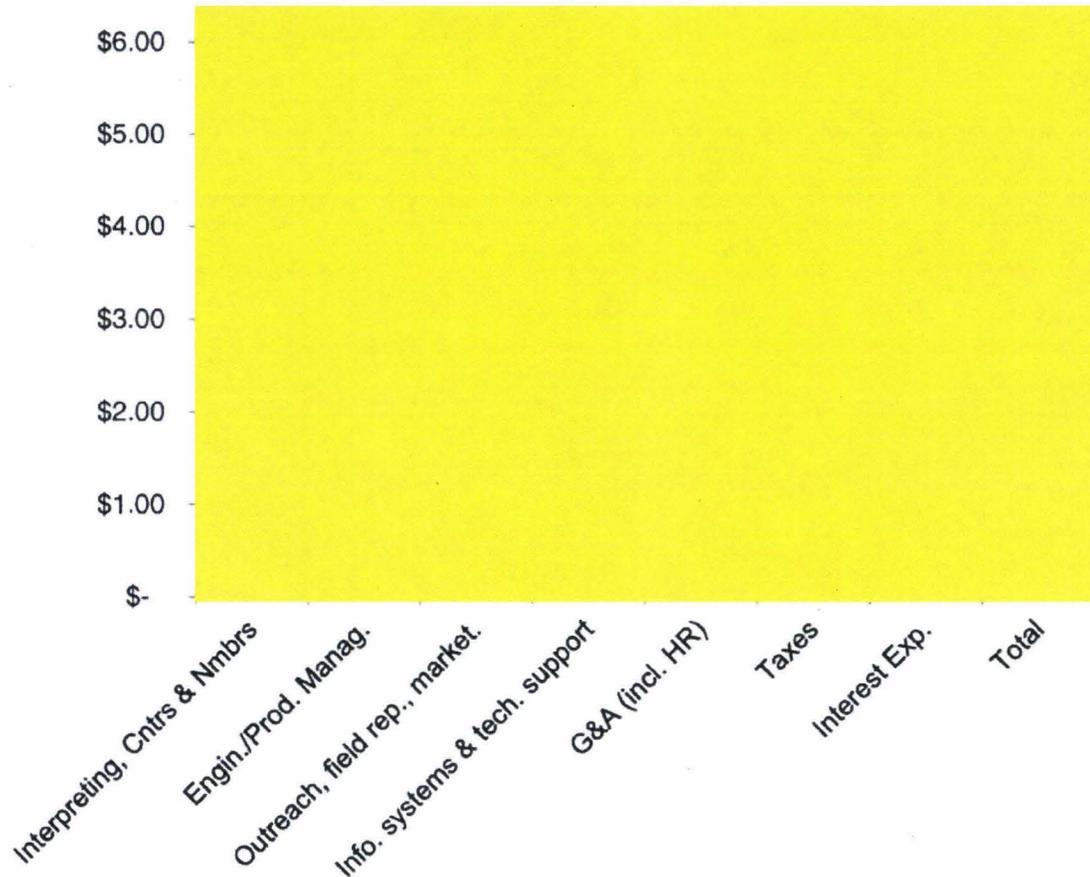


Taxes and G&A Cannot be a Significant Source of Cost Reductions

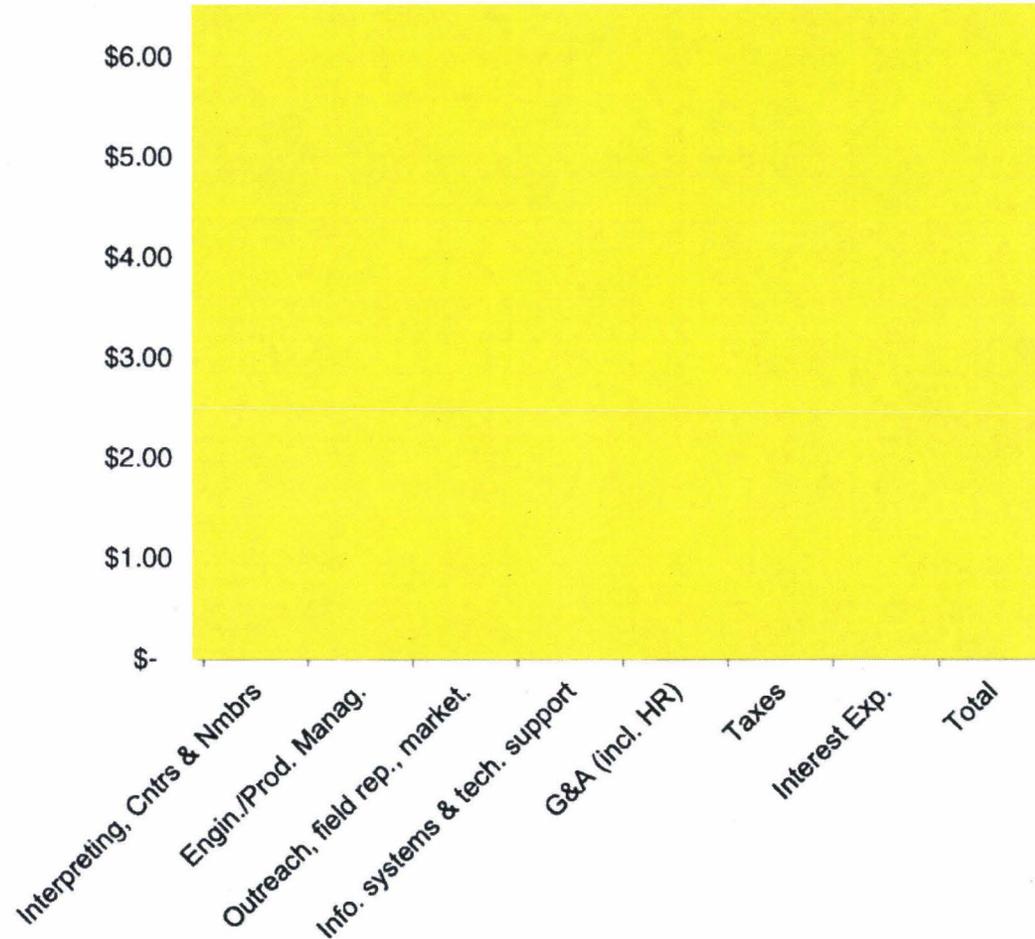
- Taxes cannot be voluntarily cut.
- G&A – [redacted] of costs are non-cash (*i.e.*, are already paid, but are assigned to this period) and thus cannot be reduced.
- Remainder are general, but necessary overhead, such as HR, legal, finance, accounting, executive management.



