



Industry Update
Telecommunications
Q4 2021

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Financial Performance

Size Profile, LTM Financials, Forward Estimates

(USD in millions, except per share data)

Company Name	Ticker	Size Profile			LTM Operating Data		Forward Estimates		
		Price at 12/31/21	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2020 Est. Revenue	2020 Est. EBITDA
Telecommunication Services									
Verizon Communications Inc.	VZ	\$51.96	86.8%	\$399,867	\$366,596	\$133,613	\$48,654	\$136,227	\$49,729
AT&T Inc.	T	\$24.60	72.6%	\$378,406	\$551,622	\$168,864	\$51,113	\$156,283	\$49,291
T-Mobile US, Inc.	TMUS	\$115.98	77.2%	\$238,734	\$202,125	\$79,674	\$26,814	\$81,905	\$28,055
Lumen Technologies, Inc.	LUMN	\$12.55	75.6%	\$42,170	\$58,308	\$19,965	\$8,466	\$18,357	\$7,683
Frontier Communications Parent, Inc.	FYBR	\$29.49	83.9%	\$12,316	\$15,388	\$6,563	\$2,452	\$5,837	\$2,054
Telephone and Data Systems, Inc.	TDS	\$20.15	76.0%	\$7,531	\$13,446	\$5,333	\$1,175	\$5,491	\$1,347
Iridium Communications Inc.	IRDM	\$41.29	75.6%	\$6,079	\$3,206	\$605	\$346	\$649	\$405
United States Cellular Corporation	USM	\$31.52	78.9%	\$6,074	\$10,144	\$4,126	\$867	\$4,228	\$1,091
Cogent Communications Holdings, Inc.	CCOI	\$73.18	90.9%	\$3,854	\$1,009	\$570	\$200	\$618	\$245
Consolidated Communications Holdings, Inc.	CNSL	\$7.48	75.6%	\$2,711	\$3,729	\$1,290	\$451	\$1,228	\$473
ATN International, Inc.	ATNI	\$39.95	75.9%	\$1,176	\$1,627	\$539	\$118	\$741	\$170
Shenandoah Telecommunications Company	SHEN	\$25.50	41.4%	\$661	\$1,293	\$241	\$64	\$263	\$79

