Uniti

Second Quarter 2023 Financial Results
Conference Call Presentation

August 3, 2023

Together, Building the Future

Safe Harbor

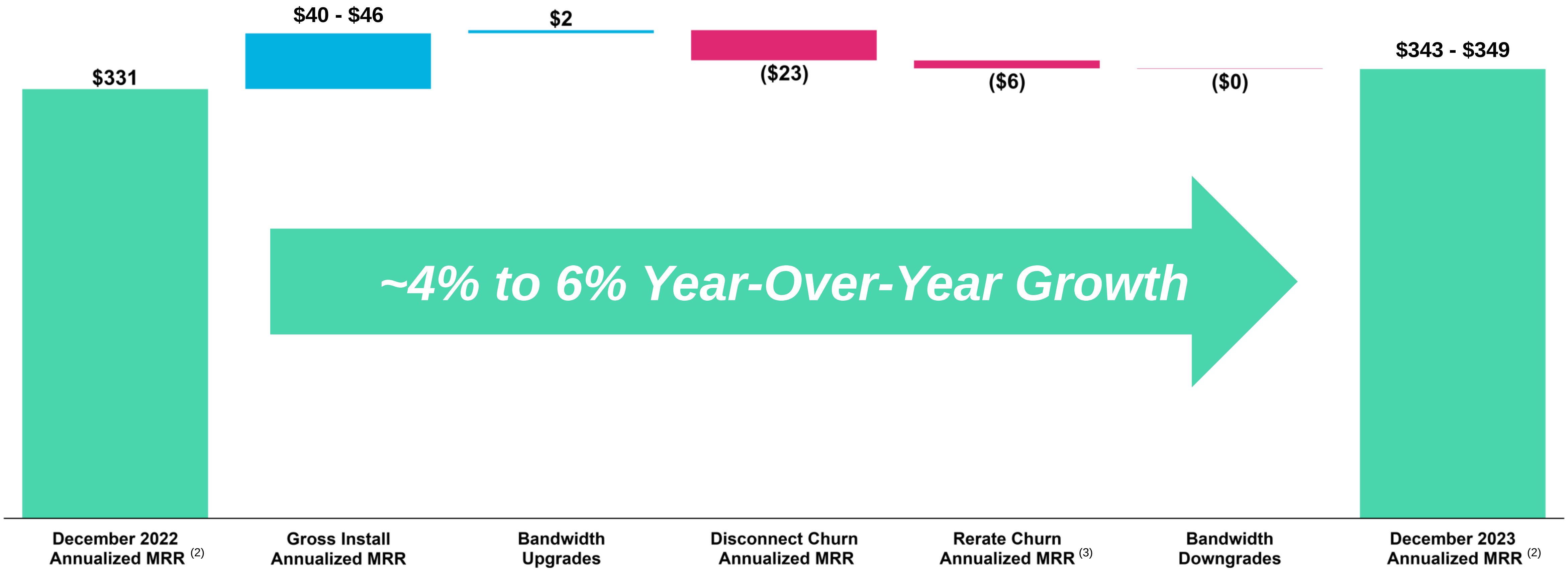
Certain statements in this presentation may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, as amended from time to time. Those forward-looking statements include all statements that are not historical statements of fact, including, without limitation, our 2023 financial outlook, expectations regarding bookings, installs and strong demand trends, our business strategies, growth prospects, industry trends, sales opportunities, and operating and financial performance.

Words such as "anticipate(s)," "expect(s)," "intend(s)," “estimate(s),” “foresee(s),” "plan(s)," "believe(s)," "may," "will," "would," "could," "should," "seek(s)" and similar expressions, or the negative of these terms, are intended to identify such forward-looking statements. These statements are based on management's current expectations and beliefs and are subject to a number of risks and uncertainties that could lead to actual results differing materially from those projected, forecasted or expected. Although we believe that the assumptions underlying the forward-looking statements are reasonable, we can give no assurance that our expectations will be attained. Factors which could materially alter our expectations include, but are not limited to, the future prospects of Windstream, our largest customer; the ability and willingness of our customers to renew their leases with us upon their expiration, and the ability to reposition our properties on the same or better terms in the event of nonrenewal or in the event we replace an existing tenant; the availability of and our ability to identify suitable acquisition opportunities and our ability to acquire and lease the respective properties on favorable terms; the risk that we fail to fully realize the potential benefits of acquisitions or have difficulty integrating acquired companies; our ability to generate sufficient cash flows to service our outstanding indebtedness and fund our capital funding commitments; our ability to access debt and equity capital markets; the impact on our business or the business of our customers as a result of credit rating downgrades and fluctuating interest rates; our ability to retain our key management personnel; changes in the U.S. tax law and other state, federal or local laws, whether or not specific to real estate investment trusts; covenants in our debt agreements that may limit our operational flexibility; the possibility that we may experience equipment failures, natural disasters, cyber-attacks or terrorist attacks for which our insurance may not provide adequate coverage; other risks inherent in the communications industry and in the ownership of communications distribution systems, including potential liability relating to environmental matters and illiquidity of real estate investments; and additional factors described in our reports filed with the SEC. Uniti expressly disclaims any obligation to release publicly any updates or revisions to any of the forward-looking statements set forth in this presentation to reflect any change in its expectations or any change in events, conditions or circumstances on which any statement is based.

This presentation may contain certain supplemental measures of performance that are not required by, or presented in accordance with, accounting principles generally accepted in the United States (“GAAP”). Such measures should not be considered as alternatives to GAAP. Further information with respect to and reconciliations of such measures to the nearest GAAP measure can be found herein.

Strategic Fiber Revenue 2023 MRR Growth Outlook (1)

($ in millions)

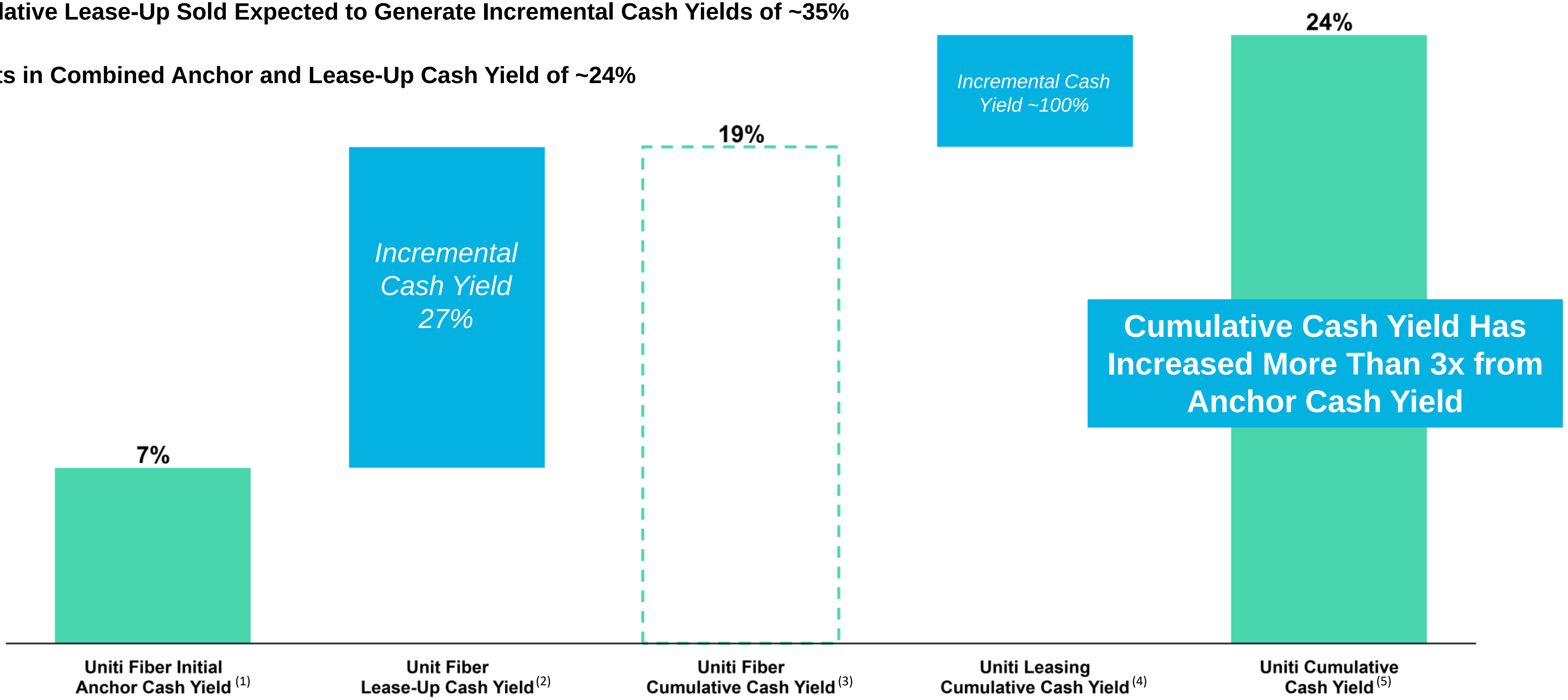


Continue to Execute on Our Lease-Up Strategy

(1) *Includes Uniti Fiber and Non-Windstream Uniti Leasing recurring revenue.*
(2) *Represents annualized MRR as of the last day of the year.*
(3) *Excludes one-time rerate churn associated with two large wireless lit backhaul renewals.*

Cumulative Uniti Lease-Up

- **Initial Aggregate Cash Yields on Major Wireless Anchor Builds of ~7%**
- **Cumulative Lease-Up Sold Expected to Generate Incremental Cash Yields of ~35%**
- **Results in Combined Anchor and Lease-Up Cash Yield of ~24%**



Lease-up Provides Significant Upside on Fiber Acquired Through Sale Leasebacks and Other Asset Acquisitions