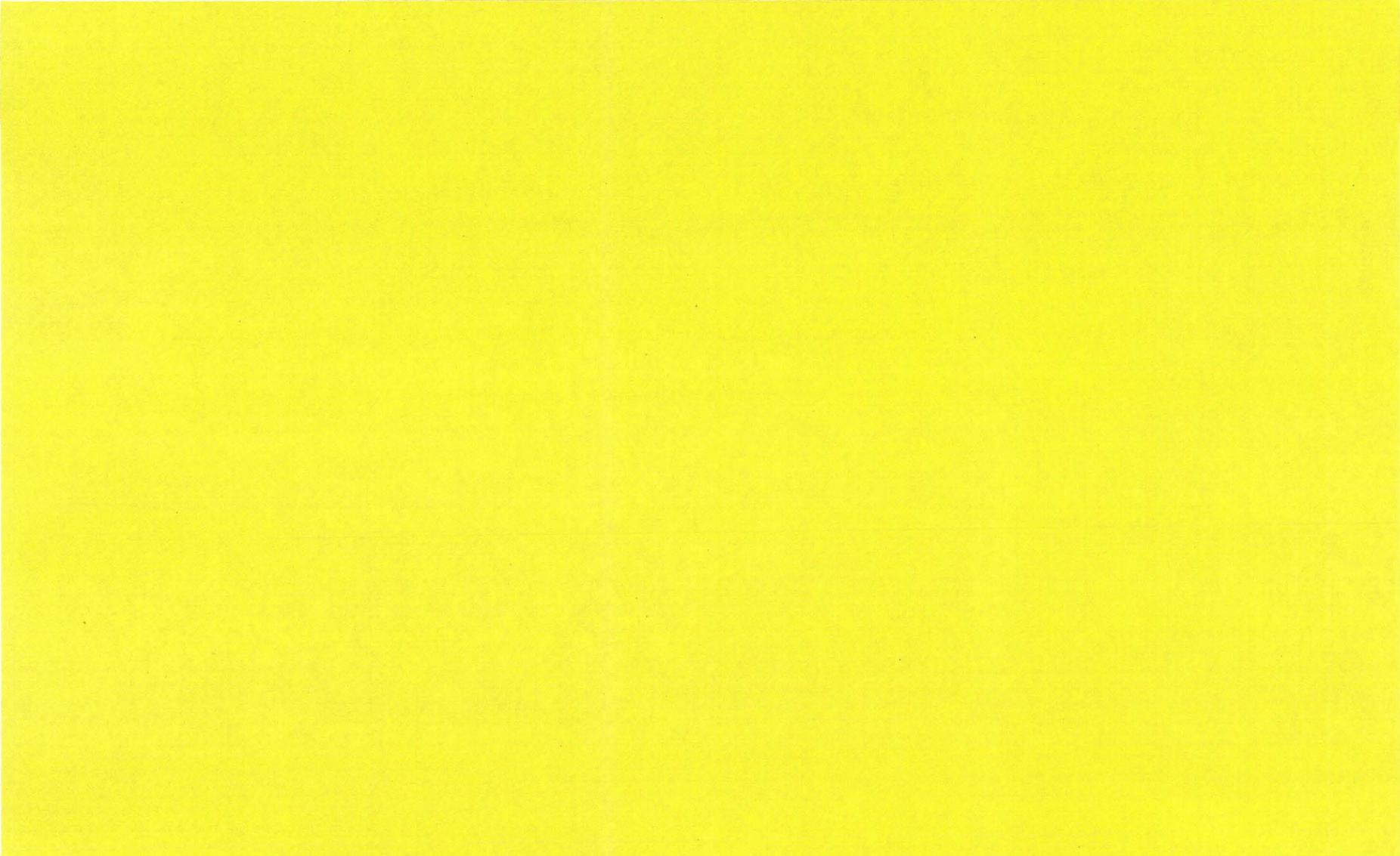
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 Text redacted pink denote CONFIDENTIAL INFORMATION
 Text redacted yellow denote HIGHLY CONFIDENTIAL INFORMATION

Financing Costs Cannot be Cut and are Reasonable

- [REDACTED]
- Absent a stable and transparent rate regime, interest costs will likely increase.
- [REDACTED]
- Interest costs from past common dividends are only approximately [REDACTED] of all other VRS costs.
- Sorenson's leverage ratio is consistent with other technology and communications companies.



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**HIGHLY CONFIDENTIAL INFORMATION SUBJECT TO SECOND PROTECTIVE ORDER IN CG
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Sorenson's Phased Transition is the Most Economically Rational and Least Disruptive

- Interim – Initial 2.5 year period of continued stable per minute rates during which interoperability changes, new-to-category and per user approaches are developed and implemented.
- Phase 1 (scale period) – 5 year transition to reduce other providers to the lowest average compensation of any provider.
- Phase 2 – 5 year intermediate rate of [REDACTED]
- Phase 3 – Price cap initialized at [REDACTED] with rates adjusted for productivity and inflation.



