

**STANDARD
& POOR'S**

FULL ANALYSIS

Windstream Corp.

Corporate Credit Rating

BB+/Negative/—

Primary Credit Analysts:

Susan Madison
New York
(1) 212-438-4516
susan_madison@
standardandpoors.com

Major Rating Factors

Strengths:

- Strong EBITDA margins and solid free operating cash flow from geographically diverse operations;
- Rural nature of Windstream's service territory provides some insulation from competition, resulting in historically lower access-line erosion than for the regional Bell operating companies; and
- Growth potential from digital subscriber lines (DSL) may partially offset declines in local service and access revenues.

Weaknesses:

- Aggressive, shareholder-oriented financial policy with a commitment to a substantial common dividend limits debt reduction;
- Accelerating competition for voice and data services from cable operators could lead to near-term pricing and margin pressure; and
- Flat to declining revenues from its mature local telephone business.

Rationale

Ratings on Little Rock, Ark.-based Windstream Corp. reflect an aggressive shareholder-oriented financial policy with a commitment to a substantial common dividend that limits potential debt reduction. The company also faces accelerating competition for voice and data services from cable operators, which could lead to pricing and margin pressure, and flat to declining revenues from its mature local telephone business. Tempering factors include the company's position as the dominant provider of local and long distance telecommunications services in secondary and tertiary markets. Those markets may experience less aggressive

RatingsDirect
Publication Date
Aug. 2, 2007

Windstream Corp. Report Title

cable-based voice over Internet protocol (VoIP) deployment and yet benefit from growth in data and Internet services, solid operating margins, and moderate capital requirements.

Windstream is an incumbent local exchange carrier (ILEC), formed through the merger of ALLTEL Corp.'s wireline business with Valor Communications Group in July 2006. The company provides voice and data communication services to approximately 3.2 million switched access lines in 16 states throughout the U.S. Debt outstanding at March 31, 2007, was about \$5.5 billion.

Given concerns about increasing competition in the wireline sector, and the resulting access-line losses (which totaled 4.5% annually for the quarter ended March 31, 2007), Standard & Poor's Ratings Services views Windstream's large common dividend, which consumes about 75% of discretionary cash flow, as aggressive. While the company generates substantial free operating cash flow due to a solid EBITDA margin of approximately 50%, cash available for debt repayment or reinvestment in the business is expected to be only \$150 million to \$200 million. This level of discretionary cash flow also assumes that capital expenditures remain fairly low at about \$375 million annually, or 11% of total revenues.

Debt to EBITDA at March 31, 2007, was aggressive at about 3.3x. Pro forma for the sale of the company's directories business and the pending acquisition of CT Communications (announced in May 2007) for about \$585 million in cash and debt, debt to EBITDA is expected to weaken to the mid-3x area, a parameter that remains consistent with the 'BB+' rating.

Liquidity

Liquidity is adequate with a cash balance of \$397.6 million at March 31, 2007, and availability under a \$500 million revolving credit facility that remains undrawn. In addition, the company expects to generate approximately \$150 million to \$200 million in discretionary cash flow after funding the substantial common dividend. Under covenants contained in the company's senior credit facilities, debt to latest-12-month EBITDA cannot exceed 4.5x and interest coverage cannot go below 2.75x. Maturities are minimal until 2011, when the company's \$500 million revolver and \$500 million term loan A mature.

Recovery analysis

The senior secured credit facilities, which consist of a \$500 million revolving credit facility, a \$500 million term loan A, and a \$1.9 billion term loan B, are rated 'BBB-', one notch above the corporate credit rating, and are CreditWatch with positive implications. The recovery ratings of '1', indicating expectations for a very high (90%-100%) recovery in the event of a payment default, are not on CreditWatch. (For the complete recovery analysis, see dated Feb. 20, 2007.)