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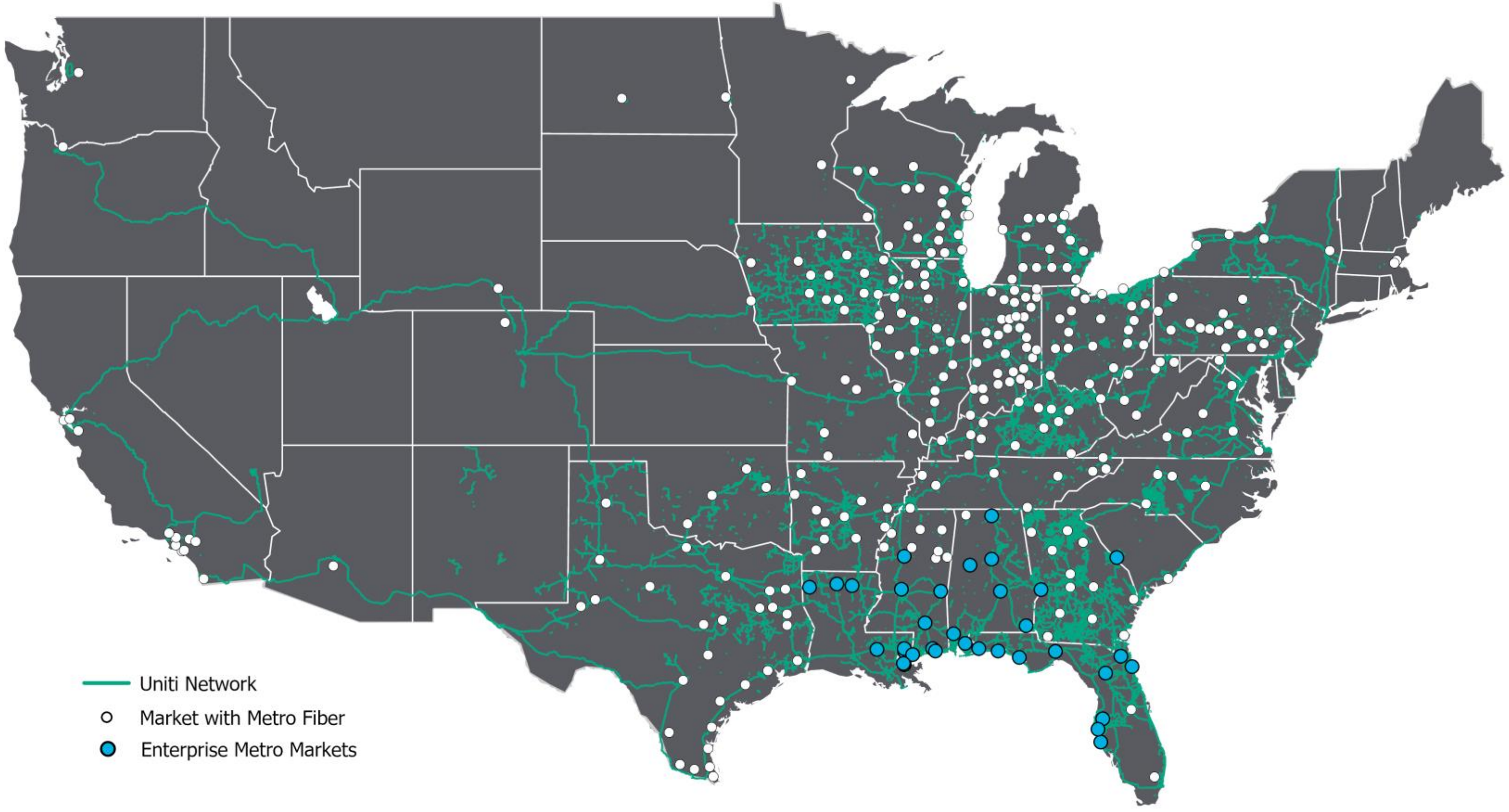
(1) *Calculated as expected annualized recurring cash flow on major wireless anchor builds at Uniti Fiber divided by the related net capital investment on the anchor builds of ~$205 million.*
(2) *Calculated as expected annualized recurring cash flow from lease-up sold on major wireless anchor builds from the time the project started through June 30, 2023, divided by the related net capital investment on the lease-up of ~$340 million.*
(3) *Represents expected initial cash yield on major wireless anchor builds plus expected incremental yield from lease-up sold to-date.*
(4) *Calculated as expected annualized recurring cash flow from lease-up sold to-date through June 30, 2023 at Uniti Leasing divided by capital spent to acquire fiber assets from Lumen Technologies (formerly CenturyLink), net of upfront customer IRU payments received.*
(5) *Represents expected cumulative cash yield on major wireless anchor builds plus lease-up at Uniti Fiber and reflects capital spent to acquire fiber assets from Lumen Technologies (formerly CenturyLink) and lease-up of those assets at Uniti Leasing.*

Uniti's National Fiber Network



Top 10 Largest Fiber Providers in the U.S. (6)

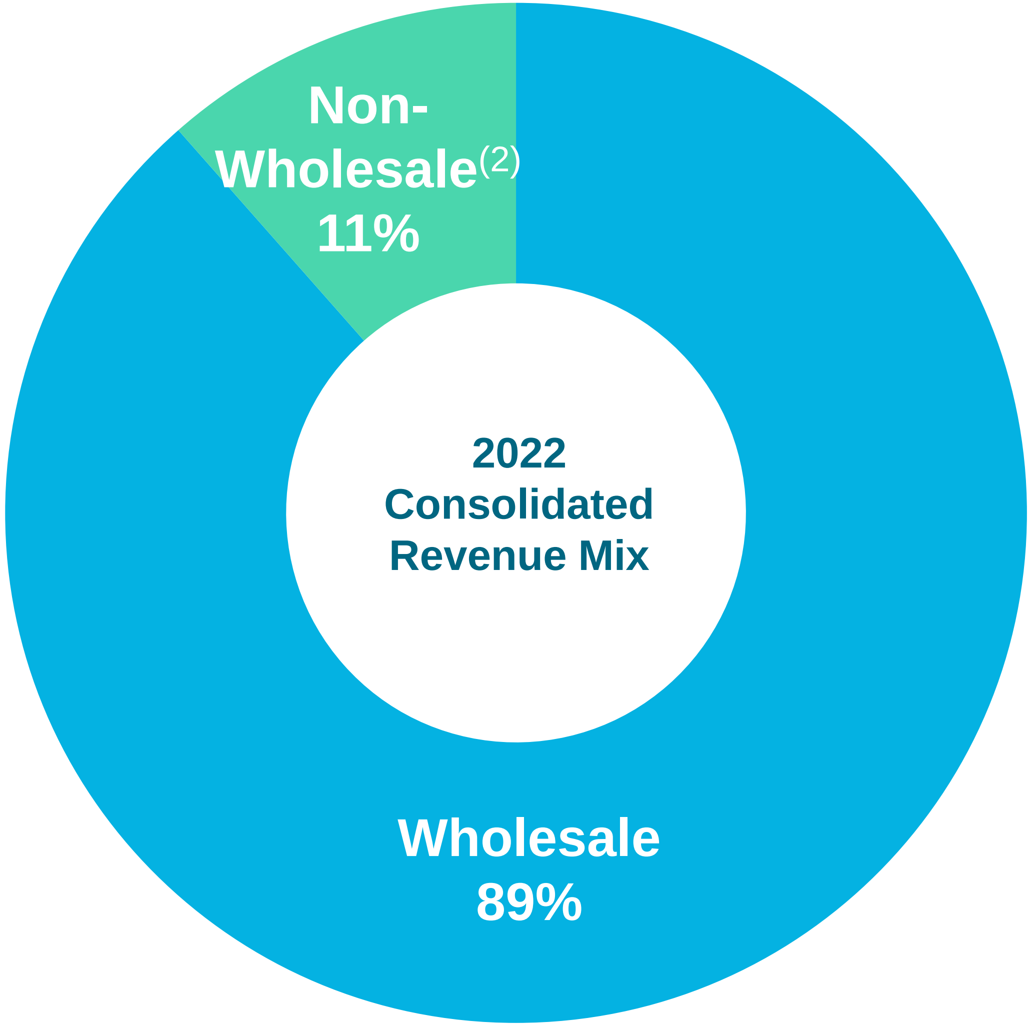
1	RBOC
2	RBOC
3	RBOC
4	National Cable Provider
5	RLEC / National CLEC
6	National Cable Provider
7	Independent Fiber Provider
8	**Uniti**
9	International Carrier
10	Independent Fiber & Tower Provider

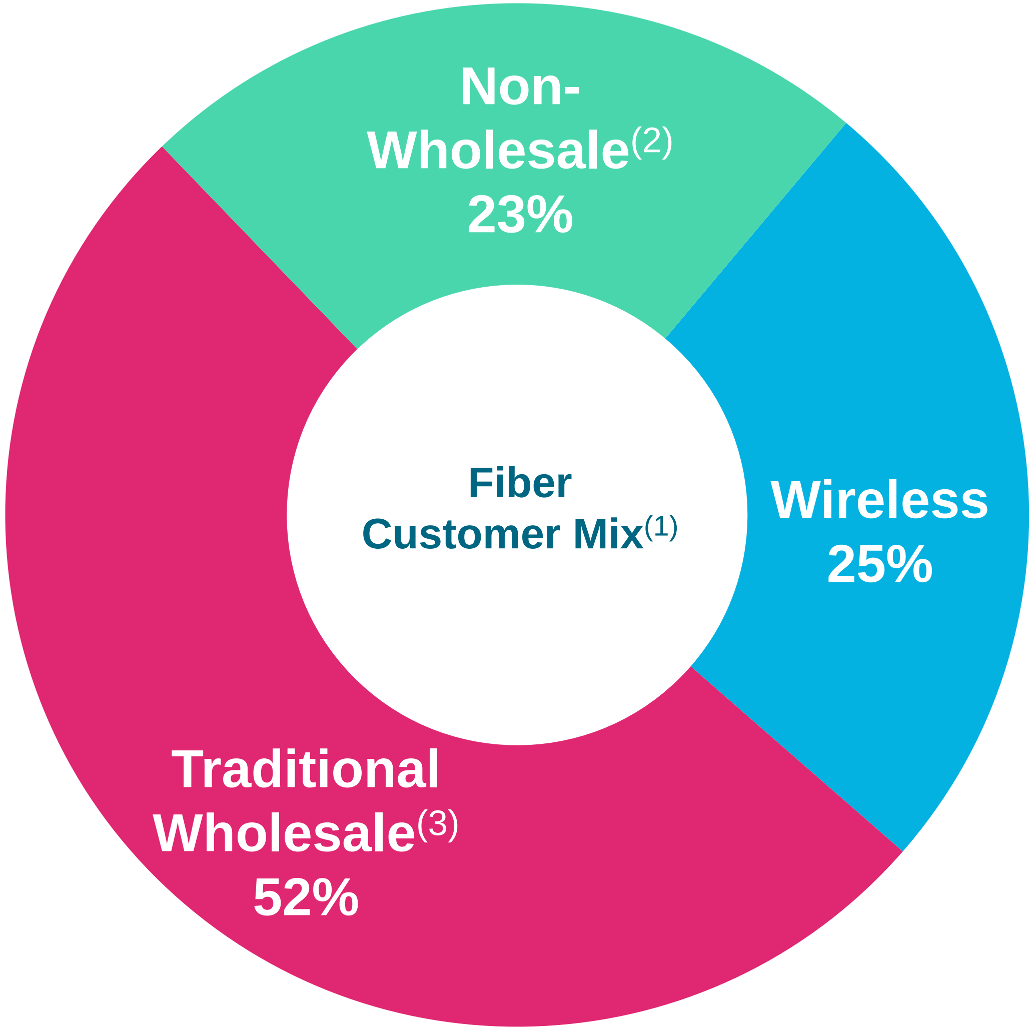
Fiber Route Miles(1)	Fiber Strand Miles(1)	Route Miles Constructed(2)	Small Cells(3)	Buildings Passed(4)	Total Metro Markets(5)
~138,000	~8,300,000	~24,000	~2,600	275,000+	~300

