TARANA

BROADBAND REINVENTED®

Tarana at NCTA RTIME

February 2026

Agenda

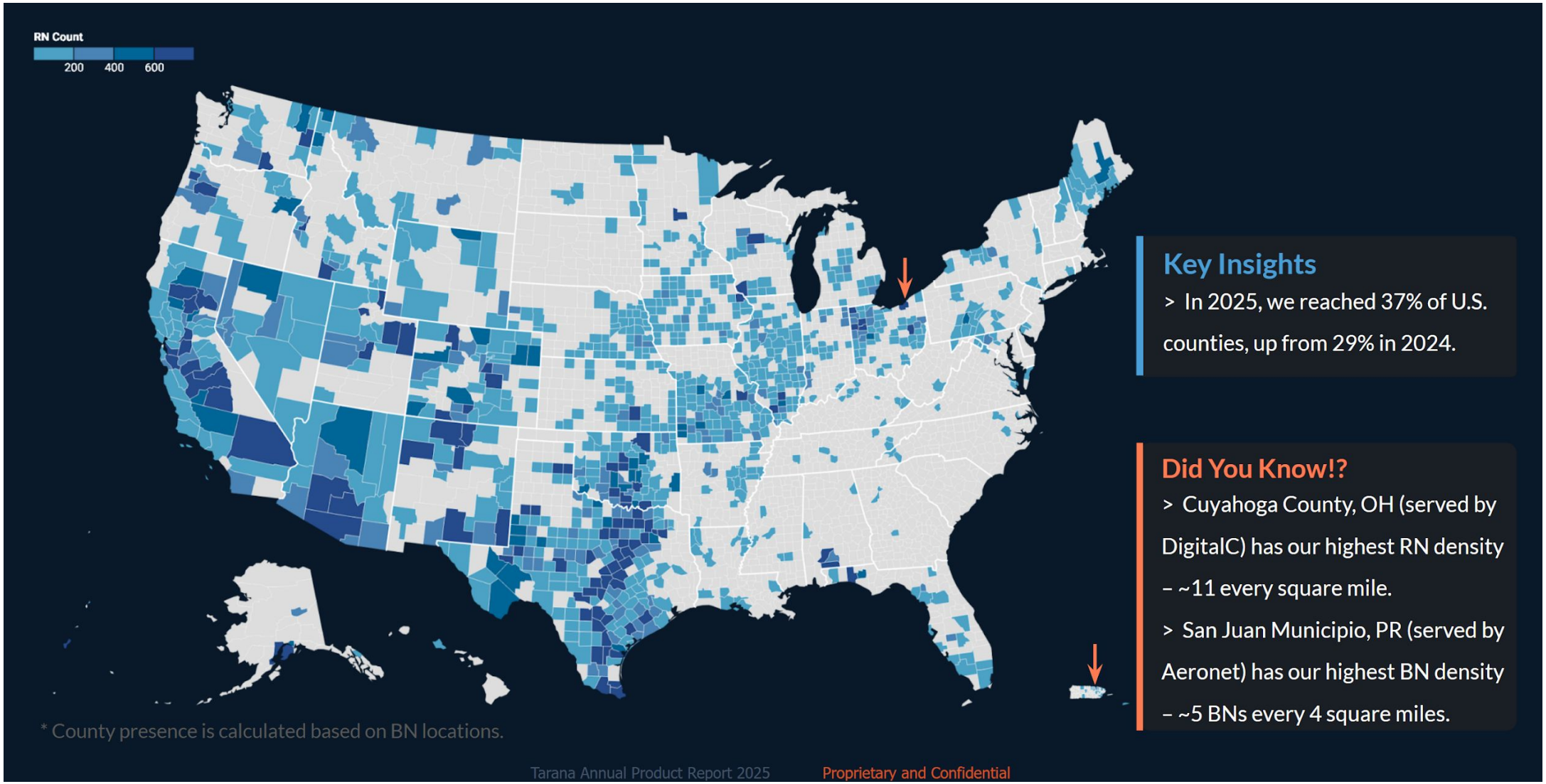
- Tarana Introduction
- ILEC Trends
- Tarana Differentiation
- Two Big Opportunities
- Why Tarana
- Success Stories
- Getting Started

