



ATN
international

Investor Presentation

March 2021

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, 2020, 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.

Leading Provider of Communications Services in Underserved Markets

Mobility
325,000 Subscribers

Broadband
150,000 Subscribers

Fiber Route Miles
1,235

2020 Actuals
Revenue: \$455M
Adjusted EBITDA:
\$121M

Employees
1,700

Insider Ownership
31%

Market Cap
~\$790M

Pro Forma Adjusted EBITDA by Segment (2020)*



International
~55%



Domestic
~45%

Pro Forma 2020 *
Revenue: \$696M
Adjusted EBITDA:
\$185M

* ATN results adjusted on a pro forma basis for the pending acquisition of Alaska Communications.

Our Purpose: ATN and our subsidiaries are committed to making a positive difference by enriching lives in remote and historically underserved areas through connectivity and curated value-add technology solutions.

Unique Business Model Supported By Strong Macro Trends



Strong Macro Trends Driving Growth Opportunities

Global digital transformation and the need for reliable connectivity



Recurring Revenues with Growth Prospects

Established subsidiaries provide stable recurring revenues & new business opportunities



Proven Levers to Improve Margins & Cash Flow

ATN Operating Platform drives continuous improvement



Tested Investment Model to Drive Higher EBITDA & Margins

Investment model mitigates risk & enables larger capital deployment opportunities



The ATN Investment Story

Unique Business Model Supported by Strong Macro Trends



Unique Business Model

Executing Clear Strategies to Drive Growth

Strong Financial Profile

Proven Playbook to Expand in New Underserved Markets

1. Acquire in underserved markets
with growing demand and need for network infrastructure where we can be a leading provider

2. Partner with lower cost of capital sources
to achieve greater scale and returns, pursue larger opportunities

5. Fuel longer-term growth
by reinvesting strong cash flow into new capital deployment opportunities



3. Tap into local management's market knowledge & expertise
to strengthen competitive position in local market

4. Drive increased cash flow and operational predictability
with ATN Operating Platform

Leverage The Power of the ATN Operating Platform



Diversified Portfolio with Strong Competitive Position in Attractive, Small and Mid-Sized Markets

Domestic and International Markets

- 📍 9 US states in west & southwest (soon Alaska)
- 📍 Bermuda
- 📍 Cayman Islands
- 📍 Guyana
- 📍 US Virgin Islands

Key Offerings

- ✓ Data, voice & video services
- ✓ Fixed and mobile network operations
- ✓ Carrier services
- ✓ Enterprise communication services
- ✓ Fixed and mobile retail services

Our markets are mainly small and mid-sized, and we are top one or two provider in the market

We have a customer-centric approach = focus on curated communications solutions in served markets

We also make early-stage investments that target disruptive technologies to bring new communications solutions to our markets

Rapidly Growing Demand for Bandwidth and Reliable Connectivity

Technology Trends	Social Trends
<ul style="list-style-type: none">✓ IoT✓ Cloud✓ Digital Transformation✓ Big Data	<ul style="list-style-type: none">✓ Remote Work✓ Always Connected✓ Digital Natives✓ Video Streaming
Fiber & 5G	



The ATN Investment Story

Unique Business Model Supported by Strong Macro Trends

Unique Business Model



Executing Clear Strategies to Drive Growth

Strong Financial Profile

Capital Deployment Focused on Growing Cash Flows

Disciplined approach to capital deployment in legacy markets

Compelling investment opportunities to support existing operations and growth opportunities

