



# Annual Shareholder Meeting

April 20, 2010



## Safe Harbor Statement

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This presentation includes “forward-looking statements” within the meaning of Section 27A of the Securities Act and Section 21E of the Securities Exchange Act of 1934, as amended, regarding, among other things, our business strategy, our prospects and our financial position. These statements can be identified by the use of forward-looking terminology such as “believes,” “estimates,” “expects,” “intends,” “may,” “will,” “should,” “could,” or “anticipates” or the negative or other variation of these similar words, or by discussions of strategy or risks and uncertainties. These statements are based on current expectations of future events. If underlying assumptions prove inaccurate or unknown risks or uncertainties materialize, actual results could vary materially from the Company’s expectations and projections. Important factors that could cause actual results to differ materially from such forward-looking statements include, without limitation, risks related to the following:

- ❑ Increasing competition in the communications industry; and
- ❑ A complex and uncertain regulatory environment.

A further list and description of these risks, uncertainties and other factors can be found in the Company’s SEC filings which are available online at [www.sec.gov](http://www.sec.gov), [www.shentel.com](http://www.shentel.com) or on request from the Company. The Company does not undertake to update any forward-looking statements as a result of new information or future events or developments



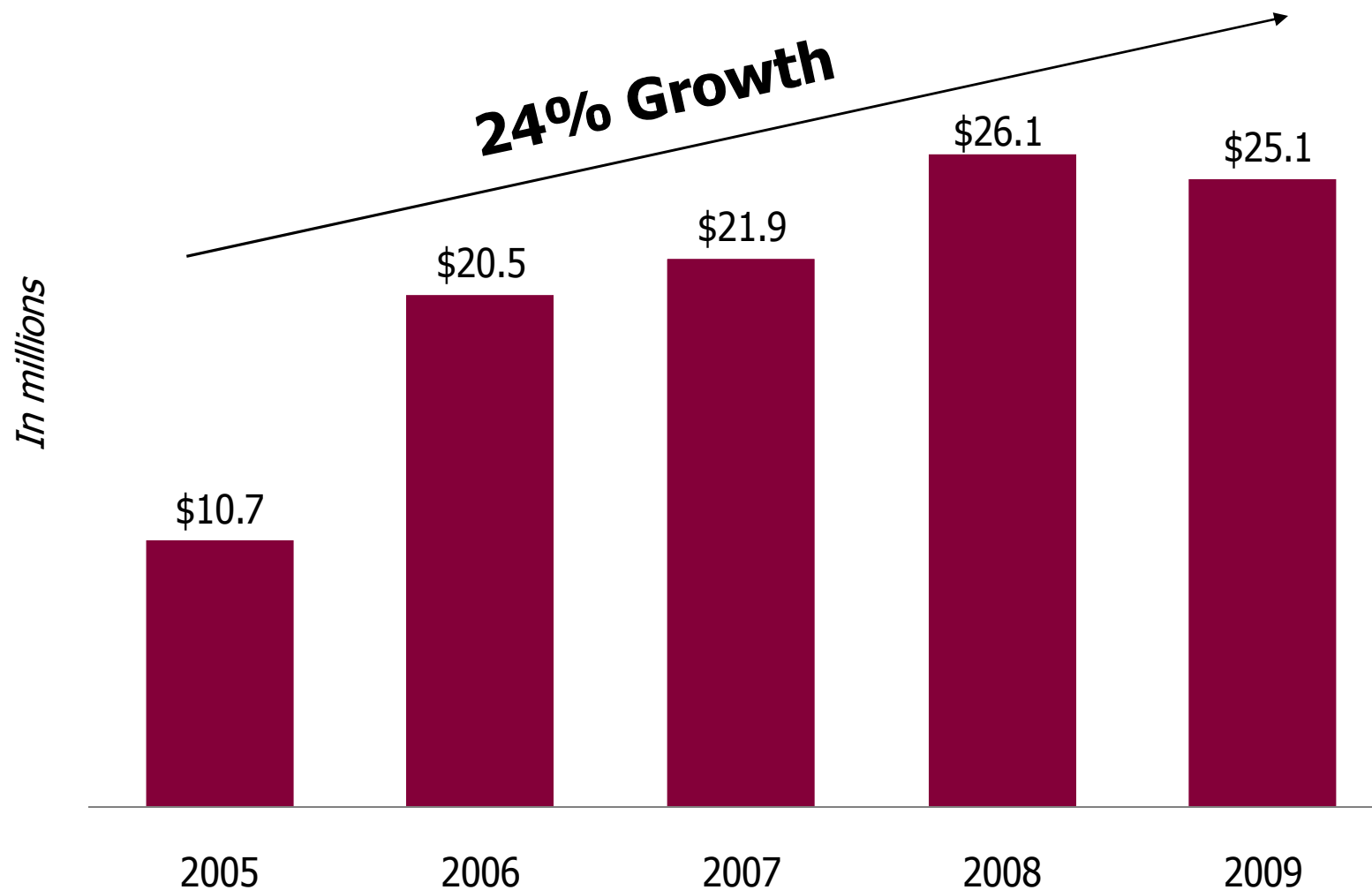
## Use of Non-GAAP Financial Measures

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Included in this presentation are certain non-GAAP financial measures that are not determined in accordance with US generally accepted accounting principles. These financial performance measures are not indicative of cash provided or used by operating activities and exclude the effects of certain operating, capital and financing costs and may differ from comparable information provided by other companies, and they should not be considered in isolation, as an alternative to, or more meaningful than measures of financial performance determined in accordance with US generally accepted accounting principles. These financial performance measures are commonly used in the industry and are presented because Shentel believes they provide relevant and useful information to investors. Shentel utilizes these financial performance measures to assess its ability to meet future capital expenditure and working capital requirements, to incur indebtedness if necessary, return investment to shareholders and to fund continued growth. Shentel also uses these financial performance measures to evaluate the performance of its businesses and for budget planning purposes.

## Net Income from Continuing Operations

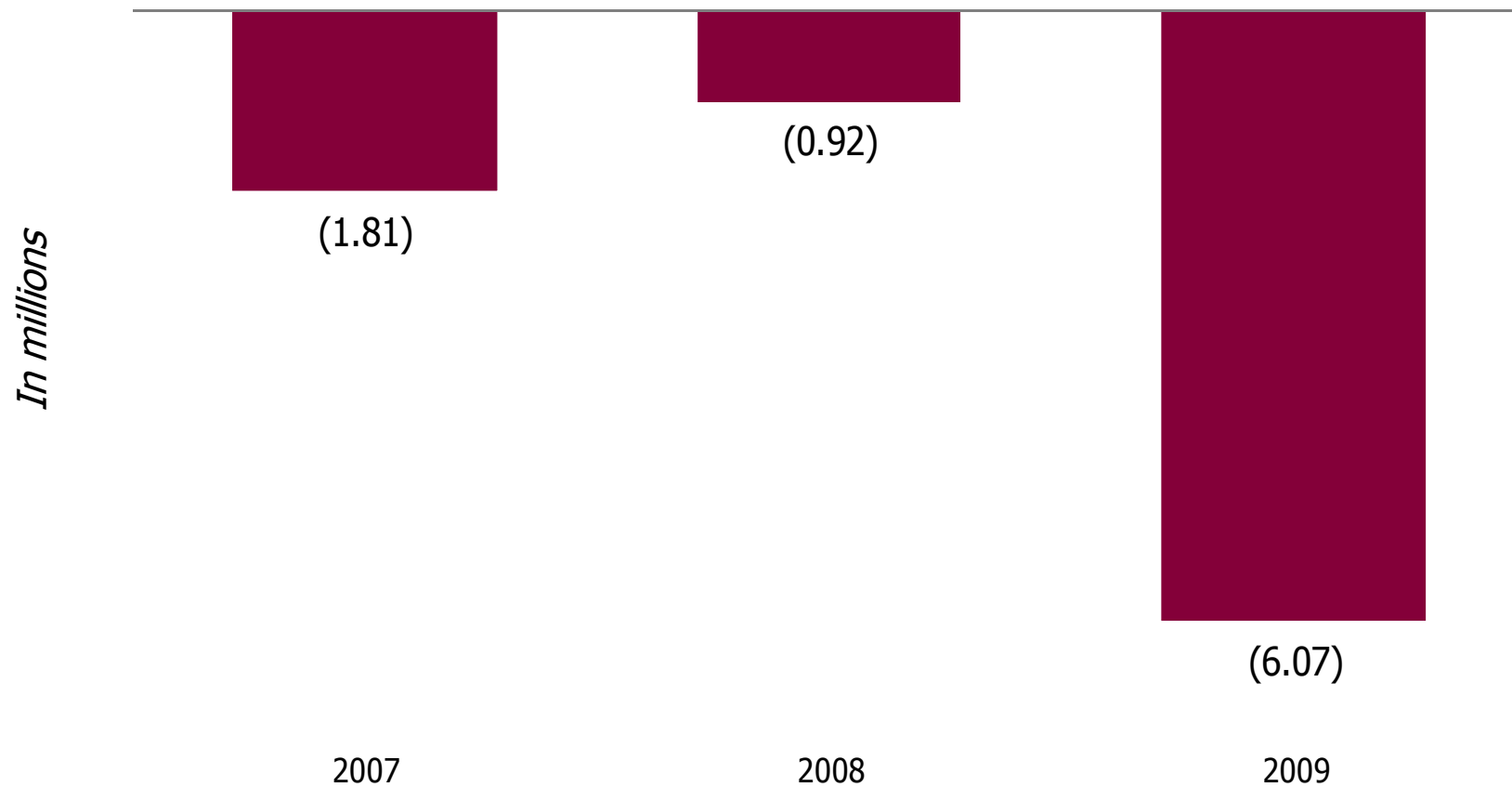
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## Cable Segment Operating Losses

