



Lily Lake Golf and RV Resort

Regional Sales Manager: Elizabeth Sturm

Account Executive: Preston Campbell

Xfinity Communities



COMCAST

COMCAST
CENTER

AGENDA

INTRODUCTIONS & QUICK FACTS

BETTER NETWORK
Nationwide Network
Capacity Roadmap

BETTER ENTERTAINMENT
X1 All-Home & Mobility Platform
Internet As-A-Service

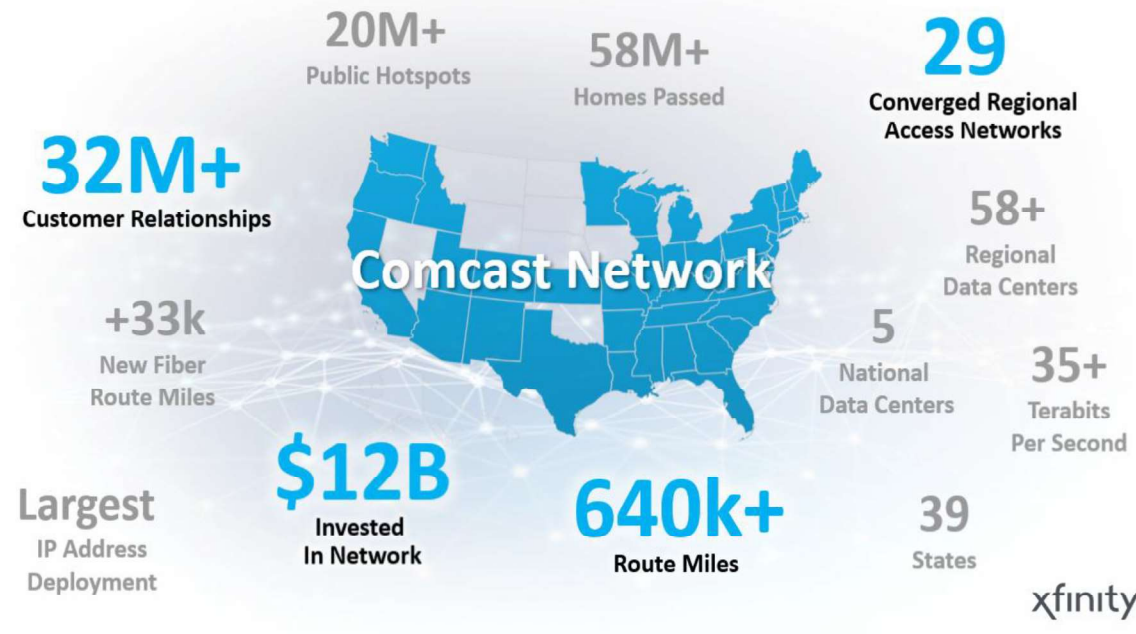
BETTER SERVICE
Customer Experience Approach

CONCLUSIONS & Q&A



SERVICE PROVIDERS: THE RELEVANT QUESTIONS

- Is the Service Provider prepared and committed to long-term relationships?
 - Mission
 - Long-Term Planning/Funding
 - Major Disaster Preparedness
 - Scale & Reach
- Does the Service Provider, own, control and operate their network?
 - Transport & IP Backbone
 - Plant
 - Technology Platform
 - Content
- Are they a Technology Leader?
- Do they design their own devices/services/products?
- Are they just providing "NAKED" Broadband?





STORM RECOVERY

ABOUT COMCAST

We bring together the best in media and technology, driving innovation to create some of the world's best entertainment and online experiences

