Morgan Stanley

2021 Technology, Media and Telecom Conference

March 4, 2021

Safe Harbor

<u>Preliminary Results</u>

The financial information provided herein as of and for the three months and year ended December 31, 2020 are preliminary estimates. Such preliminary estimates are based solely on information available to us as of the date of this presentation and are inherently uncertain and subject to change. Our actual results remain subject to the completion by our auditors of its audit review process and certain other closing procedures. During the completion of this process and management's final review of our annual financial statements, additional items that would require material adjustments to these preliminary estimates may be identified. Accordingly, you should not place undue reliance on these preliminary financial results.

<u>Forward-Looking Statements</u>

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 2021 financial outlook, our business strategies, growth prospects, industry trends, sales opportunities, impacts of the settlement with Windstream, 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; changes in the accounting treatment of our settlement with Windstream; the ability and willingness of our customers to meet and/or perform their obligations under any contractual arrangements entered into with us, including master lease arrangements; the ability of our customers to comply with laws, rules and regulations in the operation of the assets we lease to them; 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 adverse impact of litigation affecting us or our customers; our ability to renew, extend or obtain contracts with significant customers (including customers of the businesses we acquire); 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 (including to fund required payments pursuant to our settlement with Windstream); adverse impacts of changes to our business, economic trends or key assumptions regarding our estimates of fair value, including potential impacts of recent developments surrounding Windstream that could result in an impairment charge in the future, which could have a significant impact to our reported earnings; 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; our ability to qualify or maintain our status as a real estate investment trust ("REIT"); changes in the U.S. tax law and other state, federal or local laws, whether or not specific to REITs; covenants in our debt agreements that may limit our operational flexibility; our expectations regarding the effect of the COVID-19 pandemic on our results of operations and financial condition; 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.

<u>Non-GAAP Financial Information</u>

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.

Uniti Company Overview

Uniti Leasing

Owns, Acquires, and Leases Mission-Critical Communications Assets Nationwide to Wholesale Customers on Either an Exclusive or Shared-Tenant Basis

- ✓ National Wholesale Network of ~86,000 Fiber Route Miles and 4.5 Million Fiber Strand Miles
- ✓ Proprietary Strategy and Advantaged REIT Structure
- ✓ Key Metrics:
  - Annual Revenue of $784 Million(1)
  - Adjusted EBITDA of $766 Million(1)
  - ~$8.3 Billion of Capital Deployed(2)
  - ~$7.0 Billion of Revenues Under Contract(3)
- ✓ High Margin, Minimal Working Capital and Capex Requirements(4), Long-Term Leases with Escalators
- ✓ Focused on Additional Sale Leaseback, OpCo/PropCo, and Lease-Up Opportunities

Uniti Fiber

Leading Provider of Lit and Dark Fiber Solutions for Wireless Operators, Carriers, Enterprises, Schools and Government, Including Cell Site Backhaul, Small Cells, Internet Service and Wavelengths

- ✓ Southeast Focused Regional Metro Network of ~37,000 Fiber Route Miles and 2.4 Million Fiber Strand Miles
- ✓ 6,650 New Fiber Route Miles and 674,000 New Fiber Strand Miles Built Over the Past 3 Years
- ✓ Key Metrics:
  - Annual Revenue of $305 Million(1)
  - Adjusted EBITDA of $118 Million(1)
  - ~$1.6 Billion of Capital Deployed(5)
  - ~$1.1 Billion of Revenues Under Contract(3)
- ✓ ~26,300 Customer Connections(6)
- ✓ Focused on Tier II & III Markets and Lease-Up of Recently Completed Anchor Builds

First Diversified Communication Infrastructure REIT Focused on Fiber Networks

Note: All information is as of December 31, 2020, unless otherwise noted.

1. *Based on the mid-point of 2021 Outlook range provided in the Company's Preliminary Earnings Release dated March 1, 2021.*
2. *Represents purchase price of TPx, CableSouth, and Bluebird, purchase price for fiber acquisition from Lumen Technologies (formerly CenturyLink), the net fair value of the dark fiber IRU and other assets acquired from Windstream as part of our settlement agreement, and Enterprise Value at time of spin-off from Windstream. See Glossary for explanation of Enterprise Value calculation.*
3. *Contracts are subject to termination under certain conditions and/or may not be renewed. Actual Revenues Under Contract could vary materially.*
4. *Excludes capital commitments related to the GCI program.*
5. *Represents aggregate purchase price of acquired entities at Uniti Fiber.*
6. *Represents customer connections, both fiber and microwave.*

