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**Q1 2022**

**Earnings Conference Call**

August 3, 2022

# 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:

- ❑ Intensifying competition in the communications industry;
- ❑ Adverse economic conditions including high inflation; and
- ❑ Natural disasters, pandemics and outbreaks of contagious diseases and other adverse public health developments, such as COVID-19;

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.

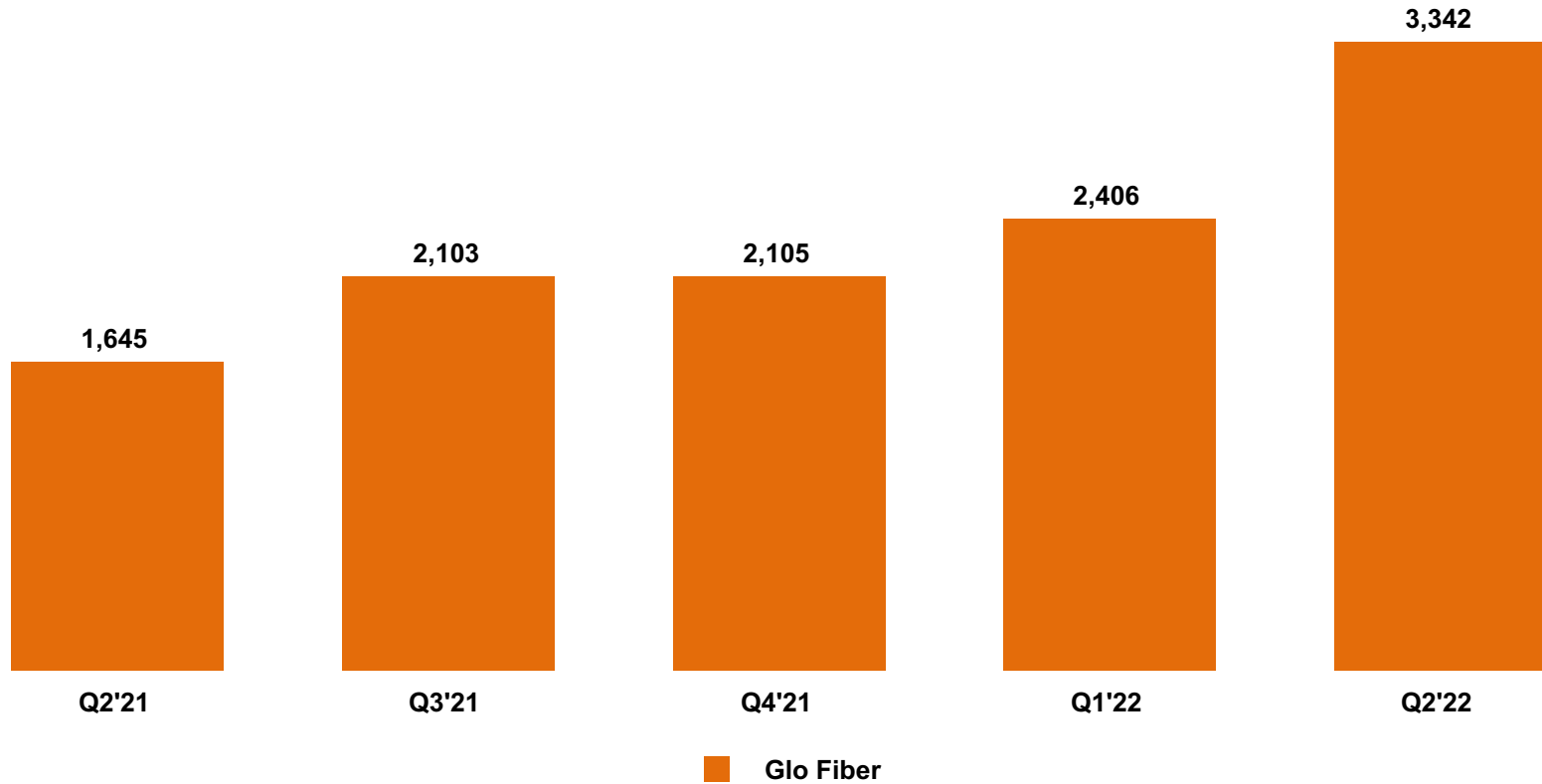


# Chris French

President and CEO

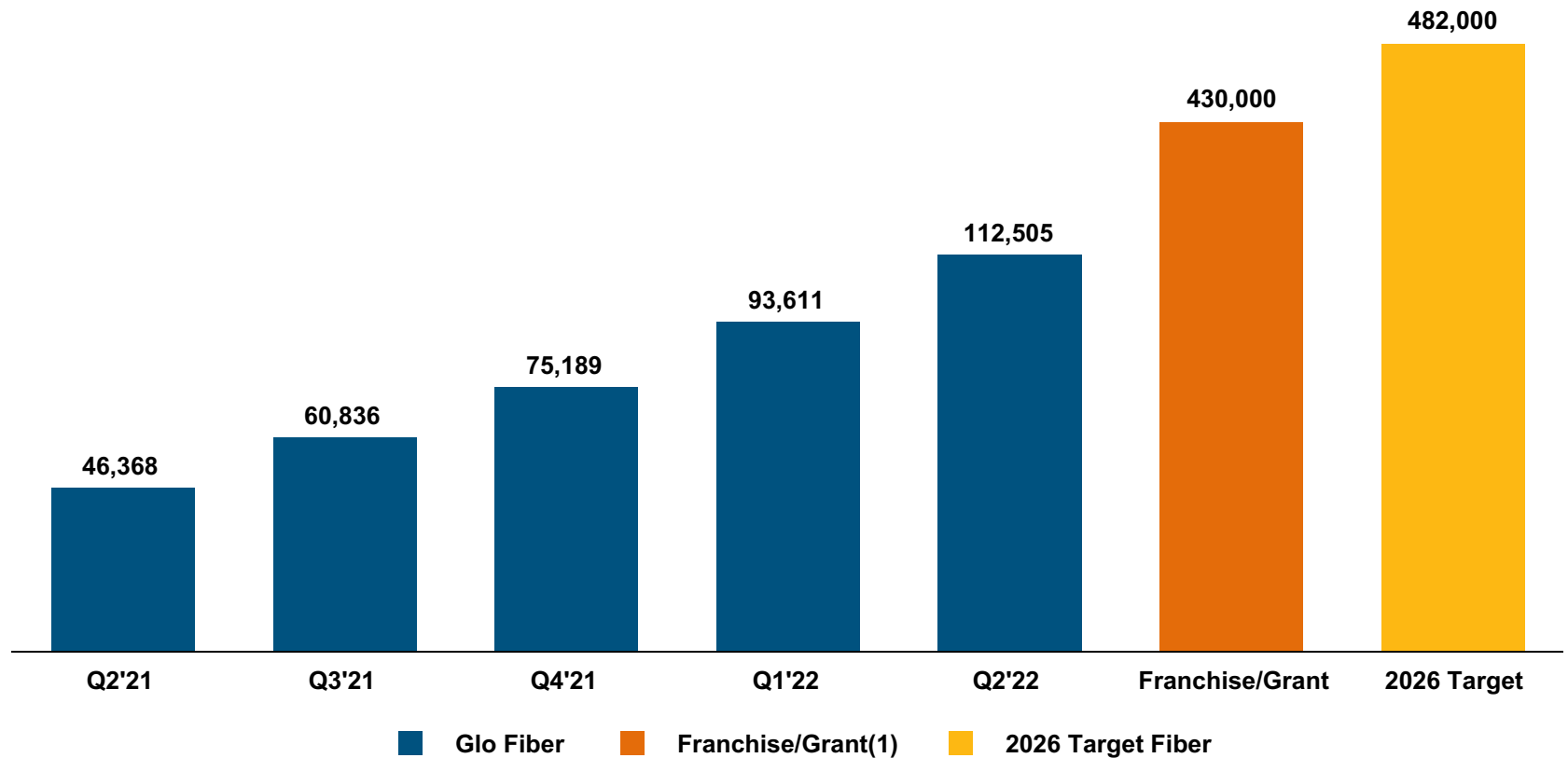
# Accelerating Glo Fiber Net Additions

Glo Fiber Data Net Additions



# Clear Visibility in Fiber Network Expansion

Fiber Network Home and Business Passings

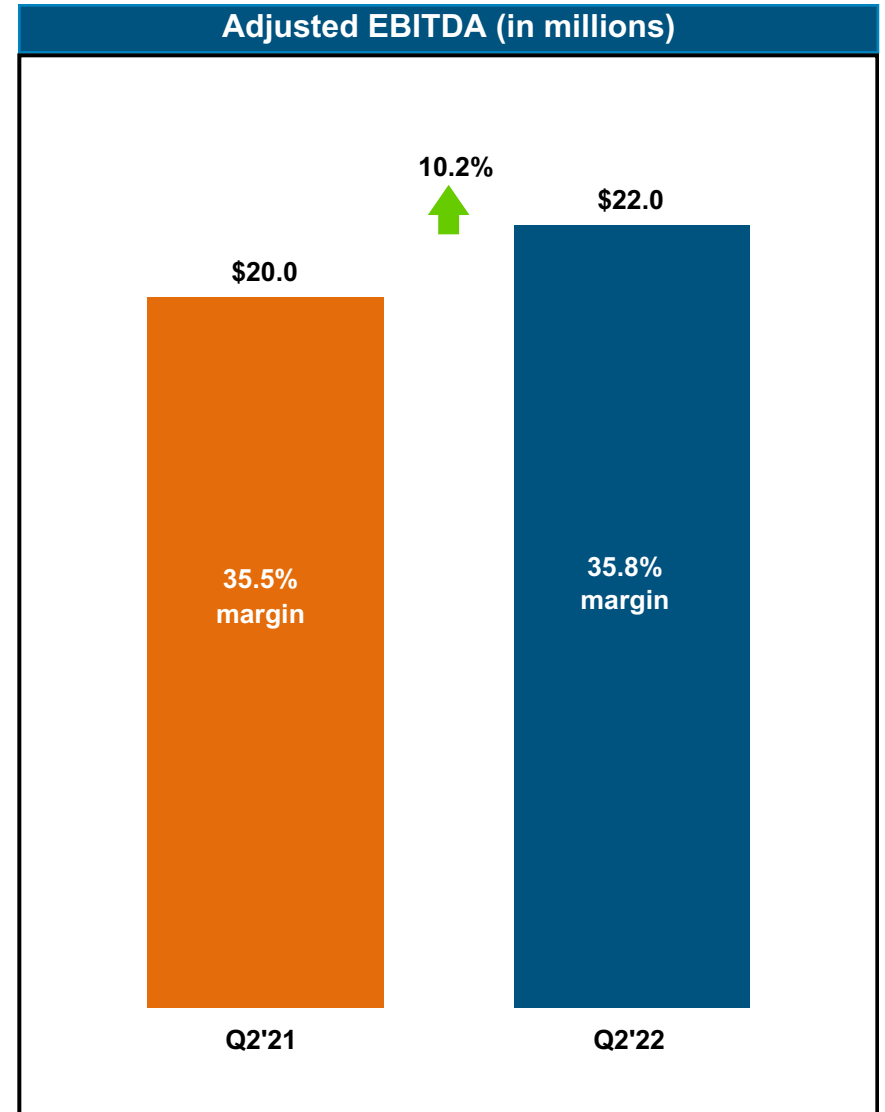
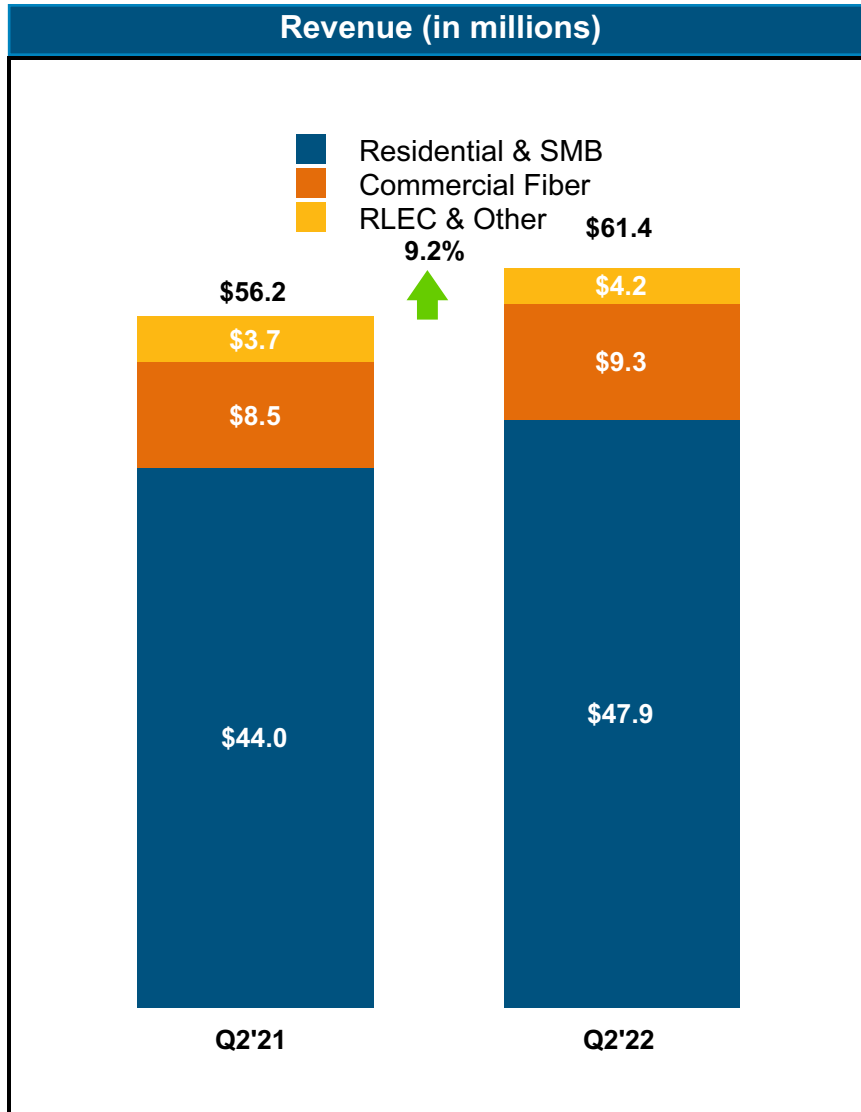