Source: Capital IQ

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Valuation Metrics

Return Profile, Trading Multiples

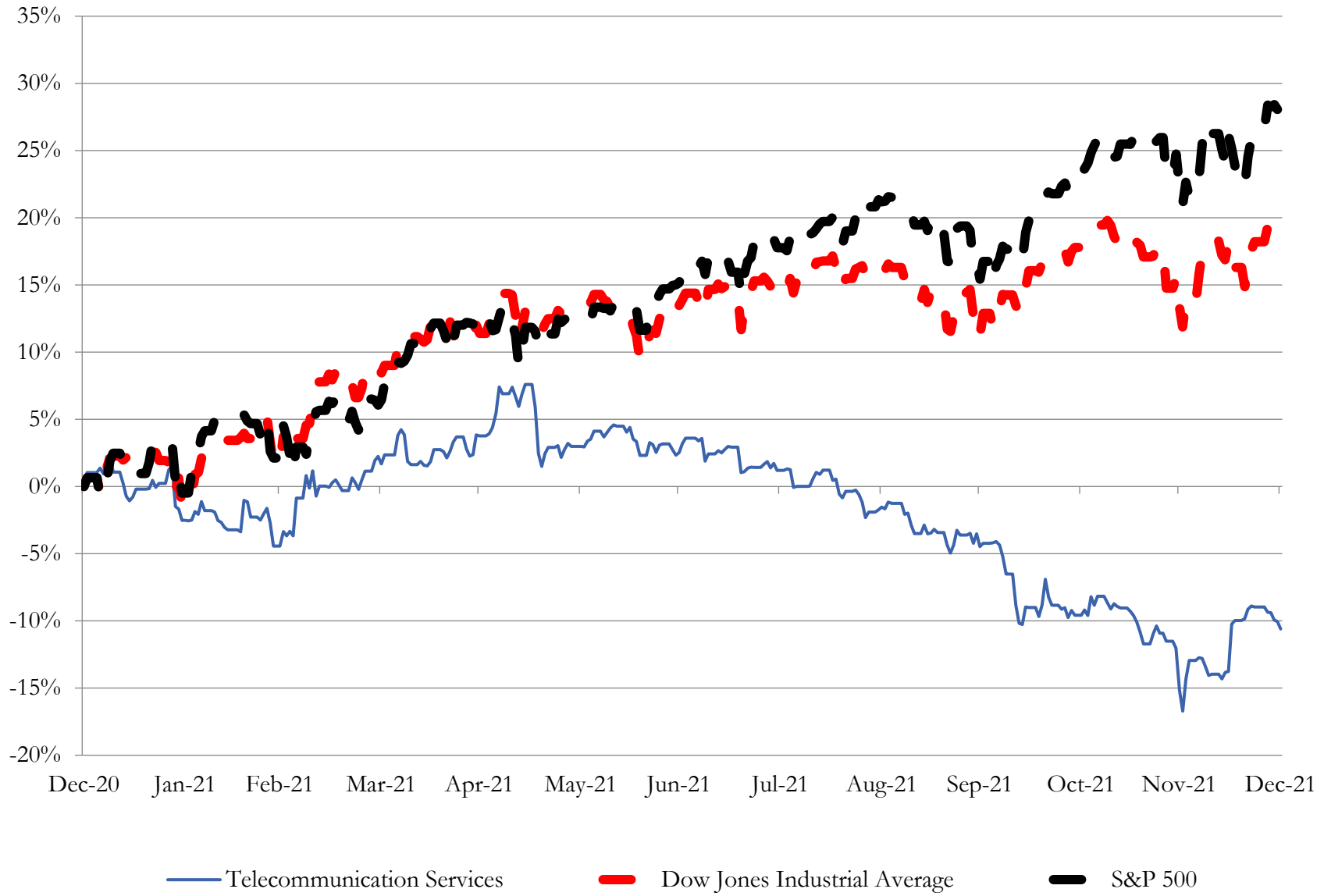
Company Name	Ticker	Return Profile					Trading Multiples		
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
Telecommunication Services									
Verizon Communications Inc.	VZ	5.9%	29.7%	4.1%	36.4%	1.1%	0.4x	3.0x	8.2x
AT&T Inc.	T	3.3%	11.8%	-1.7%	30.3%	0.8%	0.6x	2.2x	7.4x
T-Mobile US, Inc.	TMUS	3.2%	5.0%	32.9%	33.7%	33.4%	0.6x	3.0x	8.9x
Lumen Technologies, Inc.	LUMN	4.3%	-6.1%	-4.4%	42.4%	1.0%	1.0x	2.1x	5.0x
Frontier Communications Parent, Inc.	FYBR	4.3%	N/A	-11.3%	37.4%	-13.8%	0.0x	1.9x	5.0x
Telephone and Data Systems, Inc.	TDS	1.4%	2.7%	2.9%	22.0%	-1.1%	1.1x	1.4x	6.4x
Iridium Communications Inc.	IRDM	0.8%	-0.8%	5.1%	57.2%	4.0%	1.2x	10.0x	17.6x
United States Cellular Corporation	USM	1.2%	3.1%	2.7%	21.0%	-1.4%	0.6x	1.5x	7.0x
Cogent Communications Holdings, Inc.	CCOI	6.9%	N/A	2.5%	35.0%	5.9%	0.2x	6.8x	19.3x
Consolidated Communications Holdings, Inc.	CNSL	2.5%	-32.4%	-1.5%	34.9%	-4.8%	1.2x	2.1x	6.0x
ATN International, Inc.	ATNI	1.0%	-1.8%	21.4%	21.9%	-1.7%	0.2x	2.2x	10.0x
Shenandoah Telecommunications Company	SHEN	0.4%	2.2%	11.4%	26.4%	38.2%	0.2x	2.7x	10.4x
	Mean	2.9%	1.3%	5.3%	33.2%	5.2%	0.6x	3.2x	9.3x
	Median	2.9%	2.5%	2.8%	34.3%	0.9%	0.6x	2.2x	7.8x

