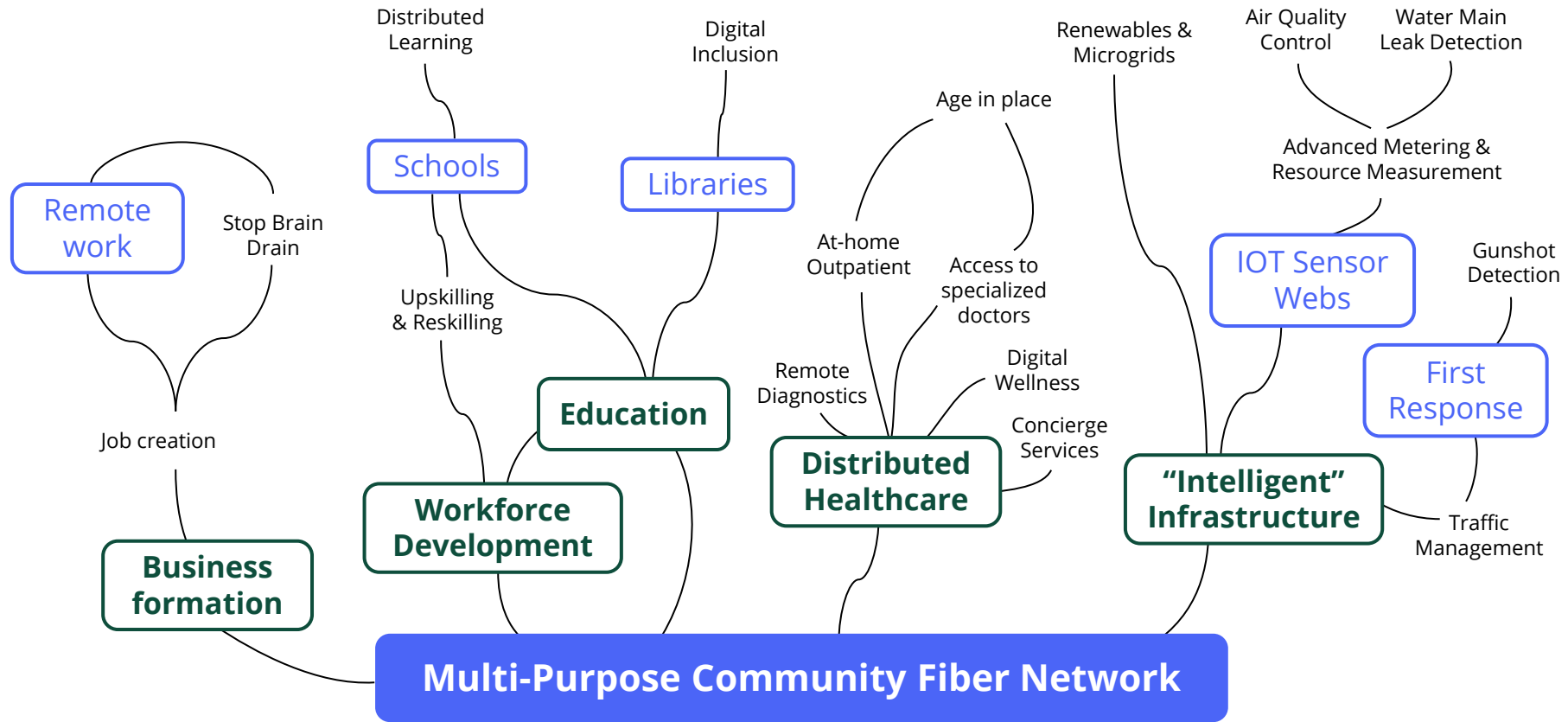
- Privately funded
- Underline owned & operated
- Won highly competitive RFI
- Designed to serve homes, businesses, City, City Utility

Q1 2022: Construction started

Q3 2022: First subscribers connected

Anchor Clients:

- City of Fountain
- Fountain Utilities, including Industrial Automation strategy



We Have Flexible Approaches to Deliver Your Solution



Turnkey Implementation

- We can engineer, privately finance, construct, and operate a fiber-to-the-community network.
- With this approach, we also offer the option for communities to purchase the stabilized network down the road.