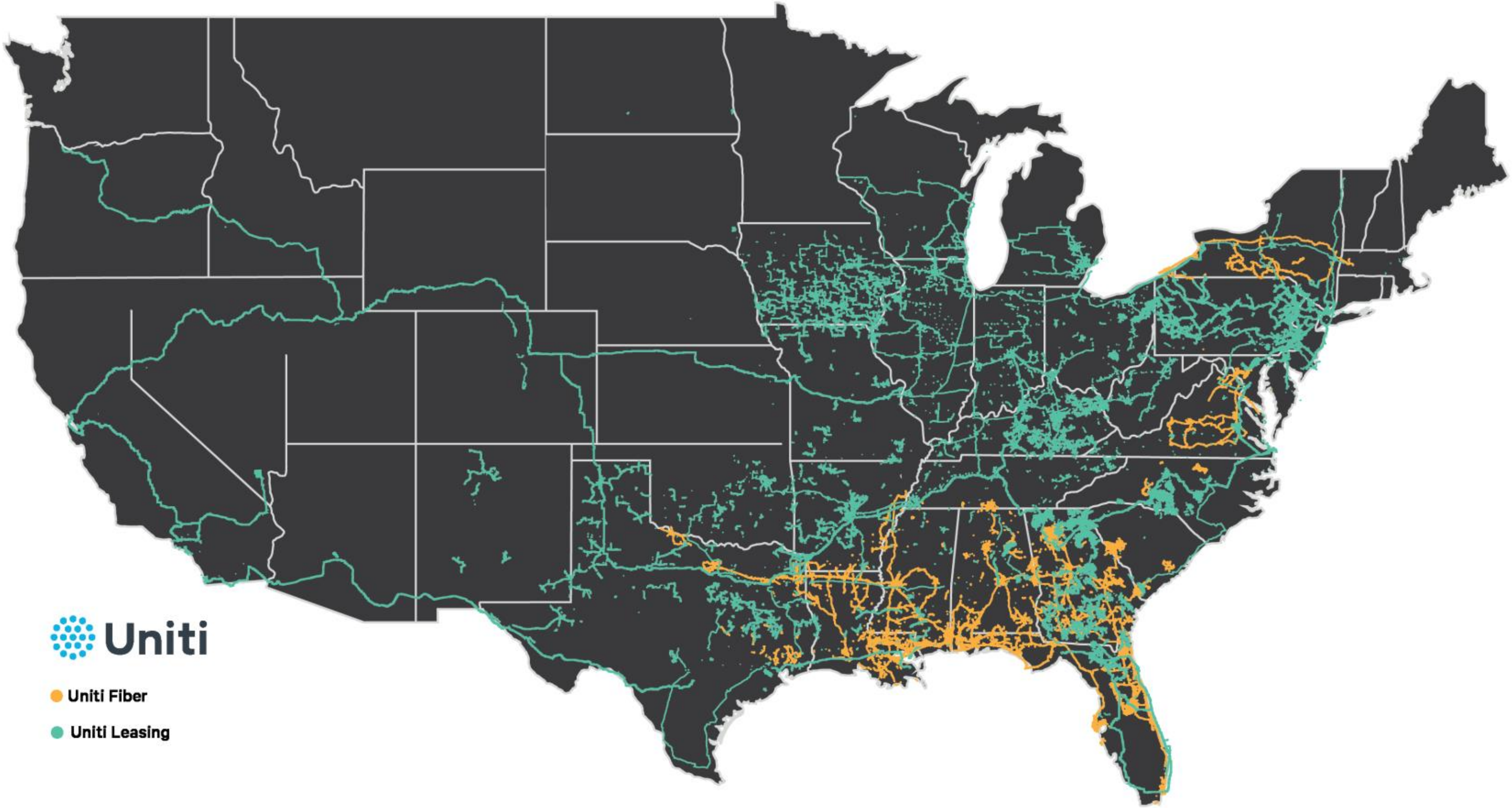
Uniti

Uniti's 2021 Priorities

- **Drive High Margin Recurring Revenue and Profitable Growth**
  - Expand Fiber Network Through Targeted Anchor Wireless Builds
  - Focus on On-Net/Near-Net Lease-Up Opportunities That Maximize Returns
  - ~$14 Million of Annualized Lease-Up Sold at Uniti Fiber in 2020 with Incremental Yields of ~50%
  - ~75% of 2021 Bookings at Uniti Fiber Expected to be From Non-Wireless Opportunities
- **Lease-Up National Wholesale Fiber Platform at Attractive Incremental Margins**
  - Execute on Robust Uniti Leasing Sales Pipeline of ~ $1 Billion in Total Contract Value
  - Expand and Harden National Network Profitably Through GCI Program
- **Capitalize on M&A and Financing Opportunities**
  - Sale Leaseback and OpCo/PropCo Transactions at Uniti Leasing
  - Transformative & Proprietary M&A Opportunities
  - Opportunistic Approach to Upcoming Debt Maturities

