



**Q4 2023**  
**Earnings Conference Call**  
February 21, 2024

# 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 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:

- The ability to obtain the required regulatory approvals and satisfy the closing conditions required for the Horizon Transaction
- The closing of the Horizon Transaction may not occur on time or at all
- The expected savings and synergies from the Transaction may not be realized or may take longer or cost more than expected to realize

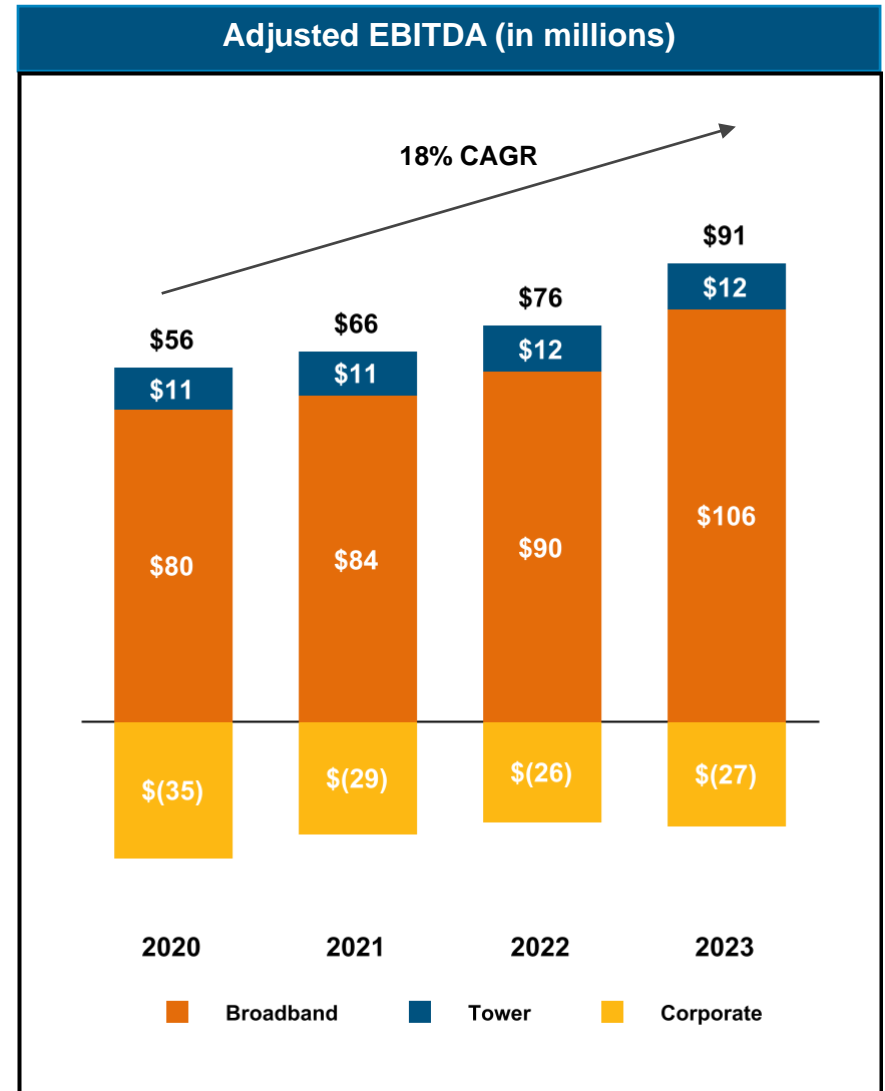
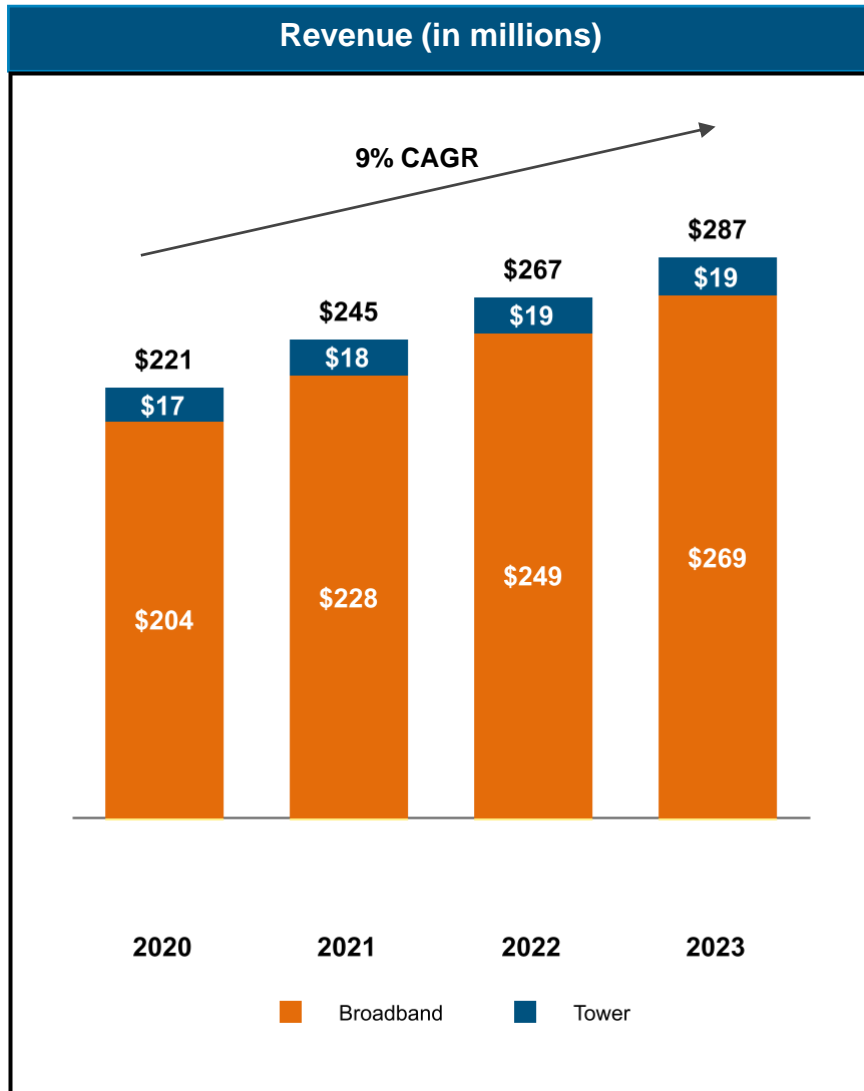
A further list and description of these risks, uncertainties and other factors can be found in the Company’s SEC filings which are available online at [www.sec.gov](http://www.sec.gov), [www.shentel.com](http://www.shentel.com) or on request from the Company. The Company does not undertake to update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



# Chris French

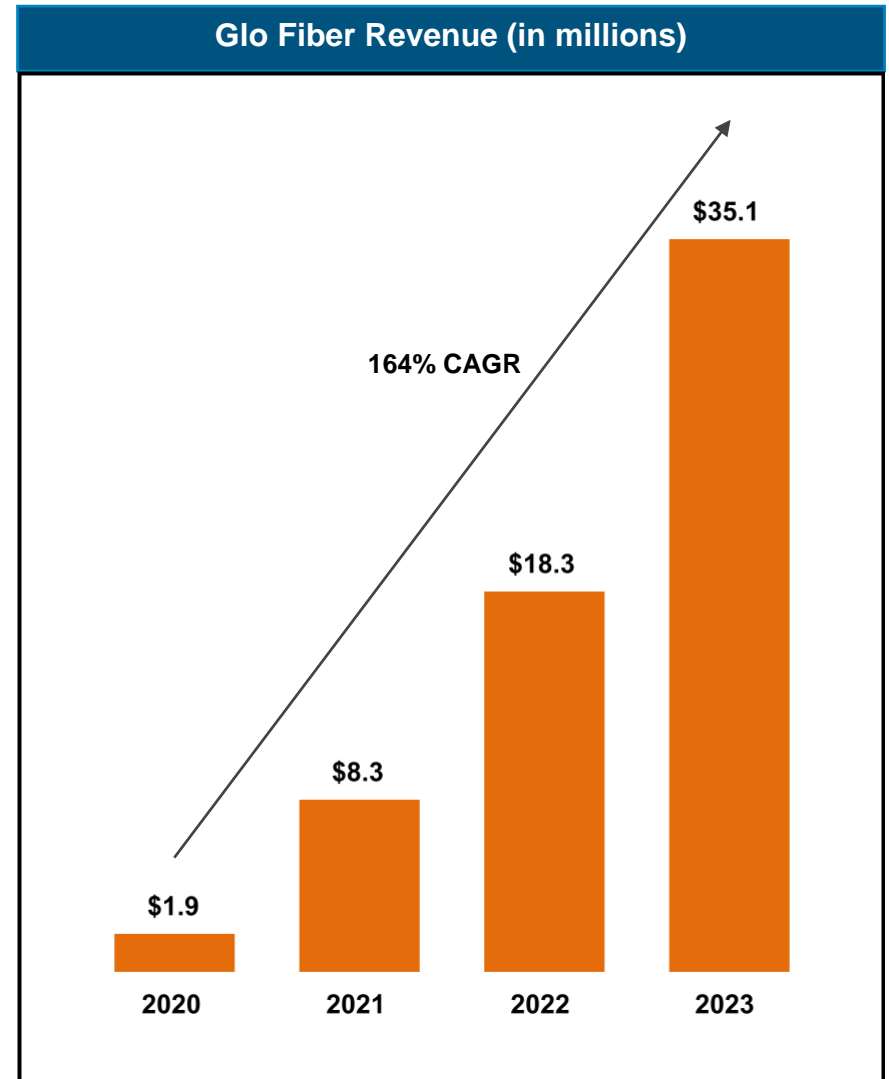
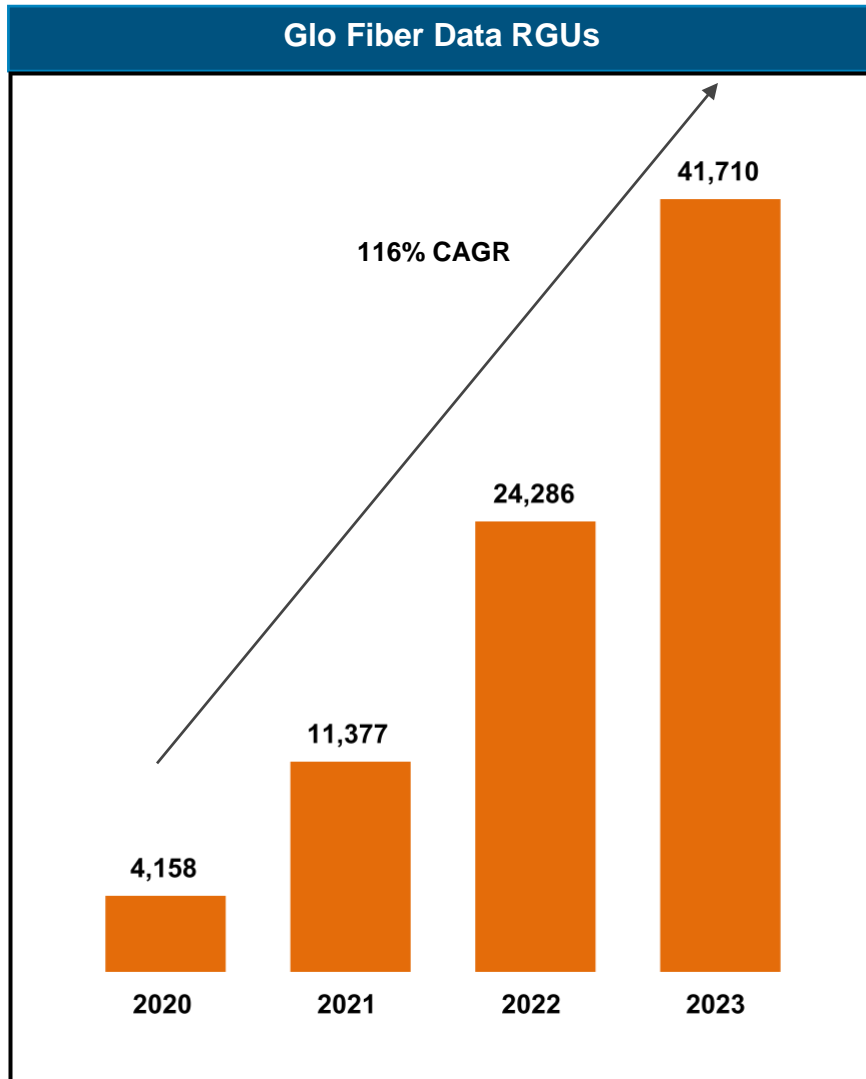
President and CEO

