



# INCOMPAS 2024 Keynote Presentation

October 21, 2024



# Cautionary Statement

## No Offer or Solicitation

This communication and the information contained in it are provided for information purposes only and are not intended to be and shall not constitute a solicitation of any vote or approval, or an offer to sell or solicitation of an offer to buy, or an invitation or recommendation to subscribe for, acquire or buy securities of Uniti, Windstream Holdings II (Windstream") or Windstream Parent, Inc., the proposed combined company following the closing of the Merger (as defined below) ("New Uniti") or any other financial products or securities, in any place or jurisdiction, nor shall there be any offer, solicitation or sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. No offer of securities shall be made in the United States absent registration under the U.S. Securities Act of 1933, as amended (the "Securities Act"), or pursuant to an exemption from, or in a transaction not subject to, such registration requirements

## Additional Information and Where to Find It

In connection with the contemplated merger (the "Merger"), New Uniti has filed a registration statement on Form S-4 with the SEC that contains a proxy statement/prospectus and other documents, which has not yet become effective. Once effective, Uniti will mail the proxy statement/prospectus contained in the Form S-4 to its stockholders. This communication is not a substitute for any registration statement, proxy statement/prospectus or other documents that may be filed with the SEC in connection with the Merger.

THE PROXY STATEMENT/PROSPECTUS AND OTHER DOCUMENTS FILED WITH THE SEC IN CONNECTION WITH THE MERGER CONTAINS IMPORTANT INFORMATION ABOUT UNITI, WINDSTREAM, NEW UNITI, THE MERGER AND RELATED MATTERS. INVESTORS SHOULD READ THE PROXY STATEMENT/PROSPECTUS AND SUCH OTHER DOCUMENTS FILED WITH THE SEC CAREFULLY AND IN THEIR ENTIRETY, AS WELL AS ANY AMENDMENTS OR SUPPLEMENTS TO THE PROXY STATEMENT/PROSPECTUS AND SUCH DOCUMENTS, BEFORE THEY MAKE ANY DECISION WITH RESPECT TO THE MERGER. The proxy statement/prospectus, any amendments or supplements thereto and all other documents filed with the SEC in connection with the Merger will be available free of charge on the SEC's website (at [www.sec.gov](http://www.sec.gov)). Copies of documents filed with the SEC by Uniti will be made available free of charge on Uniti's investor relations website (at <https://investor.uniti.com/financial-information/sec-filings>).

## Participants in the Solicitation

Uniti, Windstream and their respective directors and certain of their executive officers and other employees may be deemed to be participants in the solicitation of proxies from Uniti's stockholders in connection with the Merger. Information about Uniti's directors and executive officers is set forth in the sections titled "Proposal No. 1 Election of Directors" and "Security Ownership of Certain Beneficial Owners and Management" included in Uniti's proxy statement for its 2024 annual meeting of stockholders, which was filed with the SEC on April 11, 2024 (and which is available at <https://www.sec.gov/Archives/edgar/data/1620280/000110465924046100/0001104659-24-046100-index.htm>), the section titled "Directors, Executive Officers and Corporate Governance" included in its Annual Report on Form 10-K for the fiscal year ended December 31, 2023, which was filed with the SEC on February 29, 2024 (and which is available at <https://www.sec.gov/ix?doc=/Archives/edgar/data/1620280/000162828024008054/unit-20231231.htm>), and subsequent statements of beneficial ownership on file with the SEC and other filings made from time to time with the SEC. Additional information regarding the persons who may, under the rules of the SEC, be deemed participants in the solicitation of Uniti stockholders in connection with the Merger, including a description of their direct or indirect interests, by security holdings or otherwise, is set forth in the proxy statement/prospectus and other relevant materials filed by New Uniti with the SEC. These documents can be obtained free of charge from the sources indicated above.

# Cautionary Statement

## Forward-Looking Statements

This communication contains forward-looking statements, including within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements can often be identified by terms such as “may,” “will,” “appears,” “should,” “expects,” “plans,” “anticipates,” “could,” “intends,” “target,” “projects,” “contemplates,” “believes,” “estimates,” “predicts,” “potential,” or “continue,” or the negative of these words or other similar terms or expressions that concern expectations, strategy, plans, or intentions. However, the absence of these words or similar terms does not mean that a statement is not forward-looking. All forward-looking statements are based on information and estimates available to Uniti and Windstream at the time of this communication and are not guarantees of future performance.

