

Shaw Communications

Presentation to the Gas, Power and Telecommunications Committee

April 11, 2019



Shaw)

Shaw by the numbers



1.2M

Over 1.2 million
subscribers



10,000+

Employees
(after Total
Business
Transformation)



5.75M

Subscribe
rs

cable, internet, phone
and satellite services



\$61.8M

Shaw's total community
investment in Canada
(Fiscal 2011-Fiscal 2016)



2.5M Devices
100K Hotspots

Attachment 1
GPT2019-0467

Shaw)

Shaw in Calgary

A leader in technology - Shaw is headquartered in Calgary, and is Calgary's second largest employer*

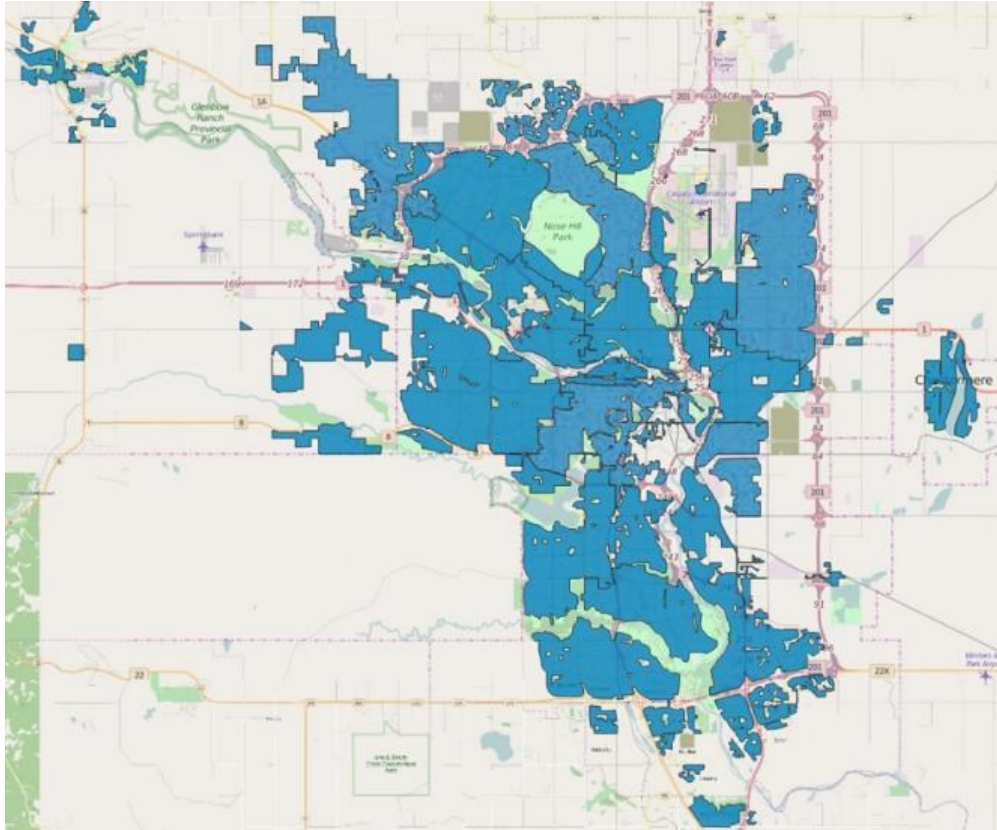
Shaw has great network coverage throughout the City, and partners with world-leading organizations to provide cutting edge services – Comcast, Fujitsu, Nokia, and Cisco

Freedom mobile continues to expand, and offers Calgarians a fourth wireless option, creating competition and decreasing prices.

Invested over \$400M in capital expenditure, and almost \$20M in community investment over the last 5 years in Calgary alone.

Attachment 1
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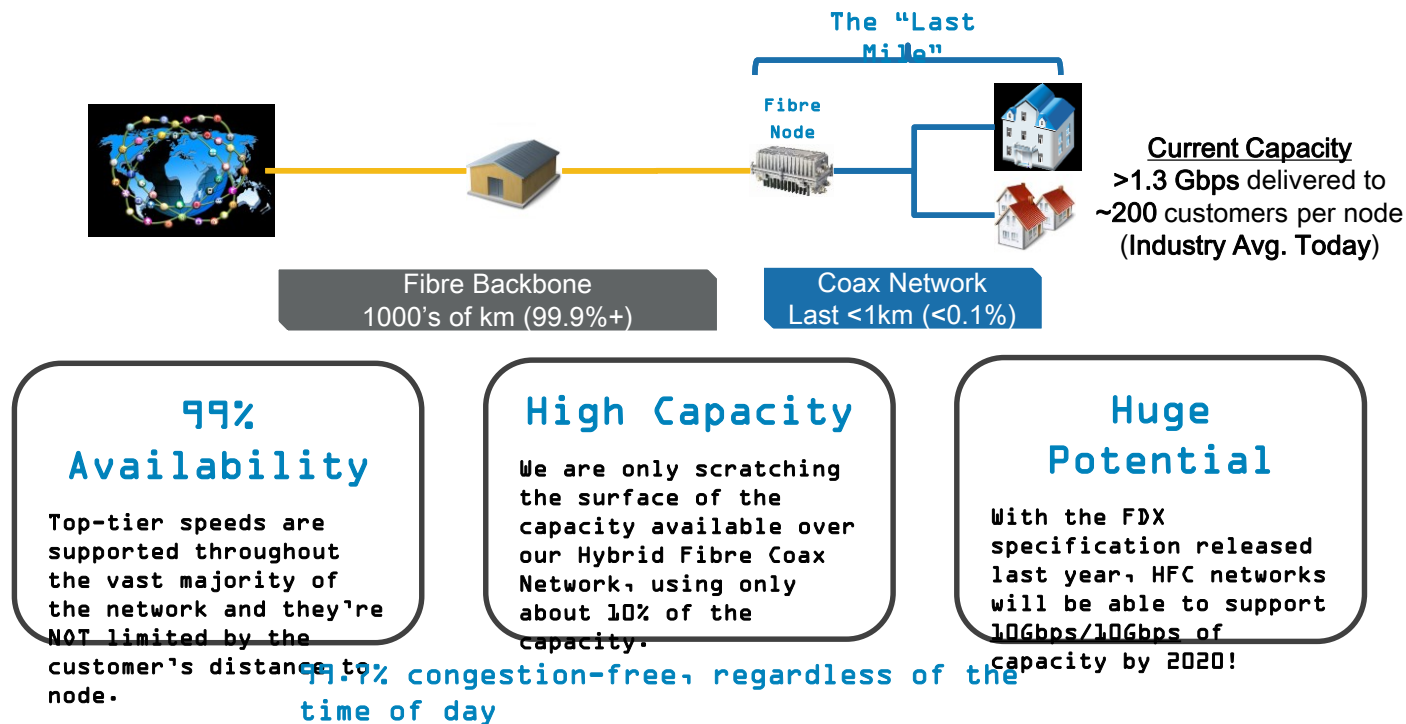
Shaw 600 in Calgary



