



# Investor Presentation *First Quarter 2022*

"ATN is focused on building a strong communications network and subscriber base in traditionally under-built or under-served market segments.

This delivers high recurring revenues, durable cash flows, reliable dividends, and long-term shareholder value."

Michael Prior, CEO



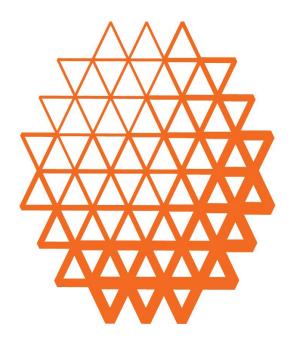
## Forward-Looking Statements & Non-GAAP Financial Information

This presentation may contain forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended. All statements other than statements of historical fact are or may be forward-looking statements. Forward-looking statements can generally be identified by the use of words that include phrases such as "believe," "expect," "anticipate," "plan," "foresee," "likely," "will," or other similar words and phrases. Actual future events and results could differ materially from the events and results indicated in these statements as a result of many factors, including, those set forth in Item 1A "Risk Factors" of ATN's Annual Report on Form 10K for the year ended December 31, 2021, which is on file with the SEC, and our other public reports. ATN undertakes no obligation to update these forward-looking statements to reflect actual results, changes in assumptions or changes in other factors that may affect such forward-looking statements.

This presentation includes certain non-GAAP financial measures. The most directly comparable GAAP measures and reconciliations to those GAAP measures are provided at the end of this presentation.







"ATN is in the midst of its next growth phase. We are rapidly deploying fiber and fiber-fed high-speed data solutions to more homes, businesses, schools, and communities, as well as to other communications providers. Consistent with our market strategy, we continue to invest in historically underserved and remote markets that are often overlooked by larger players."

**Michael Prior, CEO** 



### **Connectivity: Life-Changing Importance for Communities; Lasting Opportunity for ATN**

"We are located in the remote Yukon Delta region of Alaska. The region has high poverty, and the only reliable internet connections are to the school and the health clinic. It is very hard to conduct 'remote learning' when none of the students have Internet connections."

Northeast Arctic School Board, Alaska





### **Growth Strategy to Secure Our Vision and Long-term Development**

### "Glass and Steel"™

Core digital infrastructure: fiber, towers, data network capacity

### "First to Fiber"

First mover advantage in bringing fiber to a community, business, tower or residence



Strategy will provide ATN with additional growth levers & revenue sources





# **Q1 Operational Metrics**













Fiber Route Miles 9,127 Fiber Connected Towers

Owned Towers
398

Broadband Homes Passed 502,400

Passed by HSD\*: 38%

Broadband Customers 204,000

**HSD\* Capable: 50%** 

Mobile Subscribers

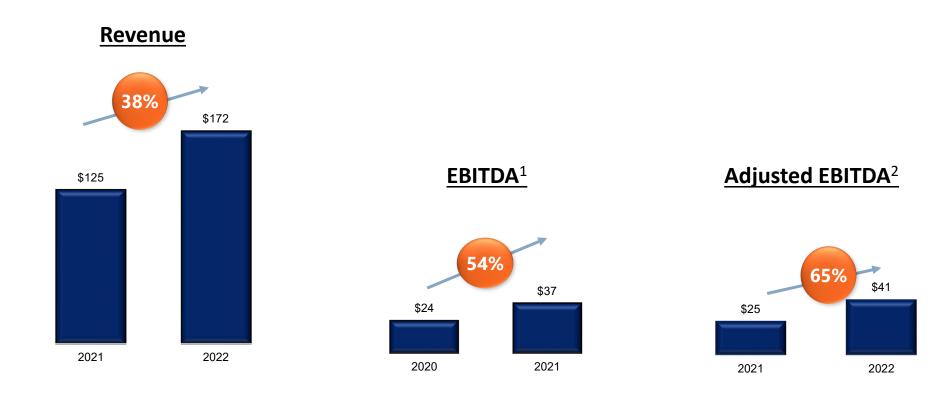
342,100

<sup>\*</sup> High Speed Data (HSD) is defined as download speeds > 100mbs



## Q1 Revenue, EBITDA & Adjusted EBITDA

### in millions



YoY revenue, EBITDA and adjusted EBITDA increases driven by integration of Alaska Communications.

