

March 10, 2023

Dear Shareholder:

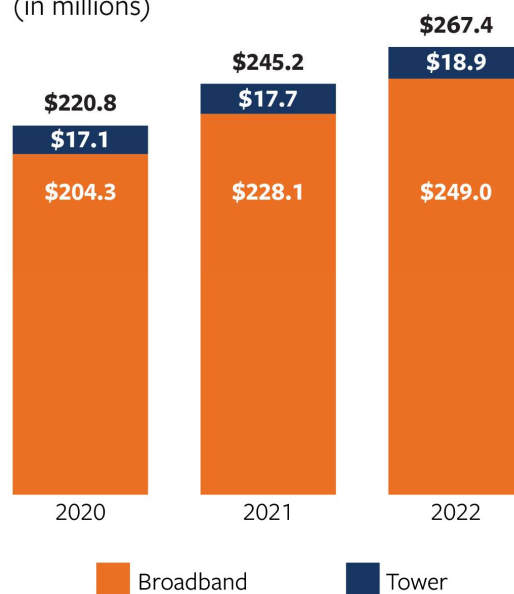
Your Company made good progress in 2022, our first full year following the sale of our wireless operations and assets to T-Mobile. Our incumbent cable, commercial fiber and tower businesses had solid growth, and we continued to ramp up Glo Fiber’s network construction and sales of services. Our key operating metrics are meeting or exceeding plan, and we are pleased with the execution of our fiber-first broadband strategy and transition to a broadband-centric company. Our efforts are setting the foundation for future growth and the ability to continue delivering long-term value to our shareholders.

Financial results were in line with expectations, and reflect the early stage of our growth initiatives. Revenues grew 9.0% to \$267.4 million in 2022, compared to \$245.2 million from continuing operations in 2021.

The increase in revenue was driven by growth in the number of cable and Glo Fiber customers, and customers increasingly selecting higher speed tier offerings. Operating expenses increased to \$275.3 million, an 11.2% increase over the prior year. The increase in operating expenses was driven by increases in selling, general and administrative expense, and depreciation and amortization, as we incurred higher costs to support the growth of the business and expansion of our networks. As experienced during past growth initiatives such as our launch of wireless and cable, costs exceed revenues in the earlier years when we must first construct and begin operating the networks, before adding new customers and growing the customer base. Income from continuing operations decreased from \$7.9 million in 2021 to a loss of \$8.4 million in 2022, while Adjusted EBITDA<sup>1</sup> increased to \$76.0 million from \$65.7 million, an increase of \$10.3 million or 15.6%. In addition to the impact from our growth initiatives, financial results reflect \$12.2 million of costs associated with the decision to end our Beam fixed wireless service, as discussed later in this letter.

### Revenue

(in millions)



As reflected in the total shareholder return data reported in the stock performance graph of our Annual Report on Form 10-K, in 2022 our stock underperformed the comparison telecommunications index and the broader market index, both of which also declined in value, but to a lesser degree than our stock. Our stock price did not perform well during 2022, and despite increases since the beginning of 2023, it still trades below where it was after the payment of the \$18.75 special dividend in August 2021. At that time, our Cable segment became the largest contributor to our financial results, and along with the rest of the cable industry, began to experience slower growth rates when compared to prior years. While our cable business continued to grow each quarter, some of the larger operators reported quarterly losses of customers, and values of cable stocks generally underperformed the market. We expect to differentiate ourselves from our cable peers as our Glo Fiber service matures and contributes a larger part of our financial results.

