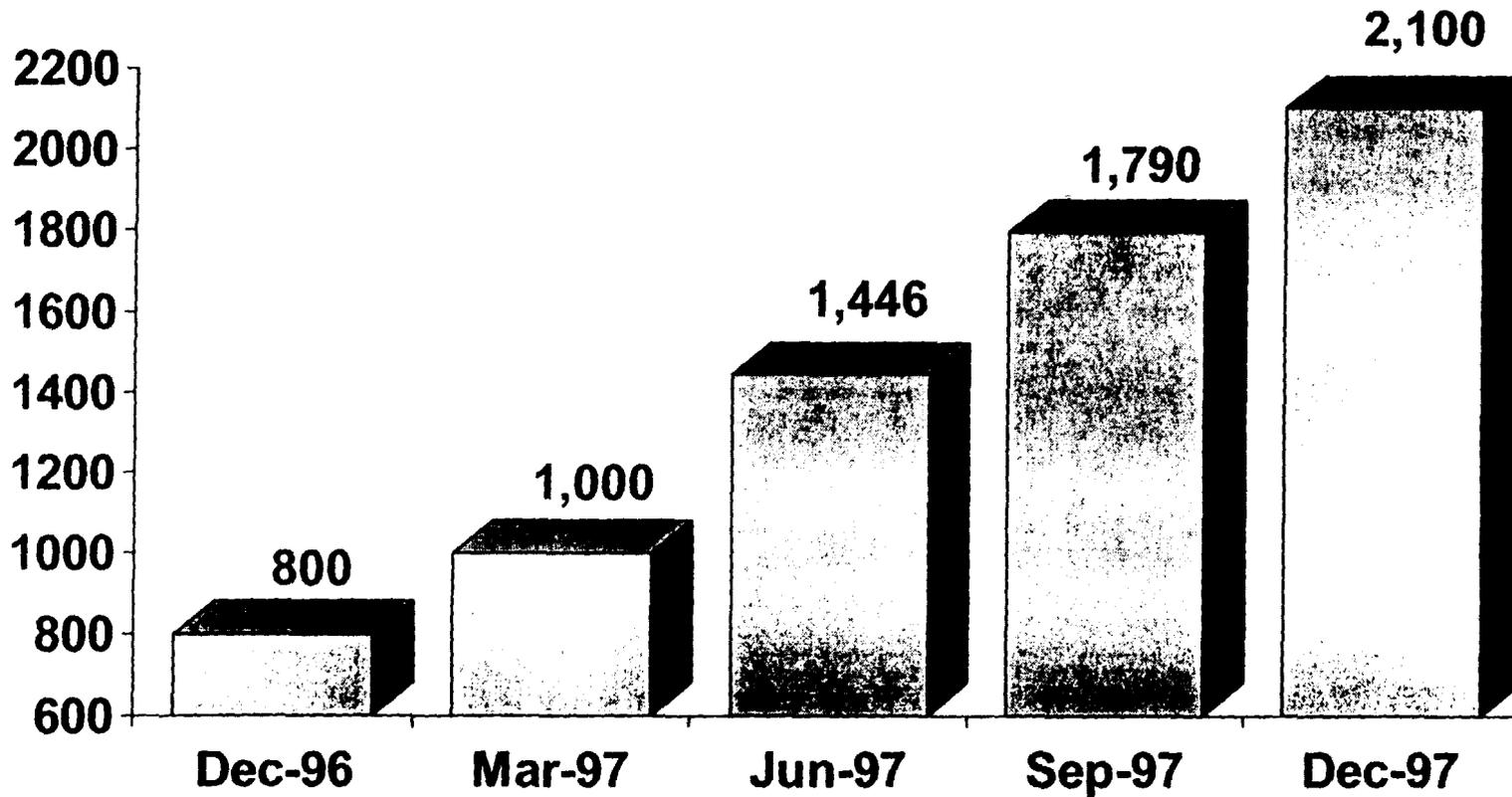


Important Measurements of Progress

