

# FOCUS

Investment Banking

Telecom Technology and Services Group

## U.S. Communications Service Provider Quarterly



### Investment Banking and Advisory Services

FOCUS Investment Banking LLC is a leading investment bank with specialized telecom technology and services expertise, concentrating on providing highly tailored services to emerging middle market and larger organizations in this sector:

- Mergers & Acquisition Advisory
- Corporate Development Consulting
- Strategic Partnering & Alliances
- Capital Financing, Debt & Equity
- Corporate Valuations

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# U.S. Communications Service Provider Quarterly

By Richard Pierce, FOCUS Managing Director and Telecom Technology and Services Team Leader

FOCUS believes that the need for communications services has never been greater. Large enterprises, small and medium sized businesses and individuals have all come to rely upon ubiquitous access to voice, video and data services to run their day-to-day activities. Furthermore, the importance of Communications Service Providers (CSPs) appears poised to increase further as they begin to enable a variety of new services ranging from hosted PBX and videoconferencing platforms to in-home security and energy management solutions. Access to capital and the benefits of scale will mean that a small number of large companies will continue to dominate certain areas such as mobile wireless and video. However, FOCUS continues to see opportunities for middle market CSPs. While not as large as the industry giants, they continue to thrive by developing innovative business models that share one or more characteristics such as capital efficiency, customer responsiveness, an advanced technology platform and a focus on an underserved industry vertical or geography. Furthermore, it is often the middle market CSPs that point the direction for the future of the industry. FOCUS is proud of its commitment to the CSP sector and we are excited about the prospects for middle market companies in this space.

The FOCUS Telecom Technology and Services group consists of two professionals with a combined 30+ years of transaction experience across a wide variety of telecommunications-related companies. The FOCUS Telecom team is uniquely qualified to help middle market clients reach their strategic objectives because the group:

- Devotes significant senior level resources to executing transactions for lower middle market clients,

- Has a breadth of knowledge that covers most segments of the telecom industry,
- Has seasoned bankers with decades of telecom industry experience,
- Has a proven transaction methodology for delivering results,
- Is equally comfortable with buy side and sell side M&A,
- Leverages an experienced team of research professionals,
- Has a national presence with coverage of both east and west coasts.

## Sub Sector Definitions

**Large Cap:** Large, diversified communications service providers that control a significant number of former RBOC access lines and/or have a nationwide wireless operation.

**Alternative Telecom:** Competitive carriers that primarily provide basic voice, data and transport services to businesses and other telecom service providers.

**Hosted & Managed Services:** Companies that provide hosted VoIP telecom services as well as additional hosted offerings such as audio and video conferencing.

**ILEC & Diversified ILEC:** Non-RBOC incumbent carriers, many of which have branched out into other sectors of communications services.

**Cable & Video:** Incumbent cable service providers, satellite video providers and competitive video providers whose core business is providing video services to residential customers.

# U.S. Summary Comments

## Public Markets

The FOCUS Communications Service Provider Index (CSPI) rebounded strongly from the steep decline in our spring report to post a gain of 10.4% in the past three months. Even so, this period's gains still did not erase all of the losses from the spring. In addition, the CSPI also significantly underperformed both the 20.0% gain in the S&P 500 and the 30.6% gain in the NASDAQ over the corresponding time period. The sector also underperformed the broader indices for the full year as the year-over-year loss of 3.3% in the CSPI compares unfavorably to both the 5.4% gain in the S&P 500 and the 25.6% gain in the NASDAQ. Sector multiples are largely consistent with where they were a year ago. The sector revenue multiple dipped slightly from 2.8x to 2.7x, while the sector EBITDA multiple held steady at 7.8x.

## Large Cap

The Large Cap sub sector was the worst performing sub sector in the CSPI this period as it gained only 3.2% in the past three months. Gains were fairly consistent across the three companies in the index. CenturyLink was the top performer with a 6.0% return, while Verizon brought up the rear at 2.6%. The sub sector is also down 6.9% for the full year, with all three companies in the sub sector in negative territory over this time frame. Sub sector multiples have ticked down somewhat over the past 12 months, with the revenue multiple falling from 2.6x to 2.5x and the EBITDA multiple falling from 7.0x to 6.8x.

## Alternative Telecom

After managing to post a small gain in our spring report, the Alternative Telecom sub sector continued to climb with a gain of 9.6% this reporting period. Uniti was the strongest performer with a three-month gain of 55.1%, while Boingo also turned in a stellar performance with an increase of 25.5%. Cogent Communications was the only company in negative territory with a loss of 5.6% for the period. The situation was reversed for the full year as Cogent was the only company in the sub sector in the black. However, the 30.3% gain at Cogent was strong enough to keep the entire sub sector in positive territory for the past 12 months with an overall gain of 0.9%. Sub sector multiples were flat to higher. The revenue multiple held steady at 4.5x compared to a year ago, but the EBITDA multiple ticked up slightly from 9.6x to 10.3x.

