

David Lizak

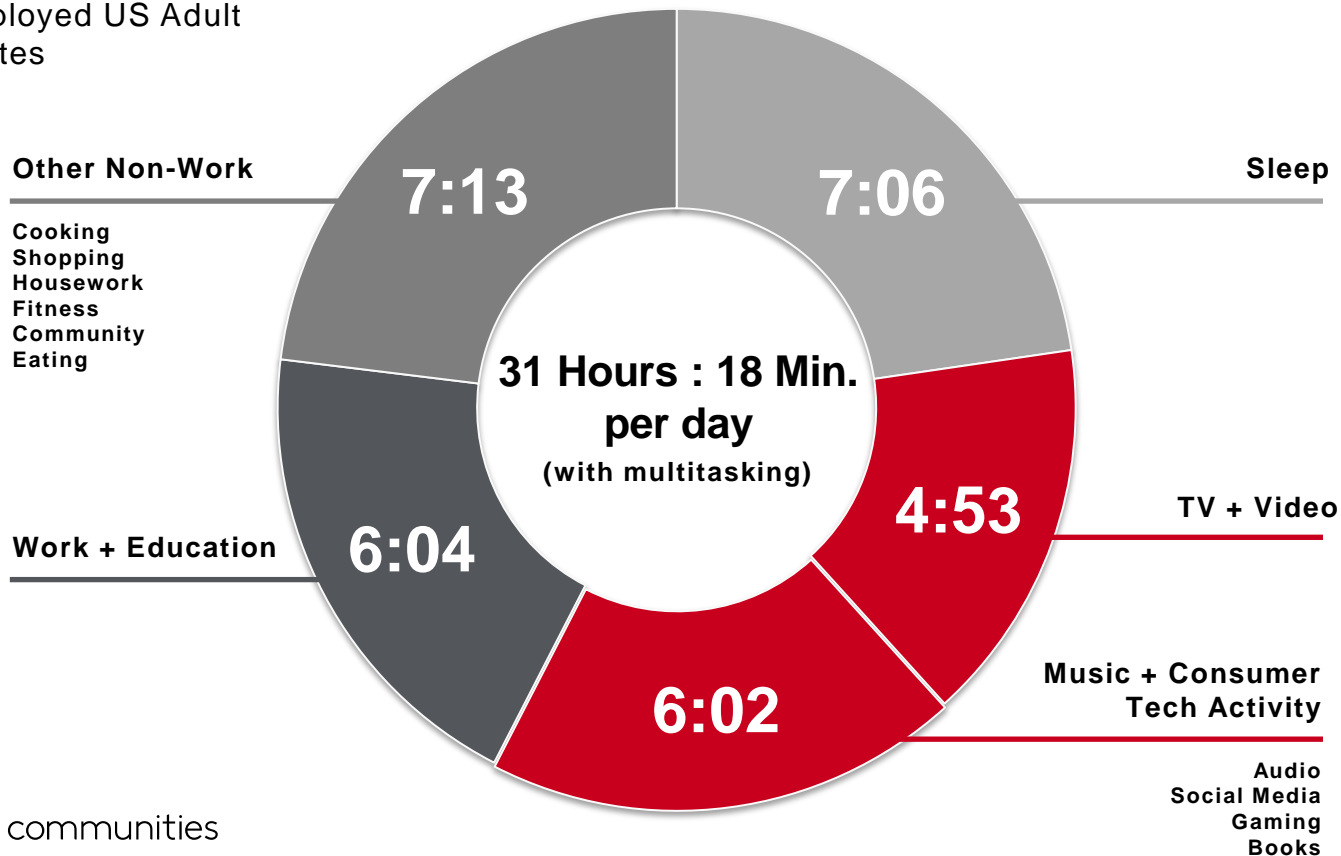
Senior Director,
Commercial Development

xfinity communities



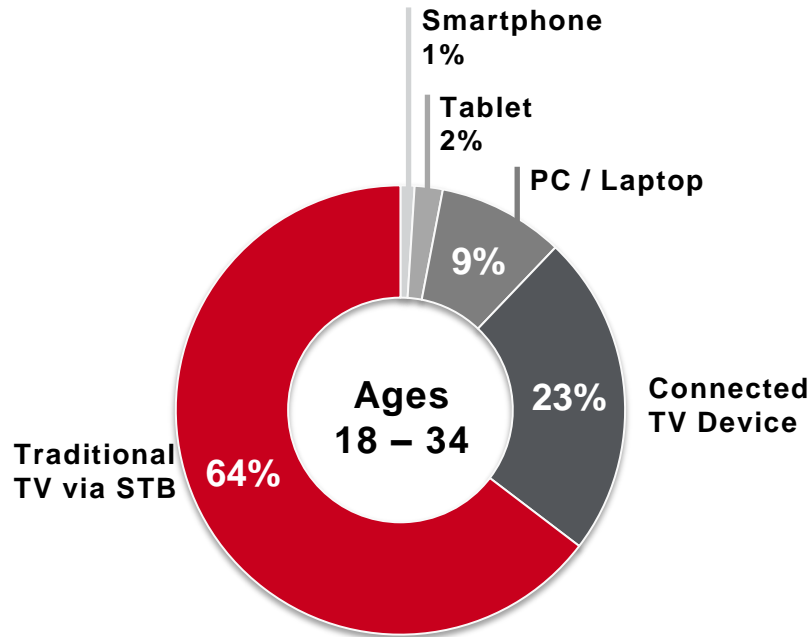
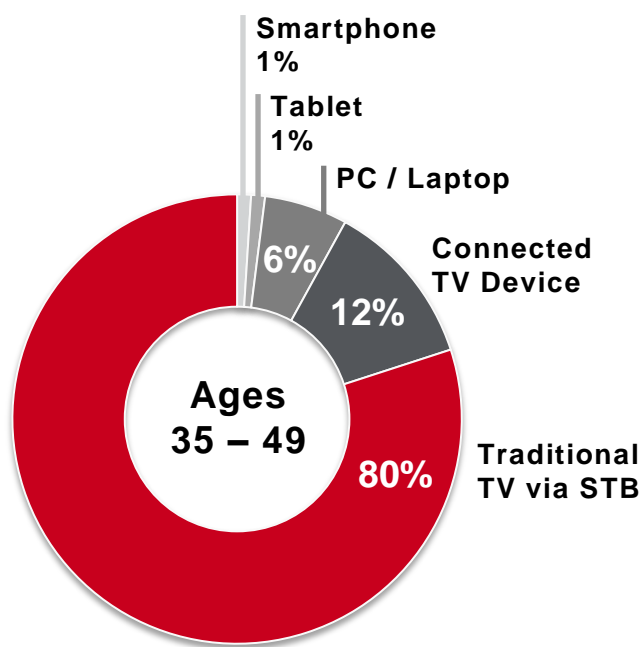
TV/Video Consumption

Average Employed US Adult
Hours : Minutes



TV/Video Consumption

Share of Time Spent Viewing Video



SmartHome

Xfinity Objectives

1



Deliver best-in-class WiFi experience

Scale WiFi ready

Productize select WiFi

2



Bring the Smart Home to MDU

In-unit automation



Building access control

3



Super-serve property owners

Video surveillance

Building manager portal



Stakeholder Value Proposition

Building Owner



- Differentiation to attract new residents
- Ability to charge premium rental rates
- Reduced unit turnover
- Energy cost savings
- Leak detection during construction

Building Manager



- Easier to do business with Comcast
- Streamline resident move-in / move-out processes
- Building health monitoring via leak detection, etc.

Resident



- Turn-key home automation
- Best in class broadband access available instantly
- Improved guest experiences

SmartHome

ROI for Property Owners

20%

Renters are willing to pay an additional 20% in rent for smart home features.

86%

86% of renters are happy to pay extra for a unit outfitted with remote-controlled devices or automated features.

44%

44% of renters would give up a parking space to live in an apartment fitted with smart technology.

69%

69% would like to live in an energy-efficient or green building.

52%

52% would pay up to \$100 extra in monthly rent in an energy-efficient building.

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Source: Stratis



Comcast is Chicago



51,000 Miles

Of broadband
infrastructure in
Chicago area

100 Gbps

Commercial
data rates
available

2 Gbps

Residenti
al data
rates
available

1.6 M
WiFi
hotspots
throughout
Chicago

Custom
Customized
Gig
solutions
available

FTTB

Fiber-to-the-
building options
available

FTTU

Fiber-to-the-
unit options
available

