



Q3 2023

Earnings Conference Call

November 3, 2023

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 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
- ❑ Shentel's ability to obtain the financing 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, 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.

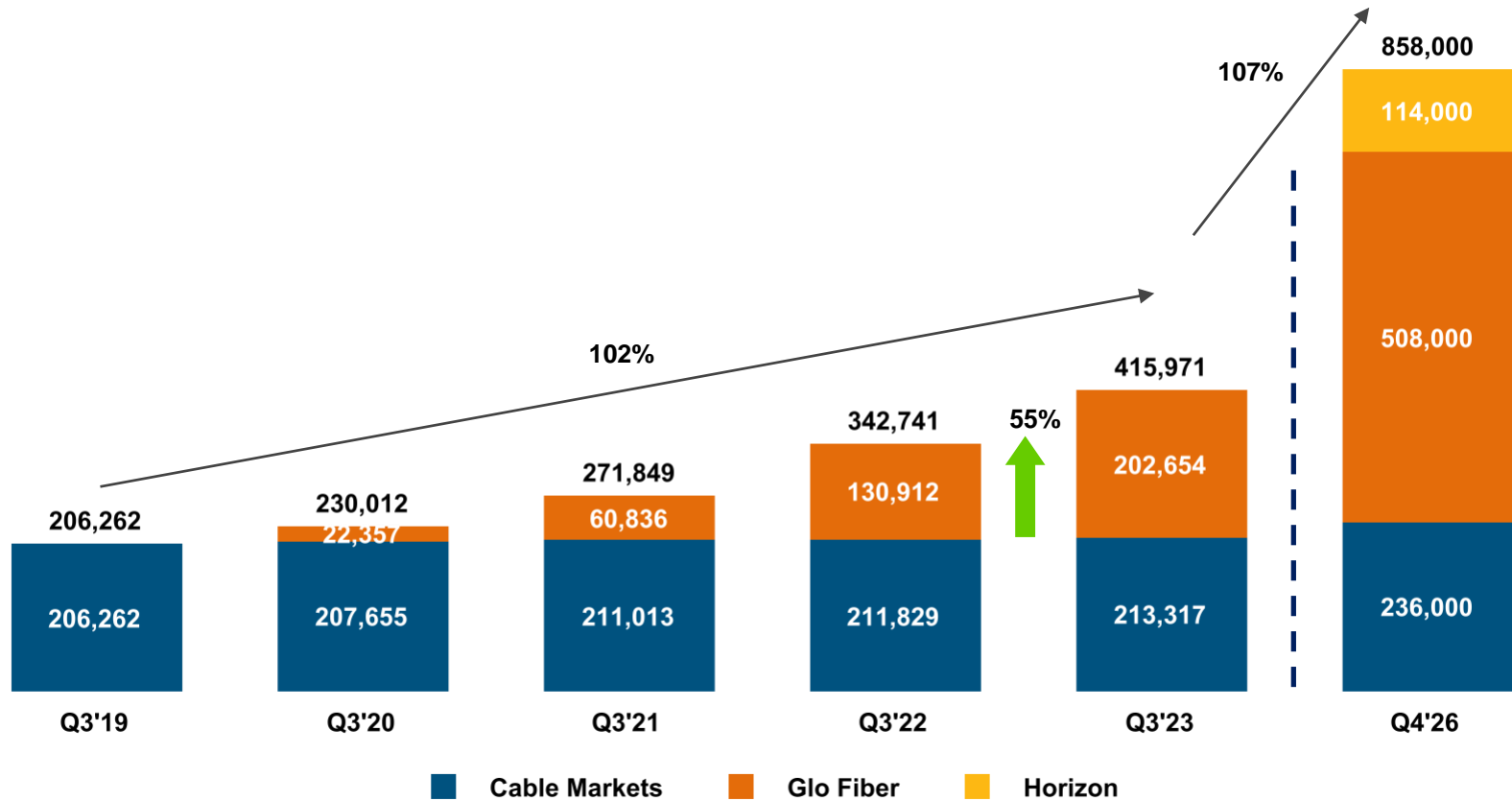


Chris French

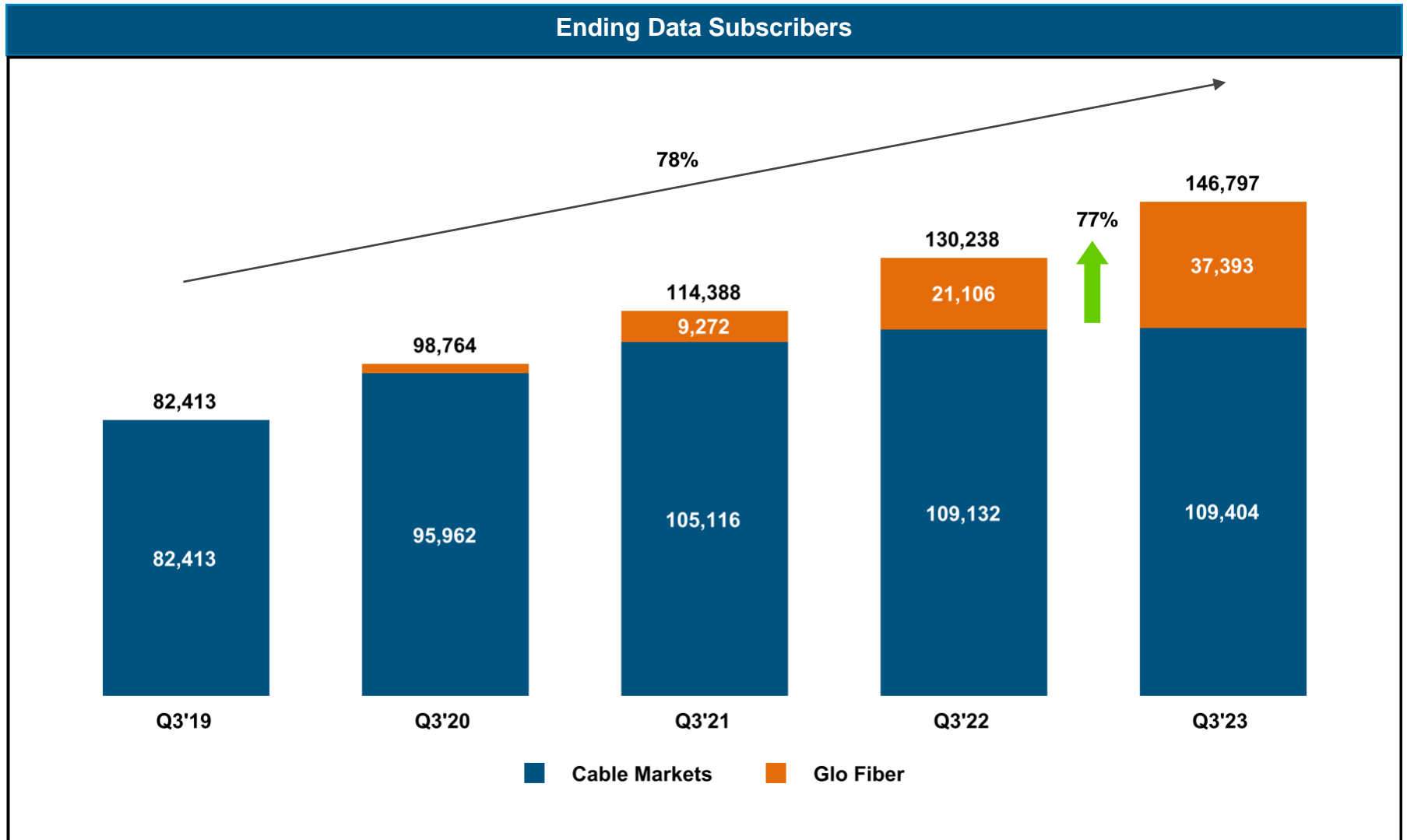
President and CEO

Broadband passings have doubled since the launch of Glo Fiber

Broadband Passings Released to Sales

