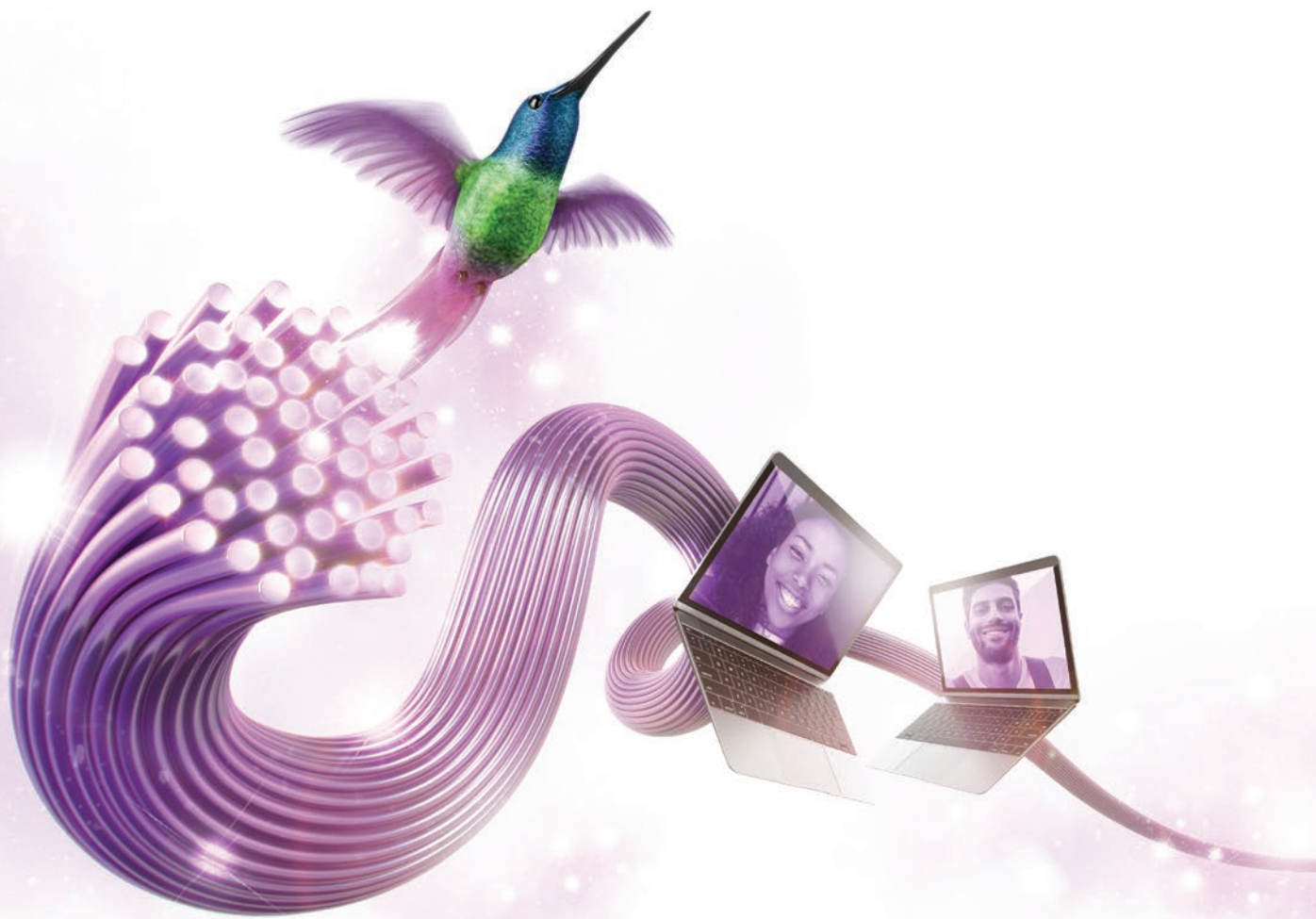


The TELUS PureFibre™ network

Property manager information.



