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#### "Safe Harbor" Statement

Windstream claims the protection of the safe-harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Forward-looking statements are subject to uncertainties that could cause actual future events and results to differ materially from those expressed in the forward-looking statements. These forward-looking statements are based on estimates, projections, beliefs, and assumptions that Windstream believes are reasonable but are not guarantees of future events and results. Actual future events and results of Windstream may differ materially from those expressed in these forward-looking statements as a result of a number of important factors. Factors that could cause actual results to differ materially from those contemplated above include, among others: adverse changes in economic conditions in the markets served by Windstream; the extent, timing and overall effects of competition in the communications business; material changes in the communications industry generally that could adversely affect vendor relationships with equipment and network suppliers and customer relationships with wholesale customers; changes in communications technology; the risks associated with the separation of the publishing business; failure to realize expected benefits as a result of the transactions described above; the potential for adverse changes in the ratings given to Windstream's debt securities by nationally accredited ratings organizations; the availability and cost of financing in the corporate debt markets; the uncertainties related to Windstream's strategic investments; the effects of work stoppages; the effects of litigation, including any litigation with respect to the above-referenced transactions; and the effects of federal and state legislation, rules and regulations governing the communications industry. In addition to these factors, actual future performance, outcomes and results may differ materially because of more general factors including, among others, general industry and market conditions and growth rates, economic conditions, and governmental and public policy changes. Windstream undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. The foregoing review of factors that could cause Windstream's actual results to differ materially from those contemplated in the forward-looking statements should be considered in connection with information regarding risks and uncertainties that may affect Windstream's future results included in Windstream's filings with the Securities and Exchange Commission at www.sec.gov.

#### **Regulation G Disclaimer**

This presentation includes certain non-GAAP financial measures. On the Windstream investor relations web site, the company has posted additional information regarding these non-GAAP financial measures, including a reconciliation of each of such measure to the most directly comparable GAAP measure. The Investor Relations Web site is located at www.windstream.com/investors.



### Windstream - A Closer Look

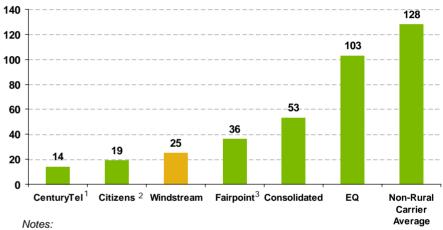
#### Windstream Geographic Footprint



#### **Operating Statistics at 12/31/06**

States: 16 Access lines: 3.2M Long-distance customers: 2.0M Broadband subscribers: 656K

#### **Markets with Favorable Rural Characteristics**



#### Access Lines per Square Mile

1. Pro Forma for CenturyTel's acquisition of Madison River

2. Pro Forma for Citizen's acquisition of Commonwealth

3. Pro Forma for FairPoint's acquisition of Verizon's New England access lines Source: Public filings and investor presentations

#### **Pro Forma Financial Data Excluding Publishing**

Revenue: \$3.0B OIBDA: \$1.6B Operating Income: \$1.09B

Notes:

Proforma financial data includes Valor and removes Publishing for the full year 2006 Revenue has been restated due to the discontinuance of SFAS 71

### **Transaction Summary**

- WIN announced transaction to sell Yellow Pages business to Welsh, Carson, Anderson & Stowe
- Tax-free transaction valued at \$525 million at the time of signing
- Implies a taxable value of \$850M or 12.9x 2006 OIBDA
- IRS private letter ruling is the remaining closing condition
- Expect the transaction to be substantially complete in 2Q07 although ~ 20% of the share exchange will occur in 4Q07

### **Strategic Rationale**

- Divest a non-core asset at a very attractive valuation
- Enable management to focus on core communications and entertainment business
- Efficiently remove Welsh Carson
   ownership
- Eliminate risks associated with exposure to yellow pages
- Enable WIN to retire up to \$250M of debt and repurchase approximately 19.6M shares valued at ~\$275M, at the time of signing

