

# Frontier Communications Corporation FTR – NYSE

Buy

Telecom Services

May 13, 2009

# Transformational Acquisition With Verizon at 4.5x EBITDA

Christopher C. King	(443) 224-1329	ccking@stifel.com
Josh James	(443) 224-1375	jamesj@stifel.com
Melanie R. Lambert, CFA	(443) 224-1362	lambertm@stifel.com

- Frontier announced a definitive agreement with Verizon to acquire Verizon wireline assets in 14 states for \$8.6 billion in a deal that is expected to close within 12 months.
- The \$8.6 billion price tag equates to approximately 4.5x 2008e EBITDA of roughly \$1.9 billion--or approximately \$1,792 per access line. The deal includes VZ wireline assets in Arizona, Idaho, Illinois, Indiana, Michigan, Nevada, North Carolina, Ohio, Oregon, South Carolina, Washington, West Virginia and Wisconsin, as well as several exchanges in California.
- The transaction includes 4.8 million access lines, 2.2 million long-distance customers, 1.0 million high-speed data subscribers, which includes approximately 110,000 FiOS Internet customers and 69,000 FiOS TV customers.
- The proposed deal to be structured as a tax-free transaction for Verizon sharheolders, as VZ shareholders will wind up owning approximately two-thirds of the new company through the receipt of approximately \$5.3 billion in Frontier common stock. VZ will receive approximately \$3.3 billion in value through a combination of cash distributions, debt securities issued to VZ prior to the spin-off and the assumption of certain debt previously issued by Verizon's telco subsidiaries.
- VZ shareholders will receive approximately 4.2 shares of Frontier for every share of Verizon owned as of the record date.
- Frontier has also announced that it will be reducing its dividend after the close of the transaction to \$0.75 from its current \$1.00. Notably however, the deal would be delevering for Frontier--taking its leverage from approximately 3.7x today to 2.6x upon deal close.
- In addition, Frontier is guiding to annual synergies of approximately \$500 million, or roughly 21% of cash opex, in-line with other synergy guidance levels given in similar transactions. As such, the company expects the deal to be free cash flow accretive in year-two.
- While we would not be surprised to see a negative stock reaction to Frontier today, given the recent history of VZ divestitures (Fairpoint, Idearc, Hawaii Telecom, etc.), we note Frontier is currently trading at 6.5x our 2010 EBITDA forecast and buying an asset that essentially triples its size for 4.5x EBITDA, while delevering more than a full turn of EBITDA.

Changes	From (Previous)	To (Current)
	(11011040)	
Rating		Buy
Target Price		\$12.50
FY09E EPS (Net)		\$0.60
FY10E EPS (Net)		\$0.66
Stock Data		
Price (05/12/09)	):	\$7.57
52-Week Range	e:	\$13 – \$5
Market Cap.(\$m	nm):	\$2,345.2
Shr.O/S-Diluted	(mm):	309.8
Enterprise Val.	(\$mm):	\$6,765.0
Avg Daily Vol (3	6 Mo):	3,217,834
LT Debt/Total C	ар.:	67.4%
Net Cash/Share	e:	\$2.28
Dividend (\$):		\$1.00
Yield (%):		13.2%
Book Value/Sha	are:	\$2.88

EPS (Net)	2008A	2009E	2010E
1Q	\$0.14A	\$0.12A	NE
2Q	0.17A	0.12	NE
3Q	0.15A	0.19	NE
4Q	0.11A	0.17	NE
FY Dec	\$0.57A	\$0.60	\$0.66
P/E	13.3x	12.6x	11.5x
Revenue (Net)	\$2.24B	\$2.14B	\$2.05B
EV/Revenue	3.0x	3.2x	3.3x

908.35

S&P Index:



Frontier has scheduled to host an 8:30am conference call this morning, while Verizon plans to host a 12:30pm conference call today. We plan to have additional comments later in the day.

## Risks to Target Price

Risks to our target price include significant changes to the regulatory environment which could materially impact the company's revenues and cash flows, and macroeconomic pressures which could accelerate access line losses and impact data growth trends.

# **Company Description**

Frontier Communications Corporation (NYSE: FTR) is a full-service communications provider and one of the largest local exchange telephone companies in the country. Under the Frontier brand name, the company offers telephone, television and Internet services, as well as bundled offerings, ESPN360 streaming video, security solutions and specialized bundles for small businesses and home offices.

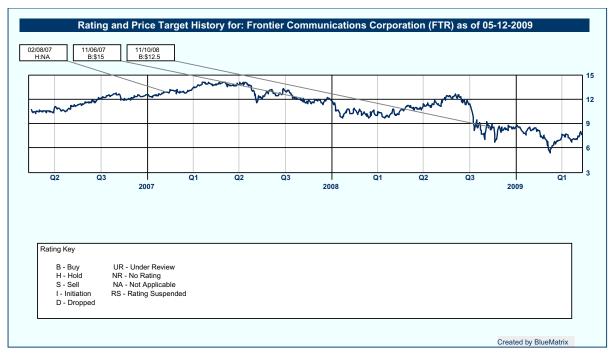
Frontier Communications
Earnings Model
Christopher King
Stifel, Nicolaus & Company, Incorporated
443-224-1329

