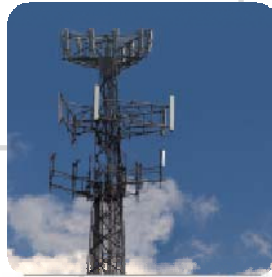


Sidoti

Emerging Growth Institutional Investor Forum



March 23, 2010



Safe Harbor Statement

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 Annual Report on Form 10-K for the fiscal year ended December 31, 2009. Copies of this Form 10-K, as well as subsequent filings, are available online at www.sec.gov, 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

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 effectors 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 business and for budget planning purposes.



Agenda

Introduction and Shentel Overview - Earle MacKenzie - EVP/COO

Overview of Wireless

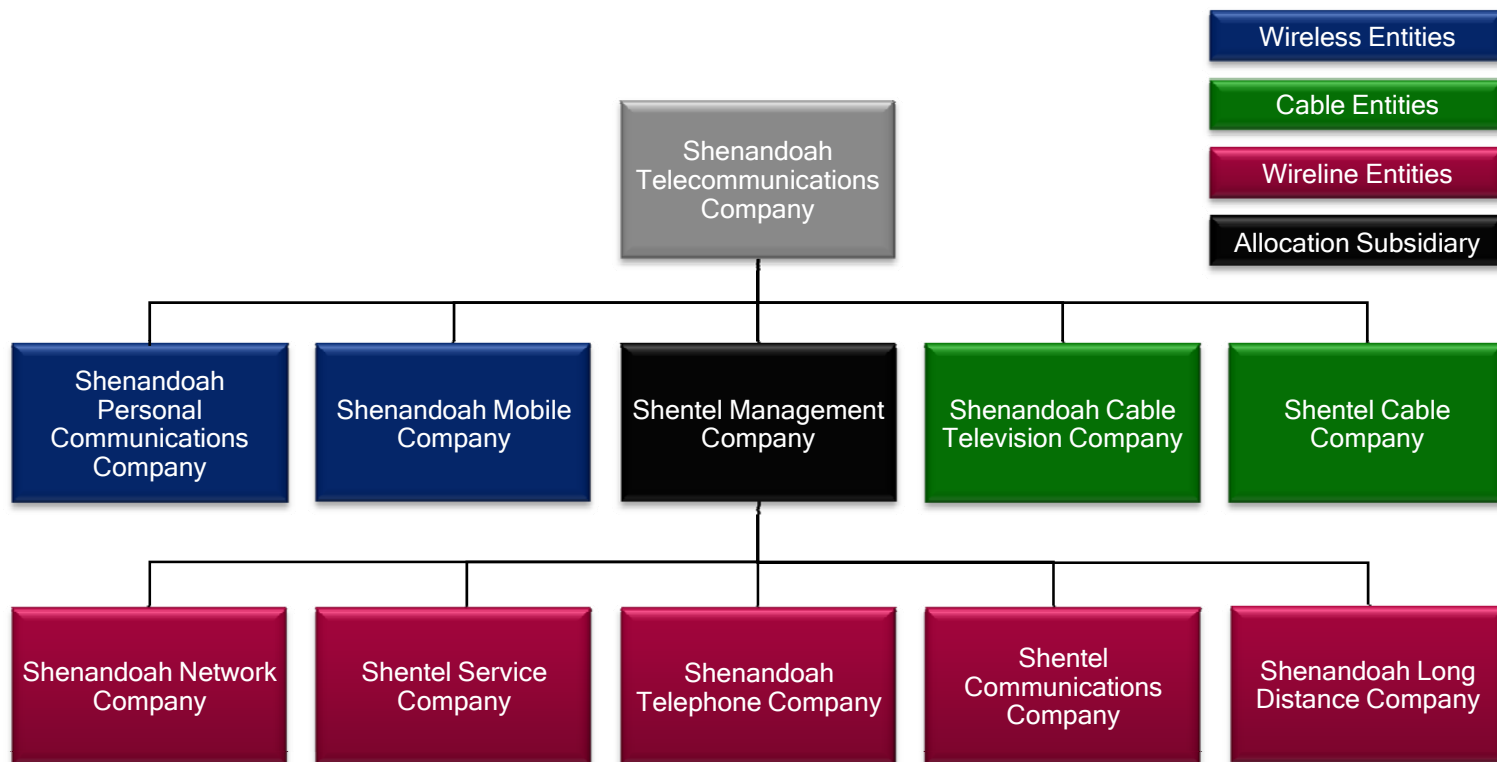
Overview of Cable

Overview of Wireline

Financials - Adele Skolits - CFO



Shenandoah Telecommunications Company



- Reporting Segments: Wireless, Wireline and Cable
- Shentel Management Company: Allocation subsidiary for all employees and shared expenses



Business Overview

- Public company with 4,400+ shareholders
 - ▶ ≈ 70% individual / 30% institutional
- Sprint PCS Affiliate of Sprint Nextel
- Profitable
- Strong growth
- Healthy balance sheet
- Continuity of ownership & management
- Focused business plan



Growth Strategy - Capitalize on Core Competencies

- Wireless
 - ▶ Increase penetration in existing PCS footprint
 - ▶ Look for new wireless opportunities in surrounding geographic areas

- Cable
 - ▶ Focus on smaller less competitive markets
 - ▶ Build clusters to gain operating efficiencies
 - ▶ Upgrade networks to offer “Triple Play”

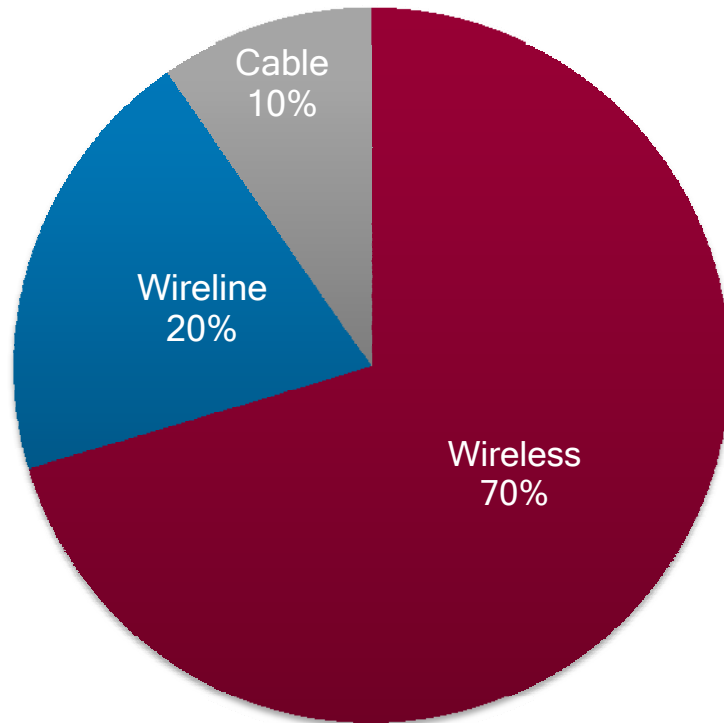
- Wireline
 - ▶ Attractive markets at reasonable prices



Segment Overview

Year Ending December 31, 2009

Revenue by Segment



Total External Revenues = \$160.6 million

Operating Income Before Depreciation & Amortization (OIBDA) by Segment

Segment	OIBDA	% Margin	% of Total
Wireless	\$60.5	53%	80%
Wireline	20.9	65%	28%
Cable	(2.4)	-18%	-3%
Other	(3.5)	N/A	-5%
Total	\$75.5	47%	