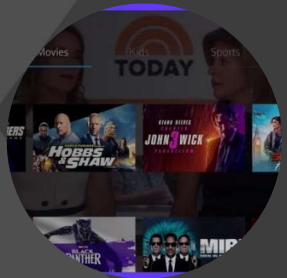
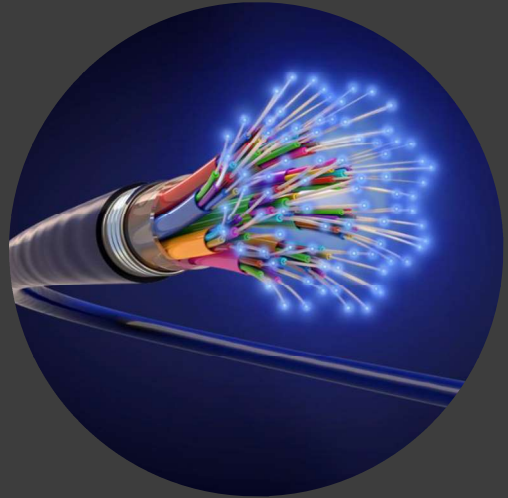
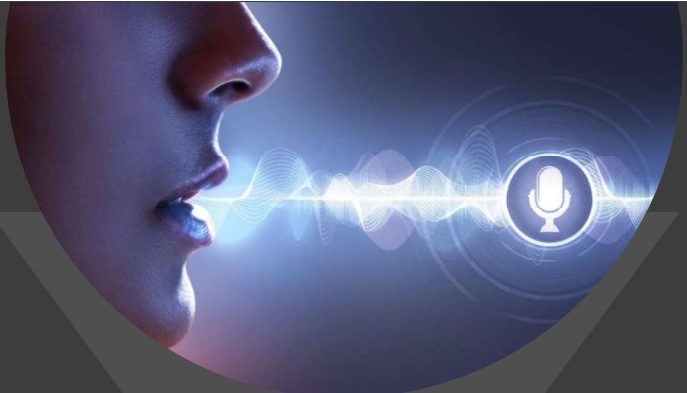
- We're the nation's largest provider of Gigabit And one of America's largest video, high-speed Internet, and phone providers to residential customers under the Xfinity brand.
- We've invested in technology to build a sophisticated network that delivers some of the fastest broadband speeds and brings customers personalized video, communications, and home management offerings.
- We make innovative ideas a reality and bring them to market faster than ever before.
- Thousands of engineers, developers, and user-experience designers harness the power of our advanced network to invent new ways to entertain, inform, and enable new products and services for customers.

COMCAST NBCUNIVERSAL

Uniquely positioned at the intersection of media and technology.

COMCAST	NBCUniversal			
Comcast Cable	Cable Networks	Broadcast	Film	Parks
<ul style="list-style-type: none"> • TV • Internet • Voice 	 	 	 	
Comcast Spectacor	Digital & Other			

*Minority interest and/or non-controlling interest. Slide is not comprehensive of all Comcast NBCUniversal assets. Updated: September 11, 2017.



WE BRING YOU EVERYTHING!



Comcast's future-ready network is best positioned to deliver stronger connections with more power and less interruption