Tarana Mission and Overview

Our mission is to accelerate the deployment of fast, reliable, and affordable internet access around the world

- Founded in 2009
- > $400M invested to-date
- Launched G1 in 2021 – redefined the possibilities for FWA
- Launched G2 September 2025 – higher capacity & supports carrier aggregation over four 40 MHz channels
- Solution includes the Tarana Cloud Suite (TCS) to monitor & manage the Tarana network

Tarana Technology Installed with ISPs in > 1/3 of U.S. Counties



250k Homes Connected to Tarana Technology through > 500 ISPs

Total Tarana Devices Deployed

264,716

+54% TTM

Remote Nodes (RNs) Deployed

249,421

+55% TTM

Base Nodes (BNs) Deployed

15,295

+34% TTM

Operators

511

+30% TTM

Countries

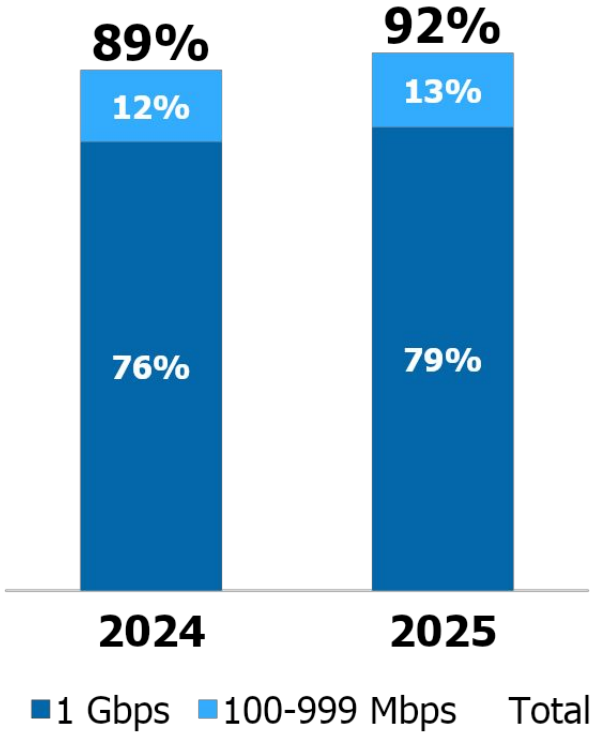
29

+21% TTM

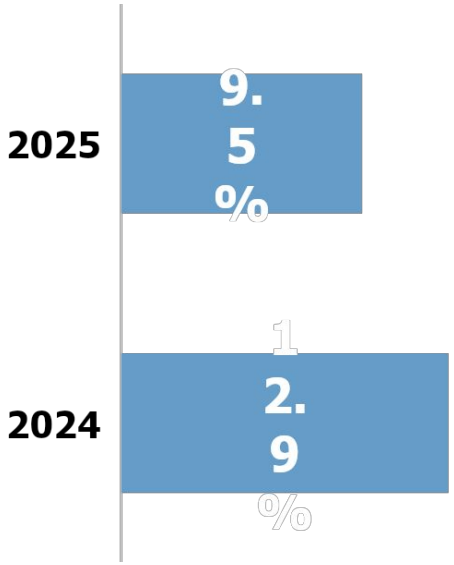
*Trailing twelve-month change, comparing data from a year ago

ILEC Trends (from NCTA 2025 Broadband / Internet Availability Survey)

