AIRSPAN NETWORKS INC.

Reliable & Advanced Connectivity with Airspan's Mobile Access 6200 DAS

Delivering future-ready in-building communications infrastructure

Presenter Name

Job Title

M DD, Year

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5G for **Connectivity & Value Creation**

In-Building Wireless Infrastructure is a Necessity… not Luxury

Essential Infrastructure

- In-building wireless (IBW) has become just as vital as electricity, water, and HVAC in today's buildings
- Owners, enterprises, and tenants now expect reliable connectivity in every corner of a facility - for business & personal communication and public access to first responders

Opportunity Cost

- Buildings lacking dedicated in-building wireless connectivity are at a distinct competitive disadvantage
- Weak or unreliable coverage deters tenants and customers, lowers property value, and hampers productivity - while well-connected buildings gain a clear competitive edge

IBW Networks Serve 3 Key Needs

RELIABLE CONNECTIVITY

(Hotels, Higher Education, Manufacturing, Industry 4.0)

- Voice & data communication are now considered essential services
- Outdoor macro signals aren't enough for reliable connectivity necessitating dedicated IBW networks

ADVANCED CONNECTIVITY

(Sports & Entertainment Venues, Airports, Transit Systems, Healthcare)

- High-traffic venues demand high capacity & low latency for user needs
- Growing upload demands & the sheer number of connected devices require robust, next-gen connectivity solutions

VALUE CREATION

(Commercial Spaces, Middleprise Office Buildings)

- Strong connectivity enhances a building's appeal to tenants
- Both public and private 5G networks play a role in meeting modern connectivity demands

Reliable Connectivity in Hotels & Higher Education

35% improved guest satisfaction for hotels with cellular connectivity

30% of hotel guests won't return if poor mobile service

68% of travelers prefer using mobile app for checking in & out

75% of college students cite public safety for cellphone service

44% of students unhappy with their campus WiFi service

86% of students use AI in the classrooms & campuses requiring connectivity

Reliable Connectivity in Manufacturing & Industry 4.0

- **91%** of US manufacturers relying on 5G for their competitive advantage
- **28%** of efficiency gains in factories with reliable mobile infrastructure
- **60%** increase in 5G IoT connections with private 5G constituting 13%

Advanced Connectivity in Airports & Sports Venues

94% of airports consider digital capabilities as essential

94% of all connectivity at airports is cellular (4G or 5G)

35-50% drop in peak download speeds during busy hours

40TB+ data & video traffic during 2024 NCAA Basketball Championship game

67% YoY growth in data & video traffic in mega venues and events

33% of network traffic is typically upload during games & music events

Advanced Connectivity in Healthcare Organizations (HCOs)

- **74%** of US hospital patients in 2023 used Telehealth via IoT leveraging cellular connectivity with the rate continuing to rise
- **87%** of US hospitals reported to adopt Medical IoT (MIoT) by YE 2025 for patient care and healthcare delivery
- **15-17** connected devices per hospital bed in the US requiring cellular connectivity

Maximized Value Creation in Commercial Office Buildings

12-18%

Premium Rates

82% of Fortune 1000 rank wireless performance as a top-3 decision factor, with 64% willing to pay 12-18% premium rates

69%

Increased Occupancy

Connected buildings maintain 92% occupancy during downturns & attract replacement tenants 1.8x faster

18-24

Month Payback

for Class A buildings investing in in-building DAS infrastructure

94%

Return on Investment

Class A buildings with DAS gain $3.82/sf annually in property value

Bringing 5G Indoors Serves Unique Needs

Voice & Data Coverage	**Mobile Connectivity**	Productivity, Communication, Public Safety
Capacity, Throughput & Latency	**Enhanced Mobile Broadband**	High Traffic, User Experience, Superior Performance
Secure & Reliable Internet-of-Things (IoT)	**Device Interconnectivity**	Service Assurance, Robust Infrastructure, Assured Connectivity

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Paradigm Shift in IBW Ownership

Transition in Network Ownership to Enterprises

Limited Carrier Capital Allocation For IBW Today

- Carrier funding limited to high-traffic venues like stadiums & airports
- This accounts for a limited number of properties

