

2018 Outlook

	Revenue	Adjusted EBITDA
Previous Guidance	\$1,200M – \$1,275M	\$320M – \$330M
Hawaiian Telcom	\$175M – \$185M	\$43M – \$49M
Revised Guidance	\$1,375M – \$1,460M	\$363M – \$379M

- Updated previous 2018 financial guidance to include the merger with Hawaiian Telcom, which closed on July 2, 2018
- Revenue guidance reflects adoption of new revenue recognition standard
 - Infrastructure Solutions sales recognized net of product cost

Selected 2018 Free Cash Flow Items	
Capital Expenditures	\$230M – \$255M
Interest payments	\$120M – \$130M
Pension and OPEB payments	\$20M – \$30M

Impact of New Revenue Standard	
(\$ in millions)	Revenue
Revised Guidance	\$1,375 – \$1,460
Impact of new revenue recognition “ASC 606”	\$505
Revenue Guidance “Pre ASC 606”	\$1,880 – \$1,965