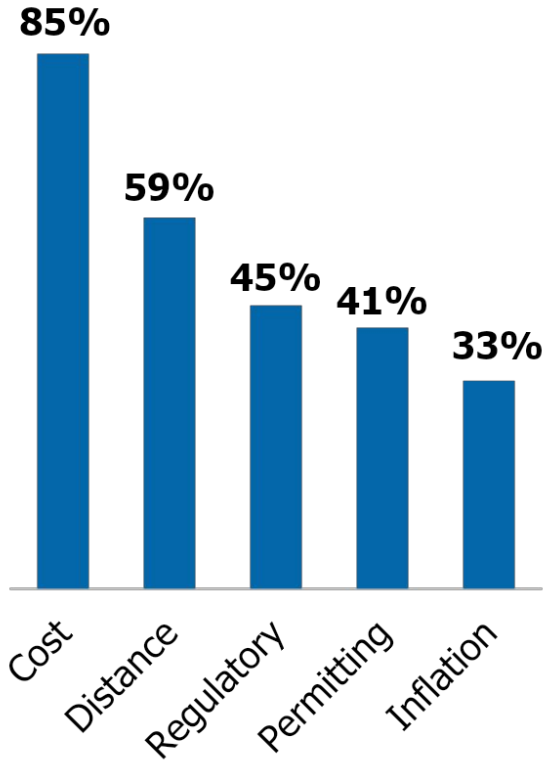
Speed Increase
more gigabit available



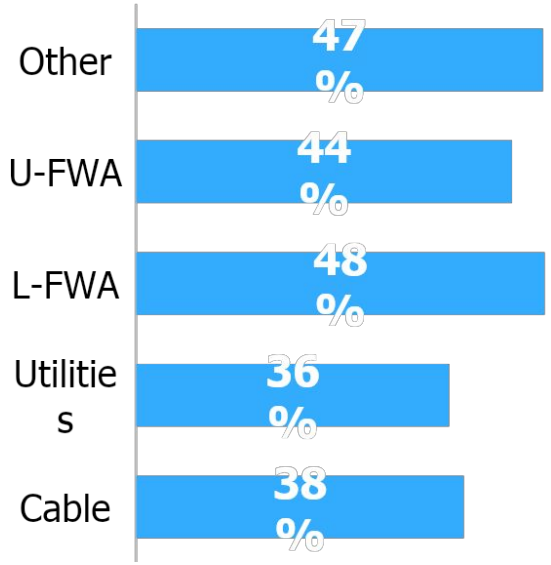
Technologies
fewer subs on copper



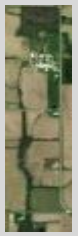
Fiber Barriers
top 5 led by cost



Competitors
heavy competition



The Broadband Technology Landscape

	Remote	Rural	Dense Rural	Suburban/Urban	Dense Urban
Household Density*					
% of HH	8%	8%	24%	49%	11%
HH / mi²	< 20	20–50	50–500	500 – 4,000	> 4,000

Technology Fit

5G *Limited by spectrum*

Fiber *Function of cost + time*

STARLINK

TARANA

* % of US HH in each morphology, source: US Census Bureau, tract-level statistics (n = 73.1k) / 135M households

Tarana – Fiber-Class Speed at Wireless Economics

3 key things make Tarana's broadband technology unique:

Fiber-Class Speeds

Gigabit downstream speeds

Plus:
- Upstream faster vs most cable
- Low latency
- High reliability

A Fraction of the Cost

<5% the cost of fiber to deploy

Deployed in the right places it delivers:
- Unmatched payback
- Higher IRR

Faster Time-to-Revenue

Deployed in months, not years

Drives:
- Immediate revenue
- Can meet federal E-ACAMs timelines

No other technology can deliver gigabit speed at Tarana's cost and time-to-market