# Consolidated Highlights - Full Year Results



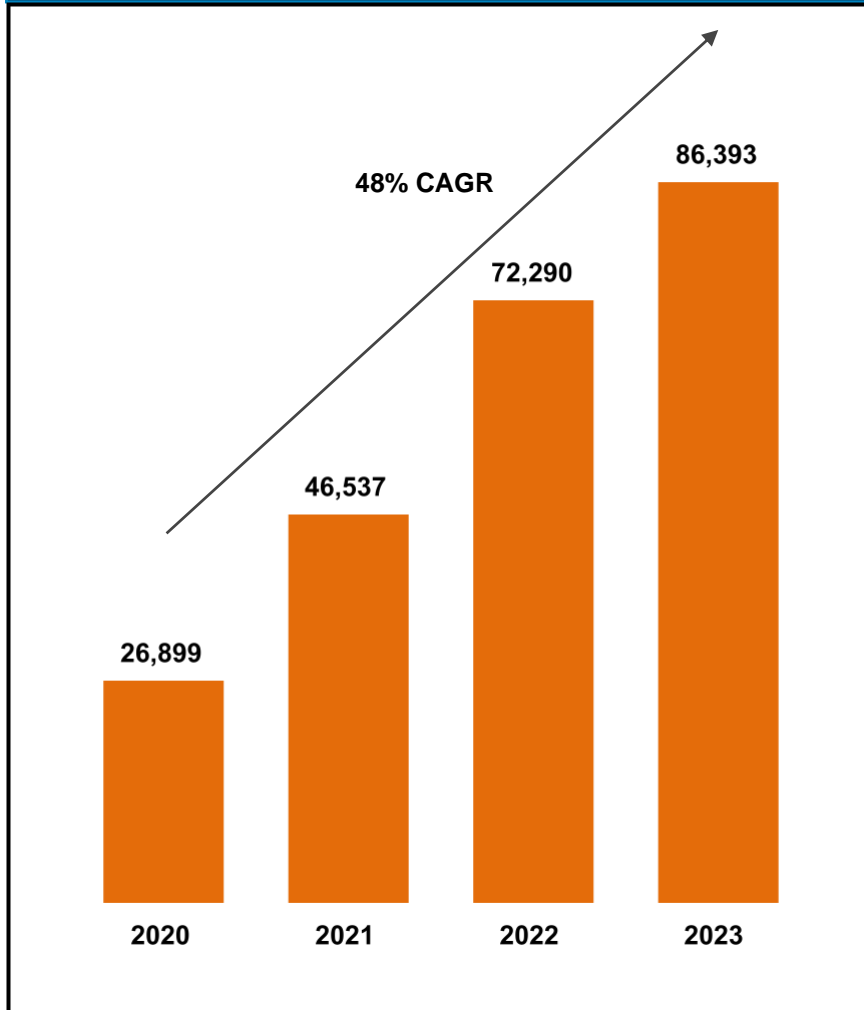
Consolidated revenue includes elimination of intercompany activity.

# Glo Fiber Fueling Consolidated Revenue Growth

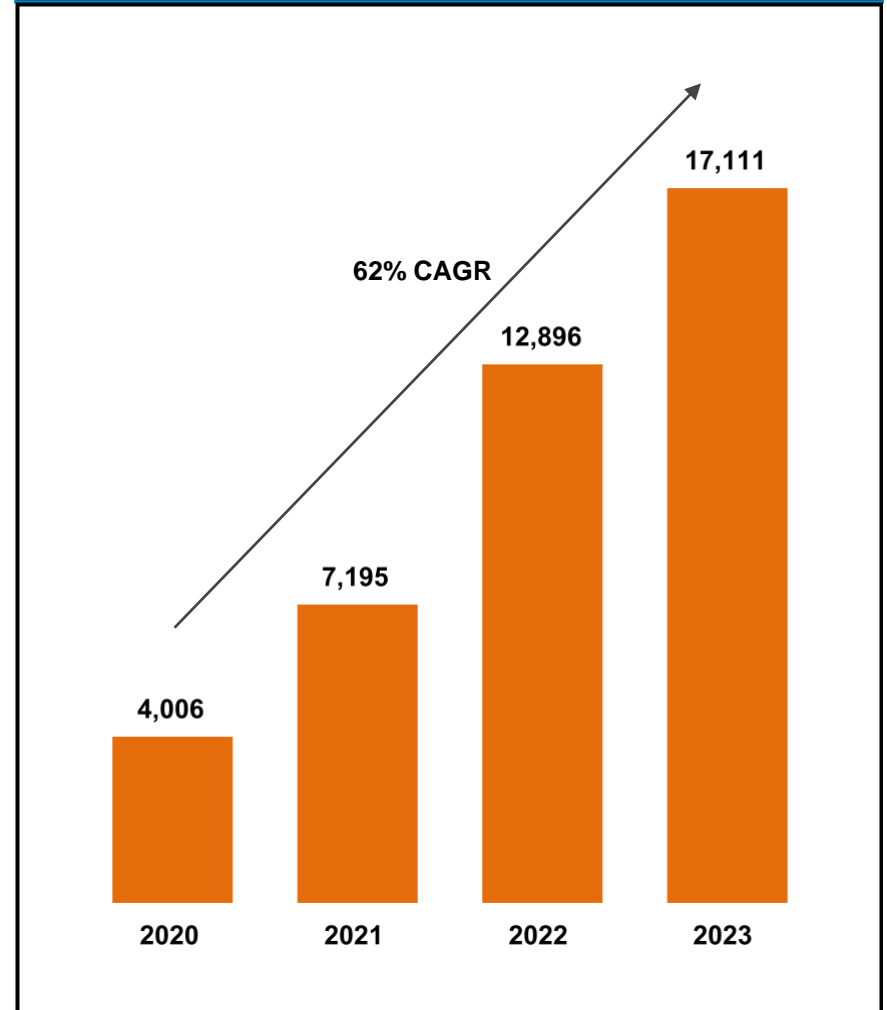


# Accelerating Pace of Construction and Sales

## Glo Fiber Passings Released to Sales



## Glo Fiber Data Net Additions





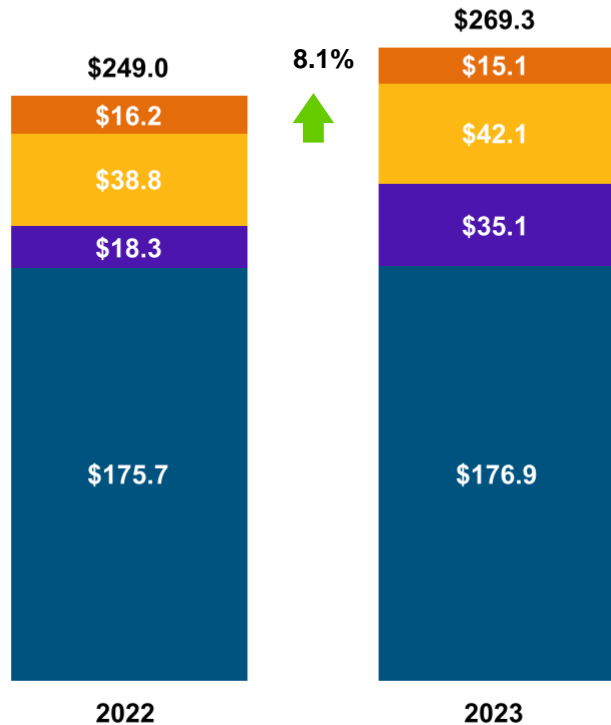
# Jim Volk

SVP of Finance and CFO

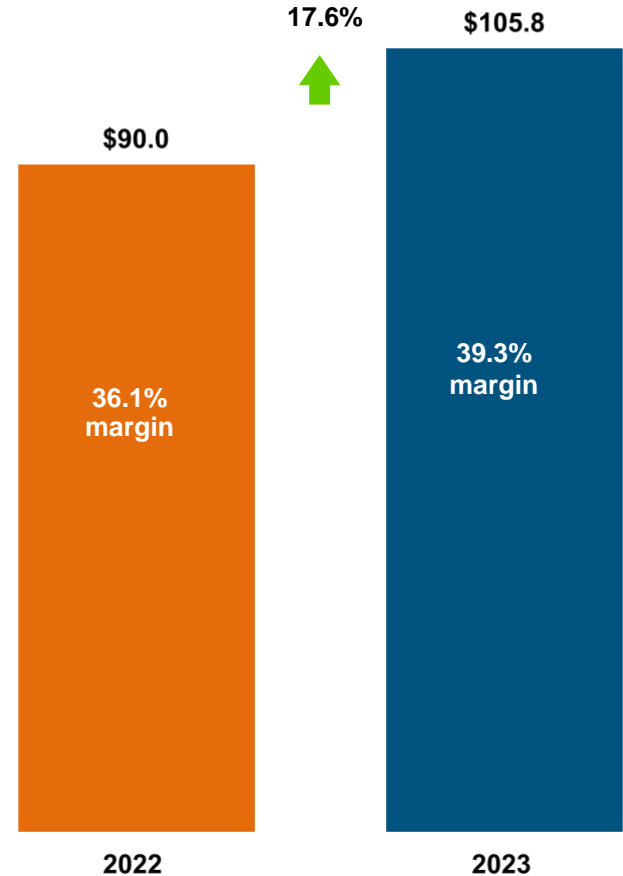
# Broadband Highlights - Full Year Results

