



4Q23 CEO Presentation

February 21, 2024

2023 Highlights



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

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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⁾

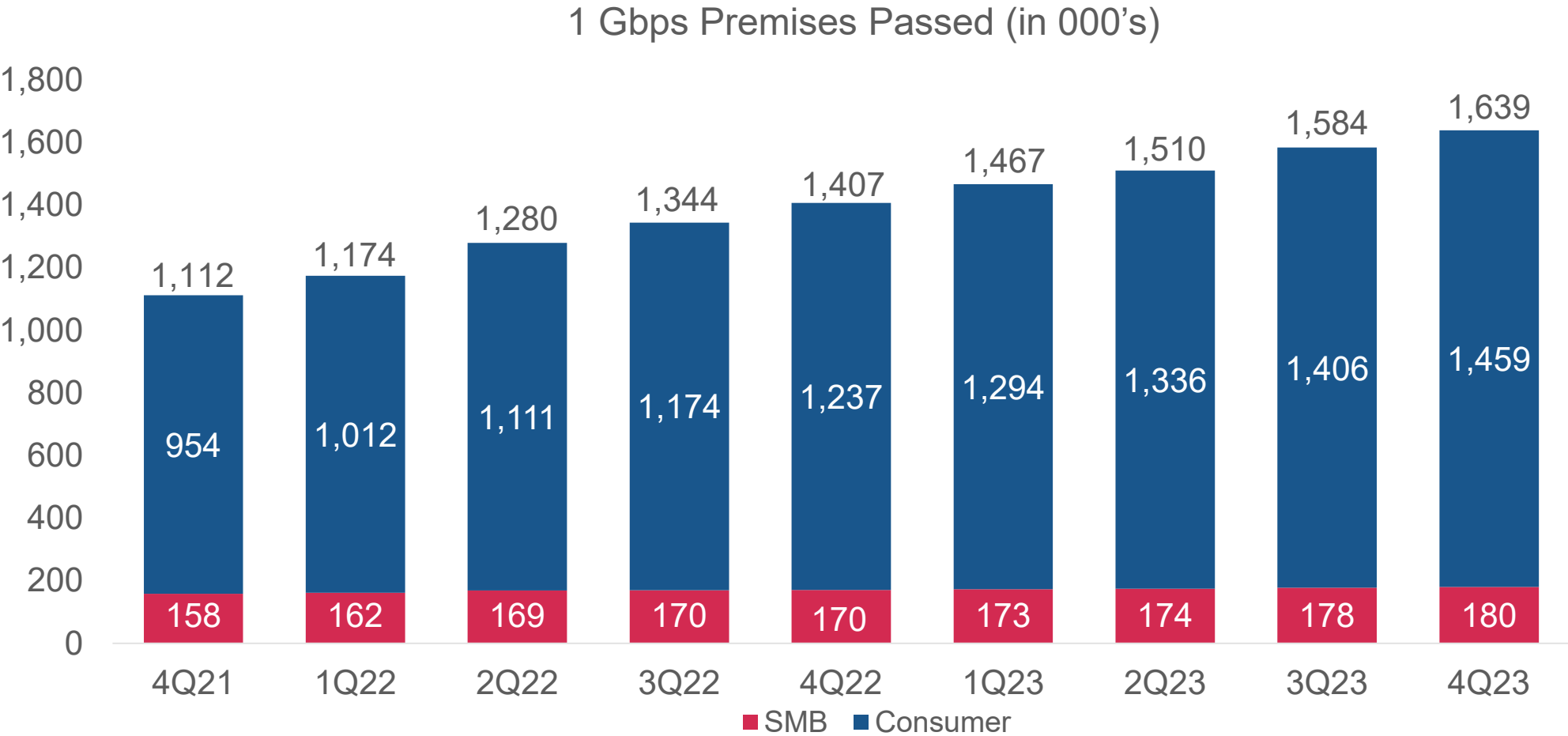
- Total interconnection expense fell by 19% y-o-y; legacy-TDM related expenses fell by 28% y-o-y
- Still \$689 million in annualized interconnection expense with \$335 million relating to TDM services