How We Do It — A New Class of Wireless Broadband

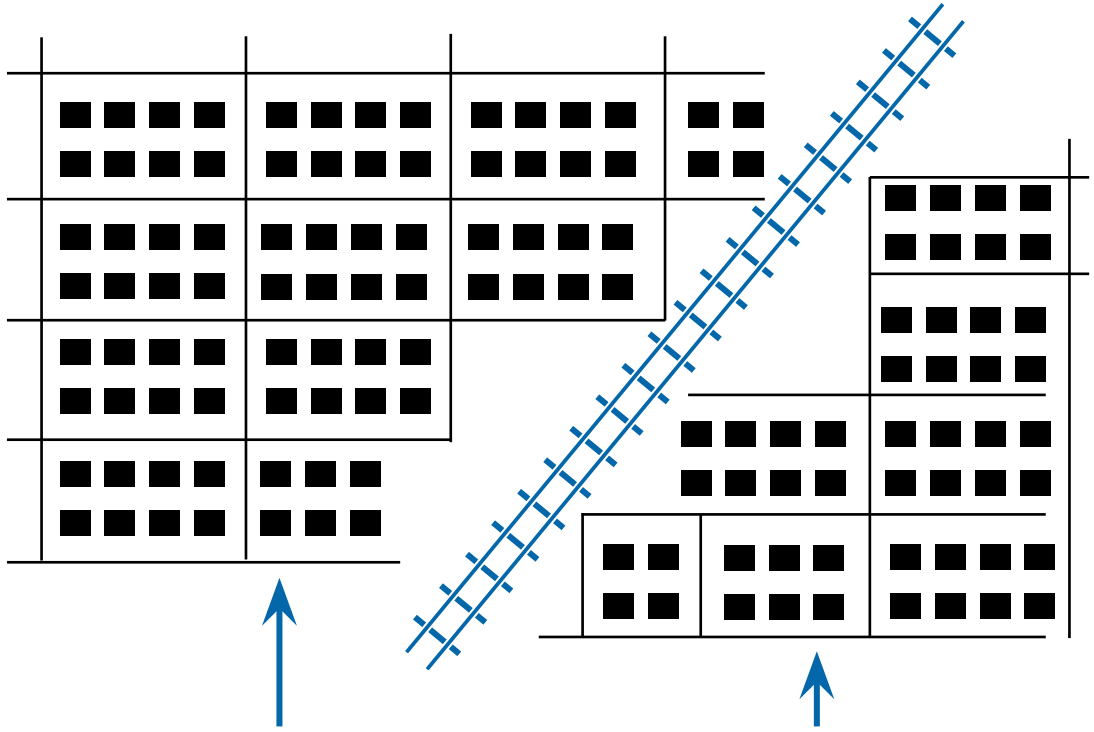
Tarana's IP gives us a unique position in broadband technology with 3 critical edges.

		Tarana's capacity delivers gigabit speeds and supports >1,000 customers per site
2.	**Operation Without Line-of-Sight**	Tarana provides a clear signal in near- and non-line-of-sight environments (nLoS and NLoS)
3.	**Interference Cancellation**	Tarana equipment eliminates noise and interference on unlicensed channels