Robust Demand For Our Portfolio of Mission Critical Communications Infrastructure

(1) *As of June 30, 2023.*
(2) *Represents new fiber route miles constructed at Uniti Fiber since 1/1/2018, and new fiber route miles constructed associated with the Windstream GCI program.*
(3) *Includes small cells in service or in backlog.*
(4) *Represents on-net and near-net buildings passed on Uniti Fiber's network.*
(5) *Represents the number of markets served by Uniti owned metro fiber or enterprise services.*
(6) *Source: Kagan and company estimates.*

Customer Mix





Predominantly Wholesale Business with Healthy Mix of Customers

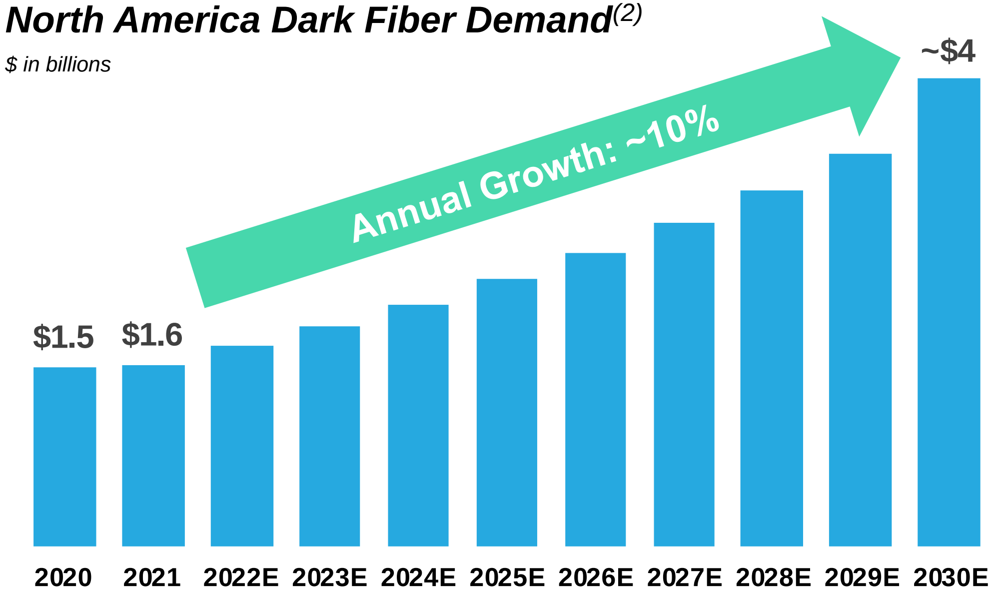
(1) *Based on ending MRR as of June 30, 2023. Excludes MRR from Windstream ILEC master lease and related GCI.*
(2) *Includes Enterprise, E-Rate and Government customers at Uniti Fiber.*
(3) *Includes wholesale customers at Uniti Fiber, Uniti Leasing Non-Windstream customers, including international and domestic carriers, hyperscalers, cable providers and government entities, and Windstream CLEC master lease.*

Uniti Leasing National Wholesale Business Overview

- **Strong Market and Growing Demand for High-Capacity Long-Haul Routes**
  - Annual North America Wavelength Sales Currently at ~$2 Billion and Expected to Grow at an Annual Rate of ~7%[(1)]
- **Owned National Fiber Network of 138,000 Route Miles and 8.3 Million Strand Miles**
  - Significant Amount of Capital and Time Needed to Replicate National Network
  - Only Five Owned National Networks in the U.S. and Only One Other Independent Fiber Provider
- **Attractive Anchor and Lease-Up Economics with Meaningful Organic Growth Potential**
  - Dark and Lit Network Growth
  - Expansion Opportunities for Uniti

North America Dark Fiber Demand[(2)]

$ in billions



Uniti Leasing Economics

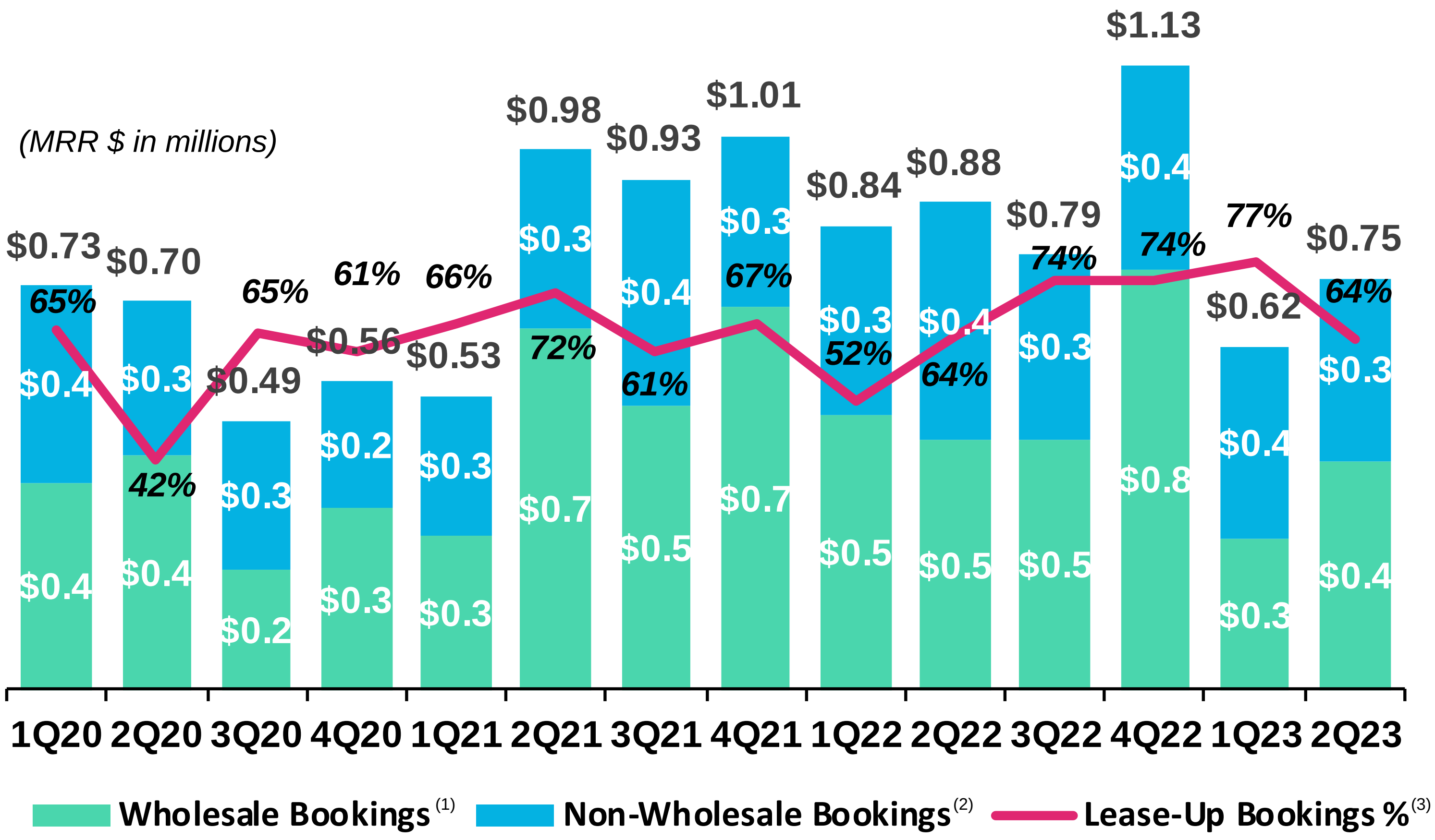
- **Adjusted EBITDA Margin**[(3)]**:** ~97%
- **Capital Intensity**[(3)]**:** ~34%
- **Average Contract Term Length**[(4)]**:** ~ 20 Years
- **Monthly Churn %:** 0%

Focus on Wholesale Opportunities Provides Significant Margin Enhancement and AFFO Growth

(1) *Source: ReportLinker.*
(2) *Source: Grand View Research. Represents expected dark fiber annual revenue within North America. Annual Growth rate based on expected constant annual growth rate from 2022 to 2030.*
(3) *Based on the mid-point of 2023 Outlook range provided in the Company's Earnings Release dated August 3, 2023.*
(4) *Represents average contract term length for lease-up sold as of June 30, 2023. Excludes contract term remaining under the Windstream Master Lease Agreements. Contracts are subject to termination under certain conditions and/or may not be renewed.*