Agenda

Introduction and Shentel Overview

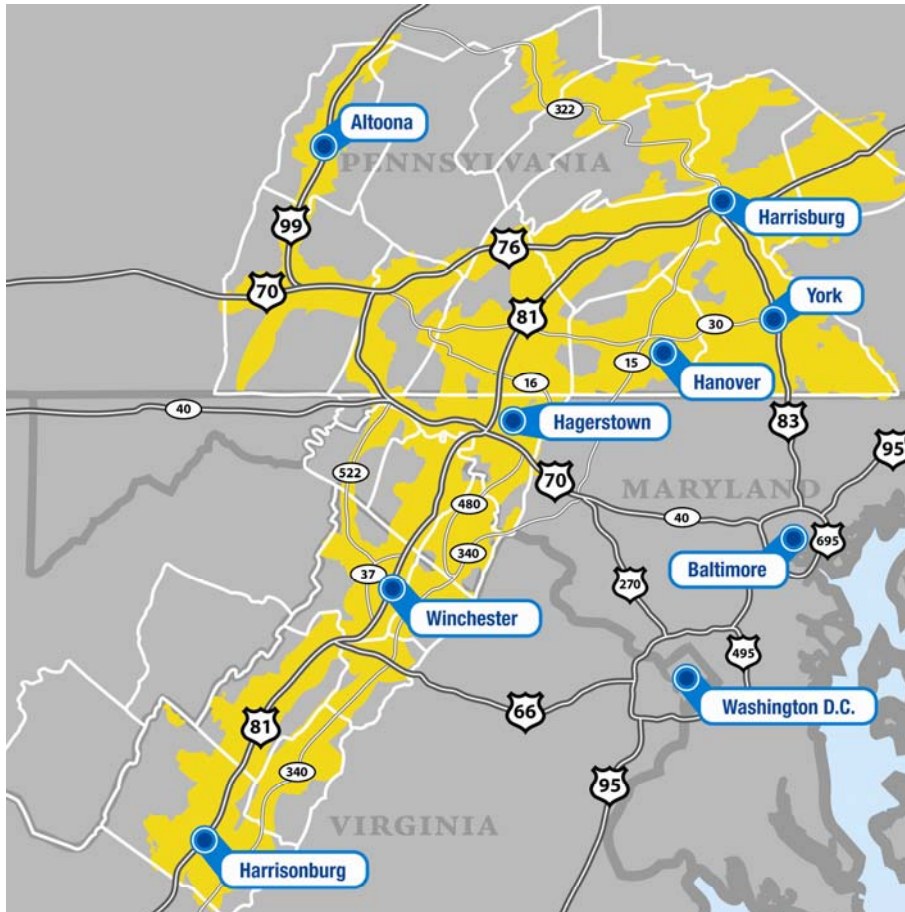
Overview of Wireless

Overview of Cable

Overview of Wireline

Financials

PCS Overview



- Only remaining public Sprint Nextel affiliate
- 2.3 million licensed POPs
- 2.0 million covered POPs
- 223k total subscribers
 - ▶ 11.0% penetration of covered POPs
- 476 CDMA base stations
- 334 EVDO enabled cell sites
 - ▶ 95% EVDO covered POPs
- \$41,000 Estimated Average household income



Profile of the Sprint Nextel Relationship

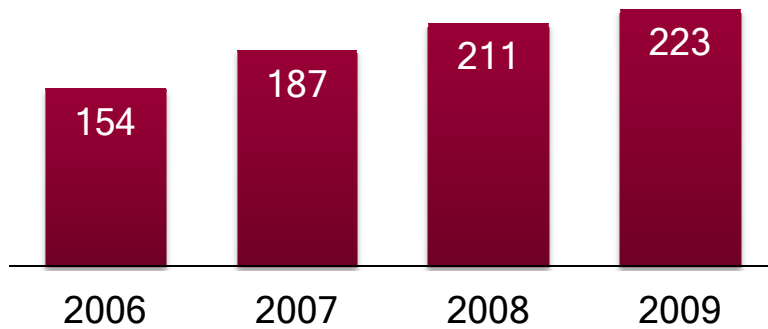
- Current contract through 2019 with two 10 year extensions
- Upon expiration of contract – Shentel compensated based on enterprise value
- Settlement simplification in place through contract unless amended by both parties
 - 8% of Revenue – Spectrum, Brand, National Platform
 - Fixed for life of contract
 - 8.8% of revenue – all other settlement items (billing, customer care, long distance, travel)
 - Can change annually with maximum of 12%
- Plan to be able to offer:
 - All CDMA prepaid offerings by end of Q2 2010
 - 4G – York and Harrisonburg, PA – Q2 2010



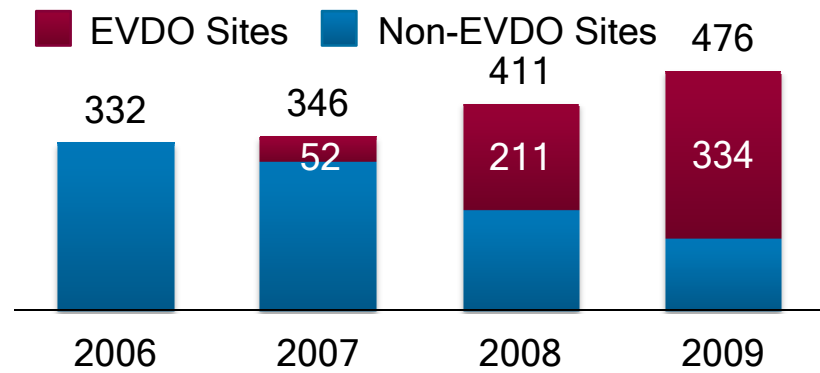
Key Operational Metrics - PCS

Periods Ending December 31

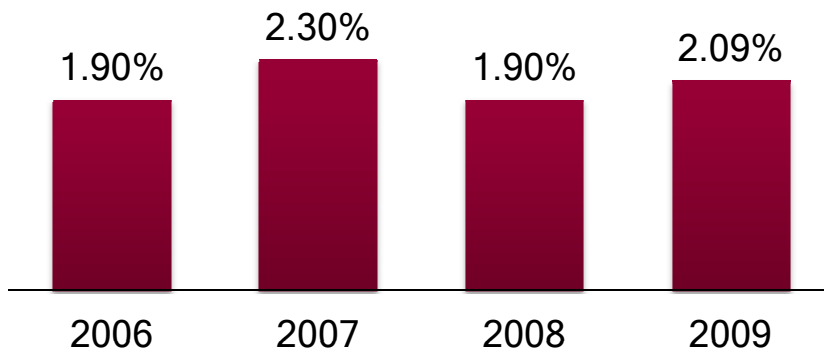
Retail Subscribers (000s)



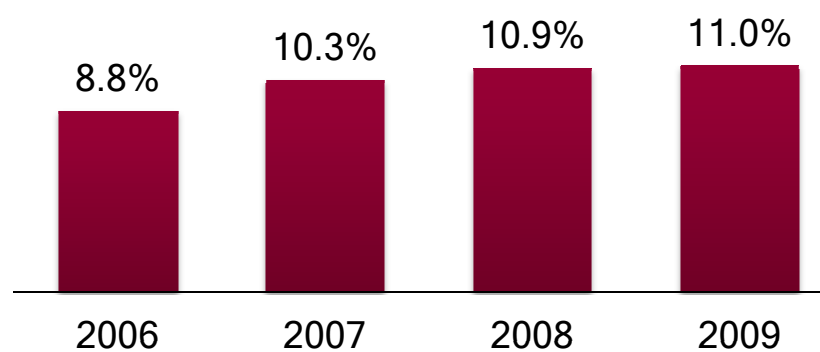
Number of Cell Sites



Churn (%)



Penetration (%)