How Fiber and Tarana ngFWA work best together

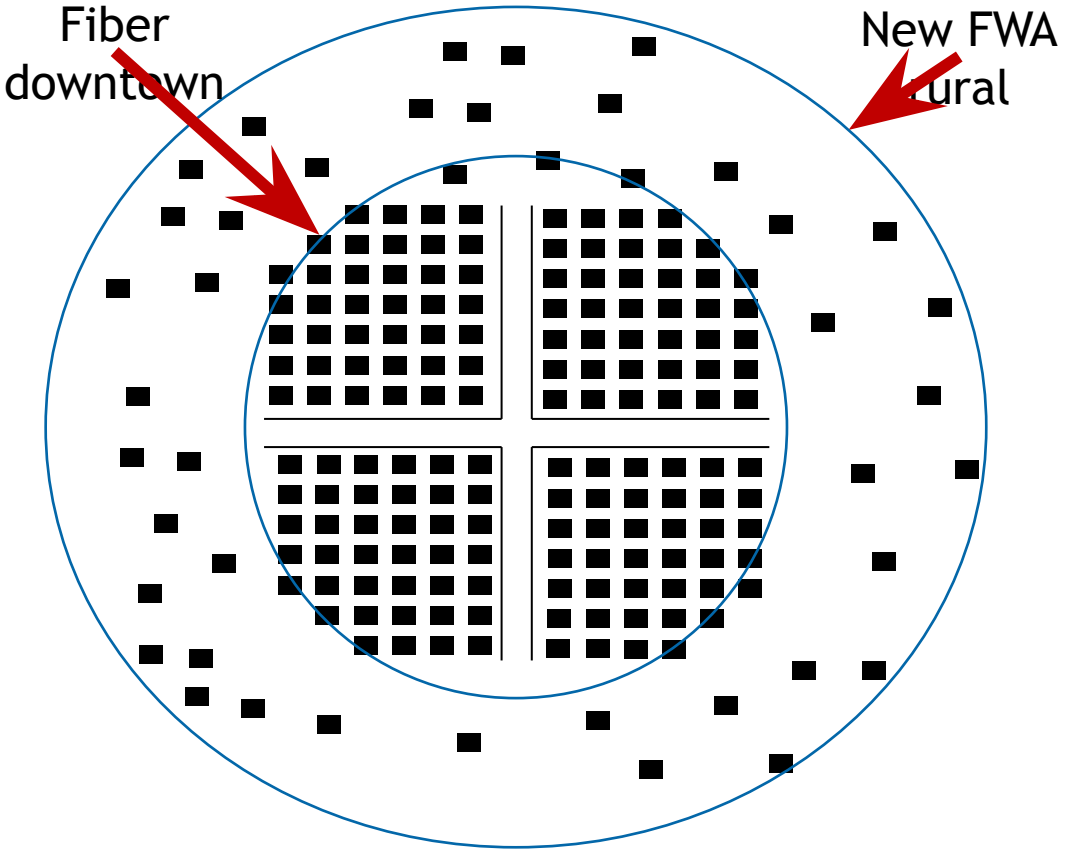
High-Cost Deployments

Physical barriers, underground requirements, & permitting issues make FWA a better choice in some areas



Network Edge-Out

FWA creates a profitable new revenue stream, extends brand reach, and adds fixed cost scale



Two Big Opportunities for Regional ILECs

E-ACAM

Opportunity

Deliver a better customer experience while capturing federal E-ACAM subsidies

Challenge

How to reach 100% of locations economically and by the federal deadline

Replacing Legacy Networks

Opportunity

Shut down costly copper/DSL networks and replace with better technology

Challenge

Find a better technology that can be deployed quickly and at low investment

E-ACAM Current Status

- $18B+ federal program to help operators upgrade ACAM customers to 100/20 Mbps
- Opportunity available to >300 operators and concentrated with Regional LECs
- Network completion required by 2028:
  - 50% by end of 2026
  - 75% by end of 2027
  - 100% by end of 2028