Driving Towards Healthier Infrastructure Valuation

Uniti's National Fiber Network



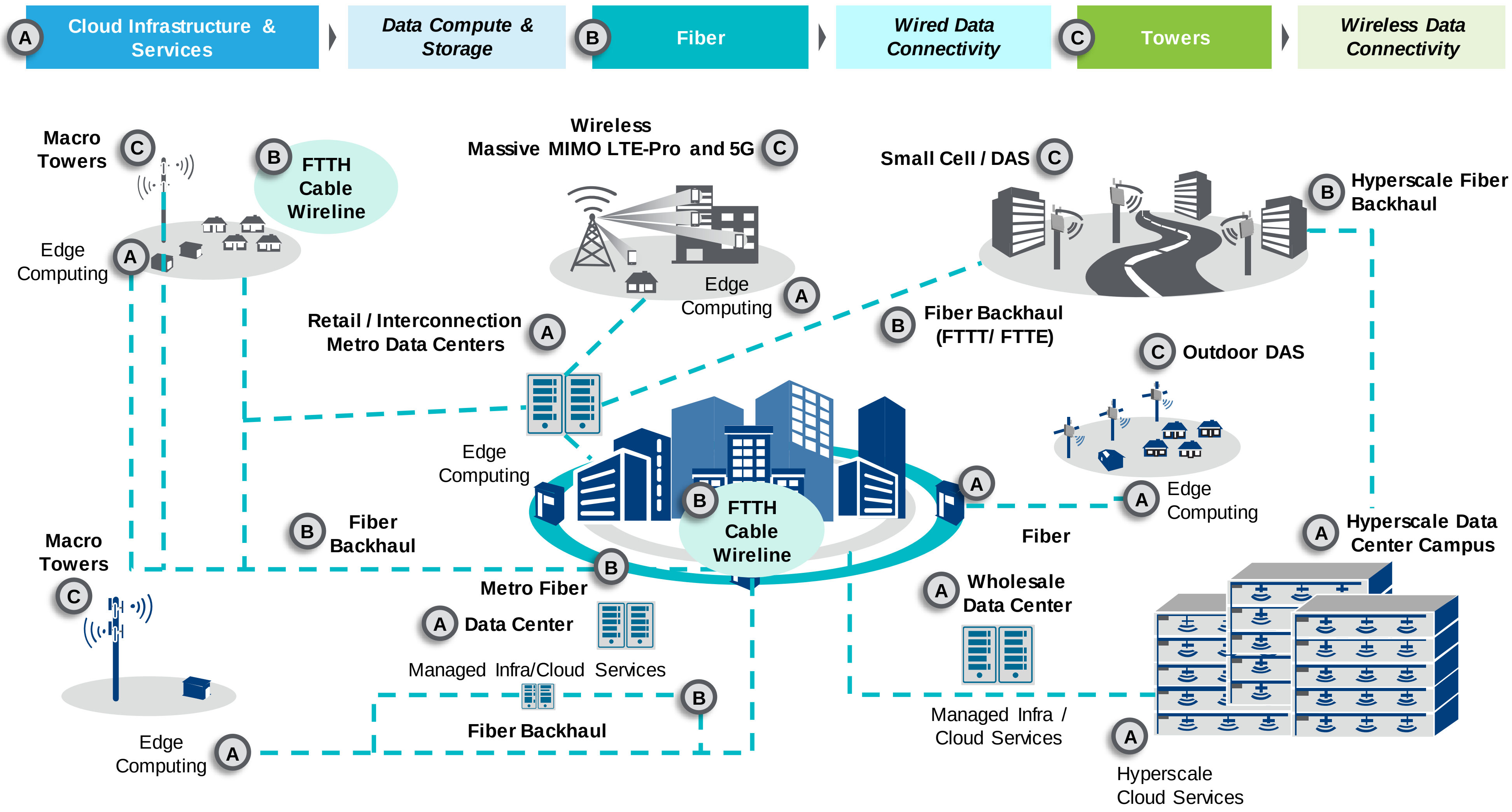
Fiber Route Miles[1]	Fiber Strand Miles[1]	Route Miles Constructed[2]	Small Cells[3]	Buildings Passed[4]
~123,000	~6,900,000	~6,650	~2,300	~180,000

Top 10 Largest Fiber Provider in the U.S.[5]

Uniti

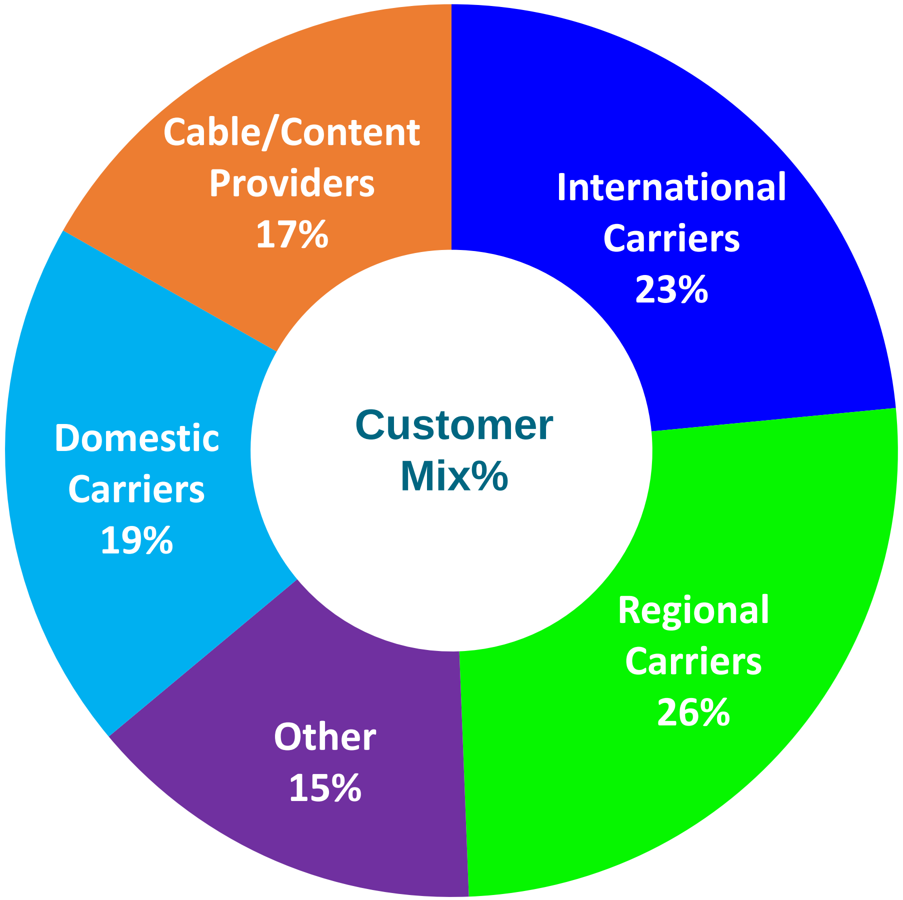
(1) *As of December 31, 2020.*
(2) *Represents new fiber route miles constructed at Uniti Fiber since 1/1/2018, and new fiber route miles constructed associated with the Windstream GCI program.*
(3) *Includes small cells in service or in backlog.*
(4) *Represents on-net and near-net buildings passed on Uniti Fiber's network.*
(5) *Source: Kagan and company estimates.*

