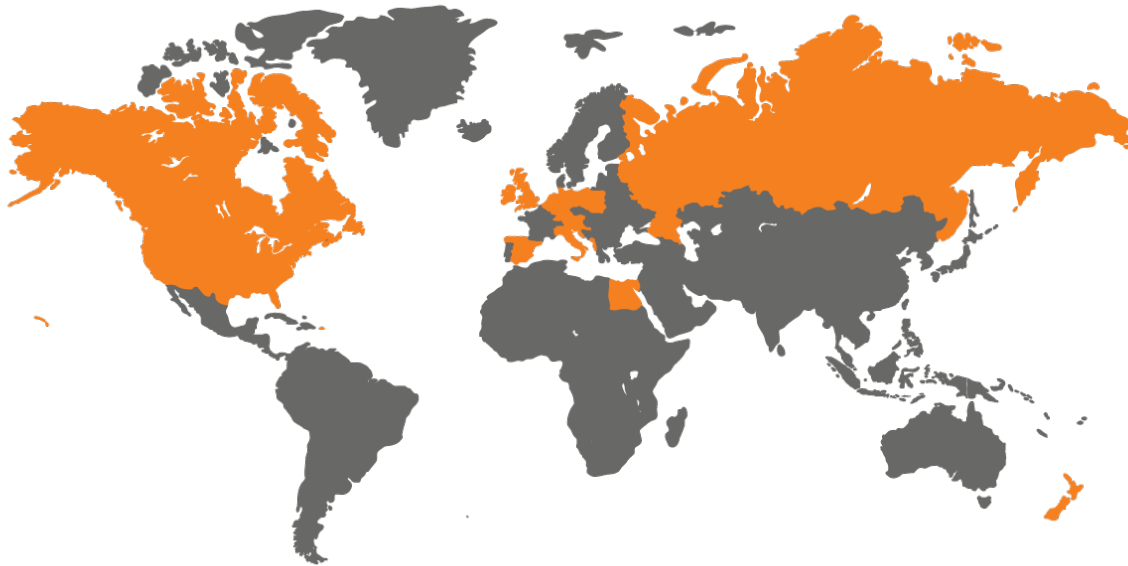


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THE COMING 5G REVOLUTION

OUR REACH



5
CONTINENTS

19
COUNTRIES

13
LANGUAGES

Md7 is a network real estate company serving the telecom industry since 2003.



Site Acquisition... Lease Optimization...

Audits & Abstracts...

15+ years of experience in telecom industry

Worked with 31 operators

...on 5 continents

Handled over 150,000 leases

Interfaced with more than 100,000 landlords

...in 12 different languages

Executed leases and amendments in 18 countries (incl. USA & Canada)

Delivered over \$1B in term savings

Abstracted and analyzed over 75,000 leases

Construction Management...

Lease Administration & Landlord Management...











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WHAT IS 5G?

WHAT IS 5G?

EVOLUTION OF THE G

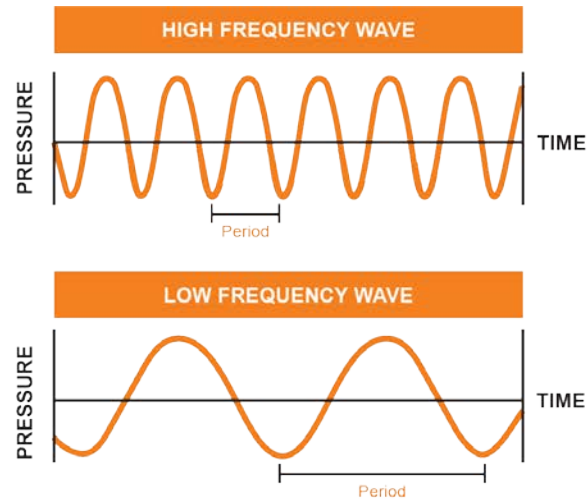
1G	2G	3G	4G
			
1ST GENERATION <i>wireless network</i>	2ND GENERATION <i>wireless network</i>	3RD GENERATION <i>wireless network</i>	4TH GENERATION <i>wireless network</i>
<ul style="list-style-type: none">• Basic voice service• Analog-based protocols	<ul style="list-style-type: none">• Designed for voice• Improved coverage and capacity• First digital standards (GSM, CDMA)	<ul style="list-style-type: none">• Designed for voice with some data consideration (multimedia, text, internet)• First mobile broadband	<ul style="list-style-type: none">• Designed primarily for data• IP-based protocols (LTE)• True mobile broadband
			
THE NEED FOR SPEED <i>in kilobits per second</i>			
2.4 kbps	64 kbps	2,000 kbps	100,000 kbps



5G TH G E N E R A T I O N



WHAT IS 5G?