Revenue (in millions)

- Residential & SMB - Cable Markets
- Residential & SMB - Glo Fiber Markets
- Commercial Fiber
- RLEC & Other

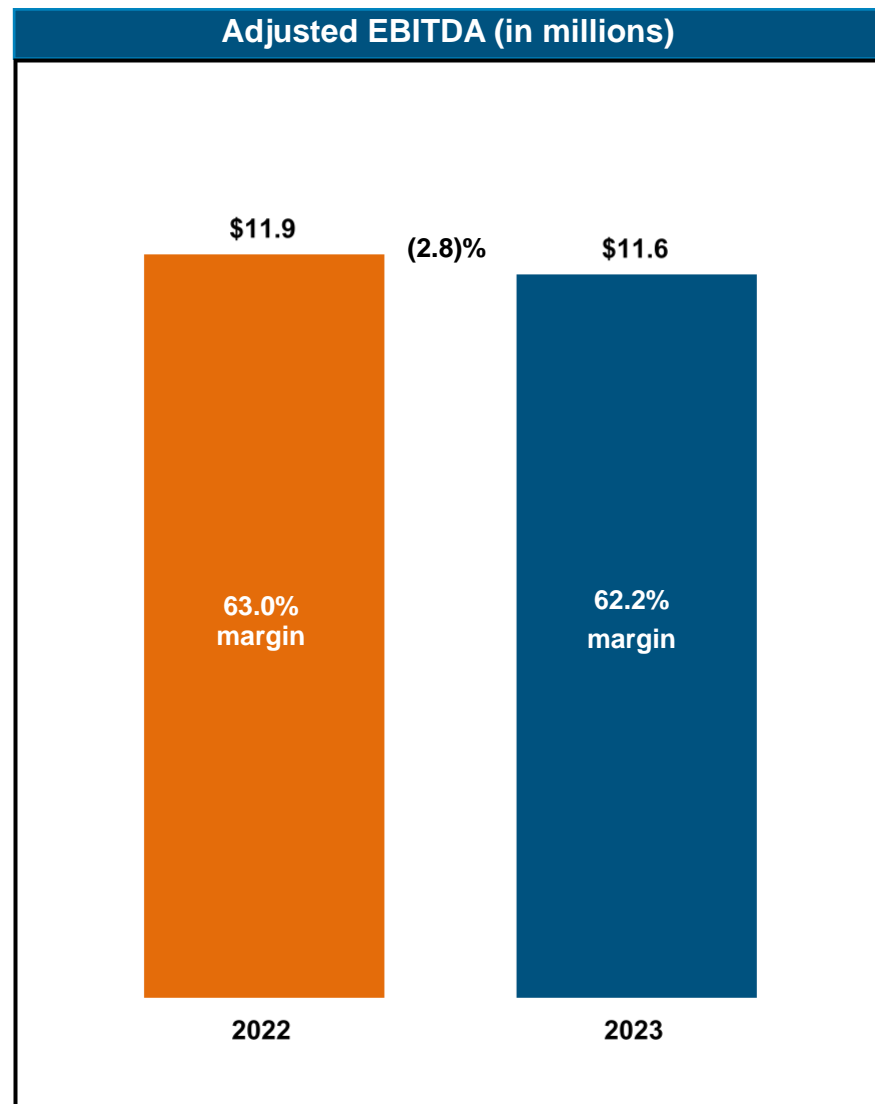
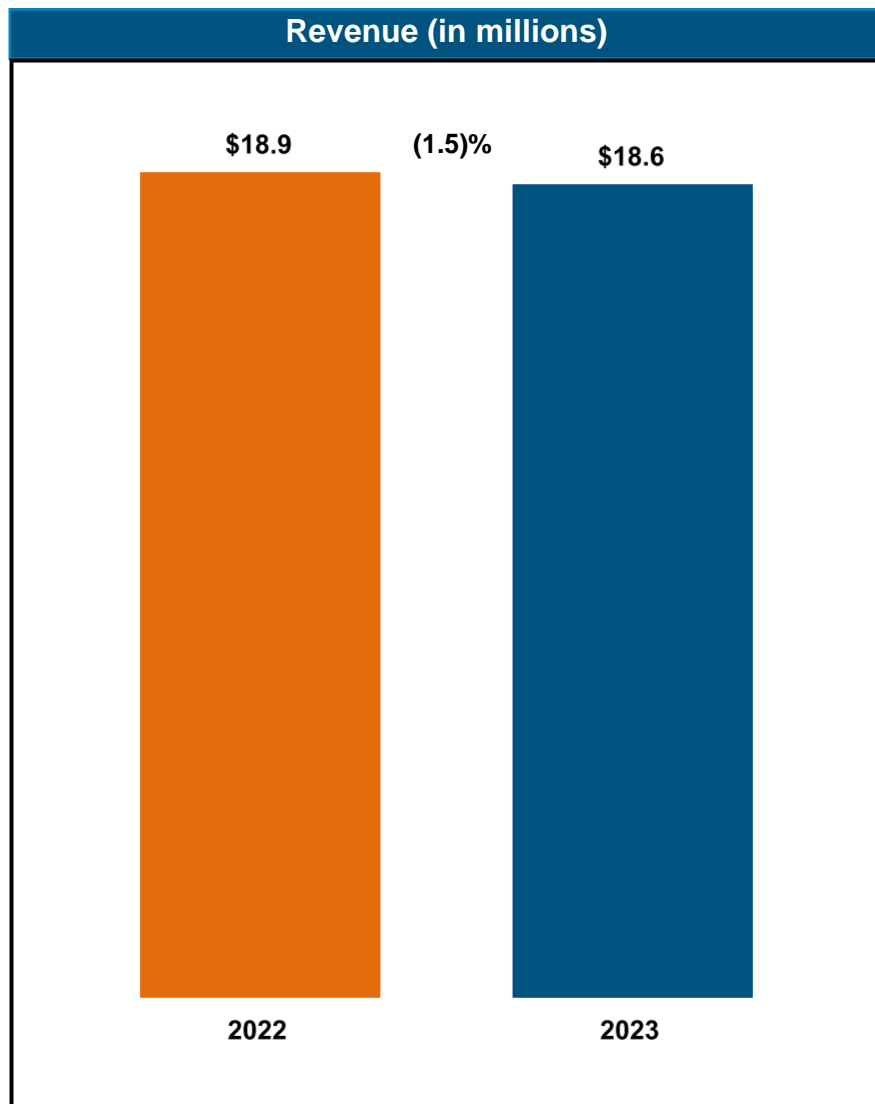


Adjusted EBITDA (in millions)