EDOLITIED COMMUNICATIONS	00074	40004	00004	00004	10001	00004	40004	00005	00005	40005	00005	00105
FRONTIER COMMUNICATIONS ILEC REVENUES	2007A	1Q08A	2Q08A	3Q08A	4Q08A	2008A	1Q09A	2Q09E	3Q09E	4Q09E	2009E	2010E
Local Network Services	889,879	217,158	214,703	210,749	205,783	848,393	200,896	199,177	195,517	191,857	787.448	729.029
Data and Internet Services	552,245	145,982	151,655	154,047	153,931	605,615	156,393	159,995	161,863	161,978	640,229	661,550
Access	456,862	107,818	101,003	99,555	96,337	404,713	90,065	88,161	86,541	83,348	348,114	304,058
Directory Services	114,586	28,628	29,070	28,126	27,523	113,347	27,705	27,754	27,244	26,734	109,438	101,837
Other	93,917	23,166	19,207	18,999	21,019	82,391	21,485	21,224	20,834	20,444	83,986	77,875
Long-Distance	180,526	46,453	46,912	46,395	42,799	182,559	41,412	43,000	43,000	43,000	170,412	172,000
TOTAL ILEC REVENUES	2,288,015	569,205	562,550	557,871	547,392	2,237,018	537,956	539,311	534,999	527,361	2,139,627	2,046,349
ILEC EXPENSES												
Network Access Expense	225,838	60,549	53,998	52,478	54,988	222,013	60,684	53,000	52,000	53,000	218,684	218,000
D&A	545,856	141,080	144,250	137,656	138,815	561,801	137,558	138,000	100,000	100,000	475,558	400,000
Other Operating Expenses	813,186	200,364	202,333	203,496	201,655	807,848	200,204	204,251	202,124	202,770	809,350	766,797
ILEC OPERATING EXPENSES	1,584,880	401,993	400,581	393,630	395,458	1,591,662	398,446	395,251	354,124	355,770	1,503,592	1,384,797
ILEC EBITDA	1,248,991	308,292	306,219	301,897	290,749	1,207,157	277,068	282,060	280,874	271,591	1,111,593	1,061,552
ILEC OPERATING INCOME	703,135	167,212	161,969	164,241	151,934	645,356	139,510	144,060	180,874	171,591	636,035	661,552
TOTAL REVENUES	2,288,015	569,205	562,550	557,871	547,392	2,237,018	537,956	539,311	534,999	527,361	2,139,627	2,046,349
TOTAL REVENOES TOTAL EXPENSES	1,584,880	401,993	400,581	393,630	395,458	1,591,662	398,446	395,251	354,124	355,770	1,503,592	1,384,797
OPERATING INCOME	703,135	167,212	161,969	164,241	151,934	645,356	139,510	144,060	180,874	171,591	636,035	661,552
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Investment Income	17,948	(1,235)	6,393	1,302	2,874	9,334	7,595	5,000	2,000	2,000	16,595	16,595
Minority Interest/One-time Gain	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense	380,696	90,860	90,710	90,333	90,731	362,634	88,749	87,188	87,188	87,188	350,312	348,750
Earnings before Taxes	340,387	75,117	77,652	75,210	64,077	292,056	58,356	61,872	95,687	86,404	302,319	329,397
Income Taxes	127,881	26,628	21,874	28,215	29,779	106,496	22,053	23,511	36,361	32,833	114,759	124,988
Income before Dividends	212,506	48,489	55,778	46,995	34,298	185,560	36,303	38,361	59,326	53,570	187,560	204,409
NET INCOME	212,506	48,489	55,778	46,995	34,298	185,560	36,303	38,361	59,326	53,570	187,560	204,409
DILUTED EPS	0.64	0.15	0.17	0.15	0.11	0.58	0.12	0.12	0.19	0.17	0.61	0.66
# of diluted shares	327.0	326.17	320.84	313.00	309.63	309.6	309.83	309.83	309.83	309.83	309.8	309.8
Discontinued Ops Net Income	0	0	0	0	0	0	0	0	0	0	0	0
DILUTED EPSinc. disc. Ops.	0.64	0.14	0.17	0.15	0.11	0.57	0.12	0.12	0.19	0.17	0.60	0.66
TOTAL REPORTED EBITDA	1,248,991	308,292	306,219	301,897	290,749	1,207,157	277,068	282,060	280,874	271,591	1,111,593	1,061,552
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MARGIN ANAI VSIS	1			,						***	, ,	.,,
MARGIN ANALYSIS	30.7%	20.4%	28 89/		27 8%	28 7%	25.0%	26.7%	33.8%	-		
Operating Margin	30.7% 54.6%	29.4% 54.2%	28.8%	29.4%	27.8% 53.1%	28.7% 53.8%	25.9% 51.5%	26.7% 52.3%	33.8% 52.5%	32.5%	29.7%	32.3%
Operating Margin ILEC EBITDA Margin	54.6%	54.2%	54.4%	29.4% 54.1%	53.1%	53.8%	51.5%	52.3%	52.5%	32.5% 51.5%	29.7% 52.0%	32.3% 51.9%
Operating Margin				29.4%						32.5%	29.7%	32.3%