Outlook

The outlook is negative. Cable telephony deployment is expected to be a challenge over the near term and could result in pricing pressure and subsequent weakening in cash flow margins. Such a trend could lead to a downgrade if there is no change in the company's financial policy to reduce or eliminate the dividend. Further debt-financed acquisitions could also pressure the rating. Any potential longer-term revision of the outlook to stable would only occur if the company is able to reduce leverage while maintaining a good competitive position against cable telephony competition. However, consideration

of a stable outlook is likely to have a longer-term horizon since it will take at least one to two years to determine if Windstream has successfully met the cable telephony challenge.

Business Description

Windstream is an ILEC providing local, long distance, and Internet services to approximately 3.2 million access lines in over 1,000 small to medium markets in 16 states in the Southeastern and Midwestern U.S. and parts of New York and Pennsylvania. The company also has a small competitive local exchange business serving about 111,000 access lines in markets in Arkansas, North Carolina, and Texas.

Business Risk Profile: Voice Market Share Is Eroding

Windstream's weak business profile reflects increasing competition for traditional wireline voice and data services because of rapid cable telephony deployment and continued wireless substitution. As an incumbent local exchange carrier, Windstream is the dominant telecommunications provider in its markets, but its voice services market share continues to shrink. Although the company's focus on rural markets has provided protection from competition in the past, the market is changing because of VoIP deployment by most large cable operators. Although teledensity is low, with about 25 access lines per square mile, almost 80% of Windstream's access lines currently overlap with cable modems. Despite the competitive pressures, the company still generates substantial free operating cash flow due to its healthy EBITDA margin of about 50%.

Windstream primarily competes with cable companies by bundling local and long distance services with DSL data. Increasing DSL availability and penetration is a core strategic objective of the company. Currently, Windstream offers four broadband packages with speeds ranging from 256K to six megabits per second. DSL service is available to over 70% of the company's access lines, although speeds will vary depending on a subscriber's proximity to the central office. Capital spending plans call for expanding DSL coverage to 80%-85% of its access lines, with the remainder being too far to reach under the current technology. At March 31, 2007, penetration of total access lines was about 22%, in line with local telephone peers.

Windstream's video strategy is primarily limited to resale of DISH satellite TV services in a bundled package with voice and data services. At March 31, 2007, digital TV subscribers totaled about 122,000, which represent a 4% penetration of total access lines. While the company may initiate limited tests using ADSL2+ technology in certain markets, no significant facilities-based video trials are currently under way.

Profitability

First-quarter 2007 revenue from continuing operations, adjusted for the 2006 spin-off from ALLTEL, grew 2% from a year earlier, but EBITDA declined 2%, as solid growth in broadband services failed to offset a 4.5% decline in access lines. While the company generates substantial free operating cash flow due to a solid EBITDA margin of about 50%, increased competition from cable telephony is likely to exacerbate flat to declining revenue trends, and, more significantly, pressure EBITDA margins. Cash available for debt repayment or investment in the business is estimated at \$150 million to \$200 million annually because of the company's substantial common dividend.

Financial Risk Profile: Dividend Consumes 75% Of Free Cash Flow

Accounting

The calculation of depreciation and amortization expense is based on the estimated useful lives of the underlying property, plant and equipment (PP&E), and finite-lived assets. From 2004 through 2006, Windstream reduced the depreciation rates on PP&E in certain ILEC markets, based on studies of the related lives. The company expects to perform similar studies in 2007. An extension of the useful life of PP&E and finite-lived intangible assets by one year would increase depreciation and amortization expense by about \$27.3 million per year, while a one-year reduction in the average life would increase depreciation and amortization expense by about \$32.8 million per year.

In accordance with the Statement of Financial Accounting Standard No. 142, Windstream tests its goodwill and other indefinite-lived intangible assets for impairment at least annually.

Corporate governance/Risk tolerance/Financial policies

Windstream's financial policy is more aggressive than many other midsize incumbent phone companies, given its higher degree of leverage and common dividend that consumes about 75% of free operating cash flow.

Cash flow adequacy

We expect Windstream to generate sufficient operating cash flow to fund annual capital expenditures of about \$375 million to \$400 million. Most of this spending will go toward building additional network facilities and upgrading the network. Nonmaintenance capital spending will be heavily focused on expanding and improving DSL service offerings.