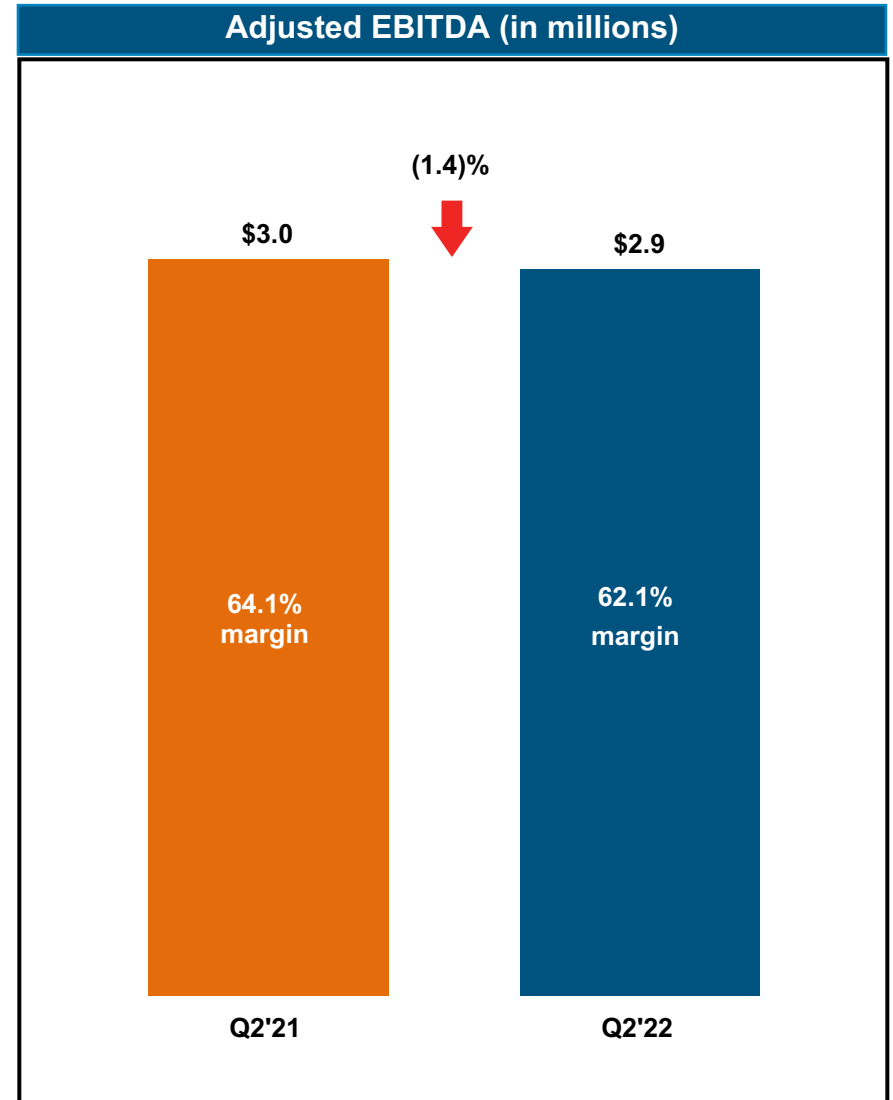
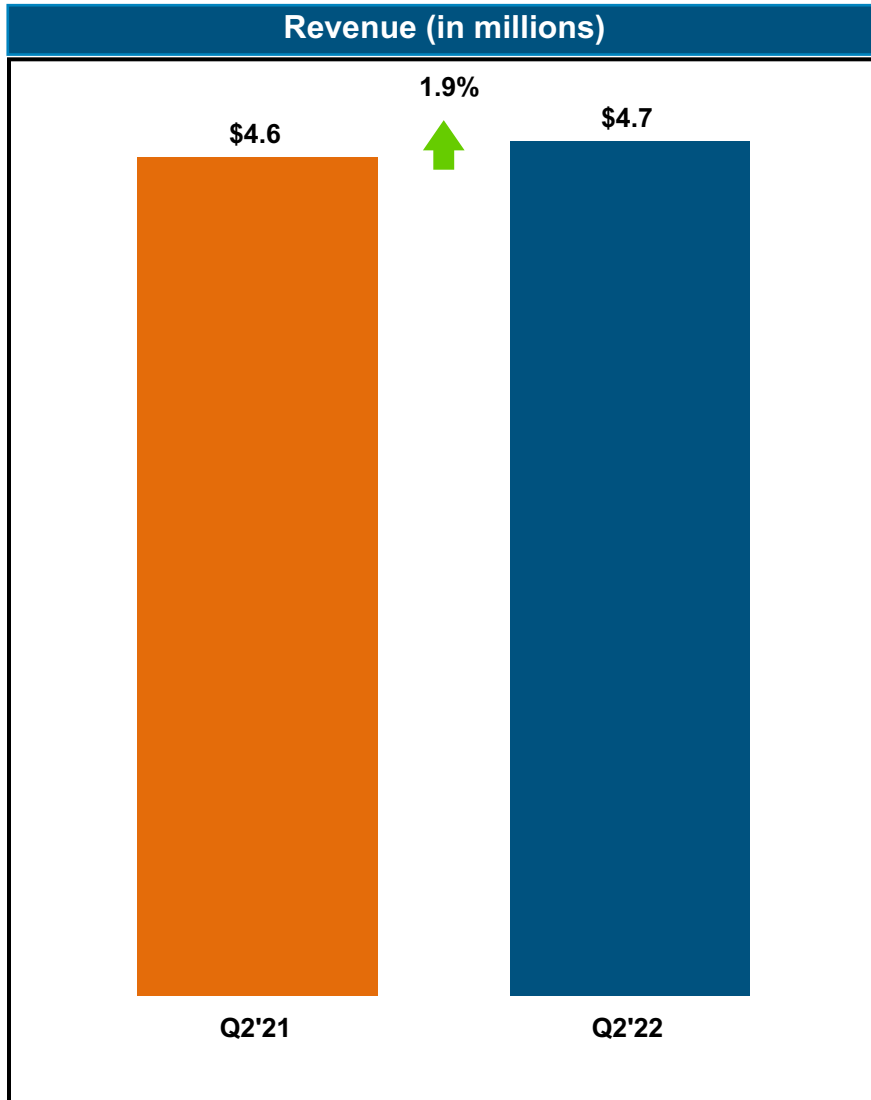
# Jim Volk

SVP of Finance and CFO

# Broadband Highlights - Second Quarter Results

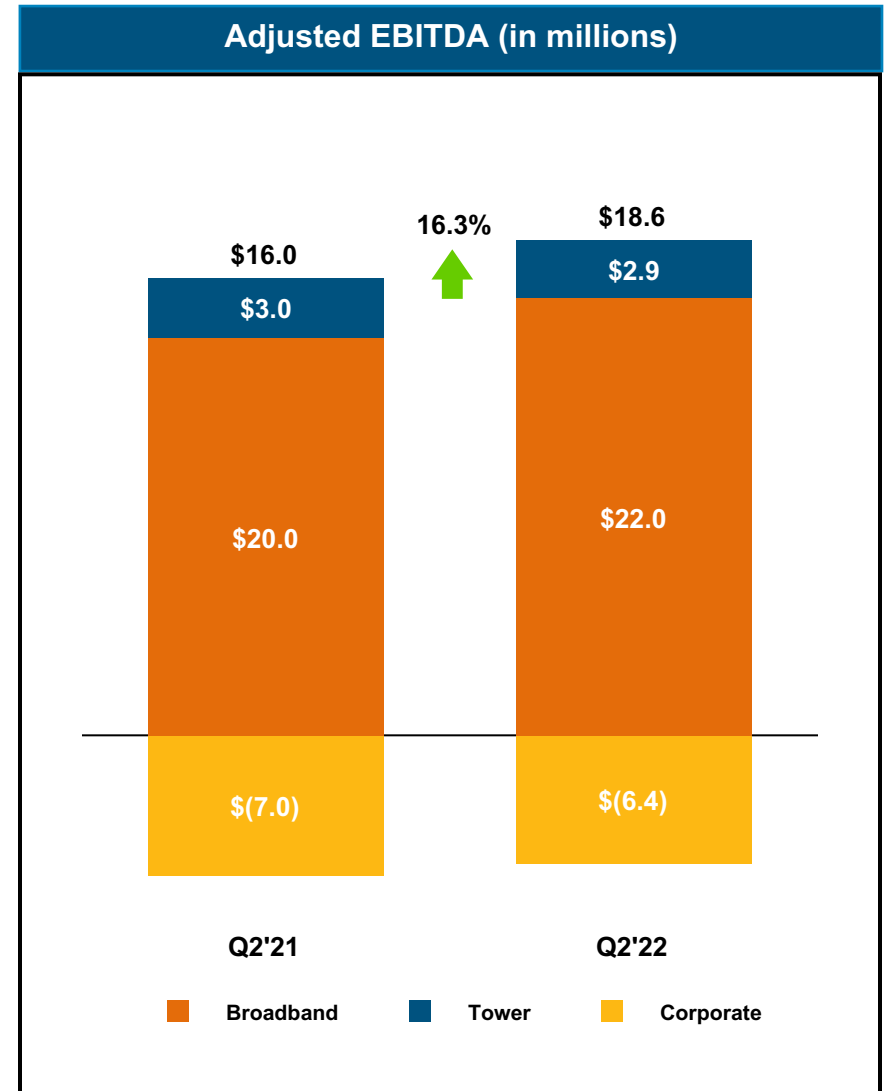
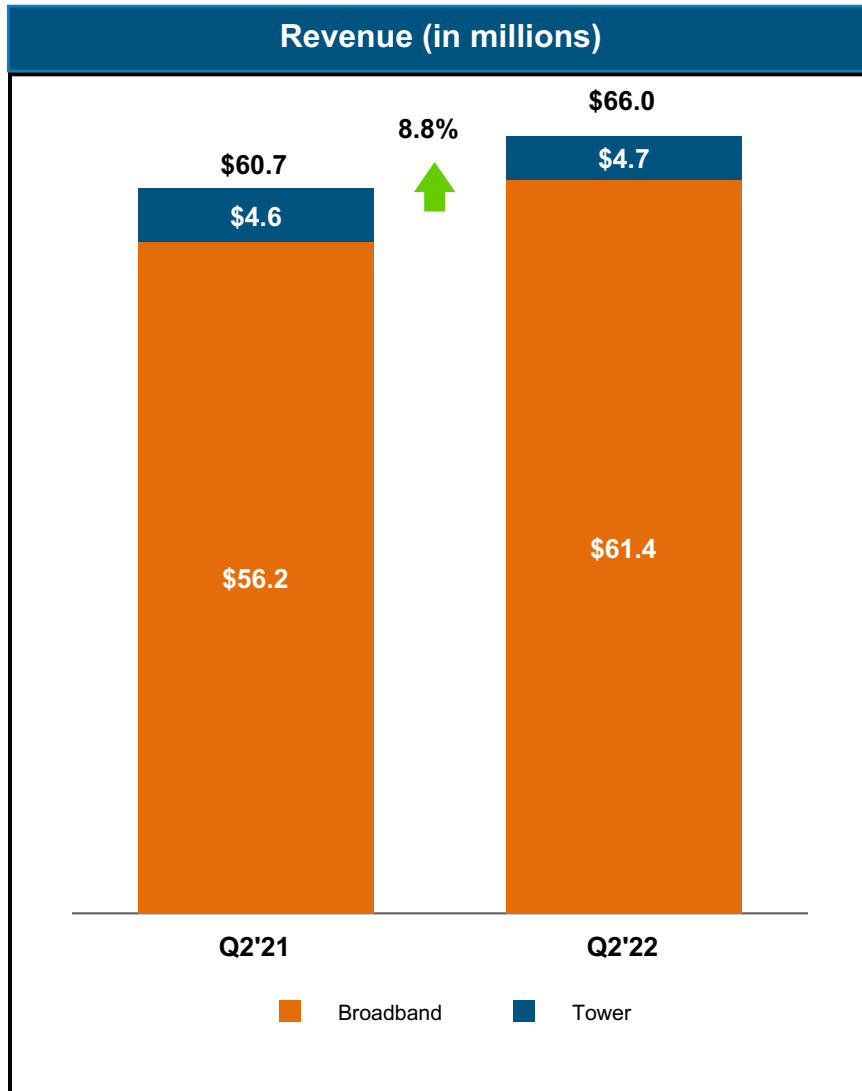