## Hosted and Managed Services

The Hosted and Managed Services sub sector was far and away the best performing sub sector in the CSPI this period as it shot up more than 60% in the past three months. This included gains of 145.2% at Twilio, 88.7% at Bandwidth, 39.1% at Vonage and 34.5% at RingCentral. J2 Global was the only company to not participate in the general increase as its stock dropped 15.6%. The sub sector is also up more than 60% for the full year period. The same companies that drove performance this reporting period also accounted for the year-over-year increase, with the exception of Vonage (which is down 11.2% year-over-year). As one might expect, sub sector multiples are much higher than they were a year ago and closed out the period at 12.0x revenue and 212.9x EBITDA. This compares to multiples at this same time last year of 9.1x revenue and 91.3x EBITDA.

## ILEC and Diversified ILEC

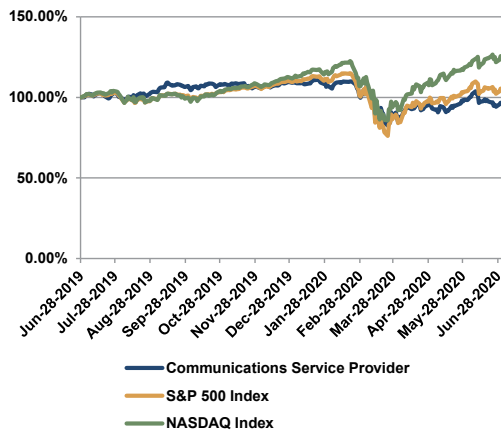
With a gain of 19.6% in the past three months, this was one of the best three-month periods in recent memory for the ILEC and Diversified ILEC sub sector. All of the companies in the sub sector delivered a positive return, and all but one boasted a double-digit return. This included gains of 60.3% at Alaska Communications Systems, 48.8% at Consolidated Communications and 139.3% at Otelco. The sub sector is still in the red for the full year period with a loss of 12.5%. This was despite an outsize gain at Cincinnati Bell, which tripled its stock price as shareholders awaited the approval of its acquisition by Macquarie Infrastructure Partners. Sub sector multiples held remarkably steady at 1.5x revenue (identical to the year ago period) and 5.0x EBITDA (down from 5.1x a year ago).

## Cable and Video

After being the worst performing CSPI sub sector in our spring report, the Cable and Video sub sector regained a significant amount of lost ground with a three-month gain of 15.4%. All of the companies in the index posted gains, but Dish Network (up 72.6%) and Charter Communications (up 16.9%) were the top performers. The sub sector is still down slightly more than 6% for the full year, largely as the result of a 7.8% decline at Comcast and a 10.2% decline at Dish Network. Sub sector multiples have fallen meaningfully over the past year. The sub sector revenue multiple ended the period at 2.7x revenue (down from 3.1x a year ago) while the sub sector EBITDA multiple stood at 9.0x (down from 9.6x a year ago).

# U.S. Communications Service Provider Sector: Public Market Summary

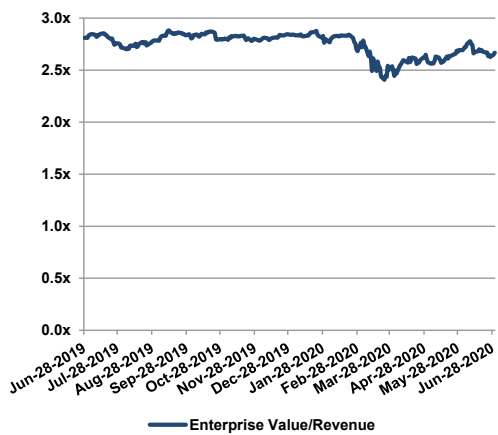
## Twelve Month Index Returns



## Sector and Sub Sector Returns

	12 Month	3 Month
Communications Service Provider	-3.3%	10.4%
Large Cap	-6.9%	3.2%
Alternative Telecom	0.9%	9.6%
Hosted and Managed Services	61.6%	66.7%
ILEC and Diversified ILEC	-12.5%	19.6%
Cable and Video	-6.3%	15.4%
S&P 500	5.4%	20.0%
NASDAQ	25.6%	30.6%

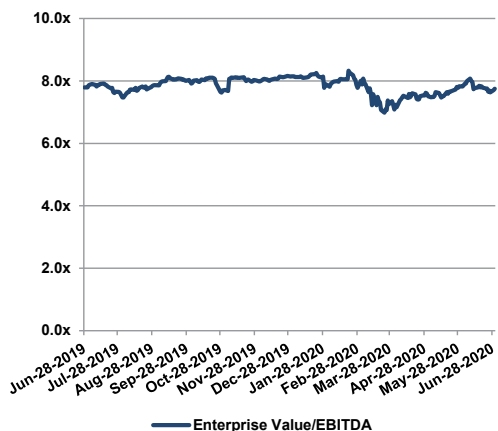
## Revenue Multiple Trends



## Sector and Sub Sector Revenue Multiples

	6/30/2020	6/30/2019
Communications Service Provider	2.7x	2.8x
Large Cap	2.5x	2.6x
Alternative Telecom	4.5x	4.5x
Hosted and Managed Services	12.0x	9.1x
ILEC and Diversified ILEC	1.5x	1.5x
Cable and Video	2.7x	3.1x

## EBITDA Multiple Trends



## Sector and Sub Sector EBITDA Multiples

	6/30/2020	6/30/2019
Communications Service Provider	7.8x	7.8x
Large Cap	6.8x	7.0x
Alternative Telecom	10.3x	9.6x
Hosted and Managed Services	212.9x	91.3x
ILEC and Diversified ILEC	5.0x	5.1x
Cable and Video	9.0x	9.6x

