

Company Overview



Windstream demonstrated solid financial and operational performance in 2023, with our Kinetic fiber business, as well as strategic revenues in our Enterprise and Wholesale businesses, all contributing to this achievement. In 2024 we will continue our strategies in these areas along with a renewed focus on **Quality** to achieve growth. We want to be the premier company for service and quality; the go-to company for the most reliable, resilient, and responsive network; and through our quality initiative, provide our customers with an outstanding service experience.

2023 Financial Snapshot **~\$4.0B** Revenue **~\$1.5B** Adj. EBITDAR **~\$1B** CapEx



Strong Consumer Metrics

- 3% Kinetic consumer service revenue growth year-over-year
- Strong fiber additions of 96K in 2023
- Consumer Broadband ARPU of \$88.57 as we exited the year; up over 7% y-o-y

Fiber Build Momentum Continues

- 232K new premises added in 2023
- 1.6 million total premises now have access to FTTH services
- 34% coverage of consumer households was achieved by year end



Strong Strategic Revenue Trends

- Strategic services revenue up 17% y-o-y⁽²⁾; 80% of total Enterprise service revenue⁽¹⁾⁽²⁾ now comes from Strategic & Advanced IP
- Wholesale service revenue and contribution margin up 12% and 30% y-o-y, respectively

Interconnection Expense Reduction⁽²⁾

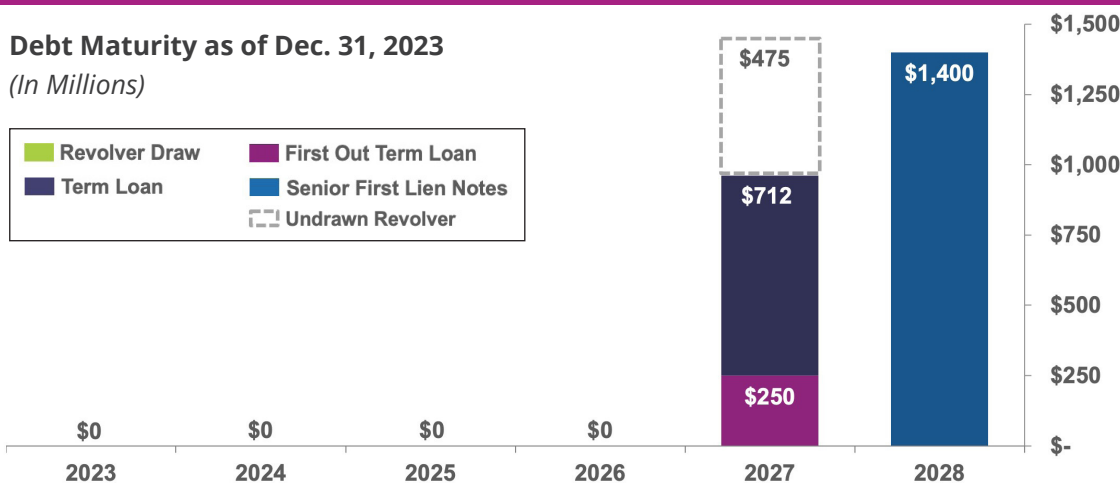
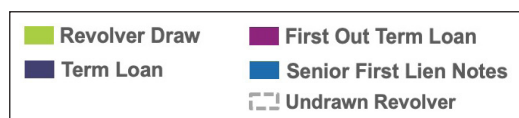
- Total interconnection expense fell by 19% y-o-y; legacy-TDM related expenses fell by 28% y-o-y
- Still \$689 million in annualized interconnection expense with \$335 million relating to TDM services

(1) Excludes Switched access and End user surcharges. (2) Based on 4Q23 results on an annualized basis

Strong Balance Sheet with No Near-Term Maturities

Debt Maturity as of Dec. 31, 2023

(In Millions)



\$380M
Net Liquidity¹

2.57x
Net Debt to
Adjusted EBITDA

¹ Net Liquidity calculation includes \$500 million revolver capacity through September 2024

Note: Available capacity under credit facility excludes outstanding letters of credit of \$164.8 million of which \$135.2 million was issued to Universal Service Administrative Company as a condition for Windstream receiving RDOF funding

The amended senior secured revolving credit facility will have \$500 million of capacity through September 21, 2024, and \$475 million of capacity through January 23, 2027

2024 Priorities



Be the **PREMIER** broadband provider

WINDSTREAM
ENTERPRISE



Be the **TRUSTED** communications and security advisor



Be the **INNOVATIVE** wholesale leader



OPERATIONS & SUPPORT

Be the **UNWAVERING** foundation that aligns, nurtures and enables us to be our best



Prioritize quality and trust.



Do it right the first time, every time.



Give our best in everything we do.