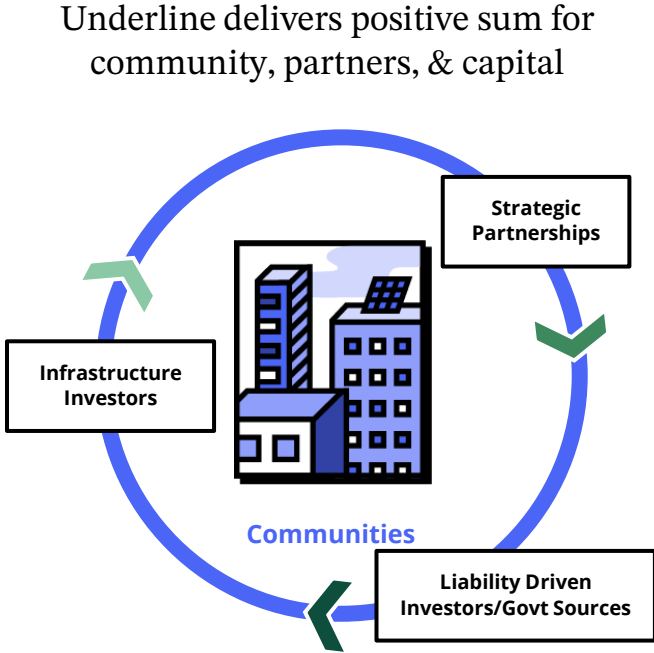
License & Operate/Support

- If you want to fund and build your own community fiber network, we can license our technology to bring a multi-purpose, open-access system to life.
- With this approach, we also offer ongoing network operation.

Underline Consortium: Team, Playbook, Partners to Execute



Underline
leads the way





Secure Smart Cities

We Design “Secure Cities” From First Principles



Designed for All Needs

- Software-powered marketplace hosts and delivers applications beyond traditional internet services to each market segment
- Network built in a redundant fashion throughout the community to ensure reliable service
- Network architecture allows for bandwidth to scale with the community by simply upgrading electronics



Built for Future Applications

- Cybersecure utilities and IOT
- Public safety and disaster management
- Improved resource management
- Distributed fiber-optic sensing
- Digital twins
- Autonomous vehicle enhancement
- Hyper-local advertising

Distributed Fiber-Optic Sensing: Fiber Becomes City Central Nervous System

Real-Time Protection of Utility Assets

Sensing devices detect sound along the fiber and use AI/ML to identify signatures of specific activity such as:

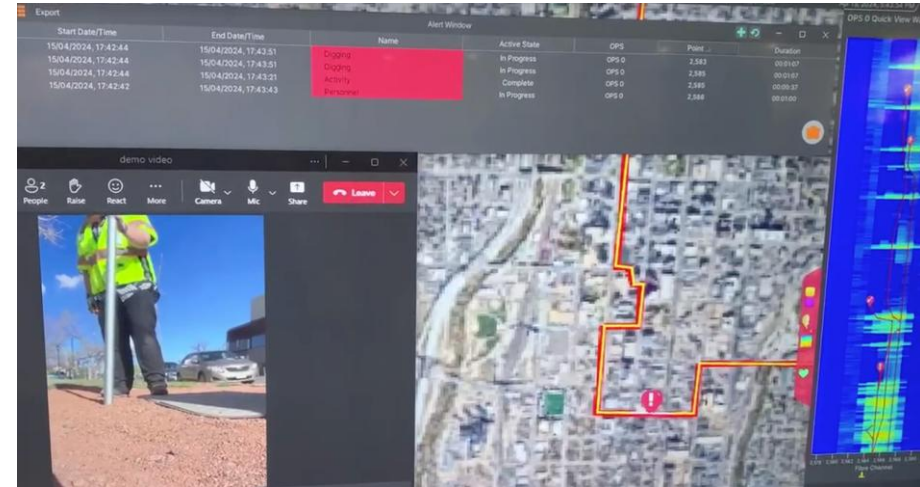
- Mechanical or manual digging in ROW
- Water/wastewater leaks
- Traffic patterns
- Rail car sensing for damaged wheels and tracks

Reduce Costs in Logistics and Port Operations

Ultra-precise real-time understanding of infrastructure issues allows for quick and efficient repair and maintenance.

Improve Security

Fiber sensing network can be used to detect intrusions and vandalism to provide real-time situational security.



The sensing system sends notifications that there is someone walking around and digging near an Underline handhole more than 3 miles away



Serving Residents & Small Businesses

We Serve Residents & Small Businesses*

Join your neighbors and make the switch to gigabit speeds on a full fiber network.

BE THE NEXT TO GET:

- ✔ Fast, reliable fiber internet
- ✔ Gigabit upload & download speeds
- ✔ No data caps, contracts or equipment fees
- ✔ Free install, with weekend availability
- ✔ 100% local customer support



HAVE QUESTIONS?