Source: Capital IQ

# U.S. Communications Service Provider Stocks: M&A Summary

## M&A

Continuing the trend from our last quarterly report, the number of transactions in the Communications Service Provider sector continued to hum along at a brisk clip with 23 transactions for the reporting period. This puts us at 42 total transactions for the first half of the year, which means that if we continue at this pace 2020 would edge out 2018 as the most active year for M&A in the last five. However, the total announced transaction dollar volume for all of 2020 is still only \$3.1 billion, which is significantly lower than we typically see. In fact, this past three months had the somewhat unique distinction of having no transactions with an announced transaction dollar volume. This would seem to indicate that M&A activity is currently weighted towards smaller deals.

## Alternative Telecom

Of the 17 transactions in the Alternative Telecom sub sector this period, eight involved companies that own and operate a fiber network. Acquirers of these fiber optic network operators included investment firms like IPI Partners, GI Partners and Smart City Infrastructure; regional fiber providers like FirstLight Fiber and South Reach Networks; an ILEC (Zipty, the company formed from the divestiture of Frontier's assets in the Northwest) and cable provider Cable One. In deals outside of the fiber space, we noted three transactions involving wireless broadband service providers as well as an acquisition that expanded

Single Digits' market presence beyond the hospitality industry and into the senior living community space. In the final transaction that we will note, BCM One continued its expansion in the SIP trunking space with the acquisition of nexVortex.

## Hosted and Managed Services

Despite the meteoric rise of the sub sector in the public markets, the only transaction in the Hosted and Managed Services sub sector this period was Verizon's acquisition of BlueJeans Networks. While Verizon did not officially announce a price for this deal, if the rumored price of approximately \$400 million is reasonably close to reality it was almost certainly the largest communications service provider transaction this period.

## ILEC and Diversified ILEC

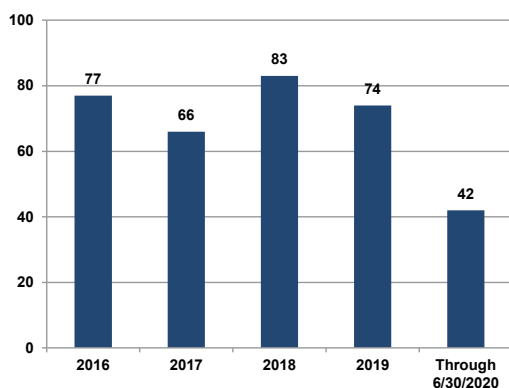
In the Diversified ILEC sub sector, Great Plains expanded its footprint into southeastern Indiana with its acquisition of Enhanced Telecommunications while Green Hills Telephone acquired Higginsville, Missouri-based Citizens Telephone Company.

## Cable and Video

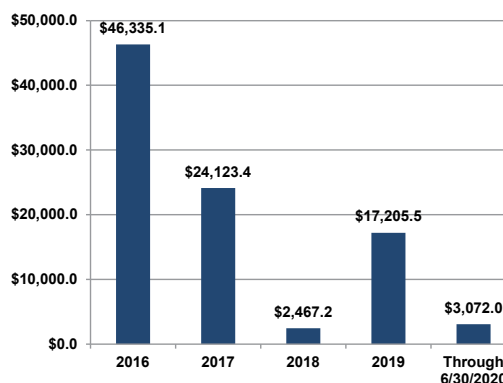
After an active spring report, M&A activity in the Cable and Video sub sector remained robust this period with a total of three transactions. One of these was the divestiture *continued on page 6 >*

## U.S. Communication Service Provider Sector: M&A Summary

M&A Activity: Number of Transactions



M&A Activity (\$ Value of Transactions in Millions)



by Cable One of its assets in Alabama, which found a new home with Hargray Communications. In the sub sector's other two acquisitions, Massillon Cable notched an acquisition for the second straight reporting period with its pickup of cable assets in southeastern Ohio and West Virginia, while Vyve Broadband ended a long M&A drought

with its purchase of the South Carolina operations of FamilyView Cablevision.

### Transactions with Announced Multiples

There were no transactions with announced multiples this period.