Source: Capital IQ

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LTM Equity Performance

Major Indexes



Source: Capital IQ

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Recent M&A Activity

Last Twelve (12) Months as of December 31, 2021

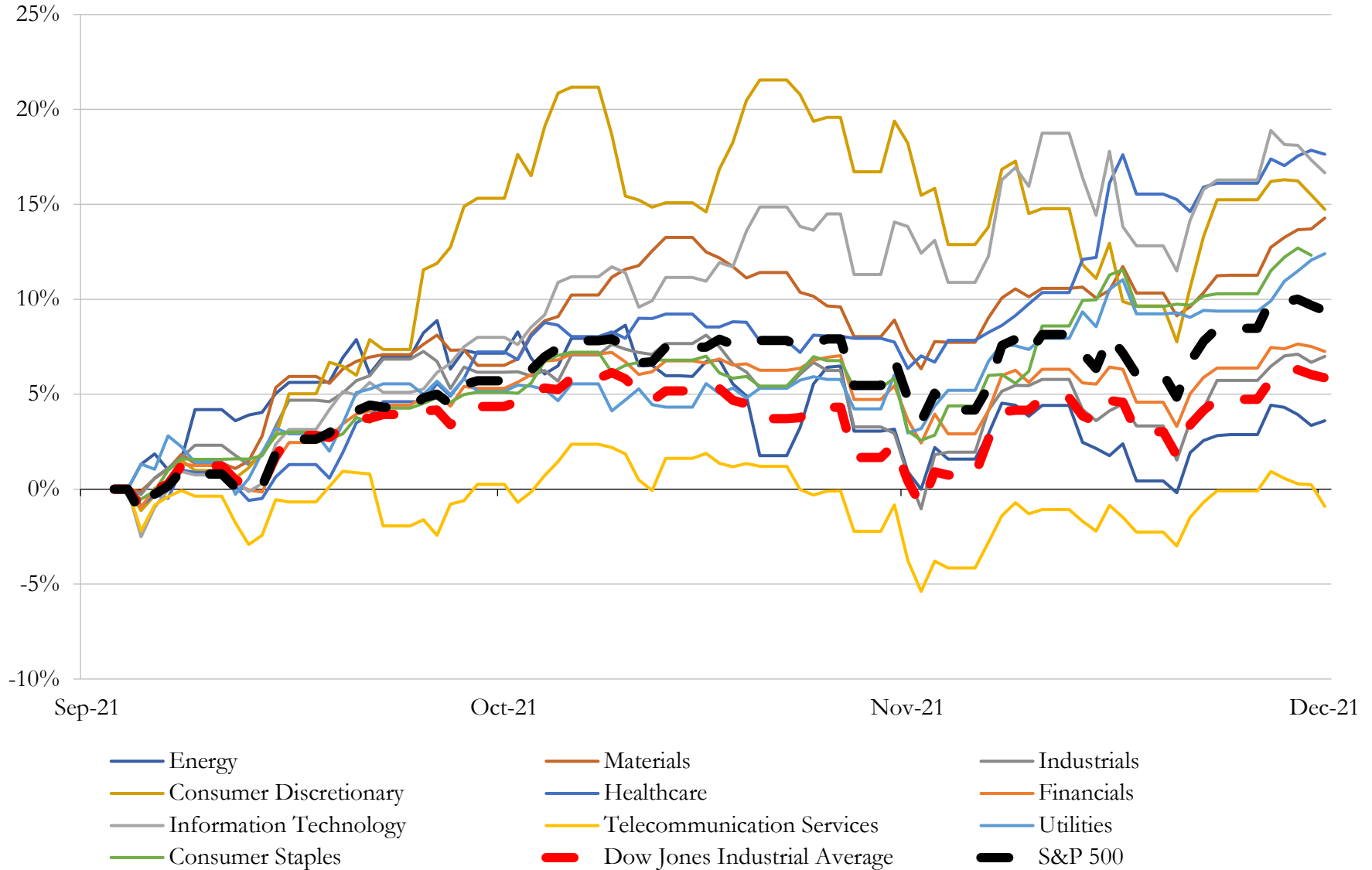
(USD in millions)