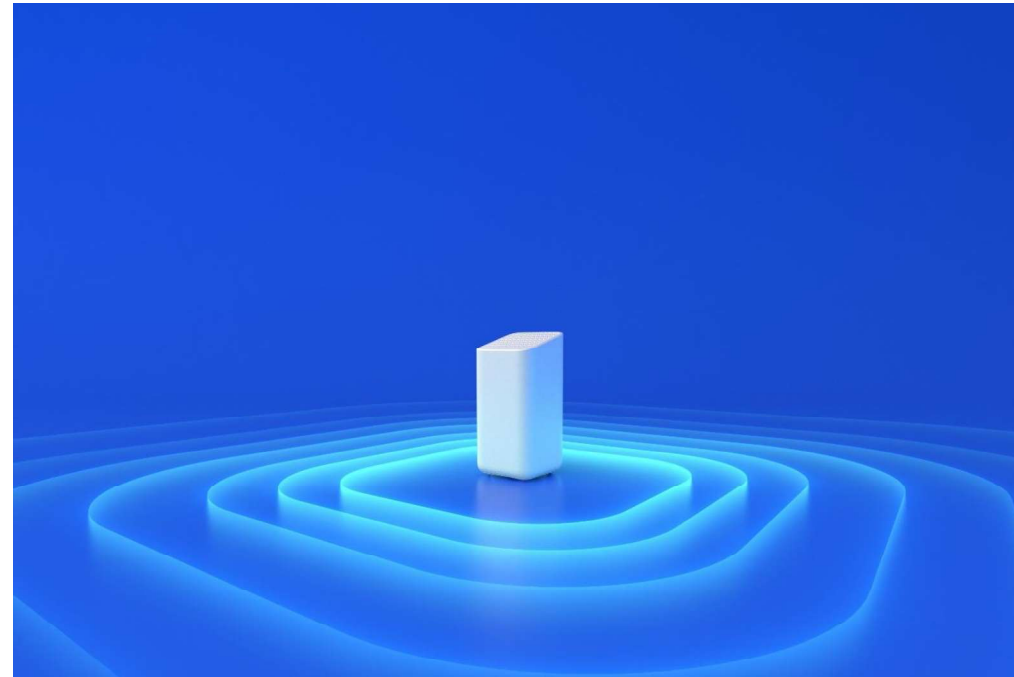
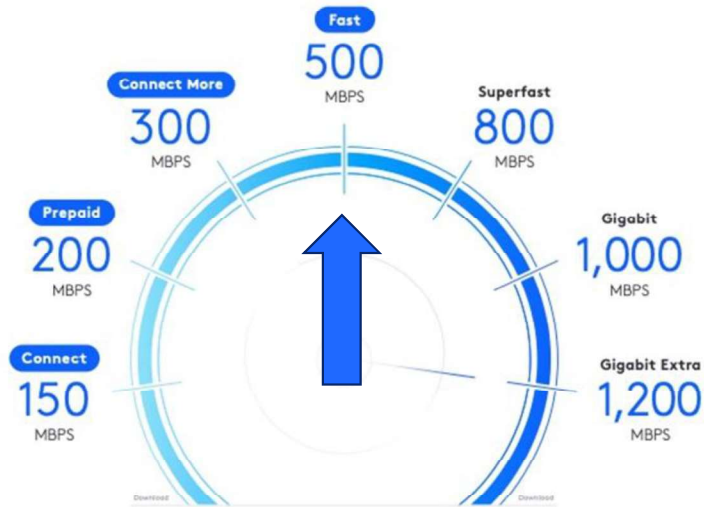
Median data usage by device type

(Fiscal January 2024)



Florida Updated Internet Speeds – 3-5-24

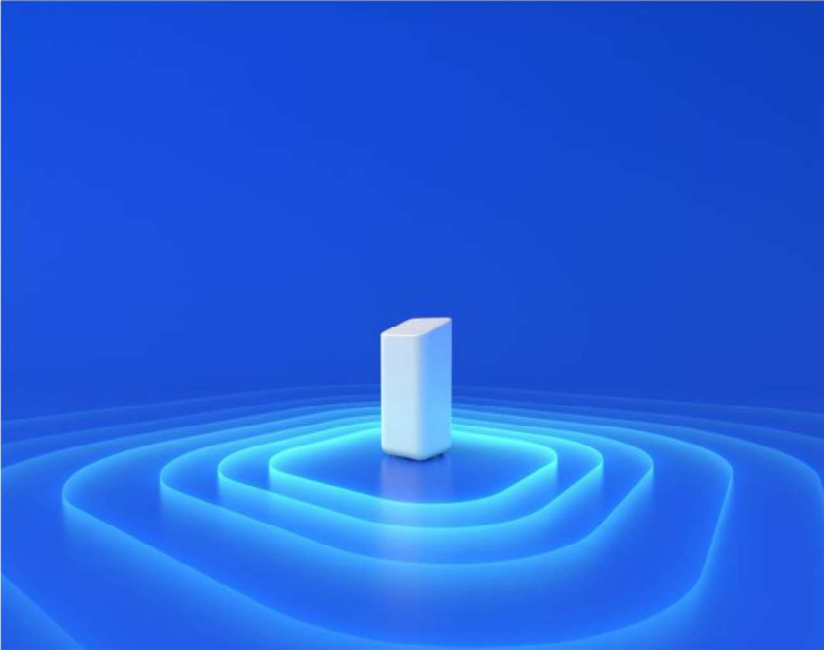
xfinity | We're Boosting Speeds. — NEW DOWNLOAD SPEED



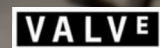
Florida had another speed increase on 3-6-25

Current Speeds	
Connect	150/35 Mbps
Connect More	400/35 Mbps
Fast	600/35 Mbps
Superfast	800/35 Mbps
Gigabit	1100/35 Mbps
Gigabit Extra	1300/35 Mbps