 **TELUS**[®]
the future is friendly

What is the TELUS PureFibre network?

The new network is built from flexible, transparent fibres of glass that are slightly thicker than human hair. The fibres transmit data as light, allowing large volumes of information to be sent to your home or business at lightning-speed. This lets you enjoy the #1 internet technology for speed and reliability for better entertainment and communication today, and in the future.

TELUS fibre in multi-unit residential and commercial buildings.

The TELUS PureFibre network will extend into many multi-unit residential and commercial buildings, such as apartment buildings, stratified condominiums, office, retail, and industrial premises. Strata or building owner approval is required to begin the connection process. Connecting to the TELUS PureFibre network will provide building residents with access to the best in TV and Internet and with the knowledge that their home is ready for any future TELUS products. Business tenants will be able to serve their customers faster than ever before.

Benefits of TELUS fibre for a multi-unit building.

As a building owner or manager, connecting to the TELUS PureFibre network can make your building more attractive to potential buyers, renters and tenants. Having a fibre enabled property has been shown to increase property value, while providing tenants and residents with the fastest internet connectivity available to utilize personally or for business. Recent research provided by Fibre to the Home Council Americas from a sample of US home values summarized in the study “What Fiber Broadband Can Do For Your Community” indicated property values have been shown to increase by \$5,000 - \$8,000 in value when homes are connected to a 100% fibre network. A similar survey in the United States from RVA Market Research Company found that condo buyers were willing to pay a 3% premium and renters an 8 to 15% premium for a Fibre connection.¹