Close Date	Target	Acquirer	Implied TEV
Aug-21	Astound Broadband LLC	Stonepeak Associates IV LLC	\$8,100
Mar-21	ZeniMax Media Inc.	Microsoft Corporation	\$7,332
Nov-21	TracFone Wireless, Inc.	Verizon Communications Inc.	\$6,900
Jul-21	McGraw-Hill Education, Inc.	Platinum Equity, LLC	\$6,388
Sep-21	Oath Inc. / Verizon Media Netherlands B.V.	Apollo Global Management, Inc.; LionTree Advisors, LLC	\$5,556
Sep-21	Cincinnati Bell Inc.	Macquarie Infrastructure and Real Assets; MIP V (FCC) AIV, L.P.	\$2,922
Jan-21	ION Media Networks, Inc.	Scripps Media, Inc.	\$2,650
May-21	Hargray Communications Group, Inc.	Cable One, Inc.	\$2,492
Apr-21	Glu Mobile Inc.	Electronic Arts Inc.	\$1,983
Jul-21	Wireless Telecommunications Assets of Shenandoah Personal Communications	Sprint Spectrum L.P.	\$1,940
Aug-21	Stack Exchange Inc.	Prosus N.V.	\$1,800
Jul-21	MSG Networks Inc.	Madison Square Garden Entertainment Corp.	\$1,722
Apr-21	The Gearbox Entertainment Company, LLC	Embracer Group AB (publ)	\$1,378
Nov-21	International Data Group, Inc.	Blackstone Inc.	\$1,300
Aug-21	Crunchyroll, Inc.	Funimation Global Group, LLC	\$1,234
Sep-21	ORBCOMM Inc.	GI Manager L.P	\$1,149
Apr-21	SpotX, Inc.	Magnite, Inc.	\$1,141
Dec-21	Inteliquent, Inc.	Sinch AB (publ)	\$1,140
Sep-21	Ohio Broadband Systems of WideOpenWest, Inc.	Atlantic Broadband Finance, LLC (nka:Breezeline)	\$1,125
Aug-21	Quincy Media, Inc.	Gray Television, Inc.	\$925
May-21	Tribune Publishing Company	Alden Global Capital LLC	\$692
Mar-21	Substantially All Assets of Global Eagle Entertainment Inc.	Apollo Global Management, Inc.; Blackrock Financial Management Inc.; Eaton	\$675
Jun-21	Boingo Wireless, Inc.	Digital Colony Management, LLC	\$669
Nov-21	Chicago, Evansville, Indiana, and Anne Arundel, Maryland, Service Areas of	WaveDivision Holdings, LLC; RCN Telecom Services, LLC; Grande	\$661
Mar-21	Nearpod Inc.	Renaissance Learning Inc.	\$650
Apr-21	Assets of RentPath, LLC	Redfin Corporation	\$608
Jul-21	Epic! Creations Inc.	Think and Learn Private Limited	\$500
Apr-21	Aspyr Media, Inc.	Saber Interactive, Inc.	\$454
Jul-21	Alaska Communications Systems Group, Inc.	ATN International, Inc.; Freedom 3 Capital, LLC; Freedom 3 Investments IV,	\$414
Jun-21	Edmunds.com, Inc.	CarMax, Inc.	\$404