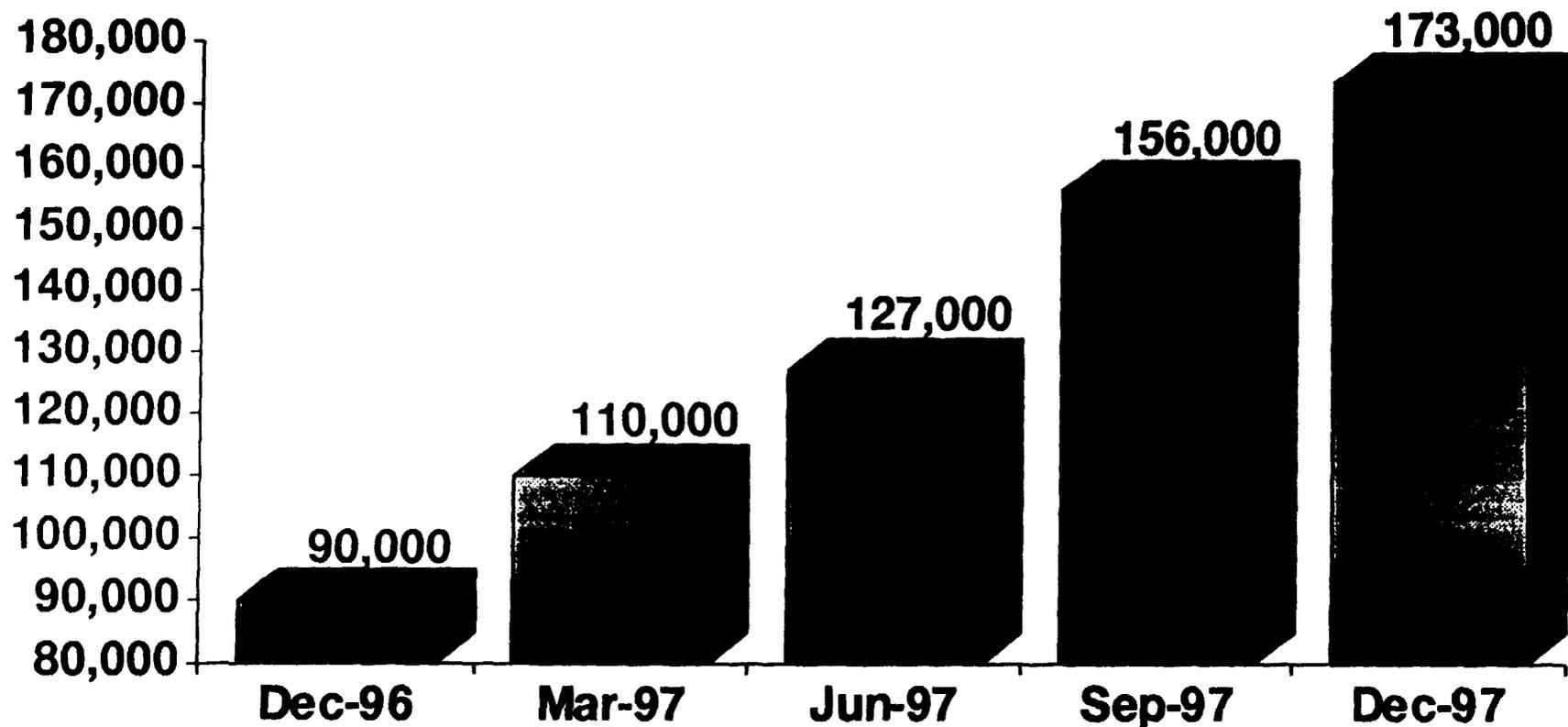
Roof Rights



WINSTARO

Important Measurements of Progress