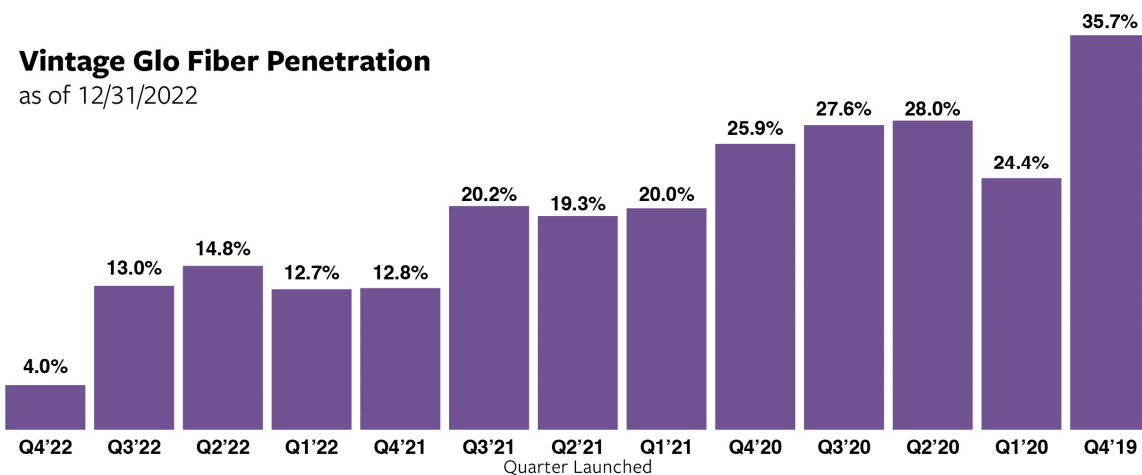
<sup>1</sup>Please refer to the Company’s SEC filings for an explanation of this non-GAAP financial measure and the reconciliation from net income (loss).

After the 2021 sale of our wireless operations and assets, the Company has focused on the growth and expansion of our fiber-first broadband strategy. This strategy encompasses both the continued growth of our commercial fiber and incumbent cable business, and the accelerating growth of our Glo Fiber offerings. We made good progress in all areas during 2022 as we responded to the growing broadband needs of our region.

Revenue Generating Units, or RGUs, for data services in our incumbent cable business grew to 109,644, reflecting a penetration of 51.7% of the homes and businesses passed (or “passings”) by this network. Total cable RGUs for data, voice and video services reached almost 190,000 by the end of the year. Broadband data utilization per customer continues to increase, and to support this increasing demand, and better position our services in an increasingly competitive environment, we are upgrading our cable networks to support multi-gigabit services. The upgrades include a combination of overbuilding a portion of our cable passings with fiber-to-the-home, increasing capacity on our remaining passings, and deploying DOCSIS 4.0 technology, which can deliver symmetrical multi-gigabit speeds while supporting high reliability, high security and low latency. The upgrades, coupled with our local customer service focus, will position us to effectively compete against alternative providers.