All Communication Infrastructure End Markets Rely on Fiber



Fiber is the Critical Component to Enabling Today's Communications Infrastructure

Uniti Leasing Sales Pipeline[1]



Uniti Leasing Sales Pipeline Overview

- **Number of Opportunities:** 140
- **Total Contract Value in Pipeline:** ~ $1.0 Billion
- **Revenues Under Contract[2]:** ~ $740 Million
- **Average Contract Term Remaining[2]:** ~ 15 Years

Over 75% of Opportunities Utilize Fiber Acquired from Windstream

Uniti

(1) Reflects transactions we are currently pursuing as of December 31, 2020. We have not signed an agreement and are not otherwise committed to consummating any of these transactions and there can be no assurances that any of these transactions will be completed. Completed transactions may be realized over several years.

(2) Revenues Under Contract are as of December 31, 2020. Contracts are subject to termination under certain conditions and/or may not be renewed. Actual Revenues Under Contract could vary materially.

Types of Uniti Leasing Transactions

	IRU & DF Lease-Up	Sale Leaseback	OpCo/ PropCo	Growth Capex/ GCI Programs
Description	Uniti Leases Existing Owned Fiber Assets on a Long-Term Basis to Third Parties Either Through IRU or Dark Fiber Lease Structure	Uniti Acquires Fiber Assets from Third Party and Leases Fiber to the Tenant on a Long-Term Basis	Uniti Sells Existing, Active Operations to Operating Partner (OpCo) and Enters into Long-Term Dark Fiber Lease on Retained Fiber (PropCo)	Acquire Newly Built Fiber and Immediately Lease Back to Anchor Customer at Attractive Yields
Typical Initial Term	10 - 20 Years	10 - 20 Years	10 - 20 Years	10 - 20 Years
Incremental Cash Yields(1)	~ 100%	8% to 10%	8% to 10%	8% to 10%
Purchase Price/ Invested Capital(2)	~ $105 Million	~ $130 Million	~ $320 Million	~ $85 Million
Cumulative Proceeds(3)	~ $60 Million	-	~ $340 Million	-
Revenues Under Contract(4)	~ $340 Million	~ $195 Million	~ $145 Million	~ $60 Million
Transaction Examples	Fiber Acquired from Lumen (f.k.a. CenturyLink) and Windstream Lease to Third Parties Such as Carriers, Content & Cable Providers	TPx, CableSouth, SFN	Bluebird, Everstream, Sale of Uniti Fiber Midwest & Northeast Operations	Windstream GCI Program, Bluebird

~$740 Million of Remaining Revenues Under Contract

(1) Illustrative of representative transactions.
(2) IRU & DF Lease-Up reflects the net fair value of the dark fiber IRU and other assets acquired from Windstream as part of our settlement agreement, price paid for fiber assets acquired from Lumen, and additional success-based capital investments. Sale Leaseback represents price paid for TPx, CableSouth and SFN fiber assets. OpCo/PropCo represents cash purchase price of Bluebird's fiber network, excluding operations, net of prepaid rent of $144 million, estimated gross asset book value of the Midwest and Northeast fiber leased and operations sold, and additional success-based capital investments made from the time the fiber was acquired. Growth Capex/GCI Programs represents total Windstream GCI program amount Uniti invested in 2020.
(3) IRU & DF Lease-Up represents upfront IRU payments from lease-up opportunities sold to-date. OpCo/PropCo represents total cash upfront proceeds from the Everstream transaction, and sale of Uniti Fiber's Midwest operations and subsequent partial sale of the Bluebird PropCo to Macquarie.
(4) Revenues Under Contract are as of December 31, 2020. Excludes revenues under contract related to the Windstream Master Leases. Growth Capex/GCI Programs represents revenues under contract related to Windstream GCI program. Contracts are subject to termination under certain conditions and/or may not be renewed. Actual Revenues Under Contract could vary materially.