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Sorenson Screen of Highly Levered Communications and IT Companies

(\$ in millions)

Company	Primary Industry	Business Description	Enterprise Value	Market Cap	Revenue			EBITDA			Revenue Growth				EBITDA Growth				EBITDA Margin			Leverage	
					2011A	LTM	2012E	2011A	LTM	2012E	Historical		Projected		Historical		Projected		2011A	LTM	2012E	Total Debt / LTM EBITDA	Net Debt / LTM EBITDA
					1 Year	3Yr CAGR	1 Year	3Yr CAGR	1 Year	3Yr CAGR	1 Year	3Yr CAGR	1 Year	3Yr CAGR	1 Year	3Yr CAGR	1 Year	3Yr CAGR	2011A	LTM	2012E		
Cumulus Media Inc (NasdaqGS CMLS)	Broadcasting	Cumulus Media Inc., together with its subsidiaries, owns and operates commercial radio stations in the United States	\$3,332	\$450	\$550	\$737	\$1,101	\$177	\$233	\$445	108.7%	20.8%	100.4%	32.9%	113.1%	26.0%	151.6%	40.3%	32.2%	31.6%	40.4%	12.0x	11.9x
CC Media Holdings, Inc (OTCPK CCMO)	Broadcasting	CC Media Holdings, Inc operates as a diversified media and entertainment company primarily in the United States	20,049	253	6,161	6,201	6,408	1,822	1,769	2,066	5.0%	(2.7%)	4.0%	2.8%	11.5%	1.8%	13.4%	8.5%	29.6%	28.5%	32.2%	11.8x	11.0x
LBI Media Holdings Inc	Broadcasting	Liberman Broadcasting, Inc., a Spanish-language broadcasting company, owns and operates radio and television stations in the United States	NA	NA	84	90	NA	40	41	NA	18.4%	18.5%	NA	NA	19.1%	14.8%	NA	NA	48.2%	45.1%	NA	8.7x	8.7x
Level 3 Communications Inc (NYSE LVL3)	Alternative Carriers	Level 3 Communications, Inc. engages in the communications business in North America and Europe	12,371	4,610	4,333	5,005	6,487	865	987	1,479	20.7%	0.2%	49.7%	19.1%	11.0%	(4.3%)	71.0%	33.3%	20.0%	19.7%	22.8%	8.6x	7.9x
The Telx Group, Inc	Data Processing and Outsourced Services	The Telx Group, Inc. and its subsidiaries provide network neutral, global interconnect, and colocation solutions in the United States	NA	NA	130	138	NA	26	25	NA	32.4%	36.9%	NA	NA	30.1%	83.1%	NA	NA	20.1%	18.1%	NA	8.1x	5.5x
SBA Communications Corp (NasdaqGS SBAC)	Wireless Telecommunication Services	SBA Communications Corporation owns and operates wireless communications towers primarily in the United States, Canada, Costa Rica, El Salvador, Guatemala, Nicaragua, and Panama	9,436	6,385	698	723	884	432	454	550	11.4%	13.7%	26.6%	15.7%	17.2%	18.8%	27.2%	17.6%	61.9%	62.9%	62.2%	7.9x	6.7x
Terremark Worldwide, Inc	Internet Software and Services	Terremark Worldwide, Inc. provides utility-enabled managed IT infrastructure solutions in the United States and internationally	NA	NA	341	341	NA	82	82	NA	22.2%	28.3%	NA	NA	25.7%	45.6%	NA	NA	24.1%	24.1%	NA	7.4x	6.5x
Entertainment Communications Corporation (NYSE EVC)	Broadcasting	Entertainment Communications Corporation, together with its subsidiaries, operates as a diversified Spanish-language media company that utilizes a combination of television and radio operations to reach Hispanic consumers in the United States and the markets of Mexico. The company operates in two segments, Television Broadcasting and Radio Broadcasting	448	119	194	197	211	55	56	65	(3.0%)	(5.8%)	8.7%	1.9%	(13.1%)	(9.2%)	18.1%	6.6%	28.3%	28.7%	30.8%	6.7x	5.8x