Consolidated New Sales Bookings

- Consolidated New Sales Bookings MRR of ~$0.75 Million in the Second Quarter of 2023
- Growth Driven by Continued Lease-Up of Our National Owned Fiber Network



Healthy Mix of Both Wholesale and Non-Wholesale Opportunities Driving Robust Growth

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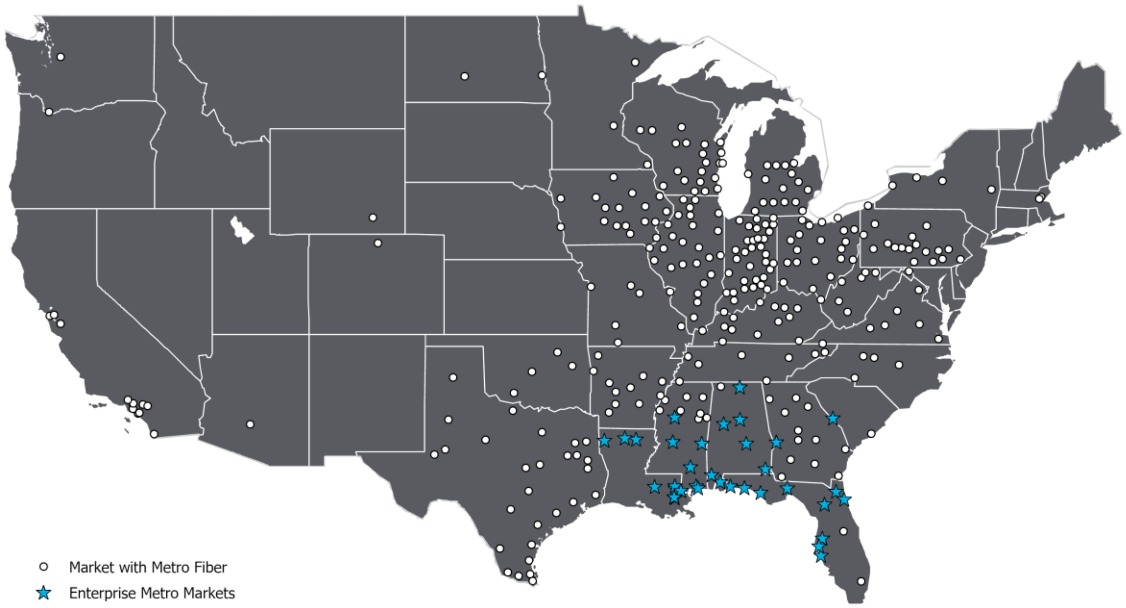
Note: Amounts may not foot due to rounding.
(1) Wholesale Bookings include Uniti Leasing bookings, and wireless and wholesale bookings at Uniti Fiber.
(2) Non-Wholesale Bookings include enterprise, E-Rate and government bookings at Uniti Fiber.
(3) Represents percentage of total bookings that comes from lease-up sold on our major wireless anchor builds and lease-up sold at Uniti Leasing.

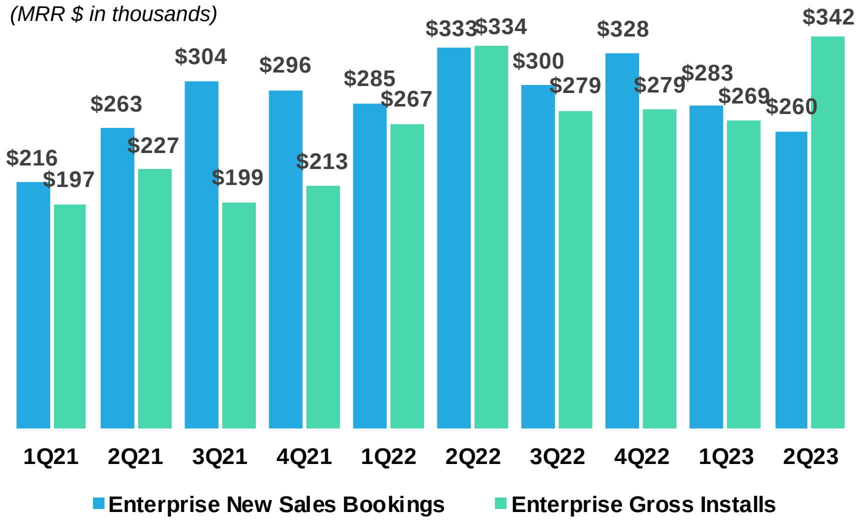
Metro Business Overview

- **Another Solid Quarter For Enterprise New Sales Bookings & Install Activity**
  - Enterprise Recurring Revenue Up 15% from Prior Year Second Quarter
  - Expect Strong Trends to Continue as We Capture Market Share and Deploy Fiber-Based Lit Services

- **30+ Markets Today with Enterprise Sales Presence**
  - Average Market Share of Less than 5% Today
  - Available Fiber in ~300 Metro Markets
  - Expect to Enter Multiple Metro Markets Over the Next Several Years

- **Attractive Economics with High Margin Opportunities**
  - Typical Payback is About Half of the Contract Term
  - Typical Cash Yields of 50%+





Enterprise Lease-Up Activity Key Contributor to High Margin Recuring Revenue

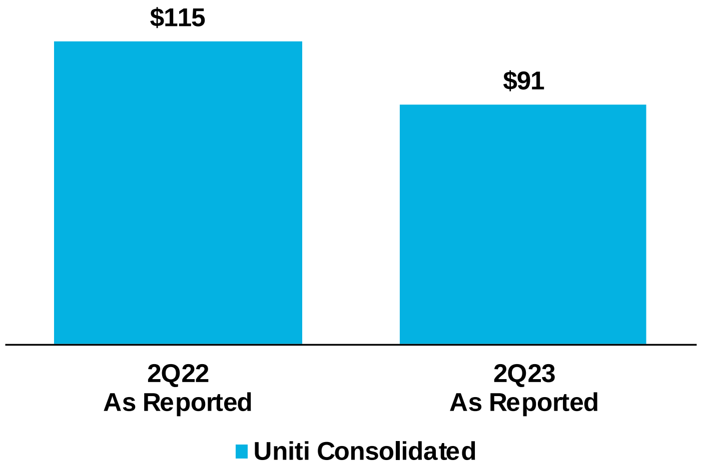
Second Quarter 2023 Consolidated Results

($ in millions)

Revenue(1)

Adjusted EBITDA(2) (3)

AFFO (2)



Solid Recurring Growth Reflects Continued Emphasis on Higher Margin Revenue

(1) *2Q22 and 2Q23 Uniti Leasing revenue each include $6 million of straight-line rent recognition under the Windstream Master Leases and GCI Investments subsequent to our settlement agreement with Windstream.*
(2) *See Appendix for a reconciliation of non-GAAP metrics to the most closely comparable GAAP metric.*
(3) *Segment amounts do not foot to total as consolidated Adjusted EBITDA is net of corporate expenses of $7 million in 2Q22 and $4 million in 2Q23.*

Growth Capital Investments Overview

	2015 - 2022	YTD 2023[1]	Cumulative
TCI Investment[2]	~$1.1 Billion	~$79 Million	~$1.2 Billion
GCI Investment[3]	~$544 Million	~$159 Million	~$703 Million
Total Network Investment[4]	~$1.7 Billion	~$238 Million	~$1.9 Billion
TCI Revenue[5]	~$190 Million	~$23 Million	~$213 Million
Annualized Cash Rent from GCI Investments	~$44 Million	~$13 Million	~$57 Million
% of Copper Network Overbuilt with Fiber[6]	~14.4% to ~23.1%	~23.8%	~23.8%
Fiber Route Miles Constructed[7]	~20,800	~3,200	~24,000

GCI Program "Facilitates Future Proofing" of Uniti's Network

(1) *As of June 30, 2023.*
(2) *Represents tenant capital improvements made by Windstream.*
(3) *Represents growth capital investments made by Uniti.*
(4) *Represents combined TCI and GCI investments.*
(5) *Represents reported non-cash revenue related to the amortization of tenant capital improvements made by Windstream.*
(6) *Represents the percentage of the copper network that is part of our Master Lease agreements with Windstream that has been overbuilt with fiber from TCI and GCI investments.*
(7) *Represents new fiber route miles constructed at Uniti Fiber since 1/1/2018, and new fiber route miles constructed associated with the Windstream GCI program.*

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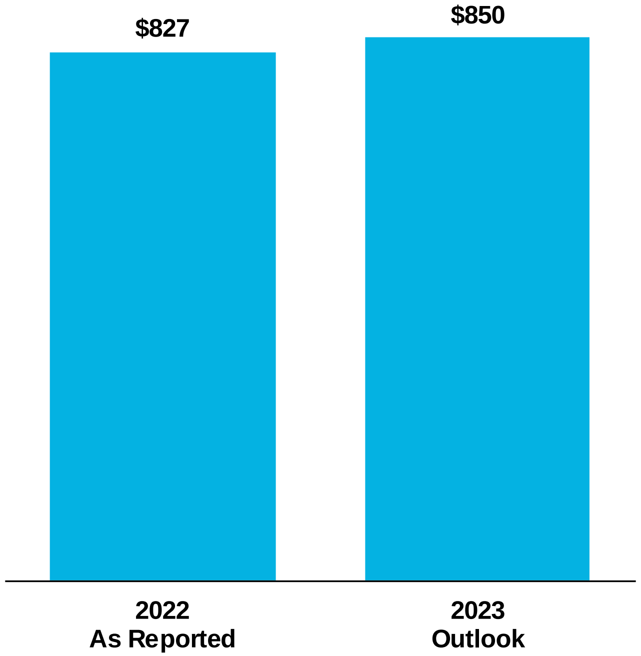
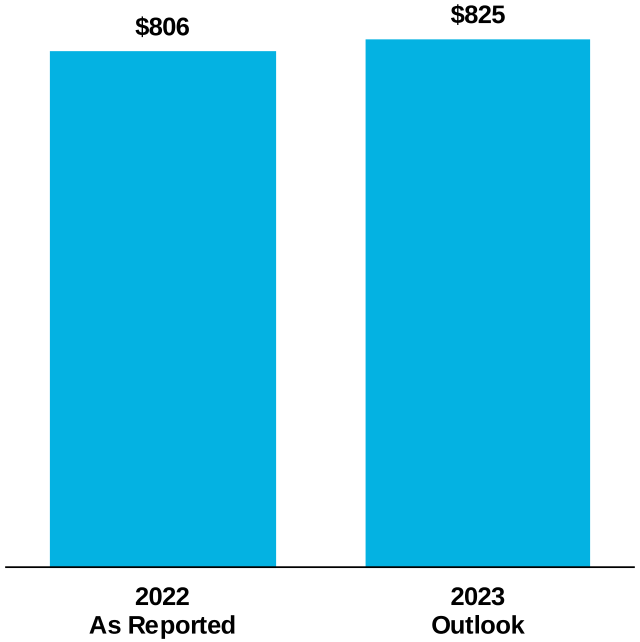
Uniti Leasing 2023 Outlook[1]