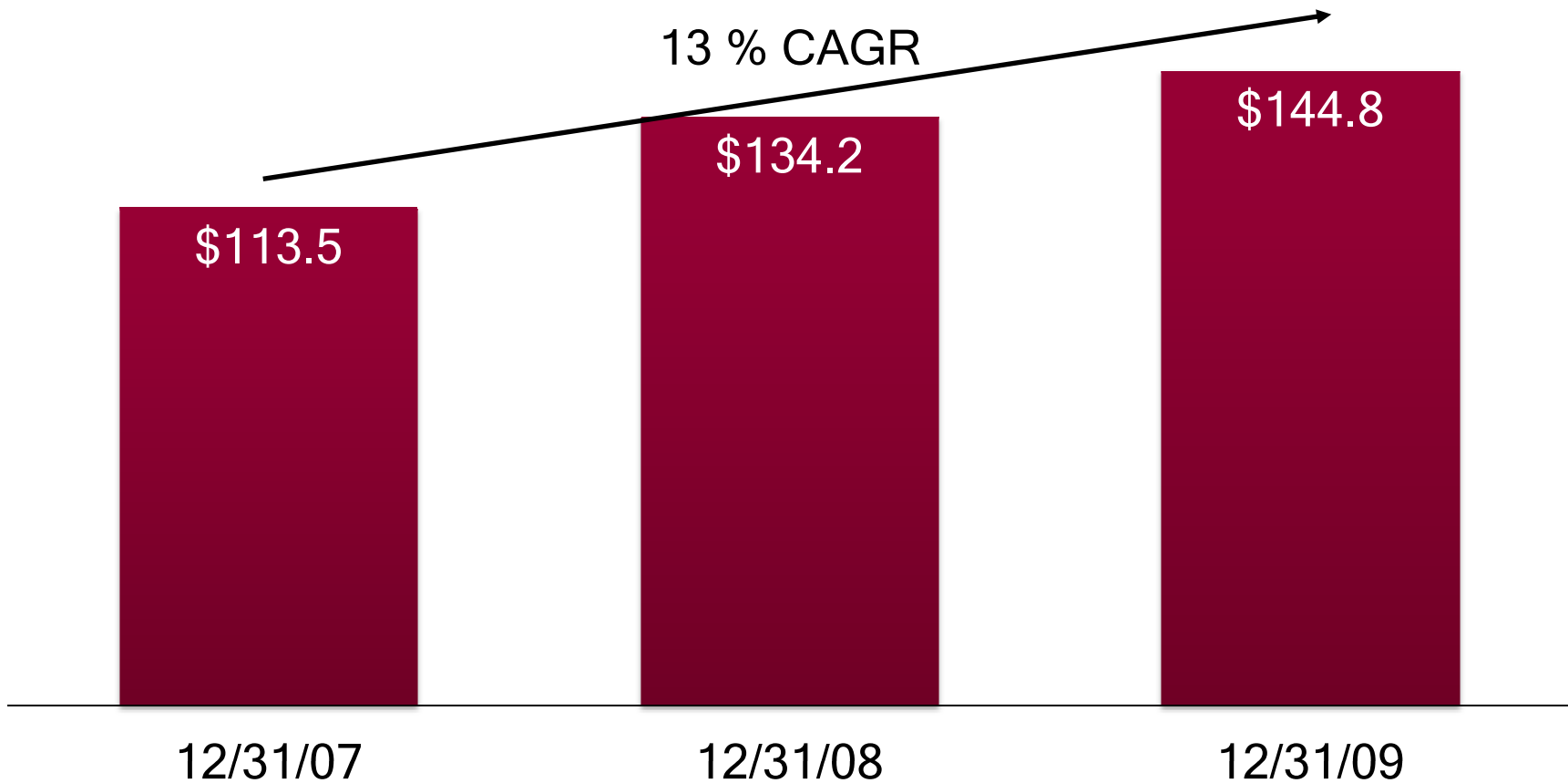




Attractive Service Revenue Growth - PCS

12 Months Ending

Gross Billed PCS Revenue (\$ millions)¹

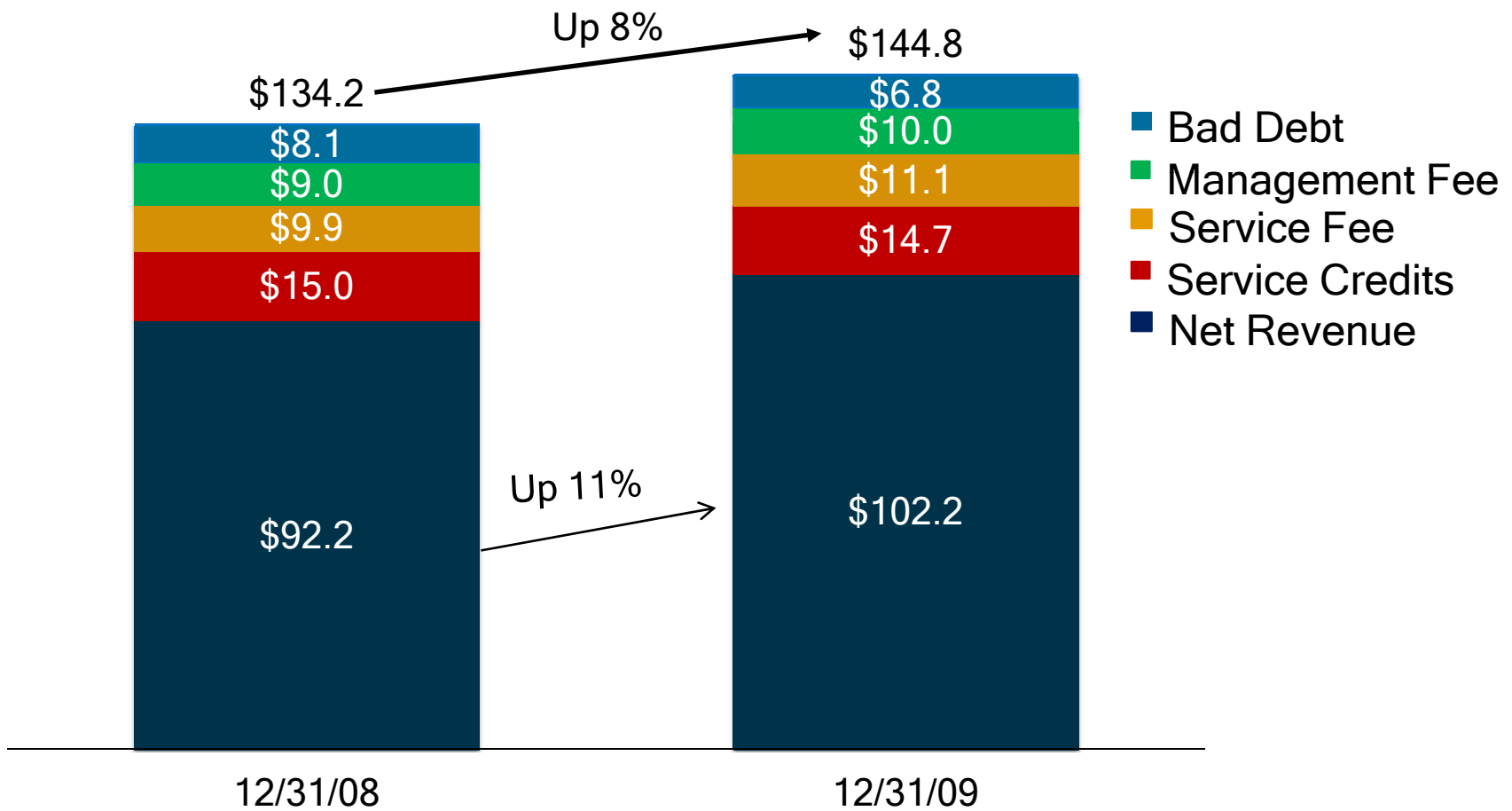


¹ Before credits and fees

PCS Revenues

12 Months Ending

Billed Revenue (\$ millions)



