

# HIGH RISK REPORT WINDSTREAM HOLDINGS, INC.

**December 27, 2017** 



CreditRiskMonitor's assessment of Windstream Holdings, Inc.'s ("Windstream") "high risk" status has been determined by a combination of factors:

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#### MONTHLY AVERAGE FRISK® SCORE

CreditRiskMonitor's proprietary FRISK® score has Windstream Holdings, Inc. (NASDAQ: WIN) at a 2, one of the highest probabilities of bankruptcy in the next 12 months.

Business Name	2016	2017	2017	2017	2017	2017	2017	2017	2017	2017	2017	2017	2017
Dusiliess Maille	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT NOV DE	DEC	
Windstream Holdings, Inc.	3	3	3	3	3	3	3	3	2	2	1	2	2

The FRISK® score is
96% accurate in predicting
the risk of corporate
failure/bankruptcy over
a 12-month horizon.
All FRISK® scores are
recalculated every night
for each subsequent
12-month period.

	Pro Pro	bability of bankru	ptcy within 12 months
	rkisk	From	То
Best	10	0.00%	0.12%
	9	0.12%	0.27%
	8	0.27%	0.34%
	7	0.34%	0.55%
	6	0.55%	0.87%
	5	0.87%	1.40%
	4	1.40%	2.10%
	3	2.10%	4.00%
	2	4.00%	9.99%
Worst	1	9.99%	50.00%

While the percentage risk of bankruptcy varies at each FRISK® score, 96% of public companies that eventually go bankrupt enter the FRISK® "red zone" prior to filing. A FRISK® score of 5 or less is an important warning sign.

### THE FRISK® SCORE COMPONENTS

At the core of the CreditRiskMonitor process is our 96% accurate FRISK® score, which indicates a company's level of financial stress on a scale of 1 to 10, based on the probability of bankruptcy over a 12-month horizon. The FRISK® score incorporates a number of powerful risk indicators including:

A "Merton" type model using stock market capitalization and volatility Financial ratios, including those used in the Altman Z"-Score Model

Bond agency ratings from S&P, Moody's and Fitch (when available)

# Crowdsourced CreditRiskMonitor Usage Data

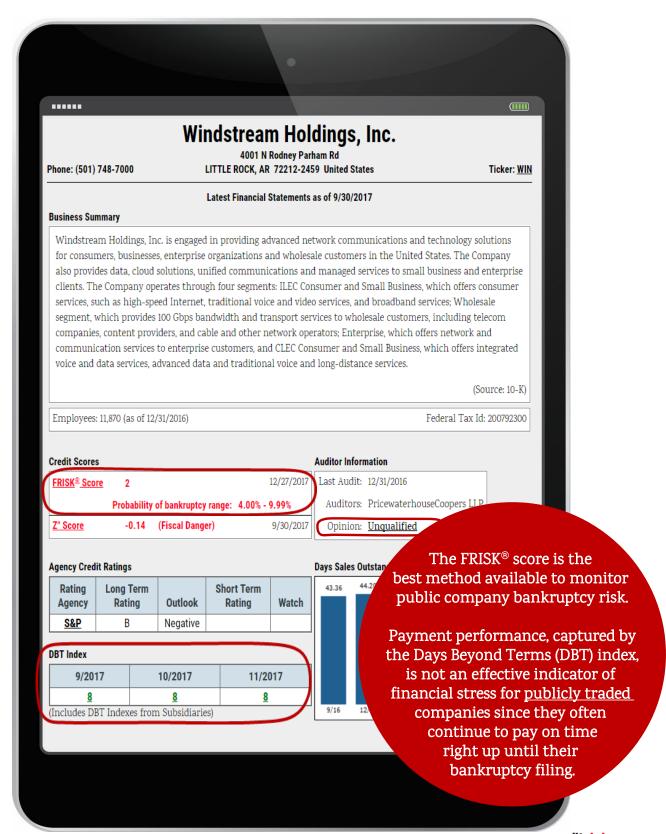
**Crowdsourcing**, has enhanced the accuracy and timeliness of the FRISK® score. We collect and analyze data patterns from thousands of CreditRiskMonitor subscribers, including professionals from more than 35% of the Fortune 1000 and other large corporations worldwide.