($ in millions)

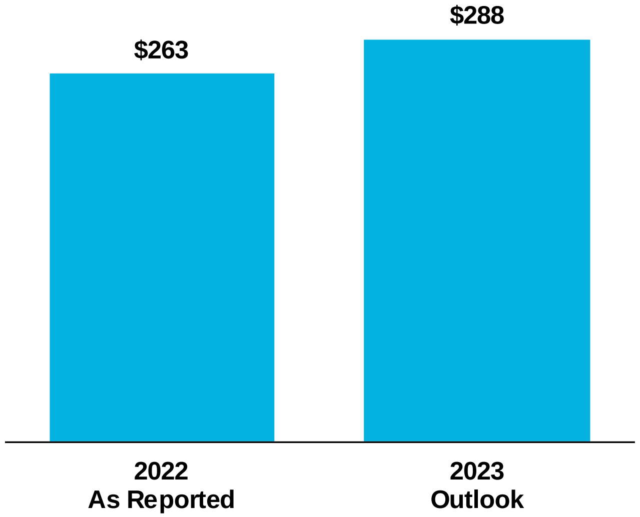
Revenue[2]



Adjusted EBITDA[3]



Success-Based Capex



2023 Leasing Lease-Up Revenue Expected to Grow 20%+ From Prior Year

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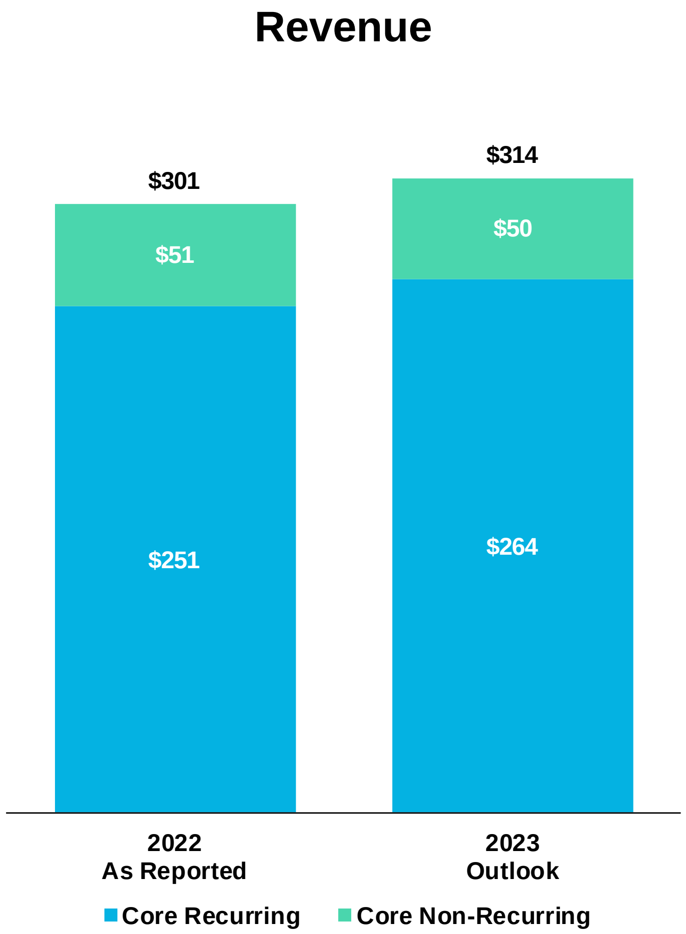
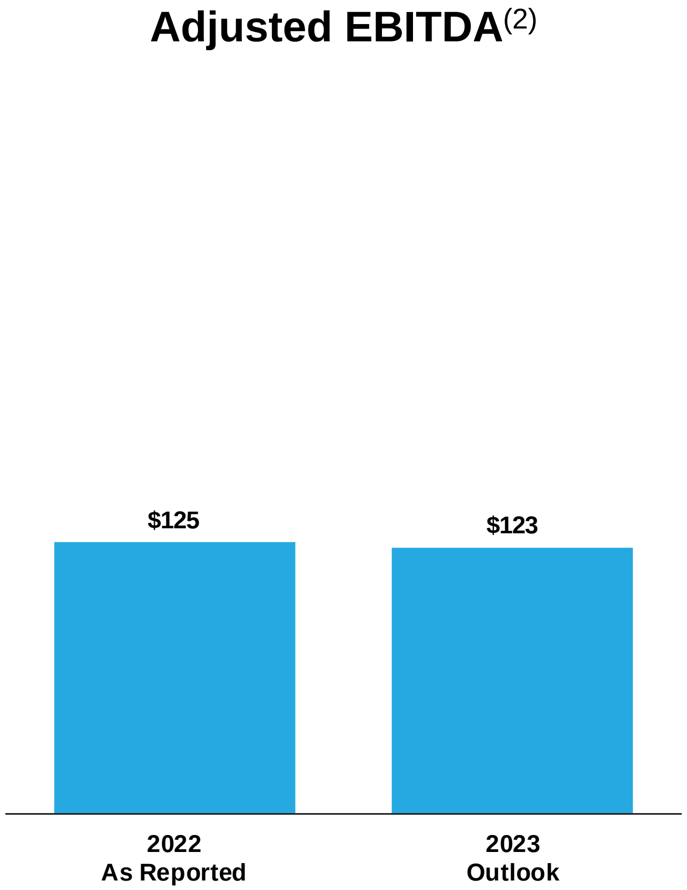
(1) 2023 Outlook is based on the mid-point of 2023 Outlook range provided in the Company's Earnings Release dated August 3, 2023.
(2) Includes $77 million of non-Windstream revenue in 2022 and $79 million in 2023 Outlook. Includes $89 million of non-cash revenue in 2022 and $88 million in 2023 Outlook.
(3) See Appendix for a reconciliation of Adjusted EBITDA to Net Income, the most closely comparable GAAP metric.

Uniti Fiber 2023 Outlook(1)

($ in millions)





Continued Focus on Lease-Up Opportunities

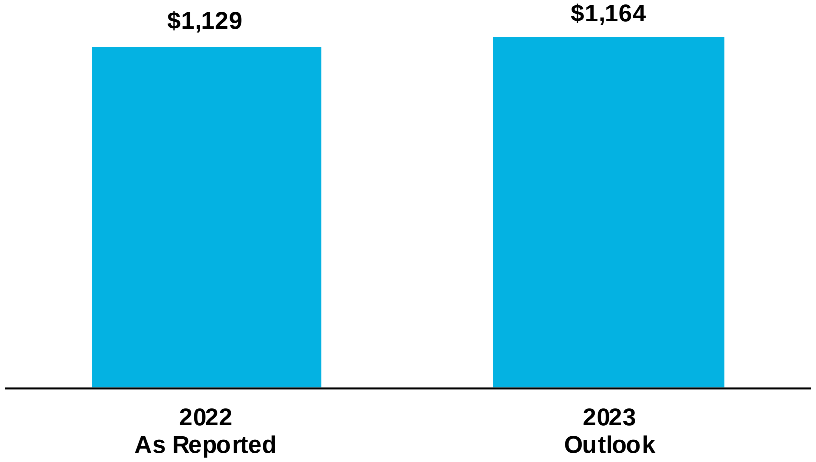
Uniti

(1) 2023 Outlook is based on the mid-point of 2023 Outlook range provided in the Company's Earnings Release dated August 3, 2023.
(2) See Appendix for a reconciliation of Adjusted EBITDA to Net Income, the most closely comparable GAAP metric.
(3) Net Capex is defined as gross capital expenditures less upfront payments from customers.

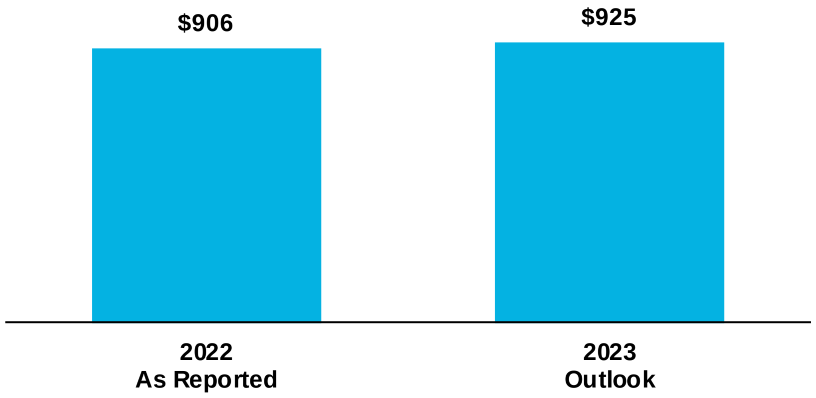
Full Year 2023 Consolidated Outlook(1)

($ in millions, except per share data)