(1) Excludes Switched access and End user surcharges

(2) Based on 4Q23 results on an annualized basis

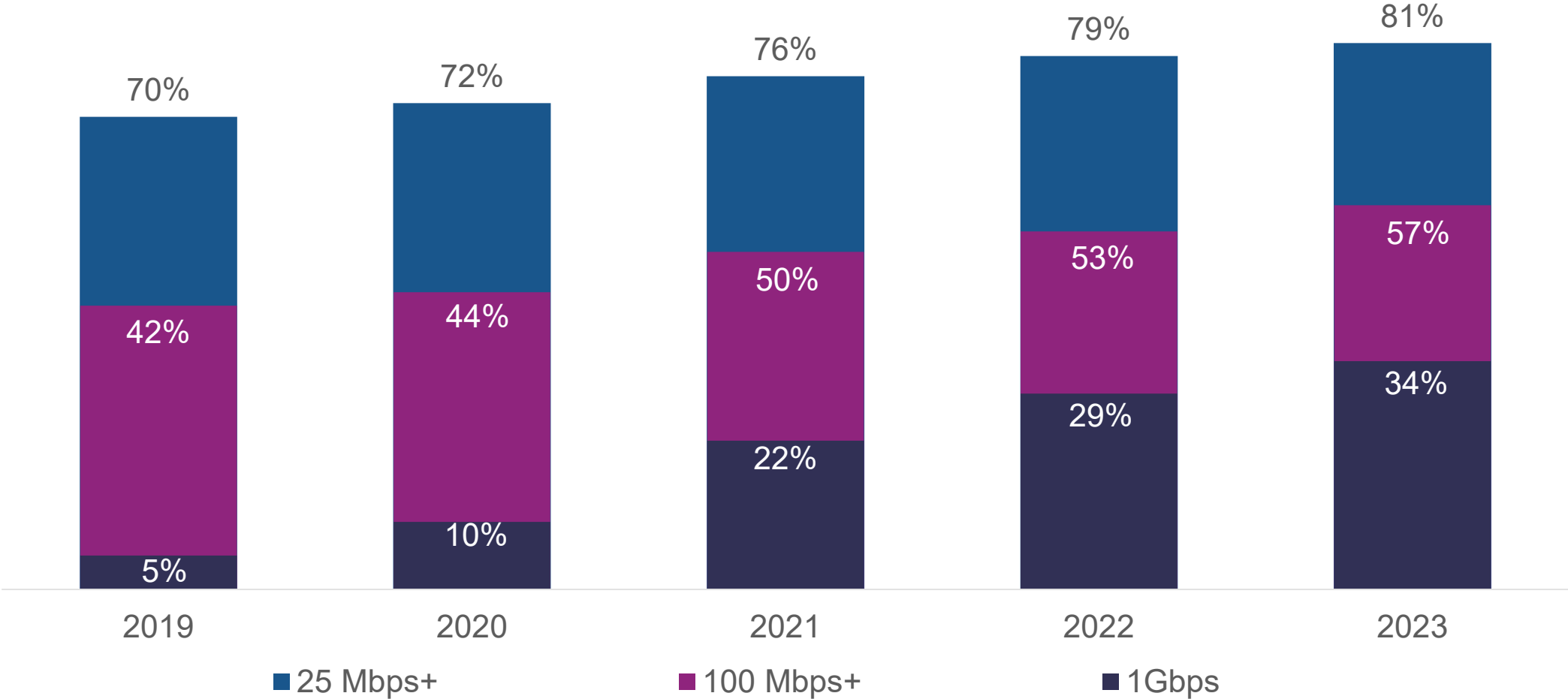
Fiber Broadband Expansion Acceleration

232K 1 Gbps Premises Constructed in 2023



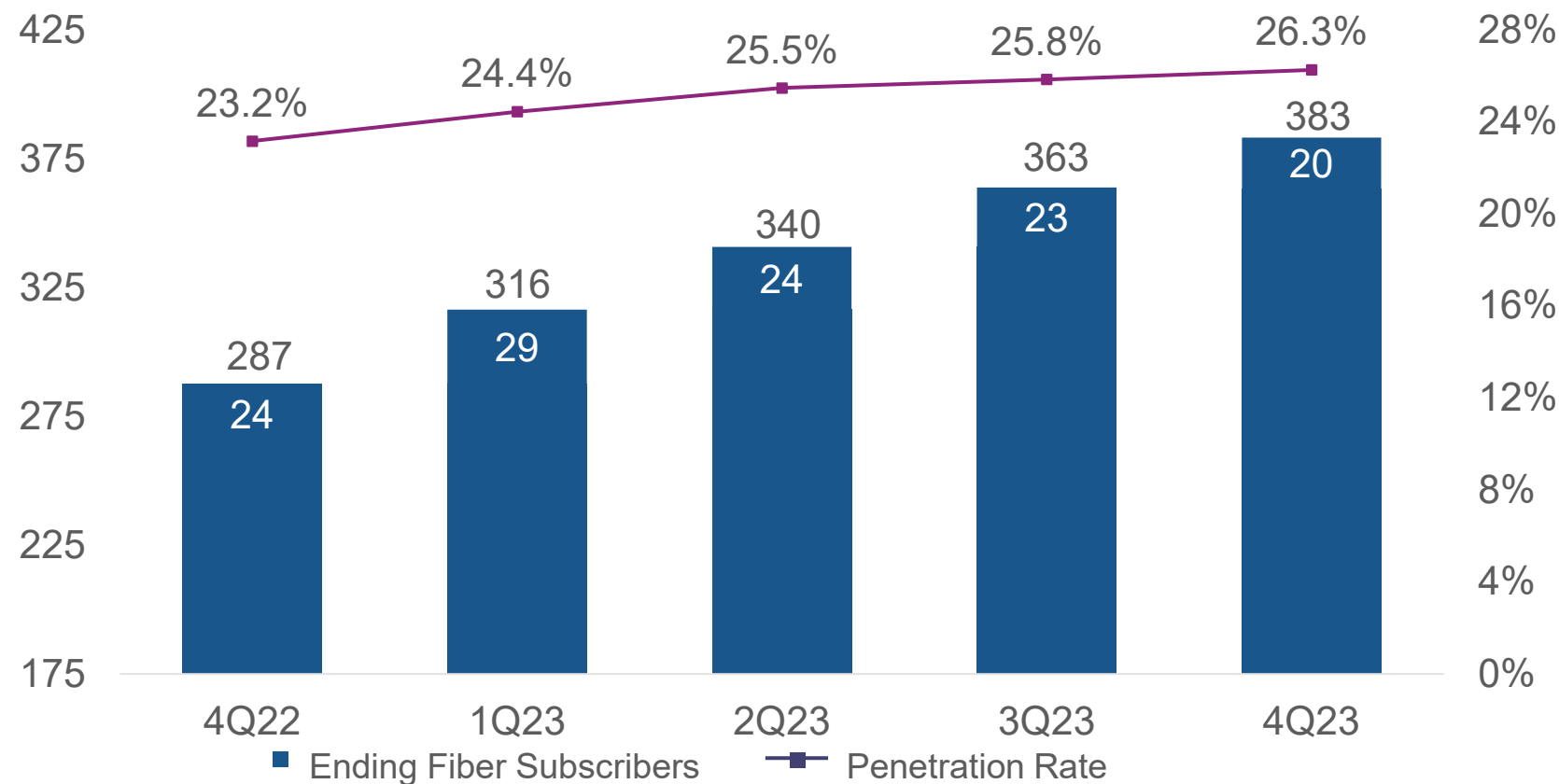
Enhanced Speeds Across All Speed Tiers

% of Homes in Kinetic Footprint with Access to Available Speeds



Fiber Broadband Adds Continue to Accelerate

Consumer Fiber Subscription Growth Shows Strong Adoption of New 1 Gbps Facilities