The crowdsourcing advantage is even more powerful in our FRISK® score since many of the professionals who use our service are credit managers:

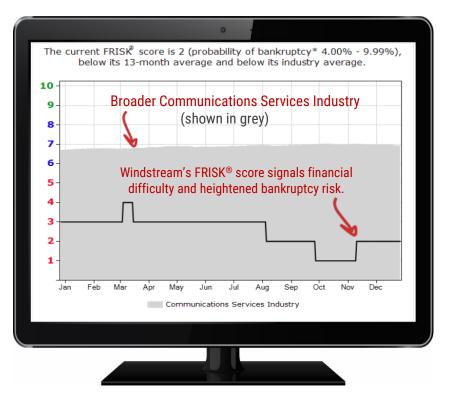
- Credit managers have a pulse on the external fusion of capital going into a company
- They are not held to the same "Fair Disclosure" restrictions that prevent nondisclosed information sharing on public companies
- Credit managers use a variety of non-public information sources such as their own company's management and sales representatives to be alerted to concerns in a public company's performance
- It is commonly known credit managers confidentially share information with other credit managers, thus collectively, their behavior helps to provide advanced insight to financial problems in public companies

Read more in Credit Research Foundation's quarterly journal article, "Assessing Public Company Financial Risk by Crowdsourcing the Research of Credit Professionals"

#### **COMPANY REPORT DETAIL**



# FRISK® DEEP DIVE



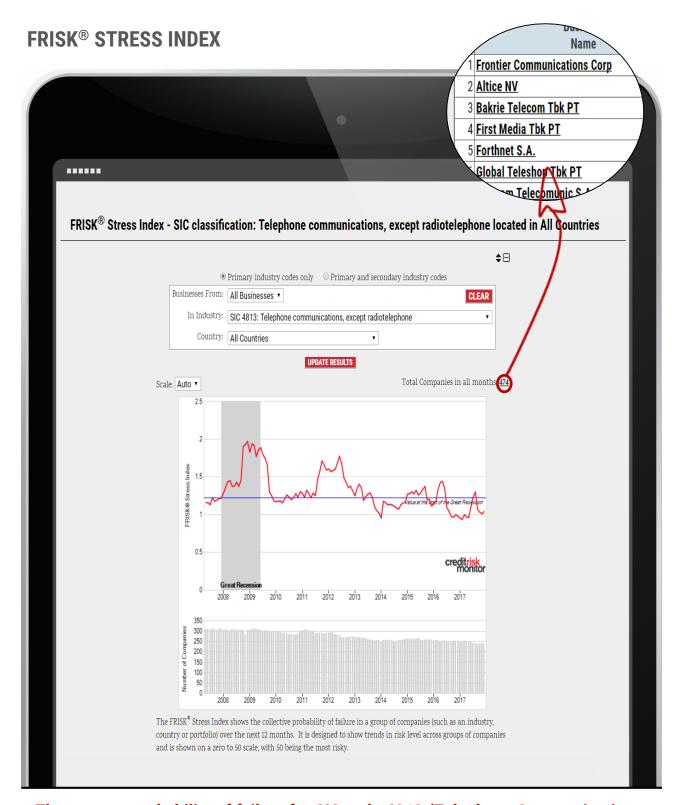
The FRISK® score relative to the broader Communications Services industry raises an additional red flag signaling heightened risk relative to peers, as well...