Operating Margin ILEC EBITDA Margin ILEC EBITDA Margin (Cash)	54.6% 54.6%	54.2% 54.2%	54.4% 54.4%	29.4% 54.1% 54.1%	53.1% 53.1%	53.8% 54.0%	51.5% 53.5%	52.3% 54.3%	52.5% 54.6%	32.5% 51.5% 53.6%	29.7% 52.0% 54.0%	32.3% 51.9% 54.0%
Operating Margin ILEC EBITDA Margin ILEC EBITDA Margin (Cash) Tax Rate Book Value	54.6% 54.6% 15.6%	54.2% 54.2% 35.4%	54.4% 54.4% 28.2%	29.4% 54.1% 54.1% 37.5%	53.1% 53.1% 46.5%	53.8% 54.0% 38.0%	51.5% 53.5% 37.8%	52.3% 54.3% 38.0%	52.5% 54.6% 38.0%	32.5% 51.5% 53.6% 38.0%	29.7% 52.0% 54.0% 38.0%	32.3% 51.9% 54.0% 38.0%
Operating Margin ILEC EBITDA Margin ILEC EBITDA Margin (Cash) Tax Rate	54.6% 54.6% 15.6%	54.2% 54.2% 35.4%	54.4% 54.4% 28.2%	29.4% 54.1% 54.1% 37.5%	53.1% 53.1% 46.5%	53.8% 54.0% 38.0%	51.5% 53.5% 37.8%	52.3% 54.3% 38.0%	52.5% 54.6% 38.0%	32.5% 51.5% 53.6% 38.0%	29.7% 52.0% 54.0% 38.0%	32.3% 51.9% 54.0% 38.0%
Operating Margin ILEC EBITDA Margin ILEC EBITDA Margin (Cash) Tax Rate Book Value GROWTH ANALYSIS	54.6% 54.6% 15.6% \$3.05	54.2% 54.2% 35.4% \$2.88	54.4% 54.4% 28.2% \$2.59	29.4% 54.1% 54.1% 37.5% \$2.30	53.1% 53.1% 46.5% \$1.68	53.8% 54.0% 38.0% \$1.68	51.5% 53.5% 37.8% \$1.59	52.3% 54.3% 38.0% \$1.72	52.5% 54.6% 38.0% \$1.91	32.5% 51.5% 53.6% 38.0% \$2.08	29.7% 52.0% 54.0% 38.0% \$2.08	32.3% 51.9% 54.0% 38.0% \$2.74
Operating Margin ILEC EBITDA Margin ILEC EBITDA Margin (Cash) Tax Rate Book Value  GROWTH ANALYSIS Total Revenue ILEC Revenues Operating Income	54.6% 54.6% 15.6% \$3.05 13.0% 13.0% 9.1%	54.2% 54.2% 35.4% \$2.88 2.3% 2.3% -13.5%	54.4% 54.4% 28.2% \$2.59 -2.8% -2.8% -5.4%	29.4% 54.1% 54.1% 37.5% \$2.30 -3.1% -7.7%	53.1% 53.1% 46.5% \$1.68 -5.2% -5.2% -5.3%	53.8% 54.0% 38.0% \$1.68 -2.2% -2.2% -8.2%	51.5% 53.5% 37.8% \$1.59 -5.5% -5.5% -16.6%	52.3% 54.3% 38.0% \$1.72 -4.1% -4.1% -11.1%	52.5% 54.6% 38.0% \$1.91 -4.1% -4.1% 10.1%	32.5% 51.5% 53.6% 38.0% \$2.08 -3.7% -3.7% 12.9%	29.7% 52.0% 54.0% 38.0% \$2.08 -4.4% -1.4%	32.3% 51.9% 54.0% 38.0% \$2.74 -4.4% -4.4% 4.0%
Operating Margin ILEC EBITDA Margin ILEC EBITDA Margin (Cash) Tax Rate Book Value GROWTH ANALYSIS Total Revenue ILEC Revenues	54.6% 54.6% 15.6% \$3.05 13.0% 13.0%	54.2% 54.2% 35.4% \$2.88 2.3% 2.3%	54.4% 54.4% 28.2% \$2.59 -2.8% -2.8%	29.4% 54.1% 54.1% 37.5% \$2.30	53.1% 53.1% 46.5% \$1.68	53.8% 54.0% 38.0% \$1.68 -2.2% -2.2%	51.5% 53.5% 37.8% \$1.59 -5.5%	52.3% 54.3% 38.0% \$1.72 -4.1% -4.1%	52.5% 54.6% 38.0% \$1.91 -4.1%	32.5% 51.5% 53.6% 38.0% \$2.08	29.7% 52.0% 54.0% 38.0% \$2.08 -4.4% -4.4%	32.3% 51.9% 54.0% 38.0% \$2.74 -4.4%
Operating Margin ILEC EBITDA Margin ILEC EBITDA Margin (Cash) TAX Rate Book Value  GROWTH ANALYSIS Total Revenue ILEC Revenues Operating Income Net Income	54.6% 54.6% 15.6% \$3.05 13.0% 13.0% 9.1%	54.2% 54.2% 35.4% \$2.88 2.3% 2.3% -13.5%	54.4% 54.4% 28.2% \$2.59 -2.8% -2.8% -5.4%	29.4% 54.1% 54.1% 37.5% \$2.30 -3.1% -7.7%	53.1% 53.1% 46.5% \$1.68 -5.2% -5.2% -5.3%	53.8% 54.0% 38.0% \$1.68 -2.2% -2.2% -8.2%	51.5% 53.5% 37.8% \$1.59 -5.5% -5.5% -16.6%	52.3% 54.3% 38.0% \$1.72 -4.1% -4.1% -11.1%	52.5% 54.6% 38.0% \$1.91 -4.1% -4.1% 10.1%	32.5% 51.5% 53.6% 38.0% \$2.08 -3.7% -3.7% 12.9%	29.7% 52.0% 54.0% 38.0% \$2.08 -4.4% -1.4%	32.3% 51.9% 54.0% 38.0% \$2.74 -4.4% -4.4% 4.0%
Operating Margin ILEC EBITDA Margin ILEC EBITDA Margin (Cash) Tax Rate Book Value  GROWTH ANALYSIS Total Revenue ILEC Revenues Operating Income	54.6% 54.6% 15.6% \$3.05 13.0% 13.0% 9.1%	54.2% 54.2% 35.4% \$2.88 2.3% 2.3% -13.5%	54.4% 54.4% 28.2% \$2.59 -2.8% -2.8% -5.4%	29.4% 54.1% 54.1% 37.5% \$2.30 -3.1% -7.7%	53.1% 53.1% 46.5% \$1.68 -5.2% -5.2% -5.3%	53.8% 54.0% 38.0% \$1.68 -2.2% -2.2% -8.2%	51.5% 53.5% 37.8% \$1.59 -5.5% -5.5% -16.6%	52.3% 54.3% 38.0% \$1.72 -4.1% -4.1% -11.1%	52.5% 54.6% 38.0% \$1.91 -4.1% -4.1% 10.1%	32.5% 51.5% 53.6% 38.0% \$2.08 -3.7% -3.7% 12.9%	29.7% 52.0% 54.0% 38.0% \$2.08 -4.4% -1.4%	32.3% 51.9% 54.0% 38.0% \$2.74 -4.4% -4.4% 4.0%