Discretionary cash flow after the payment of a \$474 million annual common dividend will total \$150 million to \$200 million, making it difficult for the company to achieve any significant reduction in leverage. Given our expectations for flat to modest revenue declines, Windstream will be reliant on access to the capital markets to refinance maturing debt issues.

Capital structure/Asset protection

Leverage is aggressive for the rating, in the mid-3x area, pro forma for the pending CT Communications acquisition and sale of the Windstream's directories business. Operating leases are minimal. Unfunded pension and other postemployment benefit liabilities of approximately \$380 million are relatively small, given total debt of \$5.5 billion. There are no material debt maturities until the bank facility and term loan A mature in 2011.

Table 1

Windstream Corp.—Peer Comparison* (cont. 'd)

Industry Sector: Telecommunications

| | —Fiscal year ended Dec. 31, 2006— | | |
|----------------------------|-----------------------------------|-----------------|-----------------------------|
| | Windstream Corp. | Embarq Corp. | Citizens Communications Co. |
| Rating as of July 26, 2007 | BB+/Negative/— | BBB-/Negative/— | BB+/Negative/— |

Windstream Corp.

Table 1

Windstream Corp.—Peer Comparison* (cont.'d)

(Mil. \$)

| | | | |
|----------------------------------|---------|---------|---------|
| Revenues | 3,193.3 | 6,519.0 | 2,025.4 |
| EBITDA | 1,686.5 | 2,735.3 | 1,141.8 |
| Net income from cont. oper. | 445.6 | 784.0 | 254.0 |
| Funds from operations (FFO) | 1,015.4 | 1,844.8 | 838.9 |
| Capital expenditures | 399.8 | 1,053.1 | 266.7 |
| Discretionary cash flow | 264.5 | 694.7 | 258.6 |
| Debt | 5,701.8 | 6,932.9 | 4,654.4 |
| Common equity | 469.8 | (468.0) | 1,058.0 |
| Adjusted ratios | | | |
| EBITDA/sales (%) | 52.8 | 42.0 | 56.4 |
| Oper. income/sales (%) | 53.1 | 41.4 | 56.5 |
| EBIT interest coverage (x) | 3.2 | 3.4 | 2.1 |
| EBITDA interest coverage (x) | 4.4 | 5.7 | 3.3 |
| Return on capital (%) | 20.8 | 21.5 | 12.3 |
| FFO/debt (%) | 17.8 | 26.6 | 18.0 |
| Discretionary cash flow/debt (%) | 4.6 | 10.0 | 5.6 |
| Debt/EBITDA (x) | 3.4 | 2.5 | 4.1 |
| Debt/total capital (%) | 92.4 | 107.2 | 81.5 |

*Fully adjusted (including postretirement obligations).

<sp>

Table 2

Windstream Corp.—Financial Summary* (cont.'d)

Industry Sector: Telecommunications

—Fiscal year ended Dec. 31—

| | 2006 | 2005 | 2004 |
|---------------------------------------|-----------------|---------|---------|
| Rating history | BB+/-Negative/— | N.R. | N.R. |
| (Mil. \$) | | | |
| Revenues | 3,193.3 | 2,923.5 | 2,933.5 |
| EBITDA | 1,686.5 | 1,162.5 | 1,204.2 |
| Net income from continuing operations | 445.6 | 381.7 | 386.3 |
| Funds from operations (FFO) | 1,015.4 | 904.5 | 1,000.7 |
| Cash flow from operations | 1,139.3 | 967.3 | 960.1 |
| Capital expenditures | 399.8 | 360.1 | 336.5 |
| Free operating cash flow | 739.5 | 607.2 | 623.5 |
| Discretionary cash flow | 264.5 | 373.6 | 384.4 |
| Debt | 5,701.8 | 406.3 | 328.3 |
| Common equity | 469.8 | 3,373.0 | 3,693.0 |

Windstream Corp. Report Title

Table 2

Windstream Corp.—Financial Summary* (cont.'d)