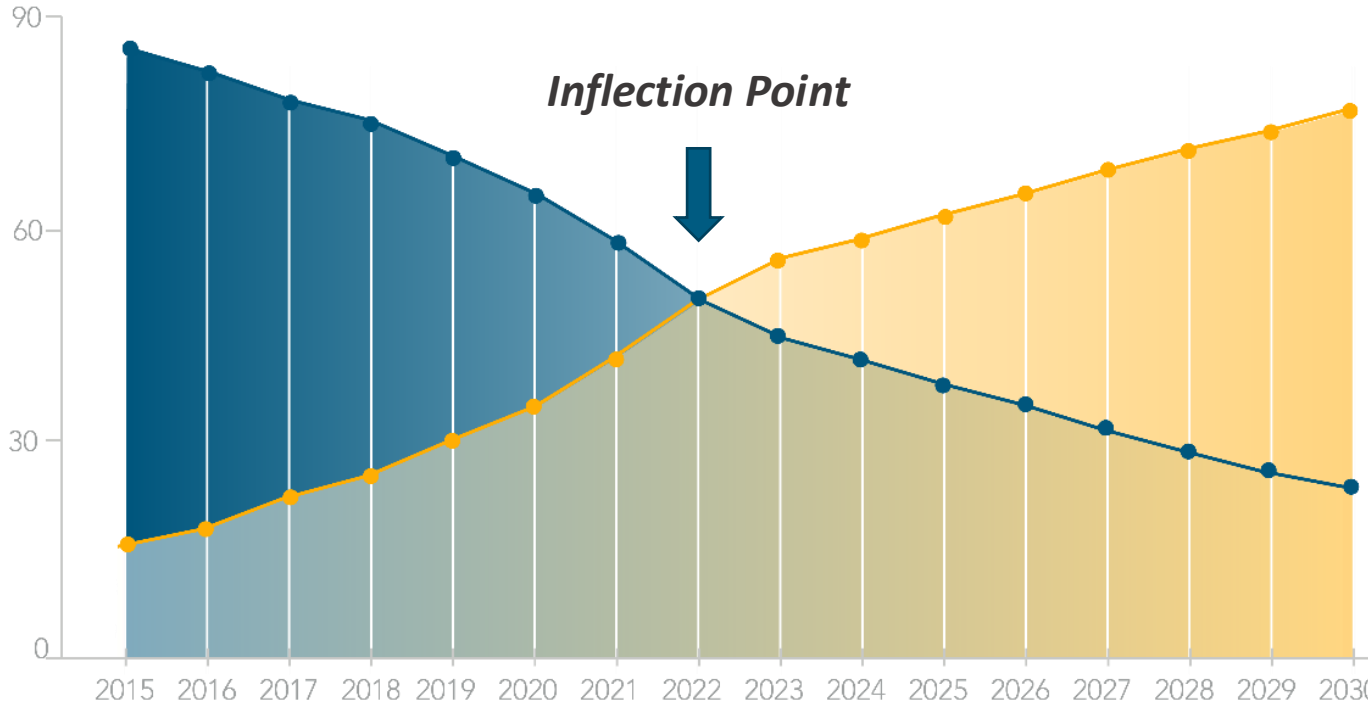
Negative Impact On Productivity & Building's Value

- Lack of connectivity adversely impacts productivity of tenants, employees & visitors
- Lowers the appeal of the building or enterprise

Enterprises Are Now Network Owners & Investing in Infrastructure

- IBW build & operations responsibility have shifted to enterprises
- Tremendous challenges & complexities as a result

Inflection Point Reached in 2022



Enterprise-Funded %

In 2025, Enterprises are funding 62% of the builds with **almost 100% of the midprise buildings being funded now by enterprises and not carriers**

Carrier-Funded %

Since 2022, carriers have reduced their midprise IBW funding and now it stands as exceptions-based

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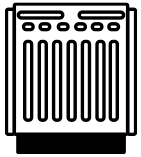
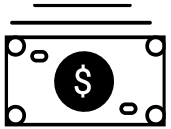
Key Considerations & Questions for Enterprises Investing in IBW

5 Key Considerations for Enterprises when Investing in IBW



TECHNOLOGY CHOICES



UPFRONT CAPITAL

RECURRING EXPENSES

BUILDING AESTHETICS

CODES & COMPLIANCES

Technology Choices for Enterprises Hinge on Key Evaluation Criteria

REAL ESTATE

- Single building or larger campus
- Building structure, façade, glass
- Look, appeal & attractiveness

NETWORK EXPERIENCE

- Single or multiple carriers
- Basic or enhanced connectivity
- Public 5G and/or private wireless

FINANCIAL FACTORS

- IBW capex reduction
- Minimize space, power & HVAC
- Future-ready network & technology

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Introducing **Airspan & Mobile Access 6200 DAS**

About Us

Leading 4G/5G Network Provider for Indoors & Outdoors

U.S.-based with a global presence, delivering trusted, secure, and programmable wireless networks engineered for performance across public and private networks

Global Reach with Proven Track Record

Over 1 million radios and 2,000 DAS systems shipped to more than 1,000 customers in over 100 countries access varied customer segments including telecom operators and enterprises

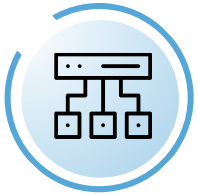
Exponential Growth, both Organically & via Acquisitions

Recently acquired and integrated Corning's wireless division (including DAS and Small Cells), strengthening our in-building portfolio and capabilities

Open RAN Momentum with Innovative Products & Solutions

We've secured a $42.7 M NTIA grant to enhance energy-efficient Open RAN radio development in the U.S.

Key Features of Airspan's MA 6200 DAS



Simplistic, Innovative & Feature-Rich Digital DAS Platform

Neutral-Host Supporting All Carriers & All Sub-6GHz Band

Ideal Range of Remotes for Indoor & Outdoor Deployments

Compact & High-Performing Low Power Remotes

Wide Range of Deployment Options for Enterprises

High Scalability & Capacity with Minimal Infrastructure Required

Addressing Enterprise Needs & Pain Points
with MA 6200 DAS

Simplistic, Innovative & Feature-Rich Digital DAS Platform

MA 6200 **eliminates complextity** in the network deployment and management with minimal infrastructure needed while ensuring the **DAS is future-ready** for the coming years

Neutral-Host Architecture Supporting All Carriers & Bands on a Single Platform

Comprehensive coverage & capacity for all carriers contracted from Day 1 with support for high capacity 5G bands in the mid-band including **2.5GHz & C-Band**

Ideal Range of Remotes for Indoor & Outdoor Deployments

Enterprises deploying DAS will be delivered am end-to-end DAS infrastructure that caters to basic & enhanced connectivity needs from a **range of compact & high-performing remotes**

Addressing Enterprise Needs & Pain Points
with MA 6200 DAS(contd.)