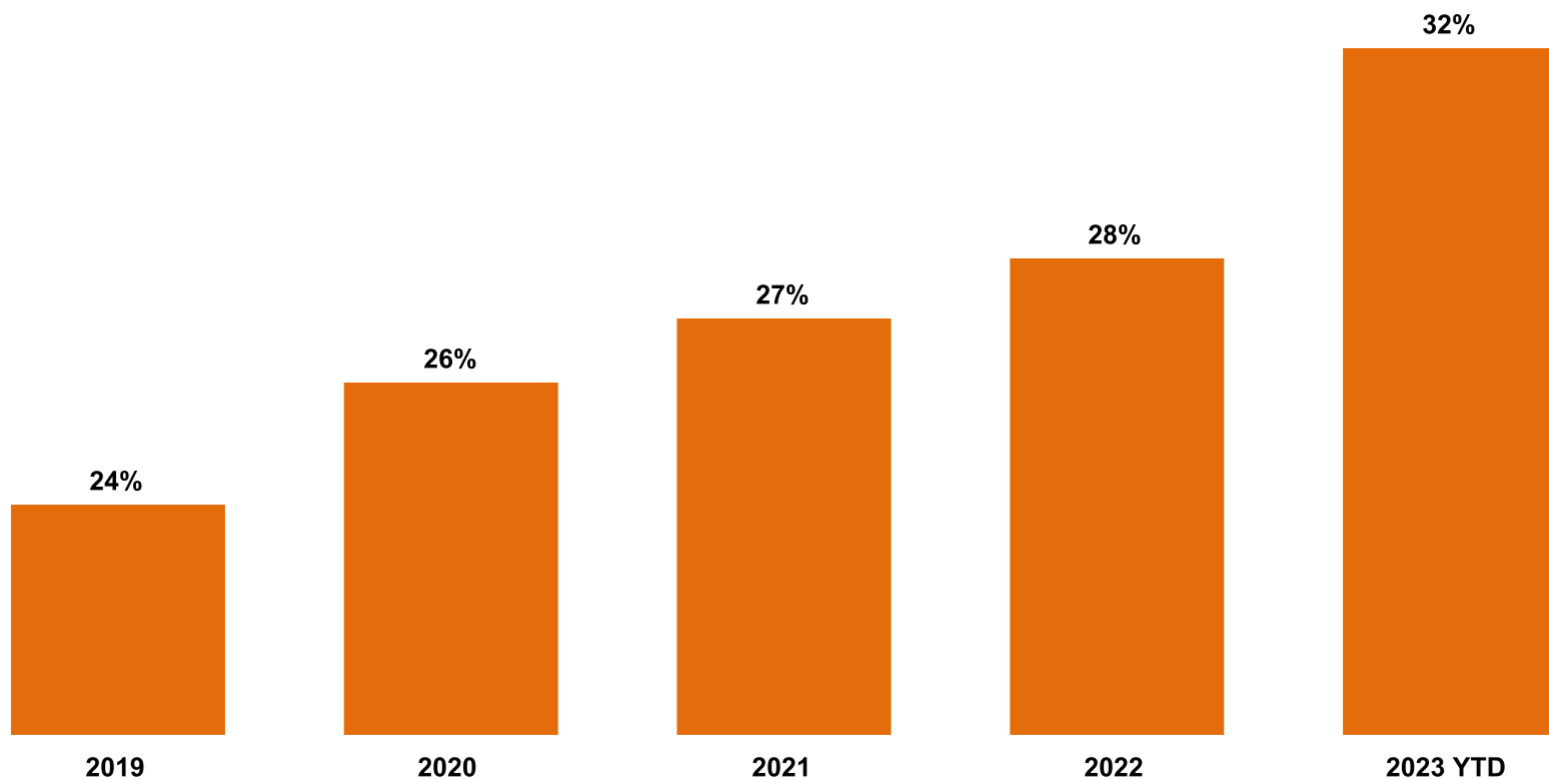


Strong Broadband Data Subscriber Trend



Expanding Margins fueled by Glo Fiber subscriber growth

Consolidated Adjusted EBITDA Margins





Jim Volk

SVP of Finance and CFO

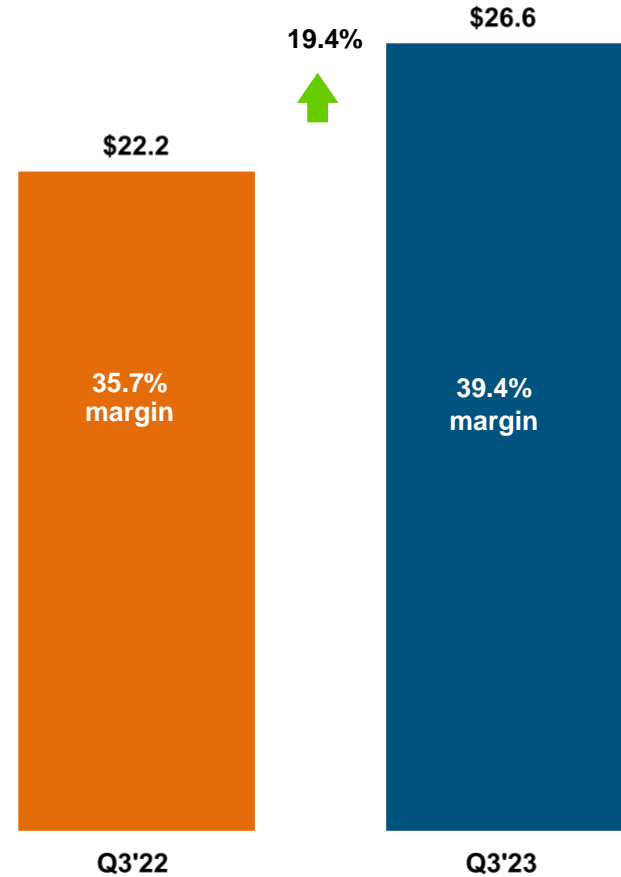
Broadband Highlights - Third Quarter Results

Revenue (in millions)

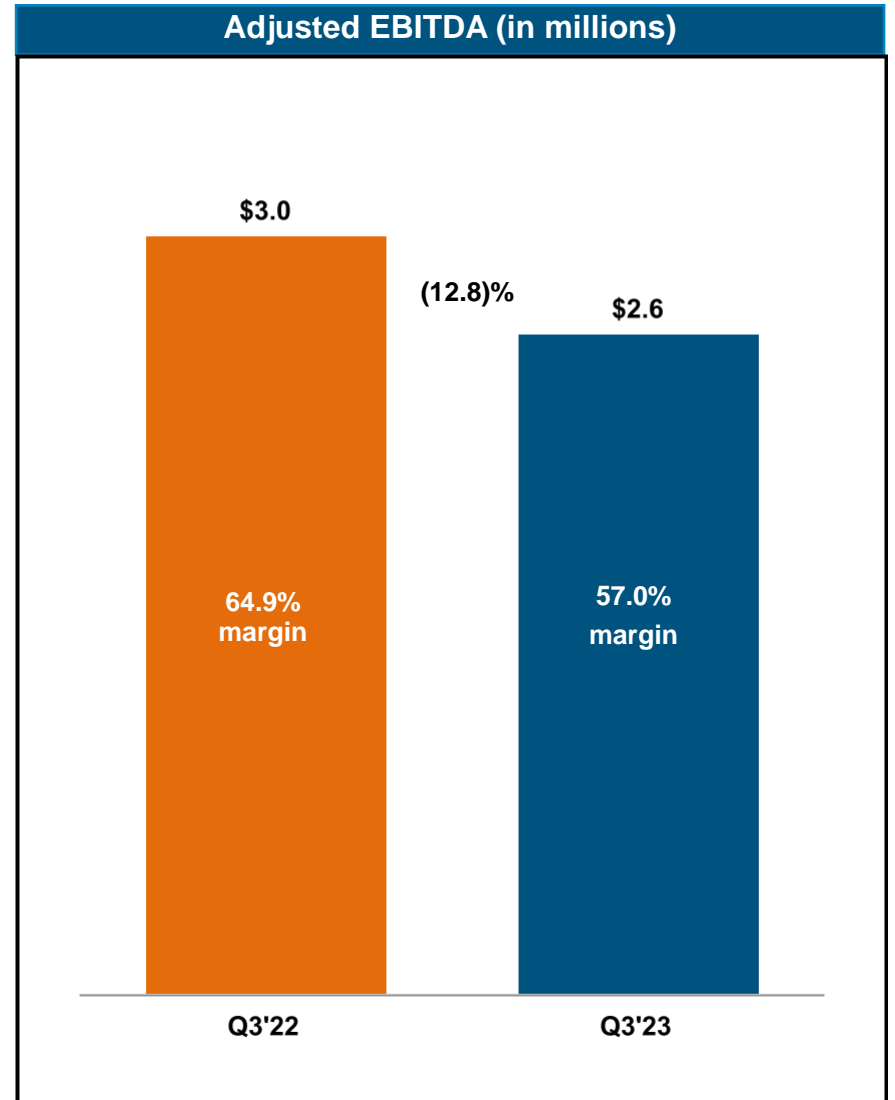
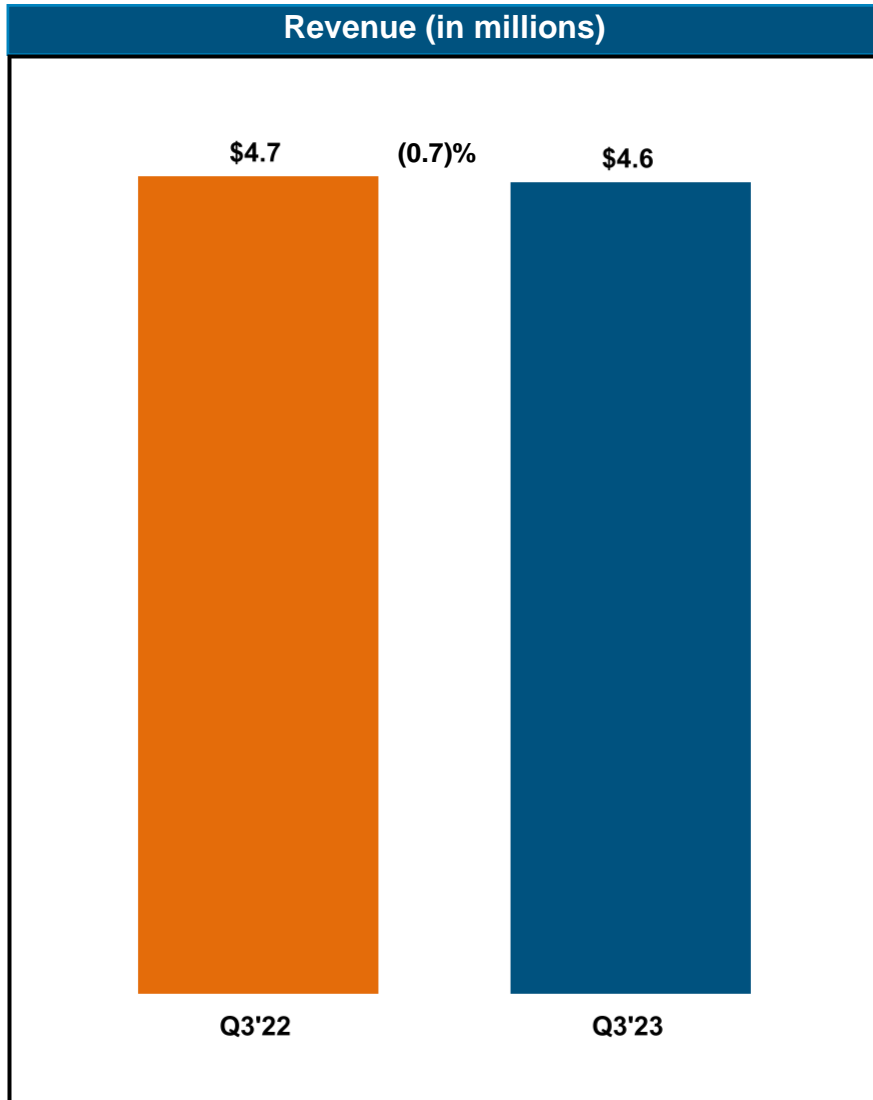
- Residential & SMB - Cable Markets
- Residential & SMB - Glo Fiber Markets
- Commercial Fiber
- RLEC & Other