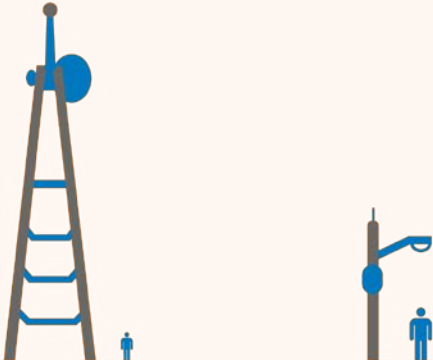


FREQUENCY BANDS	PROS	CONS	DELIVERY MECHANISM
LOW	Travels Long Distances Can Penetrate Objects Good for Voice	Lower Information Flow Higher Latency	Macro Network (Towers)
HIGH	Higher Information Flow Lower Latency Good for Data	Travels Shorter Distances Cannot Penetrate Objects	Macro Network + Small Cell Network

WHAT IS 5G?

Towers
Tall. Visually prominent.

Small Cells
Discreet. Lower to the ground.



Towers
Good for voice.
Data signal can degrade over distance.

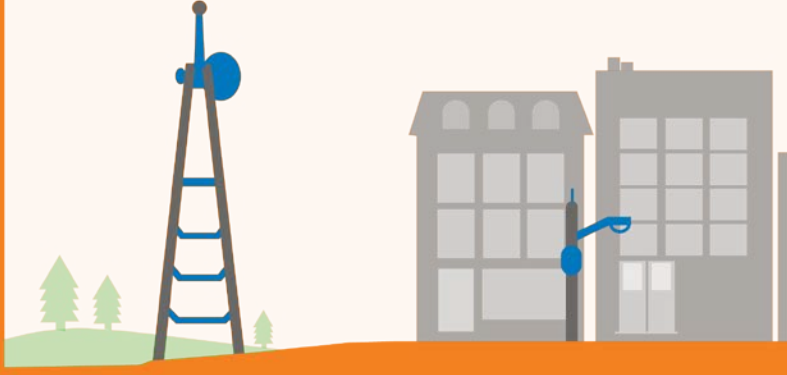
Small Cells
Good for voice and data.



Device	VOICE	DATA
Towers	★★★★★	★★★☆☆
Small Cells	★★★★★	★★★★★

Towers
Good for low-density populations.

Small Cells
Good complement for dense areas with high capacity needs.



WHAT IS 5G?

BENEFITS OF THE 5G NETWORK



MINIMAL DELAYS
IN RECEIVING DATA



MUCH FASTER
NETWORK SPEEDS



MORE
CONNECTIONS

- Up to 10x less transmission lag
- Up to 20x faster than current 4G speeds
- Internet Of Things



WHAT DOES 5G MEAN FOR US?

IMPACT IN SAN DIEGO



Impacts/Concerns Grid

BENEFITS & DETRIMENTS	COMMUNITY	CITY	UTILITY
SMALL CELL	Closer to the User	Higher Volume	Lower Power
SMART CITIES	Emergency Services	Smart Lights	Smart Meters
LAND USE	Health	Aesthetics	Infrastructure



VIRTUAL REALITY

5G IN YOUR HOME

SMART HOME

5G IN YOUR COMMUNITY

MACHINE-
TO-MACHINE



AUTONOMOUS VEHICLE NAVIGATION



SMART UTILITY
INFRASTRUCTURE



Stated goal to have 5G deployed in parts of San Diego by the end of 2019



No stated timetable for bringing 5G to San Diego



No stated timetable for bringing 5G to San Diego but have announced a partnership with San Diego for 5G deployment



No stated timetable for bringing 5G to San Diego

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QUESTIONS