Compact & High Performing Low Power Remotes

Airspan low power remotes are the industry's **most compact and deliver the greatest signal strength** while drawing signiciantly less power than competitive remotes

Wide Range of Deployment Options for Enterprises

Fiber-to-the-Edge and hybrid fiber-coax architecture are both available with a range of remotes available to ensure network control for the enterprises

High Scalability & Capacity with Minimal Infrastructure Required

Future-ready architecture guarantee with limited network elements to deliver a 21st century connected enterprise and efficient infrastructure for years to come

Traditional DAS Solutions
Have Severe Limitations

Higher CapEx & OpEx

- Increased equipment requirement
- Greater recurring expense for space, power & maintenance

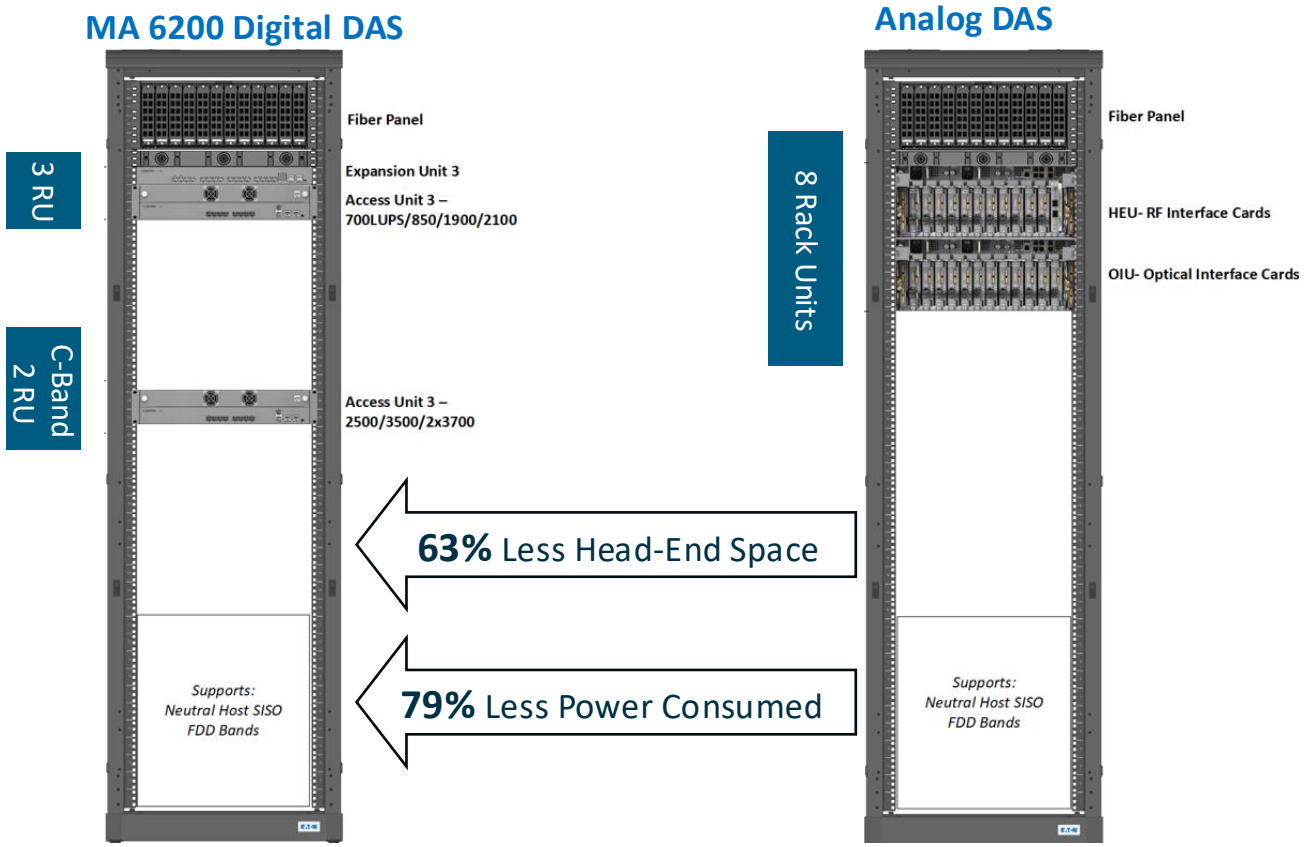
Decreased Performance

- Performance degradation with digital-analog-digital conversion
- Lower capacity & bandwidth given limited fiber links