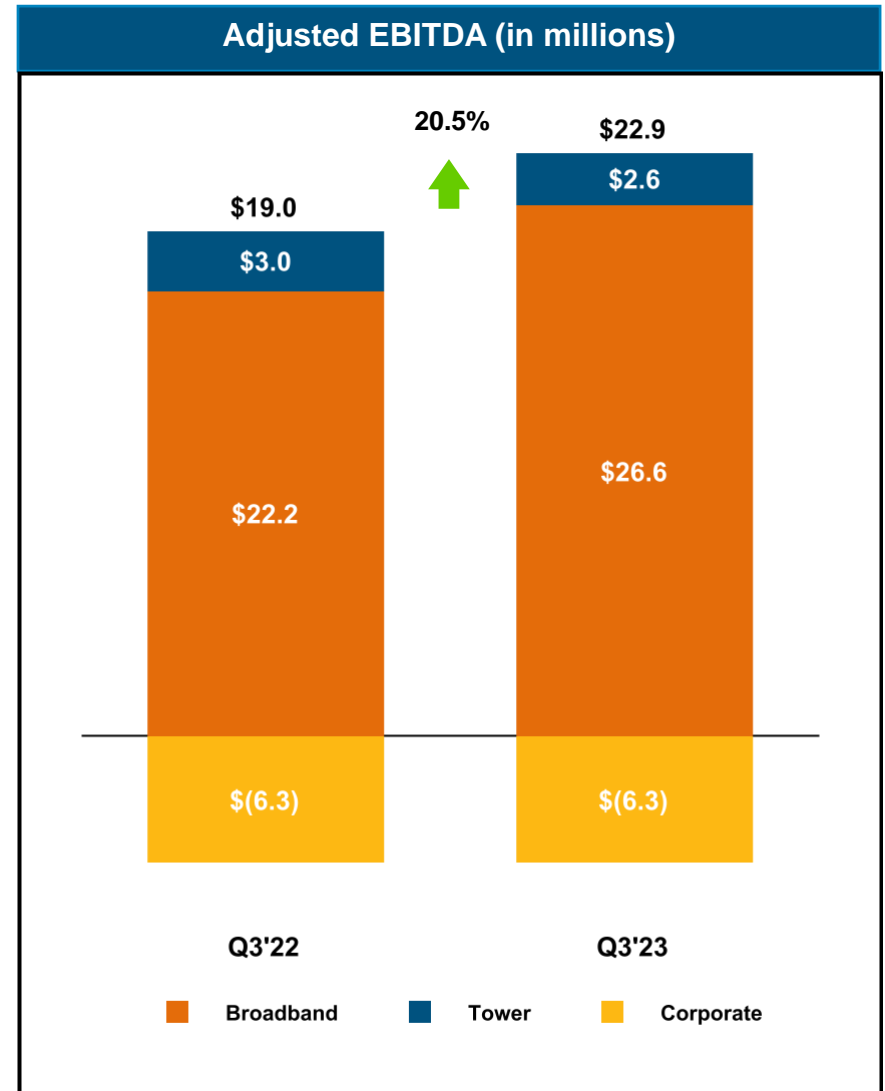
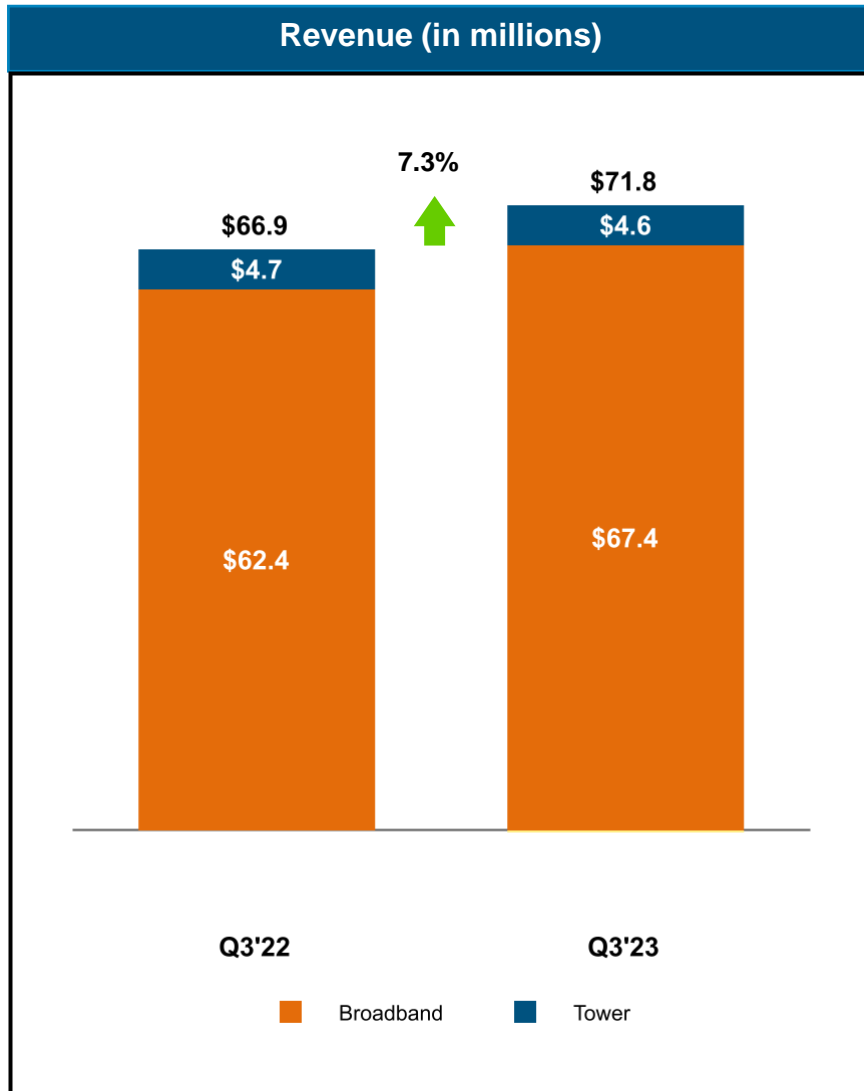
Adjusted EBITDA (in millions)