Examples of forward-looking statements in this communication (made at the date of this communication unless otherwise indicated) include, among others, statements regarding the Merger and the future performance of Uniti, Windstream and New Uniti (the “Merged Group”), the perceived and potential synergies and other benefits of the Merger, and expectations around the financial impact of the Merger on the Merged Group’s financials. In addition, this communication contains statements concerning the intentions, beliefs and expectations, plans, strategies and objectives of the directors and management of Uniti and Windstream for Uniti and Windstream, respectively, and the Merged Group, the anticipated timing for and outcome and effects of the Merger (including expected benefits to shareholders of Uniti), expectations for the ongoing development and growth potential of the Merged Group and the future operation of Uniti, Windstream and the Merged Group.

These statements involve known and unknown risks, uncertainties and other factors that may cause actual results to be materially different from any results, levels of activity, performance or achievements expressed or implied by any forward-looking statement and may include statements regarding the expected timing and structure of the Merger; the ability of the parties to complete the Merger considering the various closing conditions; the expected benefits of the Merger, such as improved operations, enhanced revenues and cash flow, synergies, growth potential, market profile, business plans, expanded portfolio and financial strength; the competitive ability and position of New Uniti following completion of the Merger; and anticipated growth strategies and anticipated trends in Uniti’s, Windstream’s and, following the expected completion of the Merger, New Uniti’s business.

In addition, other factors related to the Merger that contribute to the uncertain nature of the forward-looking statements and that could cause actual results and financial condition to differ materially from those expressed or implied include, but are not limited to: the satisfaction of the conditions precedent to the consummation of the Merger, including, without limitation, the receipt of shareholder and regulatory approvals on the terms desired or anticipated; unanticipated difficulties or expenditures relating to the Merger, including, without limitation, difficulties that result in the failure to realize expected synergies, efficiencies and cost savings from the Merger within the expected time period (if at all); potential difficulties in Uniti’s and Windstream’s ability to retain employees as a result of the announcement and pendency of the Merger; risks relating to the value of New Uniti’s securities to be issued in the Merger; disruptions of Uniti’s and Windstream’s current plans, operations and relationships with customers caused by the announcement and pendency of the Merger; legal proceedings that may be instituted against Uniti or Windstream following announcement of the Merger; funding requirements; regulatory restrictions (including changes in regulatory restrictions or regulatory policy) and risks associated with general economic conditions.

Additional factors that could cause actual results, level of activity, performance or achievements to differ materially from the results, level of activity, performance or achievements expressed or implied by the forward-looking statements are detailed in the filings with the SEC, including Uniti’s annual report on Form 10-K, periodic quarterly reports on Form 10-Q, periodic current reports on Form 8-K and other documents filed with the SEC.

There can be no assurance that the Merger will be implemented or that plans of the respective directors and management of Uniti and Windstream for the Merged Group will proceed as currently expected or will ultimately be successful. Investors are strongly cautioned not to place undue reliance on forward-looking statements, including in respect of the financial or operating outlook for Uniti, Windstream or the Merged Group (including the realization of any expected synergies).

Except as required by applicable law, Uniti does not assume any obligation to, and expressly disclaims any duty to, provide any additional or updated information or to update any forward-looking statements, whether as a result of new information, future events or results, or otherwise. Nothing in this communication will, under any circumstances (including by reason of this communication remaining available and not being superseded or replaced by any other presentation or publication with respect to Uniti, Windstream or the Merged Group, or the subject matter of this communication), create an implication that there has been no change in the affairs of Uniti or Windstream since the date of this communication.