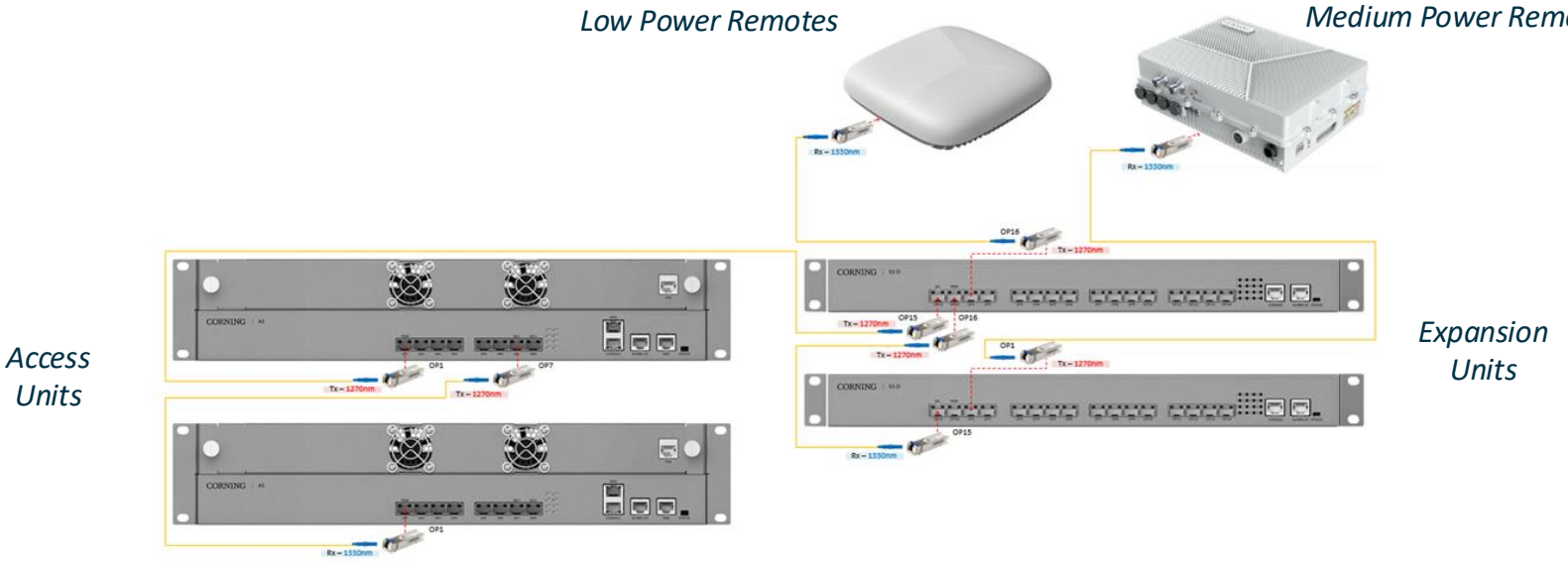
Transitioning to Airspan's MA 6200 DAS Platform Delivers **Tremendous CapEx & OpEx Savings**

Quantifiable Benefits for MA 6200 when compared to Analog DAS

- Reduced Head End Space (from 8RU to 3RU)
- Additional 2RU to support TDD bands (2.5/3.5/3.7 GHz)
- Reduced Power Consumption (from 500W to 105W)
- Additional 60W to support TDD bands (2.5/3.5/3.7 GHz)



Airspan MA 6200 DAS Architecture Built on **Simplicity, Scalability, Performance & Flexibility** For Middleprise Buildings

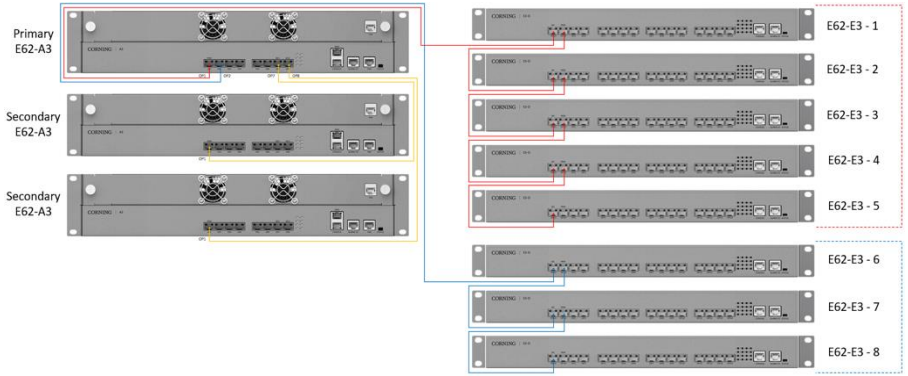


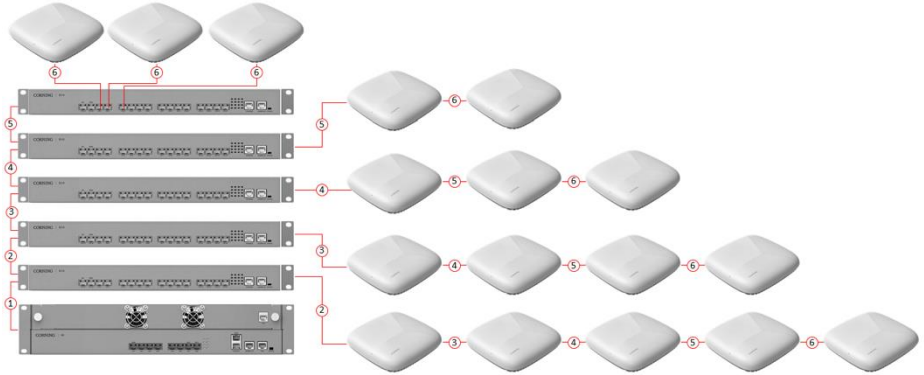
Airspan MA 6200 DAS Architecture Delivering **Maximum Scalability with Cascading RUs**

Access Units

Expansion Units

Low Power Remotes for Maximized Scalability & Capacity





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Key Benefits of Mobile Access 6200 DAS

MA 6200 DAS Delivers
4 Distinct Benefits for Enterprises

1. **Reliable & Advanced** Connectivity
2. End-to-End **Efficiencies**
3. **Future-Ready** Network & Technology
4. Attractive **Total Cost of Ownership (TCO)**

1 Reliable & Advanced Connectivity via MA 6200 DAS

Neutral-Host architecture supporting all Tier 1 mobile carriers from day one

All sub-6GHz bands in one DAS platform ensuring full range of coverage & capacity including public 4G/5G and private wireless