## M&A Announced Transactions (1/1/20 – 6/30/20)

Acquiror	Target	Sector	Date Announced	Purchase Price	Description
Hargray Communications	Cable One (Alabama Assets)	Cable and Video	7/7/20	NA	Provides internet, voice, data and cable television services to consumers and businesses in Alabama.
Great Plains Communications	Enhanced Telecommunications	Diversified ILEC	6/25/20	NA	Provides services to over 14,000 residential and business customers in southeastern Indiana.
IPI Partners	Dark Fiber & Infrastructure	Alternative Telecom Service Providers	6/16/20	NA	Virginia-based wholesale provider of dark fiber and conduit networks.
Intermax	Tel-West	Alternative Telecom Service Providers	6/14/20	NA	Regional voice communications specialty firm based in Spokane, Washington.
Cable One	ValueNet Fiber	Alternative Telecom Service Providers	6/11/20	NA	Broadband services provider based in Emporia, Kansas.
FirstLight Fiber	BestWeb	Alternative Telecom Service Providers	6/3/20	NA	Facilities-based service provider with a 170 route mile fiber optic network serving customers in the lower Hudson Valley.
GI Partners	Blue Stream Fiber	Alternative Telecom Service Providers	6/2/20	NA	Provides broadband data, video and voice services to residential and commercial customers in south Florida.
FirstLight Fiber	DFT Communications (Selected Fiber Assets)	Alternative Telecom Service Providers	6/1/20	NA	Fiber route that runs from Hamburg to Jamestown, New York.
Breda Telephone	Spiral Communications	Alternative Telecom Service Providers	5/20/20	NA	Provides wireless and fiber broadband services to homes and businesses in Iowa and Nebraska.
Smart City Infrastructure	SiFi Networks	Alternative Telecom Service Providers	5/20/20	NA	Developer of open access fiber optic networks for use by ISPs, 4G/5G carriers and other service providers.
Green Hills Telephone	Citizens Telephone Company	Diversified ILEC	5/18/20	NA	Voice, video, data services and internet services to customers in Higginsville, Missouri.
Single Digits	Inviacom	Alternative Telecom Service Providers	5/14/20	NA	Delivers and manages Wi-Fi and connectivity services for senior living communities nationwide.
Ziply	Wholesail Fiber	Alternative Telecom Service Providers	5/13/20	NA	Northwest-based telecommunications and internet infrastructure company.
South Reach Networks	Resurgent Infrastructure Group (Florida-Based Assets)	Alternative Telecom Service Providers	5/12/20	NA	120,000 dark fiber miles from Jacksonville to Miami as well as five colocation facilities and connectivity to cable landing stations.
Massillon Cable TV	Centre TV Cable/Powhatan Point Cable	Cable and Video	5/8/20	NA	Provides cable television, high-speed internet and digital phone services in southeastern Ohio and West Virginia.
KwiKom Communications	Pixius (Central Kansas Customers)	Alternative Telecom Service Providers	5/7/20	NA	Customers of wireless broadband provider Pixius in central Kansas.
Wisper ISP	Pixius (Western Missouri Customers)	Alternative Telecom Service Providers	5/7/20	NA	Customers of wireless broadband provider Pixius in western Missouri.
NextLink Internet	Network Business Systems	Alternative Telecom Service Providers	5/4/20	NA	Offers wireless rural broadband and internet services in Illinois.
Meriplex Communications	Vergent Communications	Alternative Telecom Service Providers	5/1/20	NA	VoIP phone service, private IP WAN, cloud and internet services to business customers throughout the U.S.
Transtelco	Neutrona Networks	Alternative Telecom Service Providers	4/28/20	NA	Independent telecommunications provider that connects carriers in the U.S. to Latin America and the Caribbean.
Vyve Broadband	FamilyView Cablevision (Assets in Clemson and Central South Carolina)	Cable and Video	4/20/20	NA	Cable, internet and phone services for customers in and around Clemson and Central South Carolina.
Verizon Communications	BlueJeans Networks	Hosted and Managed Telecom Services	4/16/20	NA	Videoconferencing, webinar and online event management SaaS for businesses.
BCM One	nexVortex	Alternative Telecom Service Providers	4/2/20	NA	SIP Trunking, managed SIP Trunking and multi-site applications for business customers.
Massillon Cable TV	Bellaire Television Cable	Cable and Video	3/24/20	NA	Provides internet and cable TV services in Belmont County, Ohio.