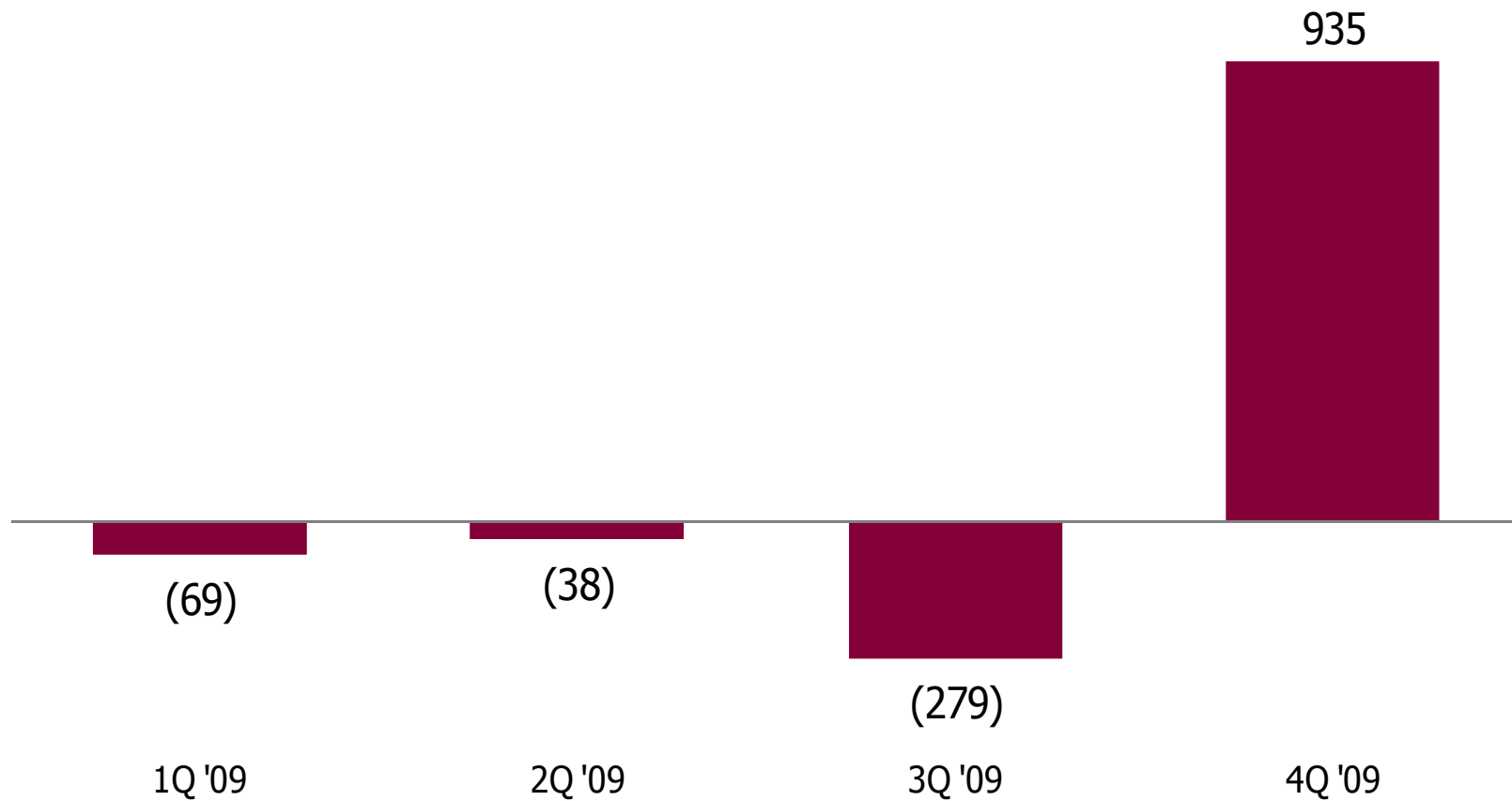
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## Cable Segment RGU Growth

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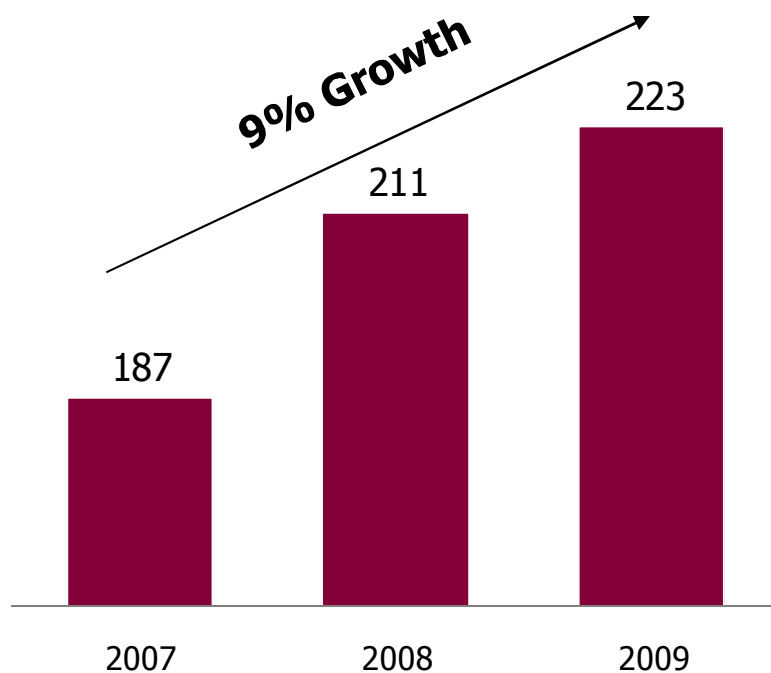


Excludes the impact of RGU's in markets sold in 4Q'09

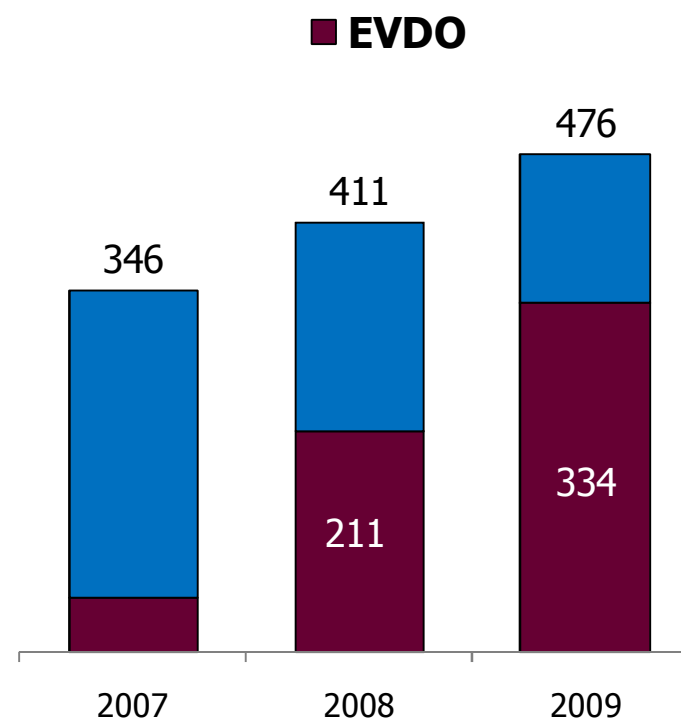


## Wireless Segment

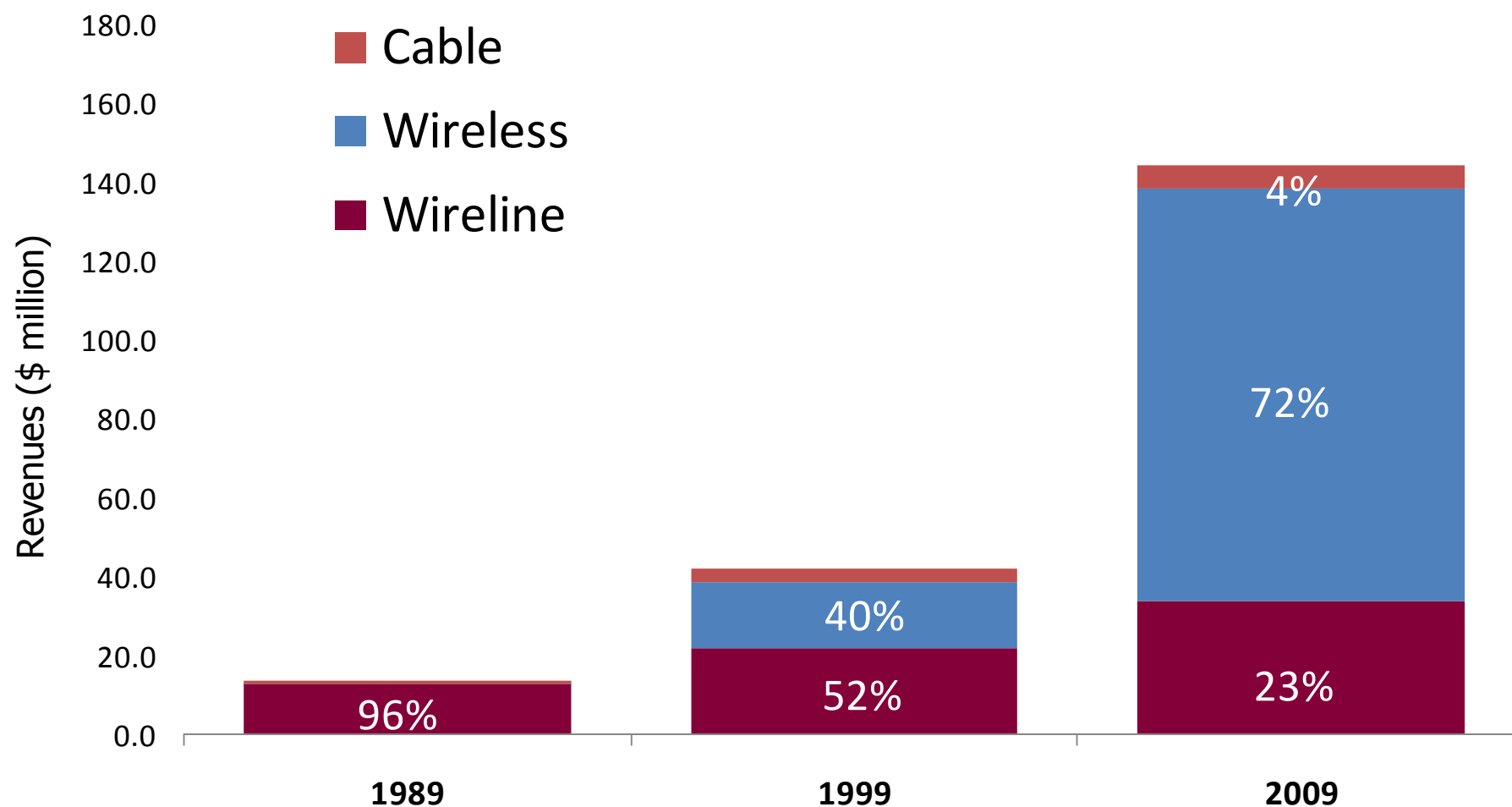
PCS Subscribers (000s)