Operating Margin ILEC EBITDA Margin ILEC EBITDA Margin (Cash) Tax Rate Book Value  GROWTH ANALYSIS  Total Revenue ILEC Revenues Operating Income Net Income  CASH FLOW (Top-Down)	54.6% 54.6% 15.6% \$3.05 13.0% 13.0% 9.1% -4.2%	54.2% 54.2% 35.4% \$2.88 2.3% -13.5% -28.3%	54.4% 54.4% 28.2% \$2.59 -2.8% -2.8% -5.4% 37.5%	29.4% 54.1% 54.1% 37.5% \$2.30 -3.1% -3.1% -7.7% -14.2%	53.1% 53.1% 46.5% \$1.68 -5.2% -5.2% -5.3% -30.7%	53.8% 54.0% 38.0% \$1.68 -2.2% -2.2% -8.2% -12.7%	51.5% 53.5% 37.8% \$1.59 -5.5% -16.6% -25.1%	52.3% 54.3% 38.0% \$1.72 -4.1% -4.1% -31.2%	52.5% 54.6% 38.0% \$1.91 -4.1% -4.1% 10.1% 26.2%	32.5% 51.5% 53.6% 38.0% \$2.08 -3.7% -3.7% 12.9% 56.2%	29.7% 52.0% 54.0% 38.0% \$2.08 -4.4% -1.4% 1.1%	32.3% 51.9% 54.0% 38.0% \$2.74 -4.4% -4.4% 9.0%
Operating Margin ILEC EBITDA Margin ILEC EBITDA Margin (Cash) Tax Rate Book Value  GROWTH ANALYSIS Total Revenue ILEC Revenues Operating Income Net Income  CASH FLOW (Top-Down) Cash EBITDA	54.6% 54.6% 15.6% \$3.05 13.0% 13.0% 9.1% -4.2% 1,248,991 364,381 315,793	54.2% 54.2% 35.4% \$2.88 2.3% 2.3% -28.3% 308.292 90,860 47,986	54.4% 54.4% 28.2% \$2.59 -2.8% -2.8% -5.4% 37.5% 306.219 90,710 75,737	29.4% 54.1% 54.1% 37.5% \$2.30  -3.1% -3.1% -7.7% -14.2%  301,897 90,333 80,476	53.1% 53.1% 46.5% \$1.68 -5.2% -5.2% -5.3% -30.7% 290,749 90,731 84,065	53.8% 54.0% 38.0% \$1.68 -2.2% -2.2% -8.2% -12.7% 1,207,157 362,634 288,264	51.5% 53.5% 37.8% \$1.59 -5.5% -5.5% -25.1% 287.870 88,749 54,572	52.3% 54.3% 38.0% \$1.72 -4.1% -4.1% -31.2% 293.060 87,188 55,000	52.5% 54.6% 38.0% \$1.91 -4.1% -4.1% 26.2% 291,874 87,188 70,000	32.5% 51.5% 53.6% 38.0% \$2.08 -3.7% 12.9% 56.2% 282,591 87,188 80,000	29.7% 52.0% 54.0% 38.0% \$2.08 -4.4% -1.4% 1.1% 1,155,395 350,312 259,572	32.3% 51.9% 54.0% 38.0% \$2.74 -4.4% -4.4% 9.0% 1,105,552 348,750 250,000
Operating Margin ILEC EBITDA Margin ILEC EBITDA Margin (Cash) Tax Rate Book Value  GROWTH ANALYSIS Total Revenue ILEC Revenues Operating Income Net Income  CASH FLOW (Top-Down) Cash EBITDA Interest Expense Capex Taxes	54.6% 54.6% 15.6% \$3.05 13.0% 9.1% -4.2% 1,248,991 364,381 315,793 54,407	54.2% 54.2% 35.4% \$2.88 2.3% 13.5% -28.3% 308,292 90,860 47,986 1,859	54.4% 54.4% 28.2% \$2.59 -2.8% -2.8% -5.4% 37.5% 306,219 90,710 75,737 51,874	29.4% 54.1% 54.1% 37.5% \$2.30  -3.1% -7.7% -14.2%  301,897 90,333 80,476 20,589	53.1% 53.1% 46.5% \$1.68 -5.2% -5.2% -5.3% -30.7% 290,749 90,731 84,065 8,704	53.8% 54.0% 38.0% \$1.68 -2.2% -2.2% -8.2% -12.7% 1,207,157 362,634 288,264 83,026	51.5% 53.5% 37.8% \$1.59 -5.5% -5.5% -16.6% -25.1% 287,870 88,749 54,572 1,255	52.3% 54.3% 38.0% \$1.72 -4.1% -4.1% -11.1% -31.2% 293,060 87,188 55,000 55,000	52.5% 54.6% 38.0% \$1.91 -4.1% -4.1% 10.1% 26.2% 291,874 87,188 70,000 22,000	32.5% 51.5% 53.6% 38.0% \$2.08 -3.7% 12.9% 56.2% 282,591 87,188 80,000 20,000	29.7% 52.0% 54.0% 38.0% \$2.08 -4.4% -1.4% 11.1% 1,155,395 350,312 259,572 98,255	32.3% 51.9% 54.0% 38.0% \$2.74 -4.4% 4.0% 9.0% 1,105,552 348,750 250,000 98,500
Operating Margin ILEC EBITDA Margin ILEC EBITDA Margin (Cash) Tax Rate Book Value  GROWTH ANALYSIS Total Revenue ILEC Revenues Operating Income Net Income  CASH FLOW (Top-Down) Cash EBITDA Interest Expense Capex Taxes Non-Cash Adjustments/True-Ups	54.6% 54.6% 15.6% \$3.05 13.0% 9.1% -4.2% 1,248,991 364,381 315,793 54,407 -9,399	54.2% 54.2% 35.4% \$2.88 2.3% -13.5% -28.3% 308,292 90,860 47,986 1,859 -452	54.4% 54.4% 28.2% \$2.59 -2.8% -5.4% 37.5% 306,219 90,710 75,737 51,874 -8,717	29.4% 54.1% 54.1% 37.5% \$2.30  -3.1% -3.1% -7.7% -14.2%  301,897 90,333 80,476 20,589 -4,194	53.1% 53.1% 46.5% \$1.68 -5.2% -5.2% -5.3% -30.7% 290,749 90,731 84,065 8,704 -1,830	53.8% 54.0% 38.0% \$1.68 -2.2% -8.2% -12.7% 1,207,157 362,634 288,264 83,026 -15,193	51.5% 53.5% 37.8% \$1.59 -5.5% -16.6% -25.1% 287,870 88,749 54,572 1,255 -2,854	52.3% 54.3% 38.0% \$1.72 -4.1% -4.1% -11.1% -31.2% 293,060 87,188 55,000 55,000	52.5% 54.6% 38.0% \$1.91 -4.1% -4.1% 10.1% 26.2% 291,874 87,188 70,000 22,000 -5,000	32.5% 51.5% 53.6% 38.0% \$2.08 -3.7% -3.7% 12.9% 56.2% 282,591 87,188 80,000 20,000	29.7% 52.0% 54.0% 38.0% \$2.08 -4.4% -1.4% 1.1% 1,155,395 350,312 259,572 98,255 -17,854	32.3% 51.9% 54.0% 38.0% \$2.74 -4.4% -4.4% 4.0% 9.0% 1,105,552 348,750 250,000 98,500