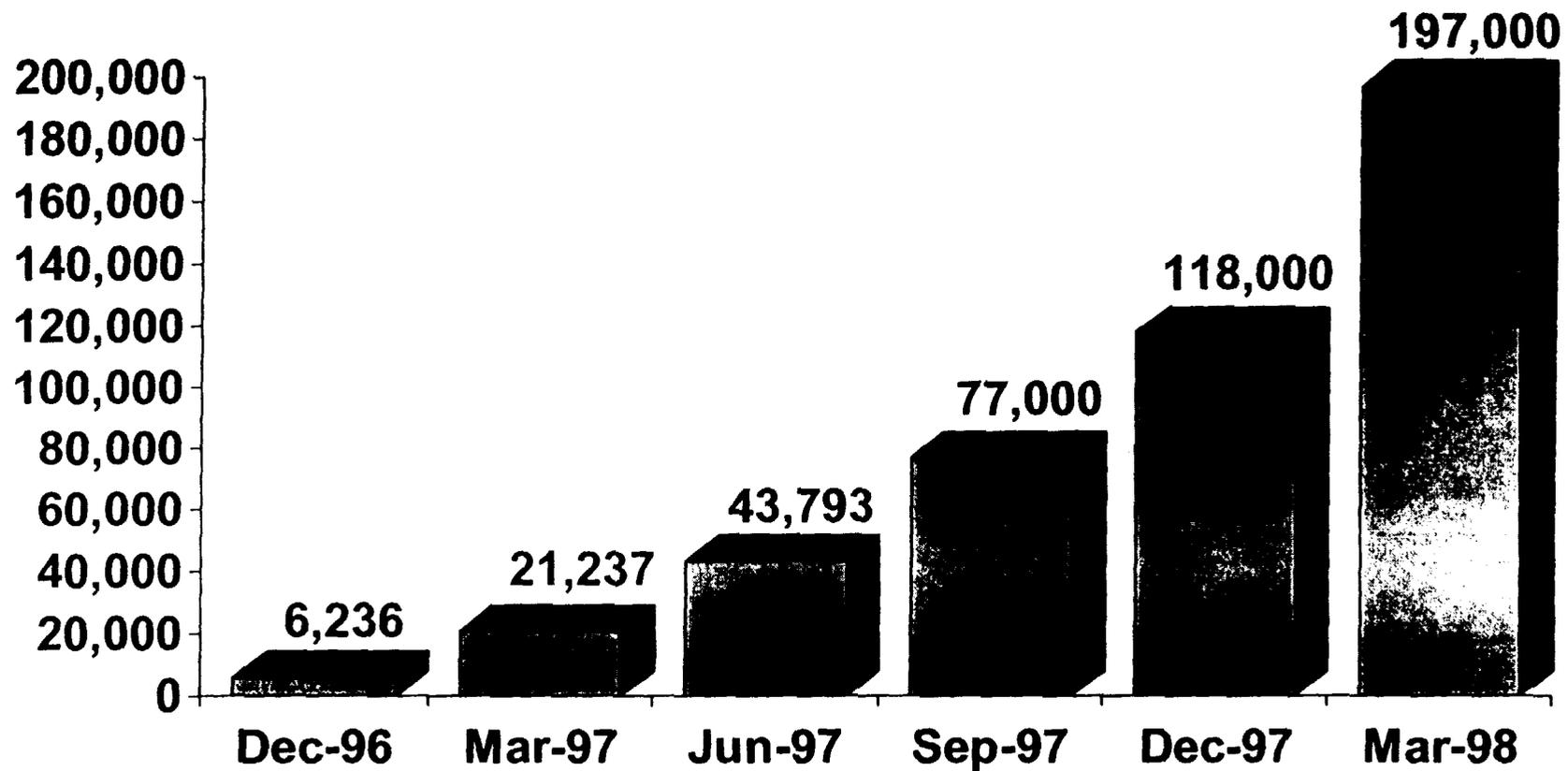
Voice grade equivalent circuits (VGEs)