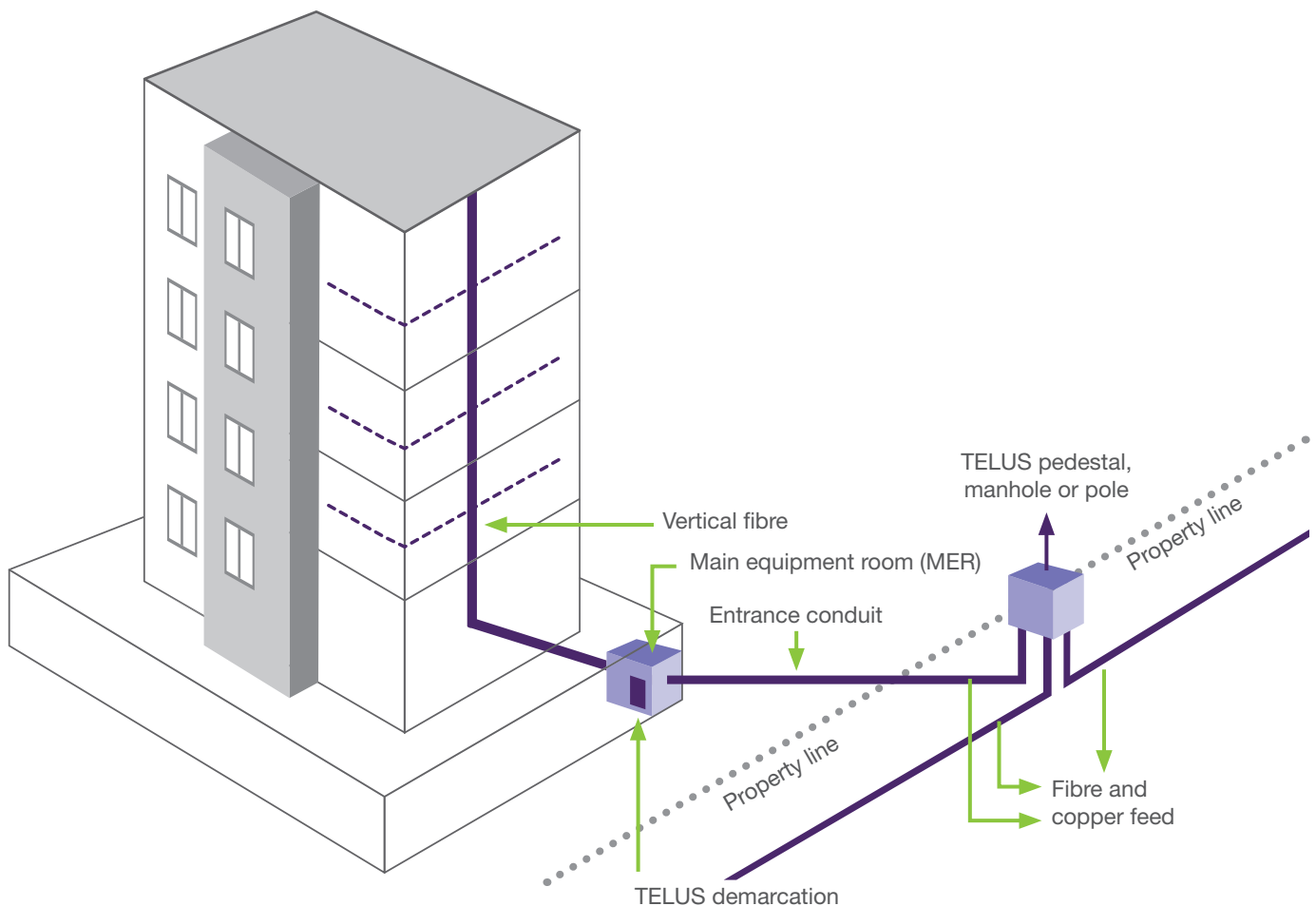


¹ FTTH Council Online Publication. (2014) What Fiber Broadband Can Do For Your Community. Retrieved from <http://www.fibercast.net/stw/images/docs/FTTHCouncilPrimer2014.pdf>

What do typical multi-dwelling unit installations look like?

Installing the TELUS PureFibre network in a multi-unit building involves placing fibre distribution cable (a cable containing a bundle of several individual fibres) from the TELUS network out at the street into a demarcation point in the main electrical/telecommunications room, running vertical fibre cables to secondary rooms (if applicable), and installing individual fibre cables to each of the suites within the building.

Every building is different, so each multi-unit installation is uniquely tailored to the individual building features. One of our TELUS construction specialists will visit your building to survey the structure and discuss design options with you. They will answer any questions such as the aesthetic impact to the building, the type of material and products which will be used, and the timelines for construction activity.



There are four main techniques for bringing fibre to individual suites:

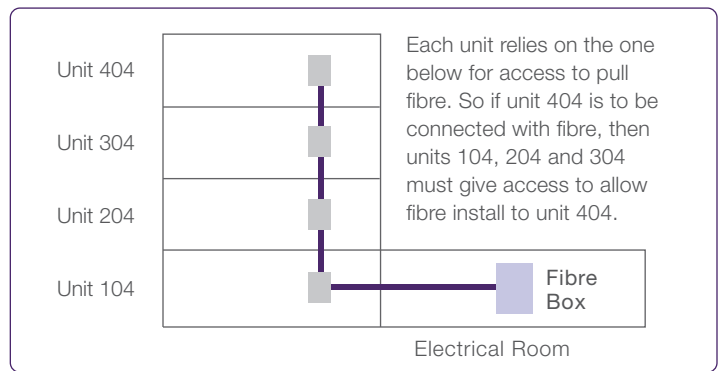
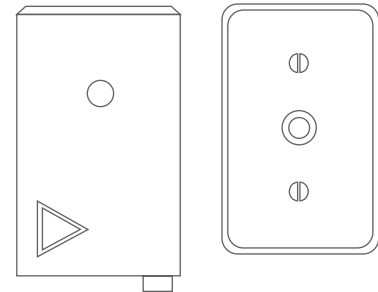
1. **Conduit to suite:** If the building has existing internal conduit which is in good condition and has room to spare, fibre is usually installed through the conduit from the main telecommunication/electrical room(s) to a location inside each suite.
2. **Stacked conduit:** Some buildings are built in a way that sets of units share a conduit rather than having a dedicated conduit running to each suite from the main electrical room.