Operating Margin ILEC EBITDA Margin (LEC EBITDA Margin (LEC EBITDA Margin (Cash)  Tax Rate Book Value  GROWTH ANALYSIS  Total Revenue ILEC Revenues Operating income Net Income  CASH FLOW (Top-Down)  Cash EBITDA Interest Expense Capex Taxes Non-Cash Adjustments/True-Ups Pre-dividend Free Cash Flow	54.6% 54.6% 15.6% \$3.05 13.0% 9.1% -4.2% 1,248,991 364,381 315,793 54,407 -9.399 523,809	54.2% 54.2% 35.4% \$2.88 2.3% 2.3% -13.5% -28.3% 308,292 90,860 47,986 1,859 -452 168,039	54.4% 54.4% 28.2% \$2.59 -2.8% -2.8% -5.4% 37.5% 306,219 90,710 75,737 51,874 -3,717 96,615	29.4% 54.1% 54.1% 37.5% \$2.30  -3.1% -3.1% -7.7% -14.2%  301.897 90,333 80,476 20,589 4,194 114,693	53.1% 53.1% 46.5% \$1.68 -5.2% -5.2% -5.3% -30.7% 290,749 90,731 84,065 8,704 -1,830 109,079	53.8% 54.0% 38.0% \$1.68 -2.2% -8.2% -12.7% 1,207,157 362,634 288,264 83,026 -15,193 488,426	51.5% 53.5% \$1.59 \$1.59 -5.5% -16.6% -25.1% -287,870 88,749 54,572 1,255 -2,854 146,148	52.3% 54.3% 38.0% \$1.72 -4.1% -4.1% -11.1% -31.2% 293,060 87,188 55,000 -5,000 100,872	52.5% 54.6% 38.0% \$1.91 -4.1% -4.1% 10.1% 26.2% 291.874 87,188 70,000 22,000 -5,000 117,687	32.5% 51.5% 53.6% 38.0% \$2.08 -3.7% -3.7% 12.9% 56.2% 282,591 87,188 80,000 20,000 100,404	29.7% 52.0% 54.0% 38.0% \$2.08 -4.4% -4.4% -1.4% 1.1% 53.395 350,312 259,572 98,255 -17,854 455,111	32.3% 51.9% 54.0% 38.0% \$2.74 -4.4% 4.0% 9.0% 1,105,552 348,750 250,000 98,500 433,802
Operating Margin ILEC EBITDA Margin ILEC EBITDA Margin (Cash) Tax Rate Book Value  GROWTH ANALYSIS  Total Revenue ILEC Revenues Operating Income Net Income  CASH FLOW (Top-Down) Cash EBITDA Interest Expense Capex Taxes Non-Cash Adjustments/True-Ups Pre-dividend Free Cash Flow Dividend Payments	54.6% 54.6% 15.6% \$3.05 13.0% 9.1% -4.2% 1,248,991 364,381 315,793 54,407 -9.399 523,809 332,199	54.2% 54.2% 54.2% 35.4% \$2.88 2.3% -13.5% -28.3% 308,292 90,860 47,986 4,859 -452 168,039 82,103	54.4% 54.4% 54.4% \$2.59 -2.8% -2.8% -5.4% 37.5% 306,219 90,710 75,737 51,874 -8,717 96,615 80,221	29.4% 54.1% 54.1% 37.5% \$2.30  -3.1% -7.7% -14.2%  301,897 90,333 80,476 20,589 -4,194 114,693 78,278	53.1% 53.1% 46.5% \$1.68 -5.2% -5.2% -5.3% -30.7% 290,749 90,731 84,065 8,704 -1,830 109,079 77,835	53.8% 54.0% 38.0% \$1.68 -2.2% -8.2% -12.7% 1,207,157 362,634 288,264 83,026 -15,193 488,426 318,437	51.5% 53.5% \$1.59 -5.5% -16.6% -25.1% 287.870 88,749 54,572 1,255 -2,854 146,148 78,085	52.3% 54.3% 38.0% \$1.72 -4.1% -4.1% -11.1% -31.2% 293,060 87,188 55,000 -5,000 100,872 77,457	52.5% 54.6% 38.0% \$1.91 -4.1% -4.1% 10.1% 26.2% 291,874 87,188 70,000 -5,000 117,687 77,457	32.5% 51.5% 53.6% 38.0% \$2.08 37.7% 12.9% 56.2% 282,591 87,188 80,000 20,000 -5,000 100,404 77,457	29.7% 52.0% 54.0% 38.0% \$2.08 -4.4% -1.4% 11.16 1,155,395 350,312 259,572 98,255 -17,854 465,111 310,455	32.3% 51.9% 54.0% 38.0% \$2.74 -4.4% 4.0% 9.0% 1,105,552 348,750 250,000 98,500 -25,500 433,802 309,826