E-ACAM — Only Tarana Checks All the Boxes for Wireless Technology

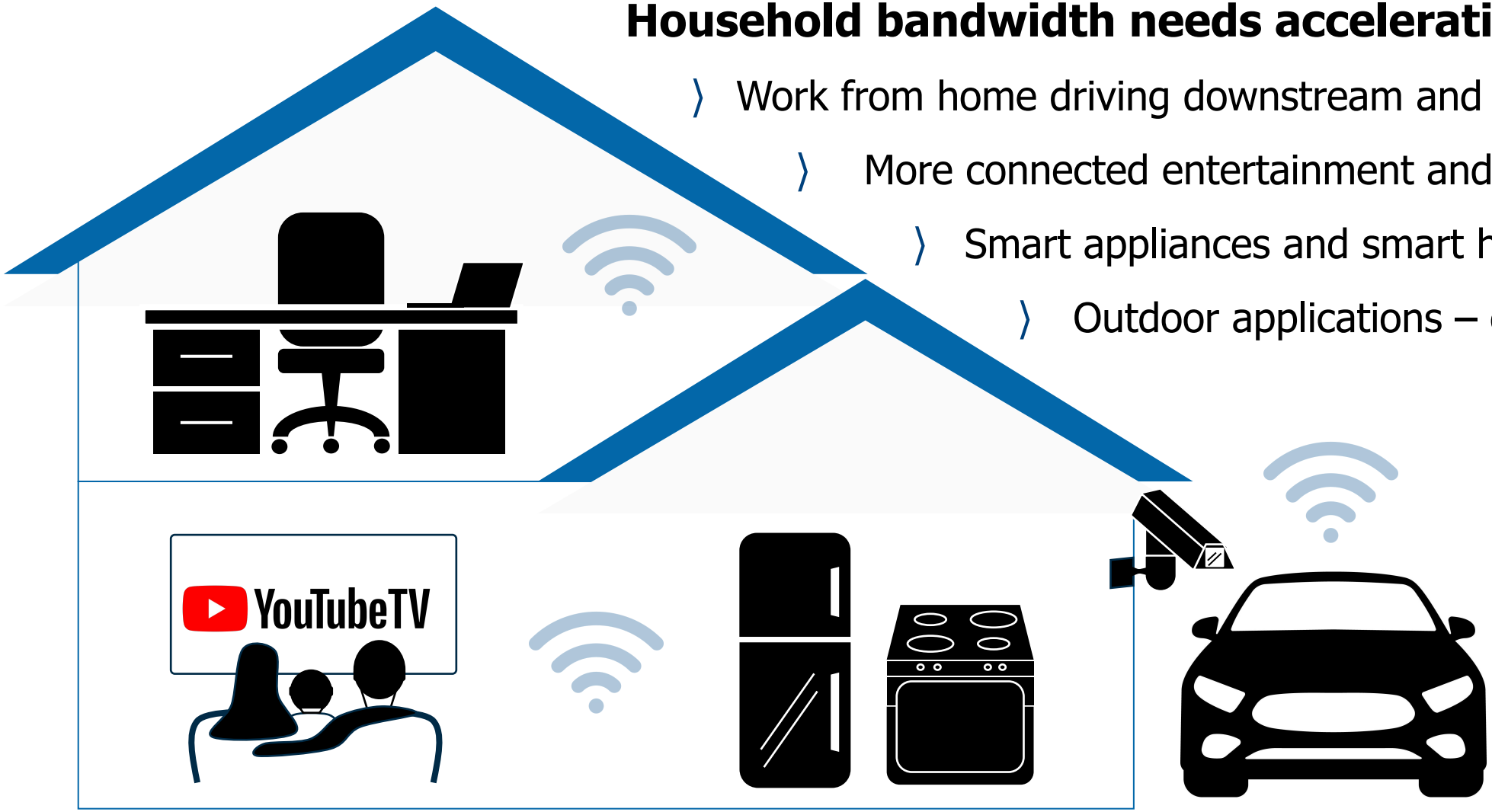
	Legacy FWA	TARANA
> 100/20 Mbps	✗	✓
New Revenue Opportunity	✗	✓
High Customer Retention	✗	✓
100% Coverage Achieved	✗	✓
Deployment <6 Months	✓	✓
Cost <$100 Per Home	✓	✓

- A complement to fiber in high-cost / long-lead areas
- The ISP can deploy a single BN to guarantee 100% coverage for a specific mile loop
- Tarana supports 100+ subscribers on a single BN
- Exceeds 100/20 requirements

Replacing Legacy Networks — The DSL Challenge

- Copper plant delivering single-digit Mbps speeds
- High churn due to slow and uneven service experience
- Rising maintenance and truck-roll costs
- Increasing competitive pressure from cable, fiber overbuilders, and 5G FWA providers