CPI International Holding Corp	Electronic Components	CPI International Holding Corp., through its subsidiaries, provides microwave, radio frequency, power, and control products for the defense, communications, medical, industrial, and scientific markets worldwide	NA	NA	393	394	NA	56	55	NA	7.1%	2.8%	NA	NA	(1.2%)	(2.1%)	NA	NA	14.2%	14.0%	NA	6.6x	6.0x
Entertainment Communications Corp (NYSE ETM)	Broadcasting	Entertainment Communications Corp. operates as a radio broadcasting company in the United States	785	190	383	380	400	92	94	111	(2.2%)	(4.5%)	4.6%	NA	(16.1%)	(12.0%)	21.0%	NA	24.0%	24.6%	27.8%	6.5x	6.3x
Crown Castle International Corp (NYSE CCI)	Wireless Telecommunication Services	Crown Castle International Corp., together with its subsidiaries, owns, operates, and leases shared wireless infrastructure primarily in the United States, Puerto Rico, and Australia	23,601	16,244	2,033	2,085	2,251	1,271	1,309	1,461	8.2%	10.0%	10.8%	8.2%	12.3%	14.9%	14.9%	10.1%	62.5%	62.7%	64.9%	6.4x	5.6x
Mediacom Communications Corporation	Alternative Carriers	Mediacom Communications Corporation engages in the development and operation of cable systems serving homes and businesses in smaller cities and towns in the United States	NA	NA	1,460	1,492	NA	534	541	NA	4.2%	6.5%	NA	NA	5.5%	6.7%	NA	NA	36.6%	36.3%	NA	6.3x	6.1x
Spanish Broadcasting System Inc (NasdaqGM SBSA)	Broadcasting	Spanish Broadcasting System, Inc., together with its subsidiaries, operates as a Spanish-language media and entertainment company in the United States	371	24	141	142	NA	44	45	NA	3.6%	(4.8%)	NA	NA	12.4%	31.7%	NA	NA	31.1%	31.4%	NA	6.3x	5.7x
Leap Wireless International Inc (NasdaqGS LEAF)	Wireless Telecommunication Services	Leap Wireless International, Inc., together with its subsidiaries, provides digital wireless services under the "Cricket" brand name in the United States	3,083	398	3,071	3,117	3,372	494	516	631	13.9%	14.8%	9.8%	7.0%	7.7%	9.2%	27.8%	19.0%	16.1%	16.6%	18.7%	6.2x	5.0x
Allbritton Communications Co	Broadcasting	Allbritton Communications Company owns and operates ABC network-affiliated television stations in the United States	NA	NA	192	195	NA	70	74	NA	(5.8%)	(2.4%)	NA	NA	(17.6%)	3.1%	NA	NA	36.7%	37.9%	NA	6.2x	6.1x
Liberty Global Inc (NasdaqGS LBTY A)	Cable and Satellite	Liberty Global, Inc. provides video, broadband Internet, and telephony services primarily in Europe and Chile	38,375	12,431	9,511	9,790	10,447	4,354	4,494	4,913	13.7%	7.6%	9.8%	6.6%	15.6%	11.3%	12.9%	9.1%	45.8%	45.9%	47.0%	6.1x	5.7x
Otelco Inc	Integrated Telecommunication Services	Otelco Inc. provides a range of telecommunications services on a retail and wholesale basis	NA	NA	102	102	101	45	45	44	(2.4%)	9.7%	(1.1%)	(4.3%)	(10.3%)	6.9%	(1.0%)	(5.3%)	44.1%	44.0%	44.1%	6.1x	5.7x
Nexstar Broadcasting Group, Inc (NasdaqGM NXST)	Broadcasting	Nexstar Broadcasting Group, Inc., a television broadcasting and digital media company, focuses on the acquisition, development, and operation of television stations and interactive community Websites in medium-sized markets in the United States	805	194	306	320	371	96	105	147	(2.2%)	2.5%	21.2%	7.8%	(14.5%)	0.2%	53.0%	15.5%	31.4%	32.8%	39.7%	5.9x	5.8x