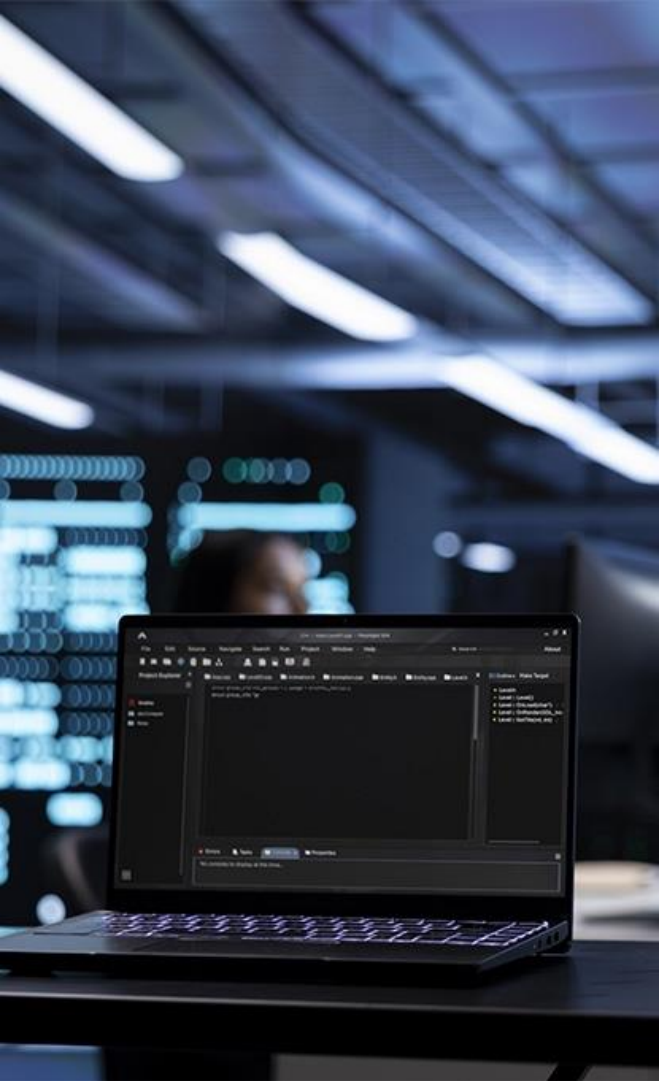
Ideal mix of compact low, mid & high-power remotes for ideal mix of coverage & capacity and deployment scenarios

2 End-to-End Efficiencies via MA 6200 DAS

Digital DAS platform ensuring highly compact head-end using **65% less rack space in hub room**

Highly compact range of remotes - low, mid, and high-power - delivering **higher capacity with fewer remotes needed** for venue connectivity

Industry-leading **8 radio modules supported in a single low-power remote** ensuring ease of deployment of end-to-end infra including cabling



3 Future-Ready Network via MA 6200 DAS

Digital DAS, all-bands, neutral-host solution delivering high **scalability, reliability and capacity** for investment protection

4x bandwidth per fiber strand as compared to any comparable DAS making the infrastructure future-ready for advanced needs

Choice of fiber-to-the-edge and hybrid fiber-coax cabling architecture delivering complete control to the enterprise as the network owner

4 Attractive TCO via MA 6200 DAS

Industry low power consumption for DAS system with 75% less power used in head-end equipment and 25% less in remotes

79% higher **energy savings including lowered cooling requirements** which constitute a significant recurring expense

Limited number of fiber links in fiber-to-the-edge (FTTE) deployments leading the industry

MA 6200 is a Future-Ready DAS Outperforming Competition

CATEGORY	AIRSPAN	AMPHENOL	JMA	SOLID
Next-Gen Digital Capability	🟢	🟢	🟡	🟡
Future Ready, All Sub-6GHz Bands	🟢	🟡	🟢	🟡
Capex & Opex Savings – TCO Advantage	🟢	🟡	🟢	🟢
Superior Capacity & Performance with Minimal Infrastructure	🟢	🟡	🟡	🟡
Compact Head-End & Remotes	🟢	🟢	🟡	🟡
GUI Interface & Usability	🟡	🟢	🟡	🟡

Legend:

🟢 - Best-in-class 🟡 - Middle of Pack 🔴 - Least Rated

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Network Architecture Choices & Deployment Scenarios

MA 6200 DAS Enables **3 Key Deployment Scenarios** Delivering Coverage, Capacity, Scalability & TCO Advantages