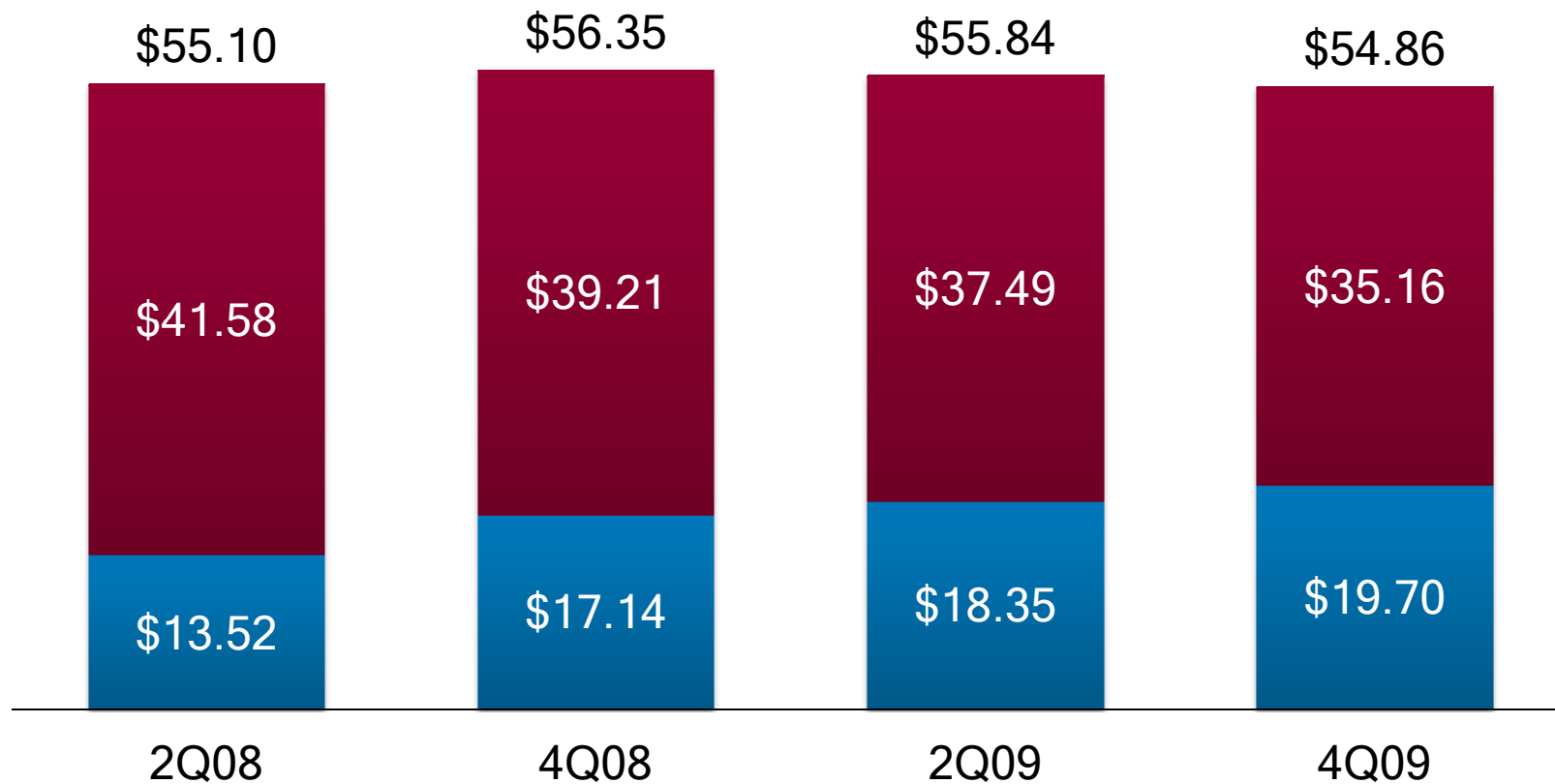


PCS Revenue per Subscriber

Period Ending

Gross Billed Revenue per Subscriber¹

■ Voice ■ Data



¹ Before credits and fees



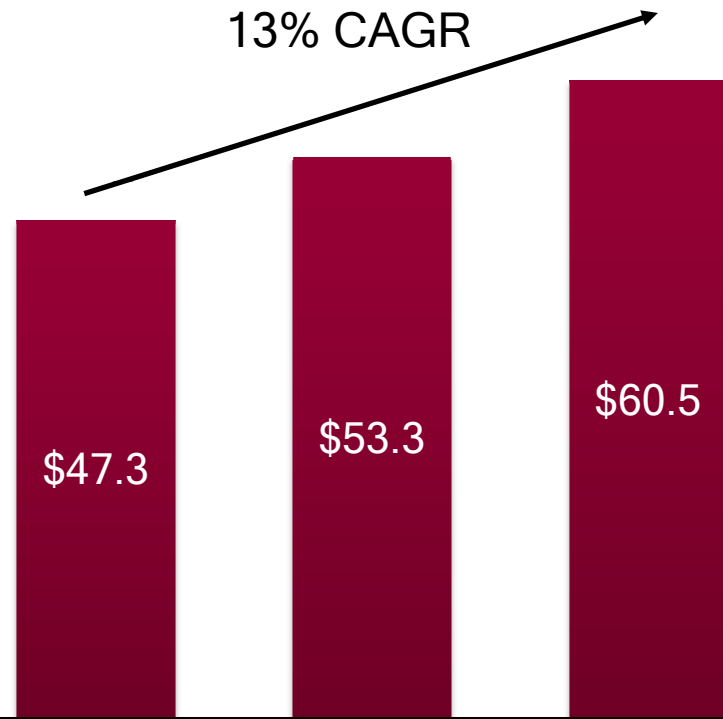
Wireless Segment

12 Months Ending

Reported Revenue (\$ millions)



OIBDA (\$ millions)



12/31/07

12/31/08

12/31/09

12/31/07

12/31/08

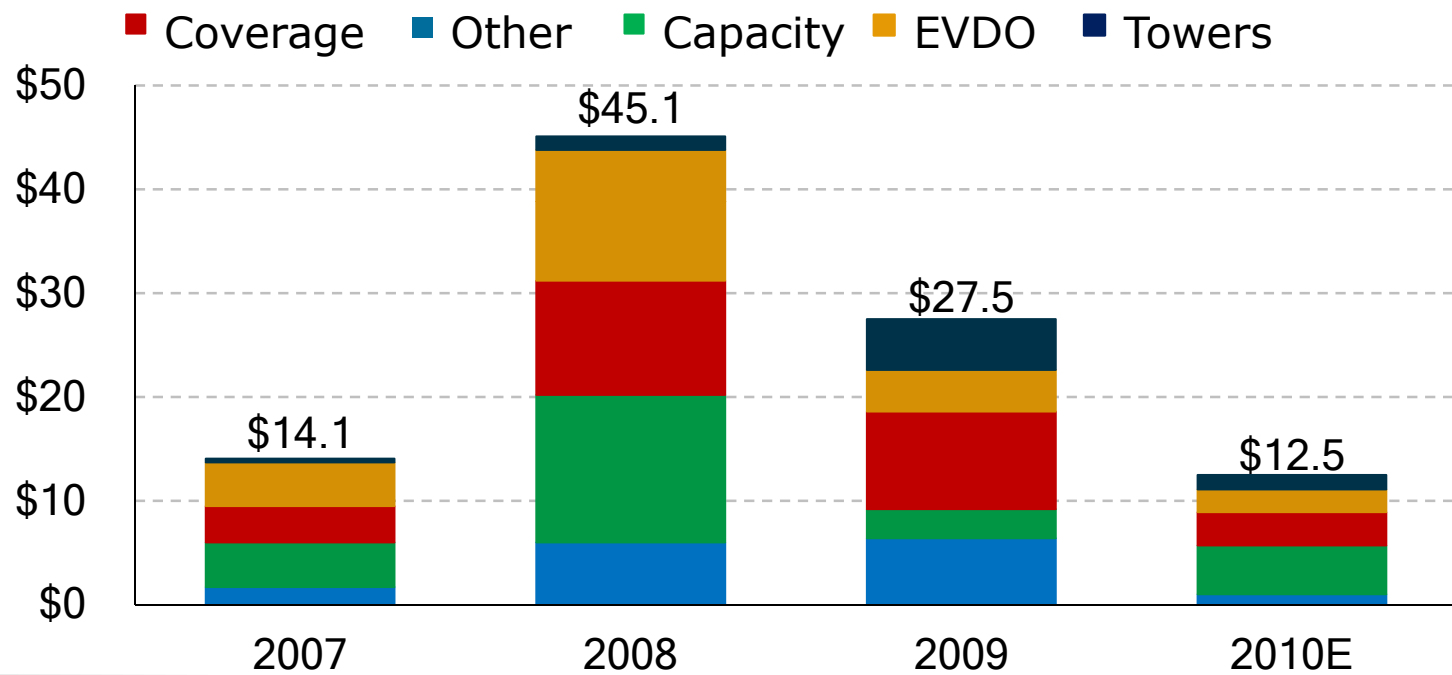
12/31/09



Capital Expenditures - Wireless

12 Months Ending

Capital Expenditures by Category (\$ millions)



	2007	2008	2009	2010E
# Cell Sites	346	411	476	503
% Covered POPs	79%	85%	87%	88%
# EVDO Sites	52	211	334	365
% POPs Covered	27%	86%	94%	95%