Replacing Legacy Networks – Today's Digital Home

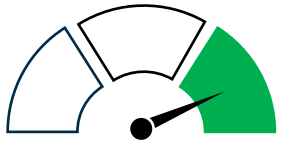
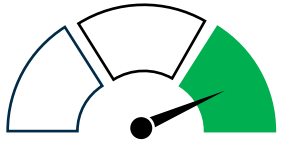
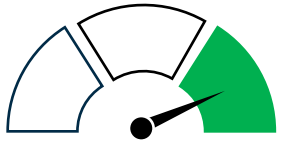
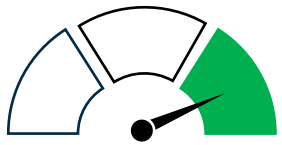


Household bandwidth needs accelerating…..

- Work from home driving downstream and upstream demand
- More connected entertainment and peripherals
- Smart appliances and smart home connectivity
- Outdoor applications – cameras and cars

Customers are looking for a reliable home internet service that delivers Wi-Fi to every room

Replacing Legacy Networks – ngFWA Solution

	DSL	TARANA
Speed & Capacity		
CSAT and Retention		
Cost to Operate / Maintain		
Revenue Opportunity		

Tarana provides ILECs with an immediate path to:

- Increase customer satisfaction
- Reduce churn
- Drive incremental revenue
- Lower operating

Why Tarana – Not Just a Speed Story, But a CX Story

We analyzed thousands of customer home internet reviews for compliments and complaints.

End user complaints by technology

Legacy FWA

Busy hour / peak time service issues, outages, slow speeds

Fiber & Cable

TARANA

Very low incidence of customer tech issues – complaints more likely to be business related (pricing, billing, service)

Much like fiber, Tarana removes technology as an issue – allowing Tarana ISPs to direct their focus and energy on the business – delivering service and value to customers…

Why Tarana – Build Gigabit Networks at a Fraction of the Cost

Approximate Network Costs – Single Site View	
All Tower Equipment	$65,000
Labor, Permitting & Other	$55,000
Total Network Deployment Cost	**$120,000**
Homes Passed	2,500
Cost Per Home Passed	**$48**

Attractive IRR for:

- Hardest to reach communities
- Lower density / high cost to serve locations
- Expansion / edge-out opportunities

Success Stories – How Our ILEC Customers Benefit

	CentraCom	Taylor Telecom	VTX1
Use Case	E-ACAM / DSL Replacement	E-ACAM	E-ACAM / DSL Replacement
Challenge	Meet E-ACAM requirements, replace DSL, and improve CX	How to connect low density E-ACAM homes across rugged terrain	Connect E-ACAM homes across 40k mi^2 area and replace DSL
Deployment Time	Sites operational in weeks	< 3 Months	3 months
Results	582 Mbps 80% of E-ACAM Speed increase 25x Lower churn & service calls	641 Mbps 1% churn 30% under budget Footprint expansion	410 Mbps 10x improvement in churn 100x speed increase

Getting Started with Tarana – Design to Quote Process

Step 1: No-Cost RF Coverage Design	**Step 2:** Deployment Review	**Step 3:** Formal Quote (No Charge)
Tarana Engineering will model: 〉 100/20 Mbps coverage footprint 〉 Total serviceable homes 〉 Recommended base station placement 〉 Capacity assumptions **No capital commitment required**	We will review together: 〉 Serviceable E-ACAM locations 〉 Take-rate assumptions 〉 Backhaul alignment 〉 Initial rollout phasing	Based on the agreed design, we will provide: 〉 Base station equipment quote 〉 Subscriber unit pricing 〉 Estimated total infrastructure investment 〉 Optional pilot configuration **Transparent pricing before any commitment** **Sized to your projected take rate**

Questions?