# Fiber Landscape Has Improved Substantially Since Telecom Act of 1996

Convergence & Hyperscaler Trends Reinforce Mission Critical Nature of Fiber

## More Rational Competitive Landscape

- Less Overbuilding
- Rational Capital Deployment







## Greater Number of Network On-Ramps Today vs. Mostly Long-Haul Routes Historically

- New Fiber Built to Target Real Demand

## Fiber Enabled Broadband Demand is Real and Growing

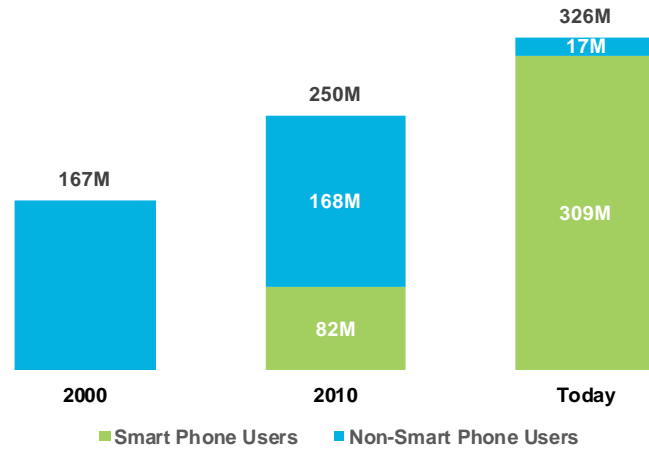
- More Diversified and Balanced Fiber Customer Base

# More Rational Competitive Landscape

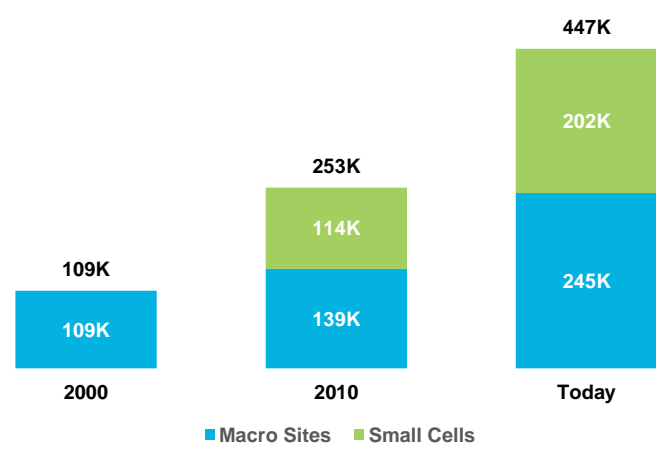
	2000	2010	Today
Fiber Route Miles Deployed	Long-Haul: ~677,000 Metro: ~36,000	Long-Haul: ~1.0 Million Metro: ~300,000	Long-Haul: ~1.4 Million Metro: ~2.0 Million
Top Long-Haul Providers			
Last Mile Fiber Providers			