# MAKING IMMEDIATE ATTENTION REQUIRED.

# **ADJUSTED MARKET CAP VOLATILITY**

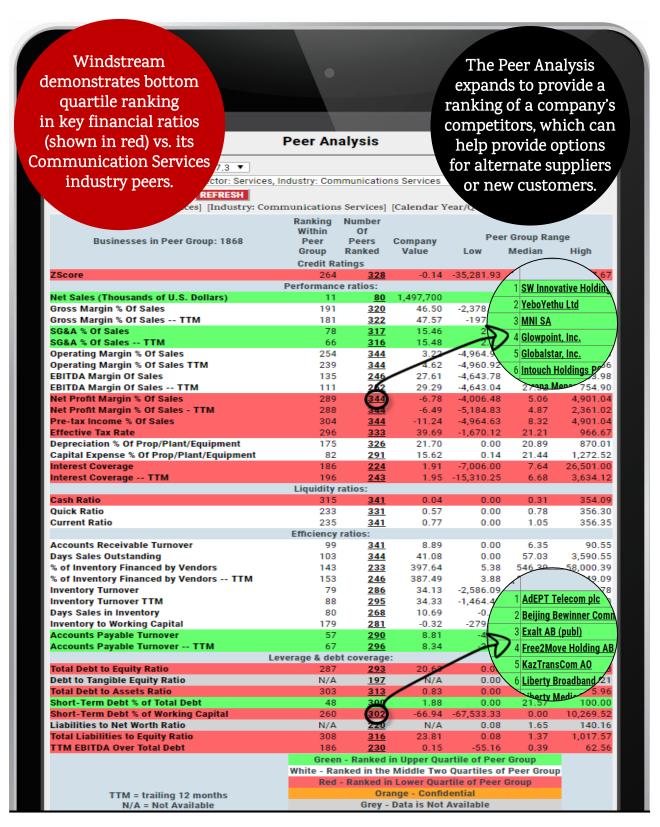


One of the inputs of the FRISK® score is a company's market cap volatility, adjusted for dividends, over the course of a year. Incorporating this information allows us to capture the "wisdom of markets" on a daily basis. This ensures our subscribers are getting the most up to date view of the risks they face since stocks tend to be more liquid and faster moving than bond prices and ratings.



The average probability of failure for SIC code 4813 (Telephone Communications, except Radiotelephone) reflects an industry subsector with low risk. But, Windstream has continued to struggle, as evidenced by its FRISK® score of 2.

#### PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS



# **QUARTERLY PERFORMANCE RATIOS**

Year-over-year					
perating margin					
					(1111)
decreased 56%					
to \$48.2M Performa	ince Ratios	- Sequenti	ial Quarter	'S	
	(Thousands	of U.S. Dollars)			
200000	3 mos	3 mos	3 mos	3 mos	3 mos
Period Ended	9/30/2017	6/30/2017	3/31/2017	12/31/2016	9/30/2016
Net Sales \$ % change	<b>\$1,497,700</b> 0.41%	\$1,491,600 9.22%	\$1,365,700 4.32%	\$1,309,100 -2.66%	\$1,344,900 -1.08%
Gross Margin \$	\$696,400	\$714,400	\$662,500	\$620,900	\$645,900
% change	-2.52%	7.83%	6.70%	-3.87%	-3.34%
% of sales	46.50%	47.89%	48.51%	47.43%	48.03%
change as % of incremental sales	-295.08%	41.22%	73.50%	n/m	n/m
SG&A\$	\$231,500	\$225,300	\$213,300	\$206,900	\$190,100
% change	2.75%	5.63%	3.09%	8.84%	-3.45%
% of sales	15.46%	15.10%	15.62%	15.80%	14.13%
change as % of incremental sales	101.64%	9.53%	11.31%	n/m	n/m
Operating margin \$ % change	\$ <b>48,200</b> -54,87%	\$106,800 149.53%	<b>\$42,800</b> -32.81%	<b>\$63,700</b> -41,72%	\$109,300 -43.10%
% of sales	-34.87% 3.22%	7.16%	-32.81%	-41.72% 4.87%	-43.10% 8.13%
change as % of incremental sales	-960.66%	50.83%	-36.93%	n/m	n/m
EBITDA \$	\$413,500	\$469,100	\$382,000	\$394,500	\$430,900
% change	-11.85%	22.80%	-3.17%	-8.45%	-13.54%
% of sales	27.61%	31.45%	27.97%	30.14%	32.04%
change as % of incremental sales	-911.48%	69.18%	-22.08%	n/m	n/m
EBIT \$	\$48,100	\$106,700	\$43,500	\$65,000	\$109,900
% change	-54.92%	145.29%	-33.08%	-40.86%	-42.22%
% of sales	3.21%	7.15%	3.19%	4.97%	8.17%
change as % of incremental sales Pre-tax income \$	-960.66% ( <b>\$168,300</b> )	50.20% (\$107,700)	-37.99%	n/m (\$142,100)	n/m (\$108,600)
% change	-56.27%	36.01%	(\$168,300) -18.44%	-30.85%	-996.97%
% of sales	-11.24%	-7.22%	-12.32%	-10.85%	-8.07%
change as % of incremental sales	-993.44%	48.13%	-46.29%	n/m	n/m
Net income (loss) \$	(\$101,500)	(\$68,100)	(\$111,300)	(\$86,900)	(\$66,200)
% change	-49.05%	38.81%	-28.08%	-31.27%	513.33%
% of sales	-6.78%	-4.57%	-8.15%	NL	et loss
change as % of incremental sales	-547.54%	34.31%	-43.11%		
Tax expense \$ Effective tax rate	(\$66,800)	(\$39,600)	(\$57,000)	ane	d poor
Depreciation expense \$	39.69% <b>\$300,600</b>	36.7/% \$298,500	33.87% <b>\$289,700</b>	in	terest
% of sales	20.07%	20.01%	21.21%		
% of capital expenses	138.91%	112.90%	119.02%		age ratio
% of PP&E, net (annualized)	21.70%	21.45%	21.34%	in t	he last
Capital expenditures \$	\$216,400	\$264,400	\$243,400		quarters
% change	-18.15%	8.63%	2.96%	TIVE (	quarters_
% of PP&E, net (annualized)	15.62%	19.00%	17.93%	1.	A.
% of working capital (annualized)	-286.91%	-331.12%	-268.36%	-307.46%	-408.83%
Interest coverage ratio	1.91	2.19	1.80	1.90 -3.41%	1.97
ohanga .	-12.67%	21.31%	-5.32%		-15.12%
% change		(\$43 200)	(\$110 000)	SEE OUU	(\$45.500)
Free cash flow \$	\$55,300	(\$43,200) 61.05%	(\$110,900) -268,29%	\$65,900 244.84%	( <b>\$45,500</b> ) -189.57%
		( <b>\$43,200</b> ) 61.05% 10-Q	(\$110,900) -268.29% 10-Q	\$65,900 244.84% 10-K	-189.57% 10-Q