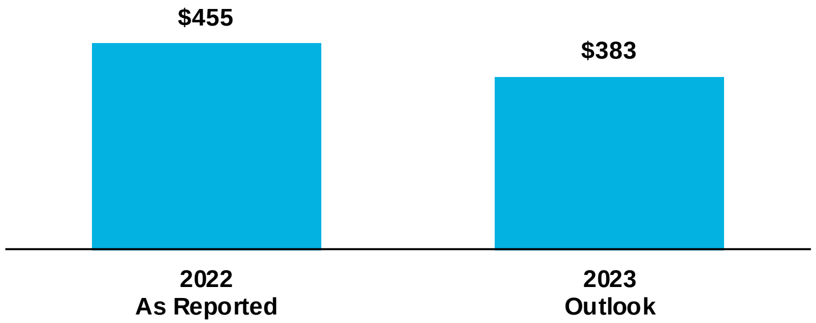
Revenue



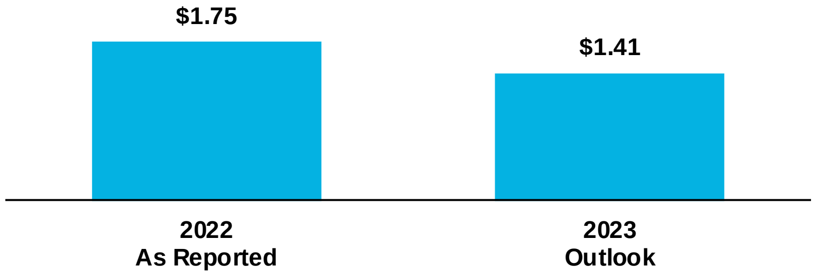
Adjusted EBITDA(2) (3)



AFFO(2)



AFFO/Diluted Share(2) (4)



2023 AFFO Impacted by Incremental Interest Expense Related to Recent Refinancings

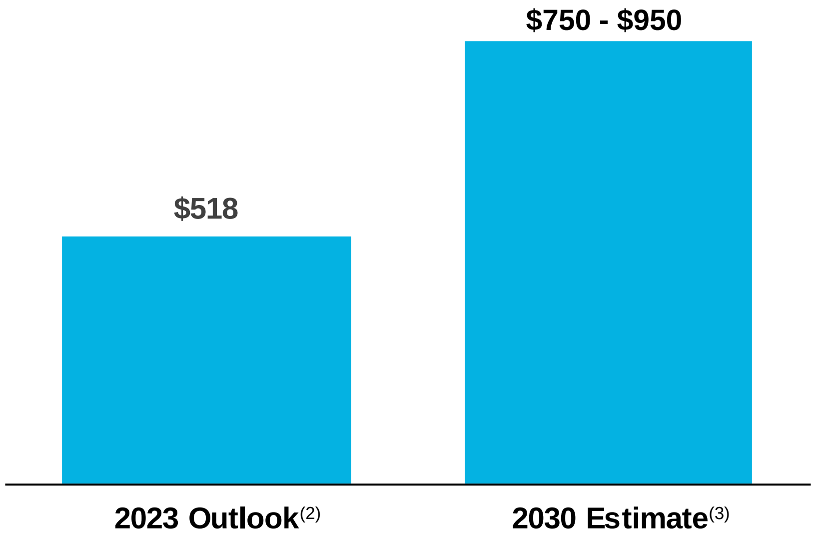
Uniti

(1) *2023 Outlook is based on the mid-point of 2023 Outlook range provided in the Company's Earnings Release dated August 3, 2023.*
(2) *See Appendix for a reconciliation of non-GAAP metrics to the most closely comparable GAAP metric.*
(3) *Consolidated Adjusted EBITDA is net of corporate expenses of $25 million and $23 million in 2022 As Reported and in 2023 Outlook, respectively.*
(4) *AFFO/Diluted Share is based on average weighted common shares outstanding of 268 million and 290 million for 2022 As Reported and 2023 Outlook, respectively.*

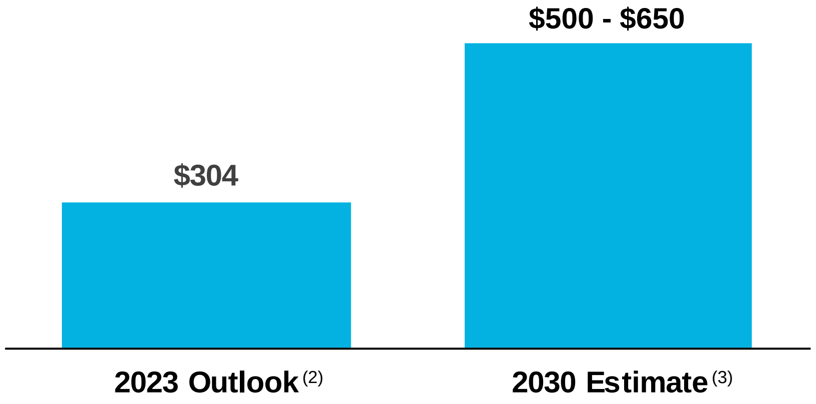
Uniti's Long Term Organic Growth

($ in millions)

Strategic Fiber Revenue[1]



Strategic Fiber Adjusted EBITDA[1]



	2023 Outlook[2]	2030 Estimate[3]
Cumulative Levered Free Cash Flow (After Dividends)[4]	-	$1.0+ Billion
Net Success Capital Intensity	~35%	10% – 15%
Net Leverage[5]	5.9x – 6.0x	4.0x – 5.0x

Prioritizing Investment in Our Core Business Given Attractive Economics

(1) *Includes Uniti Fiber, Uniti Leasing Non-Windstream and Windstream CLEC results. Excludes Windstream ILEC and related GCI results, and corporate expenses.*
(2) *Based on the mid-point of 2023 Outlook range provided in the Company's Earnings Release dated August 3, 2023.*
(3) *Based on management's internally developed long term plan and has not been prepared in accordance with Article 11 of Regulation S-X. Actual results could differ materially from these forward-looking statements.*
(4) *Calculated as cash EBITDA less net capex, cash interest, dividends paid, and Windstream settlement obligations. Represents expected cumulative levered free cash flow after dividends from 2026 through 2030.*
(5) *Calculated as net debt divided by Total Adjusted EBITDA for the relevant time period.*

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Appendix

Key 2023 Outlook Ranges(1)

$ in millions, except per share data

	Leasing	Uniti Fiber	Uniti Consolidated
Revenue	**$845 - $855**	**$309 - $319**	**$1,154 - $1,174**
Adjusted EBITDA(2)	**$820 - $830**	**$118 - $128**	**$915 - $935**
Interest Expense, Net(3)	**-**	**-**	**$517**
Success-Based Capex(4)	**$278 - $298**	**$105 - $125**	**$383 - $423**
AFFO to Common Shareholder(2)	**-**	**-**	**$373 - $393**
AFFO / Diluted Common Share(2)	**-**	**-**	**$1.38 - $1.45**
Weighted-Average Common Shares Outstanding – Diluted	**-**	**-**	**290**

Note: Amounts may not foot due to rounding.

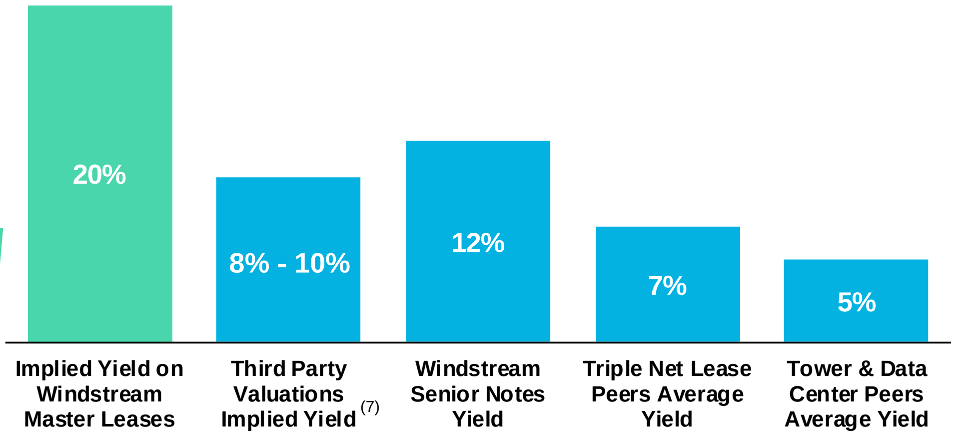
(1) 2023 Outlook is based on the mid-point of 2023 Outlook range provided in the Company's Earnings Release dated August 3, 2023. Our 2023 outlook excludes future acquisitions, capital market transactions, and future transaction related and other costs. Actual results could differ materially from these forward-looking statements.
(2) See following slides for a reconciliation of non-GAAP metrics to the most closely comparable GAAP metric.
(3) Includes capitalized interest and amortization of deferred financing costs and debt discounts.
(4) Uniti Fiber success-based capex is net of upfront payments from customers.

Uniti Valuation Compared to Peers

$ in millions, except per share data

Current Firm Value[1]	$6,804
Uniti 2023 Non-Windstream Adjusted EBITDA[2]	$180
Assumed Valuation Multiple[3]	15x - 20x
Non-Windstream Asset Value[4]	$3,150
Implied Value of Windstream Master Leases	$3,654
Uniti 2023 Remaining Adjusted EBITDA[2]	$745
Implied Yield on Windstream Master Leases	**20%**

Comparable Yields[5]



Implied Value of Windstream Master Leases *(Based on Windstream Senior Notes Yield)*	$6,133
Implied Value of Windstream Master Leases *(Based on Current Market Value)*	$3,654
Difference	$2,478
Fully Diluted Common Shares Outstanding	239
Implied Incremental Share Value to Current Trading Levels	**$10.39**

Uniti Continues to Trade at a Substantial Discount to its Peers

(1) *Represents Uniti's enterprise value. Net debt is as of June 30, 2023. Market data is as of July 31, 2023.*
(2) *Based on the mid-point of 2023 Outlook range provided in the Company's Earnings Release dated August 3, 2023. Non-Windstream Adjusted EBITDA includes Uniti Fiber and non-Windstream Uniti Leasing Adjusted EBITDA. 2023 Remaining Adjusted EBITDA includes Adjusted EBITDA related to the Windstream Master Lease agreements, net of corporate expenses of $23 million.*
(3) *Illustrative of representative precedent fiber transactions.*
(4) *Represents the mid-point of the assumed valuation multiple of 17.5x multiplied by 2023 Non-Windstream Adjusted EBITDA.*
(5) *Tower, data center, and triple net lease peers source: Green Street Research. Peers average reflects weighted average nominal cap rates for each sector. Windstream senior notes yield reflects recent yield to worst on Windstream's 7.750% 1st lien notes due 2028.*
(6) *Reflects implied share price range of Uniti common shares based on the implied comparable yield on the Windstream Master Lease agreements.*
(7) *Represents third party valuations received in 2015 as part of the spin-off from Windstream and received in 2020 in connection with Windstream's emergence from bankruptcy.*

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Reconciliation of Uniti Non-GAAP Financial Measures[1]

$ in millions

	Uniti 2Q22	Uniti 2Q23
Net income	**$53.8**	**$25.6**
Depreciation and amortization	**72.3**	**77.3**
Interest expense	**96.4**	**119.7**
Income tax expense (benefit)	**4.9**	**(4.4)**
EBITDA	**$227.4**	**$218.2**
Stock-based compensation	**3.2**	**3.1**
Adjustments for unconsolidated entities	**1.1**	**0.8**
Transaction related costs & Other[2]	**(4.5)**	**6.0**
Adjusted EBITDA	**$227.2**	**$228.2**

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(1) Amounts may not foot due to rounding.
(2) 2Q22 includes gain of $7.9 million on sale of the remaining investment interest in Harmoni Towers.