Speeds after Fiber Rebuild	
Connect	150/150 Mbps
Connect More	400/400 Mbps
Fast	600/600 Mbps
Superfast	800/800 Mbps
Gigabit	1100/1100 Mbps

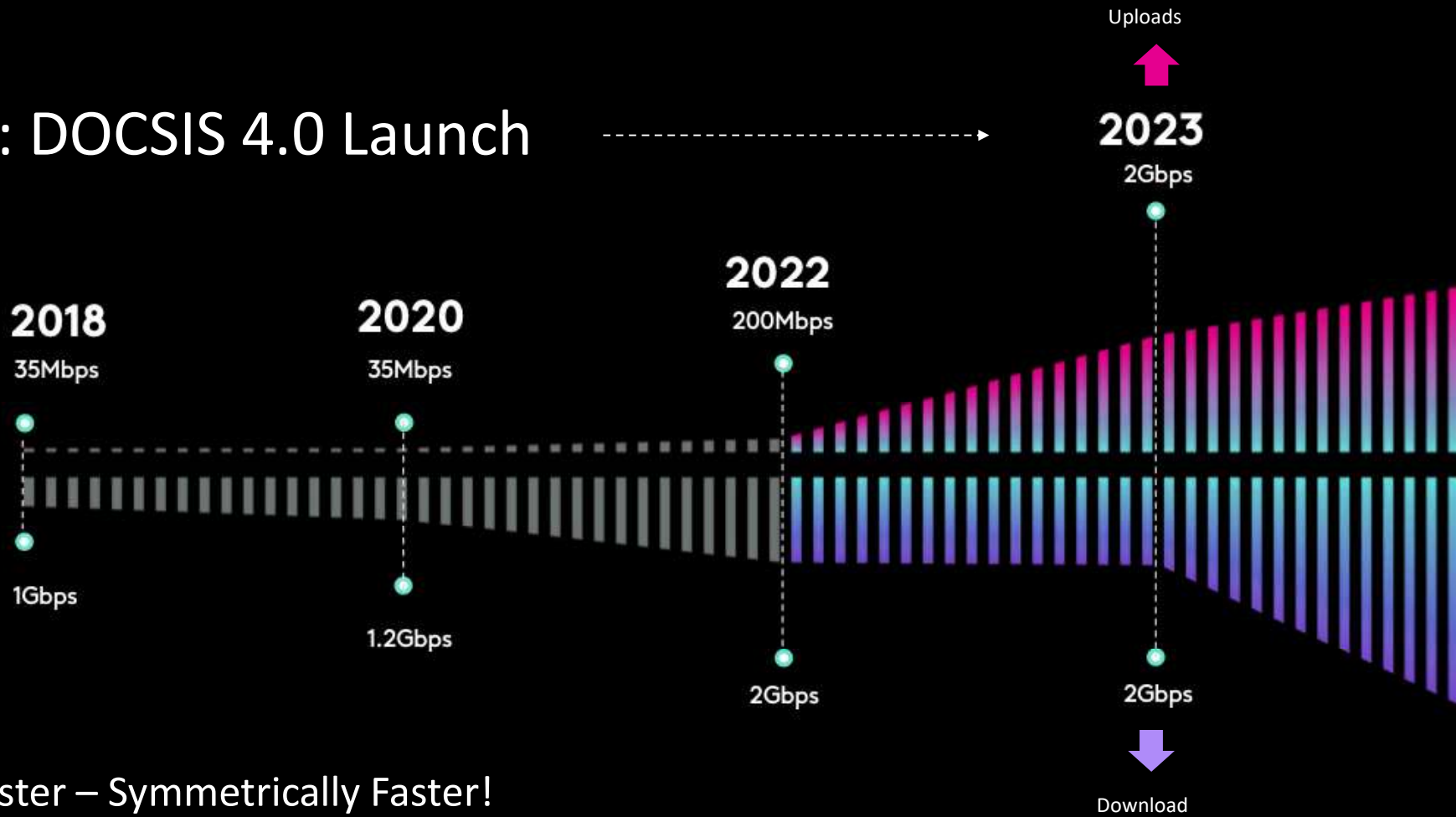


Ultra-Low Lag



Partners

Phase 2: DOCSIS 4.0 Launch



Not Just Faster – Symmetrically Faster!