Uniti

Growth Capital Investments Program

- **Uniti Invested $85 Million in 2020 Under the GCI Program**
  - Added ~2,575 Route Miles and ~84,150 Strand Miles of Valuable Fiber to Uniti's Network
  - Expect to Invest ~$200 Million in 2021, Adding Over 6,000 Route Miles of Valuable Fiber(1)
  - Windstream Must Invest Capital and Complete Projects Prior to Uniti Reimbursing Windstream
- **Investments Added to Cash Rent Payments Under Existing MLAs at 8% Initial Yield on One Year Anniversary of Uniti Making Investment, Subject to 0.5% Annual Escalator**
  - 2020 Investments to Generate ~$7 Million of Annualized Cash Rent
  - 2021 Investments Expected to Generate ~$16 Million of Annualized Cash Rent
- **Investments Must Generally Meet Certain Underwriting Criteria**
  - Long Term Value Accretive Fiber
  - Minimum Return Thresholds
  - Qualify as Real Property for REIT Purposes
- **Uniti Reviews All GCI Requests Made by Windstream**
  - Dispute Resolution Process Through Independent Third Party

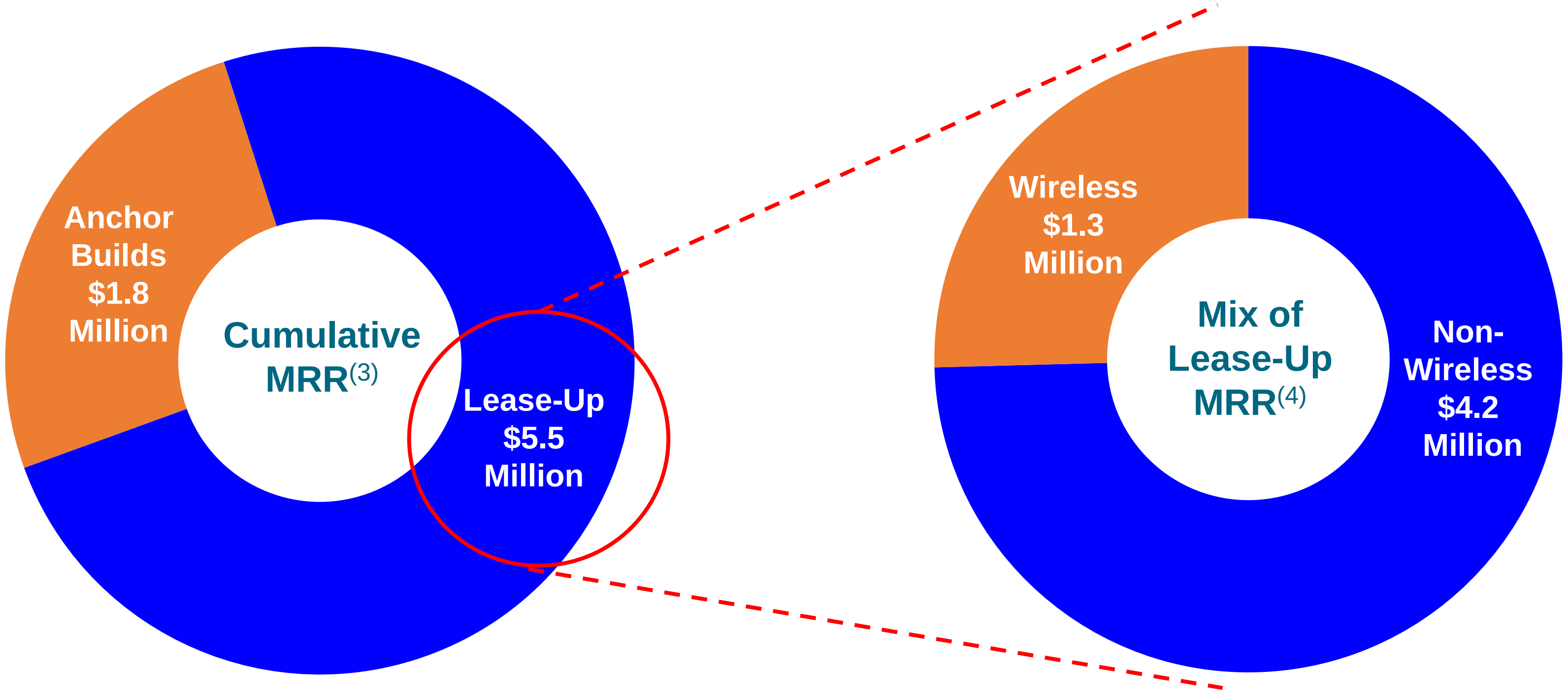
GCI Program "Facilitates Future Proofing" of Uniti's Network

Uniti

(1) Expected route miles based on historical average cost per route mile to construct fiber.