Major communications infrastructure operations

Highly synergistic businesses in existing markets

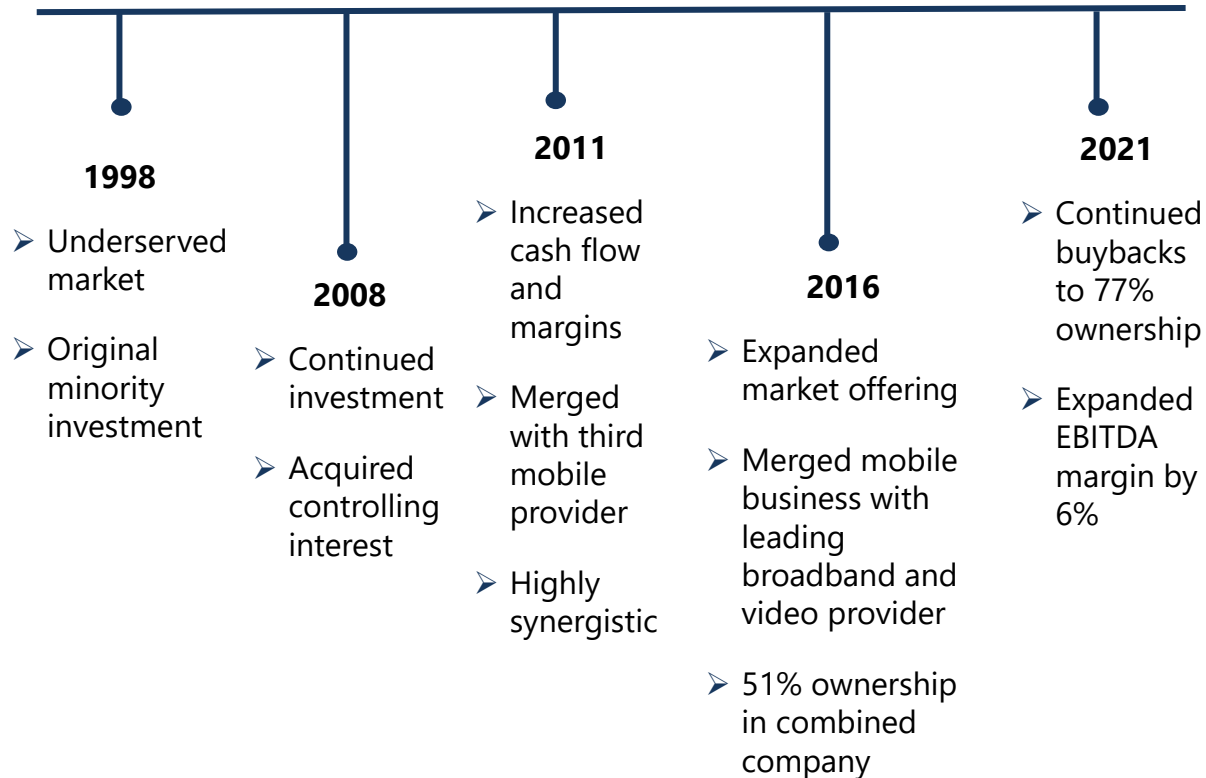


Attractive Risk-Adjusted Long-Term Returns With Upside Potential

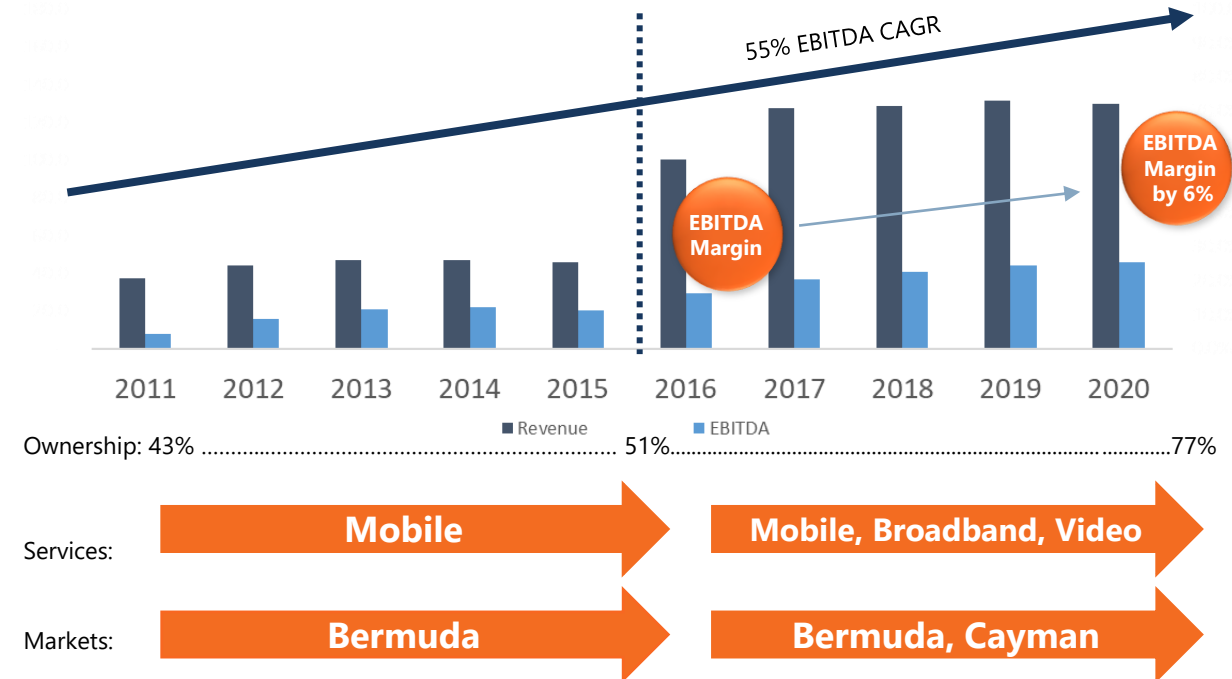
Bermuda Investment Profile Case Study

Demonstrated long-term success in stable markets with favorable profitability and fiber growth opportunities

Bermuda Business Highlights



Summary Financials



Alaska Communications Acquisition* Aligned with Capital Deployment Criteria

- ✓ Middle market telecom infrastructure operations with high recurring revenue
- ✓ Ability to leverage ATN Operating Platform to enhance Alaska Communications' operations and drive higher revenue growth, EBITDA margin and FCF

Rapid bid execution possible with financial partner Freedom 3 Capital and bank group support while retaining capital capacity

*Expected to close in 3Q 2021.



A leading provider of advanced broadband and managed IT services for business and consumers in Alaska

Revenues

\$241

Million

Adjusted EBITDA

\$64

Million

(Full-year 2020 results)



Key Recent Milestones Demonstrate Strategic Progress

☒ Agreement with F3 to Acquire Alaska Communications

☒ Sold Majority Stake in India Renewables Business

☐ Transition Domestic Telecom Revenue Mix

☐ Integrate Alaska Communications Acquisition

☐ Grow Addressable Market Through Additional Services:
Managed Services, Private Network, Fixed Wireless