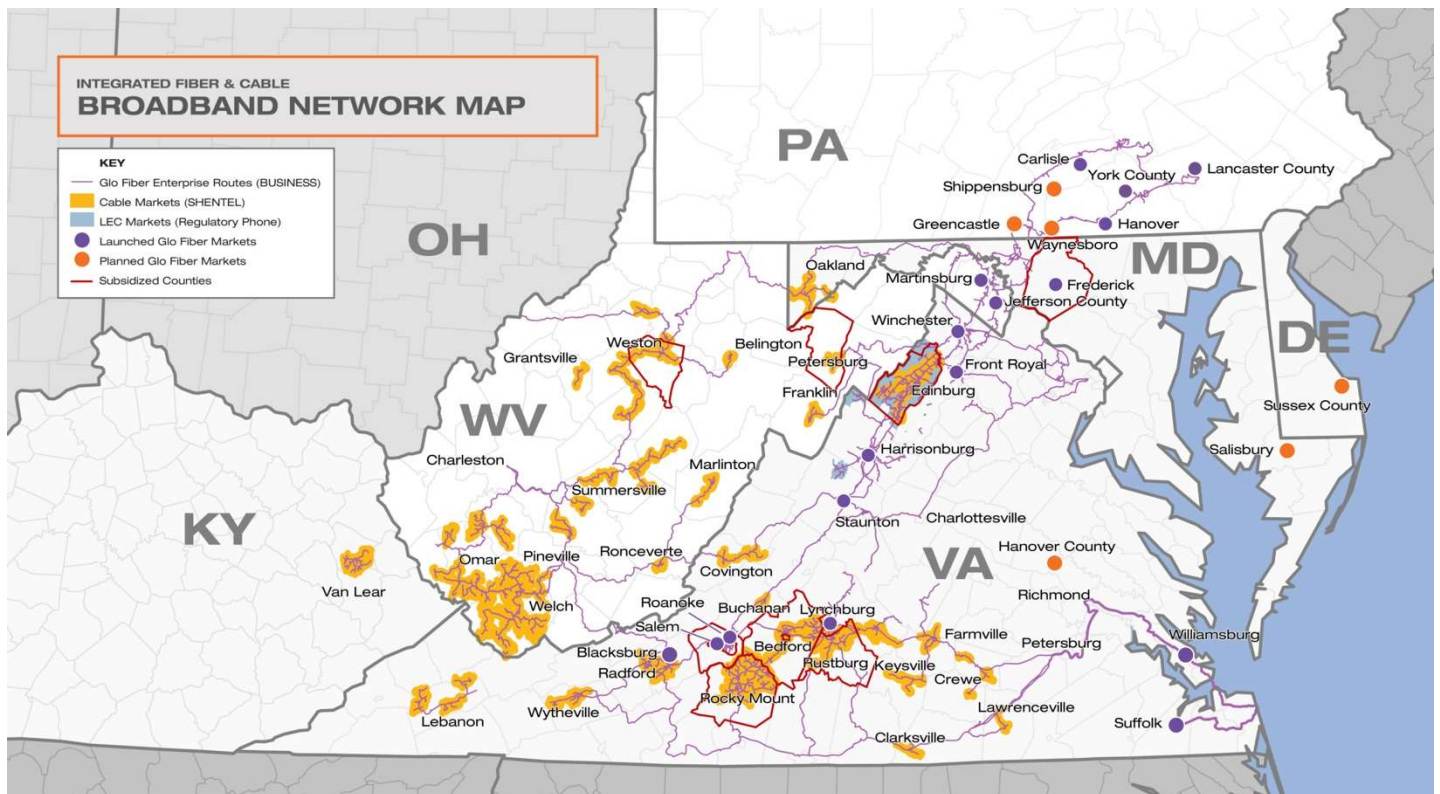
Launched in 2019, our rapidly growing Glo Fiber business represents the largest of our broadband initiatives and is the foundation of our residential and commercial fiber business. We executed very well on our Glo Fiber business plan in 2022, more than doubling our customers and expanding our network passings by 96%. With the launch of our new markets in Williamsburg and Suffolk, Virginia, we now offer Glo Fiber symmetrical, multi-gigabit service in seventeen markets and are on track to launch six more in 2023.

During 2022, we more than doubled our Glo Fiber data customers and total RGUs, ending the year at over 24,000 customers and 31,000 total RGUs. Passings released to sales, reflecting locations able to be served from our network, increased by 72,290, or almost doubled, to 147,479 by year end. Our broadband data penetration rate increased from 15.1% at the end of 2021 to 16.5% at the end of 2022, reflecting both the additional customers served and the increase in serviceable locations.



It typically takes up to two years of effort before a Glo Fiber market can be released to sales. Once a potential market is identified, we seek approval from the local municipality, engineer and design the network, obtain the necessary permits, coordinate with existing utility providers, and then construct the facilities. After the initial launch of Glo Fiber service in a market, we typically see a steady climb in penetration rates as our markets mature and brand awareness increases. After approximately three years, our initial neighborhoods launched in the fourth quarter of 2019 have reached a penetration rate of about 36%. The above chart shows how penetration rates have increased based on how long a market has been released to sales.

We plan to reach a total of 700,000 broadband passings by 2027. Of these, approximately 220,000 will be in our cable markets and 450,000 will be in Glo Fiber markets. The balance of 30,000 passings are in rural, unserved areas, where the terrain and low population densities result in higher costs per customer. To date, we have been awarded over \$70.0 million in government grants to bring gigabit broadband service to over 23,000 customers in unserved areas of Virginia, Maryland, and West Virginia. Although the grants will lower the net average cost per passing, these net costs will still be higher than our underwriting criteria for Glo Fiber markets; however, penetration rates are expected to be significantly higher in these markets which currently lack viable broadband service.