### Well Positioned with Singular Focus to Succeed Going Forward



#### Financial Accomplishments<sup>(1)</sup>

#### Pro Forma Financial Results

(in millions)	Consolidated	Publishing	2006 Results Excluding Publishing	% YOY
Revenue	\$3,193	\$153	\$3,040	0.2%
Total Cash Expenses	\$1,525	\$87	\$1,438	0.4%
OIBDA Margin	\$1,668	\$66	\$1,602 52.7%	0.0%
Capital Expenditures*	\$380	\$0.2	\$380	-7.0%

#### **Operational Accomplishments**<sup>(1)</sup>

- Added a record 206,000 new broadband customers
- Implemented new sales and marketing initiatives
- Continued progress with digital TV sales
- Completed the separation from Alltel and integration of Valor
- Successfully launched the Windstream brand and increased local marketing efforts

### **Financial Results Met or Exceeded Guidance on all Metrics**



(1) Pro-forma results from current businesses

(2) Normalized to exclude transition capital of approximately \$20 million

## A Closer Look at 2006 Revenues <sup>(1)</sup>

2006 <sub>(2)</sub> Revenue	2005 <sub>(2)</sub> Revenue	% Change	2006 ARPU	2005 ARPU	% Change		Key Drivers
\$1,296	\$1,361	-5%	\$32.68	\$32.72	-0.1%	$\Rightarrow$	Declining local service
230	213	8%	5.81	5.13	13.3%		Growth in LD bundles and pricing increases
611	554	10%	15.41	13.31	15.8%		Strong broadband growth
622	666	-7%	15.68	16.01	-2.1%	́	USF Revenues down ~ \$12m
157	148	6%	3.97	3.56	11.5%		Digital TV activations, network mgmt services to Alltel
<u>47</u>	<u>46</u>	2%	<u>1.19</u>	<u>1.12</u>	6.2%		
\$2,964	\$2,989	-1%	\$74.74	\$71.85	4.0%		
<u>334</u>	<u>308</u>	9%			8.5%		Growth largely due to higher sales to affiliates
\$334	\$308	9%				•	
(\$258)	(\$263)	-2%			-1.7%		
\$3,040	\$3,034	0%			0.2%		
	Revenue         \$1,296         230         611         622         157 <u>47</u> \$2,964         334         \$334         (\$258)	Revenue         Revenue           \$1,296         \$1,361           230         213           611         554           622         666           157         148           47         46           \$2,964         \$2,989           334         308           \$334         \$308           (\$258)         (\$263)	Revenue         Revenue         Change           \$1,296         \$1,361         -5%           230         213         8%           611         554         10%           622         666         -7%           157         148         6%           47         46         2%           \$2,964         \$2,989         -1%           334         308         9%           \$334         \$308         9%           \$258)         (\$263)         -2%	Revenue         Revenue         Change         ARPU           \$1,296         \$1,361         -5%         \$32.68           230         213         8%         5.81           611         554         10%         15.41           622         666         -7%         15.68           157         148         6%         3.97           47         46         2%         1.19           \$2,964         \$2,989         -1%         \$74.74           334         308         9%         \$334         \$308           (\$258)         (\$263)         -2%         -2%         -2%	RevenueRevenueChangeARPUARPU\$1,296\$1,361 $-5\%$ \$32.68\$32.722302138%5.815.1361155410%15.4113.31622666 $-7\%$ 15.6816.011571486%3.973.56 $47$ 462%1.191.12\$2,964\$2,989 $-1\%$ \$74.74\$71.85 $\frac{334}{334}$ $\frac{308}{308}$ 9%(\$258)(\$263) $-2\%$	Revenue         Revenue         Change         ARPU         ARPU         Change           \$1,296         \$1,361         -5%         \$32.68         \$32.72         -0.1%           230         213         8%         5.81         5.13         13.3%           611         554         10%         15.41         13.31         15.8%           622         666         -7%         15.68         16.01         -2.1%           157         148         6%         3.97         3.56         11.5%           47         46         2%         1.19         1.12         6.2%           \$2,964         \$2,989         -1%         \$74.74         \$71.85         4.0%           334         308         9%         8.5%         8.5%           \$334         \$308         9%         8.5%         1.7%	RevenueRevenueChangeARPUARPUChange\$1,296\$1,361-5%\$32.68\$32.72-0.1%2302138%5.815.1313.3%61155410%15.4113.3115.8%622666-7%15.6816.01-2.1%1571486%3.973.5611.5%47462%1.191.126.2%\$2,964\$2,989-1%\$74.74\$71.854.0% $\frac{334}{$308}$ 9%-1.7%-1.7%