Ended 2023 with

383K

Consumers on
1G capable facilities,
up 96K from 2022

26.3%

Penetration

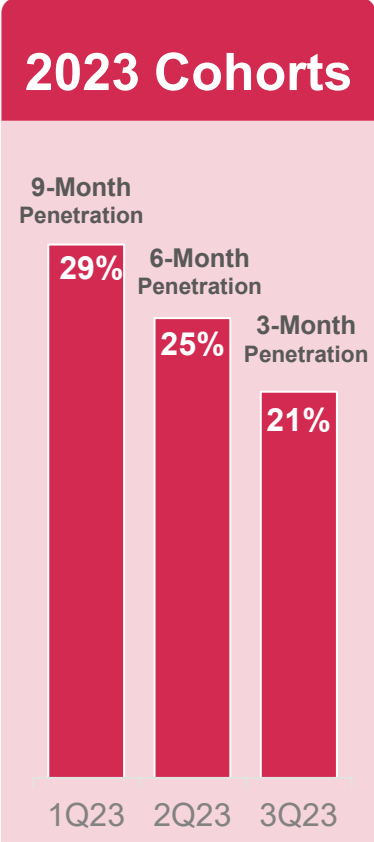
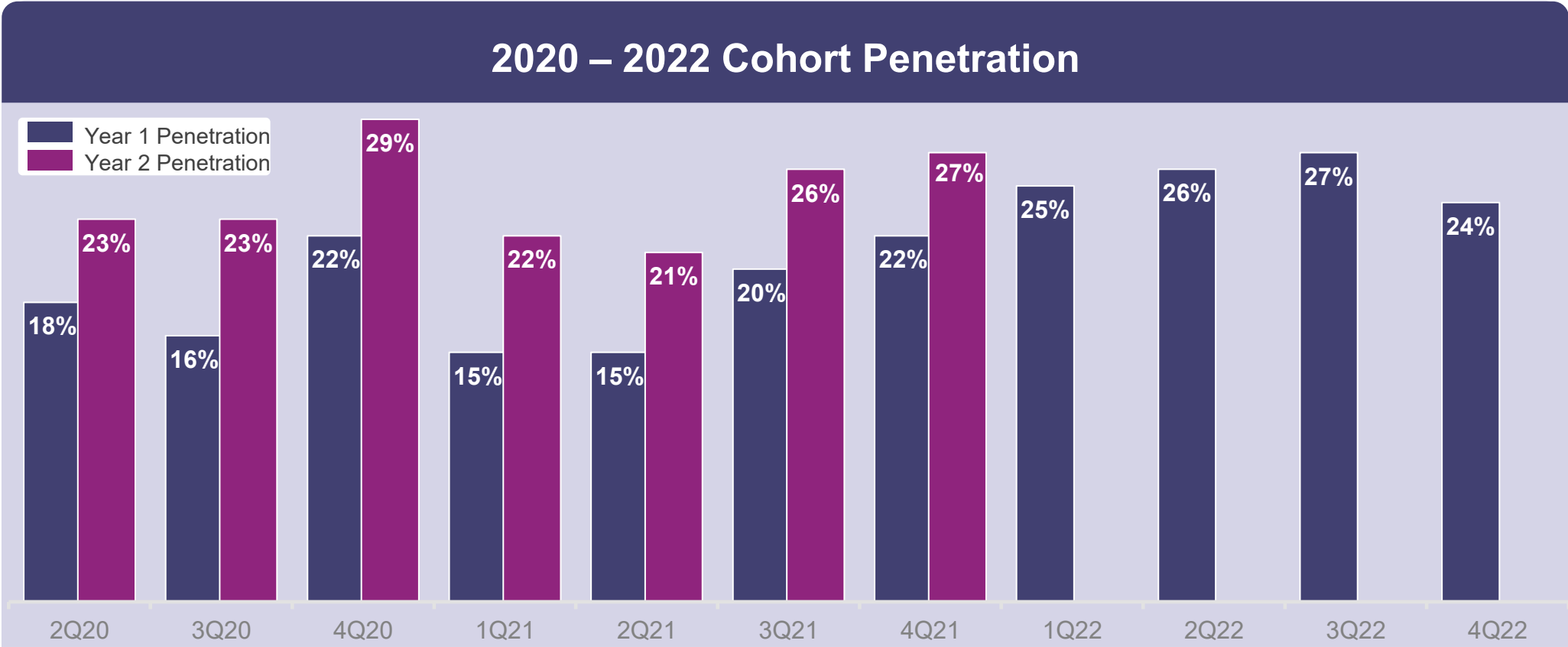
Note: Consumer Subscriber counts in 000's