Number of Cell Sites



## Need for Diversification



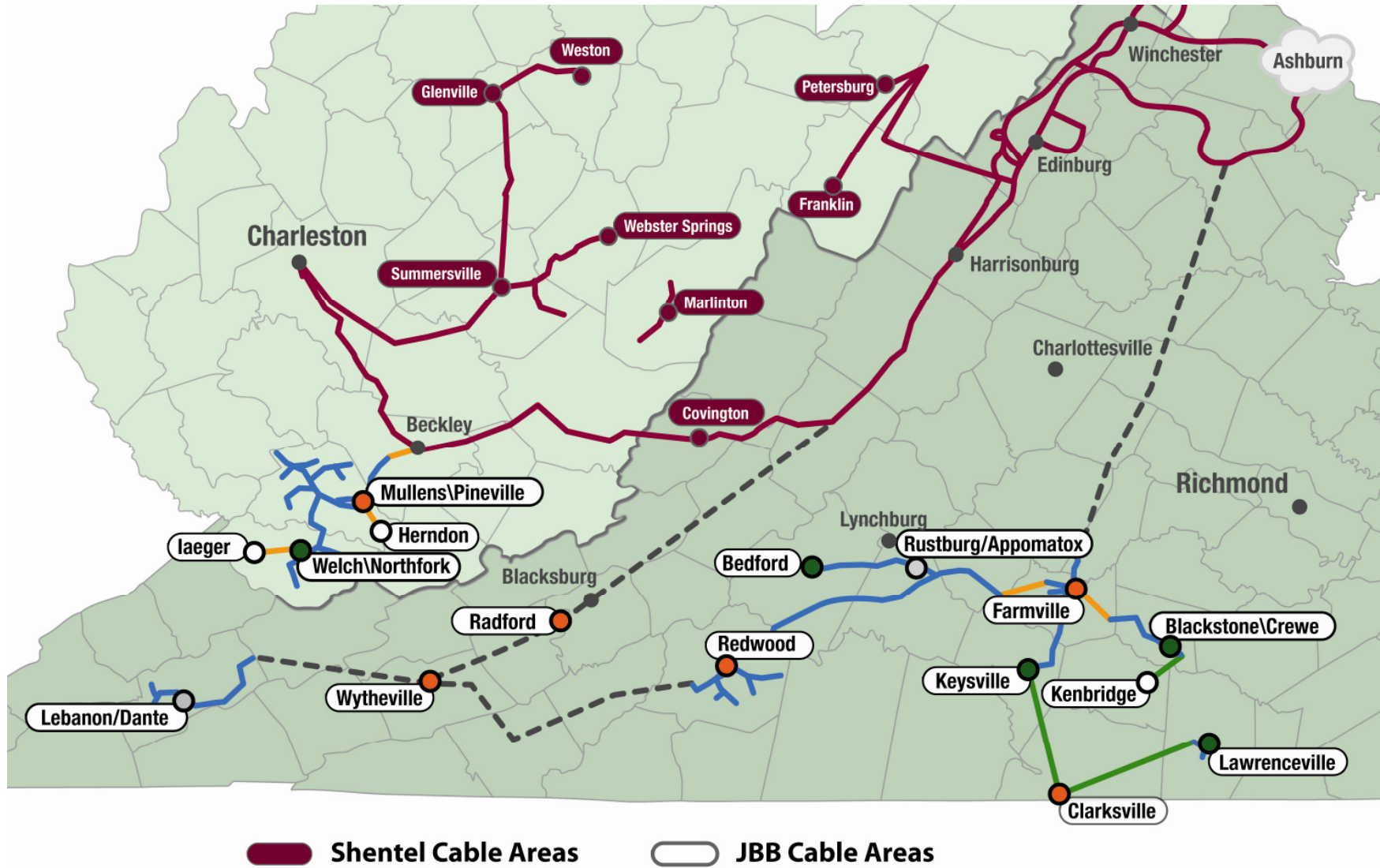


## Acquisition of Jet Broadband

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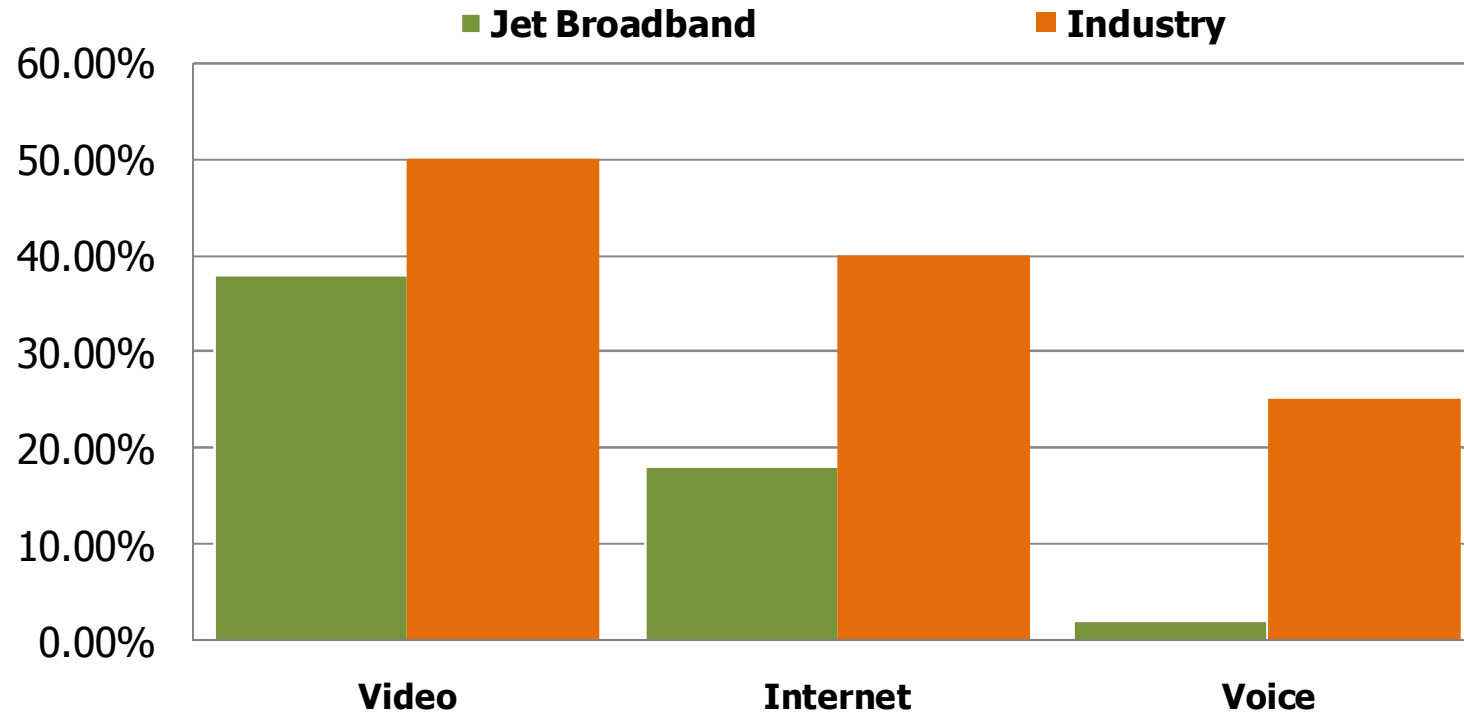
- ☐ Diversification
- ☐ Scale
- ☐ Coaxial Network
- ☐ Synergies
- ☐ Geographic Fit
- ☐ Leveraging Core Competencies

# JBB Network



## Percent of Homes Passed with Services

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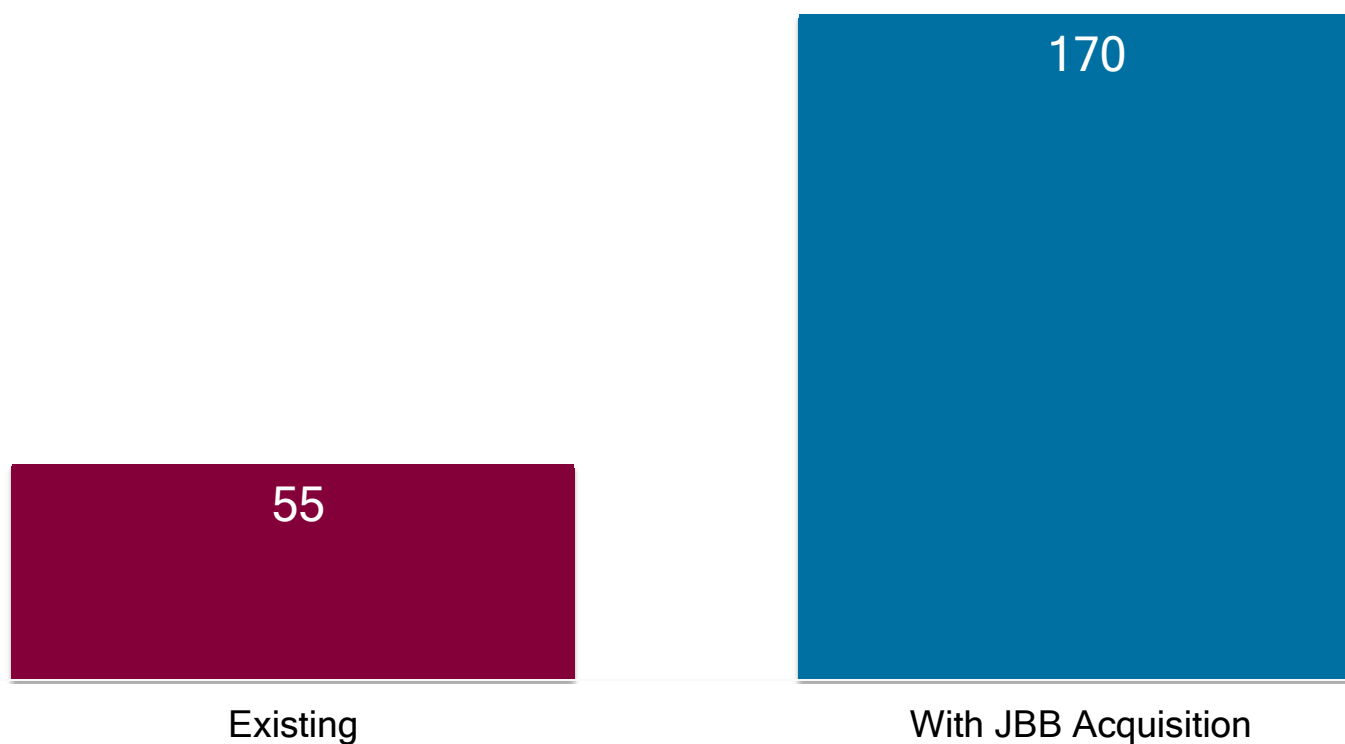




## Key Operational Metrics With Jet Broadband

Pro Forma for Periods Ending December 31, 2009

Cable Homes Passed (in 000's)