A g e n d a

Introduction and Shentel Overview

Overview of Wireless

Overview of Cable

Overview of Wireline

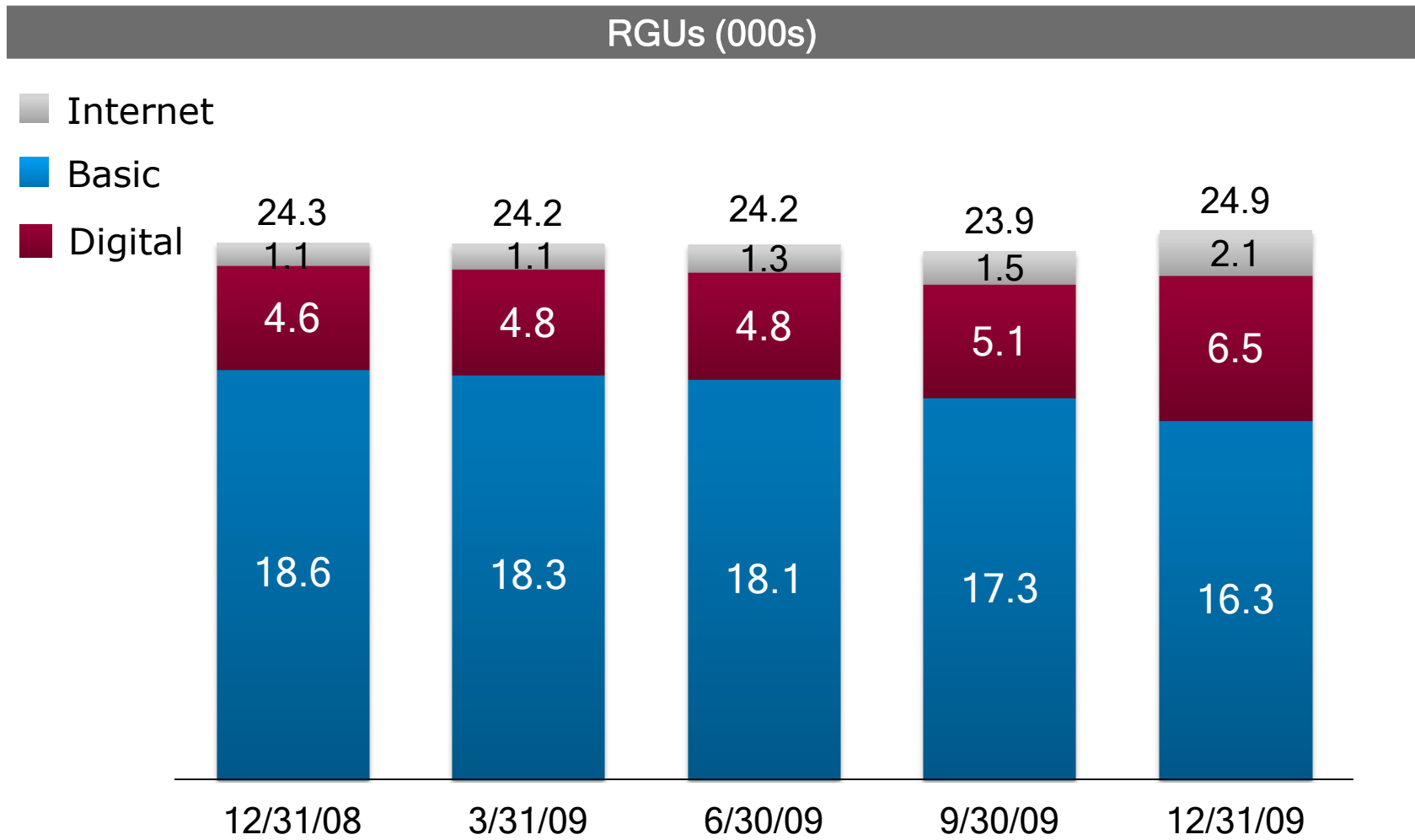
Financials



Cable TV Overview

- Complimentary (with LEC business)
 - ▶ 15k Homes Passed
 - ▶ 8k Video Subscribers
- Offensive positioning (Outside ILEC)
 - ▶ 36k Homes Passed
 - ▶ 15k Video and 2k Internet Subscribers
- All two-way by Q3 2010

Cable TV

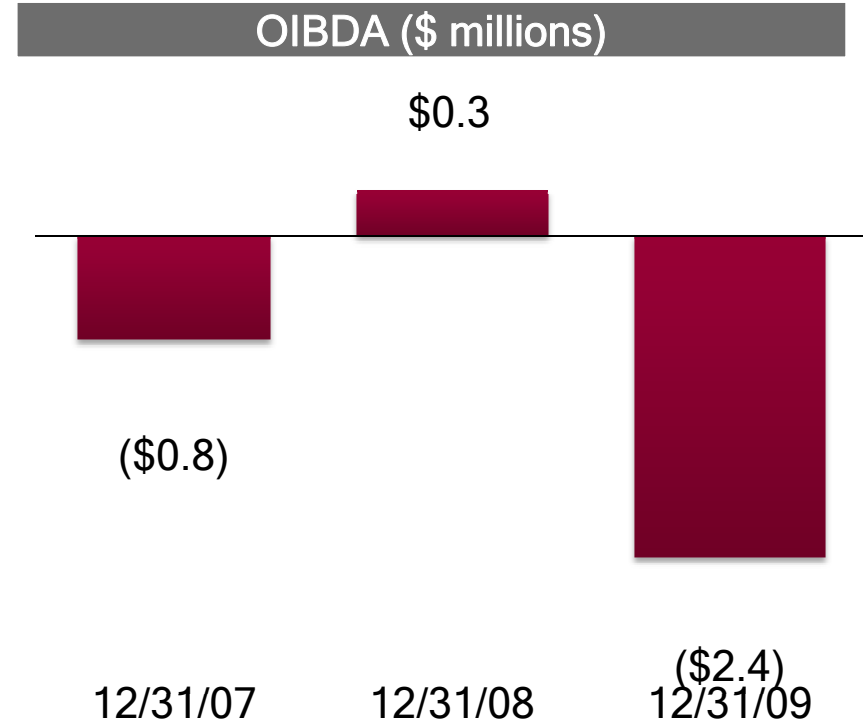
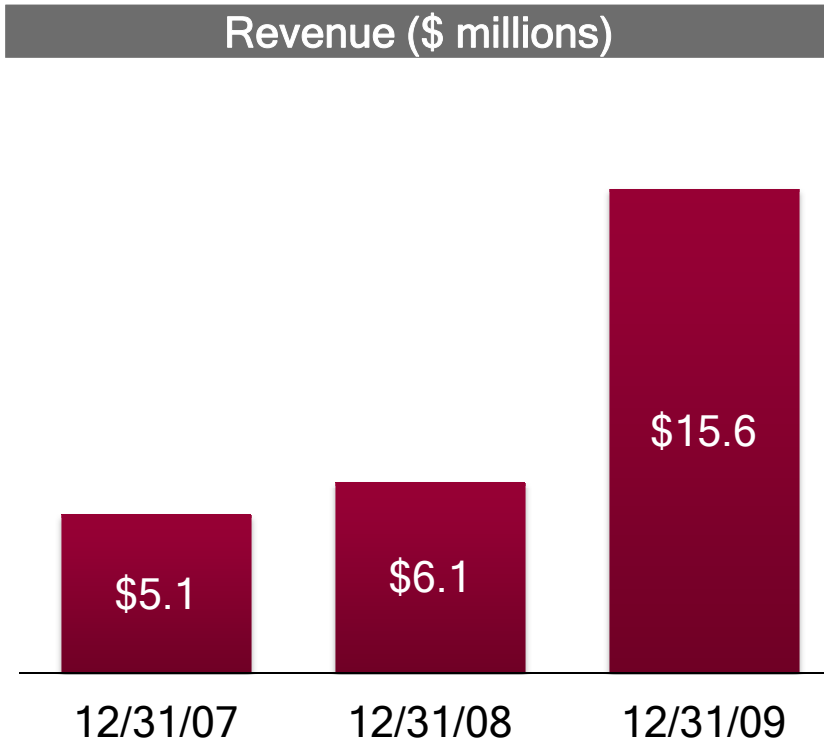


Excludes markets sold in November 2009 for all periods shown and only includes internet for areas outside ILEC service area