Tower Highlights - Third Quarter Results



Consolidated Highlights - Third Quarter Results

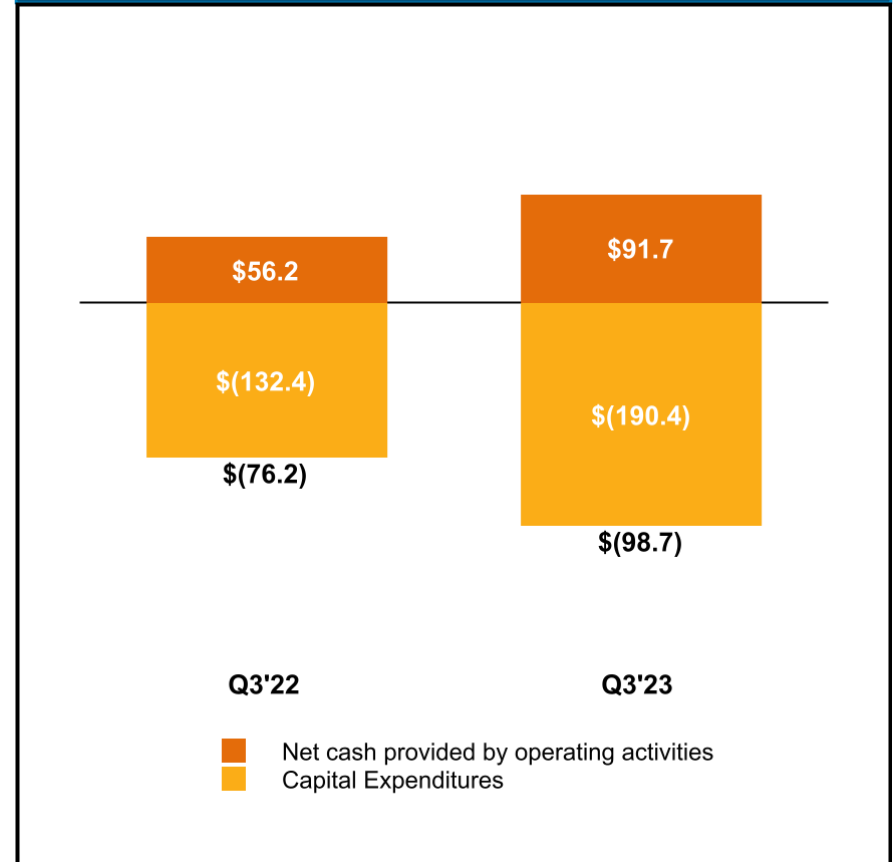


Liquidity & Free Cash Flow

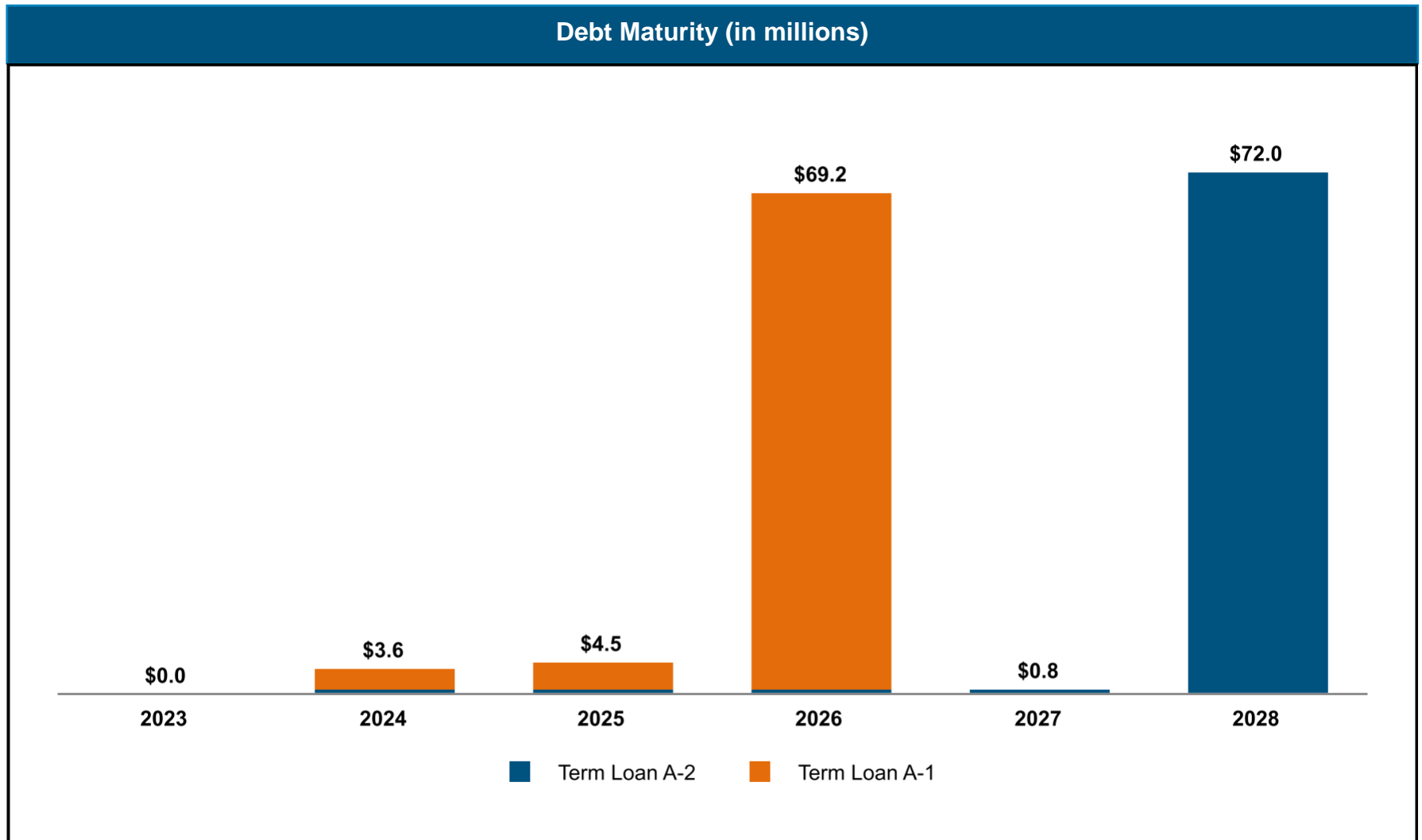
Liquidity (in millions)



Free Cash Flow (in millions)