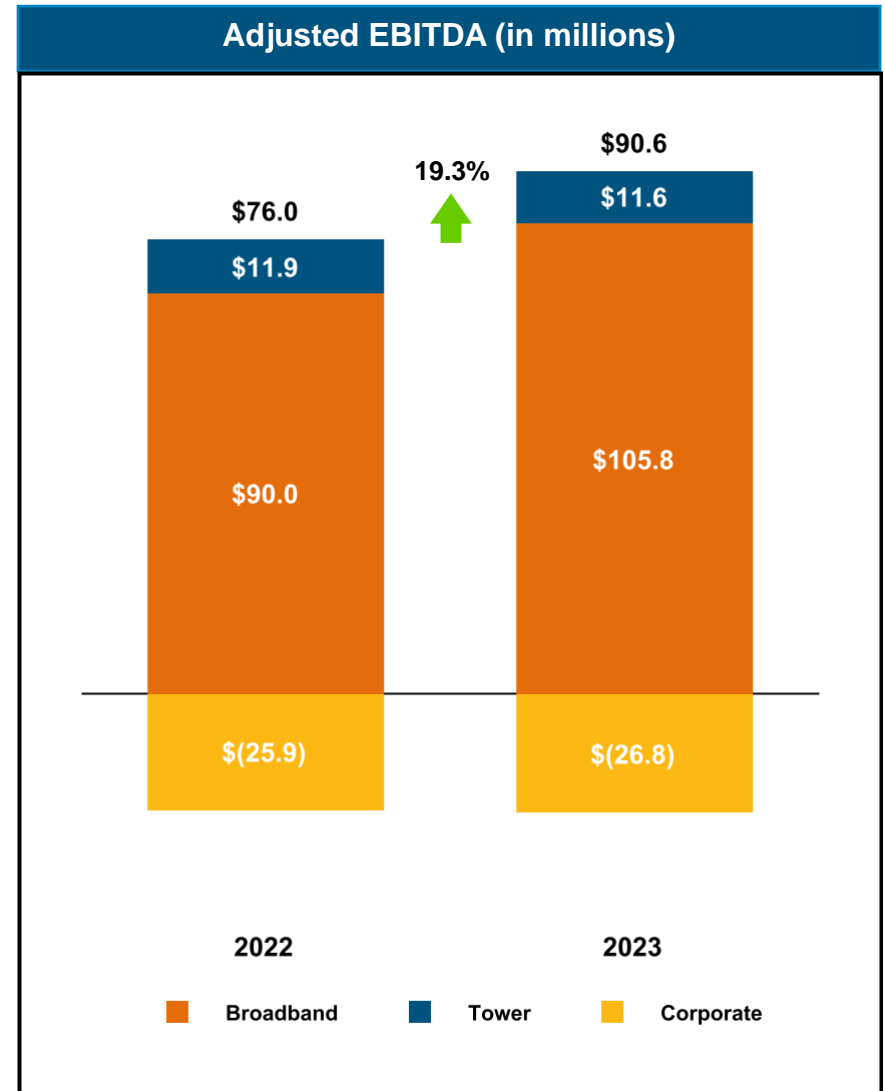
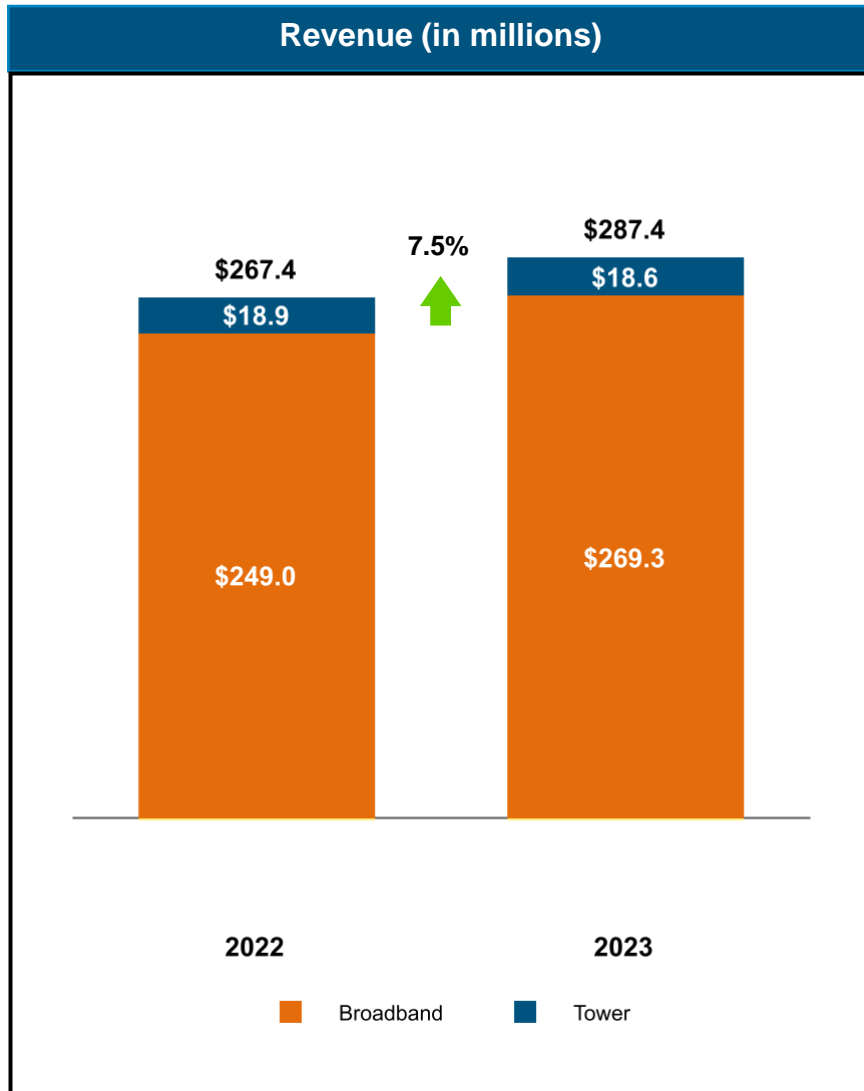




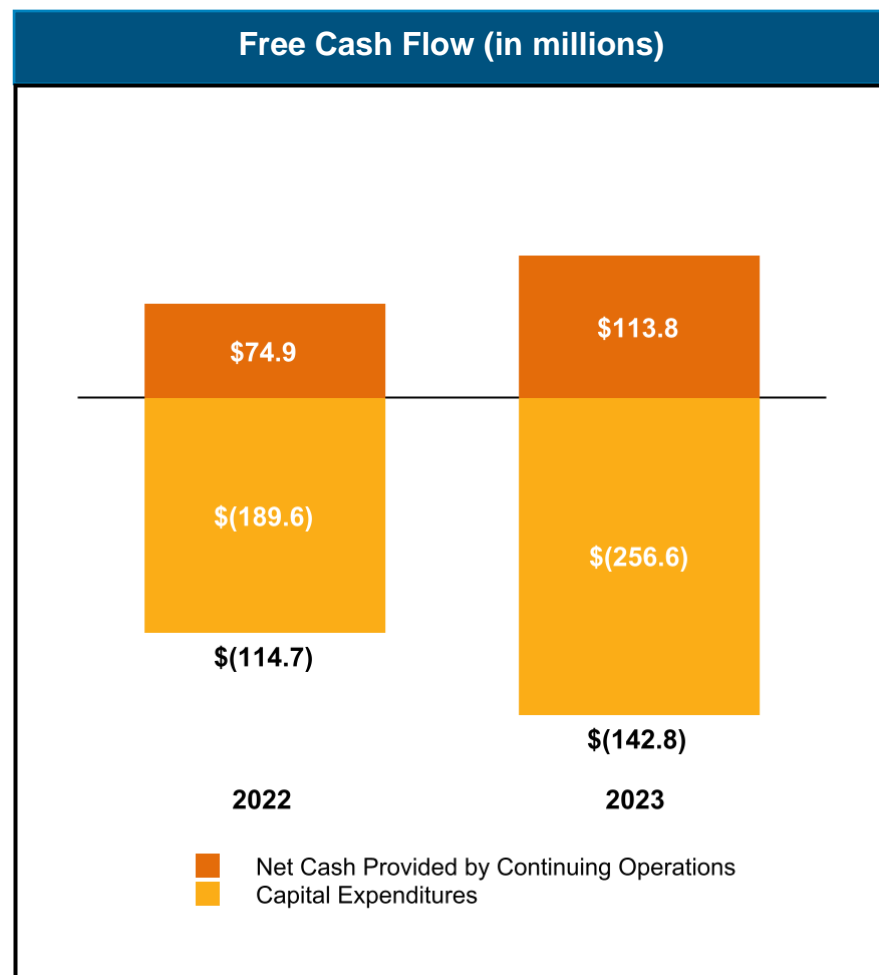
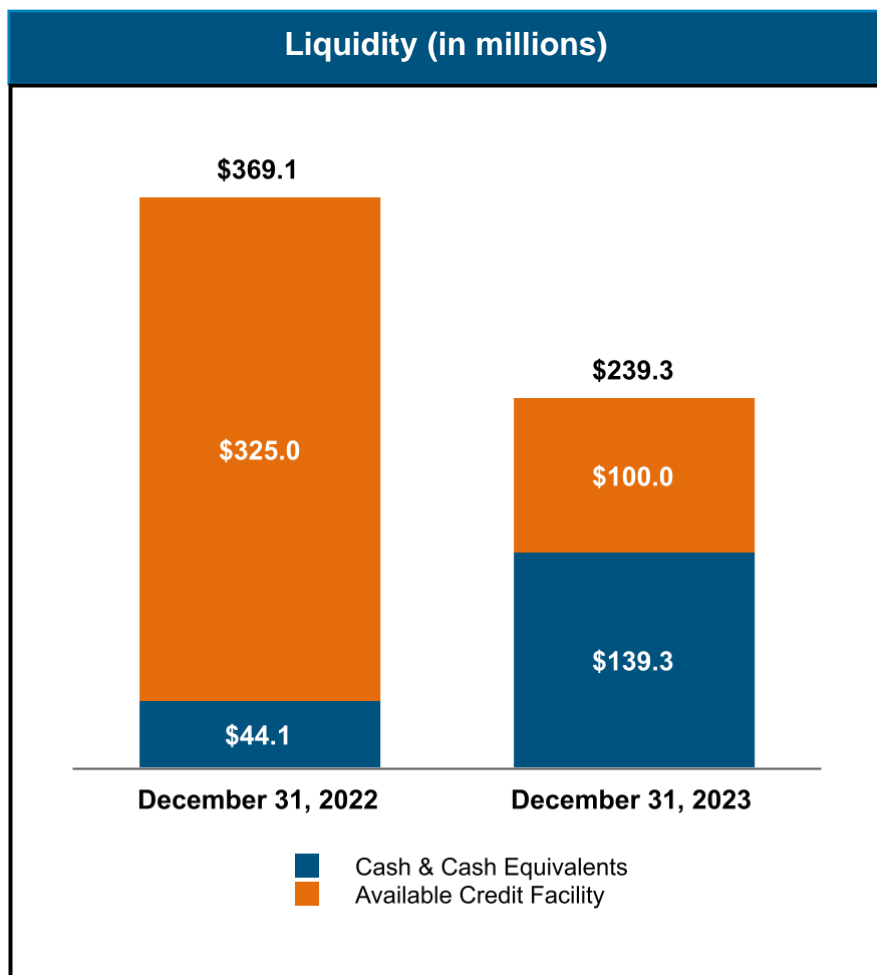
# Tower Highlights - Full Year Results