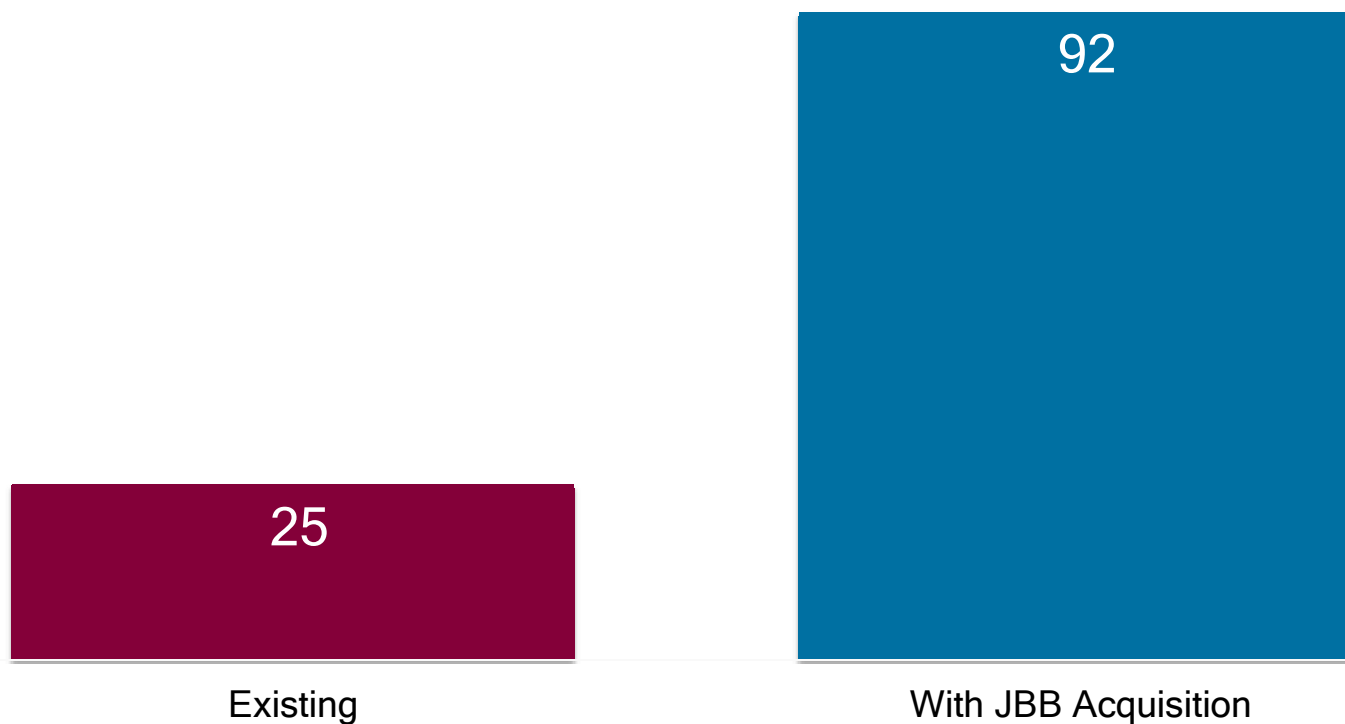




## Key Operational Metrics With Jet Broadband

Pro Forma for Periods Ending December 31, 2009

RGU's (in 000's)

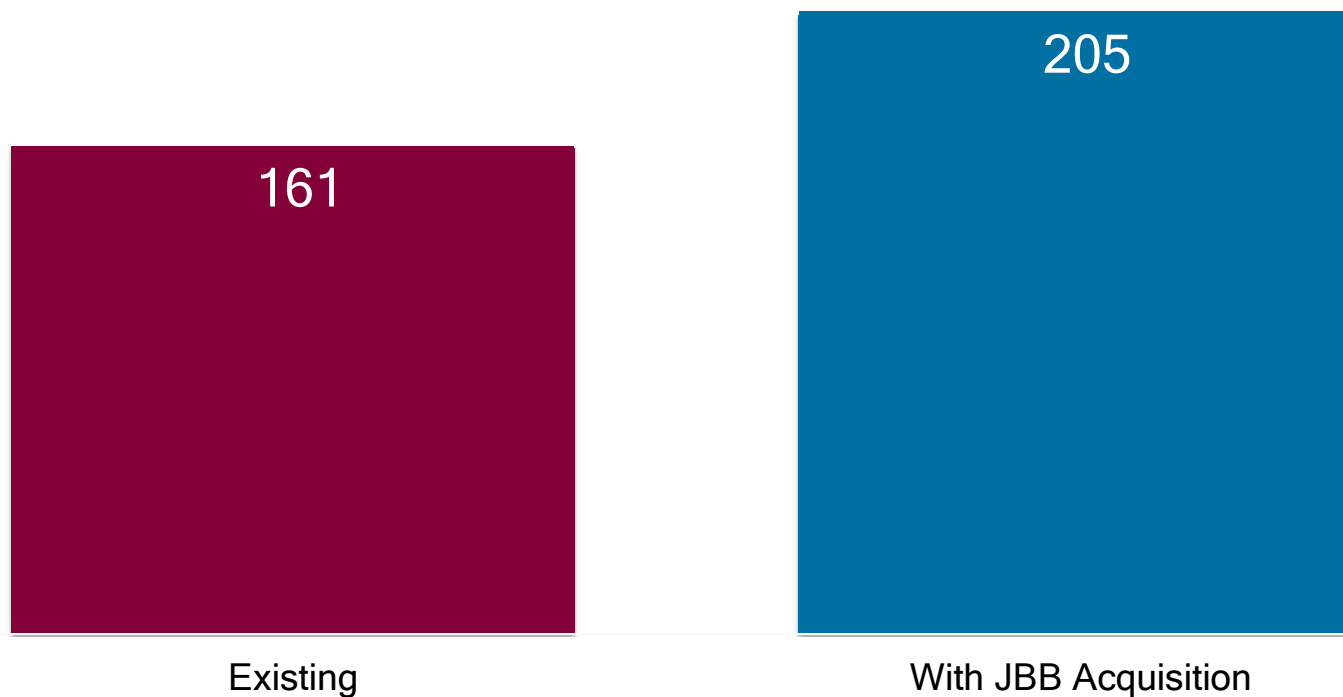




## Key Operational Metrics – With Acquisition

Pro Forma for Periods Ending December 31, 2009

Revenues (in millions)

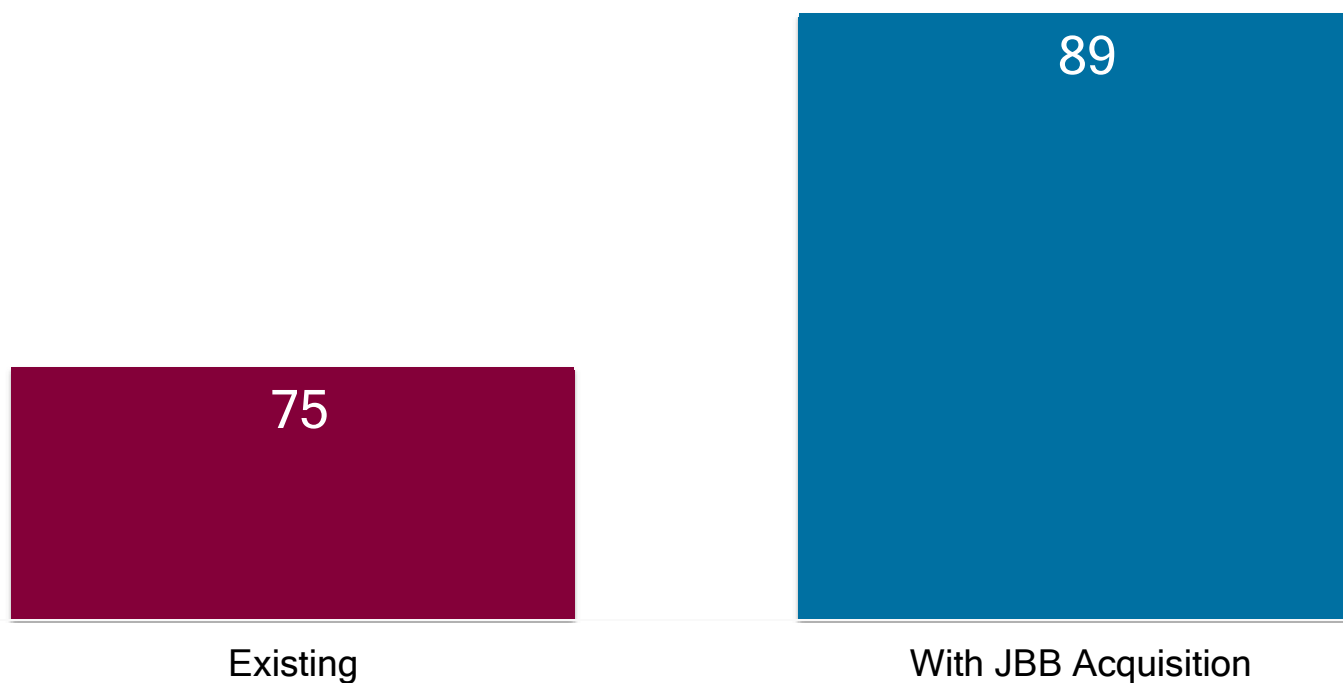




## Key Operational Metrics – With Acquisition

Pro Forma for Periods Ending December 31, 2009

Operating Income Before Depreciation and Amortization (in millions)



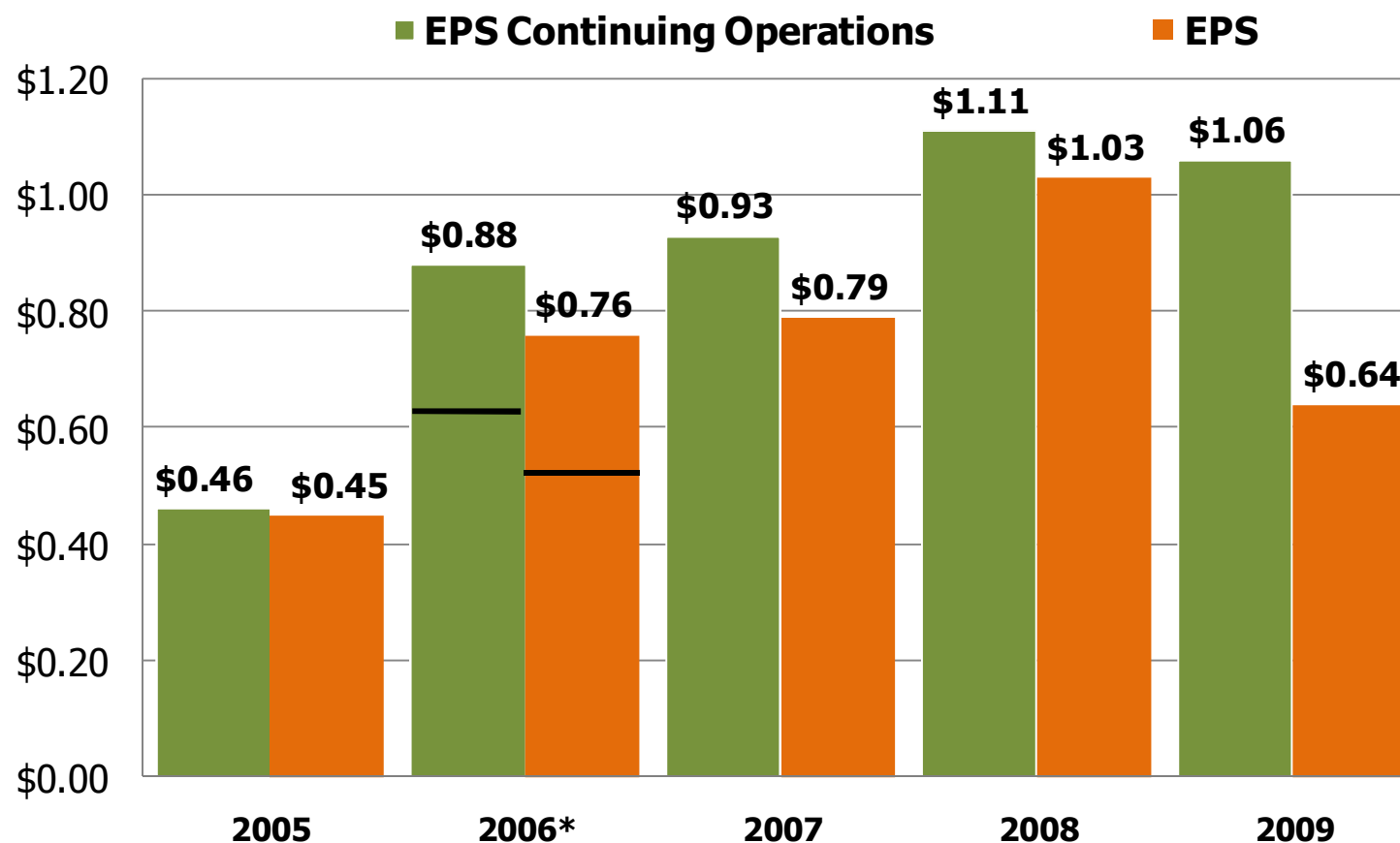
# **Adele Skolits**

CFO and VP of Finance





## Earnings Per Share (EPS)



\*-Includes gain on sale of Rural Telephone Bank stock of \$.27 in EPS from Continuing Operations and EPS