# Tower Highlights - Second Quarter Results



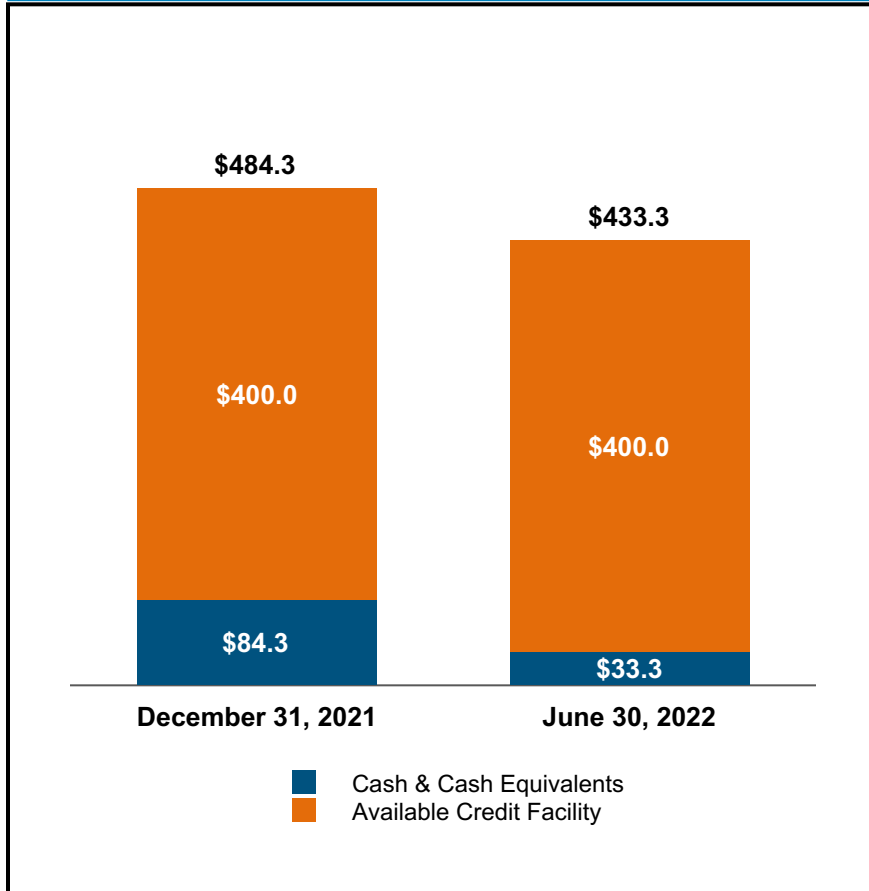


# Consolidated Highlights - Second Quarter Results

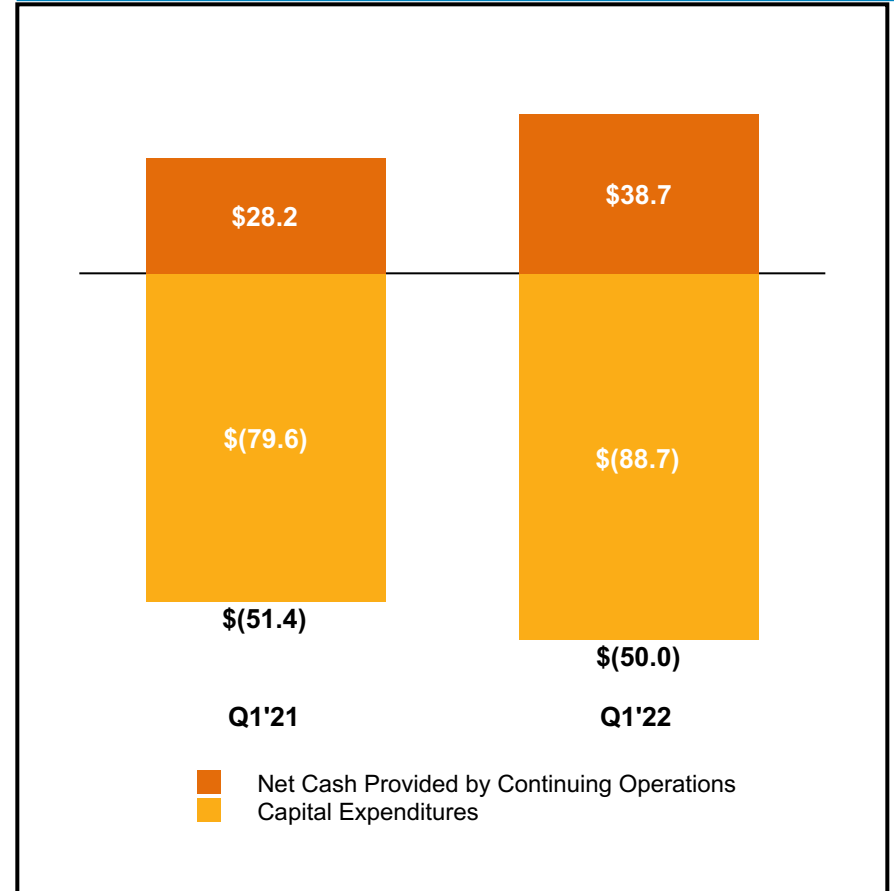


# Liquidity & Free Cash Flow

Liquidity (in millions)



Free Cash Flow (in millions)





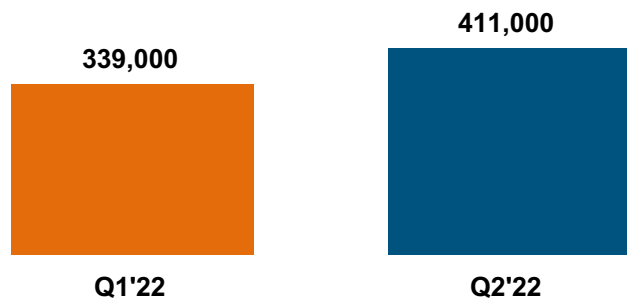
# Ed McKay

EVP and COO

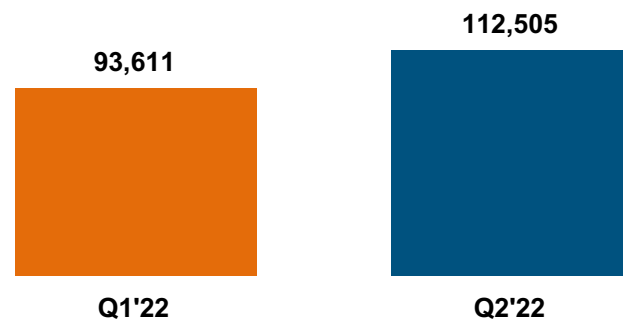


# Broadband - Fiber Construction Metrics

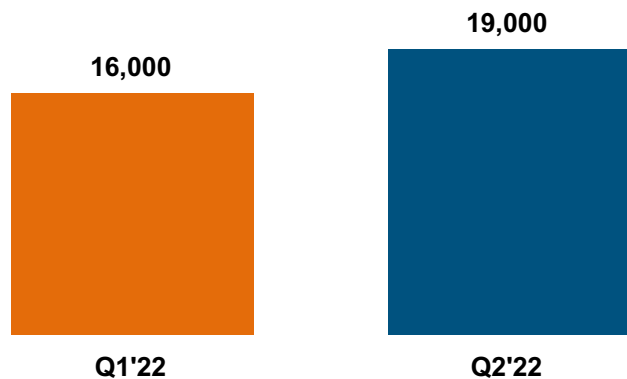
## Glo Fiber Franchise Approved Passings



