

# Company Overview



Windstream delivered solid results in the second quarter, continuing to transform our business lines to focus on next-generation strategic services, including gigabit-capable fiber for Kinetic broadband customers; SD-WAN, UCaaS and SASE for Enterprise customers, and 400G waves for Wholesale customers.

## Financial Snapshot (LTM)

**~\$4.3B**  
Revenue

**~\$1.5B**  
Adj. EBITDAR

**~\$1B**  
CapEx



- Grew consumer revenue 2% year-over-year
- Grew consumer broadband customer base for the seventeenth consecutive quarter
- Added record 36,200 gigabit broadband subscribers in the second quarter
- Launched 2 Gbps service in select markets



windstream wholesale

- Grew revenue 9.4% sequentially and 15% year-over-year, while delivering record margin of almost 41%.
- Maintained technology leadership in streamlining 400 Gigabit services
- Continued to expand our nationwide network with key fiber-builds

## WINDSTREAM ENTERPRISE

- Grew strategic revenues, including SD-WAN and OfficeSuite UC, by 14% year-to-date
- Won Gold Stevie® for WE Will Commitment
- Launched omnichannel capabilities for OfficeSuite UC® Contact Center Services

## Strong Balance Sheet with No Near-Term Maturities

Debt Maturity as of June 30, 2022  
(In Millions)



**\$467M**  
Net Liquidity  
as of June 30, 2022

**2.16x**  
Net Debt to  
Adjusted EBITDA

**88%**  
Fixed Interest Rate  
for Total Debt

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

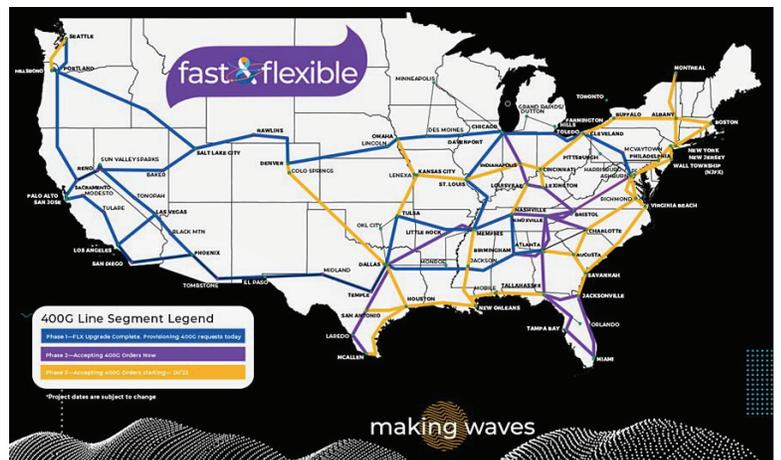


Ended 2Q with  
**232K**  
Consumers on  
1G capable facilities,  
up 36K from 1Q22  
**20.9%**  
Penetration



## Windstream Wholesale offers 400 Gbps Service

- Industry-leading 400 Gbps wave services are now available coast-to-coast on high-capacity, low-latency transport network.
- This advance follows our August 2020 announcement that we had turned up long-haul 400 Gbps ethernet wavelength services, one of the first in the industry.
- Enhancements are being made to Windstream's Intelligent Converted Optical Network (ICON), which provides open and disaggregated network architecture to place customer's networks closer to the edge to better serve end-users.

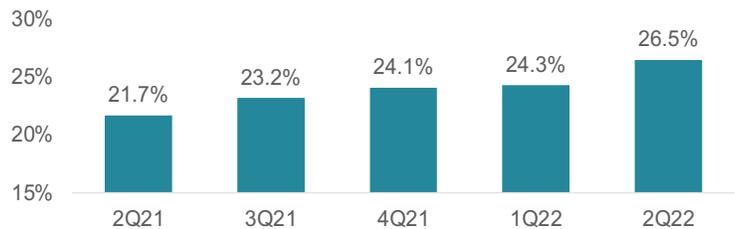


## WINDSTREAM ENTERPRISE

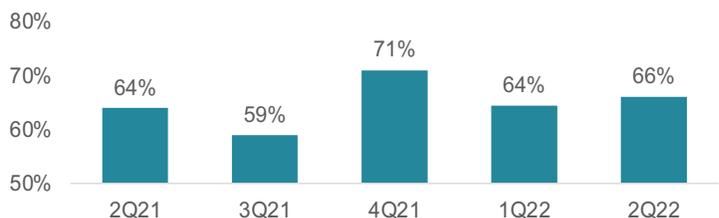
## Enterprise Strategic Revenue Growth Continues Strategic product revenue is over \$420M annualized

- Cloud services, increasing bandwidth demand and software enabled networks fueling Strategic Revenue growth
- 2Q22 Annualized Strategic Product Revenue is over \$420M and growing 14% YTD, while total Strategic Revenues are now over 26% of Service Revenues <sup>(1)</sup>
- Strategic sales 66% of total Enterprise sales in quarter

### Strategic Revenue % of Total Service Revenue



### Strategic Sales as % of Total Sales



(1) Excludes Switched access and End user surcharges