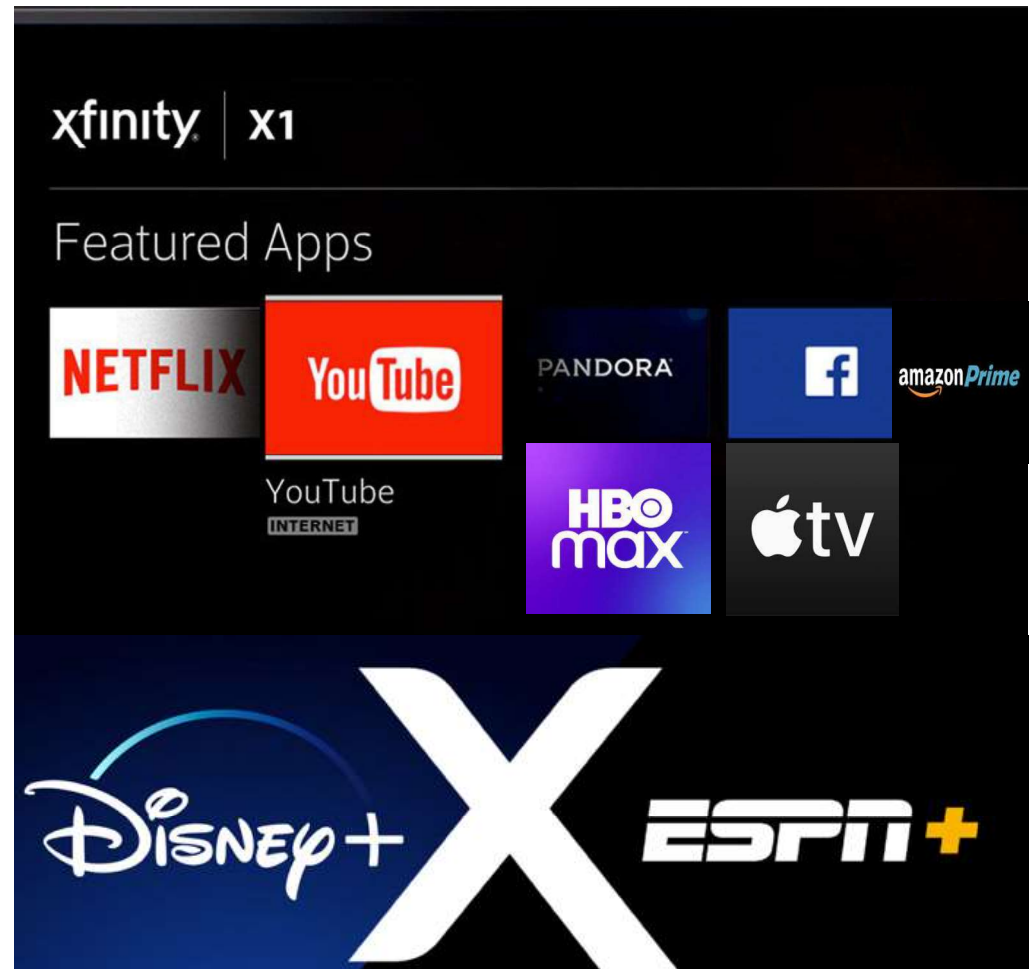
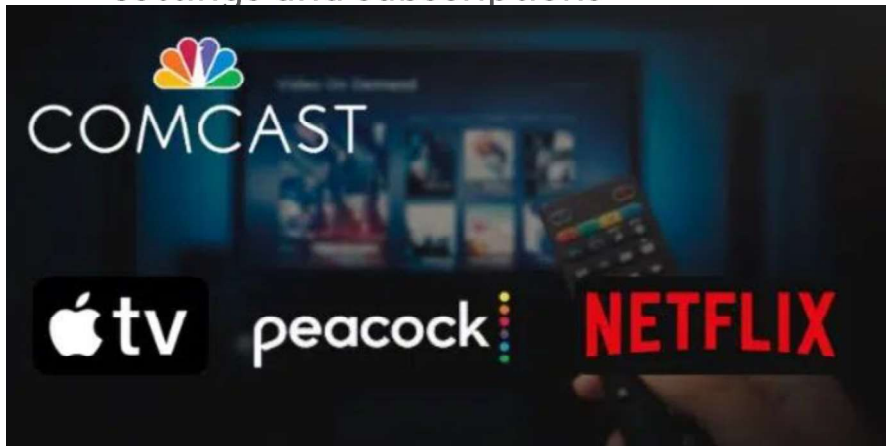
DOCSIS 4.0