SCENARIO 1: Hybrid Fiber-Coax Deployments for Larger Coverage Areas

Ideal for **Open & Common Areas** Leveraging Mid & High Power Remotes

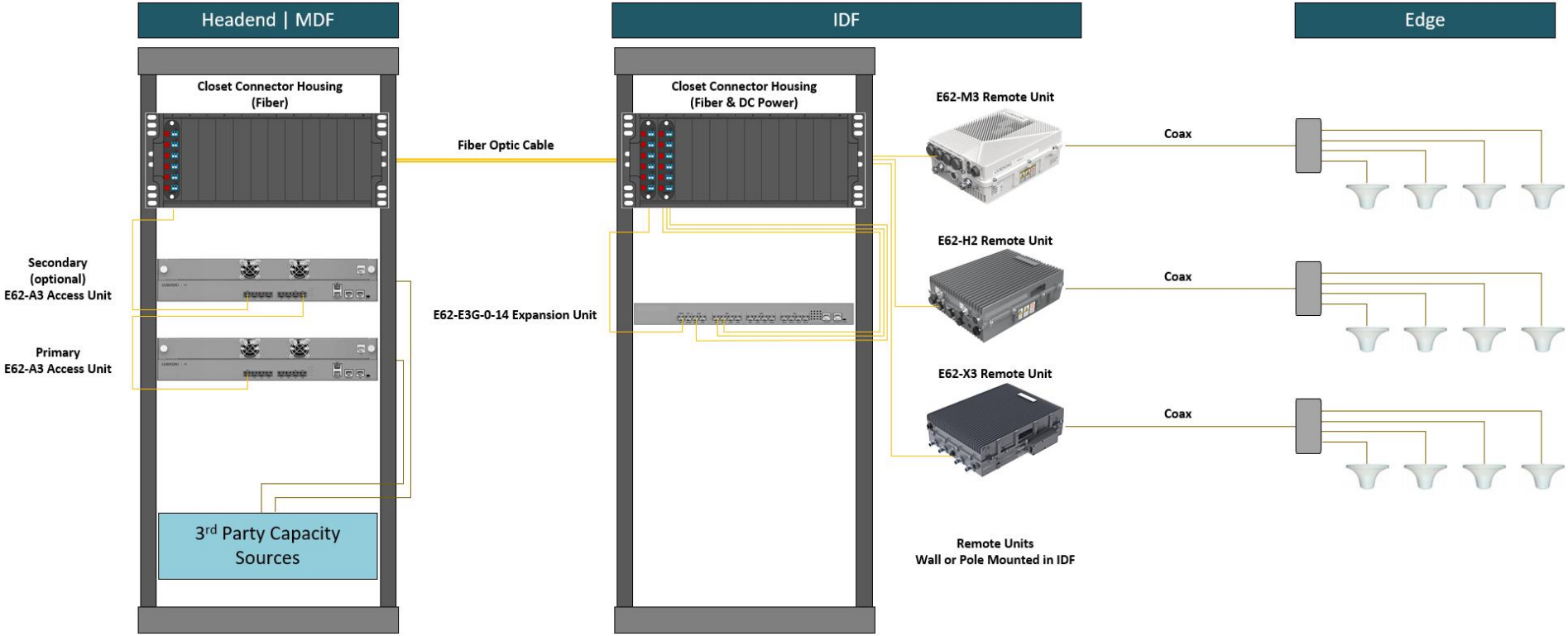
SCENARIO 2: Fiber-to-the-Edge (FTTE) in Deployments with IDFs & Closet Space

Ideal for **High Capacity** Multi-Carrier, Multi-Band Deployments Leveraging Low-Power Remotes

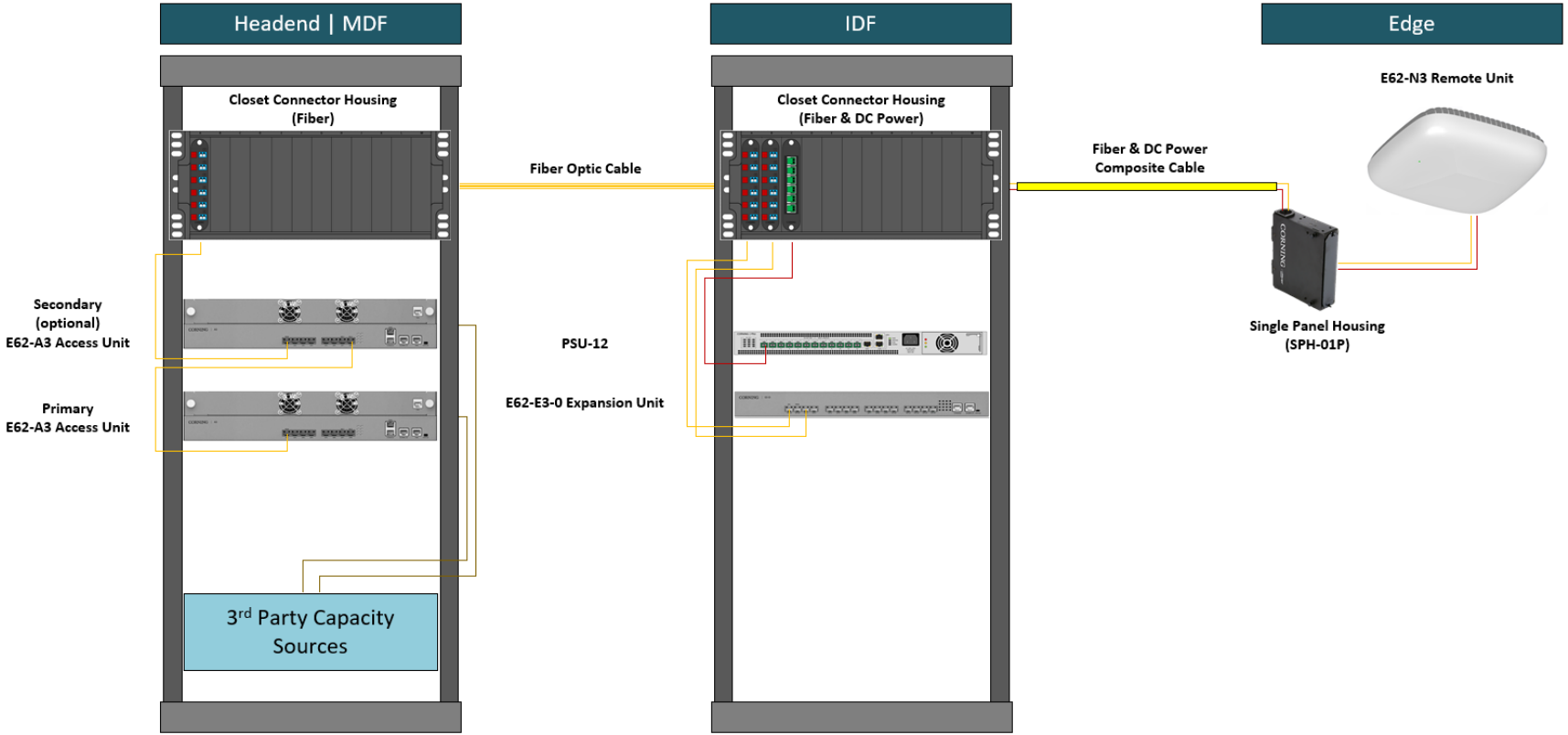
SCENARIO 3: Fiber-to-the-Edge (FTTE) in Buildings without IDFs & Closet Space