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Overview | Our Hybrid Fibre Network



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Overview | Powering Connectivity for Canada



Fibre Backbone

One of Canada's Largest Fibre Networks Spanning Coast to coast, over 1 million km's



19.2 Tbps

Metro Network Capacity in Serviceable Major Cities, **Delivering Future Ready Speeds for Canada.**



400 Gbps

Shaw has Completed Live Field Trials of 400Gbps Systems over 400 km Distances, Providing **One of Canada's Most Robust Networks.**



Managed WiFi

Shaw is **Canada's Largest Managed WiFi Provider**, managing over 100,000 WiFi Access Points

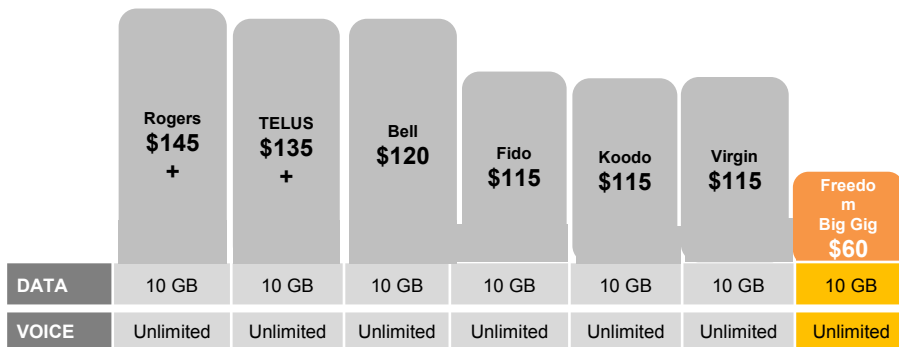
Attachment 1
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Shaw)

The Big Gig - Market Disrupter

Making High Speed Mobile Data More Affordable for Canadians

- The Big Gig: 10 GB / Unlimited Voice to Canada and US for \$60
- Our rates are roughly 50% lower than competitors.



1. <https://crtc.gc.ca/eng/publications/reports/PolicyMonitoring/2017/cmr2017.pdf>

Overview | Product Portfolio



Internet

DOCSIS and Fibre
solutions up to 100
Gbps for any use case



Voice

Business lines, Unified
Comms, Voice trunking
services



Data

Private data
connections
up to 100 Gbps



Video

Cable and Satellite
TV for all business
types in all segments



Data Centre & Cloud

Data center solutions
based out of the Calgary
flagship location

Attachment 1
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Overview | Product Roadmap

Shaw is committed to product development

- We are focused on launching products that are cloud based, managed and easy to use
- Shaw Business listens to customers to inform our product roadmap, ensuring we launch products that address customer needs.



SmartWiFi

A fully managed, enterprise-grade WiFi system with multiple SSID's, cloud management and insightful analytics.



SmartVoice

A fully-managed unified communications system with enterprise voice features and all software and hardware included.



SmartSecurity

A fully-managed network security solution which protects against the latest threats, using powerful cloud-based technologies.



SmartSurveillance

An enterprise-grade video surveillance solution with simple management through an online portal.

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Overview | Technology for Smart Communities

Advanced technology that can improve government services



Managed WiFi



SmartSurveillance

- Provides an incredible amount of real time data that can be used for implementing Smart City transportation systems that **reduce travel times, bottle necks and accidents**
- Improves public safety by **enabling law enforcement** to pull video data in minutes through a login portal
- Provides **exceptionally fast WiFi service for people** waiting for and using transportation systems

Attachment 1
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Shaw Go WiFi and the City of Calgary

Shaw Go WiFi has over 10,000 hotspots at almost 6,000 locations across Calgary including over 200 hotspots in 44 municipal locations

Shaw Go WiFi and City of Calgary was signed in 2014, and set to expire in November

Shaw wants to keep and upgrade current infrastructure to allow for more capabilities and features for municipal use

Potential to provide rich transit analytics, unlimited, free WiFi at Calgary Housing facilities and other locations, potentially couple with Small Cell technology

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