# Consolidated Highlights - Full Year Results

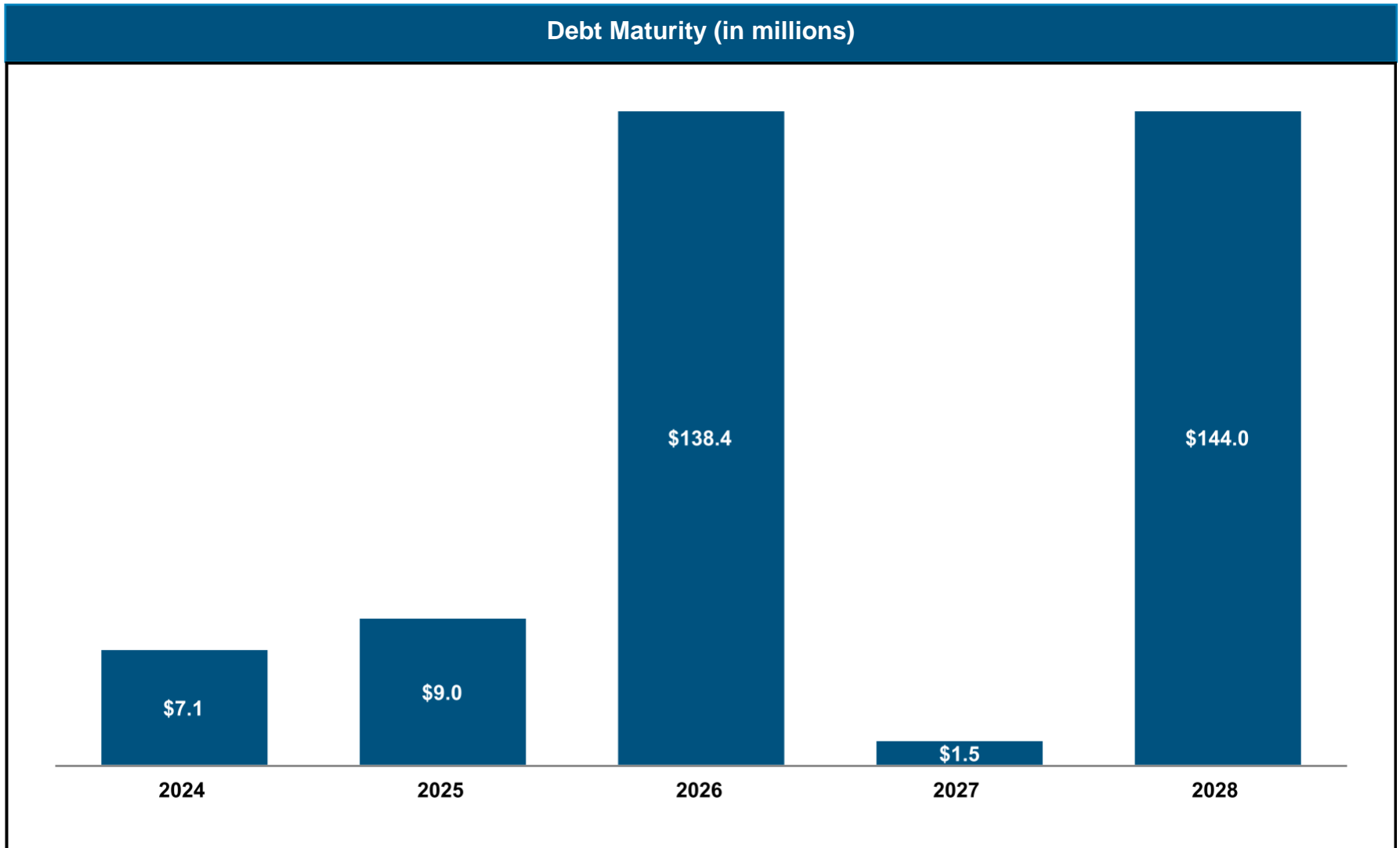


# Liquidity & Free Cash Flow



# Debt Maturity & Other Liquidity Events

Debt Maturity (in millions)

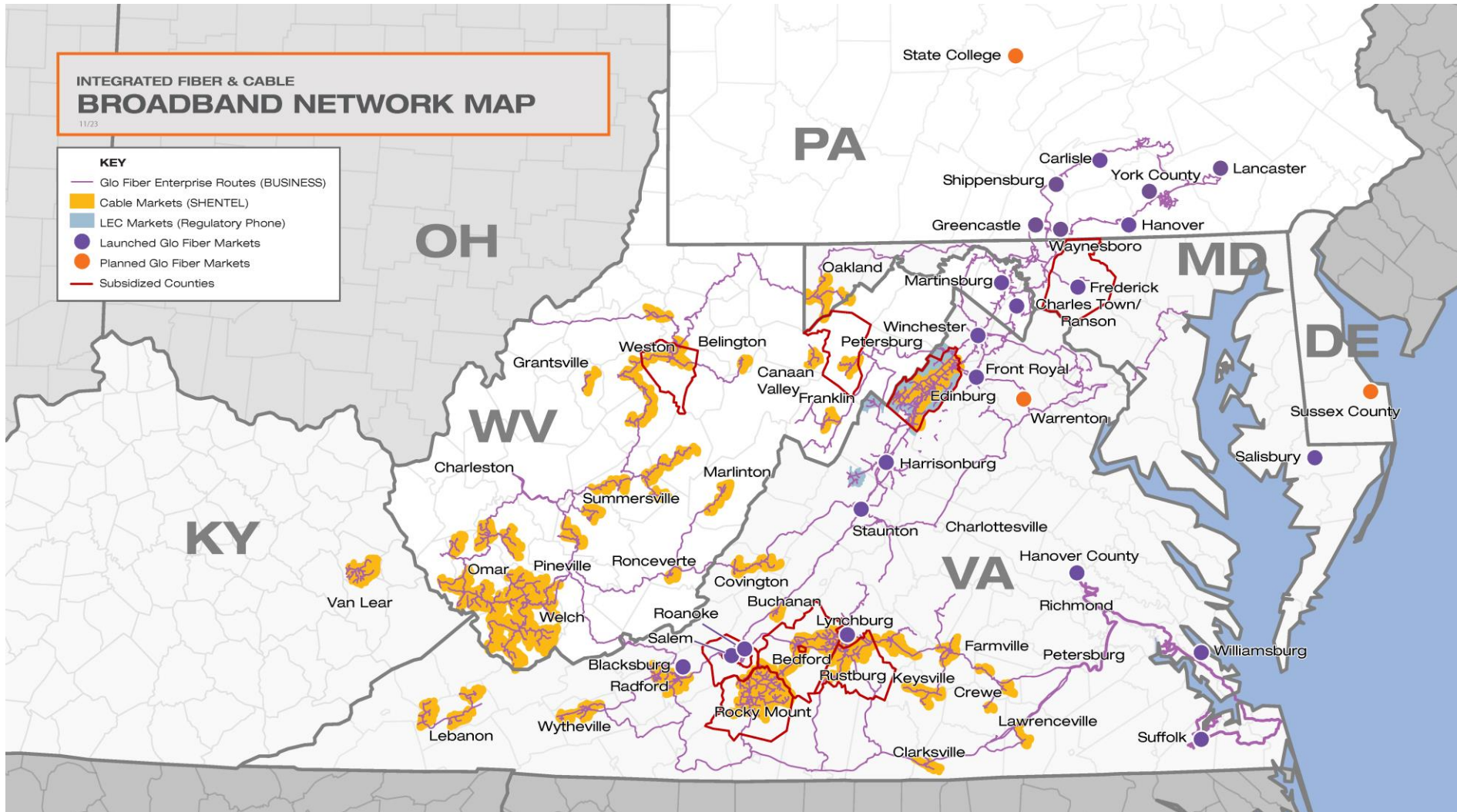




# Ed McKay

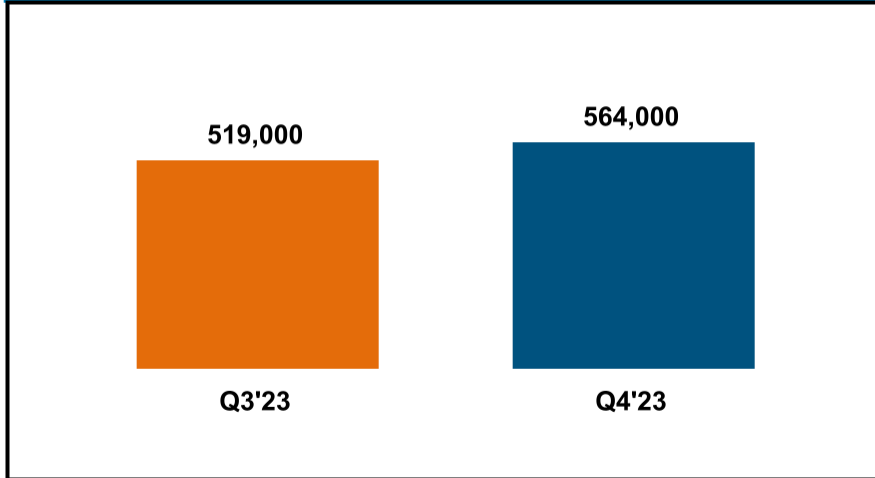
EVP and COO

# Integrated Fiber and Cable Broadband Network

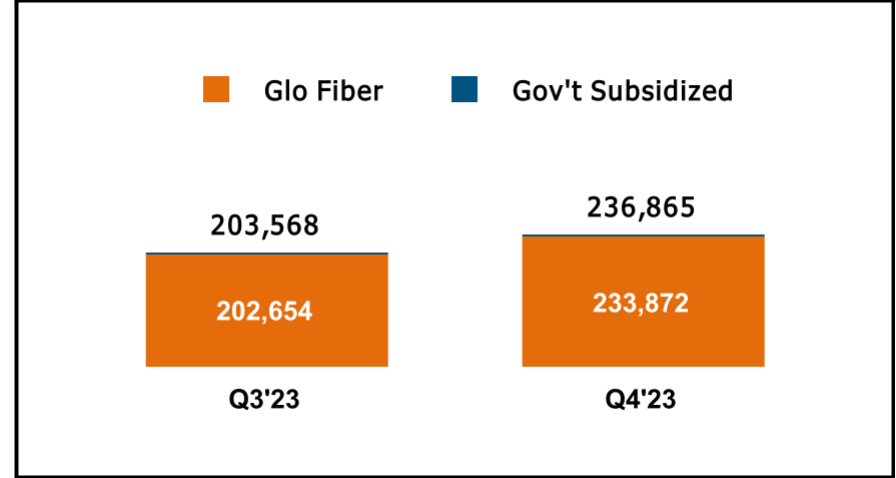


# Broadband - Fiber Construction Metrics

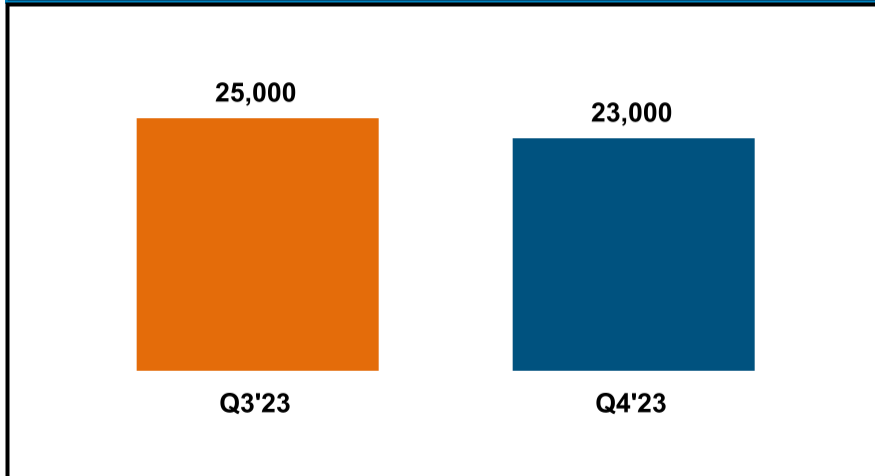
## Glo Fiber Franchise Approved Passings