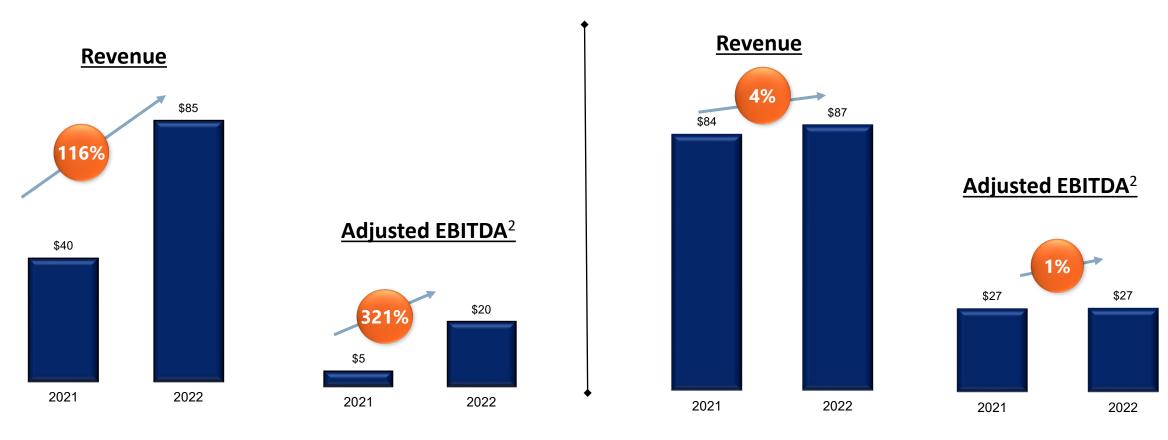


# Q1 Revenue & Adjusted EBITDA Breakdown by Segment

in millions

US Telecom

International Telecom





## **Strong Balance Sheet, Ample Debt Capacity, and Targeted Capex**







- As of March 31, 2022
- Debt position excludes customer receivable credit facility
- See footnotes in appendix for additional explanations of Capex (capital expenditures).



## **Outlook**



### 2022 Guidance:

- » Adjusted EBITDA<sup>6</sup> in the range of \$165 \$170 million for the full year
- » Capex between \$150-\$160 million for the full year
  - Largest expenditures to be used for network expansion and upgrade, net of reimbursed amounts.

### Three-Year Outlook ending in 2024

- » Revenue CAGR, excluding construction revenue, of 4-6%
- » Adjusted EBITDA<sup>6</sup> CAGR in the range of 8-10%
- » Capex to return to more normalized levels of 10-15% of revenue following 2024
- » Net Debt Ratio<sup>6</sup> less than 1.5x by end of 2024



### **Investment Summary**

Our differentiated and compelling business model drives reliable financial results and lasting performance.

### **Compelling Business Model**

- i. Macro Trends Fueling Connectivity
   Demand
- ii. Focused Market Strategy
- iii. Providing Essential Services with Excellence in Customer Delight
- iv. Optimized Resource Model
- v. Experienced Leadership Team with High Insider Ownership



### **Lasting Financial Performance**

- ✓ High Recurring Revenues
- ✓ Durable Cash Flows
- ✓ Long Dividend Track Record
- ✓ Dependable Organic & Inorganic Growth
- ✓ Effective Risk Mitigation





Top-Level Overview





# ATN provides access to opportunity and the global marketplace

# United States: Alaska



- ✓ Providing high-speed data services to schools and students in remote areas
- Setting up students and their communities for a more prosperous future via access to the world's top online learning solutions

# **United States:** Southwest



- ✓ Bringing fiber into poorly served communities, both in tribal lands and in other rural areas
- ✓ Broadband infrastructure brings life-changing services, such as telehealth, video conferencing, and more

# International: Bermuda & Caribbean



- Rapidly deploying fiber and other high-speed solutions to connect homes, businesses, schools and towers
- ✓ Efforts support critical economic drivers, such as BPO business, tourism and remote work



# ATN has a Proven Playbook & Focused Market Strategy



### "Right-Time" Entry

» Enter under-built or under-served markets early in their growth cycles.