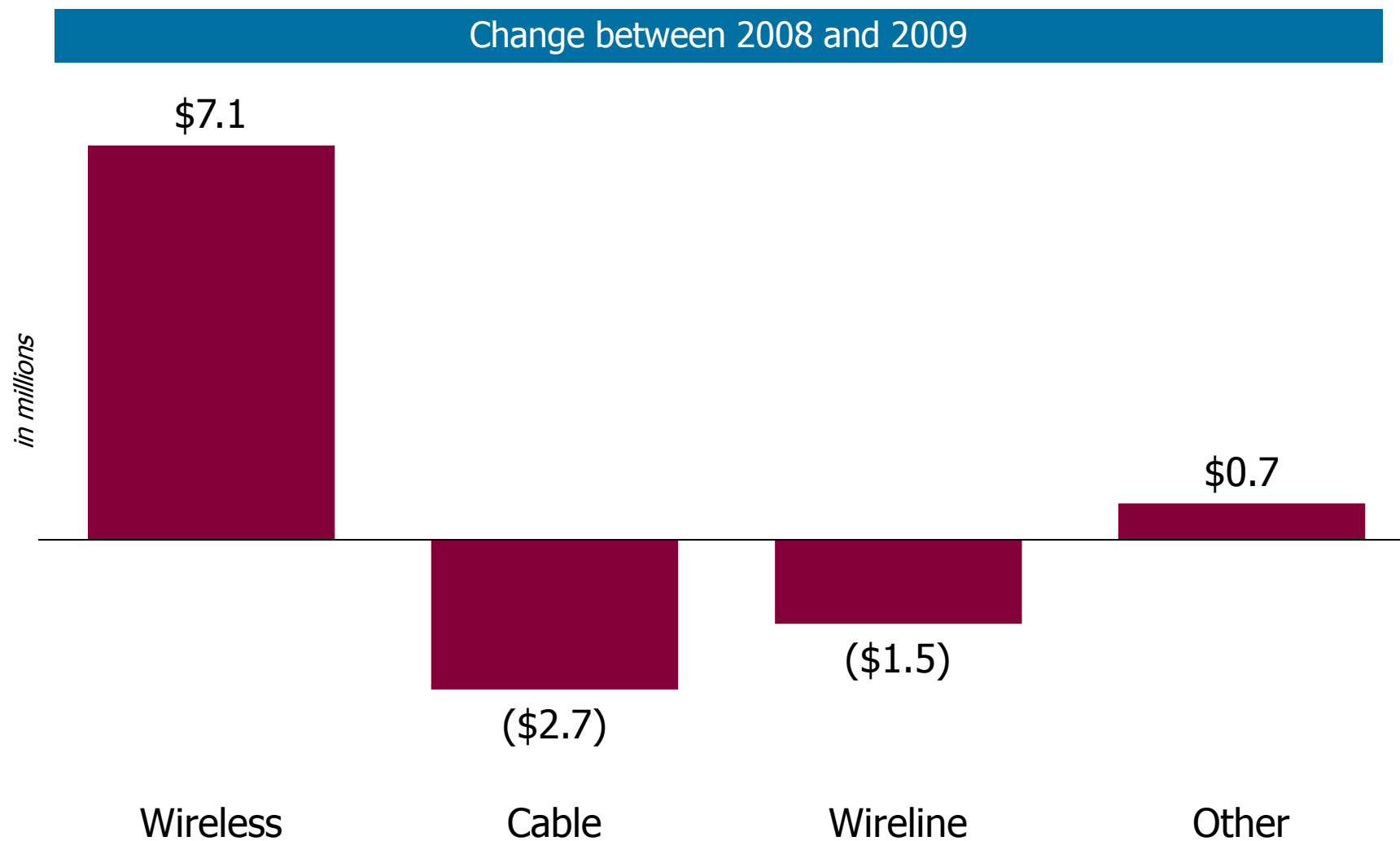


## Profitability (\$millions)

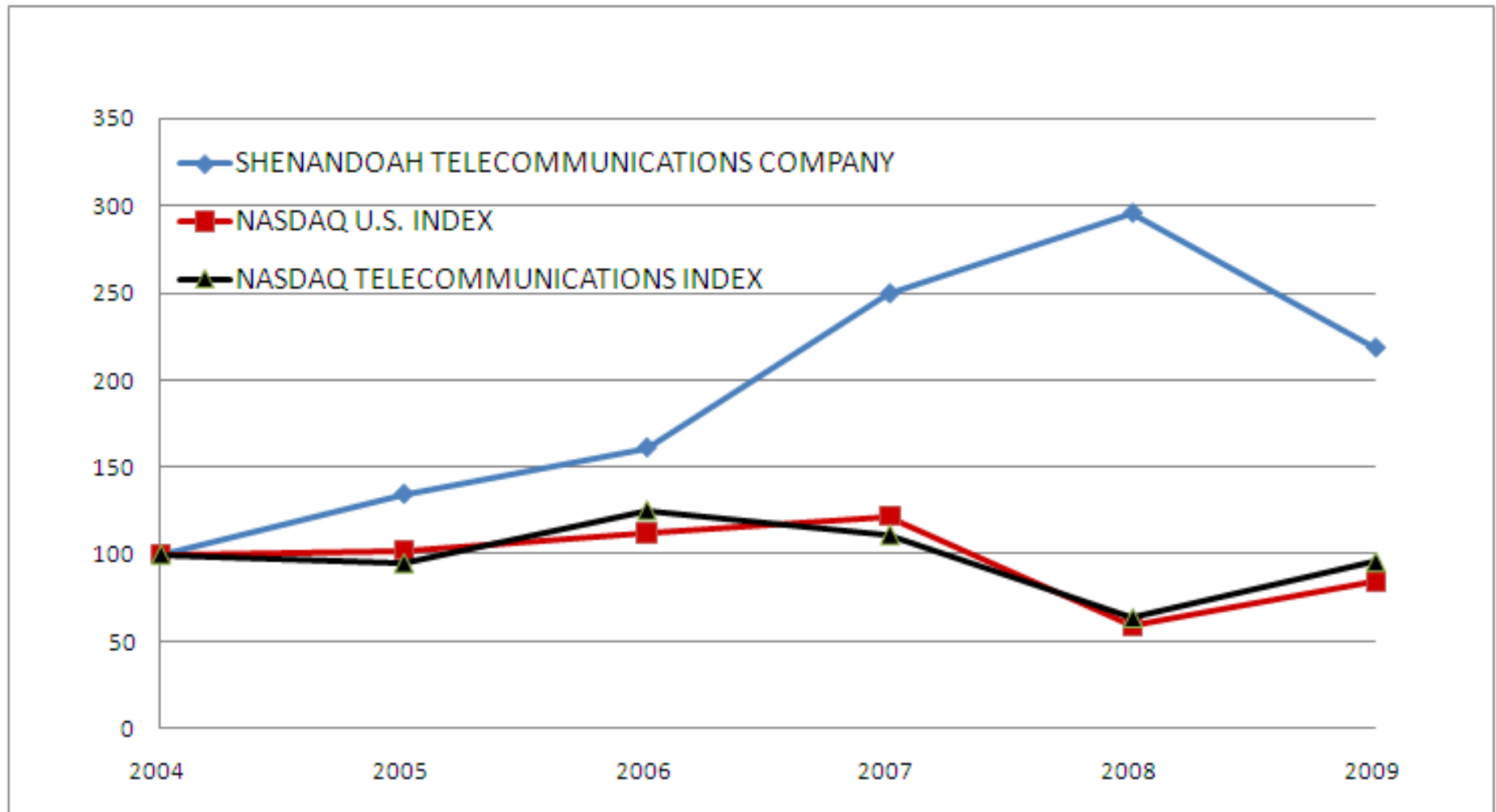
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	<b><u>Year Ended 12/31:</u></b>		
	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>Change</u></b>
Operating Revenues	\$160.6	\$144.4	\$16.2
Operating Expenses	117.8	99.2	18.6
Operating Income	42.8	45.2	(2.4)
Depreciation and Amortization	32.6	26.7	5.9
<b>Operating Cash Flow</b>	<b>\$75.4</b>	<b>\$71.9</b>	<b>\$3.5</b>