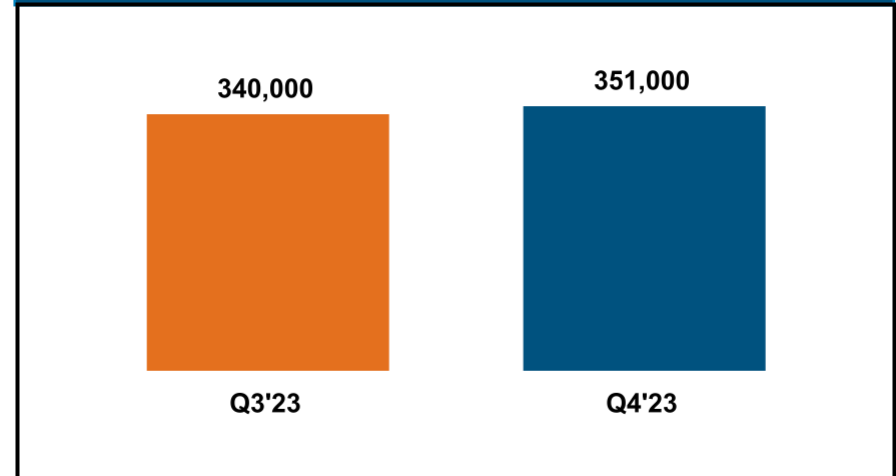
## Fiber Passings Released to Sales



## Government Grant Approved Fiber Passings<sup>1</sup>



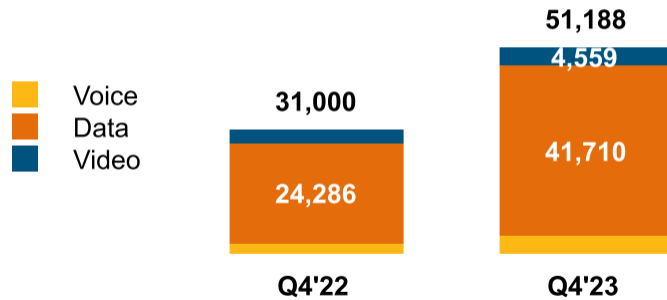
## Total Fiber Construction Backlog Passings



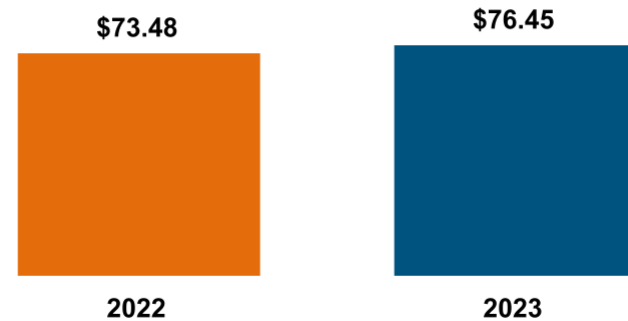
<sup>1</sup> Q3'23 and Q4'23 grant approved fiber passings exclude 3,500 additional passings to be constructed using DOCSIS technology

# Broadband - Glo Fiber Operating Metrics

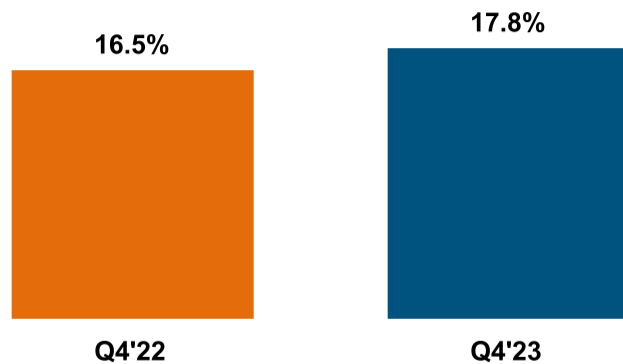
## Revenue Generating Units (RGU)



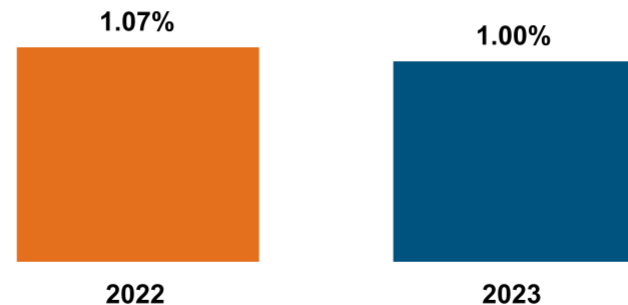
## Broadband Data Average Revenue per User (ARPU)



## Broadband Data Penetration



## Broadband Data Churn



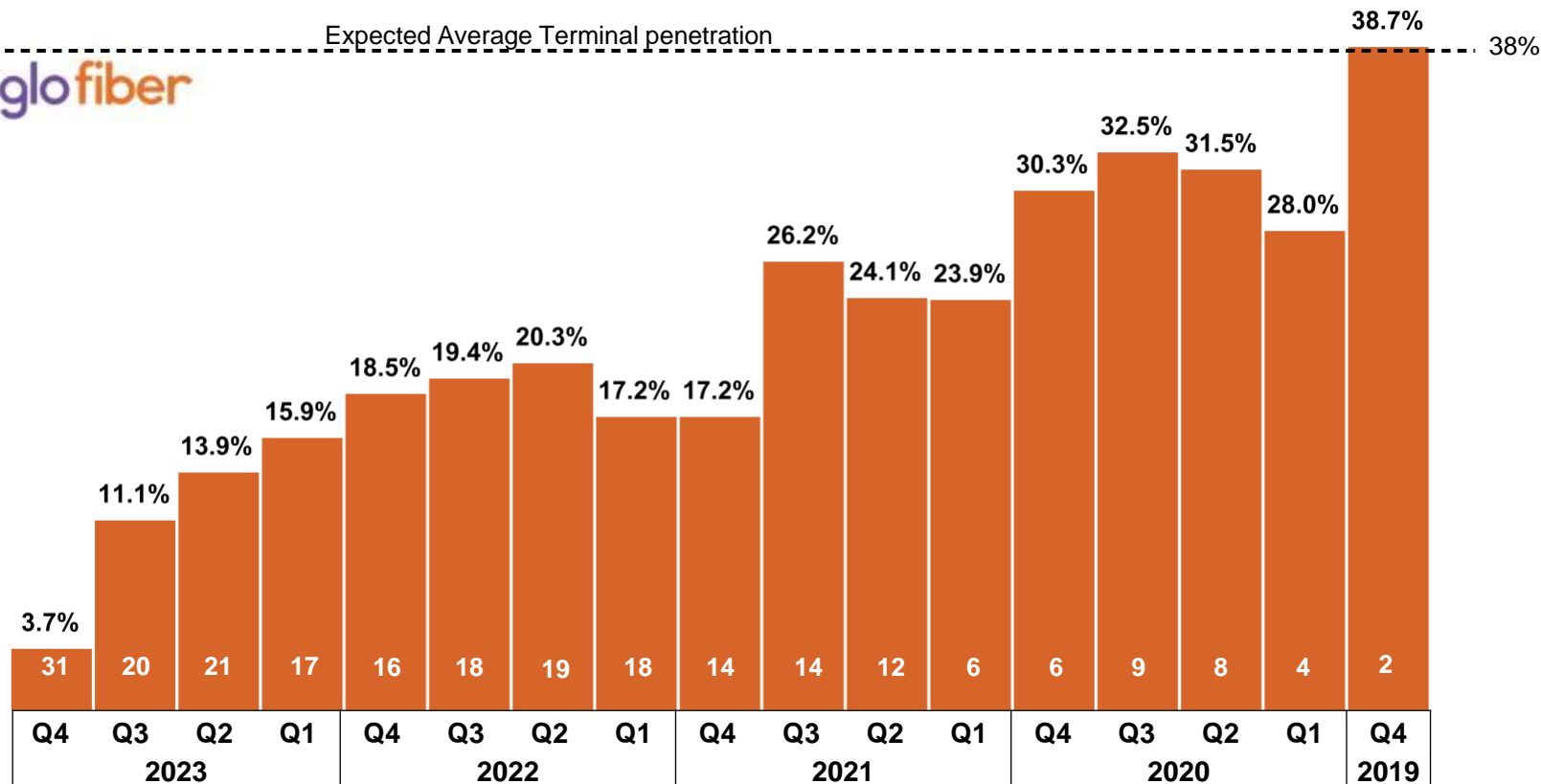


# Vintage Glo Fiber Penetration

## Vintage Glo Fiber Penetration<sup>1</sup>



Expected Average Terminal penetration

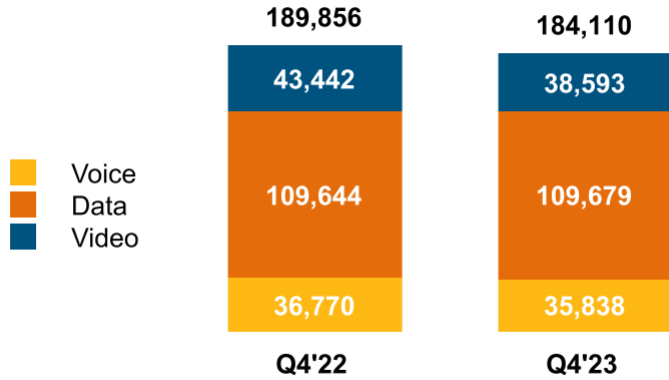


Passings released to sales (000's)

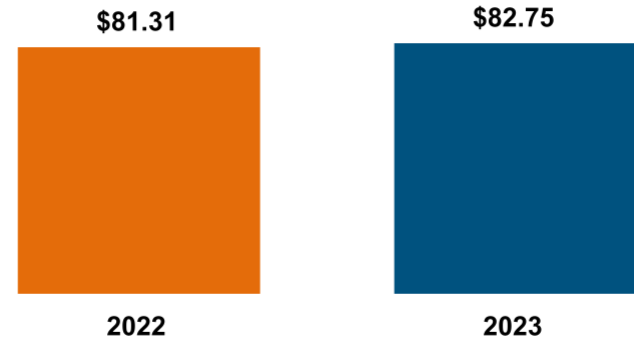
Quarter Launched

# Broadband - Incumbent Cable Metrics

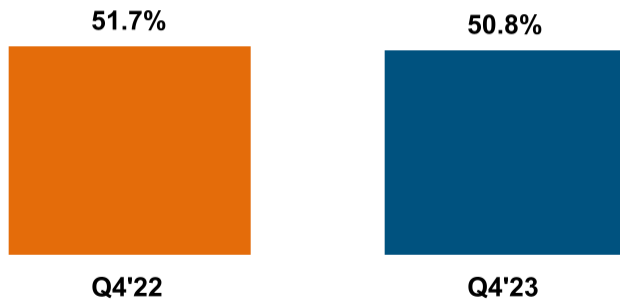
## Revenue Generating Units (RGU)