#### First-Mover Advantage

» Establish strong footholds, lasting customer relationships, and cutting-edge network infrastructure in our target markets.



#### **Streamlined Operations**

» Form expert teams and support them through our centralized operating platform, which covers areas such as IT, accounting, customer service, and more, to mitigate risk and drive productivity.



#### **Reliable Financial Returns**

» Proven playbook enables us to cultivate lasting relationships with our stakeholders, a growing subscriber base with low churn, and durable cash flows.





# Thank You

IR Website: <u>ir.atni.com</u>

IR Email: ir@atni.com







### **Footnotes**

- **1.** See Table 5 in for reconciliation of Operating Income to EBITDA, a non-GAAP measure.
- 2. See Table 5 for reconciliation of Operating Income to Adjusted EBITDA, a non-GAAP measure.
- **3.** International Telecom revenues are generated by delivery of a broad range of communications and managed IT services, including data, voice and video services from the Company's fixed and mobile network operations in Bermuda and the Caribbean, and include direct government payments as part of the FCC high-cost support program in the USVI.
- **4.** US Telecom revenues consist of broadband, carrier services, managed IT services, fixed enterprise, and mobile retail revenues from the Company's networks and operations in Alaska and in the western United States, including various U.S. Federal government programs such as CAF II, E-Rate, Lifeline and rural healthcare support programs.
- 5. Net Debt Ratio is defined as total Debt less Cash and Cash Equivalents divided by Adjusted EBITDA see Table 6
- **6.** For the Company's 2022 Guidance Adjusted EBITDA and Three Year Outlook Adjusted EBITDA and Net Debt Ratio, the Company is not able to provide without unreasonable effort the most directly comparable GAAP financial measures, or reconciliations to such GAAP financial measures, on a forward-looking basis. Please see "Use of Non-GAAP Financial Measures" below for a full description of items excluded from the Company's expected Adjusted EBITDA and Net Debt Ratio.
- \*For this table presentation, the Renewable Energy segment results and Corporate and Other segment results were combined. See table 4 for the separate presentation of the financial performance of these segments.
- \*\*Includes capital expenditures reimbursable from customers of \$0.2 million and \$6.2 million for the three months ended March 31, 2022, and for the three months ended March 31, 2021, respectively.



# **Operating Results (in Thousands)**

				For Th	re	e Months En	de	d March 31, 2	202	22 and 2021															
		2022		2021		2022		2021		2022	2021		2022		2021										
	In	nternational	Ir	ternational		US		US						Total	Total										
		Telecom		Telecom		Telecom		Telecom		All Other*		All Other*		All Other*		All Other*		All Other*		All Other*		All Other*		ATN	ATN
Revenue	\$	86,787	\$	83,820	\$	85,232	\$	40,272	\$	-	\$	418	\$	172,019	\$ 124,510										
Operating Income (Loss)	\$	11,802	\$	13,116	\$	(4,635)	\$	(534)	\$	(7,059)	\$	(9,233)	\$	108	\$ 3,349										
EBITDA <sup>1</sup>	\$	26,117	\$	26,942	\$	16,647	\$	4,659	\$	(6,106)	\$	(7,744)	\$	36,658	\$ 23,857										
Adjusted EBITDA <sup>2</sup>	\$	27,148	\$	26,941	\$	19,578	\$	4,648	\$	(6,094)	\$	(6,885)	\$	40,632	\$ 24,704										
Capital Expenditures**	\$	15,170	\$	10,506	\$	19,095	\$	14,939	\$	203	\$	235	\$	34,468	\$ 25,680										

See footnotes in appendix for additional explanations of EBITDA, Adjusted EBITDA, and Capital Expenditures.



Table 1

Table 2 ATN International, Inc.