The ATN Investment Story

Unique Business Model Supported By Strong Macro Trends

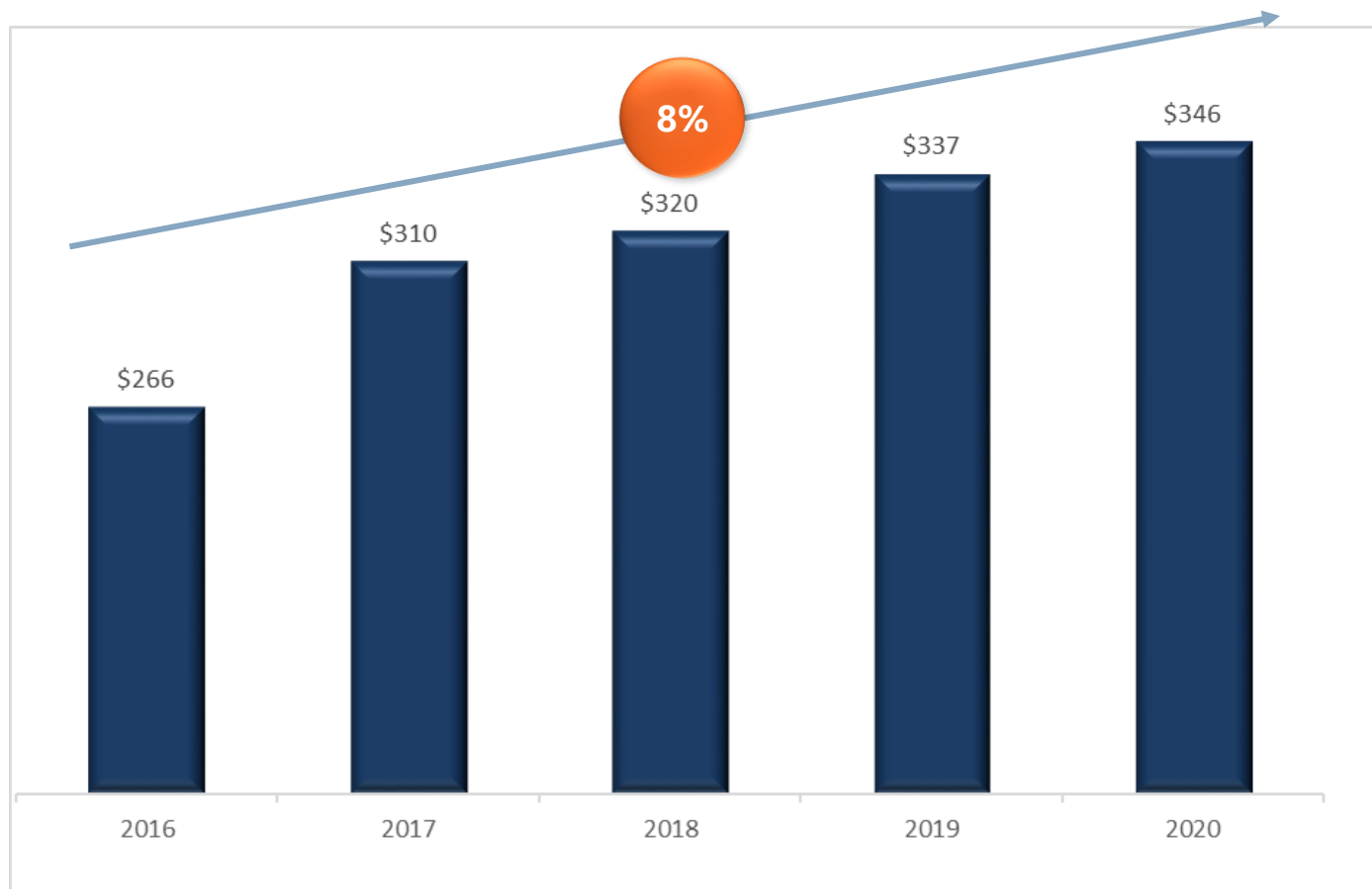
Unique Business Model

Executing Clear Strategies to Drive Growth



Strong Financial Profile

Track Record of Consistently Growing Recurring Revenue*



In millions

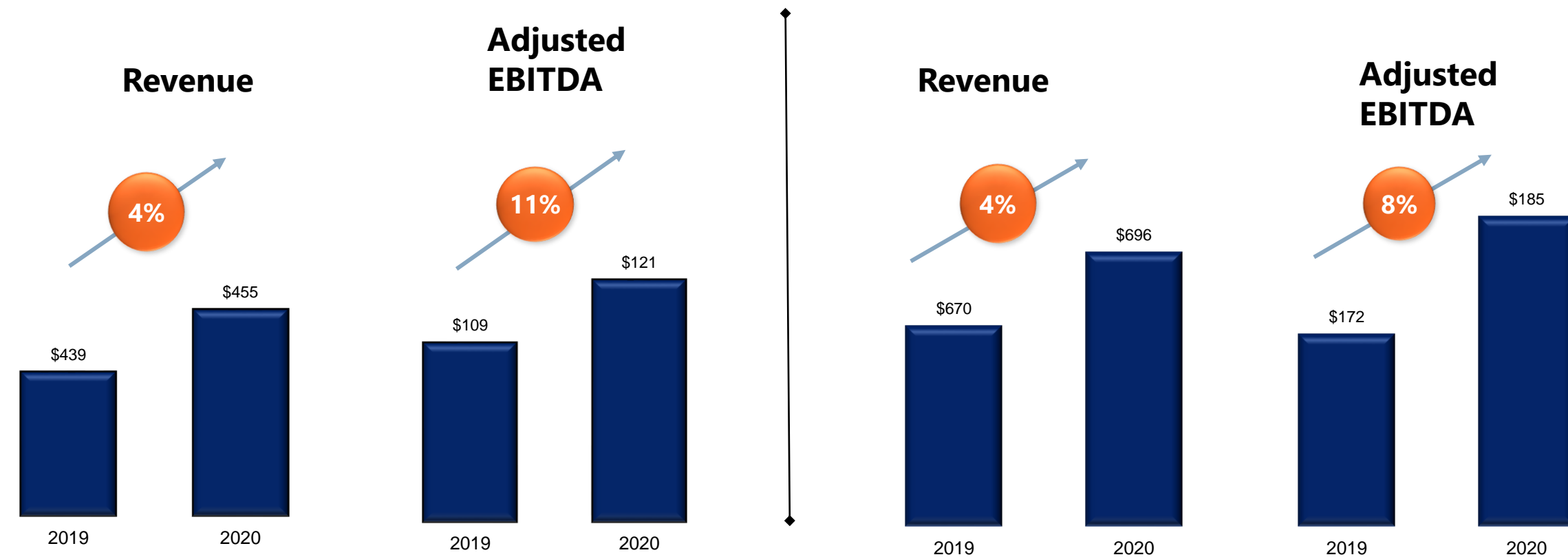
*Represents monthly recurring broadband, mobile, video and voice service revenue.