WINSTARO

Important Measurements of Progress

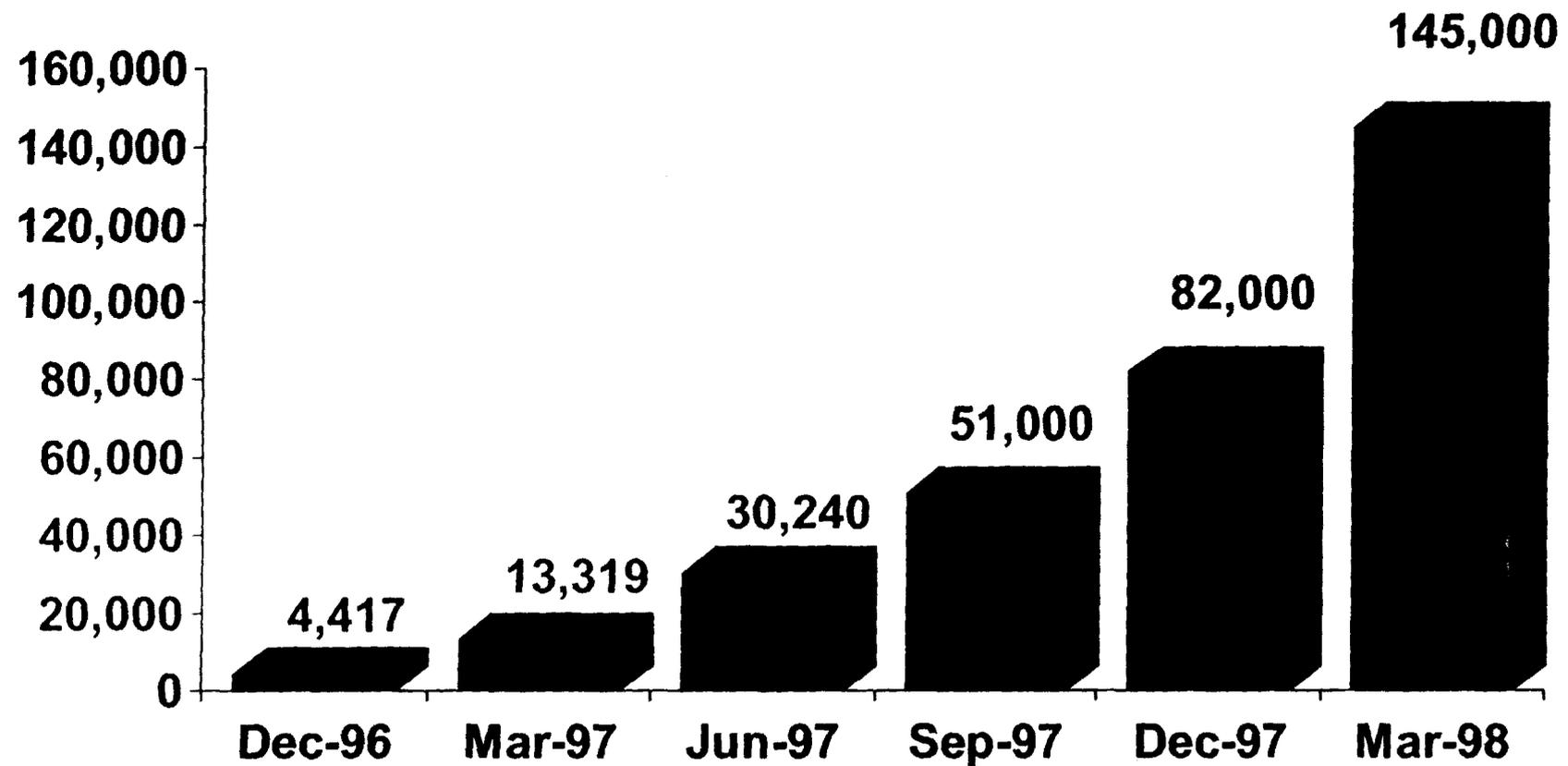
Cumulative lines ordered



WINSTAR

Important Measurements of Progress

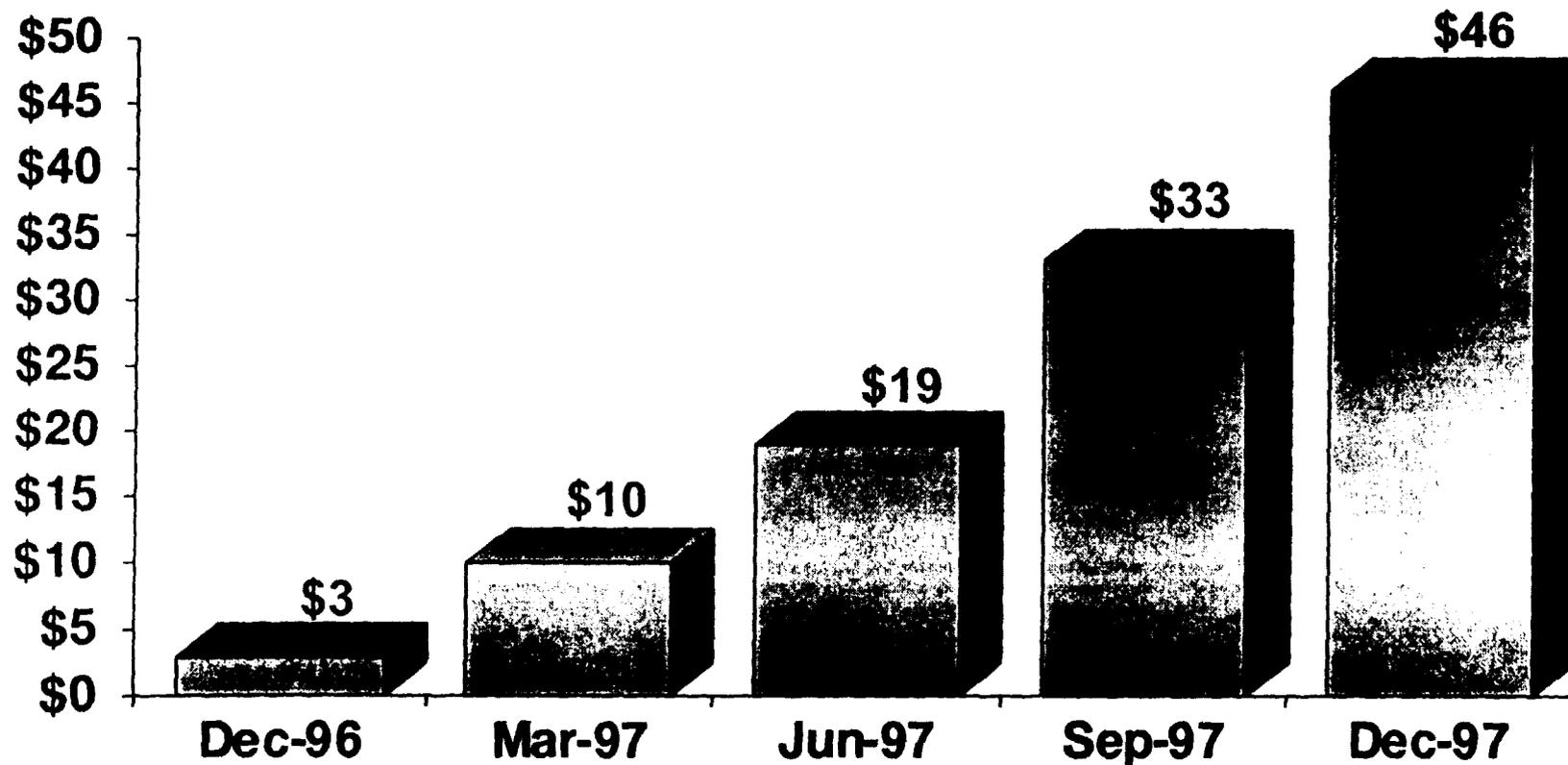
Cumulative lines installed



WINSTARO

Important Measurements of Progress

Annualized CLEC revs (\$ mil)



WINSTAR

Financial Summary

- **Annualized 1997 year-end revenues exceeded \$150 million**
- **Funds available approximate \$800 million**
- **Cap. Ex. planned at \$600 million 1998-1999**
- **EBITDA loss inflection point 4Q97**

WINSTARO

Outlook

- Continued strong growth in:
 - Roof rights
 - VGE's
 - Line orders
 - Line installations
 - CLEC revenues
- Increasing percentage of "on-net" traffic
- Improving margin for local and L.D. revenues
- Growth in high-margin, value-added information and data services
- Commercial deployment of multipoint network 1998 second half
- Gradual decline in quarterly EBITDA loss

WINSTAR 