#### ATN International, Inc. **Unaudited Condensed Consolidated Balance Sheets** (in Thousands)

#### **Unaudited Condensed Consolidated Statements of Operations** (in Thousands, Except per Share Data)

	March 31, <u>2022</u>	De	ecember 31, <u>2021</u>			Three Month March		d
Assets:						2022		2021
Cash and cash equivalents	\$ 75,748	\$	79,601	Revenues:				
Restricted cash	1,097		1,096	Communications services	\$	166,543	\$	110,636
Customer receivable	4,336		4,145	Construction	,	1,987	·	12,306
Other current assets	139,660		147,775	Other		3,489		1,568
Total current assets	220,841		232,617	Total revenue		172,019		124,510
Property, plant and equipment, net	933,875		943,209	Operating expenses (excluding depreciation and amortization unless				
Operating lease right-of-use assets	118,091		118,843	otherwise indicated):				
Customer receivable - long term	40,206		39,652	Cost of services and other		73,011		49,507
Goodwill and other intangible assets, net	194,937		198,164	Cost of construction revenue		2,033		12,606
Other assets	82,757		76,119	Selling, general and administrative		56,343		37,693
Total assets	\$ 1,590,707	- \$	1,608,604	Transaction-related charges		554		730
I Oldi daselis	Ψ 1,590,707		1,000,004	Depreciation		33,292		20,111
Link 1996 Do do constall New York 1996 of Section 4.				Amortization of intangibles from acquisitions		3,258		397
Liabilities, Redeemable Non-controlling interests and				Loss on disposition of assets		3,420		117
Stockholders' Equity: Current portion of long-term debt	\$ 3,743	\$	4.665	Total operating expenses		171,911		121,161
Current portion of customer receivable credit facility	5.280	φ	4,620				-	
Taxes payable	6.680		5.681	Operating income		108		3,349
Current portion of lease liabilities	16,953		16,201	Other income (expense):				
Other current liabilities	152,070		189,777	Interest expense, net		(3,312)		(1,153)
Total current liabilities	184,726		220,944	Other income (expense)		4,199		2,375
Total current liabilities	104,720		220,944	Other income, net		887		1,222
Long-term debt, net of current portion	\$ 348,463	\$	327,111	Income before income taxes		995		4.574
Customer receivable credit facility, net of current portion	36,515	*	30,148					4,571
Deferred income taxes	21,651		21,460	Income tax expense		2,952		295
Lease liabilities	91,494		91,719	Net income (loss)		(1,957)		4,276
Other long-term liabilities	140,246		142,033					(4.570)
Total liabilities	823,095		833,415	Net income (loss) attributable to non-controlling interests, net		1,009		(1,570)
Redeemable Non-controlling interests	74,052		72,936	Net income (loss) attributable to ATN International, Inc. stockholders	\$	(948)	\$	2,706
Nedecitiable Noti-controlling interests	74,032		72,930			<u> </u>		
Stockholders' Equity				Net income (loss) per weighted average share attributable to ATN International. Inc. stockholders:				
Total ATN International, Inc.'s stockholders' equity	594,792		601,250	international, inc. stockholders.				
Non-controlling interests	98,768		101,003	Basic Net Income (loss)	\$	(0.13)	\$	0.17
Total stockholders' equity	693,560		702,253	Diluted Net Income (loss)	\$	(0.13)	\$	0.17
Total liabilities Dadosmahla Nen centralling intersets and				Weighted average common shares outstanding:				
Total liabilities, Redeemable Non-controlling interests and stockholders' equity	\$ 1,590,707	\$	1,608,604	Basic		15,708		15,902
, ,	+ 1,000,101	<u> </u>	.,,	Diluted		15,708		15,952



Table 3

### ATN International, Inc. Unaudited Condensed Consolidated Cash Flow Statement

(in Thousands)