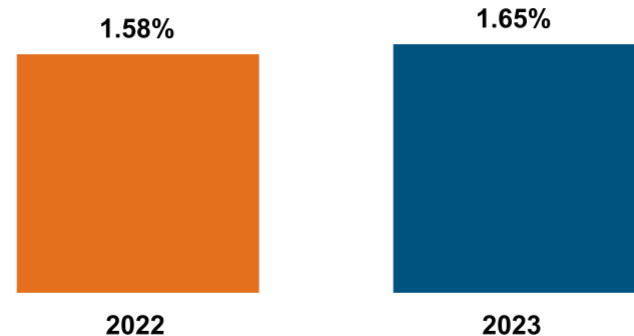
## Broadband Data Average Revenue per User (ARPU)



## Broadband Data Penetration

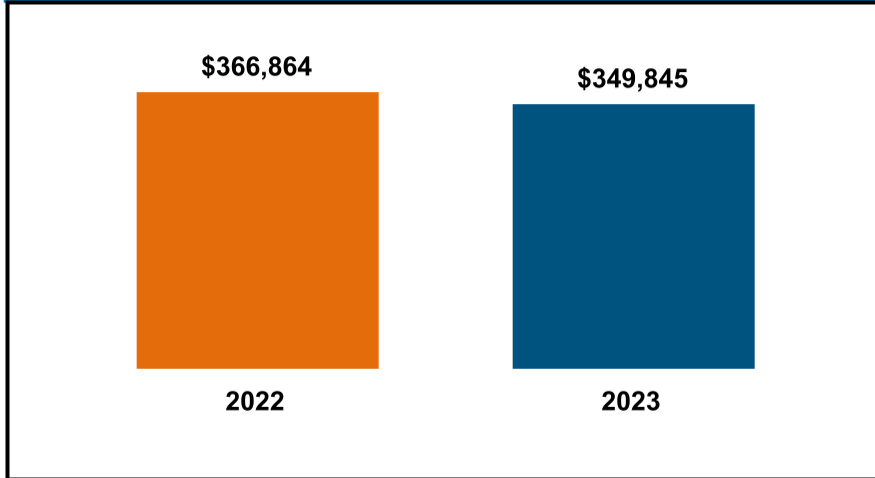


## Broadband Data Churn

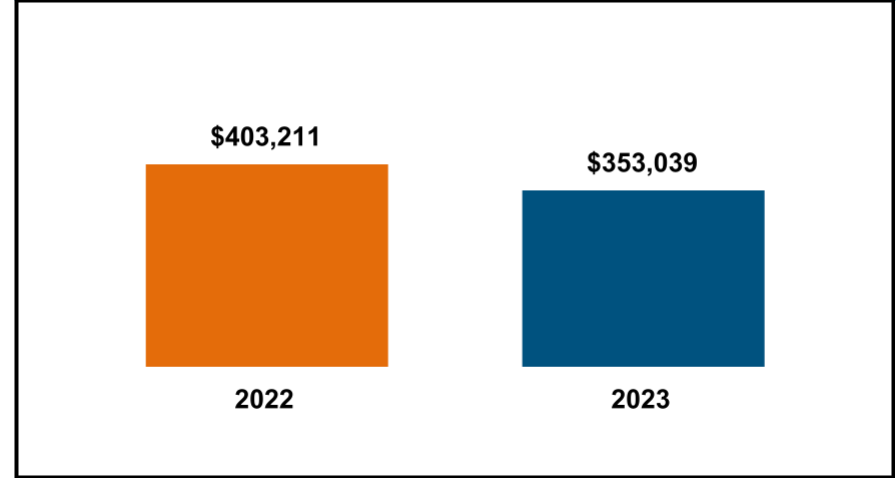


# Broadband - Commercial Fiber Metrics

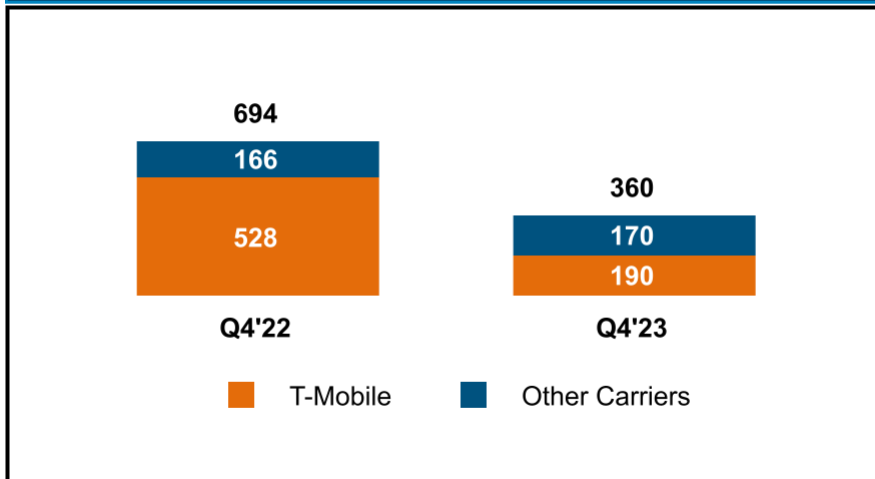
## MRR & MAR Sales Bookings



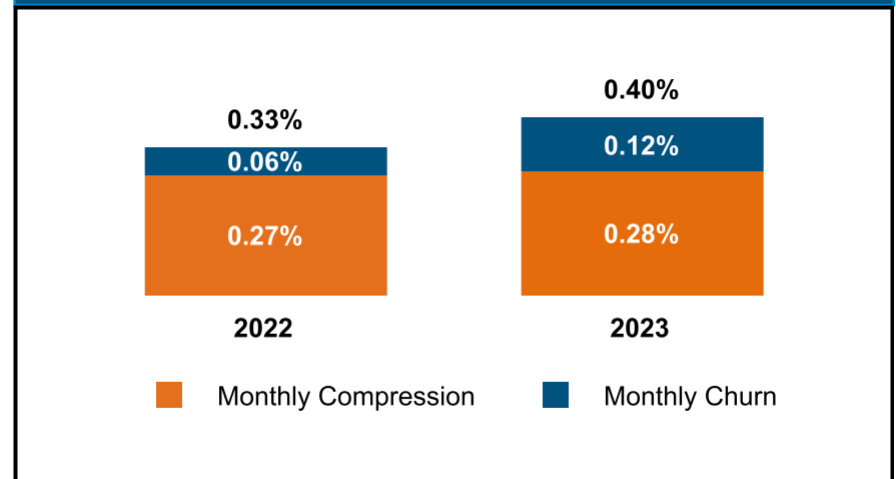
## Installed MRR & MAR<sup>1</sup>



## Backhaul Connections

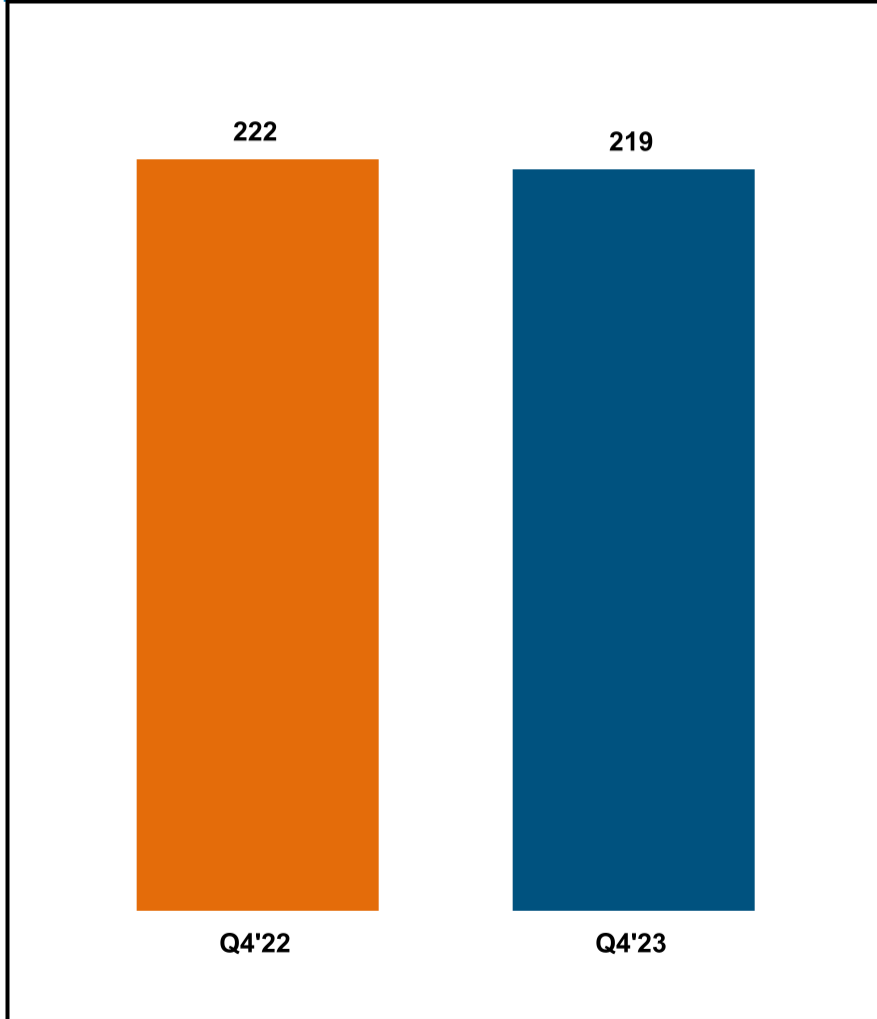


## Monthly Compression and Disconnect Churn<sup>2</sup>

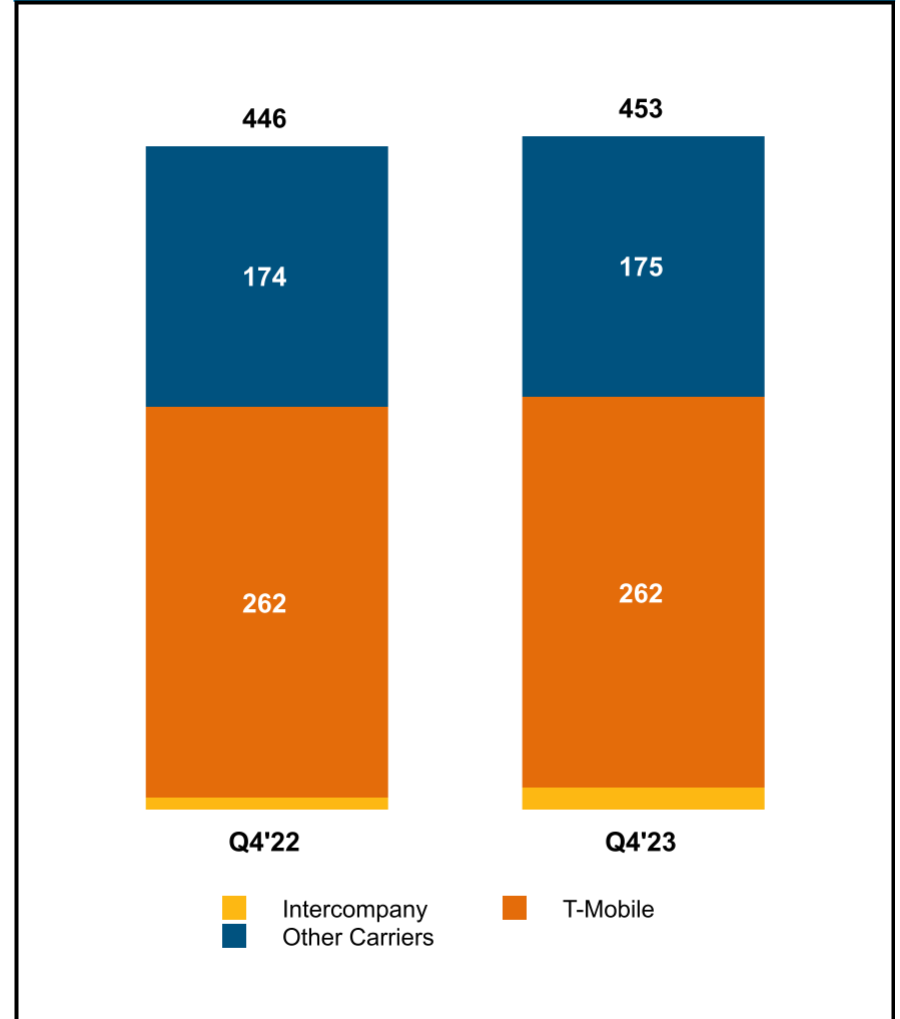


# Tower - Metrics

## Towers

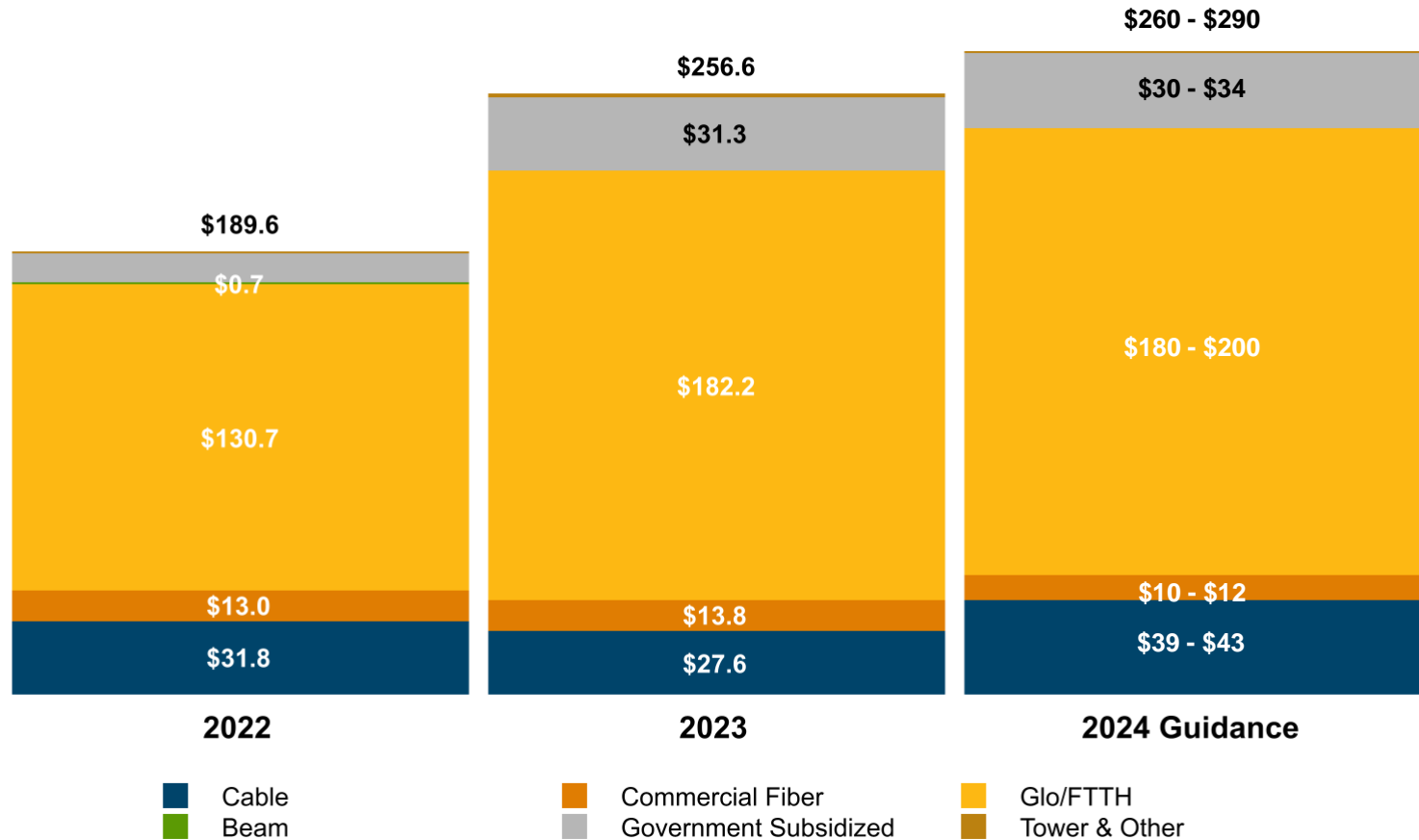


## Tenants



# Capital Expenditures

## Capex Spending (\$ in millions)



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# Q&A

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# Appendix

# 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 U.S. 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 U.S. generally accepted accounting principles. Management believes these measures facilitate comparisons of our operating performance from period to period and comparisons of our operating performance to that of our peers and other companies by excluding certain differences. Shentel utilizes these financial performance measures to facilitate internal comparisons of our historical operating performance, which are used by management for business planning purposes, and also facilitates comparisons of our performance relative to that of our competitors. In addition, we believe these measures are widely used by investors and financial analysts as measures of our financial performance over time, and to compare our financial performance with that of other companies in our industry.



# Adjusted EBITDA by Segment - Full Year Results

## Year Ended December 31, 2023

<i>(in thousands)</i>	<b>Broadband</b>	<b>Tower</b>	<b>Corporate &amp; Eliminations</b>	<b>Consolidated</b>
Net income (loss) from continuing operations	\$ 42,308	\$ 9,495	\$ (43,765)	\$ 8,038
Depreciation and amortization	61,897	2,103	1,471	65,471
Impairment expense	2,552	—	—	2,552