# **QUARTERLY LEVERAGE RATIOS**

Total debt. in relation to tangible net worth signals heightened **Leverage Ratios - Sequential Quarters** risk (Thousands of U.S. Dollars) Period Ended 9/30/2017 6/30/2017 3/31/2017 12/31/2016 9/30/2016 Total debt \$ \$10.752.500 \$10,497,600 \$10,439,100 \$9,864,200 \$9,906,300 % change 2.43% 0.56% 5.83% -0.43% 0.86% Stockholders' equity \$ \$521,200 \$722,400 \$170,000 \$250,300 \$630,200 % change -17.30% -12.76% 324.94% -32.08% -23.97% Total debt to equity ratio 20.63 16.66 14.45 58.02 39.58 % change 23.85% 15.27% -75.10% 46.61% 32.65% Tangible net worth \$ (\$5,687,000) (\$5,447,700) (\$5,328,600) (\$5,545,500) (\$5,364,100) % change -4.39% 1.76% -3.38% -0.67%-0.62% Total assets \$ \$12,928,600 \$12,706,200 \$12,904,200 \$11,770,000 \$11,823,600 1.75% -1.53% % change 9.64% -0.45% 0.02% Total debt to assets ratio 0.83 0.83 0.81 0.84 0.84 % change 0.67% 2.13% -3.47% Unfavorable Tangible assets \$ \$6,720,400 \$6,628,300 \$6,636,300 total liabilities to % change 1.39% -0.12% 6.42% equity and total debt Short-term debt \$ \$202,500 \$197,100 \$192,200 to EBITDA % change 2.74% 2.55% 4.68% Short-term debt % of total debt (annualized) ratios 1.88% 1.88% 1.84% 0.30% 1.98% -1.08% % change in the last five Short-term debt % of working capital -66.94% -65.50% -56.88% quarters % change -2.20% -15.16% -20.11% 39.4 Total liabilities \$ \$12,076,000 \$12,407,400 \$12,181,800 \$11,600,000 \$11,573,300 % change 2.74% -0.87%5.02% 0.23% 0.70% Total liabilities to equity ratio 19.16 46.24 23.81 16.86 68.24 % change 24.23% -75.29% 47.58% 32.45% 13.63% Total debt to EBITDA ratio (annualized) 6.50 5.59 6.83 6.25 5.75 16.65% % change 16.20% -18.11% 9.29% 8.76% Source: 10-Q 10-0 10-0 10-K 10-0 11/9/2017 8/3/2017 5/8/2017 3/1/2017 11/7/2016