Operating Margin ILEC EBITDA Margin ILEC EBITDA Margin (Cash) Tax Rate Book Value  GROWTH ANALYSIS  Total Revenue ILEC Revenues Operating Income Net Income  CASH FLOW (Top-Down)  Cash EBITDA Interest Expense Capex Taxes Non-Cash Adjustments/True-Ups Pre-dividend Free Cash Flow Dividend Payments Free Cash Flow	54.6% 54.6% 15.6% \$3.05 13.0% 9.1% -4.2% 1,248,991 364,381 315,793 54,407 -9.399 523,809 332,199	54.2% 54.2% 54.2% 35.4% \$2.88 2.3% -13.5% -28.3% 308,292 90,860 47,986 47,986 1,859 -452 168,039 82,103 85,936	54.4% 54.4% 54.4% \$2.59 -2.8% -2.8% -5.4% 37.5% 306,219 90,710 75,737 51,874 -8,717 96,615 80,221 16,394	29.4% 54.1% 54.1% 37.5% \$2.30  -3.1% -7.7% -14.2%  301,897 90,333 80,476 20,589 -4,194 114,693 78,278 36,415	53.1% 53.1% 46.5% \$1.68 -5.2% -5.2% -5.3% -30.7% 290,749 90,731 84,065 8,704 -1,830 109,079 77,835 31,244	53.8% 54.0% 38.0% \$1.68 -2.2% -8.2% -12.7% 1,207,157 362,634 288,264 28,264 28,264 318,437 169,989	51.5% 53.5% \$1.59 -5.5% -16.6% -25.1% 287.870 88,749 54,572 1,255 -2,854 146,148 78,085 68,063	52.3% 54.3% 38.0% \$1.72 -4.1% -4.1% -11.1% -31.2% 293,060 87,188 55,000 -5,000 100,872 77,457 23,416	52.5% 54.6% 38.0% \$1.91  -4.1% -4.1% 10.1% 26.2%  291,874 87,188 70,000 -5,000 117,687 77,457 40,230	32.5% 51.5% 53.6% 38.0% \$2.08 -3.7% 12.9% 56.2% 282,591 87,188 80,000 20,000 -5,000 100,404 77,457 22,947	29.7% 52.0% 54.0% 38.0% \$2.08 -4.4% -1.4% 11.155,395 350,312 259,572 98,255 -17,854 465,111 310,455 154,656	32.3% 51.9% 54.0% 38.0% \$2.74 -4.4% 4.0% 9.0% 1,105,552 348,750 250,000 98,500 -25,500 433,802 309,826 123,976
Operating Margin ILEC EBITDA Margin ILEC EBITDA Margin (Cash) Tax Rate Book Value  GROWTH ANALYSIS  Total Revenue ILEC Revenues Operating Income Net Income  CASH FLOW (Top-Down) Cash EBITDA Interest Expense Capex Taxes Non-Cash Adjustments/True-Ups Pre-dividend Free Cash Flow Dividend Payments Free Cash Flow Dividend Payout Ratio (Div/FCF)	54.6% 54.6% 15.6% \$3.05 13.0% 9.1% -4.2% 1,248,991 364,381 315,793 54,407 -9.399 523,809 332,199	54.2% 54.2% 54.2% 35.4% \$2.88 2.3% -13.5% -28.3% 308,292 90,860 47,986 4,859 -452 168,039 82,103	54.4% 54.4% 54.4% \$2.59 -2.8% -2.8% -5.4% 37.5% 306,219 90,710 75,737 51,874 -8,717 96,615 80,221	29.4% 54.1% 54.1% 37.5% \$2.30  -3.1% -7.7% -14.2%  301,897 90,333 80,476 20,589 -4,194 114,693 78,278	53.1% 53.1% 46.5% \$1.68 -5.2% -5.2% -5.3% -30.7% 290,749 90,731 84,065 8,704 -1,830 109,079 77,835	53.8% 54.0% 38.0% \$1.68 -2.2% -8.2% -12.7% 1,207,157 362,634 288,264 83,026 -15,193 488,426 318,437	51.5% 53.5% \$1.59 -5.5% -16.6% -25.1% 287.870 88,749 54,572 1,255 -2,854 146,148 78,085	52.3% 54.3% 38.0% \$1.72 -4.1% -4.1% -11.1% -31.2% 293,060 87,188 55,000 -5,000 100,872 77,457	52.5% 54.6% 38.0% \$1.91 -4.1% -4.1% 10.1% 26.2% 291,874 87,188 70,000 -5,000 117,687 77,457	32.5% 51.5% 53.6% 38.0% \$2.08 37.7% 12.9% 56.2% 282,591 87,188 80,000 20,000 -5,000 100,404 77,457	29.7% 52.0% 54.0% 38.0% \$2.08 -4.4% -1.4% 11.16 1,155,395 350,312 259,572 98,255 -17,854 465,111 310,455	32.3% 51.9% 54.0% 38.0% \$2.74 -4.4% 4.0% 9.0% 1,105,552 348,750 250,000 98,500 -25,500 433,802 309,826
Operating Margin ILEC EBITDA Margin ILEC EBITDA Margin (Cash) Tax Rate Book Value  GROWTH ANALYSIS  Total Revenue ILEC Revenues Operating Income Net Income  CASH FLOW (Top-Down) Cash EBITDA Interest Expense Capex Taxes Non-Cash Adjustments/True-Ups Pre-dividend Free Cash Flow Dividend Payments Free Cash Flow Dividend Payout Ratio (Div/FCF)  BALANCE SHEET	54.6% 54.6% 15.6% \$3.05 13.0% 9.1% -4.2% 1,248,991 364,381 315,793 54,407 -9,399 523,809 191,611	54.2% 54.2% 54.2% 35.4% \$2.88 2.3% -13.5% -28.3% 308.292 90,860 47,986 47,986 48.99 48.99 48.9%	54.4% 54.4% 28.2% \$2.59 -2.8% -2.8% -5.4% 37.5% 306.219 90,710 75,737 51,874 -8,717 96,615 80,221 16,394 83.0%	29.4% 54.1% 54.1% 37.5% \$2.30  -3.1% -3.1% -7.7% -14.2%  301,897 90,333 80,476 20,589 -4,194 114,693 78,278 36,415 68.3%	53.1% 53.1% 46.5% \$1.68 -5.2% -5.2% -5.3% -30.7% 290,749 90,731 84,065 8,704 -1,830 109,079 77,835 31,244 71.4%	53.8% 54.0% 38.0% \$1.68 -2.2% -8.2% -12.7% 1,207,157 362,634 288,264 -15,193 488,426 318,437 169,989 65.2%	51.5% 53.5% \$1.59 -5.5% -16.6% -25.1% -287,870 88,749 54,572 1,255 -2,854 146,148 78,085 68,063	52.3% 54.3% 38.0% \$1.72 -4.1% -4.1% -11.1% -31.2% 293,060 87,188 55,000 -5,000 100,872 77,457 23,416 76.8%	52.5% 54.6% 38.0% \$1.91 -4.1% -4.1% 10.1% 26.2%  291.874 87,188 70,000 -5,000 117,687 77,457 40,230 65.8%	32.5% 51.5% 53.6% 38.0% \$2.08 -3.7% 12.9% 12.9% 56.2% 282,591 87,188 80,000 20,000 100,404 77,457 22,947 77.1%	29.7% 52.0% 54.0% 38.0% \$2.08 -4.4% -4.4% -1.4% 1.155,395 350,312 259,572 98,255 -17,854 465,111 310,455 154,656	32.3% 51.9% 54.0% 38.0% \$2.74 -4.4% 4.0% 9.0% 1,105,552 348,750 250,000 98,500 -25,500 433,802 309,826 123,976