## M&A Announced Transactions (1/1/20 – 6/30/20) continued

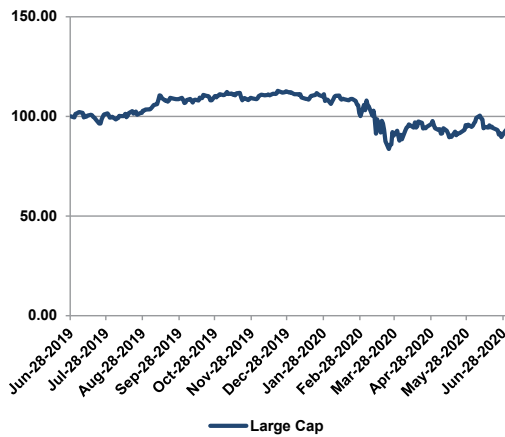
Acquiror	Target	Sector	Date Announced	Purchase Price	Description
IDEATEK TELCOM	BTS Advanced Communications	Alternative Telecom Service Providers	3/23/20	NA	Provider of internet services.
Boston Omaha Corporation	Fibaire Communications	Alternative Telecom Service Providers	3/10/20	NA	Broadband internet services and voice over internet protocol telephone services.
MetroNet Fiber	Jaguar Communications	Alternative Telecom Service Providers	3/9/20	NA	2,000 mile fiber optic network throughout southern Minnesota that serves both residential and commercial customers.
Macquarie Infrastructure Partners	Cincinnati Bell	Diversified ILEC	3/5/20	\$2,922.0	Diversified telecommunications and technology services for residential and business customers.
4Voice	nexVortex (Hosted Voice Business)	Hosted and Managed Telecom Services	3/3/20	NA	Delivers hosted voice solutions to small and medium-sized businesses.
Sverica	Cytracom	Hosted and Managed Telecom Services	2/27/20	NA	Cloud-based unified communications software and solutions built exclusively for the Managed Service Provider channel.
Everstream Solutions	Rocket Fiber	Alternative Telecom Service Providers	2/26/20	NA	Fiber optic network and managed services for small businesses including networking, colocation and unified communications.
Watch Communications	Q Wireless	Alternative Telecom Service Providers	2/25/20	NA	Broadband internet services for customers in western Kentucky and southeast Indiana utilizing fixed point wireless technology.
RCN Corporation	EnTouch	Cable and Video	2/21/20	NA	Broadband internet service, phone, TV and related home security monitoring services in the Greater Houston area.
Altice	Service Electric Cable	Cable and Video	2/12/20	\$150.0	Regional cable operator serving markets in New Jersey.
FirstLight Fiber	PrimeLink	Alternative Telecom Service Providers	2/11/20	NA	Provides fiber optic internet and phone services for homes and offices in upstate New York.
Rural Telecommunications of America	Southern Broadband	Alternative Telecom Service Providers	2/4/20	NA	Rural fiber and wireless internet service provider serving the southeast Texas coastal areas.
Hargray Communications	Electronet Broadband Communications	Alternative Telecom Service Providers	2/3/20	NA	Fiber-based broadband communications company based in Tallahassee, Florida offering internet, hosting and phone services.
SDC Capital Partners	Fatbeam	Alternative Telecom Service Providers	1/28/20	NA	Fiber infrastructure services to enterprise, education, healthcare, government and carrier customers in the western United States.
Blue Earth Valley Communications	Lonsdale Telephone Company	Diversified ILEC	1/14/20	NA	Voicemail, telephone, high-speed internet, television programming and fiber-optic network services.
Cogeco Cable	Thames Valley Communications	Cable and Video	1/10/20	NA	Provides broadband internet, cable and phone services to businesses and consumers in southeastern Connecticut.
Watch Communications	Sitco Internet	Alternative Telecom Service Providers	1/7/20	NA	Provider of fiber and fixed-wireless broadband solutions based in Evansville, Indiana.
Comcast	Southern Vermont Cable Company	Cable and Video	1/5/20	NA	Incumbent cable service provider operating in southern Vermont.
InfoWest	American Wireless	Alternative Telecom Service Providers	1/2/20	NA	Internet services to residents and businesses in the St. George, Utah area.

## M&A Announced Transactions with Revenue Multiples (7/1/19 – 6/30/20)

Acquiror	Target	Sector	Date Announced	Purchase Price	Revenue Multiple	EBITDA Multiple	Description
Macquarie Infrastructure Partners	Cincinnati Bell	Diversified ILEC	3/5/20	\$2,922.0	1.9 x	7.3 x	Diversified telecommunications and technology services for residential and business customers.
Segra	North State Communications	Diversified ILEC	12/9/19	\$240.0	1.7 x	8.2 x	Fiber-based internet services including telephone, broadband internet and cable TV for businesses and consumers.
Sangoma Technologies	VoIP Innovations	Hosted and Managed Telecom Services	10/18/19	\$36.0	1.9 x	6.4 x	Provides wholesale VoIP and termination services and related communications platform-as-a-service for developers and enterprises.
Telephone & Data Systems	Continuum Communications System (Cable and Broadband Assets)	Cable and Video	8/13/19	\$80.0	3.8 x	NA	North Carolina-based Internet, video and voice operator owned by the municipalities of Mooresville and Davidson.

# Sub Sector Analysis: Large Cap

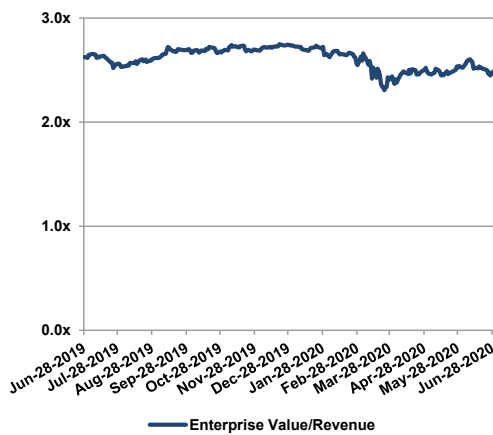
## Twelve Month Index Returns



## Company Returns

	12 Month	3 Month
Large Cap Index	-6.9%	3.2%
AT&T	-9.8%	3.7%
CenturyLink	-14.7%	6.0%
Verizon	-3.5%	2.6%

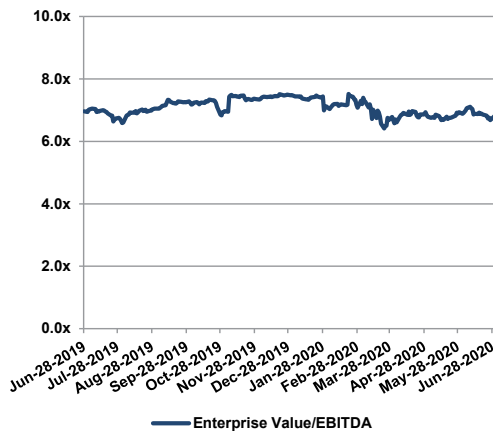
## Revenue Multiple Trends



## Company Revenue Multiples

	6/30/2020	6/30/2019
Large Cap Index	2.5x	2.6x
AT&T	2.4x	2.5x
CenturyLink	2.1x	2.2x
Verizon	2.8x	2.8x