Cable TV

12 Months Ending



Includes Rapid Communications acquisition December 1, 2008



Agenda

Introduction and Shentel Overview

Overview of PCS

Overview of Cable

Overview of Wireline

Financials



Wireline Customers

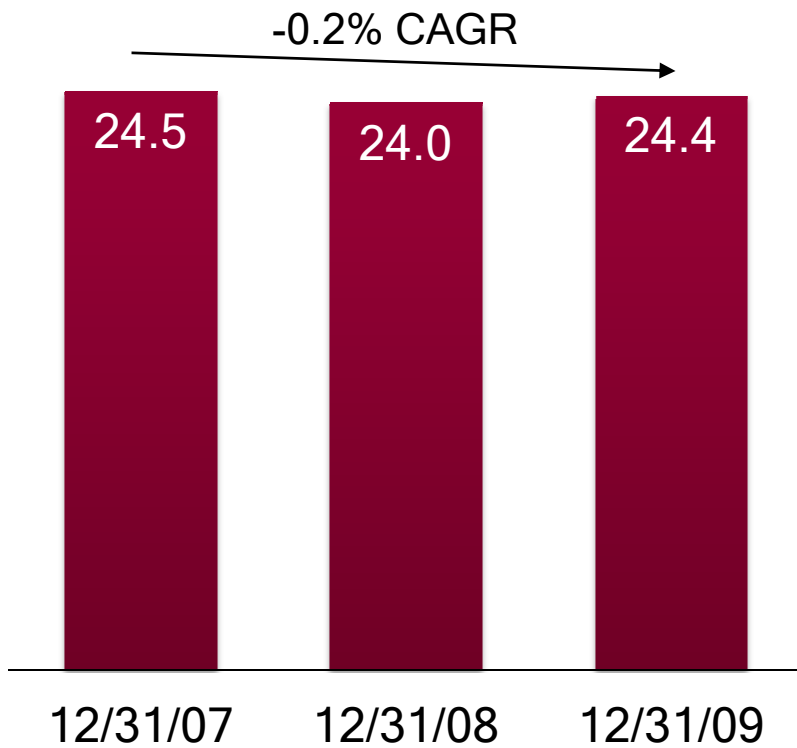
December 31, 2009

- 24.4k LEC access lines
- Acquisition of North River Telephone closed November 2nd
 - ▶ 0.9k access lines
- 11.0k DSL subscribers
 - ▶ 45% Penetration of Access Lines
- 3.4k dial-up Internet subscribers
- 10.9k long distance subscribers
- One FTTH community in service outside of LEC area
- Fiber Network
 - ▶ Route miles: 1,558



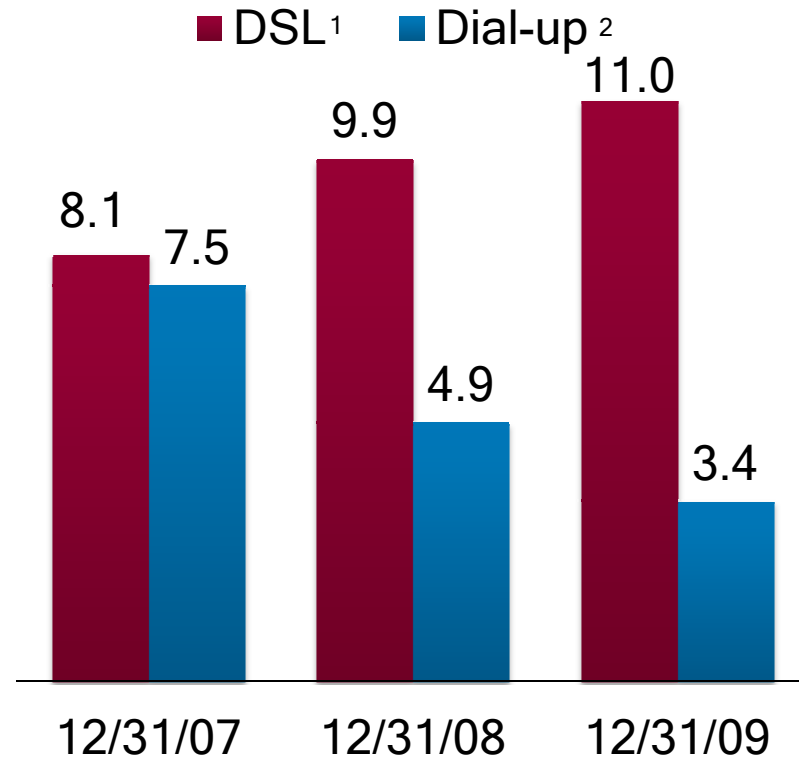
Wireline Customers

Access lines (000s)



NRTC 0.9K access lines acquired 11/2/2009

Internet Customers (000s)



¹ DSL only available within LEC area

² Dial-up offered inside and outside the LEC area



Wireline Overview

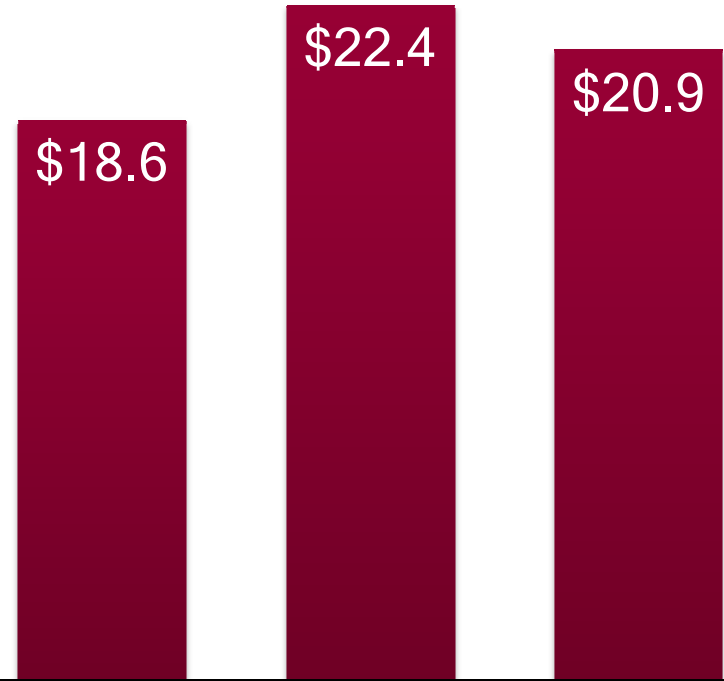
12 Months Ending

Revenue (\$ millions)



12/31/07 12/31/08 12/31/09

OIBDA (\$ millions)