Ideal for **Highest Capacity** Multi-Carrier, Multi-Band Deployments Leveraging Low-Power Remotes

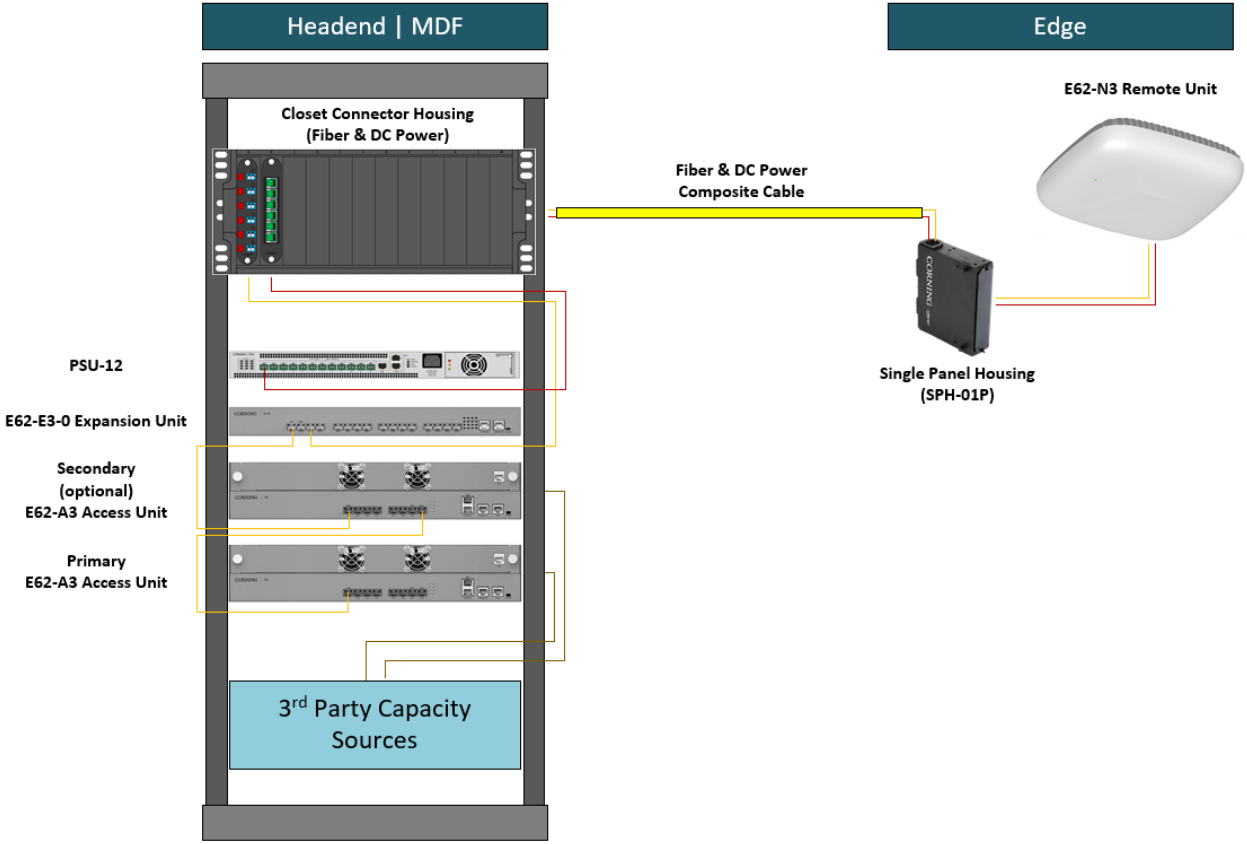
Scenario 1: **Hybrid Fiber-Coax Deployments** for Larger Coverage Areas with M3/H2/X3 Remotes



Scenario 2: **Fiber-to-the-Edge (FTTE)** in Deployments with IDFs & Closet Space with X3 Remotes



Scenario 3: **Fiber-to-the-Edge (FTTE)** in Deployments without IDFs & Closet Space with X3 Remotes