Debt Maturity & Other Liquidity Events

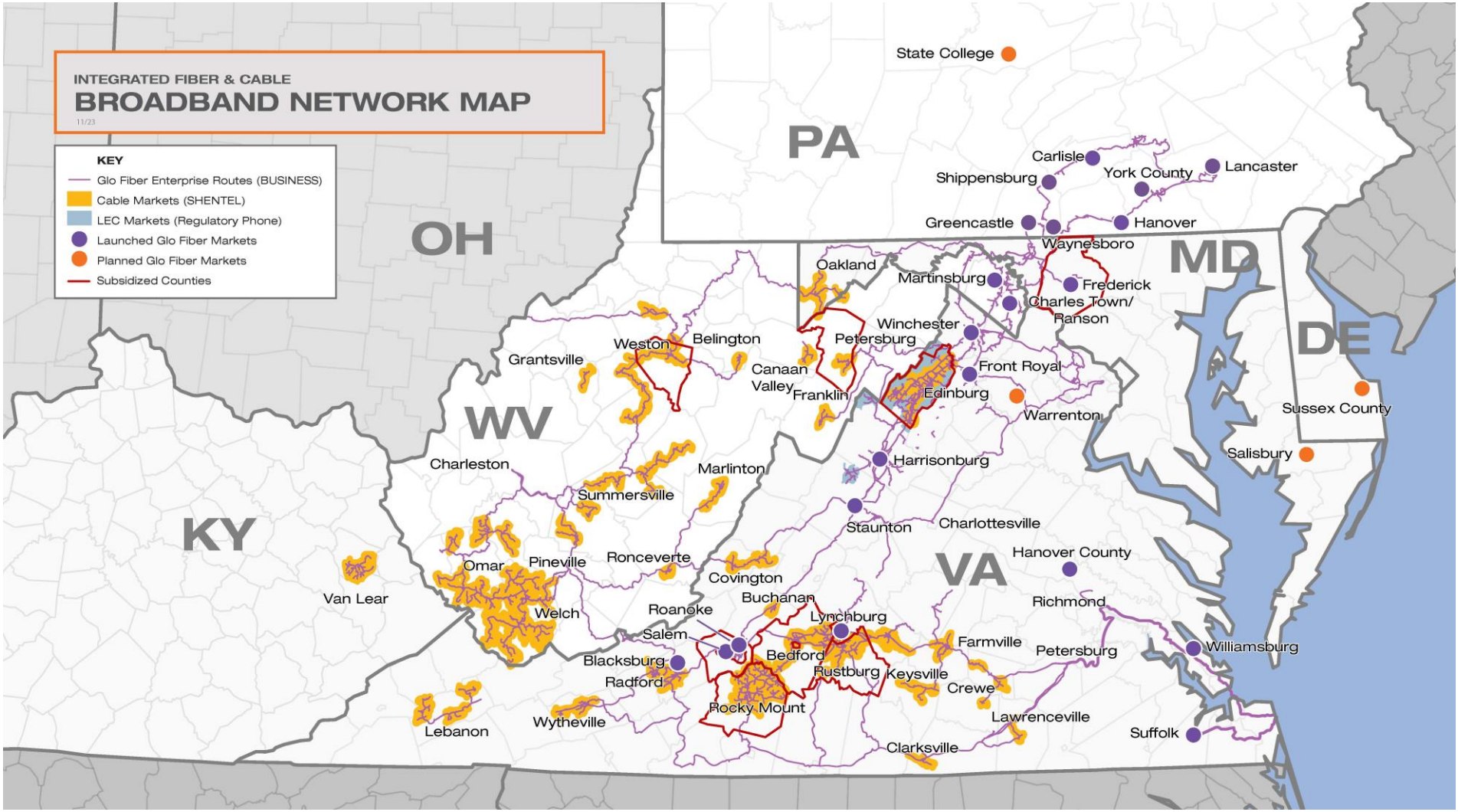




Ed McKay

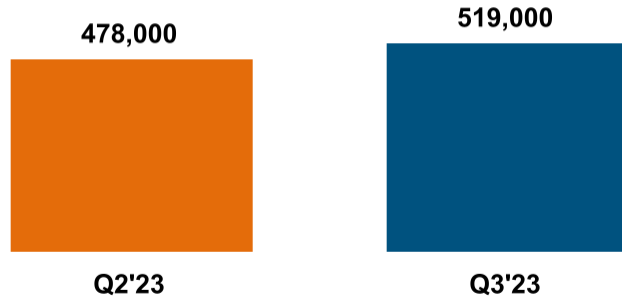
EVP and COO

Integrated Fiber and Cable Broadband Network

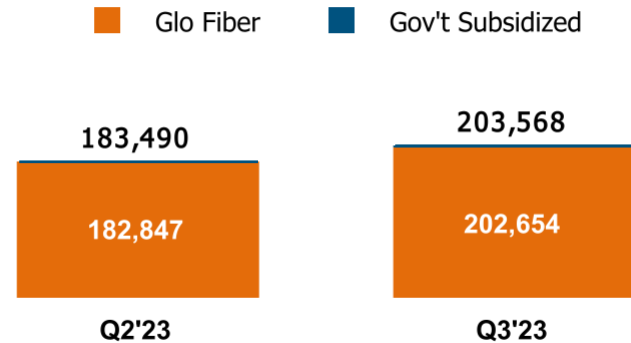


Broadband - Fiber Construction Metrics

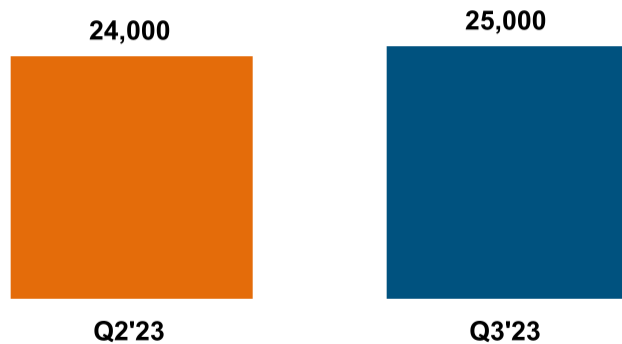
Glo Fiber Franchise Approved Passings



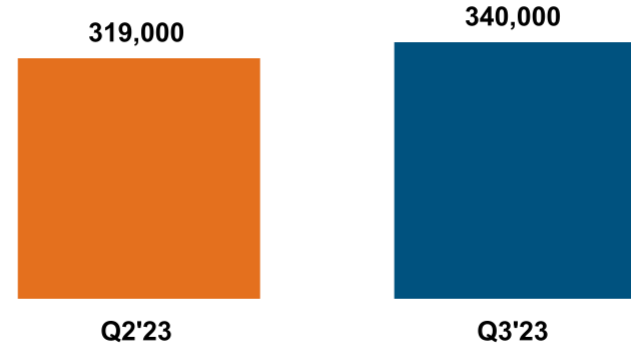
Fiber Passings Released to Sales



Government Grant Approved Fiber Passings¹

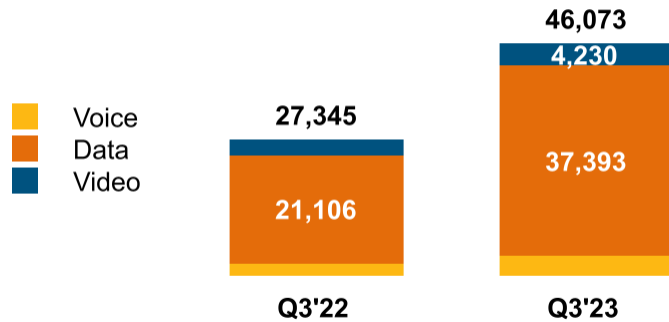


Total Fiber Construction Backlog Passings

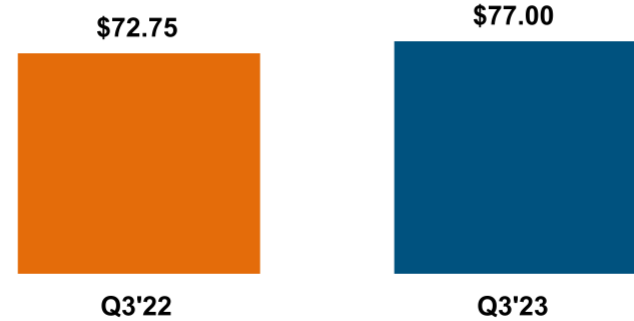


Broadband - Glo Fiber Operating Metrics

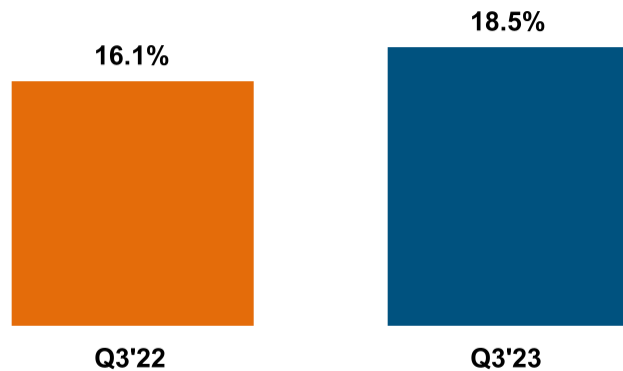
Revenue Generating Units (RGU)



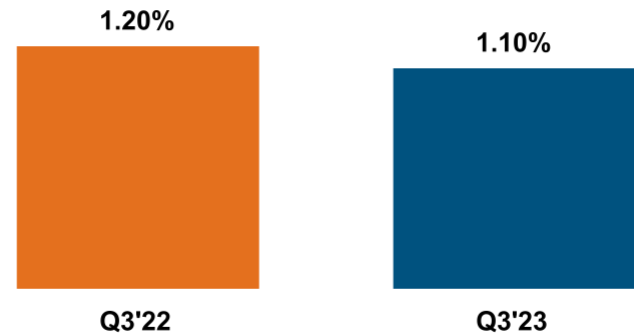
Broadband Data Average Revenue per User (ARPU)