Fiber Cohort Penetration

Newest Fiber Cohorts Are Showing Strong Penetration Early

40%

Target Penetration
Over a 4 Year Period



Note: Cohort penetration reflects consumers on 1G capable facilities, within the respective cohort, at the 12-month (Year 1 Penetration) and 24-month (Year 2 Penetration) anniversary of the cohort being launched. 2023 cohort penetration is shown as of December 31, 2023, reflecting penetration at the 9-, 6- and 3-month mark for cohorts completed in the first, second and third quarter of 2023, respectively.

2024 Company Priorities

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.

Significant Interconnection Cost Reductions

TDM Retirement Accelerates Cost Reduction and Improves Customer Experience

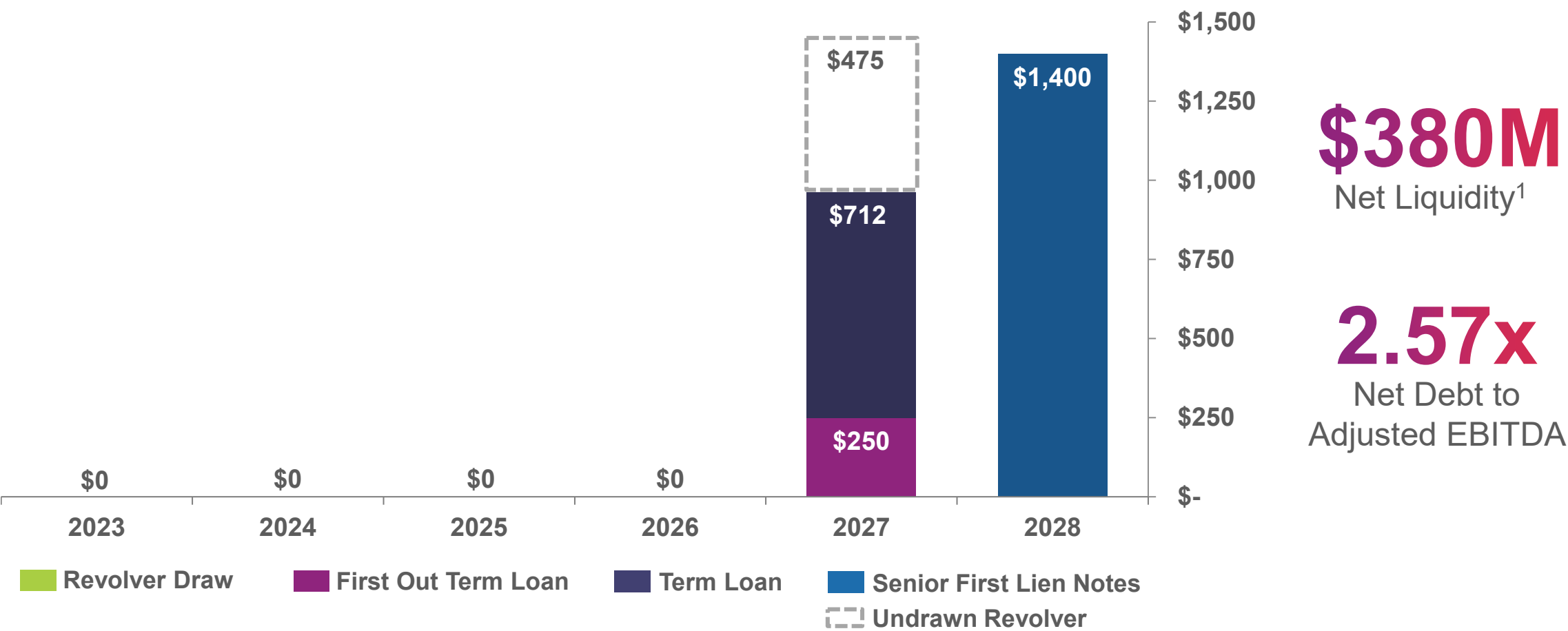
Interconnection Expenses (in millions)