12/31/07 12/31/08 12/31/09



Agenda

Introduction and Shentel Overview

Overview of PCS

Overview of Wireline

Overview of Cable

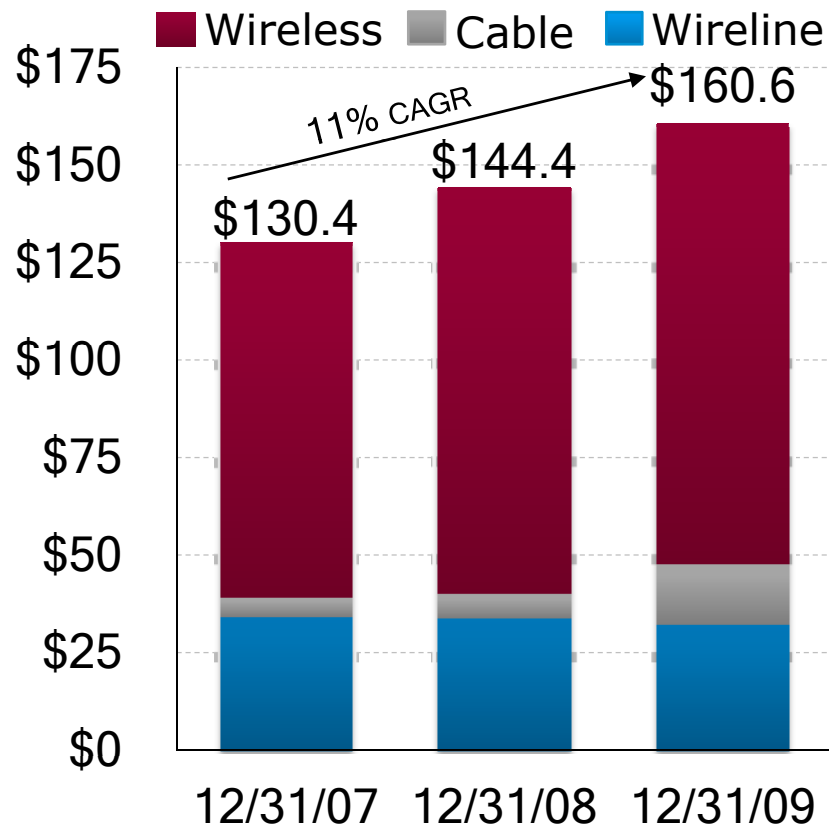
Financials - Adele Skolits - CFO



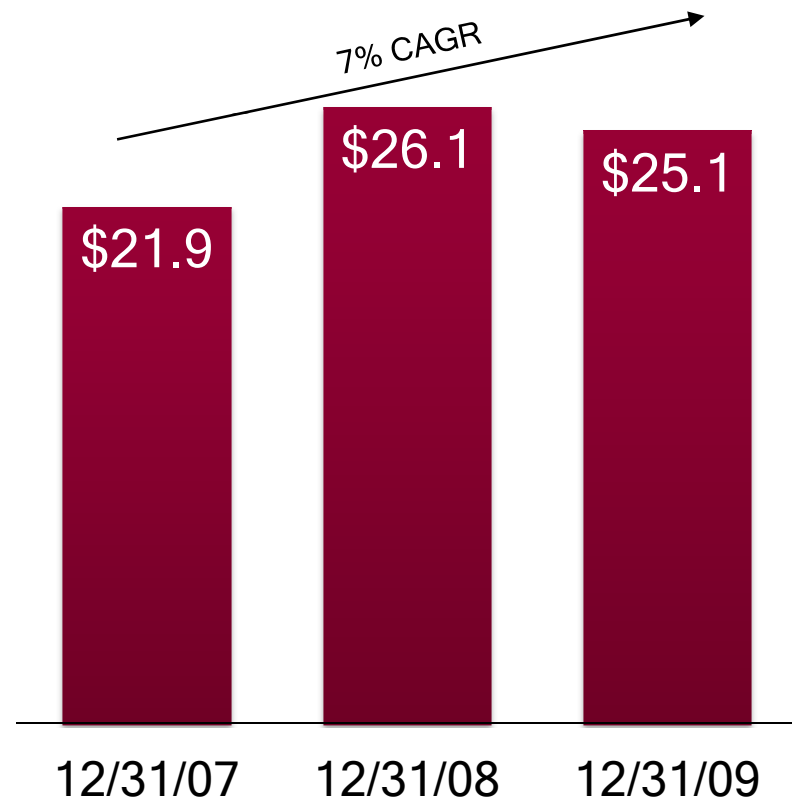
Key Financial Results - Continuing Operations¹

12 Months Ending

Revenue (\$ millions)



Net Income from Continuing Operations (\$ millions)



¹ Shentel Converged Services has been reclassified as discontinued operations. All results have been restated.

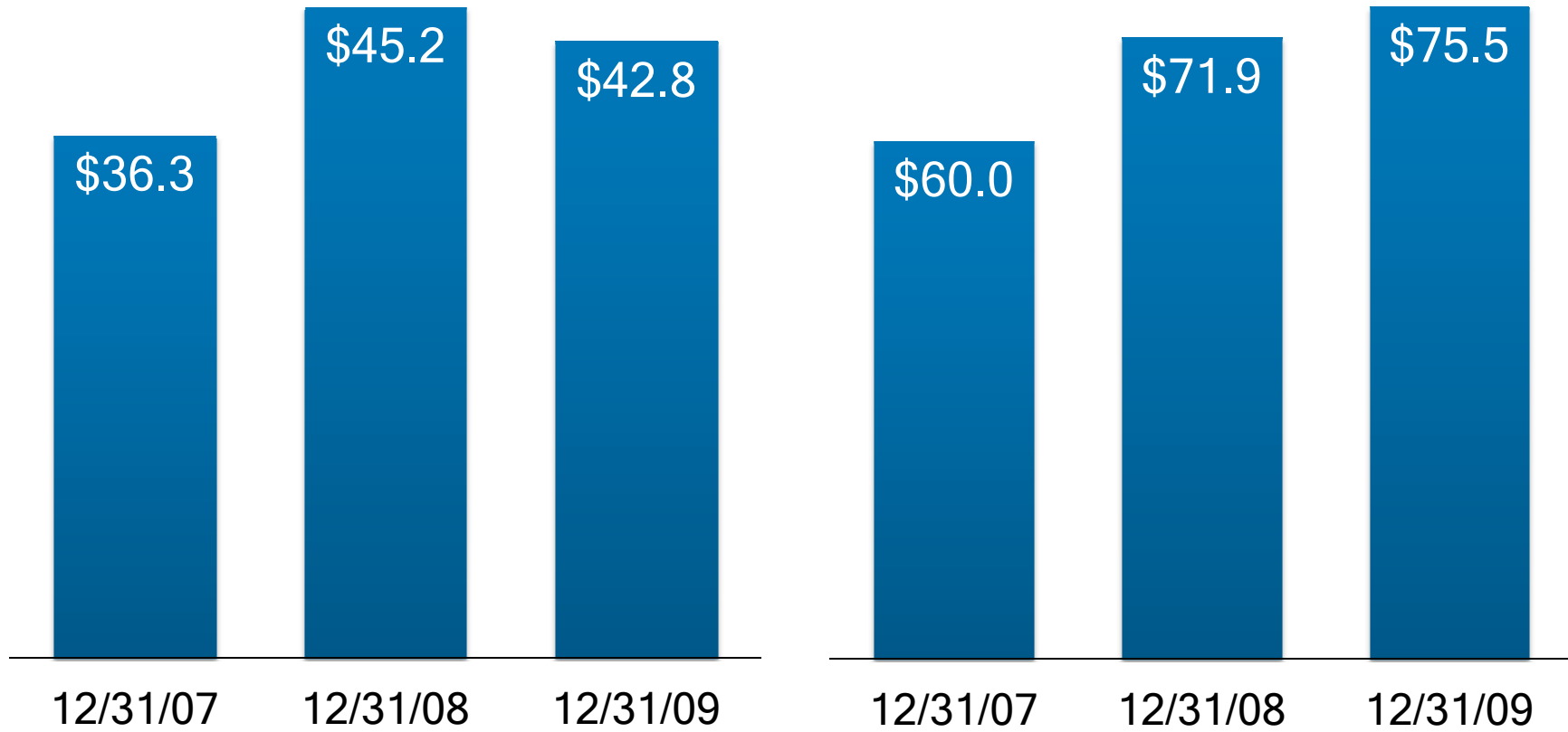


Key Financial Results - Continuing Operations¹

12 Months Ending

Operating Income (\$ millions)

Operating Income Before Depreciation & Amortization (\$ millions)



¹ Shentel Converged Services has been reclassified as discontinued operations. All results have been restated.

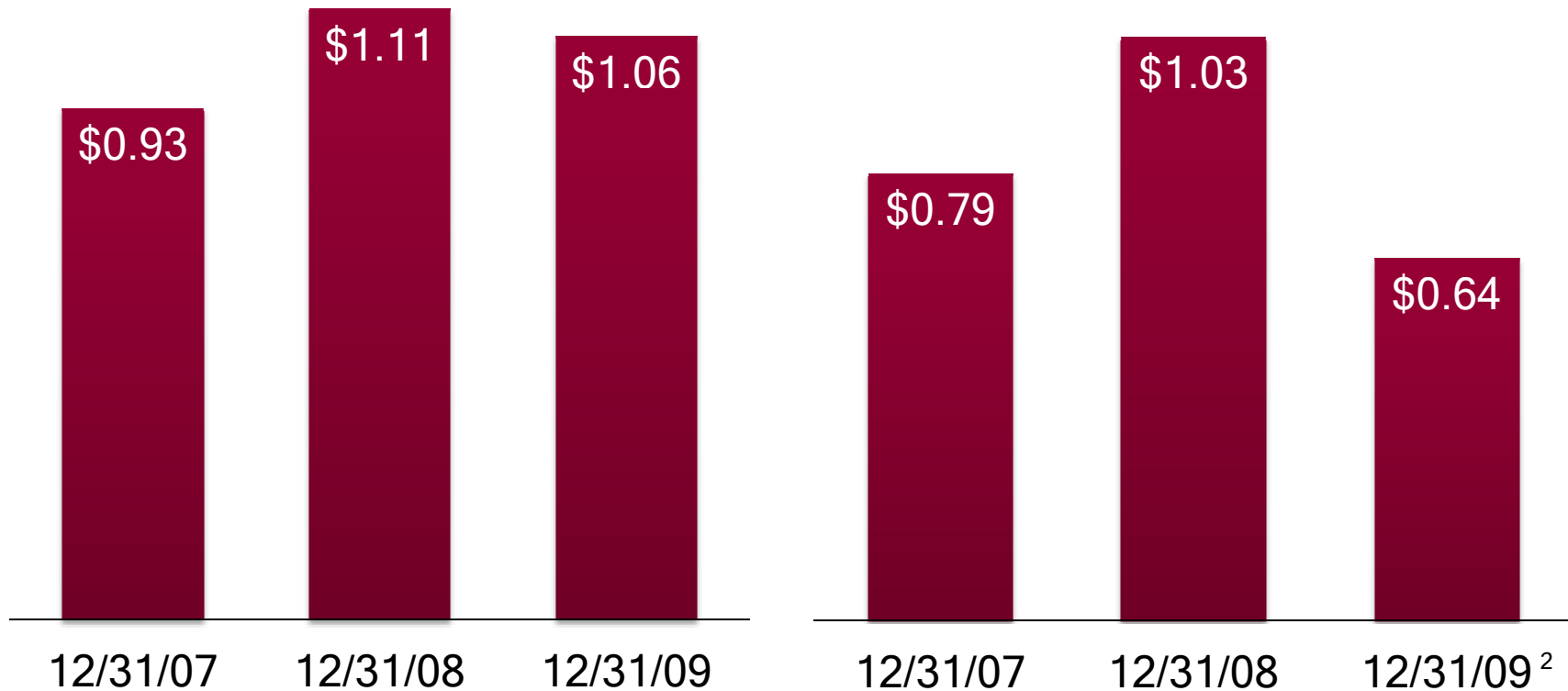


Key Financial Results - Consolidated

12 Months Ending

Earnings Per Share
- Continuing Operations¹

Earnings Per Share
- Net Income



¹ Shentel Converged Services has been reclassified as discontinued operations. All results have been restated.