Call us at 719-465-0487

GET CONNECTED

underline.com/fountain

500/500 MBPS

\$49/mo

1 GIG/1 GIG

\$65/mo

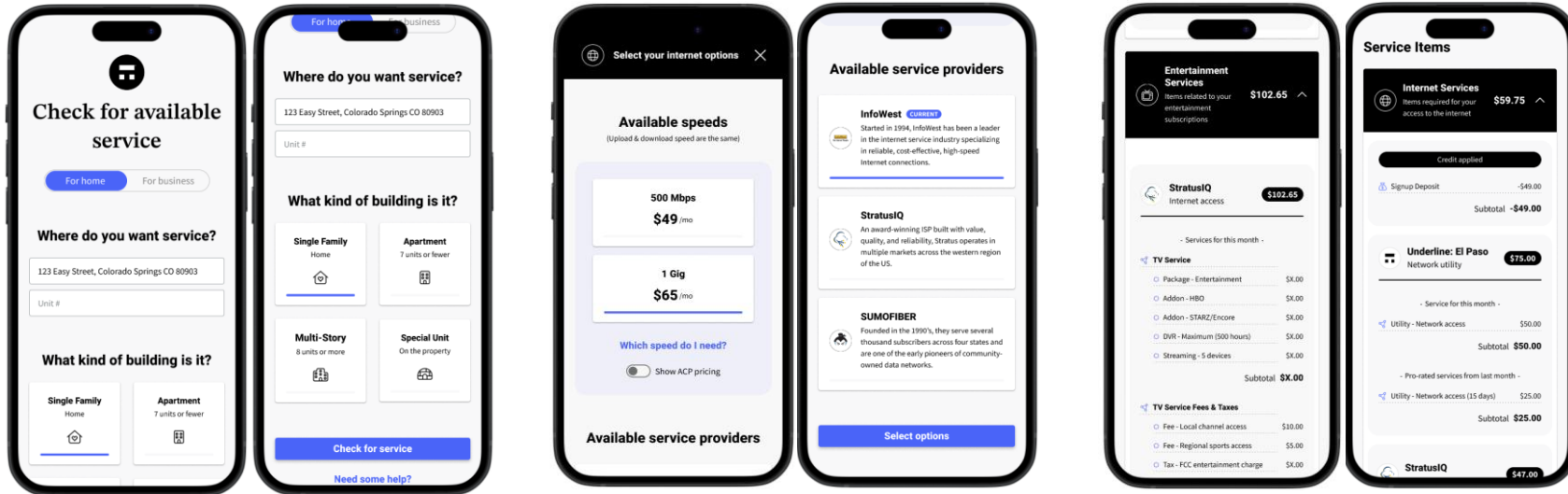


Benefits

- Up to 10G symmetric speed
- Dedicated bandwidth for each household/business
- Competitive marketplace of apps & services
- Flexible pricing plans that guarantee high-speed, cost-effective services for price-sensitive families

*Example: Fountain, CO Market, *Pricing reflective of residential client offerings*

Industry First Fully-Automated Multi-ISP Marketplace



Seamless sign up and scheduling

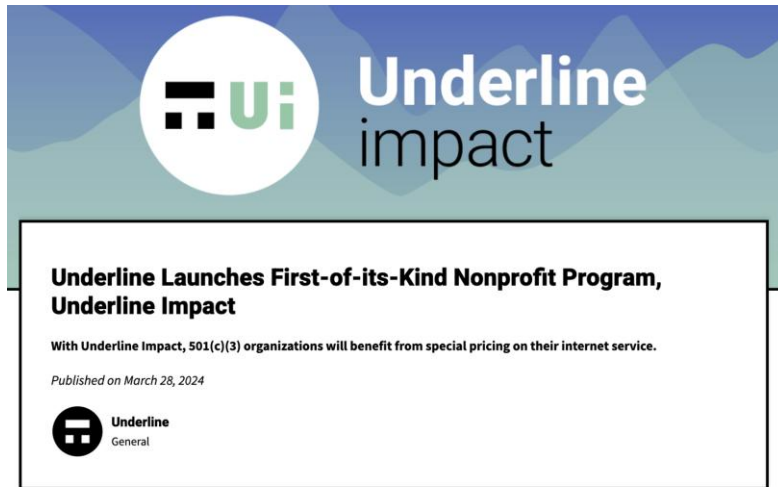
Choice between multiple providers,
with automated switching

Unified billing experience

Focus on Community Impact: We Support Non-Profit Clients

“ We’re so happy to have switched to Underline for our connectivity needs. Our new internet speeds are lighting fast, Underline’s local team has made everything so easy for us, and the new non-profit discount means that the already attractive prices are even better. It’s great to see an internet company give back to the community like this. ”

Susan Davies
Executive Director
Trails and Open Space Coalition




The image shows a graphic with the Underline Impact logo at the top. The logo consists of a white circle containing a stylized 'U' made of horizontal bars, followed by the text 'Underline impact' in a sans-serif font. Below the logo is a white rectangular box with a black border containing the following text:

Underline Launches First-of-its-Kind Nonprofit Program, Underline Impact

With Underline Impact, 501(c)(3) organizations will benefit from special pricing on their internet service.