	Three Months E	nded Ma	rch 31,
	2022		2021
Net income (loss)	\$ (1,957)	\$	4,276
Depreciation	33,292		20,111
Amortization of intangibles from acquisitions	3,258		397
Provision for doubtful accounts	1,913		1,122
Amortization of debt discount and debt issuance costs	501		168
Loss on disposition of long-lived assets	3,420		117
Stock-based compensation	1,461		1,336
Deferred income taxes	191		(2,504)
Gain on equity investments	(4,222)		(2,188)
Unrealized (gain) loss on foreign currency	-		(81)
Increase in customer receivable	(746)		(12,579)
Change in prepaid and accrued income taxes	8,969		1,810
Change in other operating assets and liabilities	 (34,692)		(6,662)
Net cash provided by operating activities	 11,388		5,323
Capital expenditures	(34,220)		(19,495)
Reimbursable capital expenditures	(248)		(6,185)
Purchases of strategic investments	-		(4,155)
Receipt of government grants	-		3,292
Sale of business, net of transferred cash of \$0 and \$0.9 million, respectively	 		18,597
Net cash used in investing activities	 (34,468)		(7,946)
Dividends paid on common stock	(2,672)		(2,703)
Distributions to non-controlling interests	(263)		(3,530)
Finance leases	(338)		- 1
Term loan - repayments	(938)		(938)
Revolving credit facility – borrowings	36,500		`- ´
Revolving credit facility – repayments	(15,500)		-
Payment of debt issuance costs	-		53
Proceeds from customer receivable credit facility	8,000		10,814
Repayment of customer receivable credit facility	(1,003)		-
Purchases of common stock - stock-based compensation	(1,136)		(1,677)
Purchases of common stock - share repurchase plan	(941)		(540)
Repurchases of non-controlling interests	 (2,481)		(11,522)
Net cash provided by (used in) financing activities	19,228		(10,043)
Net change in total cash, cash equivalents and restricted cash	(3,852)		(12,666)
Total cash, cash equivalents and restricted cash, beginning of period	 80,697		104,997
Total cash, cash equivalents and restricted cash, end of period	\$ 76,845	\$	92,331
	•		



Table 4

### ATN International, Inc. Selected Segment Financial Information

(In Thousands)

For the three months ended March 31, 2022 is as follows:

		ernational elecom	U	IS Telecom	R	enewable Energy		rporate and Other *		Total
Statement of Operations Data:										
Revenue										
Mobility										
Business	\$	3,616	\$	374	\$	-	\$	-	\$	3,990
Consumer		19,970		1,456		-		-		21,426
Total	\$	23,586	\$	1,830	\$	-	\$	-	\$	25,416
Fixed										
Business	\$	17,254	\$	27,145	\$	_	\$	_	\$	44,399
Consumer		41,093		18,968		_		_		60,061
Total	\$	58,347	\$	46,113	\$	-	\$	-	\$	104,460
Carrier Services	\$	3,402	¢	32,989	\$		\$		\$	36,391
Other	Ψ	276	φ	32,303	φ	-	φ	-	φ	276
Total Communications Services	\$	85,611	\$	80,932	\$	_	\$	-	\$	166,543
Construction	\$		\$	1,987	\$		\$		\$	4.007
Constituction		-	Ъ	1,987	Þ	-	Ф	-	Ъ	1,987
Managed services	\$	1,176	\$	2,313	\$	-	\$	-	\$	3,489
Total Other	\$	1,176	\$	2,313	\$	-	\$	-	\$	3,489
Total Revenue	\$	86,787	\$	85,232	\$	-	\$	-	\$	172,019
Depreciation	\$	13,897	\$	18,442	\$	_	\$	953	\$	33,292
Amortization of intangibles from acquisitions	\$	418	\$	2,840	\$	-	\$	-	\$	3,258
Total operating expenses	\$	74,984	\$	89,868	\$	23	\$	7,036	\$	171,911
Operating income (loss)	\$	11,802	\$	(4,635)	\$	(23)	\$	(7,036)	\$	108
Stock-based compensation	\$	60	\$	90	\$	-	\$	1,310	\$	1,460
Non-controlling interest ( net income or (loss) )	\$	(1,519)	\$	2,528	\$	-	\$	-	\$	1,009
Non GAAP measures:										
EBITDA (1)	\$	26,117	\$	16,647	\$	(23)	\$	(6,083)	\$	36,658
Adjusted EBITDA (2)	\$	27,148	\$	19,578	\$	(23)	\$	(6,071)	\$	40,632
Balance Sheet Data (at March 31, 2022):										
Cash, cash equivalents and investments	\$	40.101	\$	29,285	\$	705	\$	5,957	\$	76,048
Total current assets	Ŧ	105,551	7	108,779	•	3,653	•	2,858	•	220,841
Fixed assets, net		448,064		476,491		-		9,320		933,875
Total assets		623,497		868,338		17,053		81,818		1,590,706
Total current liabilities		80,857		87,434		356		16,079		184,726
Total debt		63,342		259,159		-		71,500		394,001