## EBITDA Multiple Trends



## Company EBITDA Multiples

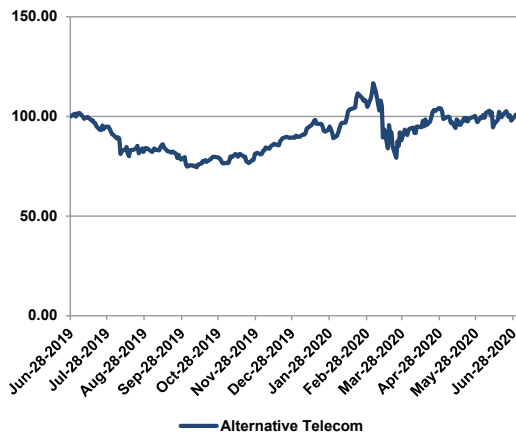
	6/30/2020	6/30/2019
Large Cap Index	6.8x	7.0x
AT&T	7.9x	8.0x
CenturyLink	5.2x	5.4x
Verizon	7.6x	7.6x

Source: Capital IQ



# Sub Sector Analysis: Alternative Telecom

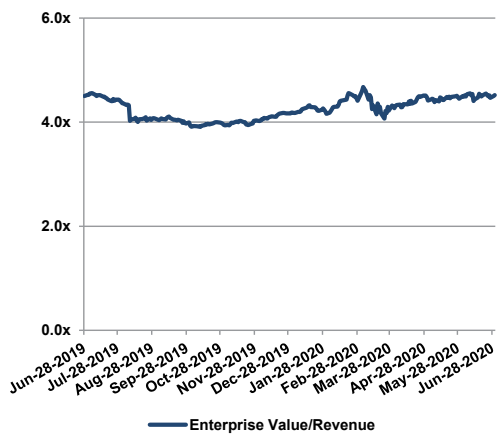
## Twelve Month Index Returns



## Company Returns

	12 Month	3 Month
Alternative Telecom Index	0.9%	9.6%
Boingo	-25.9%	25.5%
Cogent Communications	30.3%	-5.6%
GTT	-53.6%	2.6%
Uniti	-1.6%	55.1%

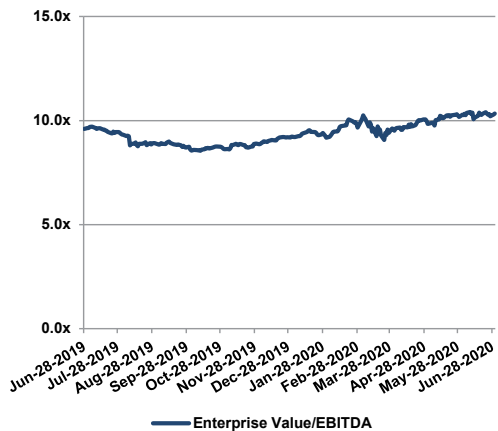
## Revenue Multiple Trends



## Company Revenue Multiples

	6/30/2020	6/30/2019
Alternative Telecom Index	4.5x	4.5x
Boingo	2.7x	3.4x
Cogent Communications	7.8x	6.5x
GTT	2.4x	2.7x
Uniti	6.7x	6.7x

## EBITDA Multiple Trends



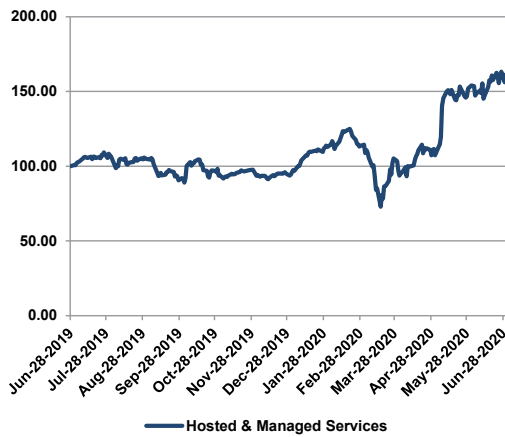
## Company EBITDA Multiples

	6/30/2020	6/30/2019
Alternative Telecom Index	10.3x	9.6x
Boingo	9.6x	11.3x
Cogent Communications	23.3x	19.4x
GTT	10.9x	12.0x
Uniti	9.6x	8.7x

Source: Capital IQ

# Sub Sector Analysis: Hosted & Managed Services

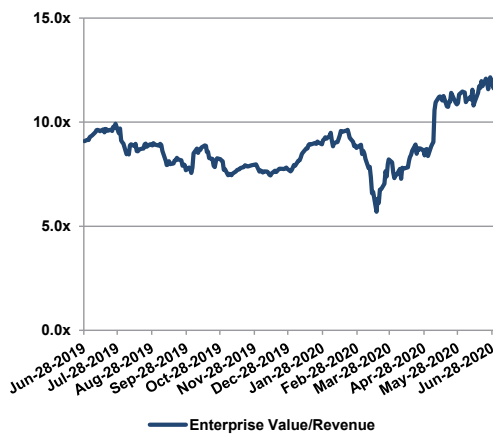
## Twelve Month Index Returns



## Company Returns

	12 Month	3 Month
Hosted & Managed Services Index	61.6%	66.7%
8x8	-33.6%	15.4%
Bandwidth	69.3%	88.7%
j2 Global	-28.9%	-15.6%
RingCentral	148.0%	34.5%
Twilio	60.9%	145.2%
Vonage	-11.2%	39.1%