(1) Excludes the directory publishing business

(2) In millions



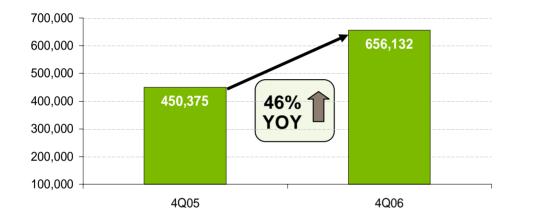
Pro Forma From Current Businesses	% 2006 Expense <sup>(2)</sup> Change		Key Drivers
Cost of Services	\$894	3.4%	Increased usage of unlimited plans and broadband growth
Cost of Products Sold	\$162	-2.0%	
Selling, General, Administrative and Other	\$382	-4.9%	<ul> <li>Transition from allocation to direct cost methodology</li> <li>Realized \$10-15M of Valor synergies in 2H06</li> </ul>
Total Cash Expenses	\$1,438	0.4%	

(1) Excludes the directory publishing business

(2) In millions

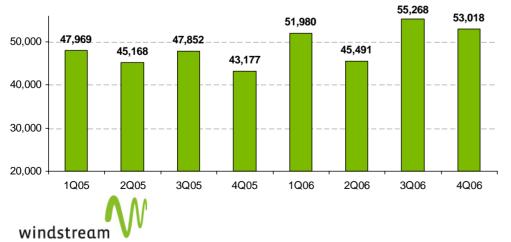


### 2006 Operational Accomplishments A Record Broadband Year



#### **Broadband Customer Base Year-Over-Year**

### Net Broadband Additions by Quarter

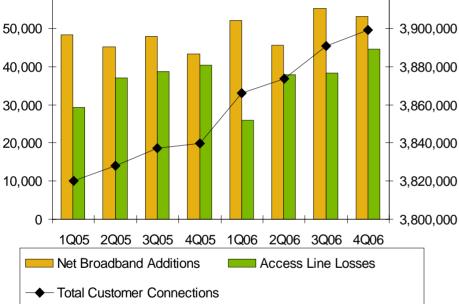


### 2006 Broadband Highlights

- Added 206k net broadband customers in 2006
- Increased broadband penetration to 21% of total ILEC lines
- Reached 80% addressability of ILEC lines
- Improved broadband speeds (as % of BB addressable lines)
  - DSL Ultra (3Mb) 80%
  - DSL Extreme (6Mb) 22%
- ~21% of broadband customers subscribe to 3Mb speeds and higher

### **2006 Operational Accomplishments** Increasing Total Customer Connections

Broadband adds vs. Access line declines



#### Sales and Marketing Initiatives

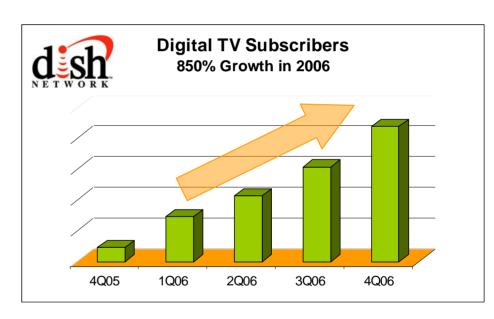
- Expanded distribution channels
  - -Established partnering relationships with new mover agents
  - Implemented door-to-door sales strategy
  - -Moved from a "service only" to a "sales and service" culture
- Increased brand visibility and local advertising
- Focused on selling bundled products which reduce churn (~ 50 basis points lower with broadband)
- Implemented win-back campaigns

Stable Access Line Declines and Strong Broadband Growth Resulted in Increasing Total Customer Connections



- Announced a multi-year extension to our agreement to offer DISH Network Satellite TV Service
- Internally promoted to educate and train workforce on strategic importance of this service
- Aligned compensation plans to drive sales
- Outfitted retail locations with high definition DISH service and DVR functionality