Uniti Fiber Lease-Up(1)

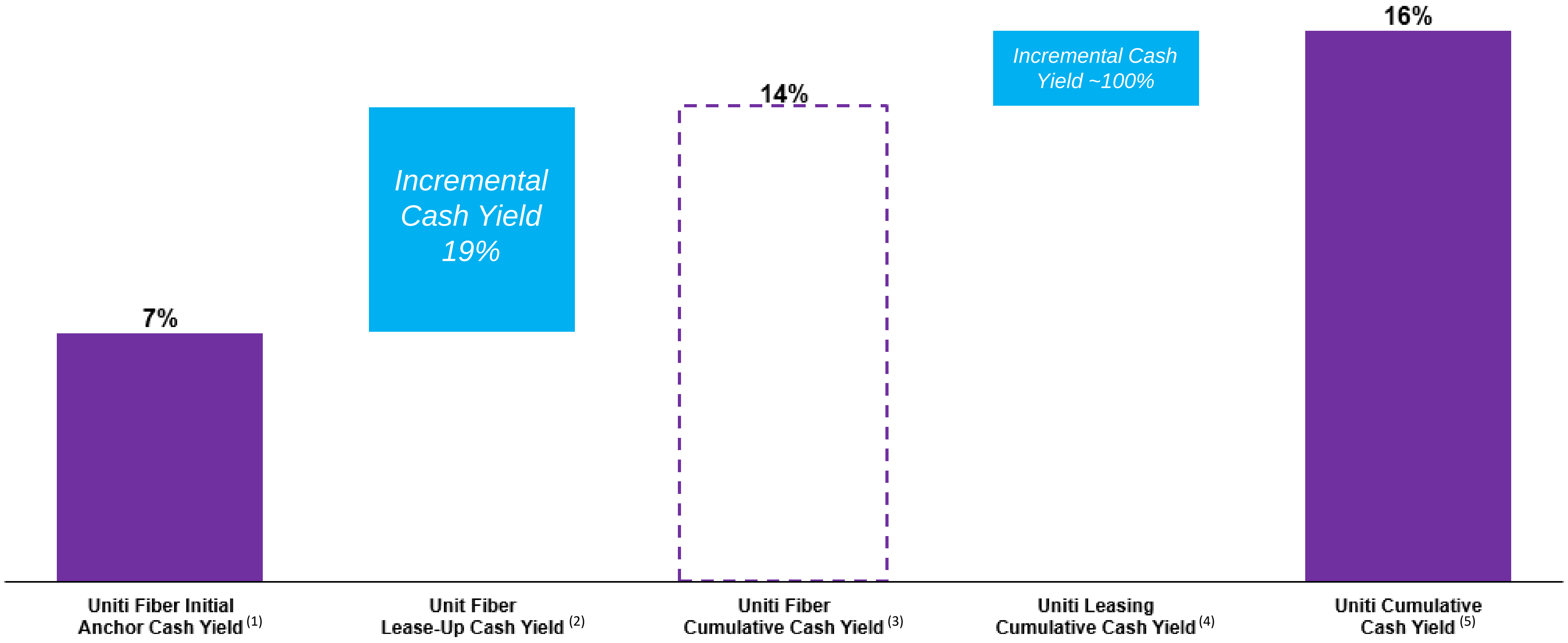
- **Initial Aggregate Cash Yields on Major Wireless Anchor Builds of ~7%**
- **Cumulative Lease-Up Sold Expected to Generate Incremental Cash Yields of ~19%(2)**
- **Results in Combined Anchor and Lease-Up Cash Yield of ~14%**



Sold ~$14 Million of Annualized Lease-Up Revenue in 2020

(1) Cash yields calculated as annualized recurring cash flow divided by estimated incremental net capital investment.
(2) Incremental cash yield calculated as annualized recurring cash flow from lease-up divided by estimated incremental net capital investment associated with the lease-up. Reflects lease-up sold on major wireless anchor builds from the time the project started through December 31, 2020.
(3) Anchor builds represent cumulative MRR installed or in backlog from major wireless builds. Lease-Up represents cumulative lease-up MRR installed or in backlog.
(4) Wireless MRR includes LIT backhaul, dark backhaul, and small cells. Non-wireless MRR includes enterprise, wholesale, E-Rate and government.

Cumulative Uniti Lease-Up



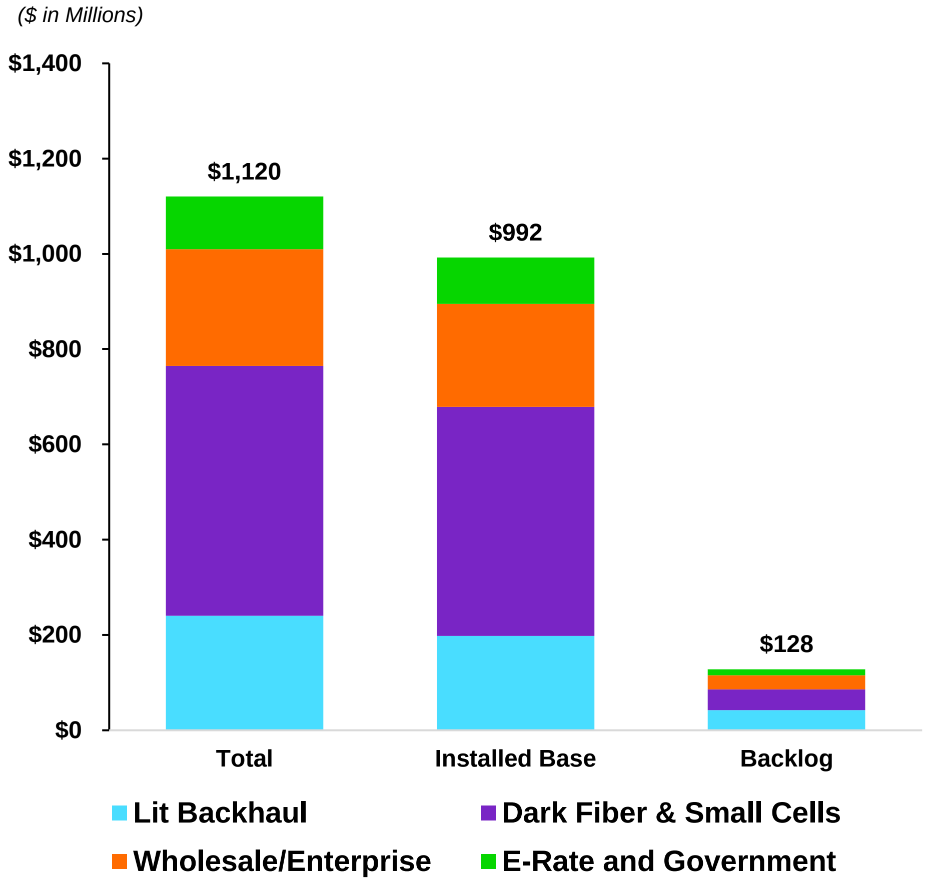
Fiber Acquired from Windstream Provides Significant Upside