# **QUARTERLY LIQUIDITY RATIOS AND RATES OF RETURN**

Negative working capital	working capital  Liquidity Ratios - Sequential Quarters (Thousands of U.S. Dollars)  and current ratios					
Period Ended	9/30/2017	6/30/2017	3/31/2017	12/31/2016	9/30/2016	
Current assets \$	\$1,008,800	\$926,900	\$963,100	\$866,900	\$921,000	
% change	8.84%	-3.76%	11.10%	-5.87%	5.66%	
% of short-term debt	498.17%	470.27%	501.09%	472.17%	517.71%	
Current liabilities \$	\$1,311,300	\$1,227,800	\$1,301,000	\$1,254,600	\$1,148,400	
% change	6.80%	-5.63%	3.70%	9.25%	2.54%	
Working capital \$	(\$302,500)	(\$300,900)	(\$337,900)	(\$387,700)	(\$227,400)	
% change	-0.53%	10.95%	12.85%	-70.49%	8.42%	
% of sales (annualized)	-5.05%	-5.04%	-6.19%	-7.40%	-4.23%	
Cash \$	\$56,500	\$24,700	\$51,500	\$59,100	\$61,400	
% change	128.74%	-52.04%	-12.86%	-3.75%	47.60%	
% of short- <u>term</u> debt	27.90%	12.53%	26.80%	32.19%	34.51%	
Cash ratio	0.04	0.02	0.04	0.05	0.05	
% change	114.43%	-49.24%	-15.92%	-11.96%	44.20%	
Quick assets \$	\$745,300	\$684,400	\$706,300	\$677,700	\$711,100	
% change	8.90%	-3.10%	4.22%	-4.70%	6.12%	
% of short- <u>term</u> debt	368.05%	347.23%	367.48%	369.12%	399.72%	
Quick ratio	0.57	0.56	0.54	0.54	0.62	
% change	1.97%	2.67%	0.50%	-12.76%	3.49%	
Current ratio	0.77	0.75	0.74	0.69	0.80	
% change	1.91%	1.97%	7.13%	-13.84%	3.05%	
Source:	10-Q 11/9/2017	10-Q 8/3/2017	10-Q 5/8/2017	10-K 3/1/2017	10-Q 11/7/2016	

Unable to generate					
ny positive returns	Rate of Retur	rn - Sequen usands of U.S. Dol		s	
Period Ended	3 mos 9/30/2017	3 mos 6/30/2017	3 mos 3/31/2017	3 mos 12/31/2016	3 mos 9/30/2016
Return on equity	-16.11%	-9.43%	-65.47%	-34.72%	-20.11%
% change	-70.85%	85.60%	-88.58%	-72.65%	-4,627.10%
Return on total assets	-0.79%	-0.53%	-0.90%	-0.74%	-0.56%
% change	-48.91%	41.06%	-22.48%	-31.56%	-4,652.03%
Return on tangible assets	-1.52%	-1.03%	-1.73%	-1.39%	-1.06%
% change	-48.10%	40.62%	-24.18%	-30.86%	-4,767.54%
Source:	10-Q 11/9/2017	10-Q 8/3/2017	10-Q 5/8/2017	10-K 3/1/2017	10-Q 11/7/2016

# ABOUT THIS REPORT/CONTACT CREDITRISKMONITOR



CreditRiskMonitor is a financial risk analysis and news service that helps credit, supply chain and financial professionals stay ahead of and manage risk quickly, accurately and cost effectively. More than 35% of the Fortune 1000, plus over a thousand other large corporations worldwide, rely on our financial risk coverage of over 57,000 global public companies.

CreditRiskMonitor's High Risk Reports feature companies that are exhibiting a significantly high level of financial distress, as indicated by our proprietary FRISK® score. The ultimate goal of the High Risk Report series is two-part: provide an early warning for those doing business with an increasingly distressed company and inform of the many signals that should be examined when assessing financial risks.

Request a Personalized Demo and Risk Assessment

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Contact us at: 845.230.3000 creditriskmonitor.com/contact-us