## Operating Cash Flow



## Total Return - 5 Years

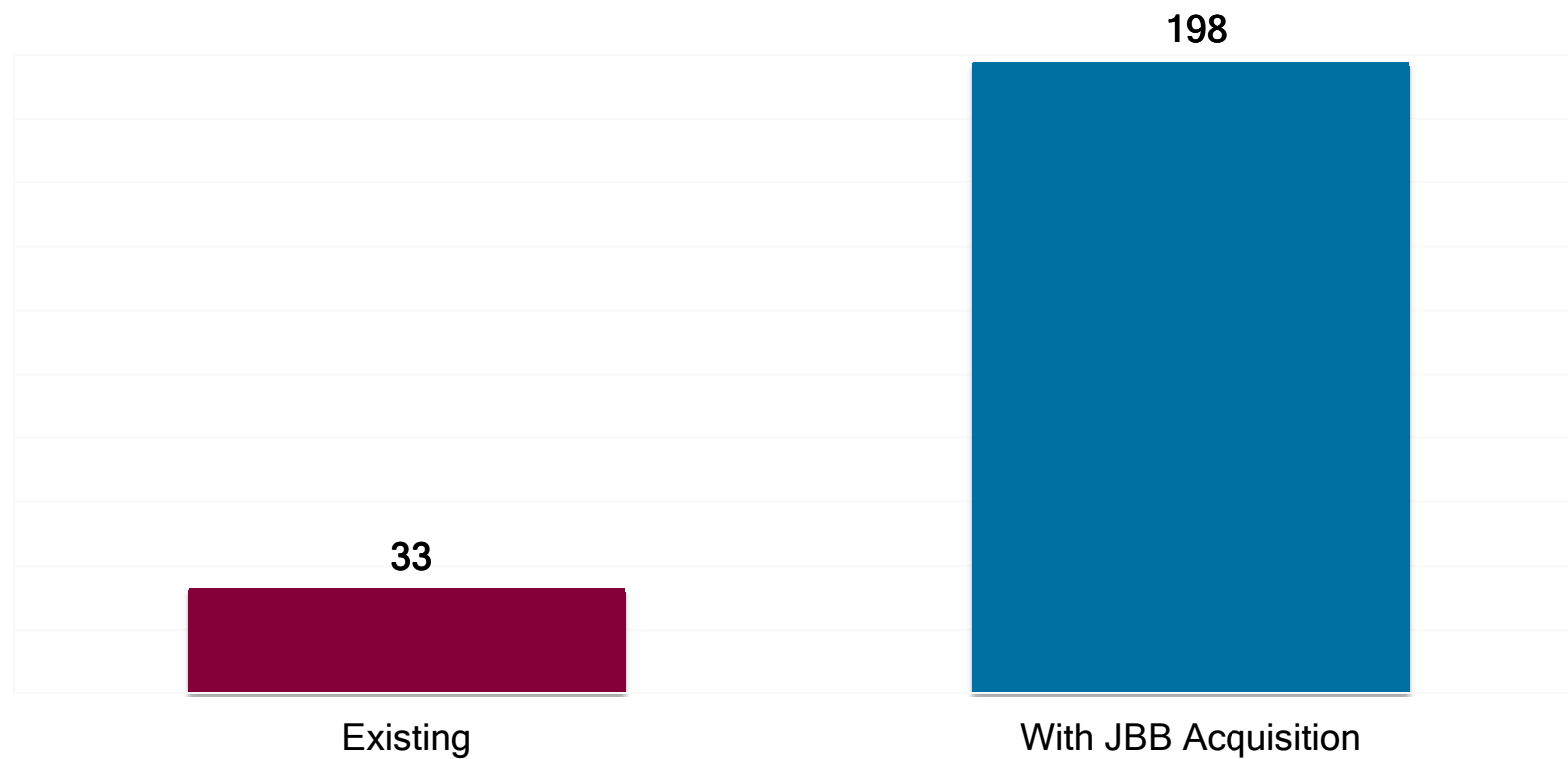


## Level of Debt

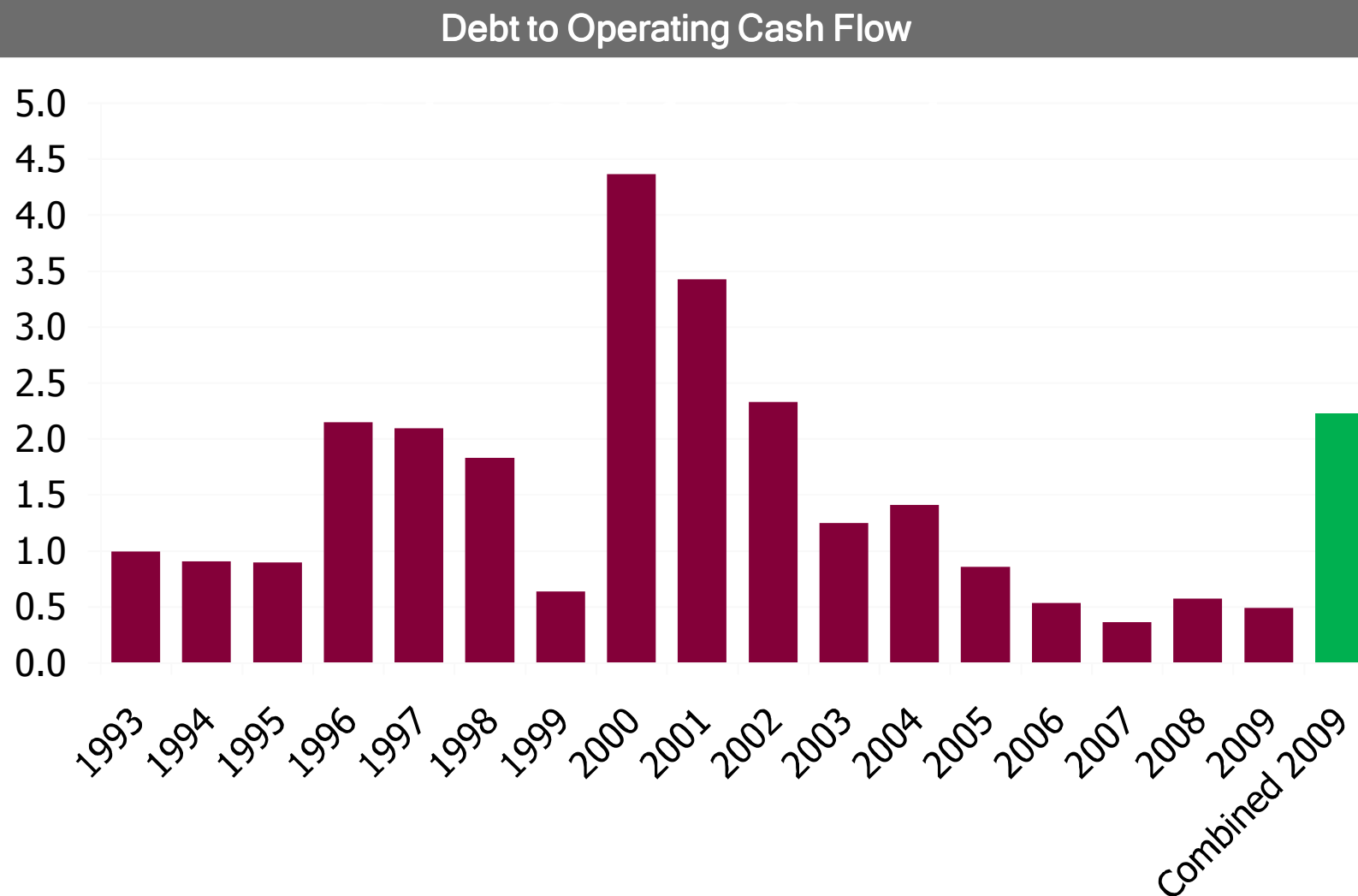
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Periods Ending December 31, 2009

Debt (in millions)



## Level of Debt





## Shareholder Services

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### Direct Registration

- Eliminates the need for physical stock certificates
- Eliminates the risk of certificates being lost, stolen or destroyed
- To use, need to surrender paper certificates
- Entirely optional

### Householding

- Will now only send one copy of the proxy statement and annual report to a household
- Still will get separate proxy cards for each shareholder account
- Can elect to continue receiving multiple copies
- Information will be mailed in coming weeks

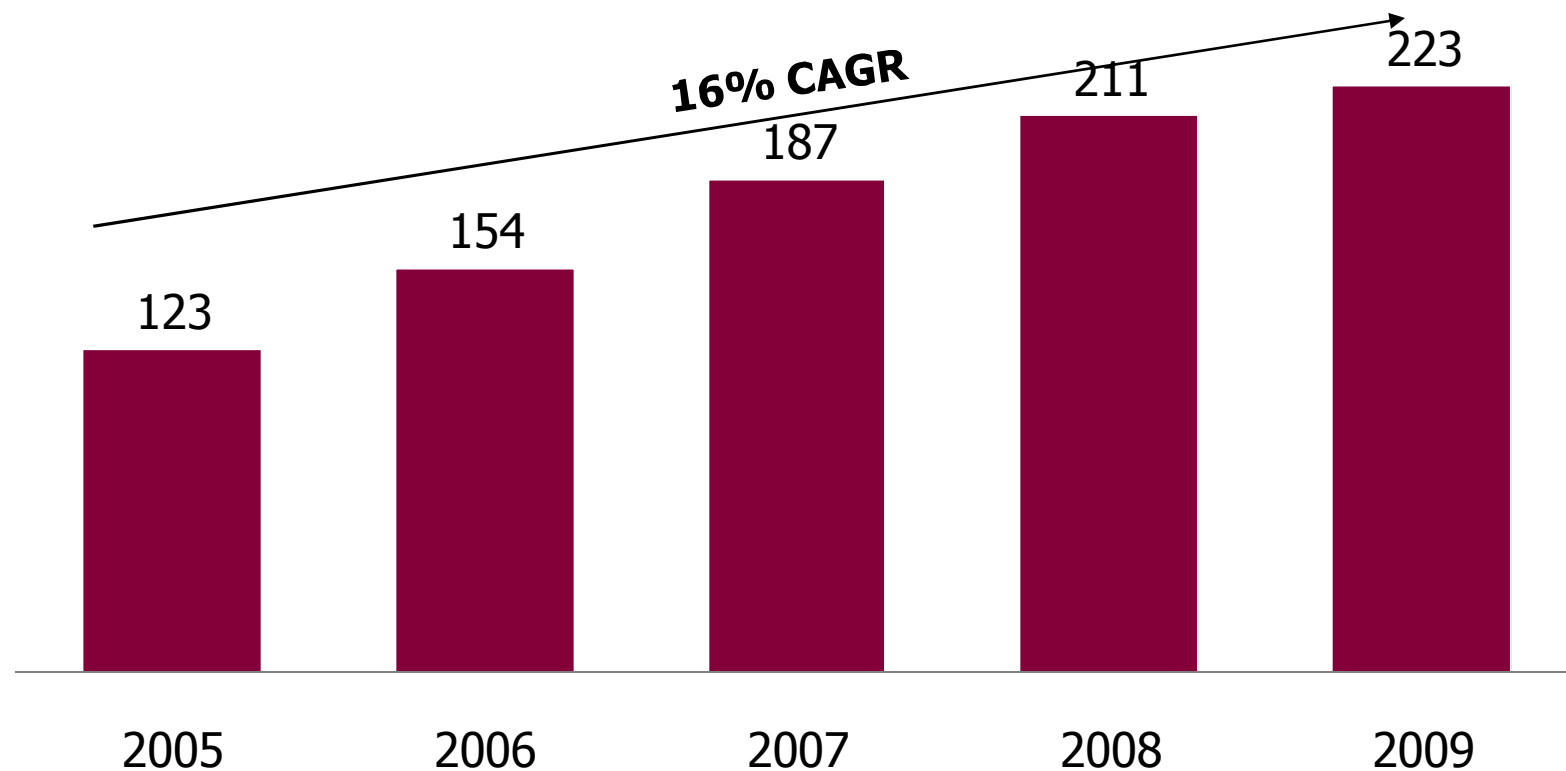
# **Earle MacKenzie**

COO and EVP



## Key Operational Results – Wireless

PCS Retail Subscribers (000s)