The conduit is typically shared with units above and / or below, so in order to successfully install fibre, we need to coordinate access with the other units that share the conduit.

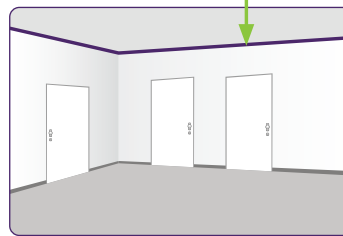
3. **Wiremold (inside hallway or external building):** For buildings that do not have existing conduits to suites, raceway can be created in interior hallways or on the exterior of the building using surface-mounted wiremold product. Fibre is routed through the new raceway and into an appropriate location in each suite.

4. **Customized Solution:** Attics, false ceilings, or plenum spaces can sometimes be utilized for routing fibre. A construction specialist will perform a site visit to determine what technique is best suited for each building.

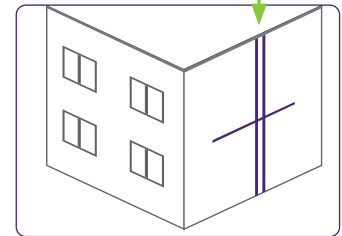
A typical new in-suite fibre termination point on the left, beside an existing cable wall-plate on the right.



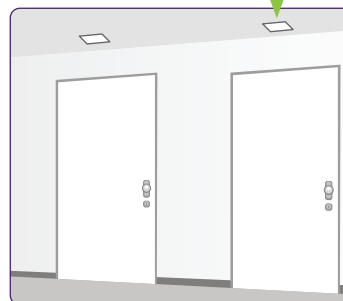
A typical interior hallway wiremold installation.



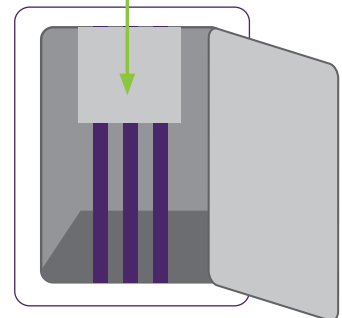
A typical exterior wiremold installation.



A typical small hatch – fibre is hidden in the space above.



Fibre installed in an existing bulkhead.



MxU End-to-End process for fibre upgrade.

Pre-Qualification

ROE vendor team does initial assessment of the community to better understand which buildings are good prospects for upgrade to the TELUS PureFibre network.



ROE Agreement

A TELUS representative from ROE vendor team engages the building owner/strata to sign 'Right of Entry' agreement, which includes the scope of work-term, access, marketing conditions, etc.



Suite Wiring Permissions

A TELUS representative visits the building for residents to sign a 'Suite Wiring Permission' form to allow access for the fibre to be brought to their unit, along with advising the steps of fibre build process.



Design Proposal

TELUS build partner does a site visit for survey of the building to determine the best fibre build method. Owner/strata approval to the proposed design is needed before the build begins.



Build (Fibre Infra Upgrade)

After necessary approvals, build partner begins the infra upgrade at the site – this includes bringing the fibre to the building's electrical rooms and individual units as well. Once the infra upgrade is complete, the network is turned on, and MxU is 'Ready for Sale'.



Sales

TELUS sales team hosts marketing events in the building, including door-to-door knocking and lobby events, to communicate the value of fibre to all residents and share the details on available TELUS services.



Order and Install

Once any resident signs up for TELUS PureFibre services, an experienced technician completes the install in the suite as per the appointment, and the residents can start using TELUS PureFibre services.



How can I get more information?

We've created a unique website for your community where you can learn more about the TELUS PureFibre network, get updates on when fibre will be available in your neighbourhood, and sign up to receive updates and more information.

Visit: telus.com/purefibre

There is also a dedicated local TELUS team who is available to answer any questions and provide information. They can be contacted at: **1-855-595-5588**.