Source: Capital IQ

5 Change in Market Capitalization by Sector

Last Three (3) Months as of December 31, 2021

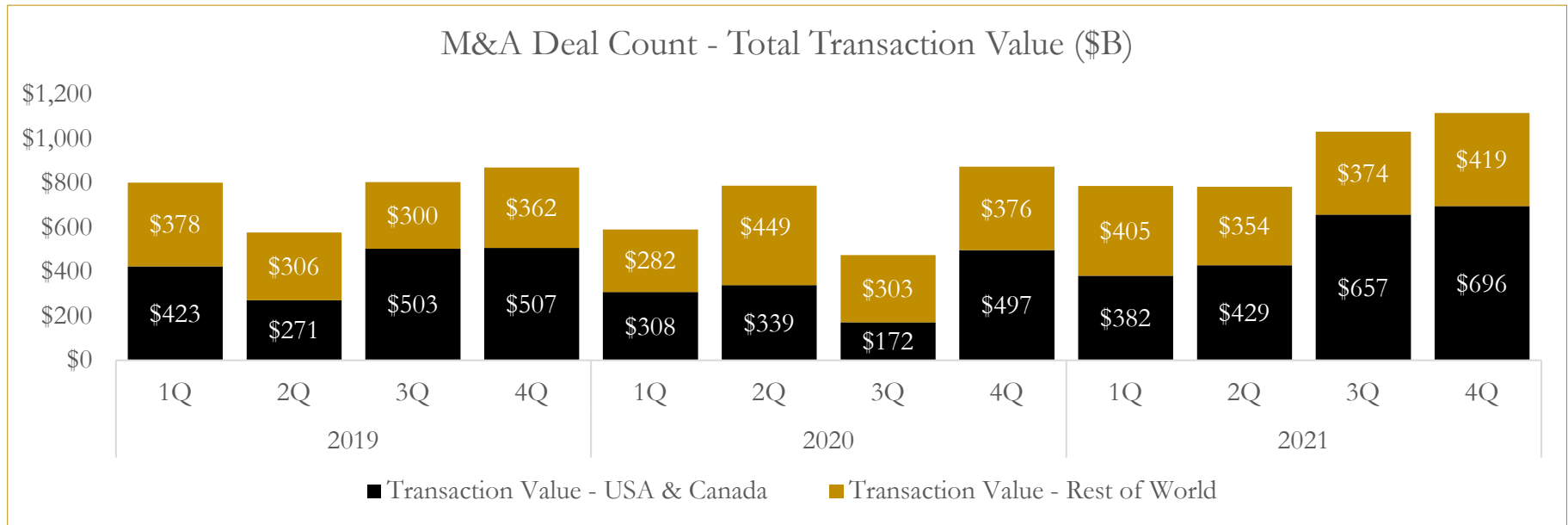
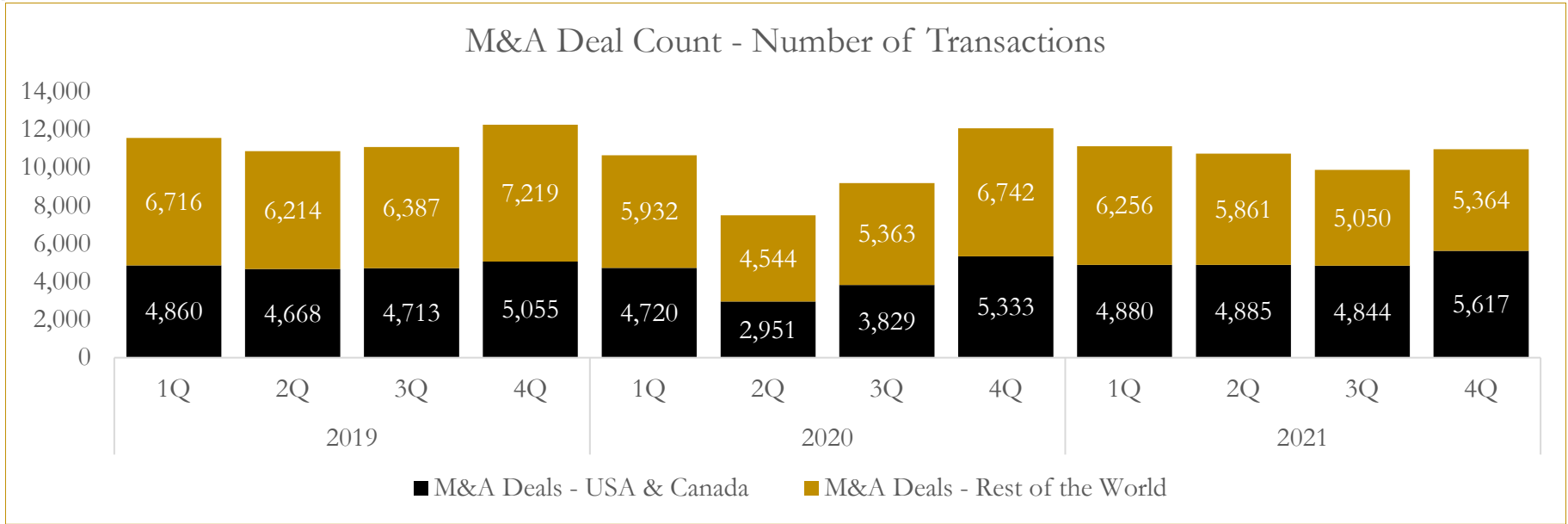


Source: Capital IQ

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M&A Deal Flow Statistics

Last Three (3) Years as of December 31, 2021



Source: Capital IQ

About Houlihan Capital

Houlihan Capital is a leading, solutions-driven valuation, financial advisory and boutique investment banking firm. We pride ourselves on being thought leaders in an ever-changing landscape.

Houlihan Capital is SOC-compliant, a FINRA and SIPC member and committed to the highest levels of professional ethics and standards.

Valuation & Financial Advisory

We provide an array of services that include enterprise valuations, portfolio valuation, valuation of carried interest, transaction opinions, tax and financial reporting compliance, purchase price allocations, and a wide variety of consulting services through our Financial Advisory Group.

Investment Banking

Through our Investment Banking Group, we offer sell-side/buy-side advisory and capital raises. Through our Special Situations desk, we provide services that fit outside the archetypal verticals, including liquidity solutions, transactional advisory, and secondary market advisory and trading.

Litigation Support

Our team provides support for a wide variety of situations including commercial and shareholder disputes, derivatives and structured finance litigation, and fraudulent conveyance.

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