Operating Margin ILEC EBITDA Margin (Cash) Tax Rate Book Value  GROWTH ANALYSIS  Total Revenue ILEC Revenues Operating income Net Income  CASH FLOW (Top-Down)  Cash EBITDA Interest Expense Capex Taxes Non-Cash Adjustments/True-Ups Pre-dividend Free Cash Flow Dividend Payments Free Cash Flow Dividend Payout Ratio (Div/FCF)  BALANCE SHEET Total Debt	54.6% 54.6% 15.6% \$3.05 13.0% 9.1% -4.2% 1,248,991 364,381 315,793 54,407 -9,399 332,199 191,611 63.4%	54.2% 54.2% 54.2% 35.4% \$2.88 2.3% -13.5% -28.3% 308,292 90,860 47,986 1,859 -452 168,039 82,103 85,936 48.9%	54.4% 54.4% 54.4% \$2.59 -2.8% -2.8% -5.4% 37.5% 306,219 90,710 75,737 51,874 -8,717 96,615 80,221 16,394 83.0% 4,750,440	29.4% 54.1% 54.1% 37.5% \$2.30  -3.1% -3.1% -7.7% -14.2%  301.897 90,333 80,476 20,589 4,194 114,693 78,278 36,415 68.3%	53.1% 53.1% 46.5% \$1.68 -5.2% -5.2% -30.7% 290,749 90,731 84,065 8,704 -1,830 109,079 77,835 31,244 71.4%	53.8% 54.0% 38.0% \$1.68 -2.2% -8.2% -12.7% 1,207,157 362,634 288,264 83,026 -15,193 488,426 318,437 169,989 65.2%	51.5% 53.5% \$1.59 -5.5% -16.6% -25.1% -287,870 88,749 54,572 1,255 -2,854 146,148 78,085 68,063 53.4%	52.3% 54.3% 38.0% \$1.72 -4.1% -4.1% -11.1% -31.2% 293,060 87,188 55,000 -5,000 -100,872 77,457 23,416 76.8%	52.5% 54.6% 38.0% \$1.91  -4.1% -4.1% 10.1% 26.2%  291.874 87,188 70,000 -5,000 -17,687 77,457 40,230  65.8%	32.5% 51.5% 53.6% 38.0% \$2.08 -3.7% -3.7% 12.9% 56.2% 282,591 87,188 80,000 20,000 100,404 77,457 22,947 77.1%	29.7% 52.0% 54.0% 38.0% \$2.08  -4.4% -4.4% -1.4% 1.1% 1,155,395 350,312 259,572 98,255 -17,854 455,111 310,455 154,656 66.7%	32.3% 51.9% 54.0% 38.0% \$2.74 -4.4% 4.0% 9.0% 1,105,552 348,750 250,000 98,500 433,802 309,826 123,976 71.4%
Operating Margin ILEC EBITDA Margin (Cash) Tax Rate Book Value  GROWTH ANALYSIS  Total Revenue ILEC Revenues Operating Income Net Income  CASH FLOW (Top-Down)  Cash EBITDA Interest Expense Capex Taxes Non-Cash Adjustments/True-Ups Pre-dividend Free Cash Flow Dividend Payments Free Cash Flow Dividend Payout Ratio (Div/FCF)  BALANCE SHEET Total Debt Cash and Marketable Securities	54.6% 54.6% 15.6% \$3.05 13.0% 9.1% -4.2% 1,248,991 364,381 315,793 54,407 -9.399 523,809 191,611 63.4% 4,739,345 226,466	54.2% 54.2% 54.2% 35.4% \$2.88 2.3% -13.5% -28.3% 308,292 90,860 47,986 47,986 1,859 -452 168,039 82,103 85,936 48.9%	54.4% 54.4% 54.4% \$2.59 -2.8% -2.8% -5.4% 37.5% 306,219 90,710 75,737 51,874 -8,717 96,615 80,221 16,394 83.0%	29.4% 54.1% 54.1% 37.5% \$2.30  -3.1% -7.7% -14.2%  301,897 90,333 80,476 20,589 -4,194 114,693 78,278 36,415 68.3%	53.1% 53.1% 46.5% \$1.68 -5.2% -5.2% -5.3% -30.7% 290,749 90,731 84,065 8,704 -1.830 109,079 77,835 31,244 71.4%	53.8% 54.0% 38.0% \$1.68 -2.2% -8.2% -12.7% 1,207,157 362,634 288,264 83,026 -15,193 488,426 318,437 169,989 65.2%	51.5% 53.5% \$1.59 -5.5% -16.6% -25.1% -287.870 88,749 54,572 1,255 -2,854 146,148 78,085 68,063 53,4%	52.3% 54.3% 38.0% \$1.72 -4.1% -4.1% -11.1% -31.2% 293,060 87,188 55,000 -5,000 100,872 27,457 23,416 76.8%	52.5% 54.6% 58.0% \$1.91  -4.1% -4.1% 10.1% 26.2%  291,874 87,188 70,000 -5,000 -5,000 117,687 77,457 40,230 65.8%	32.5% 51.5% 53.6% 38.0% \$2.08 37.7% 12.9% 56.2% 282,591 87,188 80,000 20,000 -5,000 100,404 77,457 22,947 77.1%	29.7% 52.0% 54.0% 38.0% \$2.08 -4.4% -1.4% 11.1% 1,155,395 350,312 259,572 98,255 -17,854 465,111 310,455 154,656 66.7%	32.3% 51.9% 54.0% 38.0% \$2.74 -4.4% 4.0% 9.0% 1,105,552 348,750 250,000 98,500 -25,500 433,802 309,826 123,976 71.4%