### Continue to Experience Sales Improvements with the DISH Product

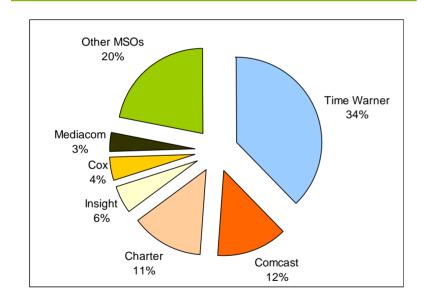


Digital TV is a Strategically Important Product as Bundled Offerings Improve Competitiveness and Reduce Churn



## **Competitive Environment**

- •~40% of total lines have cable voice competition
- •~75-80% of total lines have broadband competition



#### Cable Overlap (% of access lines)

#### % of Access Lines in Competitive Tier

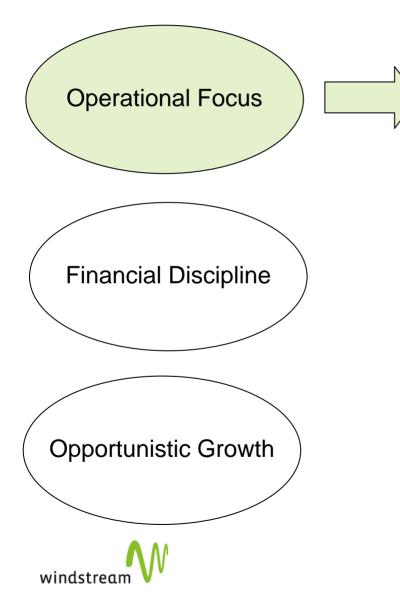
	Top 10 Markets	Competitor
	Lexington, KY	Insight
	Lincoln, NE	Time Warner
	Sugarland, TX	Time Warner
	Texarkana, TX / AR	Cable One
	Matthews, NC	Time Warner
	Broken Arrow, OK	Cox
	Newark, OH	Time Warner
	Lexington, SC	Time Warner
	Mooresville, NC	Time Warner
	Sanford, NC	Time Warner
- 1		

*Note: Top 10 markets represent approximately 20% of total access lines* 

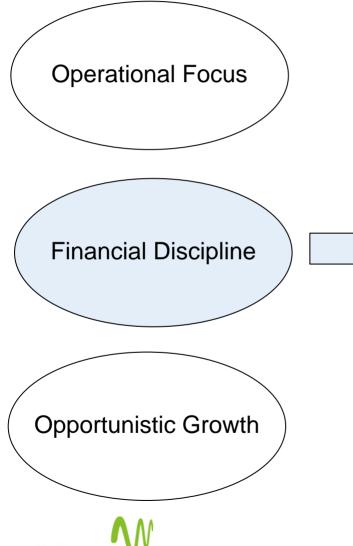
**Rural Markets Less Competitive Than Urban Markets** 



## Strategic Model Focus on Execution, Financial Discipline and Growth Opportunities

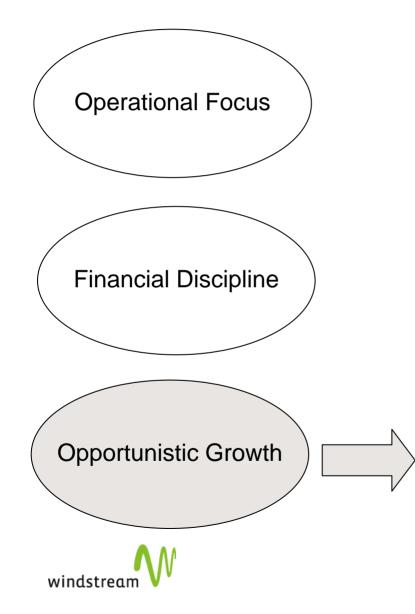


- Continue aggressively selling broadband and digital TV bundles
- Shift from "primarily service" to "sales and service"
- Expand distribution channels to increase competitiveness
- Increase focus on the business segment
- Promote safety, security and reliability of WIN products
- Focus marketing resources on markets most impacted by competition
- Market aggressively at the local level
- Emphasize customer satisfaction



windstree

- Capital Structure
  - Conservative net leverage of 3.1x<sup>(1)</sup>
  - Expect 70-75% FCF payout ratio
  - Annual dividend per share of \$1.00
- Improve operating efficiency
  - Announced optimization of certain CS and Engineering functions resulting in expected savings of \$15-\$20M in 2008
- Aggressively manage operating expenses and capital expenditures
- Opportunistically lower cost of capital
  - Recent financing activities expected to result in annual savings of ~\$4M
- Focus on activities that are free cash flow accretive resulting in a lower payout ratio