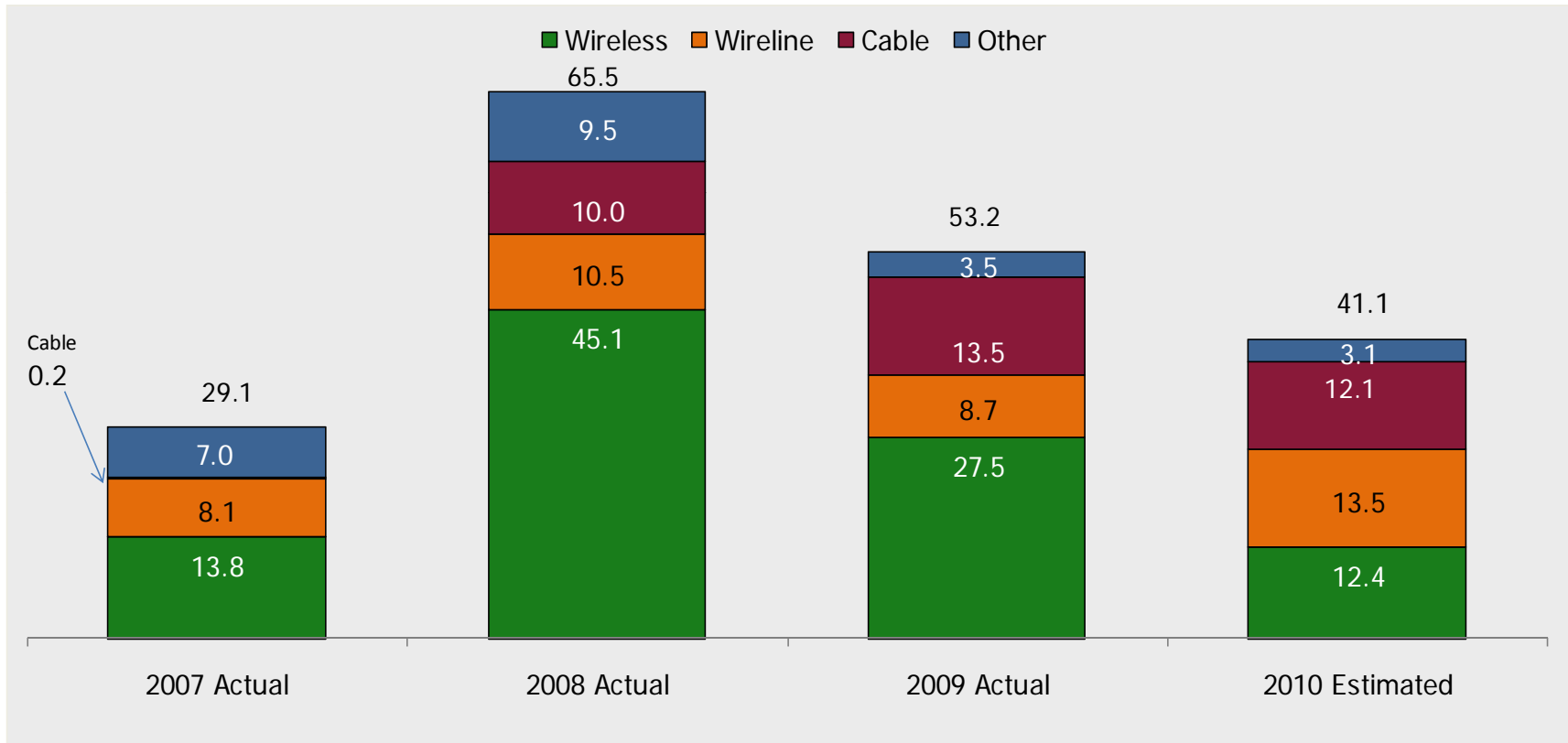
² Includes \$10.7 million write down of Converged Service Business Unit (\$0.45 per share) in Q1 2009



Total Capex

12 Months Ending

Capital Expenditures by Segment (\$ millions)



Q&A

Appendix



Non-GAAP Financial Measure - Billed Revenue per Subscriber

Period Ending

<u>Gross billed revenue</u>	<u>2Q08</u>	<u>3Q08</u>	<u>4Q08</u>	<u>1Q09</u>	<u>2Q09</u>	<u>3Q09</u>	<u>4Q09</u>
Wireless segment total operating revenues	\$27,341	\$27,526	\$27,611	\$28,804	\$29,060	\$28,690	\$29,142
Equipment revenue	(1,511)	(1,410)	(994)	(1,270)	(1,169)	(1,046)	(1,037)
Other revenue	(3,320)	(1,876)	(2,270)	(2,174)	(2,190)	(2,357)	(2,257)
Wireless service revenue	22,510	24,240	24,347	25,360	25,701	25,287	25,848
Service credits	3,683	4,000	3,836	3,764	3,310	3,987	3,664
Write-offs	1,750	1,903	1,914	1,705	1,564	1,916	1,597
Management fee	2,203	2,336	2,404	2,482	2,529	2,484	2,533
Service fee	2,423	2,570	2,644	2,730	2,782	2,732	2,786
Gross billed revenue	<u>\$32,571</u>	<u>\$35,049</u>	<u>\$35,115</u>	<u>\$36,041</u>	<u>\$35,886</u>	<u>\$36,406</u>	<u>\$36,428</u>
Average subscribers	197,055	203,454	207,882	212,196	214,208	217,659	221,338
Voice Gross Revenue per Subscriber	\$41.58	\$40.67	\$39.21	\$38.62	\$37.49	\$36.68	\$35.16
Data Gross Revenue per Subscriber	13.52	16.76	17.14	17.99	18.35	19.07	19.70
Total Gross Billed Revenue per Subscriber	\$55.10	\$57.42	\$56.35	\$56.62	\$55.84	\$55.75	\$54.86



Non-GAAP Financial Measure - OIBDA

12 Months Ended 12/31/2009

Dollars in thousands

	<u>Wireless</u>	<u>Wireline</u>	<u>Cable</u>	<u>Other</u>	<u>Consolidated</u>
Operating Income	\$40,175	\$12,576	(\$6,070)	(\$3,854)	\$42,827
Depreciation and amortization	20,293	8,317	3,700	320	32,630
OIBDA	\$60,468	\$20,893	(\$2,370)	(\$3,534)	\$75,457



Non-GAAP Financial Measure - OIBDA

12 Months Ended 12/31/2008

Dollars in thousands

	<u>Wireless</u>	<u>Wireline</u>	<u>Cable</u>	<u>Other</u>	<u>Consolidated</u>
Operating Income	\$35,877	\$14,749	(\$916)	(\$4,499)	\$45,211
Depreciation and amortization	17,450	7,666	1,250	304	26,670
OIBDA	\$53,327	\$22,415	\$334	(\$4,195)	\$71,881



Non-GAAP Financial Measure - OIBDA

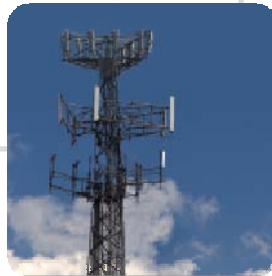
12 Months Ended 12/31/2007

Dollars in thousands

	<u>Wireless</u>	<u>Wireline</u>	<u>Cable</u>	<u>Other</u>	<u>Consolidated</u>
Operating Income	\$31,024	\$12,428	(\$1,813)	(\$5,365)	\$36,274
Depreciation and amortization	16,254	6,138	1,050	235	23,677
OIBDA	\$47,278	\$18,566	(\$763)	(\$5,130)	\$59,951

Sidoti

Emerging Growth Institutional Investor Forum



March 23, 2010