Streaming App Catalog & Integration

Seamless access to the entire libraries of:

- YouTube
- Netflix
- Amazon Prime
- MAX
- Disney+
- Apple TV
- Easy browsing with X1 voice remote commands
- Sign-in ability to access personalized settings and subscriptions



XFINITY ENTERTAINMENT

Xfinity Stream app

The entertainment they love, wherever they go

With the Xfinity Stream app, residents will never miss a moment, with their favorite shows and movies on any device. Plus, they can start watching in minutes on their Xumo Stream Box or turn any screen into a TV.



Lily Lake Golf and RV Park Current BULK PACKAGE

Bulk Service	Service & Equipment
Video, High Definition	<p><u>Video:</u></p> <p>Popular TV with High-Definition (HD)</p> <p>Current Rate is: \$37.42</p> <p>Increase on 6/1/2025: \$38.92</p> <p><u>Equipment:</u></p> <ul style="list-style-type: none">• 3 HD Digital Adapters



Lily Lake Golf and RV Park BULK PACKAGE

Bulk Service	Service & Equipment
Video, High Definition, Cloud DVR Service on X1 Platform High Speed Internet Gateway (Modem/Router)	<p><u>Video and Internet: Option 1</u></p> <p>Popular TV with High-Definition (HD) and 20-Hour Cloud Digital Video Recording (DVR) Service</p> <p>New Rate will be w/ Fast Internet (600mbps): \$69.99</p> <p><u>Video Only: Option 2</u></p> <p>Popular TV with High-Definition (HD) and 20-Hour Cloud Digital Video Recording (DVR) Service \$38.92</p> <p><u>Equipment:</u></p> <ul style="list-style-type: none">• 3 X1 High-Definition Boxes• 1 Gateway (Modem/Router)• 3 Courtesy Common Area Wi-fi Hotspots (New)• 3 Courtesy Common are Video (2 now)• 3 Courtesy Internet outlets (New)



NEW PROPOSED BULK PACKAGE RATES VS CURRENT STRUCTURE:

New Proposed Bulk Package Rates

366 units Double Play TV and Internet

Starting New Services June 1st 2025 - \$69.99 per unit

3 X1 HD Boxes and 1 Gateway (Modem/Router)

\$69.99 X 366 units= \$25,616.34

Current Structure

366 Units Single Play TV

3 HD Digital Adapters

No Internet or Modem Included - \$38.92 as of 6/1/2025

Monthly internet Average Spend - \$70.40

Monthly Modem Rental Fee - \$15.00

• $\$38.92 + \$70.40 + \$15.00 = \$124.32 \times 366 \text{ Units} = \$45,501.12$

Residents Savings Monthly = \$54.33 with proposed package

Total Savings Monthly = \$19,884.78 with proposed package

Bulk rates are per month unit, per month and include Broadcast Fee (BCTV Fee) but exclude statutory fees and taxes. Increase dates to correspond with Association budget calendar

O T H E R F E A T U R E S & T E R M S

XFINITY Wi-Fi for Common Area

Comcast will provide three (3) XFINITY Wi-Fi hotspot in the common area of Lily Lake Golf and RV Resort using access points and other equipment connected to Comcast's XFINITY Internet service.

Courtesy Services – TV and/or Internet for Common Areas

Comcast will cover 3 TV courtesy services for Common Areas

Door Fee/Compensation Payment per Unit

As consideration for Lily Lake Golf and RV Resort entering into an agreement and Comcast will grant the Association a \$100 per home (total of \$36,600) compensation fee to be issued within 90 days of a fully executed/countersigned agreement.

Existing Retail contracts held by individual residents

No fees or penalties to existing retail subscribers when migrating over to Bulk Services.