- Explore strategic opportunities in a disciplined manner with a bias towards:
  - Rural properties
  - FCF accretive deals
  - Opportunities to generate meaningful synergies
- Expand broadband addressability and continue deploying faster speeds
- Investigate new technologies

### **Investment Highlights**

- Leading rural wireline telecommunications carrier with significant scale and profitability
- Favorable rural markets teledensity ~ 25 lines per square mile
- Broad integrated product and service offerings
- Significant growth in broadband and digital TV sales
- Conservative leverage and ability to generate strong and sustainable free cash flow
- Experienced and proven management team
- Well positioned with a singular focus to succeed going forward



# **Reconciliation of Non-GAAP Financials**

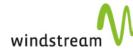


### **Reconciliation of Non-GAAP Financial Measures**

#### Windstream Corporation Unaudited Pro Forma Results From Current Businesses Reconciliations of Non-GAAP Financial Measures

Net Debt to Operating Income		
for the twelve months ended December 31:		
(Dollars in millions)		2006
Long-term debt, including current maturities	\$	5,488.4
Cash and short-term investments		(386.8)
Net debt	(A) \$	5,101.6
Expected debt retirement from directory publishing sale	_	(250.0)
Pro forma net debt	(B) <u>\$</u>	4,851.60
Operating Income		
for the twelve months ended December 31:		
(Dollars in millions)		
Operating income under GAAP	\$	898.8
Pro forma adjustments:		
Wireline operating income impact for directory publishing split off	(a)	(53.9)
Other operating income impact for directory publishing split off	(a)	(10.7)
Valor operating income		80.9
Customer list amortization		(24.0)
Royalty expense		129.6
Restructuring and other charges		65.0
Discontinuance of SFAS No. 71		0.4
Depreciation and amortization	(a)	515.9
Pro forma OIBDA from current businesses	(C) \$	1,602.0
	(B)/(C)	3.0
(a) Adjusted for the split off of directory publishing		
Revenue and sales		
for the twelve months ended December 31:		
(Dollars in millions)		
Revenues and sales under GAAP	\$	3,033.3
Pro forma adjustments:		
Wireline revenue and sales impact for directory publishing split off	(a)	(66.5)
Other revenue and sales impact for directory publishing split off	(a)	(153.5)
Valor revenue and sales		275.2
Discontinuance of SFAS No. 71		(115.2)
Intercompany eliminations		67.1
Pro forma revenue and sales	\$	3,040.4
	_	
(a) Adjusted for the split off of directory publishing		
Wireline OIBDA		
for the three months ended December 31:		
(Dollars in millions)		

(Dollars in millions)				Increase	
		2006	 2005	(Decrease)	) %
Operating income under GAAP	\$	290.5	\$ 160.4		
Pro forma adjustments:					
Wireline operating income impact for directory publishing split off	(a)	(20.6)	(21.1)		
Valor operating income			43.2		
Customer list amortization			(11.0)		
Royalty expense			66.5		
Restructuring and other charges		15.3	32.1		
Discontinuance of SFAS No. 71			3.6		
Depreciation and amortization		122.9	137.6		
Pro forma OIBDA from current businesses	\$	408.1	\$ 411.3	\$ (3.	2) -0.78%



(a) Adjusted for the split off of directory publishing

Directory Publishing OIBDA for the twelve months ended December 31:	
(Dollars in millions)	
Total value of transaction	(D) \$ 525.0
Total value of transaction on a taxable equivalent basis	(E) \$ 850.0
Pro forma directory publishing OIBDA from current business	(F) \$ 66.0
Total value of transaction to OIBDA Total value of transaction on a taxable equivalent to OIBDA	(D) / (F) 8.0 (E) / (F) 12.9