Consolidated Communications Holdings Inc (NasdaqGS CNSL)	Integrated Telecommunication Services	Consolidated Communications Holdings, Inc., together with its subsidiaries, provides telecommunications services to residential and business customers in Illinois, Texas, and Pennsylvania	1,244	440	374	372	367	154	153	185	(2.4%)	(3.6%)	(1.9%)	NA	0.6%	(3.4%)	20.4%	NA	41.1%	41.1%	50.5%	5.9x	5.2x
Hughes Satellite Systems Corporation	Alternative Carriers	Hughes Satellite Systems Corporation provides satellite and Internet access services primarily in North America	NA	NA	953	1,232	NA	358	435	NA	263.3%	74.4%	NA	NA	94.1%	38.3%	NA	NA	37.6%	35.3%	NA	5.8x	5.1x
Cequec Communications Holdings I, LLC	Cable and Satellite	Cequec Communications Holdings I, LLC, through its subsidiaries, provides cable services to residential and commercial customers in the United States	NA	NA	1,901	1,959	NA	712	742	NA	12.5%	9.8%	NA	NA	16.0%	13.3%	NA	NA	37.5%	37.9%	NA	5.7x	5.4x
Salem Communications Corp (NasdaqGS SALM)	Broadcasting	Salem Communications Corporation, a multi-media company, develops programs for audiences interested in Christian and conservative opinion content	393	123	218	221	220	51	51	65	5.7%	(0.7%)	0.8%	NA	1.9%	0.0%	27.4%	NA	23.4%	23.2%	29.5%	5.3x	5.3x
Cablevision Systems Corporation (NYSE CVC)	Cable and Satellite	Cablevision Systems Corporation operates as a telecommunications and media company	13,810	3,131	6,701	6,704	6,754	2,250	2,210	2,144	8.5%	2.0%	0.8%	2.0%	8.5%	1.2%	(4.7%)	0.1%	33.6%	33.0%	31.7%	5.0x	4.8x
Cox Communications, Inc	Cable and Satellite	Cox Communications, Inc. operates as a broadband communications and entertainment company for residential and commercial customers in the United States	NA	NA	6,722	6,722	NA	2,680	2,680	NA	10.1%	10.1%	NA	NA	13.8%	14.3%	NA	NA	39.6%	39.6%	NA	4.9x	4.9x
Charter Communications Inc (NasdaqGS CHTR)	Cable and Satellite	Charter Communications, Inc. through its subsidiaries, provides entertainment, information, and communications solutions to residential and commercial customers in the United States	19,307	6,445	7,204	7,261	7,519	2,640	2,624	2,750	2.1%	3.6%	4.4%	4.7%	2.6%	4.9%	4.2%	5.1%	36.6%	36.1%	36.6%	4.9x	4.9x
Cincomat Bell Inc (NYSE CBB)	Integrated Telecommunication Services	Cincomat Bell Inc., together with its subsidiaries, provides telecommunications and technology services	3,348	694	1,462	1,464	1,481	522	518	532	6.2%	1.4%	1.3%	1.3%	4.1%	2.8%	2.0%	2.2%	35.7%	35.4%	35.9%	4.9x	4.9x
Insight Communications Company, Inc	Cable and Satellite	Insight Communications Company, Inc., a cable operator, provides communications services to homes and businesses in the United States	NA	NA	1,053	1,072	NA	343	372	NA	7.3%	(5.9%)	NA	NA	10.6%	(10.8%)	NA	NA	32.6%	34.8%	NA	4.7x	4.6x
Windstream Corporation (NasdaqGS WIN)	Integrated Telecommunication Services	Windstream Corporation provides communications and technology solutions in the United States	14,412	5,507	4,286	4,808	6,185	1,887	1,969	2,416	15.5%	10.6%	44.3%	13.3%	4.1%	4.6%	28.0%	9.6%	44.0%	40.9%	39.1%	4.6x	4.5x
Zayo Group Inc	Alternative Carriers	Zayo Group Inc. provides bandwidth infrastructure, and network-neutral colocation and interconnection services	NA	NA	319	350	NA	122	169	NA	38.4%	NA	NA	NA	71.8%	NA	NA	NA	38.1%	45.4%	NA	4.5x	4.4x

Companies with >5.0x Total Debt / EBITDA 23

Companies with >6.0x Total Debt / EBITDA 17

Companies with >7.0x Total Debt / EBITDA 7

Source: Capital IQ