Other expense (income), net	(1,179)	—	(208)	(1,387)
Income tax expense (benefit)	—	—	2,973	2,973
Stock-based compensation	—	—	10,033	10,033
Restructuring charges and transaction related fees	221	—	2,694	2,915
Adjusted EBITDA	<u>\$ 105,799</u>	<u>\$ 11,598</u>	<u>\$ (26,802)</u>	<u>\$ 90,595</u>

## Year Ended December 31, 2022

<i>(in thousands)</i>	<b>Broadband</b>	<b>Tower</b>	<b>Corporate &amp; Eliminations</b>	<b>Consolidated</b>
Net income (loss) from continuing operations	\$ 20,467	\$ 9,512	\$ (38,358)	\$ (8,379)
Depreciation and amortization	63,175	2,416	3,308	68,899
Impairment expense	5,241	—	—	5,241
Other expense (income), net	240	—	1,108	1,348
Income tax expense (benefit)	—	—	(927)	(927)
Stock-based compensation	—	—	8,528	8,528
Restructuring charges and transaction related fees	849	—	402	1,251
Adjusted EBITDA	<u>\$ 89,972</u>	<u>\$ 11,928</u>	<u>\$ (25,939)</u>	<u>\$ 75,961</u>

# Broadband - Average Revenue per User (ARPU)

## Broadband - Residential and SMB ARPU

	Quarter Ended December 31,		Year Ended December 31,	
	2023	2022	2023	2022
<b><u>Residential and SMB Revenue:</u></b>				
Broadband Data	\$ 36,679	\$ 31,916	\$ 139,102	\$ 120,803
<i>Cable Markets</i>	27,400	26,945	108,822	105,433
<i>Glo Fiber Markets</i>	9,279	4,971	30,280	15,370
Video	13,791	14,558	56,924	60,023
Voice	3,057	3,079	12,203	12,030
Discounts and adjustments	1,125	909	3,753	1,118
<b>Total Revenue</b>	<b>\$ 54,652</b>	<b>\$ 50,462</b>	<b>\$ 211,982</b>	<b>\$ 193,974</b>

## **Average RGUs:**

Broadband Data	149,134	132,123	142,598	125,484
<i>Cable Markets</i>	109,528	109,403	109,591	108,053
<i>Glo Fiber Markets</i>	39,606	22,720	33,007	17,431
Video	43,621	47,571	44,876	48,654
Voice	40,726	39,910	40,372	38,217

## **ARPU:**

Broadband Data	\$ 81.98	\$ 80.46	\$ 81.27	\$ 80.14
<i>Cable Markets</i>	\$ 83.39	\$ 82.10	\$ 82.75	\$ 81.31
<i>Glo Fiber Markets</i>	\$ 78.10	\$ 72.93	\$ 76.45	\$ 73.48
Video	\$ 105.38	\$ 102.01	\$ 105.71	\$ 102.80
Voice	\$ 25.02	\$ 25.72	\$ 25.19	\$ 26.23

\*Average Revenue Per User calculation = (Residential & SMB Revenue \* 1,000) / average revenue generating units / 12 months