Published on March 28, 2024

 Underline
General

Underline, a new fiber internet and technology provider in El Paso County, today announces *Underline Impact*, a first-of-its-kind nonprofit pricing program to serve other mission-based organizations. With this program, qualifying organizations will receive up to 15% off all Underline high-speed fiber internet plans.

"We're always thinking about ways to be a good neighbor in El Paso County. I'm excited that with this program we're able to pay it forward to all the organizations that work tirelessly to support this community we care so much about," said Bob Thompson, Underline Founder & CEO. *"It takes a lot of energy and dedication to build a flourishing community and we're happy to play our small part."*

[Trails and Open Space Coalition \(TOSC\)](#) is the first organization to benefit from this program—receiving a discount on gigabit fiber internet service, increasing their speeds and lowering their bill.



Serving Enterprise Clients

We're Trusted by Enterprise, Government, & Utility Clients



Cyber Research
Center



CATALYST
CAMPUS
FOR TECHNOLOGY INNOVATION



Cheyenne Mountain D12



Fountain
Utilities



DISTRICT TWO
HARRISON SCHOOLS



Benefits

- Single Circuits up to 100G symmetric with NX100G available
- Ultra low latency
- Tier 1 DIA
- Ability to create private connections, on-demand
- Customizable suite of network, cyber security & disaster recovery services



Serving School Districts & E-Rate Clients

We Serve School Districts

Fiber + Technology to Connect 3 Colorado Springs School Districts

- We provide cost effective internet access across modern fiber *and* the technology to link schools together to overcome fragmented systems
- Underline's solution links together the various school districts over an interoperable network, for sharing information and expensive resources such as bilingual or remediating tutoring—away from the public internet



District Highlights

- 39,100+ students, 4,990+ employees, 86 schools
- Services:
 - DIA to administration building
 - Ethernet - WAN: Centralized firewall & routing
 - Managed WAN services & network maintenance
 - Power to spin up private connections on demand



ST. MARY'S HIGH SCHOOL
A Catholic college-prep family since 1885



Local Approach to Operation & Community Engagement

Community Investment: We Hire Locally & Take a Hands-on Approach



Construction & Tech Services

- Site surveys/engineering
- White glove installation
- Quality control/verification
- As-built documentation



Marketing & Engagement

- Multi-channel adoption campaigns
- Community engagement
- Brand loyalty programs
- Local branding playbook



Market Sales

- Data science-backed
- Staffed by segment: SMB, Enterprise, MDU, etc
- Consultative approach
- Local presence for clients, community, and leadership
- Sales/Solution engineering
- Residential sales: door-to-door, community engagement



Client Success

- End-to-end client ownership
- Client Helpdesk
- Account inquiries
- Installation workflow management

Mutually In Pursuit of A Thriving Community

- Underline's go-to-market strategy emphasizes a community-first approach
- Community partnership extends beyond broadband, with an ethos of community engagement, including sponsorships of community events, collaborations with city officials, and regional / state policy engagement
- Built strong relationships with Chamber of Commerce/EDC, key developers, business community, to support the city's economic development and prosperity
- Created ~40 new jobs to support local operations

Community Engagement



Exponential Impact NSF Grant Celebration with Senator John Hickenlooper



Colorado Springs State of the State with Governor Jared Polis

*“You didn't just come here for the money, you came to **build relationships.**”*

-- Vance Brown, Founder, Exponential Impact

*“The national mission and purpose of our company, Underline, is to deliver the connectivity infrastructure **that's necessary for American communities to flourish.**”*

-- Bob Thompson



Underline & Nokia Partnership

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Nokia Partnership Highlights

- **Underline's Premier Partner for XGS-PON Access Solutions**
- **Nokia AltiPlano Open API:** Seamless integration with Underline's software-defined network management.
- **Lab & Testing Collaboration** ensures reliability and interoperability.
- **Bi-weekly Strategic Alignment Meetings** drive innovation and problem-solving.
- **A True Partnership:** Not transactional. Nokia provides ongoing support, expertise, and technology to advance Underline's mission.



Thank you!