While we are supportive of grants to help subsidize construction costs in high cost areas, subsidized funding for new broadband networks negatively impacted the expected economics for our Beam fixed wireless service. Beam service targeted rural markets with lower population densities. Prior to the availability of government subsidies, fixed wireless service was expected to be the only economically viable way to deliver high-speed broadband to these markets. When launched in 2020, Beam was projected to incur multiple years of start-up losses as we expanded the customer base. With the influx of government broadband grants for unserved areas, our Beam business model was no longer feasible, leading to the curtailment and ultimate decision to cease all Beam services. We subsequently reached an agreement to sell our 2.5 GHz wireless spectrum used by Beam for \$21.5 million, including \$17.7 million in cash and \$3.8 million in assumed spectrum liabilities. We expect the transaction to close in the first half of 2023 following regulatory and customary closing conditions.

As of year-end 2022, we owned 222 towers with a total of 436 third-party tenants. Revenue from tower leases increased approximately 6.9% in 2022, to \$18.9 million. In addition to our towers, our company owns and operates an integrated broadband network, including over 8,300 route miles of fiber. This network serves as the backbone for service to our cable, local exchange and Glo Fiber markets, and also supports our growing broadband enterprise and wholesale commercial fiber business. Commercial Fiber revenue increased approximately \$3.9 million or 11.2% during 2022 due to increased connections.



**Proven FTTH Platform**

- 147,000 passings in 17 greenfield markets<sup>1</sup>
- Cost to pass - \$1,170<sup>2</sup>
- 445,000 franchised passings

**Strong Customer Satisfaction**

- Net Promoter Score of 65%
- 10x Internet Service Provider average
- Data Churn <1.1% since launch

**Track Record of Growth**

- 24,000 customers

**Customer Bandwidth Speeds**

Large demand for symmetrical bandwidth driving strong ARPU

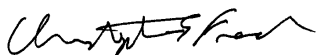
- <1 GBPS
- >= 1 GBPS

<sup>1</sup> As of 12/31/22    <sup>2</sup>Based on direct costs for 147K passings

mentioned network upgrades, we are enhancing speeds and adjusting our rate structure for cable broadband services to offer better value propositions, and we continue to develop and enhance our customer service and technical teams to better serve our customers. We believe our local customer service is a competitive advantage as our approximately 840 employees are neighbors with our customers, knowledgeable about the local markets, and involved in the communities that we serve.

We believe we are well positioned to grow your company and deliver long term value to our shareholders. We are having success transitioning to a broadband-centric company as we execute our fiber-first broadband strategy and create a solid foundation for future growth. We have attractive market prospects, the necessary talent and resources, and a proven track record of success. I remain confident in our ability to meet the challenges we face. I appreciate the support of our shareholders as we continue working toward these goals.

For the Board of Directors,



Christopher E. French  
Chairman and President

Our Commercial Fiber revenue includes backhaul services provided to mobile operator tower sites, including the leases assumed by T-Mobile when they acquired our wireless operations. T-Mobile is undertaking a network rationalization project to eliminate duplicate backhaul and tower leases with the majority of the rationalization expected to occur in 2023. When we enter 2024, we are estimating we will incur approximately \$9 million in annual backhaul and tower lease revenue churn. This revenue churn is expected to be the last non-recurring material event impacting our financial statements related to the sale of wireless. T-Mobile is expected to remain our largest customer post 2024, with approximately \$11 million of annual revenue on long-term contracts and leases.

We offer broadband services in an increasingly competitive environment, and believe the ability to offer quality services provides a competitive advantage. Broadband data churn in our cable business remained fairly steady year-over-year, at just under 1.6% in 2022. Churn for Glo Fiber's broadband data remained extremely low at less than 1.1%, and Glo is receiving outstanding customer satisfaction scores. Our most recent Net Promoter Score was 65%, more than ten times the average score for Internet Service Providers. In addition to the previously