Broadband Data Penetration

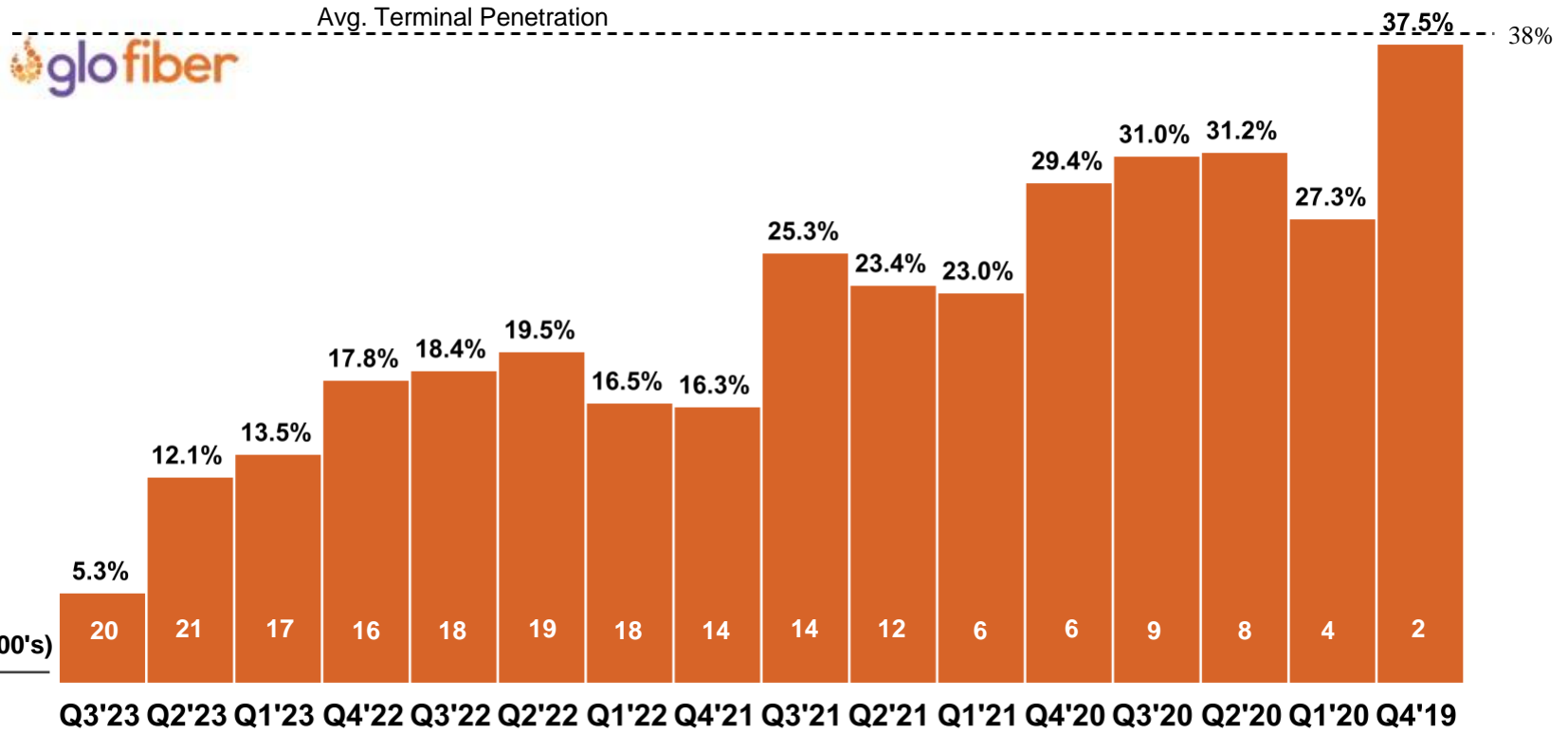


Broadband Data Churn



Vintage Glo Fiber Penetration

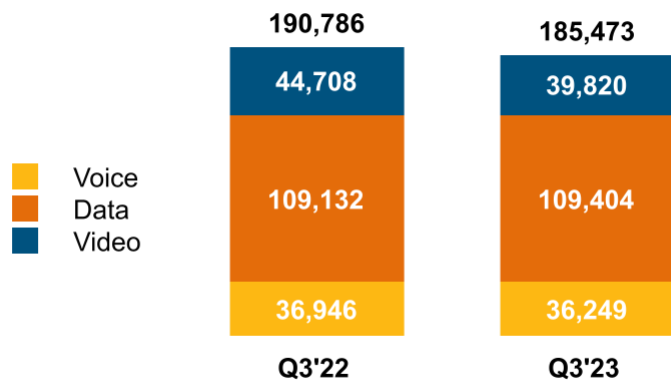
Vintage Glo Fiber Penetration¹



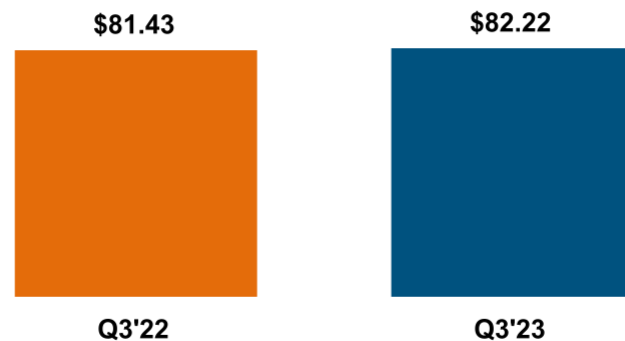
¹ Homes passed and penetration rates as of 9/30/2023, excluding vacant lots

Broadband - Cable Markets Metrics

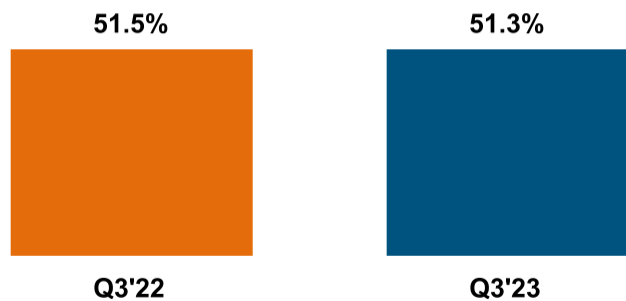
Revenue Generating Units (RGU)



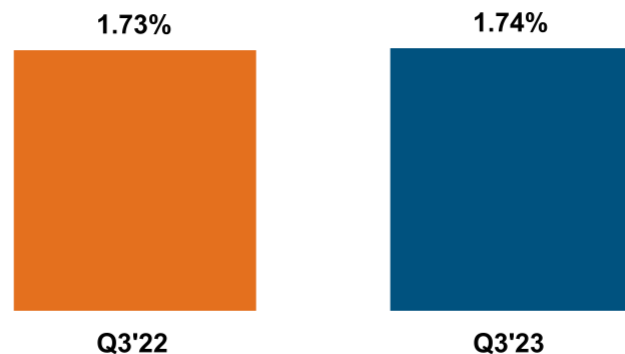
Broadband Data Average Revenue per User (ARPU)