<sup>\*</sup> Corporate and Other refer to corporate overhead expenses and consolidating adjustments

### ATN International, Inc. Selected Segment Financial Information

(In Thousands)

For the three months ended March 31, 2021 is as follows:

		rnational elecom	us	Telecom	newable nergy		orate and other *		Total
Statement of Operations Data:	-				- 57				
Revenue									
Mobility									
Business	\$	1,197	\$	576	\$ _	\$	_	\$	1,773
Consumer		20,624		2,284	-		-		22,908
Total	\$	21,821	\$	2,860	\$ -	\$	-	\$	24,681
Fixed									
Business	\$	16,634	\$	2,696	\$ -	\$	-	\$	19,330
Consumer		42,114		3,674	-		-		45,788
Total	\$	58,748	\$	6,370	\$ -	\$	-	\$	65,118
Carrier Services	\$	1,883	\$	18,736	\$ -	\$	-	\$	20,619
Other		218		-	-		-		218
Total Communications Services	\$	82,670	\$	27,966	\$ -	\$	-	\$	110,636
Construction	\$	-	\$	12,306	\$ -	\$	-	\$	12,306
Renewable Energy	\$	-	\$	-	\$ 418	\$	-	\$	418
Managed services		1,150		-	-		-		1,150
Total Other	\$	1,150	\$	-	\$ 418	\$	-	\$	1,568
Total Revenue	\$	83,820	\$	40,272	\$ 418	\$	-	\$	124,510
Depreciation	\$	13,429	\$	5,193	\$ 188	\$	1,301	\$	20,111
Amortization of intangibles from acquisitions	\$	397	\$	-	\$ -	\$	-	\$	397
Total operating expenses	\$	70,704	\$	40,806	\$ 1,080	\$	8,571	\$	121,161
Operating income (loss)	\$	13,116	\$	(534)	\$ (662)	\$	(8,571)	\$	3,349
Stock-based compensation	\$	37	\$	15	\$ 22	\$	1,262	\$	1,336
Non-controlling interest ( net income or (loss) )	\$	(1,690)	\$	(676)	\$ 796	\$	-	\$	(1,570
Non GAAP measures:									
EBITDA (1)	\$	26,942	\$	4,659	\$ (474)	\$	(7,270)	\$	23,857
Adjusted EBITDA (2)	\$	26.941	\$	4.648	\$ (1)	œ	(6,884)	e	24,704

<sup>\*</sup> Corporate and Other refer to corporate overhead expenses and consolidating adjustments

# ATN International, Inc. Selected Segment Financial Information (In Thousands) at December 31, 2021

	 rnational elecom	US Telecom	Renewable Energy	С	orporate and Other *	Total
Balance Sheet Data (at December 31, 2021):						
Cash, cash equivalents and investments	\$ 43,128	\$ 28,486	\$ 659	\$	7,628	\$ 79,901
Total current assets	108,677	111,741	3,585		8,614	232,617
Fixed assets, net	452,856	480,250	-		10,103	943,209
Total assets	630,515	877,041	17,481		83,567	1,608,604
Total current liabilities	91,090	108,950	356		20,548	220,944
Total debt	64,243	240,802	-		61,499	366,544

<sup>(1)</sup> See Table 5 for reconciliation of Operating Income to EBITDA



<sup>(2)</sup> See Table 5 for reconciliation of Operating Income to Adjusted EBITDA