# Growing Number of Network On Ramps

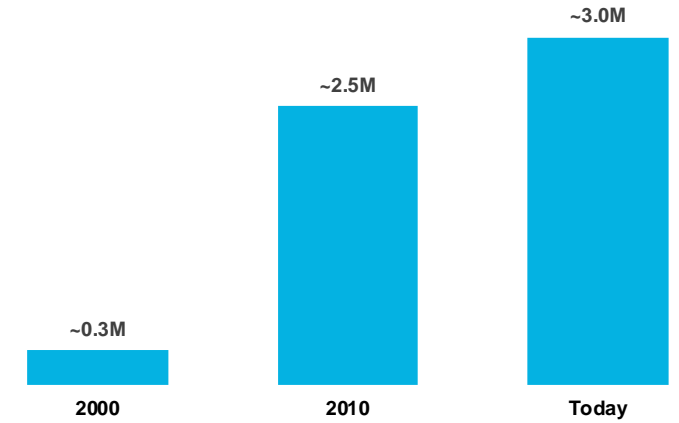
## Cellphone Users



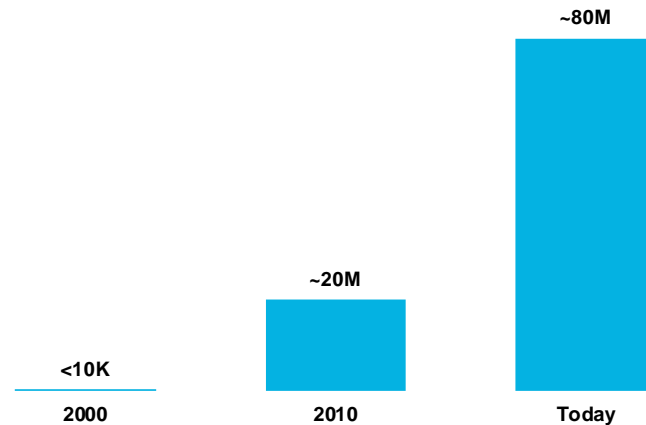
## Number of Cell Sites



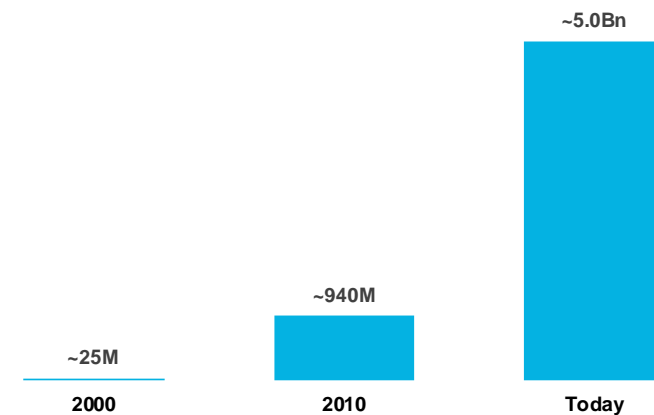
## Number of Lit Buildings



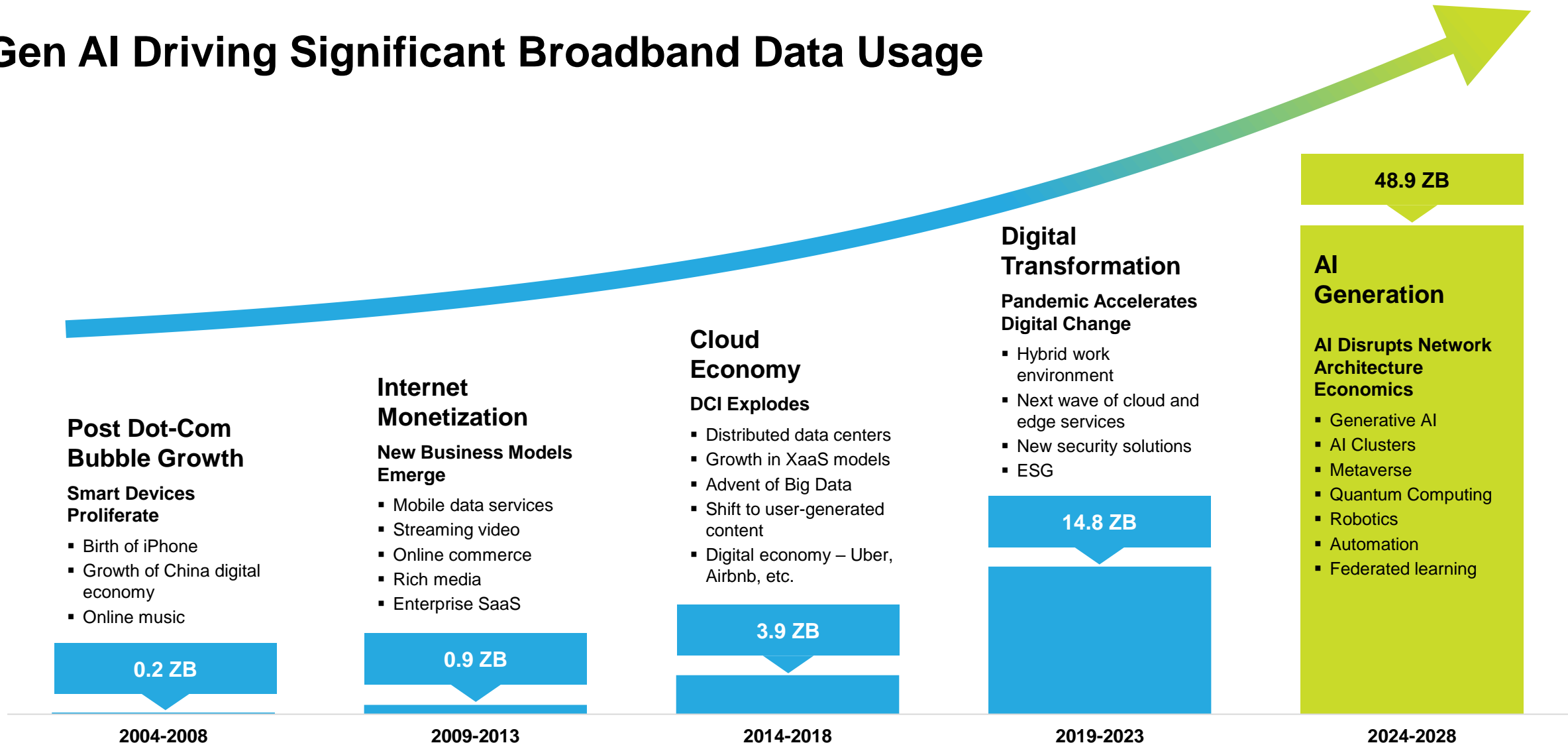
## FTTH Passings



## Social Media Users



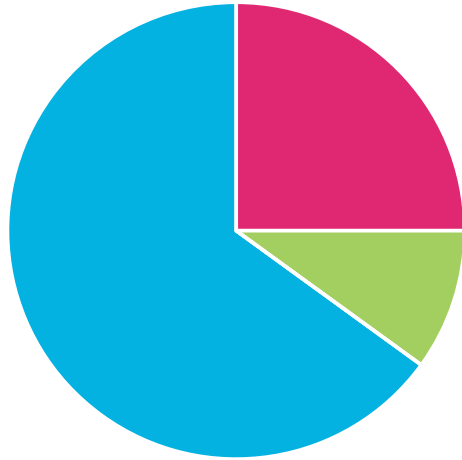
# Gen AI Driving Significant Broadband Data Usage



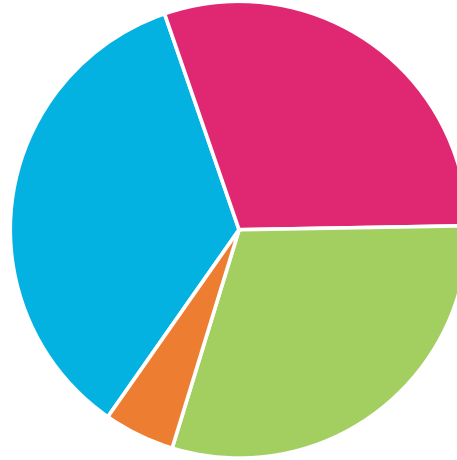
Generative AI Expected to Drive Increased Data Usage by 3x Over the Next 4 Years

# More Diversified and Balanced Fiber Customer Base

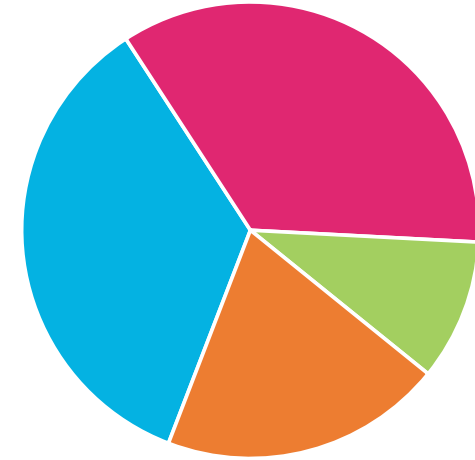
## Early 2000's



## 2010



## Today



■ Wireline Carriers   ■ Enterprise & Government   ■ Wireless Carriers   ■ Hyperscalers / Content Providers

### Key Network Locations

- |   |  |   |
|---|--|---|
| <ul style="list-style-type: none"> <li>• Central Offices</li> <li>• MTSOs / MSCs</li> </ul> | <ul style="list-style-type: none"> <li>• Towers</li> <li>• Carrier Hotels</li> </ul> | <ul style="list-style-type: none"> <li>• Data Centers</li> <li>• Cloud Interconnection</li> </ul> |
|---|--|---|

### Product Focus

- |   |  |   |
|---|--|---|
| <ul style="list-style-type: none"> <li>• Lit Service (TDM)</li> <li>• SONET, Early Stage DWDM, DS3, OCN</li> <li>• T-1 Tower Backhaul Speeds</li> </ul> | <ul style="list-style-type: none"> <li>• Ethernet</li> <li>• 1 to 10Gig Waves</li> <li>• 25 to 50Mbps Tower Backhaul Speeds</li> </ul> | <ul style="list-style-type: none"> <li>• Dark Fiber, Conduit &amp; Waves</li> <li>• 100 to 400 Gig Waves</li> <li>• 10Gig+ Tower Backhaul Speeds</li> </ul> |
|---|--|---|