Adjusted ratios

| | | | |
|-----------------------------------|------|-------|-------|
| EBITDA/sales (%) | 52.8 | 39.8 | 41.1 |
| Oper. income/sales (bef. D&A) (%) | 53.1 | 39.9 | 41.1 |
| EBIT interest coverage (x) | 3.2 | 21.6 | 13.7 |
| EBITDA interest coverage (x) | 4.4 | 34.8 | 23.3 |
| Return on capital (%) | 20.8 | 15.8 | 15.1 |
| FFO/debt (%) | 17.8 | 222.6 | 304.8 |
| Free operating cash flow/debt (%) | 13.0 | 149.4 | 189.9 |
| Discretionary cash flow/debt (%) | 4.6 | 91.9 | 117.1 |
| Debt/EBITDA (x) | 3.4 | 0.3 | 0.3 |
| Debt/total capital (%) | 92.4 | 10.8 | 8.2 |

*Fully adjusted (including postretirement obligations). N.R.—Not rated.

<sp>

Table 3

Reconciliation Of Windstream Corp. Reported Amounts With Standard & Poor's Adjusted Amounts (Mil. \$)* (cont.'d)

—Fiscal year ended Dec. 31, 2006—

Windstream Corp. reported amounts

| | Debt | Revenues | Operating | Operating | Operating | Interest | Cash flow | Cash flow | Dividends | Capital |
|----------|---------|----------|-----------|-----------|-----------|----------|-----------|-----------|-----------|-------------|
| | | | income | income | income | expens | from | from | paid | expenditure |
| | | | (before | (before | (after | e | operation | operation | | s |
| | | | D&A) | D&A) | D&A) | | s | s | | |
| Reported | 5,488.4 | 3,033.3 | 1,397.8 | 1,397.8 | 948.2 | 209.6 | 1,125.2 | 1,125.2 | 2,476.3 | 373.8 |

Standard & Poor's adjustments

| | | | | | | | | | | |
|---|-------|-------|-------|-------|-------|-------|--------|---------|-----------|--------|
| Operating leases | 66.3 | — | 13.7 | 3.0 | 3.0 | 3.0 | 10.7 | 10.7 | — | 62.3 |
| Postretirement benefit obligations | 147.1 | — | 15.2 | 15.2 | 15.2 | — | 26.8 | 26.8 | — | — |
| Capitalized interest | — | — | — | — | — | 2.7 | (2.7) | (2.7) | — | (2.7) |
| Reclassification of nonoperating income (expenses) | — | — | — | — | 40.6 | — | — | — | — | — |
| Reclassification of working-capital cash flow changes | — | — | — | — | — | — | — | (123.9) | — | — |
| Other | — | 160.0 | 270.5 | 270.5 | 202.6 | 165.4 | (20.7) | (20.7) | (2,001.3) | (33.6) |
| Total adjustments | 213.4 | 160.0 | 299.4 | 288.7 | 261.4 | 171.1 | 14.1 | (109.8) | (2,001.3) | 26.0 |

Standard & Poor's adjusted amounts

| | Debt | Revenues | Operating | EBITDA | EBIT | Interest | Cash flow | Funds | Dividends | Capital |
|--|------|----------|-----------|--------|--------|----------|-----------|-----------|-----------|-------------|
| | | | income | | expens | expens | from | from | paid | expenditure |
| | | | (before | | e | e | operation | operation | | s |
| | | | D&A) | | | | s | s | | |

Table 3

**Reconciliation Of Windstream Corp. Reported Amounts With Standard & Poor's Adjusted Amounts (Mil. \$)*
(cont. 'd)**

—Fiscal year ended Dec. 31, 2006—

| | | | | | | | | | | |
|----------|---------|---------|---------|---------|---------|-------|---------|---------|-------|-------|
| Adjusted | 5,701.8 | 3,193.3 | 1,697.2 | 1,686.5 | 1,209.6 | 380.7 | 1,139.3 | 1,015.4 | 475.0 | 399.8 |
|----------|---------|---------|---------|---------|---------|-------|---------|---------|-------|-------|

*Windstream Corp. reported amounts shown are taken from the company's financial statements but might include adjustments made by data providers or reclassifications made by Standard & Poor's analysts. Please note that two reported amounts (operating income before D&A and cash flow from operations) are used to derive more than one Standard & Poor's-adjusted amount (operating income before D&A and EBITDA, and cash flow from operations and funds from operations, respectively). Consequently, the first section in some tables may feature duplicate descriptions and amounts.