Uniti

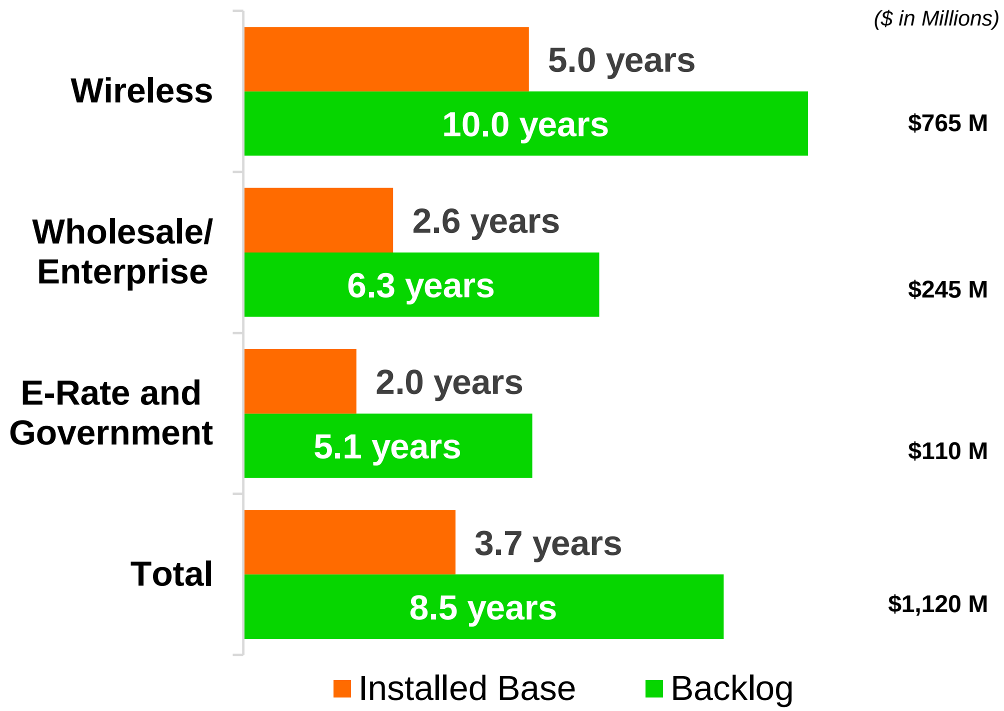
(1) *Calculated as expected annualized recurring cash flow on major wireless anchor builds at Uniti Fiber divided by the related capital investment on the anchor builds, net upfront customer payments, of ~$205 million.*
(2) *Calculated as expected annualized recurring cash flow from lease-up sold on major wireless anchor builds from the time the project started through December 31,2020, divided by the related capital investment on the lease-up, net upfront customer payments, of ~$267 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 December 31 2020 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 Fiber Revenues Under Contract

4Q20 Revenues Under Contract



Remaining Contract Life



Total Revenues Under Contract of ~$1.1 Billion with Average Remaining Term of ~4 Years

Uniti Facts

S&P SmallCap 600 Company	Uniti Leasing	Uniti Fiber	Small Cells
~ $7.7B	~ $7.0B	~ $1.1B	~ 2,300
Enterprise Value	Revenues Under Contract(2)	Revenues Under Contract(2)	Installed or in Backlog
Annual Revenue(1)	**Net Leverage(3)(4)**	**Net Secured Leverage(3)(4)**	**Near Term Debt Maturities(4)**
~ $1.1B	5.7x	3.3x	0%
Fiber Route Miles	**Leasing Segment EBITDA Margin**	**Cumulative Investments(5)**	**Annual Maintenance Capex(6)**
~ 123,000	98%	~ $2.0B	~ $6M

First Diversified Communication Infrastructure REIT

Note: All information is as of December 31, 2020, unless otherwise noted. Market data as of February 25, 2021.

(1) Based on the mid-point of 2021 Outlook range provided in the Company's Preliminary Earnings Release dated March 1, 2021.