## Key Operational Results – Wireless

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### PCS Gross Additions

**68,693**

**64,273**

2008

2009

### PCS Net Additions

**24,159**

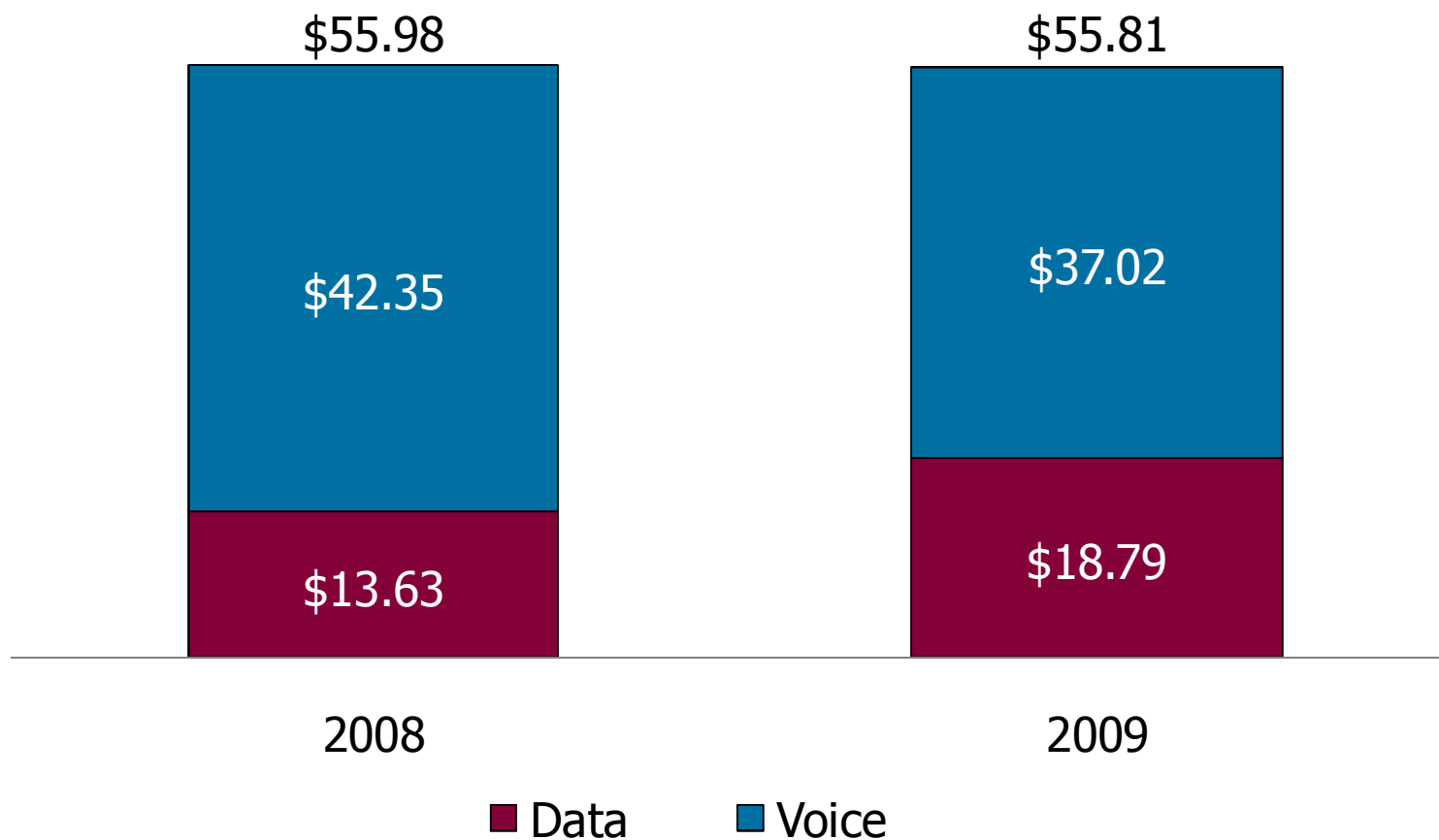
**11,356**

2008

2009

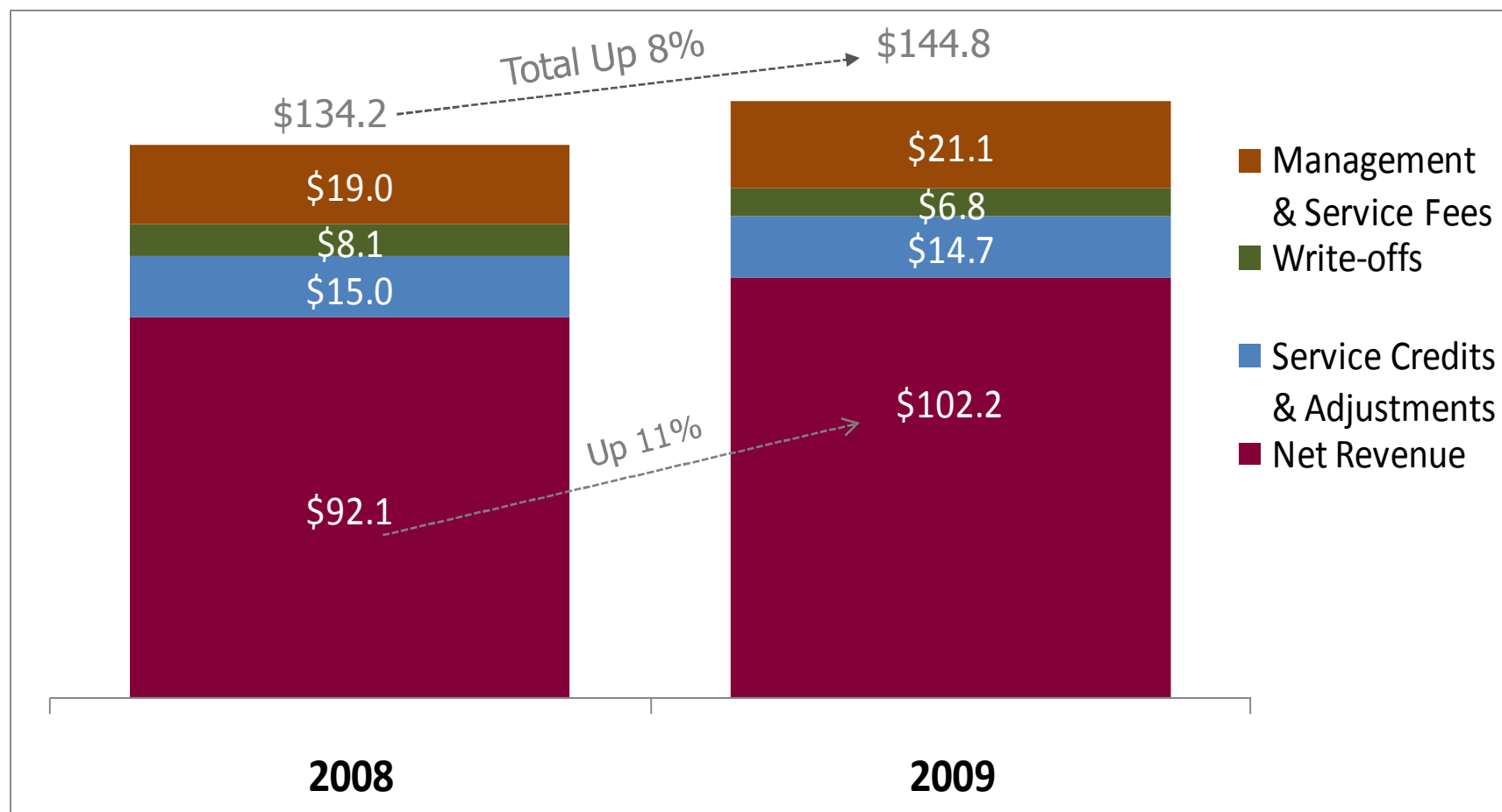
## Key Operational Results – Wireless

### PCS Gross Billed Data & Voice



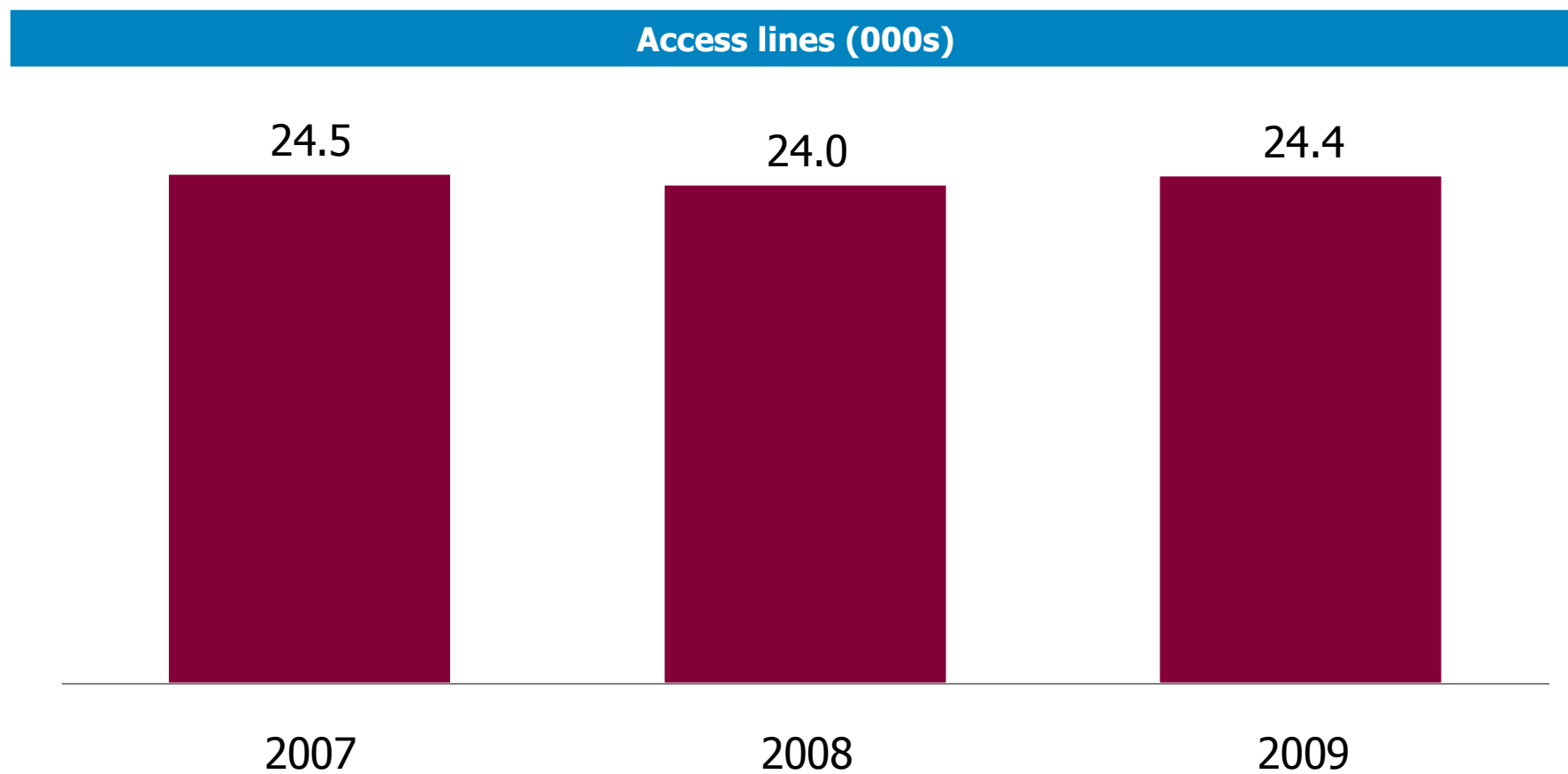