Reconciliation of Uniti Non-GAAP Financial Measures[1]

$ in millions

	2022			
	Leasing	**Uniti Fiber**	**Corporate**	**Uniti**
Net income (loss)[2]	**$622.6**	**($210.4)**	**($420.3)**	**($8.1)**
Depreciation and amortization	**172.0**	**120.7**	**-**	**292.8**
Interest expense	**-**	**-**	**376.8**	**376.8**
Income tax expense (benefit)[2]	**11.7**	**(29.0)**	**-**	**(17.4)**
EBITDA	**$806.3**	**($118.7)**	**($43.5)**	**$644.1**
Stock-based compensation	**1.6**	**3.1**	**8.1**	**12.8**
Adjustments for unconsolidated entities	**3.6**	**-**	**-**	**3.6**
Transaction related costs & Other[2]	**(5.4)**	**241.0**	**9.8**	**245.4**
Adjusted EBITDA	**$806.0**	**$125.4**	**($25.5)**	**$905.9**

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(1) Amounts may not foot due to rounding.
(2) Includes gain of $7.9 million on the sale of the remaining investment interest in Harmoni Towers and $7.0 million of related tax expense within the Leasing segment, and $240.5 million goodwill impairment charge related to our Uniti Fiber segment.

Reconciliation of Uniti Non-GAAP Financial Measures[1]

$ in millions	Uniti 2Q22	Uniti 2Q23	Uniti 2022
Net income (loss) attributable to common shares[2]	**$53.4**	**$25.3**	**($9.4)**
Real estate depreciation and amortization	**52.4**	**55.1**	**211.9**
Gain on sale of real estate assets, net of tax	**(0.3)**	**-**	**(0.4)**
Participating securities' share in earnings	**0.3**	**0.3**	**1.1**
Participating securities' share in FFO	**(0.9)**	**(0.7)**	**(2.3)**
Adjustments for unconsolidated entities	**0.8**	**0.4**	**2.4**
Adjustments for noncontrolling interests	**(0.1)**	**(0.0)**	**(0.3)**
FFO attributable to common shareholders	**$105.7**	**$80.4**	**$202.9**
Transaction related costs	**3.2**	**5.6**	**10.3**
Amortization of deferred financing costs and debt discount	**4.5**	**4.5**	**19.1**
Stock based compensation	**3.2**	**3.1**	**12.8**
Non-real estate depreciation and amortization	**19.9**	**22.2**	**80.9**
Straight-line revenues	**(10.1)**	**(9.8)**	**(40.9)**
Maintenance capital expenditures	**(2.5)**	**(1.9)**	**(10.0)**
Other, net[2]	**(9.3)**	**(13.4)**	**179.0**
Adjustments for unconsolidated entities	**0.3**	**0.3**	**1.2**
Adjustments for noncontrolling interests	**(0.0)**	**(0.0)**	**(0.1)**
Adjusted FFO attributable to common shareholders	**$114.9**	**$91.0**	**$455.1**

(1) Amounts may not foot due to rounding.
(2) 2022 includes $240.5 million of goodwill impairment charge related to our Uniti Fiber segment.

Reconciliation of Uniti Non-GAAP Financial Measures[1]

$ in millions

	2023 Outlook[2]			
	Leasing[2]	**Uniti Fiber[2]**	**Corporate[2]**	**Uniti[2]**
Net income (loss)	**$638**	**0**	**($571)**	**$67**
Depreciation and amortization	**176**	**132**	**-**	**308**
Interest expense	**-**	**-**	**517**	**517**
Income tax expense (benefit)	**2**	**(13)**	**-**	**(11)**
EBITDA	**$817**	**$119**	**($54)**	**$881**
Stock-based compensation	**2**	**3**	**7**	**13**
Adjustments for unconsolidated entities	**3**	**-**	**-**	**3**
Transaction related costs & Other	**3**	**-**	**25**	**28**
Adjusted EBITDA	**$825**	**$123**	**($23)**	**$925**

Uniti

(1) Amounts may not foot due to rounding.
(2) 2023 Outlook is based on the mid-point of 2023 Outlook range provided in the Company's Earnings Release dated August 3, 2023. Our 2023 Outlook includes the impact from debt refinancings and transaction related and other costs incurred to date. Our outlook excludes future acquisitions, capital market transactions, and future transaction related and other costs. Actual results could differ materially from these forward-looking statements.

Reconciliation of Uniti Non-GAAP Financial Measures[1]

$ in millions	Uniti 2023 Outlook[2]
Net income attributable to common shares	**$66**
Real estate depreciation and amortization	**218**
Participating securities' share in earnings	**1**
Participating securities' share in FFO	**(1)**
Adjustments for unconsolidated entities	**3**
Adjustments for noncontrolling interests	**(0)**
FFO attributable to common shareholders	**$286**
Transaction related costs	**8**
Amortization of deferred financing costs and debt discount	**29**
Costs related to the early repayment of debt	**52**
Stock based compensation	**13**
Non-real estate depreciation and amortization	**88**
Straight-line revenues	**(37)**
Maintenance capital expenditures	**(8)**
Other, net	**(48)**
Adjusted FFO attributable to common shareholders	**$383**

Uniti

(1) *Amounts may not foot due to rounding.*
(2) *2023 Outlook is based on the mid-point of 2023 Outlook range provided in the Company's Earnings Release dated August 3, 2023. Our 2023 Outlook includes the impact from recent debt refinancings and transaction related and other costs incurred to date. Our outlook excludes future acquisitions, capital market transactions, and future transaction related and other costs. Actual results could differ materially from these forward-looking statements.*

Non-GAAP Financial Measures

We refer to EBITDA, Adjusted EBITDA, Funds From Operations (“FFO”) (as defined by the National Association of Real Estate Investment Trusts (“NAREIT”)) and Adjusted Funds From Operations (“AFFO”) in our analysis of our results of operations, which are not required by, or presented in accordance with, accounting principles generally accepted in the United States (“GAAP”). While we believe that net income, as defined by GAAP, is the most appropriate earnings measure, we also believe that EBITDA, Adjusted EBITDA, FFO and AFFO are important non-GAAP supplemental measures of operating performance for a REIT.

We define “EBITDA” as net income, as defined by GAAP, before interest expense, provision for income taxes and depreciation and amortization. We define “Adjusted EBITDA” as EBITDA before stock-based compensation expense and the impact, which may be recurring in nature, of transaction and integration related costs, costs associated with Windstream’s bankruptcy, costs associated with litigation claims made against us, and costs associated with the implementation of our enterprise resource planning system, (collectively, “Transaction Related and Other Costs”), costs related to the settlement with Windstream, goodwill impairment charges, executive severance costs, amortization of non-cash rights-of-use assets, the write off of unamortized deferred financing costs, costs incurred as a result of the early repayment of debt, including early tender and redemption premiums and costs associated with the termination of related hedging activities, gains or losses on dispositions, changes in the fair value of contingent consideration and financial instruments, and other similar or infrequent items (although we may not have had such charges in the periods presented). Adjusted EBITDA includes adjustments to reflect the Company’s share of Adjusted EBITDA from unconsolidated entities. We believe EBITDA and Adjusted EBITDA are important supplemental measures to net income because they provide additional information to evaluate our operating performance on an unleveraged basis. In addition, Adjusted EBITDA is calculated similar to defined terms in our material debt agreements used to determine compliance with specific financial covenants. Since EBITDA and Adjusted EBITDA are not measures calculated in accordance with GAAP, they should not be considered as alternatives to net income determined in accordance with GAAP.

Because the historical cost accounting convention used for real estate assets requires the recognition of depreciation expense except on land, such accounting presentation implies that the value of real estate assets diminishes predictably over time. However, since real estate values have historically risen or fallen with market and other conditions, presentations of operating results for a REIT that uses historical cost accounting for depreciation could be less informative. Thus, NAREIT created FFO as a supplemental measure of operating performance for REITs that excludes historical cost depreciation and amortization, among other items, from net income, as defined by GAAP. FFO is defined by NAREIT as net income attributable to common shareholders computed in accordance with GAAP, excluding gains or losses from real estate dispositions, plus real estate depreciation and amortization and impairment charges, and includes adjustments to reflect the Company’s share of FFO from unconsolidated entities. We compute FFO in accordance with NAREIT’s definition.