Broadband Data Penetration

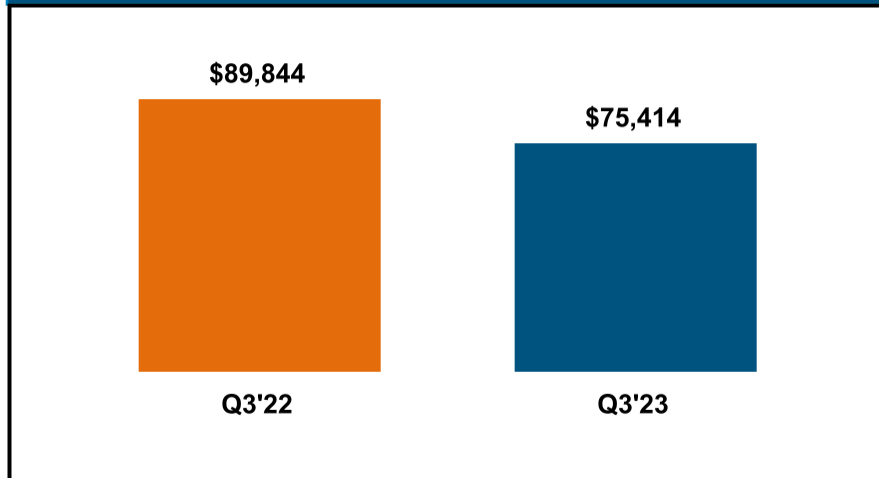


Broadband Data Churn

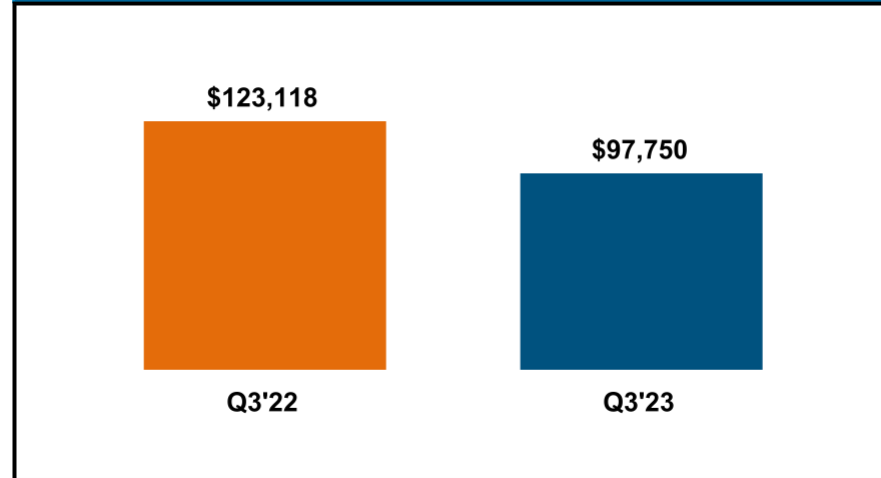


Broadband - Commercial Fiber Metrics

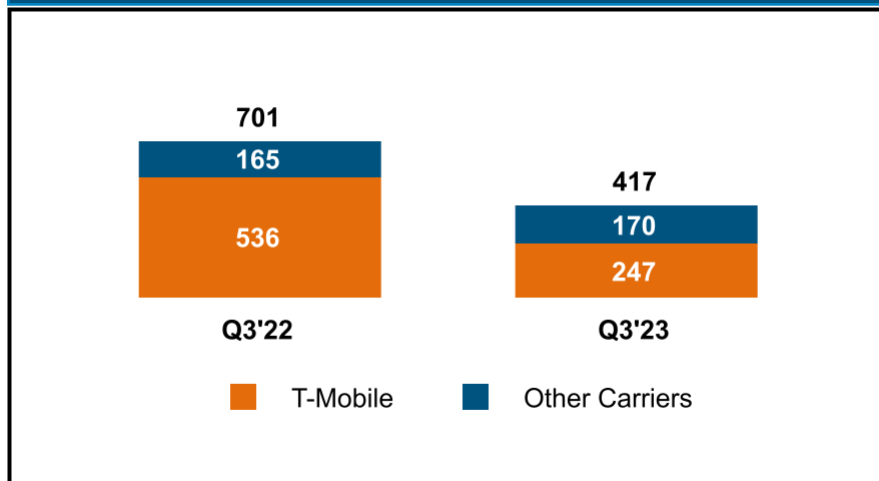
MRR & MAR Sales Bookings¹



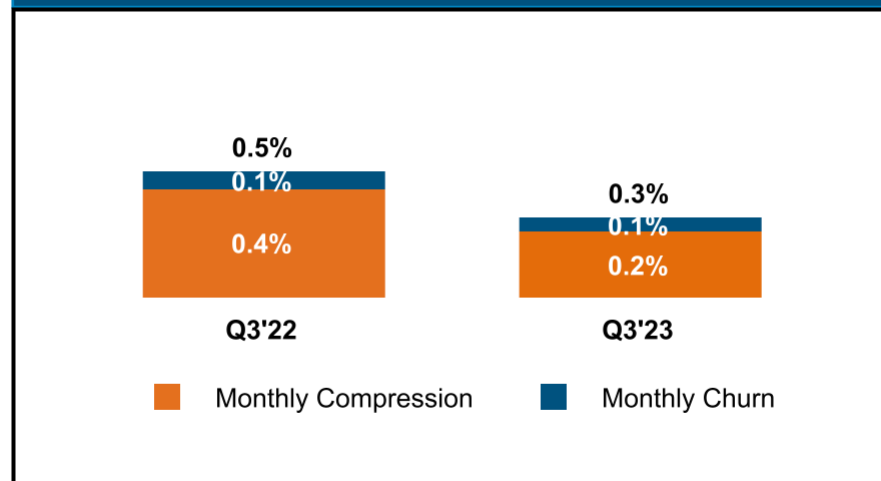
Installed MRR & MAR^{1, 2}



Backhaul Connections

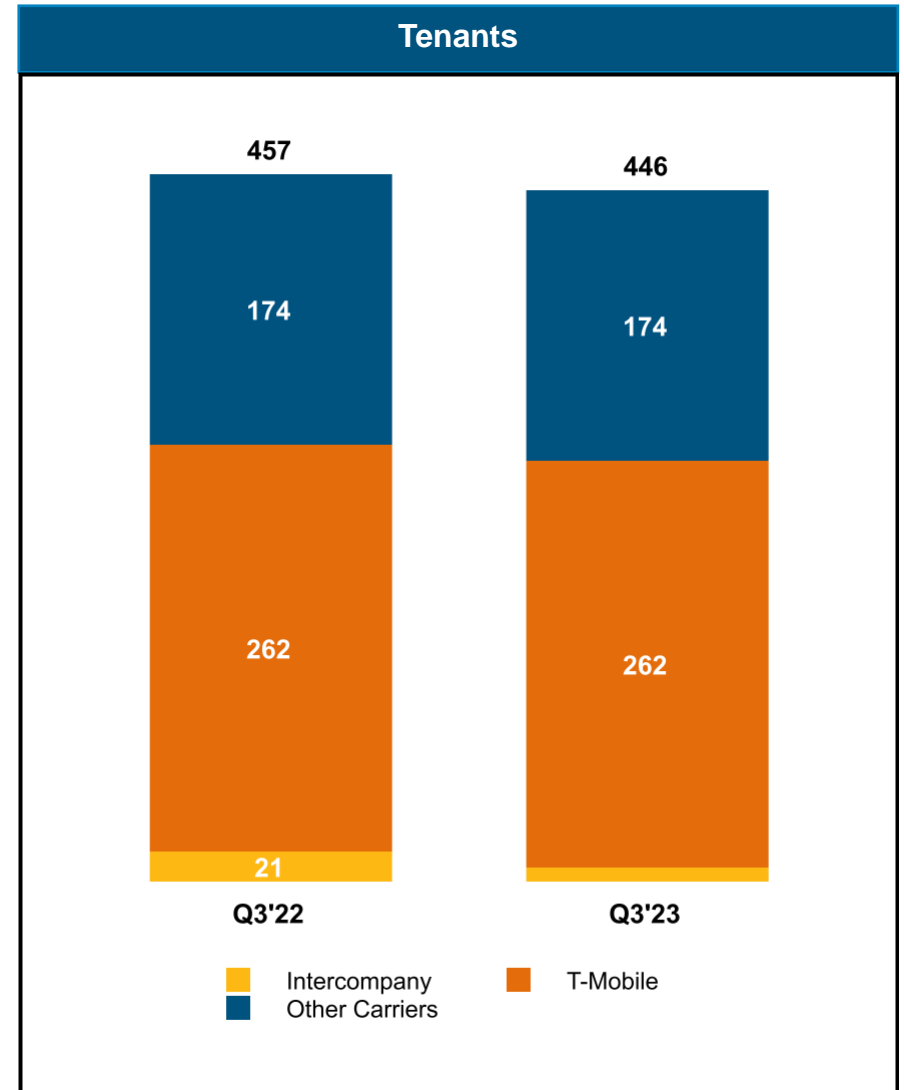
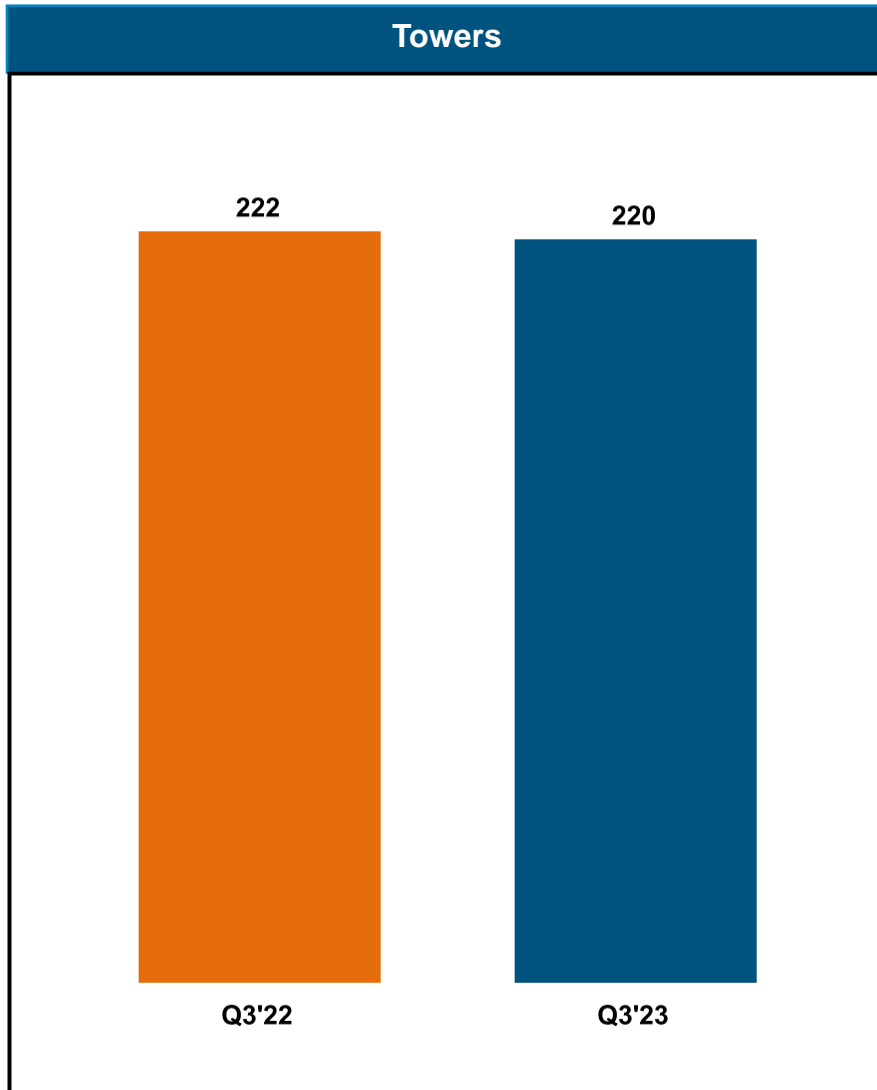