## Key Operational Results – Wireless

### PCS Annual Billed Service Revenues (in millions)

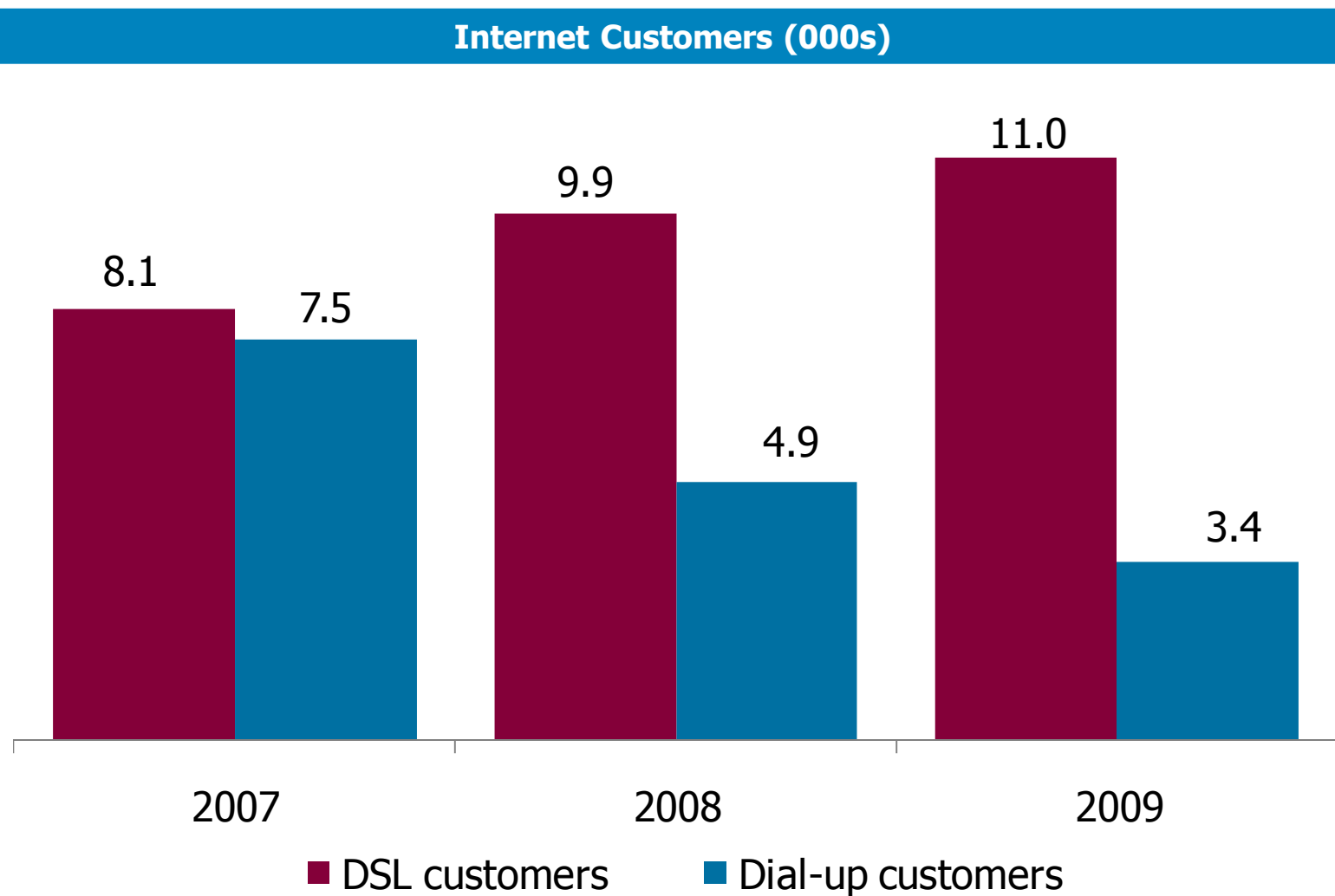


## Key Operational Results - Wireline

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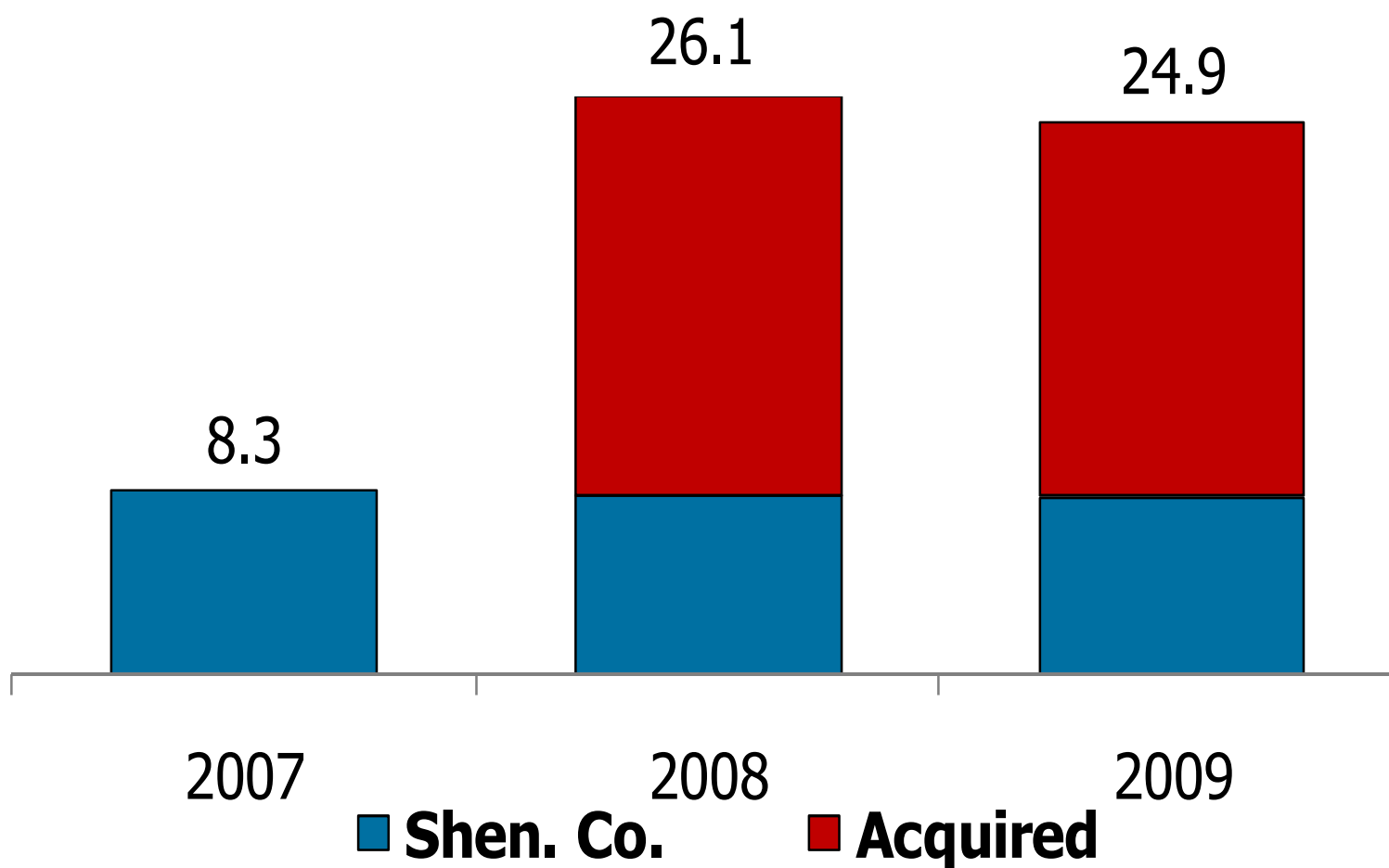


## Key Operational Results - Wireline



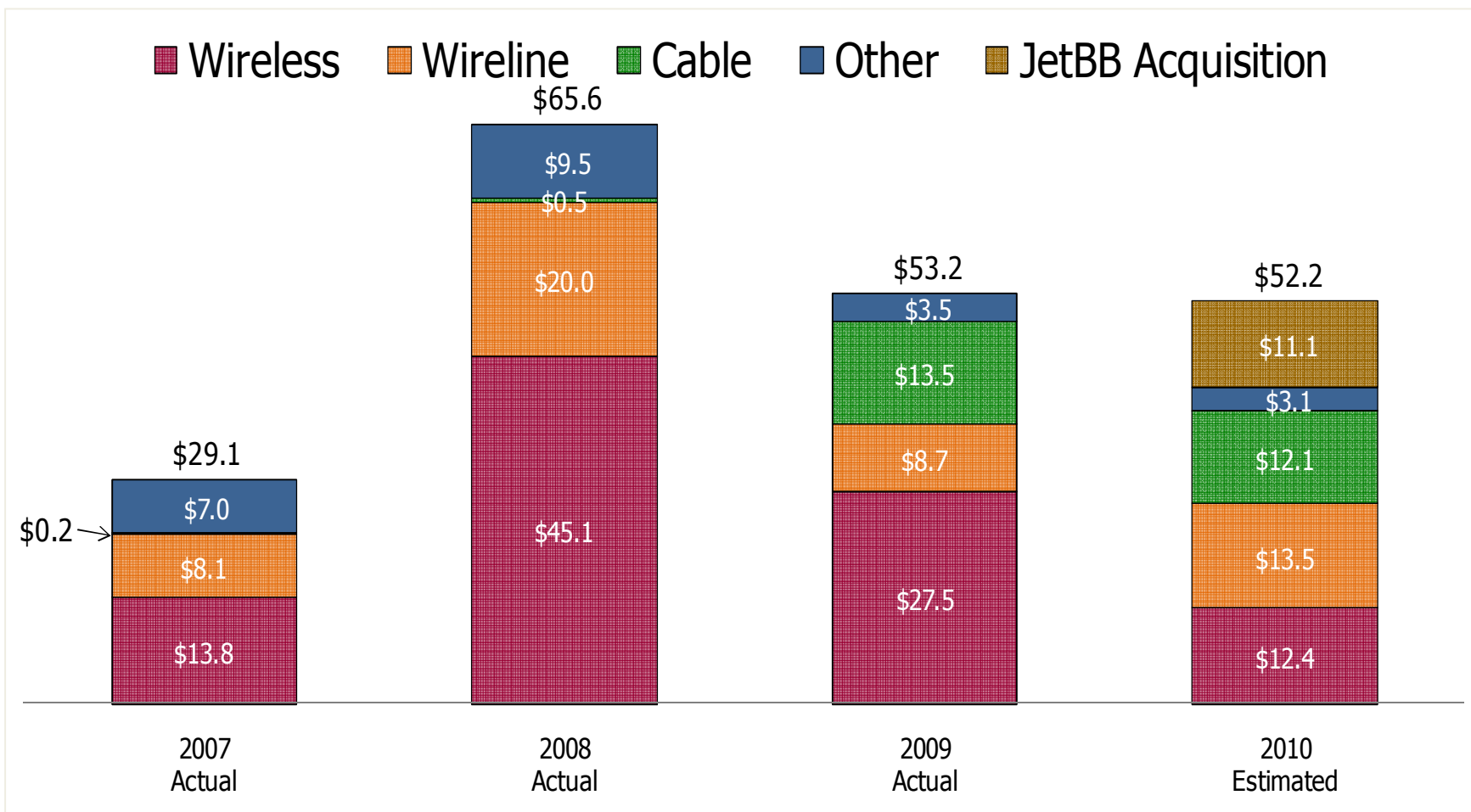
## Key Operational Results - Cable

Number of RGUs (000's)



# Total Capital Expenditures

## Capital Expenditures by Segment (\$ millions)







# Annual Shareholder Meeting

April 20, 2010