Operating Margin ILEC EBITDA Margin (Cash) Tax Rate Book Value  GROWTH ANALYSIS  Total Revenue ILEC Revenues Operating Income Net Income  CASH FLOW (Top-Down) Cash EBITDA Interest Expense Capex Taxes Non-Cash Adjustments/True-Ups Pre-dividend Free Cash Flow Dividend Payments Free Cash Flow Dividend Payout Ratio (Div/FCF)  BALANCE SHEET Total Debt Cash and Marketable Securities Net Debt	54.6% 54.6% 15.6% \$3.05 13.0% 9.1% -4.2% 1,248,991 364,381 315,793 54,407 -9,399 523,809 191,611 63.4% 4,739,345 26,466 4,512,879	54.2% 54.2% 54.2% 35.4% \$2.88 2.3% -13.5% -28.3% 308.292 90,860 47,986 47,986 1,859 -452 168,039 82,103 85,936 48.9%	54.4% 54.4% 28.2% \$2.59 -2.8% -2.8% -5.4% 37.5% 306.219 90,710 75,737 51,874 -8,717 96,615 80,221 16,394 83.0%	29.4% 54.1% 54.1% 37.5% \$2.30  -3.1% -3.1% -7.7% -14.2%  301,897 90,333 80,476 20,589 -4,194 114,693 78,278 36,415 68.3%  4,749,003 91,086 4,657,917	53.1% 53.1% 46.5% \$1.68 -5.2% -5.2% -5.3% -30.7% 290,749 90,731 84,065 8,704 -1,830 109,079 77,835 31,244 71.4%	53.8% 54.0% 38.0% \$1.68 -2.2% -8.2% -12.7% 1,207,157 362,634 288,264 83,026 -15,193 488,426 318,437 169,989 65.2%	51.5% 53.5% 53.5% \$1.59 -5.5% -16.6% -25.1% -287,870 88,749 54,572 1,255 -2,854 146,148 78,085 68,063 53.4%	52.3% 54.3% 38.0% \$1.72 -4.1% -4.1% -11.1% -31.2% -293,060 87,188 55,000 -5,000 100,872 77,457 23,416 -76.8%	52.5% 54.6% 38.0% \$1.91  -4.1% -4.1% 10.1% 26.2%  291.874 87,188 70,000 -5,000 117,687 77,457 40,230  65.8%	32.5% 51.5% 53.6% 38.0% \$2.08 -3.7% 12.9% 56.2% 282,591 87,188 80,000 20,000 100,404 77,457 22,947 77.1%	29.7% 52.0% 54.0% 38.0% \$2.08 -4.4% -4.4% -1.4% 1.1% 1.155.395 350,312 259,572 98,255 -17,854 465,111 310,455 154,656 66.7% 4,637,992 177,431 4,605,561	32.3% 51.9% 54.0% 38.0% \$2.74 -4.4% -4.4% 4.0% 9.0% 1,105,552 348,750 250,000 98,500 -25,500 433,802 309,826 123,976 71.4%
Operating Margin ILEC EBITDA Margin (Cash) Tax Rate Book Value  GROWTH ANALYSIS  Total Revenue ILEC Revenues Operating Income Net Income  CASH FLOW (Top-Down)  Cash EBITDA Interest Expense Capex Taxes Non-Cash Adjustments/True-Ups Pre-dividend Free Cash Flow Dividend Payments Free Cash Flow Dividend Payout Ratio (Div/FCF)  BALANCE SHEET Total Debt Cash and Marketable Securities	54.6% 54.6% 15.6% \$3.05 13.0% 9.1% -4.2% 1,248,991 364,381 315,793 54,407 -9.399 523,809 191,611 63.4% 4,739,345 226,466	54.2% 54.2% 54.2% 35.4% \$2.88 2.3% -13.5% -28.3% 308,292 90,860 47,986 47,986 1,859 -452 168,039 82,103 85,936 48.9%	54.4% 54.4% 54.4% \$2.59 -2.8% -2.8% -5.4% 37.5% 306,219 90,710 75,737 51,874 -8,717 96,615 80,221 16,394 83.0%	29.4% 54.1% 54.1% 37.5% \$2.30  -3.1% -7.7% -14.2%  301,897 90,333 80,476 20,589 -4,194 114,693 78,278 36,415 68.3%	53.1% 53.1% 46.5% \$1.68 -5.2% -5.2% -5.3% -30.7% 290,749 90,731 84,065 8,704 -1.830 109,079 77,835 31,244 71.4%	53.8% 54.0% 38.0% \$1.68 -2.2% -8.2% -12.7% 1,207,157 362,634 288,264 83,026 -15,193 488,426 318,437 169,989 65.2%	51.5% 53.5% \$1.59 -5.5% -16.6% -25.1% -287.870 88,749 54,572 1,255 -2,854 146,148 78,085 68,063 53,4%	52.3% 54.3% 38.0% \$1.72 -4.1% -4.1% -11.1% -31.2% 293,060 87,188 55,000 -5,000 100,872 27,457 23,416 76.8%	52.5% 54.6% 58.0% \$1.91  -4.1% -4.1% 10.1% 26.2%  291,874 87,188 70,000 -5,000 -5,000 117,687 77,457 40,230 65.8%	32.5% 51.5% 53.6% 38.0% \$2.08 37.7% 12.9% 56.2% 282,591 87,188 80,000 20,000 -5,000 100,404 77,457 22,947 77.1%	29.7% 52.0% 54.0% 38.0% \$2.08 -4.4% -1.4% 11.1% 1,155,395 350,312 259,572 98,255 -17,854 465,111 310,455 154,656 66.7%	32.3% 51.9% 54.0% 38.0% \$2.74 -4.4% 4.0% 9.0% 1,105,552 348,750 250,000 98,500 -25,500 433,802 309,826 123,976 71.4%

Source: Company data and Stifel Nicolaus estimates

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