(2) Contracts are subject to termination under certain conditions and/or may not be renewed, so actual revenue under contract could vary materially.

(3) Net Debt or Net Secured Debt, as applicable, to 4Q20 annualized preliminary Adjusted EBITDA. See Appendix for a reconciliation of annualized Adjusted EBITDA to Net Income, the most closely comparable GAAP metric.

(4) Excludes settlement payable of $419 million related to the Windstream settlement agreement.

(5) Represents purchase price of TPx, CableSouth, and Bluebird transactions, fiber acquisition from Lumen Technologies (formerly CenturyLink), the net fair value of the dark fiber IRU and other assets acquired from Windstream as part of our settlement agreement, and aggregate purchase price of acquired entities at Uniti Fiber.

(6) Based on management's estimate.

Uniti

Uniti is a Unique Opportunity in Communications Infrastructure

Capitalizing on Strong Demand for Communications Infrastructure

- Wireless Carrier Multi-Year Investment Cycle Required for 5G Network Densification
- Evolving Technologies, Architectures, and New Use Cases Require Deep Dense Fiber

Fiber Focused Diversified Communications REIT

- Differentiated Fiber Centric Investment Strategy Focused on Tier II and Tier III Markets
- Diversified Business Platforms
- Multiple Proprietary Private Letter Rulings Enhance Unique REIT Advantages

Proven Track Record of Value Creating M&A

- ~ $2 Billion of Capital Deployed Since Spin in April 2015[(1)]
- Executed Numerous Transactions – Acquisitions, Sale-Leasebacks, Minority Investments and Dark Fiber IRU's
- Created 8th Largest Fiber Network Through Proprietary Transactions[(2)]

Creating Significant Value Through Proven Execution

- ~ 95% of Uniti's Revenue is Recurring[(3)]
- Company Wide Monthly Churn of ~0.2%
- ~ $8 Billion of Revenues Under Contract with ~ 9 Years of Contract Term Remaining

Note: All information is as of December 31, 2020, unless otherwise noted.

(1) Represents purchase price of TPx, CableSouth, and Bluebird, purchase price for fiber acquisition from Lumen Technologies (formerly CenturyLink), the net fair value of the dark fiber IRU and other assets acquired from Windstream as part of our settlement agreement, and aggregate purchase price of acquired entities at Uniti Fiber.

(2) Source: Kagan and company estimates.

(3) Excluding DOT/ITS construction and Talk America Services.

Appendix

Reconciliation of Uniti Fiber Non-GAAP Financial Measures (1)

$ in Millions

	Uniti 4Q20
Net income	($47.7)
Depreciation and amortization	78.4
Interest expense	108.7
Income tax benefit	(7.6)
EBITDA	**$131.9**
Stock-based compensation	3.3
Adjustments for unconsolidated entities	1.0
Transaction related costs & Other(2)	79.5
Adjusted EBITDA	**$215.7**
Annualized Adjusted EBITDA(3)	**$862.8**

Uniti

(1) *All amounts are preliminary. Amounts may not foot due to rounding.*
(2) *Includes $71 million goodwill impairment charge related to our Uniti Fiber segment.*
(3) *Annualized Adjusted EBITDA is defined as Adjusted EBITDA multiplied by 4.*

Reconciliation of Uniti Non-GAAP Financial Measures[(1)]

$ in Millions

	2021 Outlook[(2)]			
	Leasing[(2)]	Uniti Fiber[(2)]	Corporate[(2)]	Uniti[(2)]
Net income (loss)[(3)]	**$593**	**$17**	**($481)**	**$128**
Depreciation and amortization	**164**	**135**	**-**	**299**
Interest expense (income)	**-**	**-**	**439**	**439**
Income tax expense (benefit)	**5**	**(13)**	**-**	**(8)**
EBITDA	**$762**	**$139**	**($42)**	**$859**
Stock-based compensation	**1**	**4**	**10**	**15**
Adjustments for unconsolidated entities	**3**	**-**	**-**	**3**
Transaction related costs & Other[(3)]	**-**	**(25)**	**-**	**(25)**
Adjusted EBITDA	**$766**	**$118**	**($32)**	**$852**

Uniti

(1) Amounts may not foot due to rounding.
(2) 2021 Outlook is based on the mid-point of 2021 Outlook range provided in the Company's Preliminary Earnings Release dated March 1, 2021. Our 2021 Outlook reflects the Everstream transaction, including the partial sale of Uniti Fiber's Northeast operations, which is expected to close early 2Q21. 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.
(3) Includes estimated pre-tax gain of $25 million on the sale of a portion of Uniti Fiber's Northeast operations and certain dark fiber IRU contracts acquired as part of the Windstream settlement.

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 new enterprise resource planning system, collectively “Transaction Related and Other Costs”, costs related to the settlement with Windstream, goodwill impairment charges, amortization of non-cash rights-of-use, the write off of unamortized deferred financing costs, costs incurred as a result of the early repayment of debt, including early tender 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. 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 use 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, and accretion on 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, 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 early repayment of debt, including costs associated with the termination of related hedging activities, 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.

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.

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.

Glossary

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.

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.

Glossary

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.

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.

Glossary

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.

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.

Glossary

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.