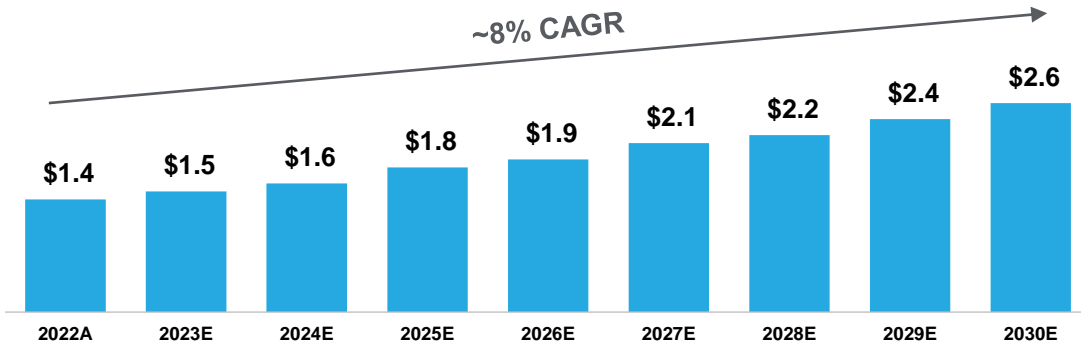


# Hyperscalers Fueling National Growth Opportunity

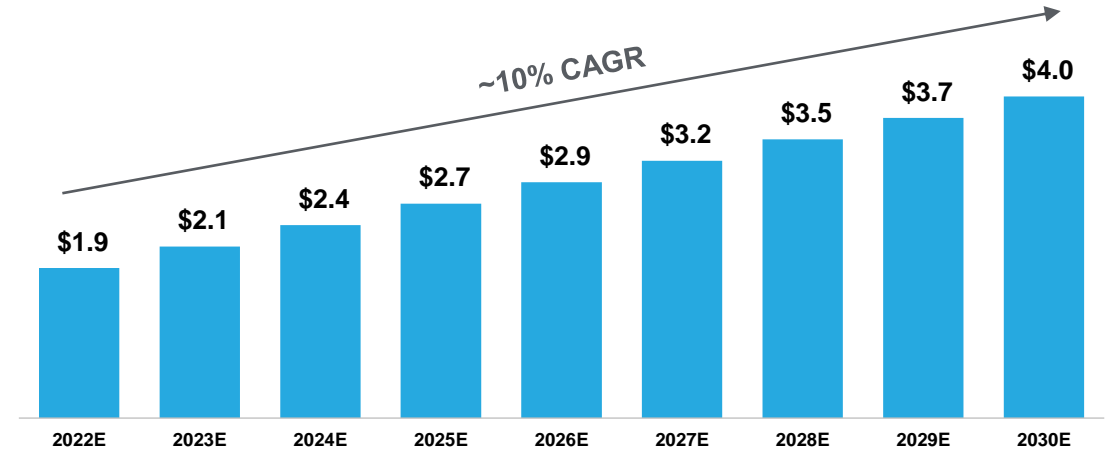
- Recent industry trends have created significant demand for lit and dark long-haul capacity
- Uniti's Dark Fiber Capabilities:
  - Nearly 200K Combined Fiber Route Miles Available Nationally to Lease / IRU
  - 300+ Metro Markets; ~325K On-Net / Near-Net Buildings
- Windstream's Lit Network Capabilities:
  - Wavelengths, Colocation, Ethernet, DIA
  - ~425K On-Net / Near-Net Buildings, 1,500 POPs, 150 On-Net Data Centers
  - Just Completed Industry's First 800G Service Trial
- Combined company will have many distinct Tier II and III intercity routes with both lit and dark fiber capabilities