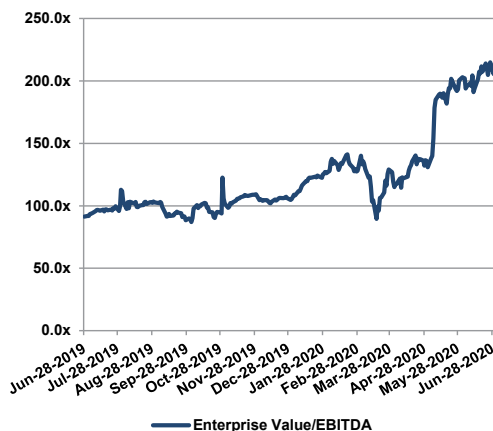
## Revenue Multiple Trends



## Company Revenue Multiples

	6/30/2020	6/30/2019
Hosted & Managed Services Index	12.0x	9.1x
8x8	4.2x	6.2x
Bandwidth	11.4x	7.5x
j2 Global	2.9x	4.3x
RingCentral	26.2x	12.8x
Twilio	23.3x	23.7x
Vonage	2.5x	3.1x

## EBITDA Multiple Trends



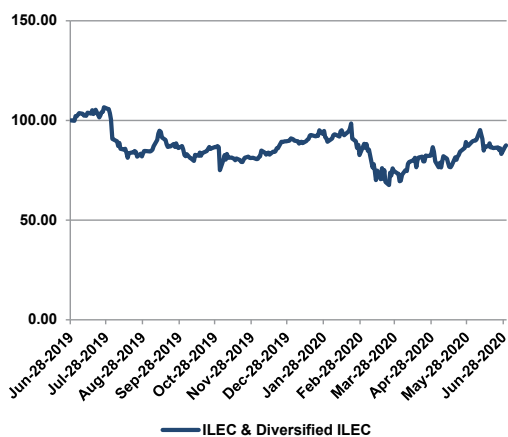
## Company EBITDA Multiples

	6/30/2020	6/30/2019
Hosted & Managed Services Index	212.9x	91.3x
8x8	NM	NM
Bandwidth	NM	NM
j2 Global	7.8x	11.3x
RingCentral	NM	3221.4x
Twilio	NM	NM
Vonage	30.4x	28.7x

Source: Capital IQ

## Sub Sector Analysis: ILEC & Diversified ILEC

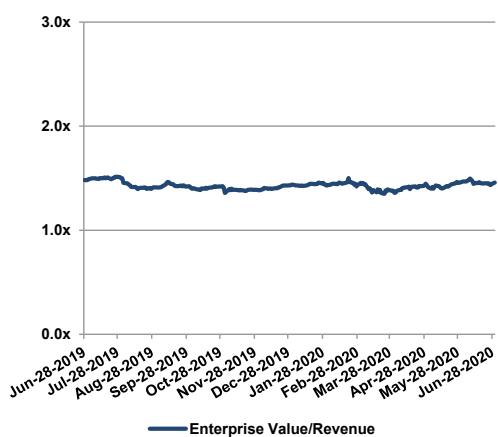
### Twelve Month Index Returns



### Company Returns

	12 Month	3 Month
ILEC & Diversified ILEC Index	-12.5%	19.6%
Alaska Communications Systems	63.2%	60.3%
Consolidated Communications	37.3%	48.8%
Cincinnati Bell	200.0%	1.4%
Otelco	-29.9%	139.3%
Telephone & Data Systems	-34.6%	18.6%

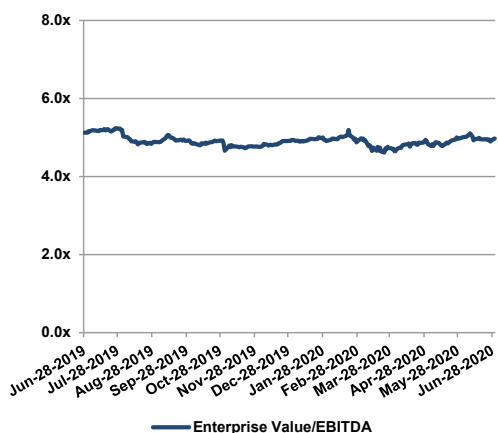
### Revenue Multiple Trends



### Company Revenue Multiples

	6/30/2020	6/30/2019
ILEC & Diversified ILEC Index	1.5x	1.5x
Alaska Communications Systems	1.6x	1.4x
Consolidated Communications	2.1x	2.0x
Cincinnati Bell	1.9x	1.6x
Otelco	1.7x	1.9x
Telephone & Data Systems	1.2x	1.3x