<sup>\*</sup> Corporate and Other refer to corporate overhead expenses and consolidating adjustments

#### ATN International, Inc. **Selected Segment Operational Information** As of As of December 31, March 31, 2021 2022 Consolidated Operational Data #: Fiber Route Miles 9,058 9,127 Fiber Connected Towers \* 394 394 Owned Towers \*\* 398 398 Broadband Homes Passed - total 502,400 502,400 Broadband Homes Passed - by HSD \*\*\* 187,300 190,200 % Broadband Homes Passed by HSD \*\*\* 37% 38% **Broadband Customers** 203,700 204,000 HSD \*\*\* Capable Customers 98,100 101,800

			Quarter ended		
	March 31,	June 30,	September 30,	December 31,	March 31,
	2021	2021	2021	2021	2022
International Telecom Operational Data:					
Mobile - Subscribers #					
Pre-Paid	261,900	273,400	276,400	285,800	291,900
Post-Paid	45,700	46,600	49,200	49,800	50,200
Total	307,600	320,000	325,600	335,600	342,100
Mobile - Blended Churn	2.26%	2.19%	2.68%	2.73%	2.86%

50%

48%

% HSD\*\*\* Capable Customers



<sup>#</sup> Data presented may differ from prior reported quarter to reflect more accurate data and/or changes in calculation methodology and process.

<sup>\*</sup> All cell sites, including rooftops, that the company serves with its own fiber

<sup>\*\*</sup> All geographically distinct cell sites, including towers and other structures

<sup>\*\*\*</sup> HSD is defined as download speeds > 100 Mbs

Table 5

#### ATN International, Inc.

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

#### (In Thousands)

	hree months ended March 31. 2022 is as follow	ws
--	---	----

	 ernational elecom	US Telecom	1	Renewable Energy	С	orporate and Other *	Total
Operating income (loss)	\$ 11,802	\$ (4,635)	\$	(23)	\$	(7,036)	\$ 108
Depreciation expense	13,897	18,442		-		953	33,292
Amortization of intangibles from acquisitions	418	2,840		-		-	3,258
EBITDA	\$ 26,117	\$ 16,647	\$	(23)	\$	(6,083)	\$ 36,658
Transaction-related charges	_	542		-		12	554
Loss on disposition of assets	1,031	2,389		-		-	3,420
ADJUSTED EBITDA	\$ 27,148	\$ 19,578	\$	(23)	\$	(6,071)	\$ 40,632
Revenue	86,787	85,232		-		-	172,019
ADJUSTED EBITDA MARGIN	31.3%	23.0%		NA		NA	23.6%

	 ernational elecom	ι	IS Telecom	,	Renewable Energy	С	orporate and Other *	Total
Operating income (loss)	\$ 13,116	\$	(534)	\$	(662)	\$	(8,571) \$	3,349
Depreciation expense	13,429		5,193		188		1,301	20,111
Amortization of intangibles from acquisitions	397		-		-		-	397
EBITDA	\$ 26,942	\$	4,659	\$	(474)	\$	(7,270) \$	23,857
Transaction-related charges	-		-		566		164	730
(Gain) Loss on disposition of assets	(1)		(11)		(93)		222	117
ADJUSTED EBITDA	\$ 26,941	\$	4,648	\$	(1)	\$	(6,884) \$	24,704
Revenue	83,820		40,272		418		-	124,510
ADJUSTED EBITDA MARGIN	32.1%		11.5%		-0.2%		NA	19.8%

Table 6

#### ATN International, Inc. Non GAAP Measure - Net Debt Ratio (in Thousands, Except per Share Data)

	March 31, 2022	Ded	cember 31, 2021
Current portion of long-term debt Long-term debt, net of current portion	\$ 3,743 348,463	\$	4,665 327,111
Total debt	\$ 352,206	\$	331,776
Less: Cash and cash equivalents	75,748		79,601
Net Debt	\$ 276,458	\$	252,175
Adjusted EBITDA - for the four quarters ended	\$ 144,977	\$	129,047
Net Debt Ratio	1.91		1.95