Monthly Compression and Disconnect Churn³



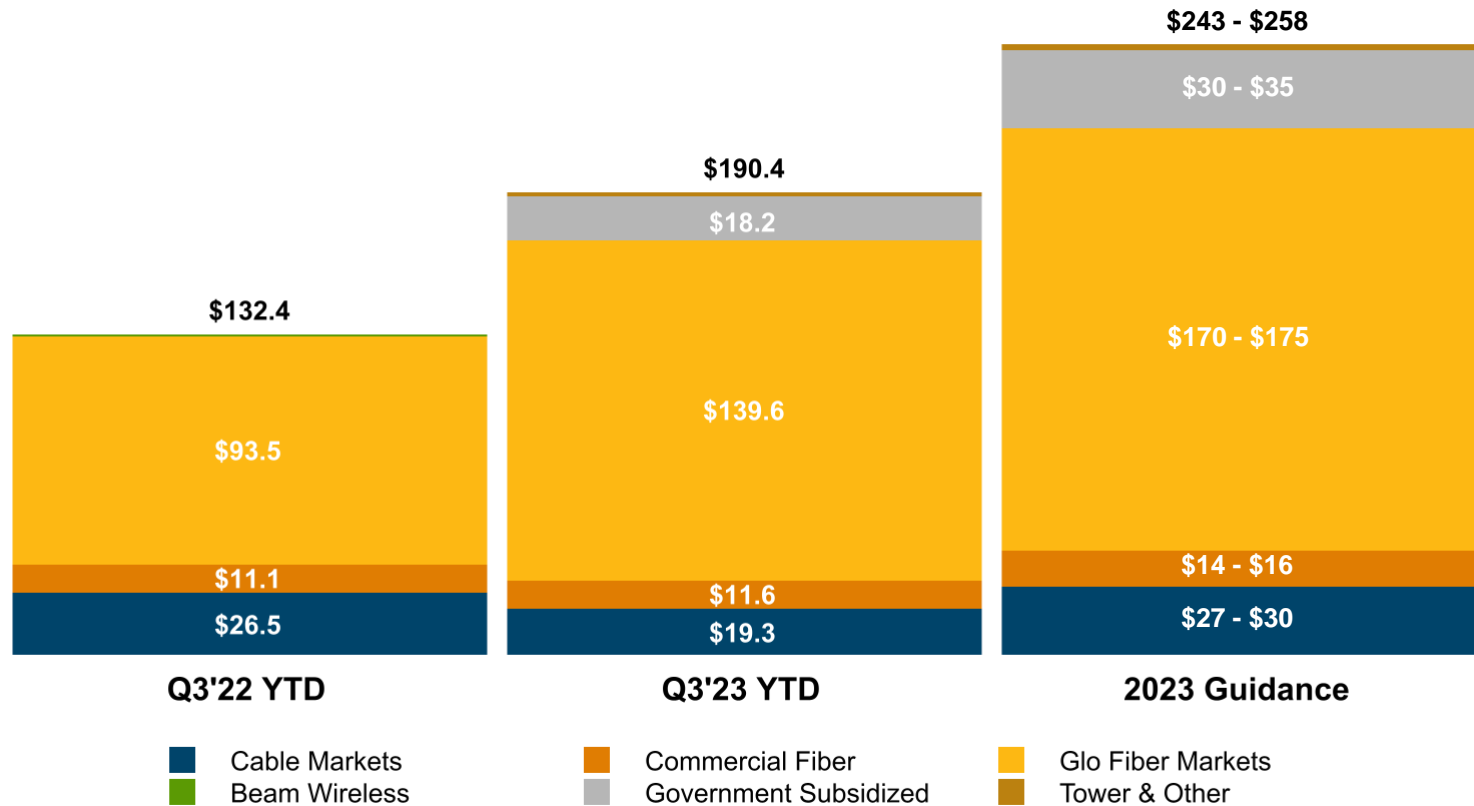
1. Excludes any voice, bulk residential, or small/medium business services sold to enterprise, wholesale, or government/education customers
 2. MRR = Monthly Recurring Revenue; MAR = Monthly Amortized Revenue
 2. Excludes impact of T-Mobile network rationalization

Tower - Metrics



Capital Expenditures

Capex Spending (\$ in millions)



Q&A

Appendix

Use of Non-GAAP Financial Measures

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 - Quarterly Results

Three Months Ended September 30, 2023

| <i>(in thousands)</i> | Broadband | Tower | Corporate & Eliminations | Consolidated |
|---------------------------------|------------------|-----------------|-------------------------------------|---------------------|
| Net income (loss) | \$ 10,630 | \$ 2,097 | \$ (11,134) | \$ 1,593 |
| Depreciation and amortization | 15,729 | 549 | 392 | 16,670 |
| Impairment expense | 1,532 | — | — | 1,532 |
| Other expense (income), net | (1,323) | — | 497 | (826) |
| Income tax benefit | — | — | 720 | 720 |
| Stock-based compensation | — | — | 2,044 | 2,044 |
| Restructuring charges and other | 3 | — | 1,143 | 1,146 |
| Adjusted EBITDA | <u>\$ 26,571</u> | <u>\$ 2,646</u> | <u>\$ (6,338)</u> | <u>\$ 22,879</u> |
| Adjusted EBITDA margin | 39 % | 57 % | N/A | 32 % |

Three Months Ended September 30, 2022

| <i>(in thousands)</i> | Broadband | Tower | Corporate & Eliminations | Consolidated |
|---------------------------------|------------------|-----------------|-------------------------------------|---------------------|
| Net income (loss) | \$ 4,752 | \$ 2,590 | \$ (10,070) | \$ (2,728) |
| Depreciation and amortization | 16,791 | 445 | 637 | 17,873 |
| Impairment expense | 477 | — | — | 477 |
| Other expense (income), net | 58 | — | 1,150 | 1,208 |
| Income tax benefit | — | — | (251) | (251) |
| Stock-based compensation | — | — | 1,771 | 1,771 |
| Restructuring charges and other | 169 | — | 472 | 641 |
| Adjusted EBITDA | <u>\$ 22,247</u> | <u>\$ 3,035</u> | <u>\$ (6,291)</u> | <u>\$ 18,991</u> |
| Adjusted EBITDA margin | 36 % | 65 % | N/A | 28 % |

Broadband - Average Revenue per User (ARPU)

| | For the third quarter ended, | |
|-----------------------------------|------------------------------|-----------|
| | 2022 | 2023 |
| Residential & SMB Revenue (000's) | | |
| Broadband | \$ 30,670 | \$ 35,096 |
| Cable Markets | \$ 26,502 | \$ 26,977 |
| Glo Fiber Markets | \$ 4,168 | \$ 8,119 |
| Video | \$ 14,914 | \$ 14,077 |
| Voice | \$ 3,041 | \$ 3,062 |
| Discounts, Adjustments, and Other | \$ 75 | \$ 769 |
| Average Revenue Generating Units | | |
| Broadband | 127,579 | 144,510 |
| Cable Markets | 108,481 | 109,364 |
| Glo Fiber Markets | 19,098 | 35,146 |
| Video | 48,456 | 44,385 |
| Voice | 39,659 | 40,605 |
| Average Revenue per User (ARPU)* | | |
| Broadband | \$ 80.05 | \$ 80.95 |
| Cable Markets | \$ 81.43 | \$ 82.22 |
| Glo Fiber Markets | \$ 72.75 | \$ 77.00 |
| Video | \$ 102.59 | \$ 105.72 |
| Voice | \$ 25.56 | \$ 25.14 |