➔ 75% of Total Revenue today is Monthly Recurring Revenue

➔ 70% of Revenue is Pegged to US Dollar with remaining 30% stable for past 20 years

2020: Driving Strong Operating Leverage and Cash Flow

Pro Forma with Alaska



In millions

Strong Balance Sheet with Ample Debt Capacity

\$104M

Cash Position

\$73M

Debt Position

\$200M

Revolver
Capacity

\$127M

Returned to
Shareholders over
the past 5 years
thru Dividends &
Buybacks

As of December 31, 2020

Unique Business Model Supported By Strong Macro Trends



Strong Macro Trends Driving Growth Opportunities

Global digital
transformation and the
need for reliable
connectivity



Recurring Revenues with Growth Prospects

Established
subsidiaries provide
stable recurring
revenues & new
business opportunities



Proven Levers to Improve Margins & Cash Flow

ATN Operating
Platform drives
continuous
improvement



Tested Investment Model to Drive Higher EBITDA & Margins

Investment
model mitigates risk
& enables larger
capital deployment
opportunities

GAAP to Non-GAAP Reconciliation

ATN International, Inc.
Reconciliation of Non-GAAP Measures
(In Thousands)

For the quarter ended:		
	12/31/2020	12/31/2019
Operating income (loss)	\$ (14,700)	\$ (1,739)
Depreciation and amortization expense	22,222	24,255
EBITDA	7,522	22,516
Transaction-related charges	1,494	155
Impairment of goodwill	-	3,279
(Gain) Loss on disposition of assets	21,512	2,518
ADJUSTED EBITDA	30,528	28,468

For the year ended:		
	12/31/2020	12/31/2019
Operating income (loss)	\$ 9,180	\$ 13,377
Depreciation and amortization expense	88,311	89,125
EBITDA	97,491	102,502
Transaction-related charges	1,641	244
Impairment of goodwill	-	3,279
(Gain) Loss on disposition of assets	21,572	2,841
ADJUSTED EBITDA	120,704	108,866

GAAP to Non-GAAP Reconciliation

Alaska Communications Systems Group, Inc.
Reconciliation of Non-GAAP Measures
(In Thousands)

<i>For the quarter ended:</i>			
	<u>12/31/2020</u>	<u>12/31/2019</u>	
Net (loss) income	\$ (8,221)	\$ 2,627	
Add (subtract):			
Interest Expense	2,643	2,910	
Loss on the extinguishment of debt	-	-	
Interest Income	(18)	(94)	
Depreciation and amortization	10,560	9,851	
Other expense (income), net	8	17	
Loss on disposition of assets, net	117	55	
Income tax (benefit) expense	(232)	1,537	
Stock-based compensation	475	814	
Transaction-related costs	9,550	-	
Cash severance expense	-	120	
Net loss attributable to noncontrolling interest	19	17	
Adjusted EBITDA	\$ 14,901	\$ 17,854	

<i>For the year ended:</i>			
	<u>12/31/2020</u>	<u>12/31/2019</u>	
Net (loss) income	\$ (1,156)	\$ 4,835	
Add (subtract):			
Interest Expense	11,000	12,059	
	-	2,830	
Interest Income	(174)	(385)	
Depreciation and amortization	40,667	37,276	
Other expense (income), net	(439)	(175)	
Loss on disposition of assets, net	240	156	
Income tax (benefit) expense	2,665	2,765	
Stock-based compensation	1,693	1,580	
Transaction-related costs	9,550	-	
Cash severance expense	-	1,715	
Net loss attributable to noncontrolling interest	83	93	
Adjusted EBITDA	\$ 64,129	\$ 62,749	