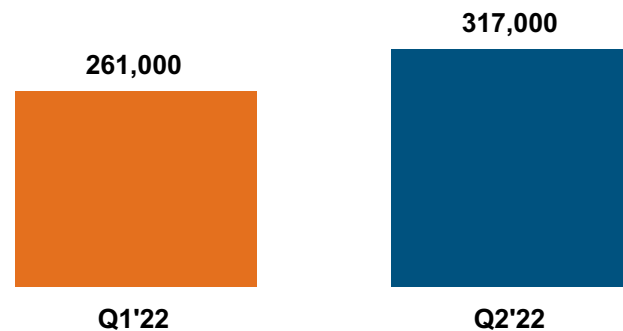
## Glo Fiber Passings Released to Sales



## Government Grant Approved Fiber Passings

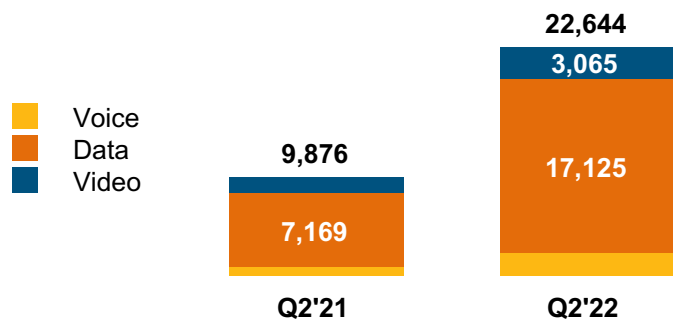


## Total Fiber Construction Backlog Passings

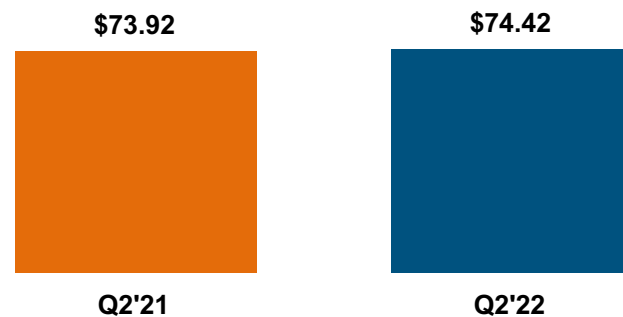


# Broadband - Glo Fiber Operating Metrics

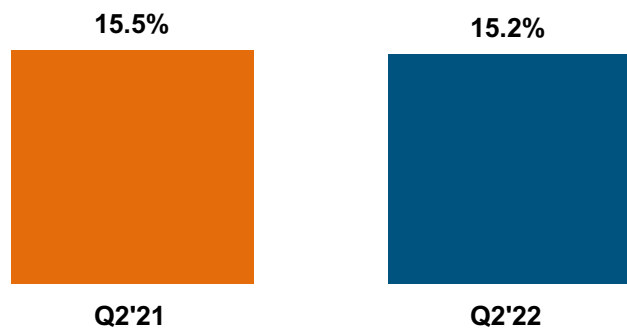
## Revenue Generating Units (RGU)



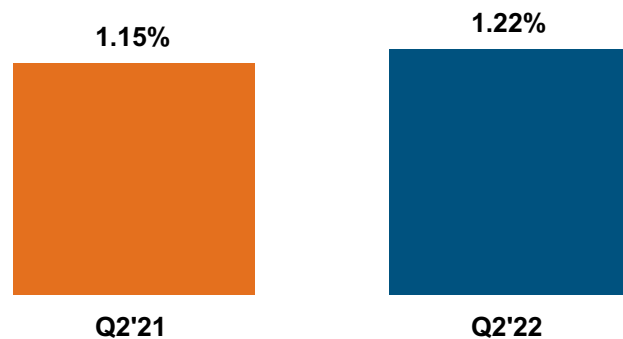
## Broadband Data Average Revenue per User (ARPU)



## Broadband Data Penetration

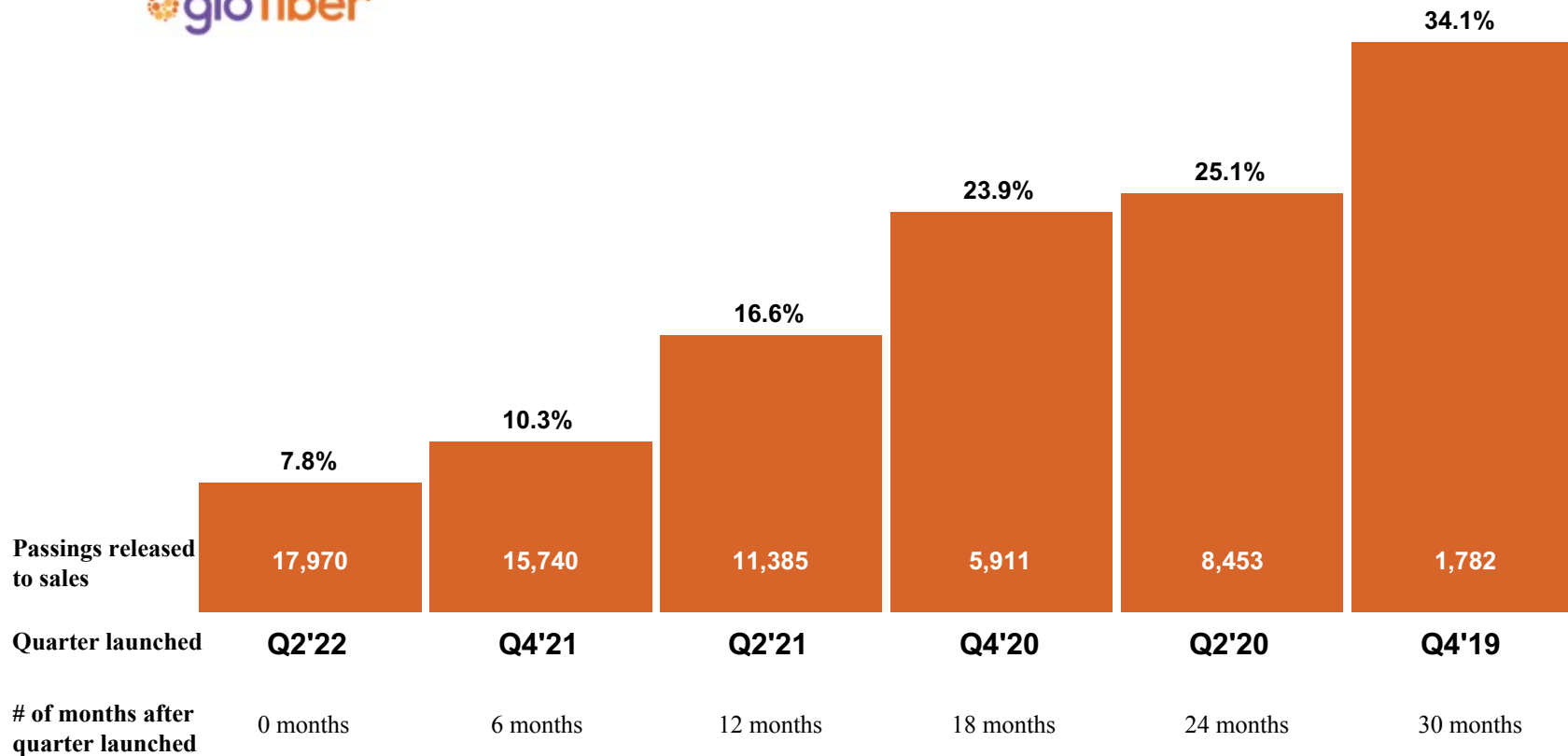


## Broadband Data Churn



# Vintage Glo Fiber Penetration

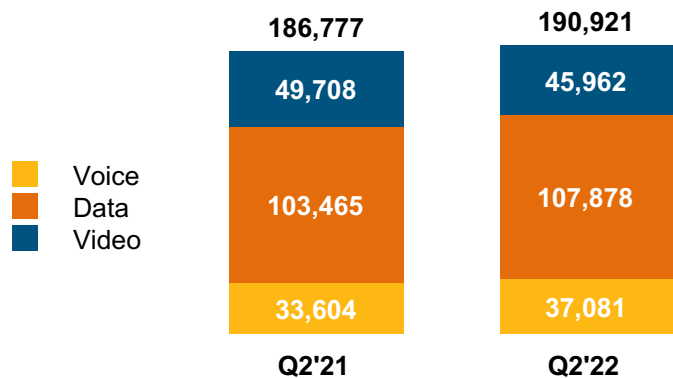
## Vintage Glo Fiber Penetration<sup>1</sup>