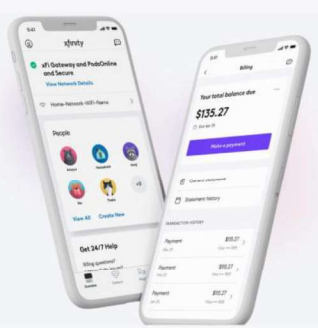
XFI Advanced Security

Protection for devices from Internet Malware (anti-virus) and monitoring of devices on network.



CUSTOMER EXPERIENCE MODEL



Introducing the Xfinity app



The easiest way to manage your Xfinity experience

Get always-on support

Experience 24/7 real time support you can count on, anytime you need it.






Protect your devices

Help keep your loved ones safe and secure online with Advanced Security included with the xFi Gateway.

Manage your account

Pay your bill, view your plan details, change or upgrade your services, and more.






Enjoy the ultimate control

Personalize your WiFi password and get tools to improve the performance of any connected device.

Never miss a moment

Troubleshoot your connection, get outage updates, and restart your modem.

Discover parental controls

Pause WiFi plus set family-safe browsing and device limits to any device that's connected to your WiFi.

XFINITY APP



XFINITY STORE



A large, stylized, light blue 'X' graphic is positioned on the left side of the slide, partially overlapping the text area. It has rounded ends and a slight shadow effect.

Resident Upgrade Options

Xfinity Mobile

When residents sign up for Xfinity Internet and add Xfinity Mobile, they can:

- Save hundreds a year on wireless, with the best price for 2 lines of Unlimited, just \$30 a line / month

Xfinity Internet required. Savings and best price comparison based upon 2 Xfinity Mobile Unlimited Intro lines and lowest price for unlimited 5G plans of top 3 carriers. Reduced speeds after 20 GB of usage/line. Taxes and fees extra. Data thresholds and actual savings may vary.

- Get connected to the fastest mobile service with 5G and millions of WiFi hotspots

Fastest mobile based on consumer testing of mobile WiFi and cellular data performance from Ookla® Speedtest Intelligence® data in Q3 '22 for Comcast service areas, verified by Ookla for Comcast's analysis.

- Enjoy nationwide 5G at no extra cost
- Keep their number when they switch — plus, there's no term contract

xfinity mōbile



Storm-Ready WiFi

Residents can stay connected even when the power's out. Only with Xfinity.

- Set up in minutes to keep them online even during network outages
- Stay online when the power goes out with a battery backup
- Automatically switch to free, unlimited cellular data during outages
- The Storm-Ready device helps eliminate WiFi deadspots — even when they're not in an outage

Residents can learn more at xfinity.com/stormready

Restrictions apply. Only available in areas within range of applicable 4G LTE cellular signal. Limited to Xfinity Internet customers with 800 Mbps service or higher and compatible Xfinity Gateway. Storm-Ready WiFi device requires Xfinity Battery Backup, included in price. Taxes and fees extra and subject to change. Fully charged Xfinity Battery Backup will provide up to 4 hours of power to the Xfinity Storm-Ready WiFi device. Device runs on cellular 4G LTE (data plans not affected). During outages, Internet will be reduced to speeds up to 30 Mbps download/7 Mbps upload. Actual speeds will vary and are not guaranteed and may be impacted by a variety of environmental and other factors, including network congestion. Xfinity does not guarantee that 4G LTE will be available in all locations or that a connection will be obtainable. Storm-Ready WiFi may not be compatible with all changes in the network. For further details, please visit xfinity.com/stormready.



Easy-to-add subscription services

Premium Channels

HBO, SHOWTIME, STARZ, CINEMAX, and The Movie Channel — live and On Demand

Sports Entertainment Package

NFL RedZone, ESPN Goal Line, Fox College Sports, and more

International Channels

South Asian, Russian, Filipino, Italian, Greek, Israeli, and French

Comcast Introduces Peacock, Netflix and Apple TV+ Streaming Bundle

Introducing StreamSaver, a streaming bundle of Peacock, Netflix and Apple TV+ for new and existing Xfinity Internet and TV customers. By bringing these premium streaming services together for the first time, Xfinity is making it easy for customers to enjoy exceptional entertainment, including thousands of hours of live sports, from the best streaming apps at an unparalleled value.





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