Ratings Detail (As Of 02-Aug-2007)*

Windstream Corp.

Corporate Credit Rating BB+/Negative/—

Senior Secured

Local Currency BBB-/Watch Pos

Senior Unsecured

Local Currency BB-

Corporate Credit Ratings History

06-Jun-2006 BB+/Negative/—

Business Risk Profile Weak

Financial Risk Profile Intermediate

Debt Maturities

2011 \$500 mil.

2013 \$2.3 bil.

2015 \$400 mil.

2016 \$1.7 bil.

2019 \$500 mil.

2028 \$100 mil.

Related Entities

Alltel Communications Holdings of the Midwest Inc.

Issuer Credit Rating BB+/Negative/—

Senior Unsecured

Local Currency BBB-/Watch Pos

ALLTEL Georgia Communications Corp.

Issuer Credit Rating BB+/Negative/—

Senior Unsecured

Local Currency BBB-/Watch Pos

*Unless otherwise noted, all ratings in this report are global scale ratings. Standard & Poor's credit ratings on the global scale are comparable across countries. Standard & Poor's credit ratings on a national scale are relative to obligors or obligations within that specific country.

<sp>

Published by Standard & Poor's, a Division of The McGraw-Hill Companies, Inc. Executive offices: 1221 Avenue of the Americas, New York, NY 10020. Editorial offices: 55 Water Street, New York, NY 10041. Subscriber services: (1) 212-438-7280. Copyright 2007 by The McGraw-Hill Companies, Inc. Reproduction in whole or in part prohibited except by permission. All rights reserved. Information has been obtained by Standard & Poor's from sources believed to be reliable. However, because of the possibility of human or mechanical error by our sources, Standard & Poor's or others, Standard & Poor's does not guarantee the accuracy, adequacy, or completeness of any information and is not responsible for any errors or omissions or the result obtained from the use of such information. Ratings are statements of opinion, not statements of fact or recommendations to buy, hold, or sell any securities.

Standard & Poor's uses billing and contact data collected from subscribers for billing and order fulfillment purposes, and occasionally to inform subscribers about products or services from Standard & Poor's, our parent, The McGraw-Hill Companies, and reputable third parties that may be of interest to them. All subscriber billing and contact data collected is stored in a secure database in the U.S. and access is limited to authorized persons. If you would prefer not to have your information used as outlined in this notice, if you wish to review your information for accuracy, or for more information on our privacy practices, please call us at (1) 212-438-7280 or write us at: privacy@standardandpoors.com. For more information about The McGraw-Hill Companies Privacy Policy please visit www.mcgraw-hill.com/privacy.html.

Analytic services provided by Standard & Poor's Ratings Services ("Ratings Services") are the result of separate activities designed to preserve the independence and objectivity of ratings opinions. Credit ratings issued by Ratings Services are solely statements of opinion and not statements of fact or recommendations to purchase, hold, or sell any securities or make any other investment decisions. Accordingly, any user of credit ratings issued by Ratings Services should not rely on any such ratings or other opinion issued by Ratings Services in making any investment decision. Ratings are based on information received by Ratings Services. Other divisions of Standard & Poor's may have information that is not available to Ratings Services. Standard & Poor's has established policies and procedures to maintain the confidentiality of non-public information received during the ratings process.

Ratings Services receives compensation for its ratings. Such compensation is normally paid either by the issuers of such securities or by the underwriters participating in the distribution thereof. The fees generally vary from US\$2,000 to over US\$1,500,000. While Standard & Poor's reserves the right to disseminate the rating, it receives no payment for doing so, except for subscriptions to its publications.

Permissions: To reprint, translate, or quote Standard & Poor's publications, contact: Client Services, 55 Water Street, New York, NY 10041; (1) 212-438-7280 option 1; or by e-mail to: research_request@standardandpoors.com.

The McGraw-Hill Companies