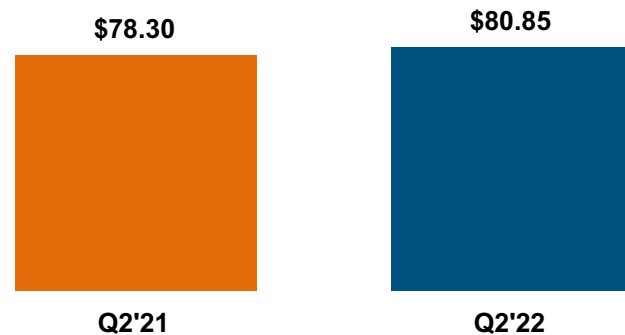
<sup>1</sup> Penetration rates as of 6/30/2022

# Broadband - Incumbent Cable Metrics

## Revenue Generating Units (RGU)



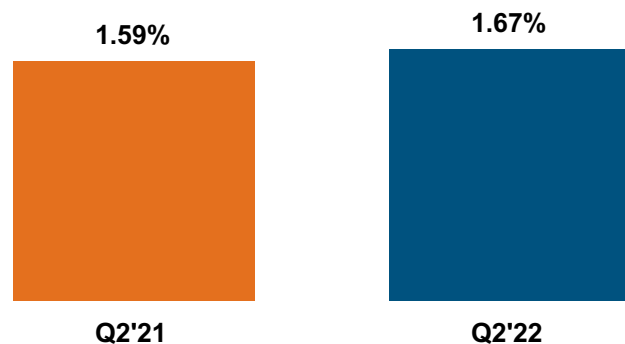
## Broadband Data Average Revenue per User (ARPU)



## Broadband Data Penetration



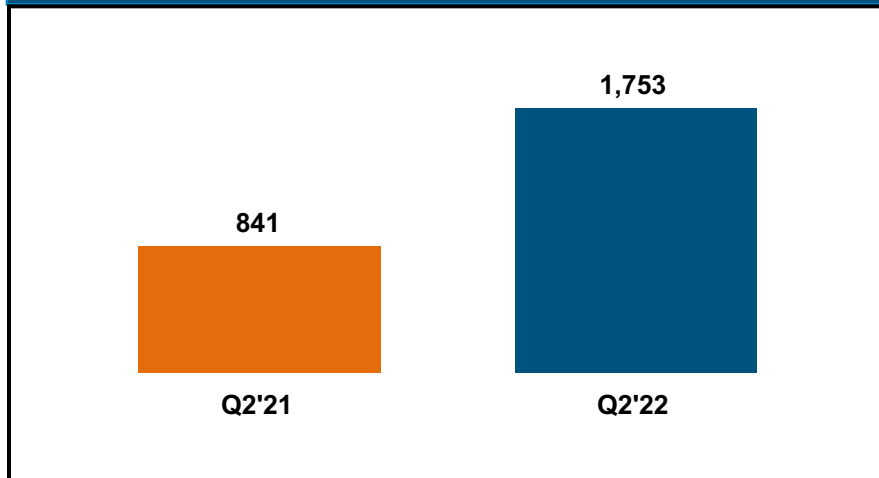
## Broadband Data Churn





# Broadband - Beam Broadband Data Metrics

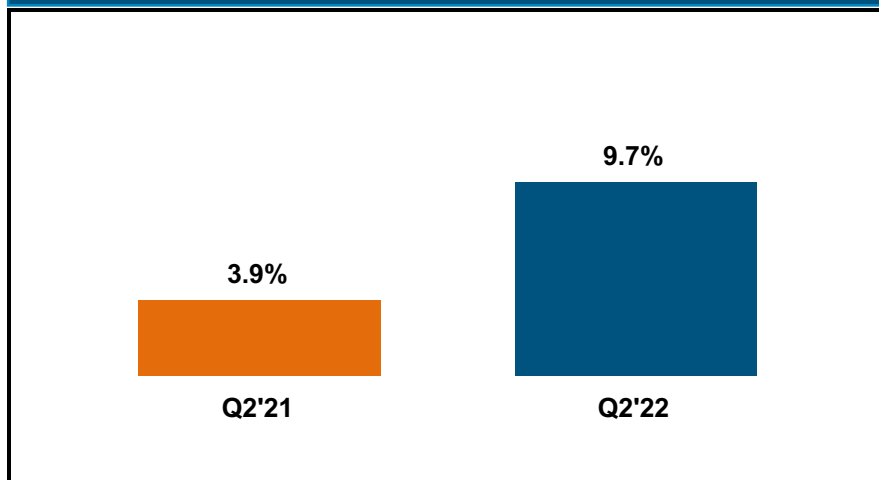
## Revenue Generating Units (RGU)



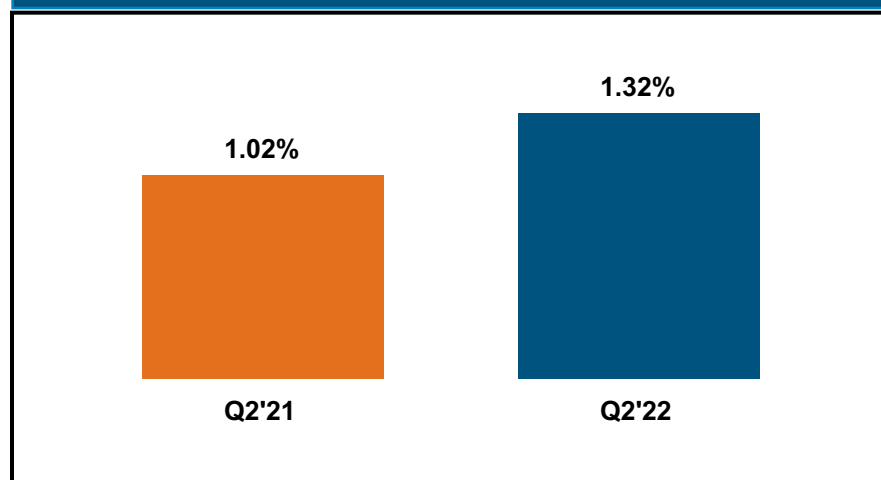
## Average Revenue per User (ARPU)