	4Q22 Annualized	4Q23 Annualized	YoY Change %
TDM	\$ 147	\$ 74	(50%)
IP/Ethernet	266	243	(9%)
Last Mile Access	\$ 413	\$ 316	(23%)
TDM	\$ 67	\$ 31	(53%)
IP/Ethernet	30	26	(15%)
Network Access	\$ 98	\$ 57	(41%)
Voice/Other	\$ 16	\$ 12	(24%)
Total Interconnect	\$ 527	\$ 386	(27%)
Network Real Estate	\$ 38	\$ 29	(22%)
Colocation	37	22	(42%)
Enterprise Network Facilities Expense	\$ 75	\$ 51	(32%)
Network Real Estate	\$ 145	\$ 151	4%
Colocation	28	28	(2%)
Kinetic & Wholesale Network Facilities Expense	\$ 174	\$ 179	3%
Fiber Expense	\$ 75	\$ 73	(3%)
Total Network Facilities & Fiber Expense	\$ 324	\$ 303	(6%)
Total Interconnect, Network Facilities & Fiber Expense	\$ 851	\$ 689	(19%)

- 4Q23 annualized run-rate of \$689 million in interconnection, network facility and fiber expenses; annualized decline of 19%
- \$335 million of Legacy TDM-related expense including Network Facility expense; annualized decline of 28%
- Continued execution of multi-year program to migrate legacy TDM customers to newer technologies, moving from circuit-level to market-level optimization
- The focus on market-level TDM removal will enable greater reductions in network real estate and colocation expenses

Strong Balance Sheet with No Near-Term Maturities

Debt Maturity as of December 31, 2023



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

WIN Fully Owns and Operates Substantial Assets

Kinetic Fully Owned and Operated Metrics		E&W Owned & Operated
Broadband Consumers ⁽¹⁾	Fiber Broadband Consumers ⁽¹⁾	Fiber Route Miles ⁽¹⁾
226K (20.1%)	115K (31.0%)	87K (75.0%)
Fiber Households Today ⁽¹⁾	Fiber Households – Build Plan ⁽¹⁾	Windstream Owns 100GB POPs ⁽¹⁾
436K (29.9%)	642K (34.6%)	1,375 (100.0%)
Total Consumer Revenues ⁽²⁾	Kinetic Owned Assets ⁽³⁾	E&W Owned Assets ⁽³⁾
\$229M	\$2.5B	\$1.0B

(1) Metric represents number and percentage of Windstream total not associated or encumbered by Uniti Master Lease Agreements as of December 31, 2023.

(2) Consumer Revenues for FY 2023 that are not within in-footprint ILEC markets governed by Uniti ILEC Master Lease Agreement.

(3) Kinetic and E&W Owned Assets represent net PP&E, excluding CWIP, as of December 31, 2023, for Windstream owned assets.