### EBITDA Multiple Trends



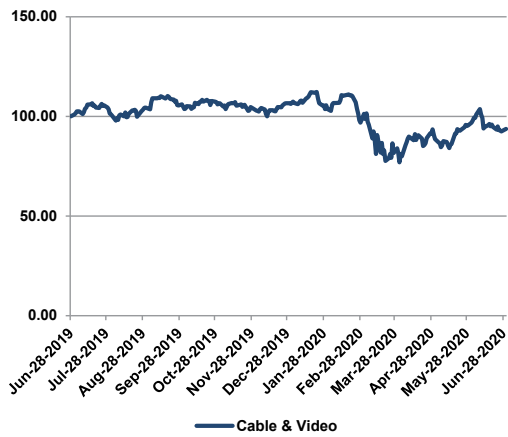
### Company EBITDA Multiples

	6/30/2020	6/30/2019
ILEC & Diversified ILEC Index	5.0x	5.1x
Alaska Communications Systems	6.0x	5.6x
Consolidated Communications	5.9x	5.9x
Cincinnati Bell	7.4x	6.4x
Otelco	4.7x	5.0x
Telephone & Data Systems	5.4x	6.1x

Source: Capital IQ

# Sub Sector Analysis: Cable & Video

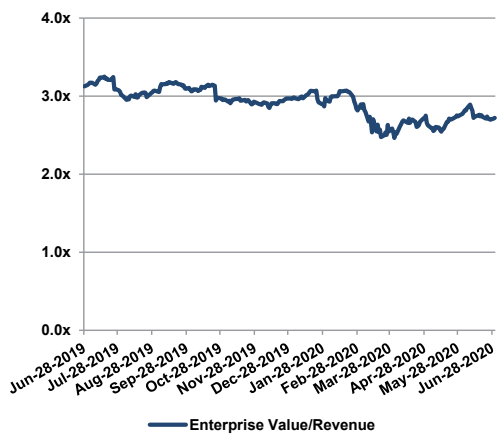
## Twelve Month Index Returns



## Company Returns

	12 Month	3 Month
Cable & Video Index	-6.3%	15.4%
Altice	-7.4%	1.1%
Cable One	51.6%	8.0%
Charter Communications	29.1%	16.9%
Comcast	-7.8%	13.4%
Dish Network	-10.2%	72.6%
WOW	-27.4%	10.7%

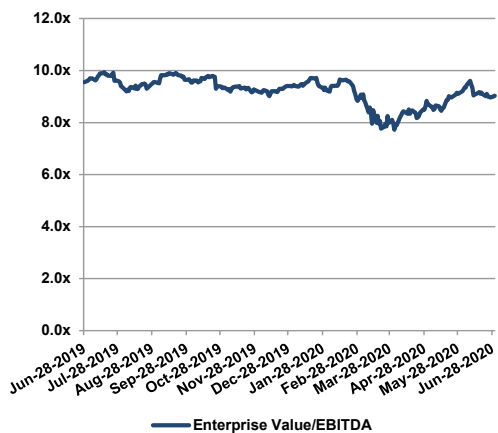
## Revenue Multiple Trends



## Company Revenue Multiples

	6/30/2020	6/30/2019
Cable & Video Index	2.7x	3.1x
Altice	3.9x	4.1x
Cable One	10.3x	7.2x
Charter Communications	4.1x	3.8x
Comcast	2.6x	2.9x
Dish Network	2.3x	2.4x
WOW	2.4x	2.6x

## EBITDA Multiple Trends



## Company EBITDA Multiples

	6/30/2020	6/30/2019
Cable & Video Index	9.0x	9.6x
Altice	9.2x	9.4x
Cable One	21.8x	15.8x
Charter Communications	11.3x	10.5x
Comcast	8.3x	9.4x
Dish Network	11.5x	12.3x
WOW	7.3x	7.6x

Source: Capital IQ

# FOCUS Telecom Technology and Services Team

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## **Richard H. Pierce**

Managing Director and Telecom  
Technology and Services Team  
Leader, Washington, DC

rich.pierce@focusbankers.com  
202-470-1983

Rich Pierce has 20 years of investment banking experience advising middle market clients on a variety of mergers and acquisitions and capital raising transactions. During that time, Mr. Pierce's primary emphasis has been on serving clients in the telecommunications industry including providers of network related hardware and software products, wireless and wireline telecommunications service providers and network engineering and construction companies.



## **David Freeland**

Managing Director,  
San Francisco, California

david.freeland@focusbankers.com  
978-505-1837

David Freeland, a FOCUS Managing Director, has more than fifteen years of experience providing investment banking and management consulting services to a variety of corporate clients, ranging from the Fortune 500 to start-up businesses. He has been an investment banker since 2003, advising clients on mergers and acquisitions and capital raising transactions. Mr. Freeland has broad experience in the telecom and technology industry and has significant experience with data center companies.

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With more than three decades of experience, FOCUS Investment Banking is a trusted name in M&A advisory services worldwide. FOCUS works to understand each client's strategic and financial objectives, craft the best plan to achieve these goals, and deliver success. Whether helping to sell, buy, or raise capital, FOCUS strives to maximize the value of every transaction to the benefit of its clients. FOCUS bankers are seasoned operating and financial executives with extensive transaction experience. Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered Broker Dealer member FINRA/SIPC. For more information on FOCUS, please visit [www.focusbankers.com](http://www.focusbankers.com).

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## HEADQUARTERS

FOCUS Investment Banking LLC  
8065 Leesburg Pike, Suite 750, Vienna, VA 22182  
202.785.9404 | 202.785.9413 (fax)

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