## Penetration

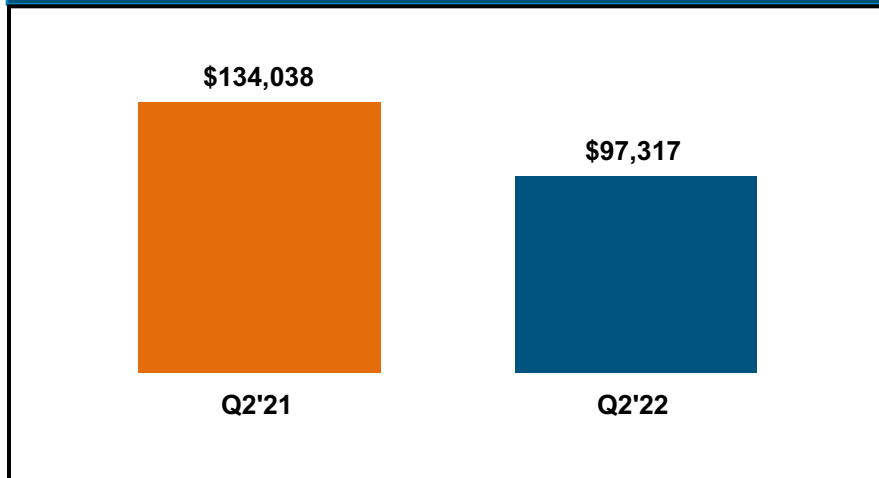


## Churn

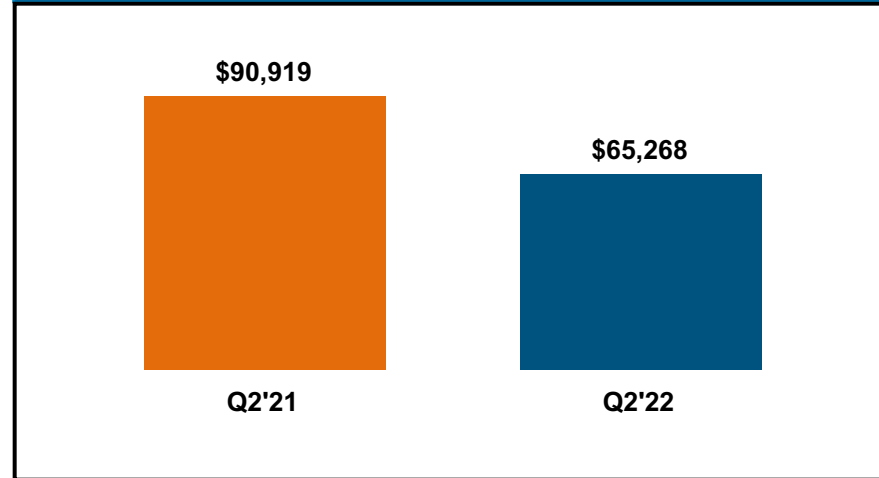


# Broadband - Commercial Fiber Metrics

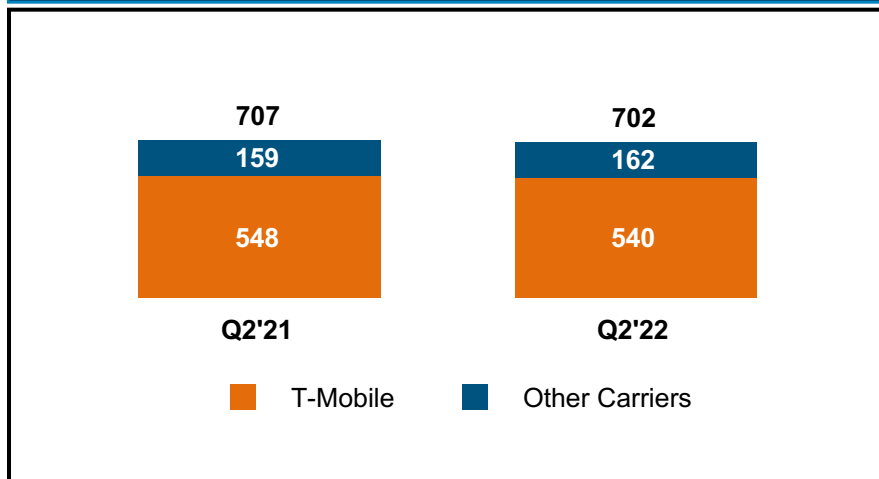
## MRR & MAR Sales Bookings



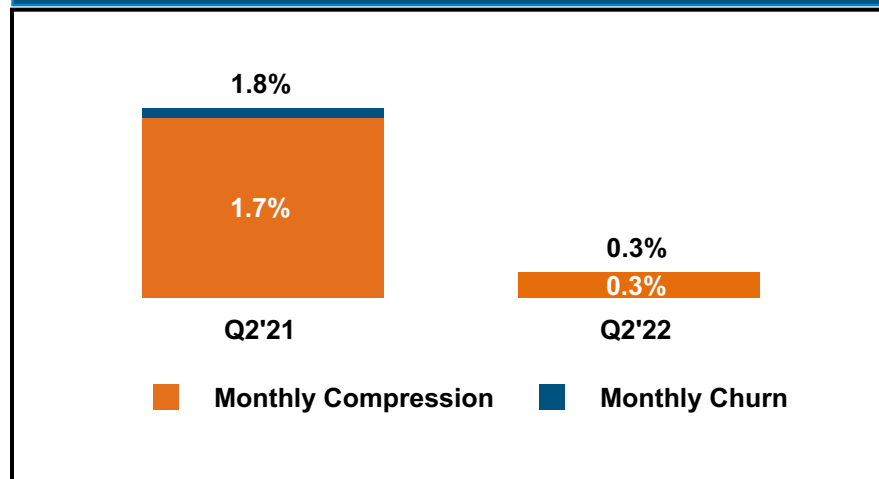
## Installed MRR & MAR<sup>1</sup>



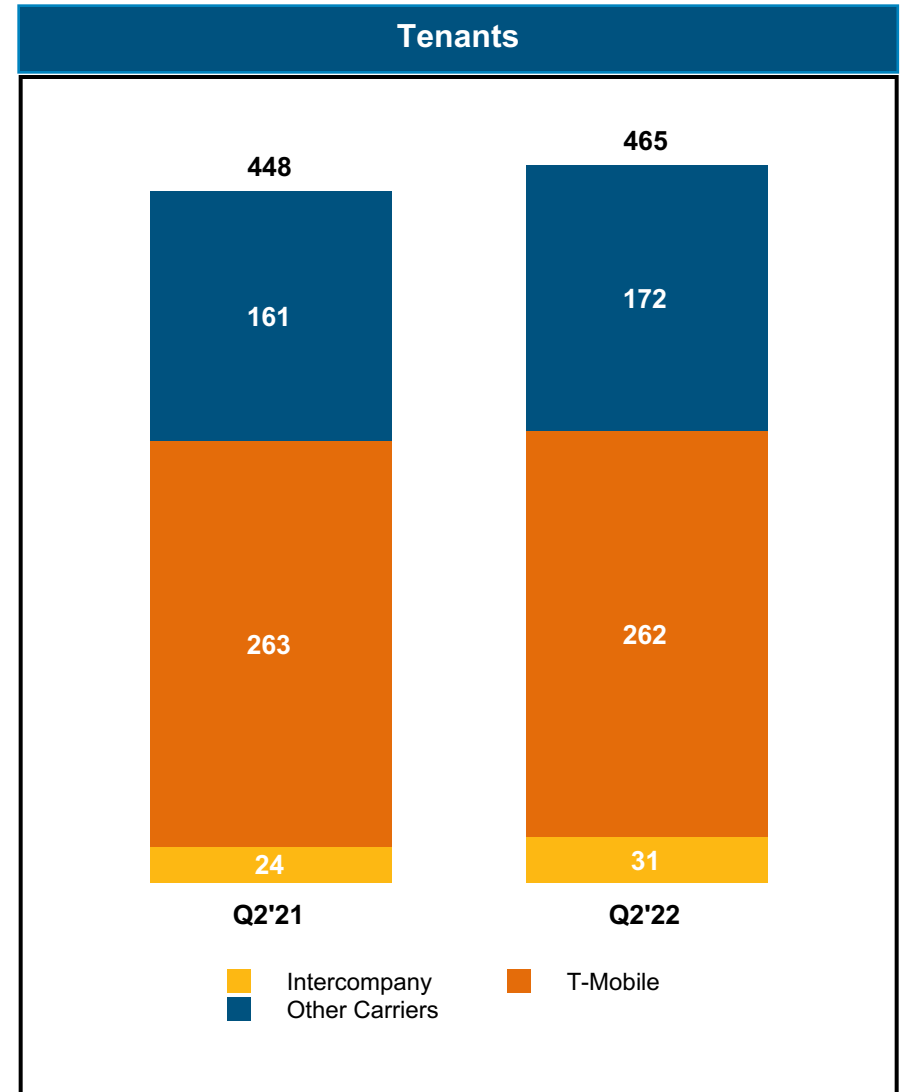
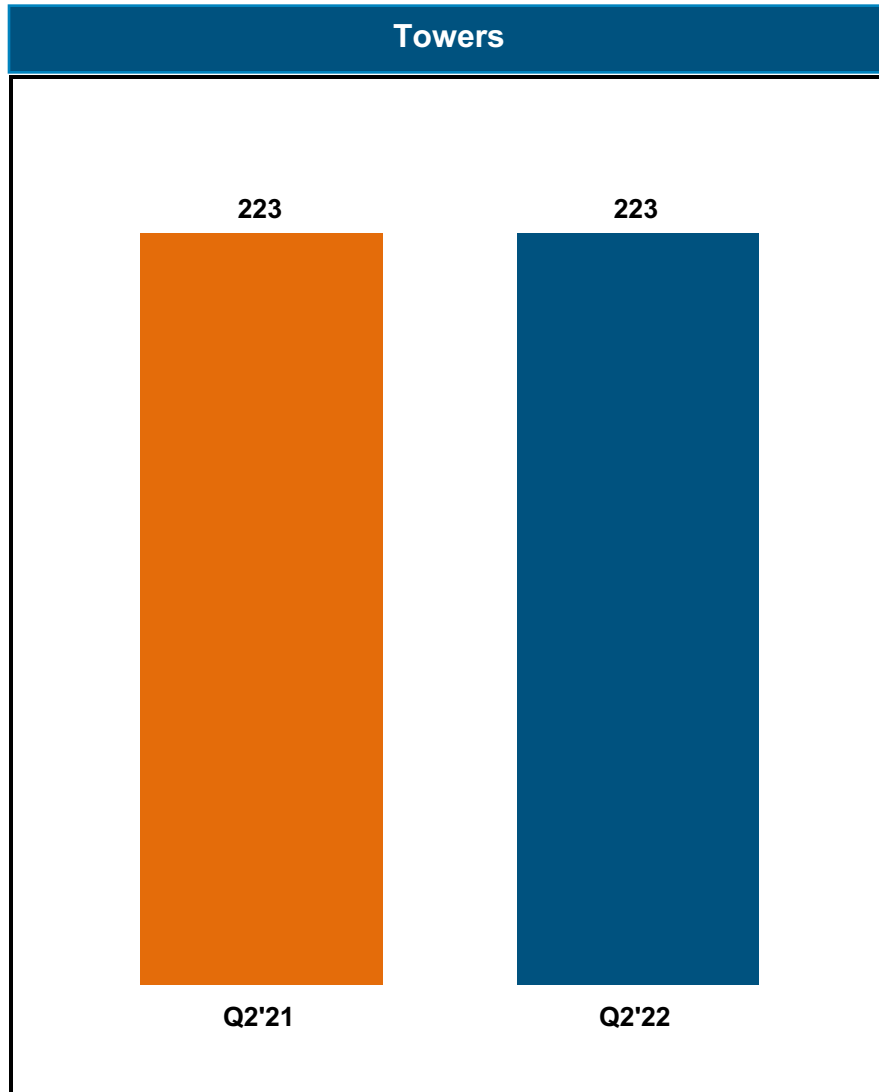
## Backhaul Connections