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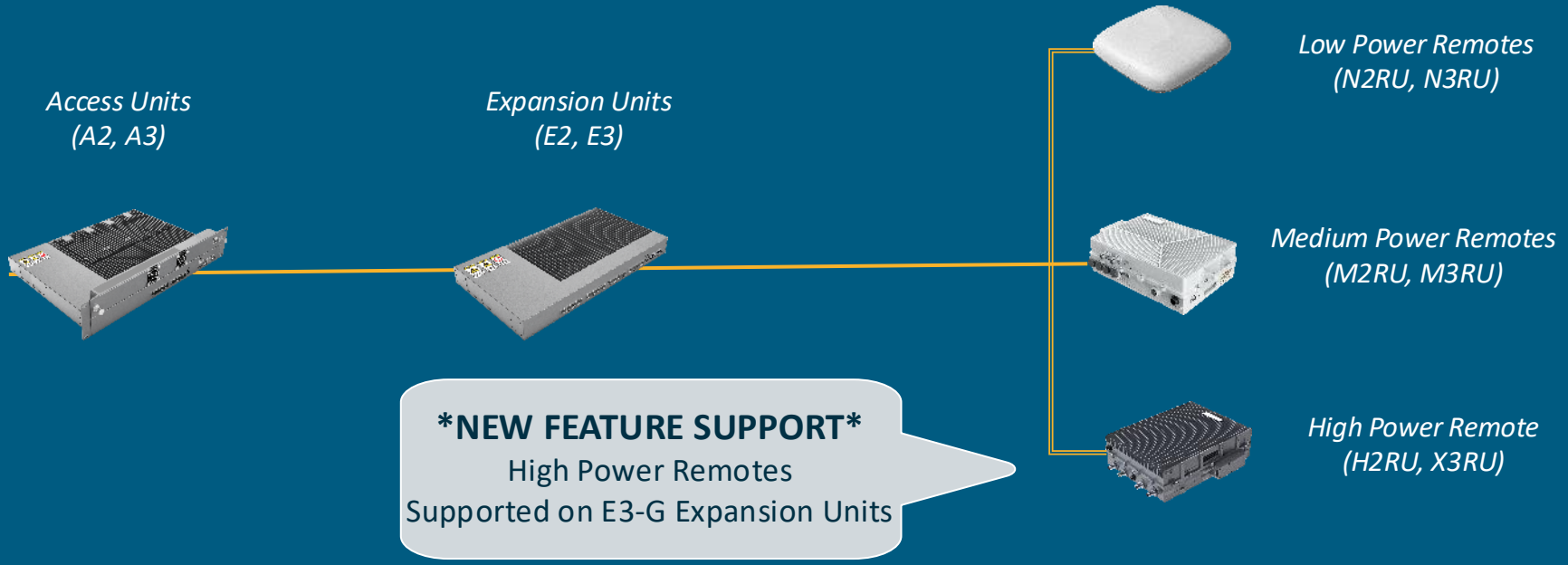
New Feature Introduction

for the MA 6200 DAS in Q3

Significant Enhancement to MA 6200 DAS is the **Support of All Remotes on All Head-End Network Elements**



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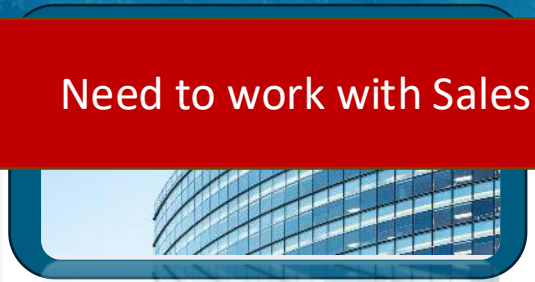
Sample

Case Studies

A Leading HCO Solved its Advanced Connectivity Needs with MA 6200 Digital DAS Fiber-to-the-Edge Architecture

Need to work with Sales



Network Requirements

- HCO has 4,000 beds in 16 hospitals
- Immediate coverage in 8 hospitals (6M sf. space) for providers, patients & visitors
- Future-ready network for expansion
- Multiple carriers, multiple bands
- Limited hub-room and other space allocated

Airspan Solution

- Mobile Access 6200 Digital DAS deployed covering 8 hospitals
- Multi-carrier, multi-band mobile connectivity from day 1
- SpiderCloud deployed as a signal source
- Compact & scalable architecture with limited hub-room space and no IDFs

Quantified Benefits

Why Airspan for Your IBW Needs?

Why Airspan MA 6200 DAS
for Your Enterprise IBW Connectivity Needs?

Ensure Your Network is Future-Ready

Digital Solution for the 21st Century Building with Complete Investment Protection

High Performing & Compact Remote Portfolio

Industry's Most Complete Remote Portfolio including the Most Compact, All Bands, Low Power Remotes

Wide Range of Deployment Choices

Fiber-to-the-Edge (FTTE) and Hybrid Fiber-Coax deployments

Extensive Coverage & Highest Capacity

Digital DAS Platform with Fewest Fiber Links Needed while Delivering Highest Capacity & Bandwidth

Tremendous CapEx & OpEx Savings

Most Compact DAS Solution delivering Extensive Total Cost of Ownership (TCO) Advantages

Cellular 5G vs. WiFi 6/7 Key Differences

Feature	Cellular 5G	WiFi 6/7
Coverage	Seamless mobility across wide geographic areas	Optimal for fixed locations with high-density needs
Security	Carrier-grade security and authentication	Varies by implementation
Service Quality	Guaranteed quality of service for critical applications	Best-effort service model
Speed	Up to 10 Gbps with network slicing	Up to 46 Gbps (WiFi 7) in ideal conditions
Reliability	Superior reliability in high-interference environments	Variable performance in congested settings
Latency	Lower latency (1-10ms) for time-sensitive operations	Higher and more variable latency
Building Penetration	Better penetration through building materials	Limited penetration capabilities
Management	Centralized management and monitoring capabilities	Typically managed locally
Cost	Higher implementation costs	Cost-effective for limited coverage areas
Bandwidth	Optimized for consistent performance	Higher theoretical bandwidth in controlled environments

IoT Applications

5G excels for mobile and mission-critical IoT

Hybrid approaches emerging for comprehensive coverage

WiFi better for stationary, high-bandwidth applications

Enterprise solutions increasingly require both technologies