The Company defines AFFO, as FFO excluding (i) Transaction Related and Other Costs; (ii) costs related to the litigation settlement with Windstream, accretion on our settlement obligation, and gains on the prepayment of our settlement obligation as these items are not reflective of ongoing operating performance; (iii) goodwill impairment charges; (iv) certain non-cash revenues and expenses such as stock-based compensation expense, amortization of debt and equity discounts, amortization of deferred financing costs, depreciation and amortization of non-real estate assets, amortization of non-cash rights-of-use assets, straight line revenues, non-cash income taxes, and the amortization of other non-cash revenues to the extent that cash has not been received, such as revenue associated with the amortization of tenant capital improvements; and (v) the impact, which may be recurring in nature, of the write-off of unamortized deferred financing fees, additional costs incurred as a result of the early repayment of debt, including early tender and redemption premiums and costs associated with the termination of related hedging activities, executive severance costs, taxes associated with tax basis cancellation of debt, gains or losses on dispositions, changes in the fair value of contingent consideration and financial instruments and similar or infrequent items less maintenance capital expenditures. AFFO includes adjustments to reflect the Company’s share of AFFO from unconsolidated entities. We believe that the use of FFO and AFFO, and their respective per share amounts, combined with the required GAAP presentations, improves the understanding of operating results of REITs among investors and analysts, and makes comparisons of operating results among such companies more meaningful. We consider FFO and AFFO to be useful measures for reviewing comparative operating performance. In particular, we believe AFFO, by excluding certain revenue and expense items, can help investors compare our operating performance between periods and to other REITs on a consistent basis without having to account for differences caused by unanticipated items and events, such as transaction and integration related costs. The Company uses FFO and AFFO, and their respective per share amounts, only as performance measures, and FFO and AFFO do not purport to be indicative of cash available to fund our future cash requirements. While FFO and AFFO are relevant and widely used measures of operating performance of REITs, they do not represent cash flows from operations or net income as defined by GAAP and should not be considered an alternative to those measures in evaluating our liquidity or operating performance.

Further, our computations of EBITDA, Adjusted EBITDA, FFO and AFFO may not be comparable to that reported by other REITs or companies that do not define FFO in accordance with the current NAREIT definition or that interpret the current NAREIT definition or define EBITDA, Adjusted EBITDA and AFFO differently than we do.

Glossary

4G: The fourth generation of cellular wireless standards that is widely deployed by cellular operators today with the ability to transport data at rates up to 100 MBPS Internet access for mobile users.

5G: The fifth generation of cellular wireless standards that began to be deployed in 2019, with expected wide scale deployment over the next year. 5G has the ability to transport data with low latency and at rates of up to 1 GBPS for both stationary and mobile users.

Adjusted EBITDA: Adjusted EBITDA is defined as EBITDA before stock-based compensation expense and the impact, which may be recurring in nature, of transaction and integration related costs, costs associated with Windstream's bankruptcy, costs associated with litigation claims made against us, and costs associated with the implementation of our new enterprise resource planning system (collectively, "Transaction Related and Other Costs"), the write off of unamortized deferred financing costs, costs incurred as a result of the early repayment of debt, gains or losses on dispositions, changes in the fair value of contingent consideration and financial instruments, and other similar or infrequent items.

Backbone: A major fiber optic network that interconnects smaller networks including regional and metropolitan networks. It is the through-portion of a transmission network, as opposed to laterals and spurs which branch off to connect customer locations.

Bandwidth Infrastructure: Lit and dark bandwidth provided over fiber networks. These services are commonly used to transport telecom services, such as wireless, data, voice, Internet and video traffic between locations. These locations frequently include cellular towers, network-neutral and network specific data centers, carrier hotels, mobile switching centers, CATV head ends and satellite uplink sites, ILEC central offices, and other key buildings that house telecommunications and computer equipment. Bandwidth Infrastructure services that are lit (i.e. provided by using optronics that "light" the fiber) include Ethernet and Wavelength services. Bandwidth Infrastructure services that are not lit are sold as dark-fiber capacity.

Capital Intensity: Capital expenditures as a percentage of revenue.

Churn: Decline in MRR, such as disconnects, bandwidth downgrades, and price reductions. Includes decline in MRR related to lit backhaul sites converting to dark fiber.

Conduit: A pipe, usually made of metal, ceramic or plastic, that protects buried fiber optic cables.

Glossary

Core Adjusted EBITDA: Represents Adjusted EBITDA principally generated from leasing and lit services of the fiber network, as well as Adjusted EBITDA that are ancillary to the fiber network, including managed services. Core Adjusted EBITDA also includes non-recurring Adjusted EBITDA that is related to our core operations, such as equipment sales, certain construction projects, and early termination fees. Core Adjusted EBITDA excludes non-recurring Adjusted EBITDA that is not core to our operations, such as non-core construction projects.

Core Revenue: Represents revenue principally generated from leasing and lit services of the fiber network, as well as revenues that are ancillary to the fiber network, including managed services. Core Revenue also includes non-recurring revenue that is related to our core operations, such as equipment sales, certain construction projects, and early termination fees. Core Revenue excludes non-recurring revenue that is not core to our operations, such as non-core construction projects.

Dark Fiber: Fiber that has not yet been connected to telecommunications transmission equipment or optronics and, therefore, has not yet been activated or “lit”.

Enterprise Value: Net Debt plus fair value of preferred equity plus market value of outstanding common stock and OP units.

Ethernet: Ethernet is the standard local area network (LAN) protocol. Ethernet was originally specified to connect devices on a company or home network as well as to a cable modem or DSL modem for Internet access. Due to its ubiquity in the LAN, Ethernet has become a popular transmission protocol in metropolitan, regional and long haul networks as well.

Fiber Optics: Fiber, or fiber optic cables, are thin filaments of glass through which light beams are transmitted over long distances.

Fiber Strand Miles: Fiber strand miles are the number of route miles in a network multiplied by the number of fiber strands within each cable on the network. For example, if a ten mile network segment has a 24 count fiber installed, it would represent 10 x 24 or 240 fiber miles.

FTT (Fiber-to-the-Tower): FTT are laterals or spurs that connect cell sites to the wider terrestrial network via fiber optic connections.

Gross Installs: MRR related to services that have been installed and are billable in a given period. Includes MRR related to new services installed and bandwidth upgrades.

Glossary

Growth Capital Investments ("GCI"): Capital expenditures on long-term, value-accretive fiber and related assets in the ILEC and CLEC territories owned by Uniti and leased to Windstream.

Integration Capex: Capital expenditures made specifically with respect to recent acquisitions that are essential to integrating acquired companies in our business.

Lateral/Spur: An extension from the main or core portion of a network to a customer's premises or other connection point.

Maintenance Capex: Capital expenditures related to maintaining and preserving the existing network and related equipment.

Mbps: A measure of telecommunications transmission speed. One megabit equals one million bits of information.

Mobile Switching Centers: Buildings where wireless service providers house their Internet routers and voice switching equipment.

Monthly Churn Rate: Monthly churn rate is calculated as monthly Churn divided by MRR on the last day of the preceding period.

MRR (Monthly recurring revenue): Monthly recurring revenue generated based on the price that the customer is expected to pay over the initial term, including any pricing escalators or discounts. MRR also includes monthly revenue related to the amortization of upfront payments by customers. Our presentation of MRR is not a guarantee of future revenues and should not be viewed as a predictor of future annual revenues.

Net Debt: Principal amount of debt outstanding, less unrestricted cash and cash equivalents.

Net Secured Debt: Principal amount of secured debt outstanding, less unrestricted cash and cash equivalents.

Net Success-Based Capex: Success-Based Capex less associated upfront customer payments. Does not include net capital expenditures related to integration, maintenance, and other, such as IT-related capex.

NOC: Network operations center is a location that is used to monitor networks, troubleshoot network degradations and outages, and ensure customer network outages and other network degradations are restored.

Nodes: Points on a network that can receive, create, or transmit communication services.

Glossary

NRC (non-recurring charge): Upfront customer payments that are primarily associated with an executed fiber-related contract that utilizes either newly constructed or already owned fiber, and the fiber is intended to be owned by Uniti on a long-term basis.

Optronics: Various types of equipment that are commonly used to light fiber. Optronics include systems that are capable of providing Ethernet, Wavelengths, and other service over fiber optic cable.

Pipeline: Reflects sales opportunities or transactions we are currently pursuing. Sales pipeline values represent total contract value of the opportunities we are currently pursuing. M&A pipeline values represent estimated purchase price of deals we are currently pursuing. We have not signed an agreement and are not otherwise committed to consummating any of these sales opportunities or transactions and there can be no assurances that any of these sales opportunities or transactions will be completed. Completed transactions may be realized over several years.

Recurring Revenue: Revenue recognized for ongoing services based on the price that the customer is expected to pay over the initial term, including any pricing escalators or discounts. Recurring Revenue also includes revenue related to the amortization of upfront payments by customers. Our presentation of Recurring Revenue is not a guarantee of future revenues and should not be viewed as a predictor of future annual revenues.

Revenues Under Contract: Total contract value remaining pursuant to existing contracts, some of which may be past their expiration date and currently on a month to month basis. A portion of these contracts are subject to renewal each year, and there can be no assurances that the contracts will be renewed at all or, if they are renewed, that the renewal will not provide for lower rates.

Route miles: Route miles are the length, measured in non-overlapping miles, of a fiber network. Route miles are distinct from fiber strand miles, which is the number of route miles in a network multiplied by the number of fiber strands within each conduit on the network.

Sales Bookings: MRR in a given period relating to orders that have been signed by the customer and accepted by order management.

Small Cells: A site where antennae, electronic communications equipment and power are placed on a utility pole, street light pole or other structure that are generally 25 feet from the ground to create a cell with a smaller radius than that of a Cell Site. By reducing the distance between the antennae, electronic communication equipment and mobile user equipment, small cells can transport data at faster speeds than from a Cell Site. Small cells are connected the cellular network by fiber to a close Cell Site.

Glossary

Success-Based Capex: Gross capital expenditures related to installing existing or anticipated contractual customer service orders. Does not include capital expenditures related to integration, maintenance, and other, such as IT-related capex.

Switch: A switch is an electronic device that selects the path that voice, data, and Internet traffic take or use on a network.

Total Contract Value: Contract MRR multiplied by the term of the contract in months.

Tower: A free standing tower made of steel generally 200 to 400 feet above the ground with a triangular base and three to four sides built on leased parcels of land. Most towers can accommodate Multiple Cell Sites (and multiple tenants).

Transport: A telecommunication service to move data, Internet, voice, video, or wireless traffic from one location to another.

Wavelength: A channel of light that carries telecommunications traffic through the process of wavelength division multiplexing.