## Monthly Compression and Disconnect Churn



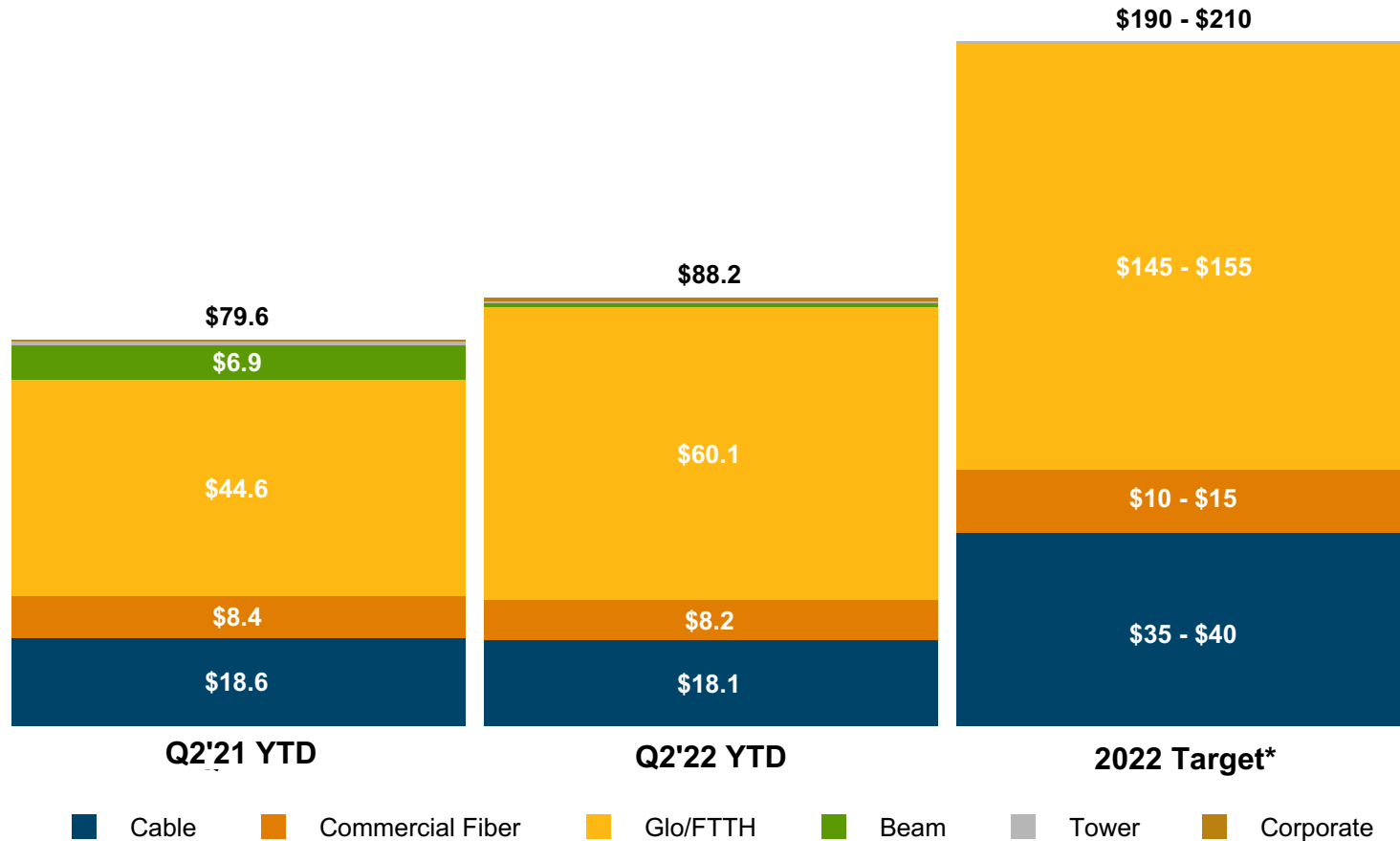
# Tower - Metrics



Intercompany leases assumed by T-Mobile 7/1/2021

# 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 - Quarterly Results

## Three Months Ended June 30, 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	\$ 4,042	\$ 2,285	\$ (9,552)	\$ (3,225)
Depreciation and amortization	13,396	633	761	14,790
Impairment expense	4,068	—	—	4,068
Other income, net	65	—	524	589
Income tax (benefit)	—	—	(501)	(501)
EBITDA	21,571	2,918	(8,768)	15,721
Stock-based compensation	—	—	2,385	2,385
Restructuring charges and other	443	—	11	454
Adjusted EBITDA	<u>\$ 22,014</u>	<u>\$ 2,918</u>	<u>\$ (6,372)</u>	<u>\$ 18,560</u>
Adjusted EBITDA margin	36 %	62 %	N/A	28 %

## Three Months Ended June 30, 2021

<i>(in thousands)</i>	<b>Broadband</b>	<b>Tower</b>	<b>Corporate &amp; Eliminations</b>	<b>Consolidated</b>
Net income (loss) from continuing operations	\$ 8,117	\$ 2,509	\$ (9,001)	\$ 1,625
Depreciation and amortization	11,774	449	1,076	13,299
Other income, net	62	—	(1,400)	(1,338)
Income tax (benefit)	—	—	2,103	2,103
EBITDA	19,953	2,958	(7,222)	15,689
Stock-based compensation	—	—	192	192
Restructuring charges and other	28	—	43	71
Adjusted EBITDA	<u>\$ 19,981</u>	<u>\$ 2,958</u>	<u>\$ (6,987)</u>	<u>\$ 15,952</u>
Adjusted EBITDA margin	36 %	64 %	N/A	26 %



# Broadband - Average Revenue per User (ARPU)

	For the second quarter ended,			
	2021		2022	
Residential & SMB Revenue (000's)				
Broadband	\$	25,571	\$	29,568
Incumbent Cable	\$	24,177	\$	26,123
Glo Fiber	\$	1,394	\$	3,445
Video	\$	15,611	\$	15,210
Voice	\$	2,893	\$	2,994
Average Revenue Generating Units				
Broadband		108,996		123,153
Incumbent Cable		102,688		107,738
Glo Fiber		6,308		15,415
Video		51,715		49,146
Voice		33,993		38,463
Average Revenue per User (ARPU)*				
Broadband	\$	78.17	\$	79.94
Incumbent Cable	\$	78.48	\$	80.82
Glo Fiber	\$	73.66	\$	74.49
Video	\$	100.62	\$	103.16
Voice	\$	28.37	\$	25.95