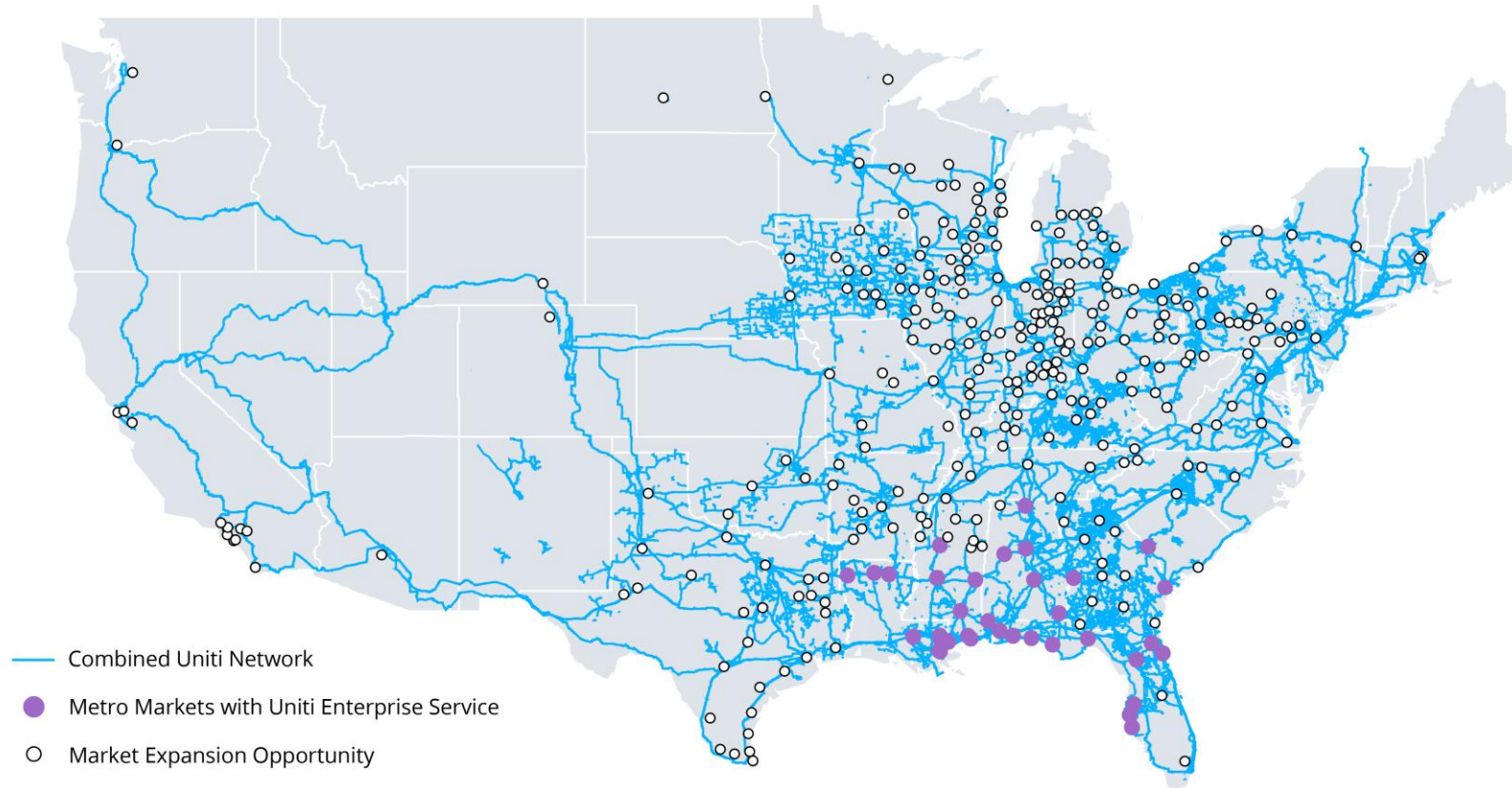
North America Total Waves Spend (\$in Billions)<sup>(1)</sup>



North American Dark Fiber Demand (\$ in Billions)<sup>(2)</sup>



# New Uniti: Creating a Premier Insurgent Fiber Provider



**~236K**

Fiber Route  
Miles<sup>(1)</sup>

**~4.3M**

Residential  
Households

**~75%**

% Network Inventory  
Available

**~150K**

On-Net  
Locations<sup>(2)</sup>

**~600K**

Near-Net  
Locations<sup>(3)</sup>

**300+**

Metro  
Markets

**~12.8K**

Fiber-to-the-Tower  
Connections

**~2.6K**

Small Cell  
Connections

**Company's Combined Tier II and III Market Footprint Creates Significant Competitive Advantage**

Note: Data as of June 30, 2024.

(1) Excludes ~9K fiber route miles that overlap between the existing Uniti and Windstream networks.

(2) Represents on-net buildings connected to the combined network.

(3) Includes ~275,000 locations on Uniti network and ~325,000 locations on Windstream network that are within 2,000 feet of the overall network.