

September 10, 2011

CenturyLink's Local Focus on Broadband

Club 20 Fall Conference



CenturyLinkTM

Who is CenturyLink?

- Third-largest telecommunications company in the country
- Customers range from Fortune 500 companies in large cities to families living in rural areas
- Deliver advanced technologies and solutions with honest and personal service in order to:
 - ✓ Improve lives
 - ✓ Strengthen businesses
 - ✓ Connect communities

Our Guiding Principles

At CenturyLink our people are our past and our future, with unifying principles that guide decision-making across the company.

Fairness

Honesty and Integrity

Commitment to Excellence

Positive Attitude

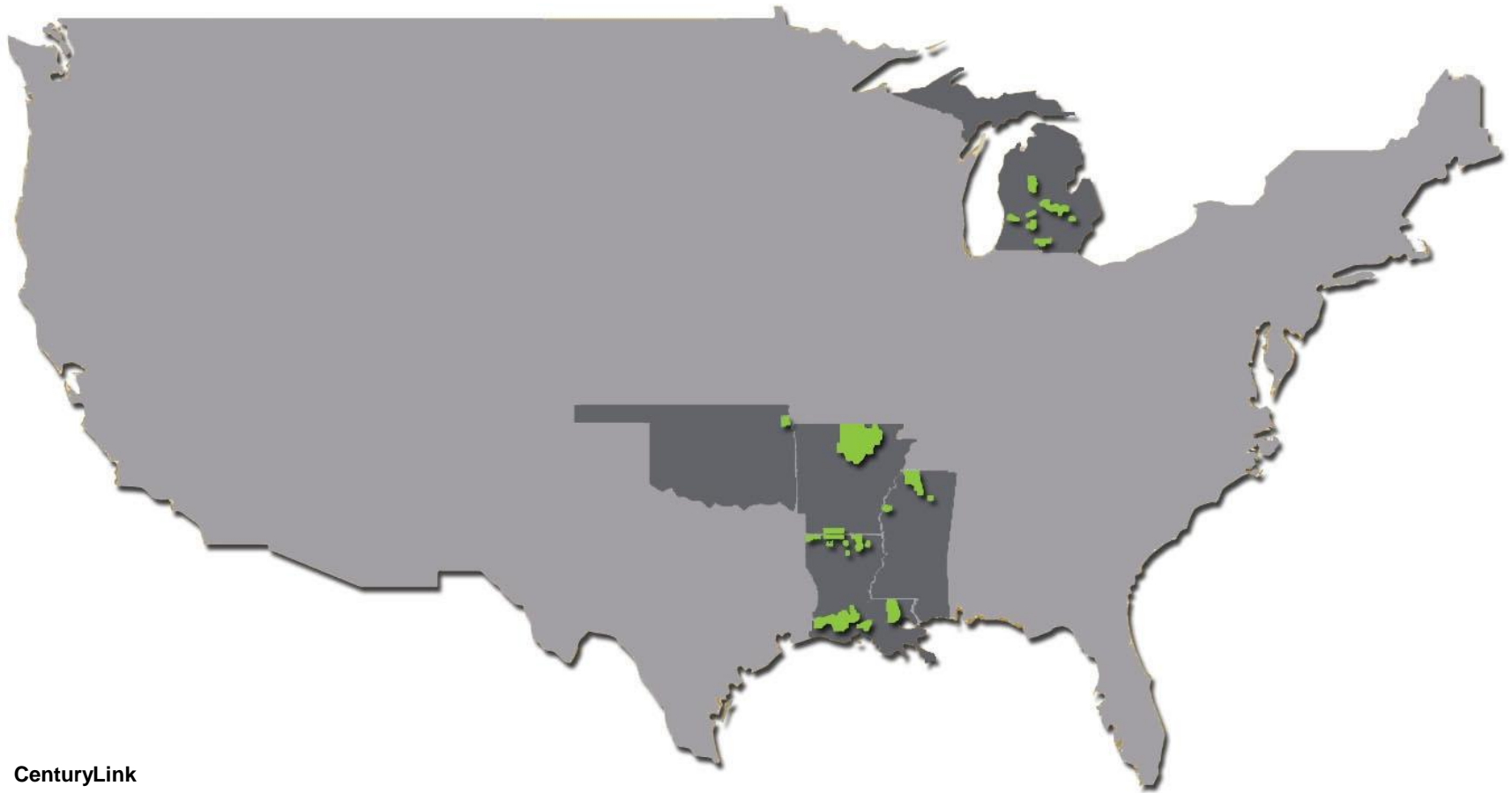
Respect

Faith

Perseverance

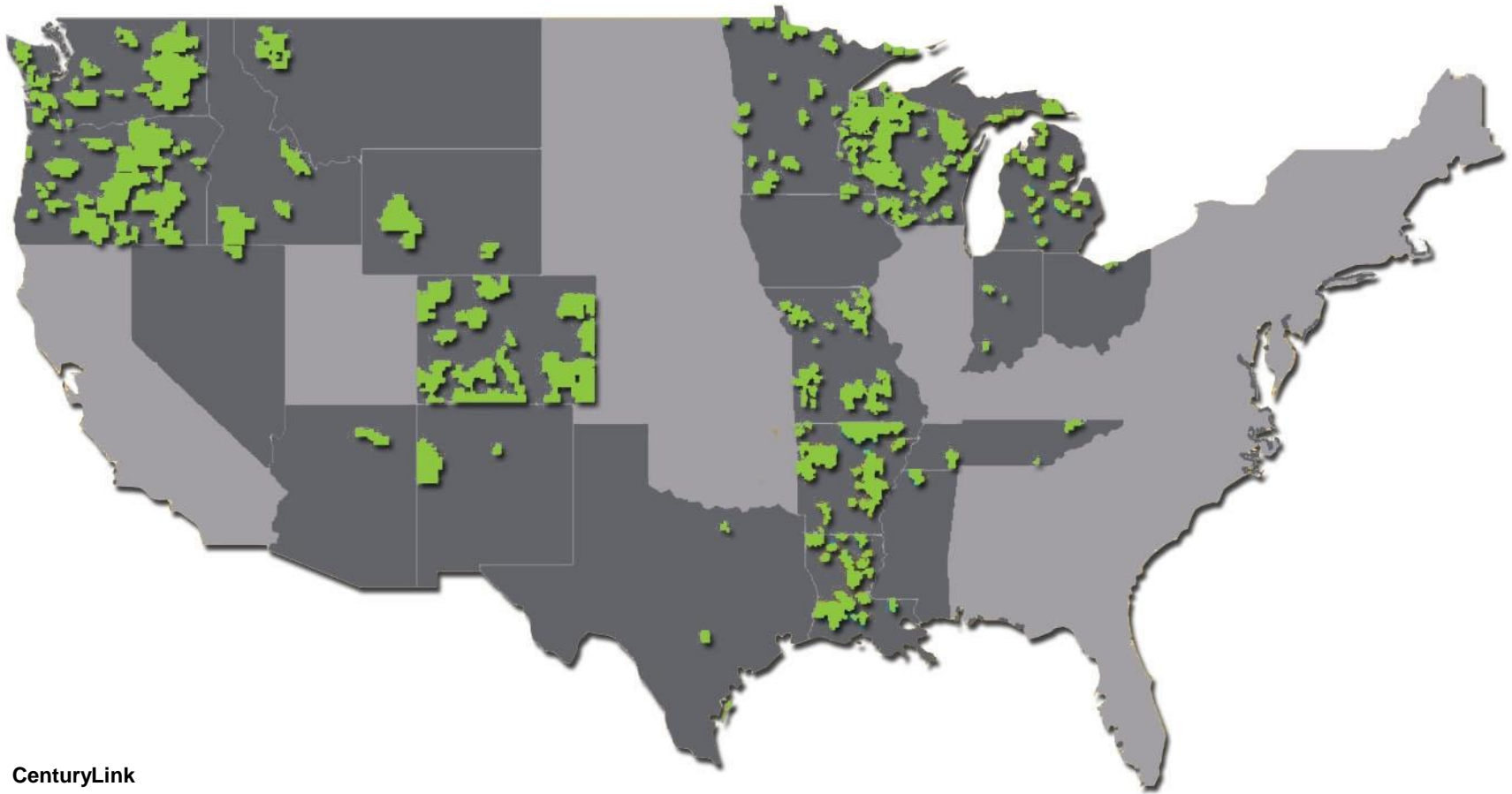


A History of Growth: CenturyLink - 1971

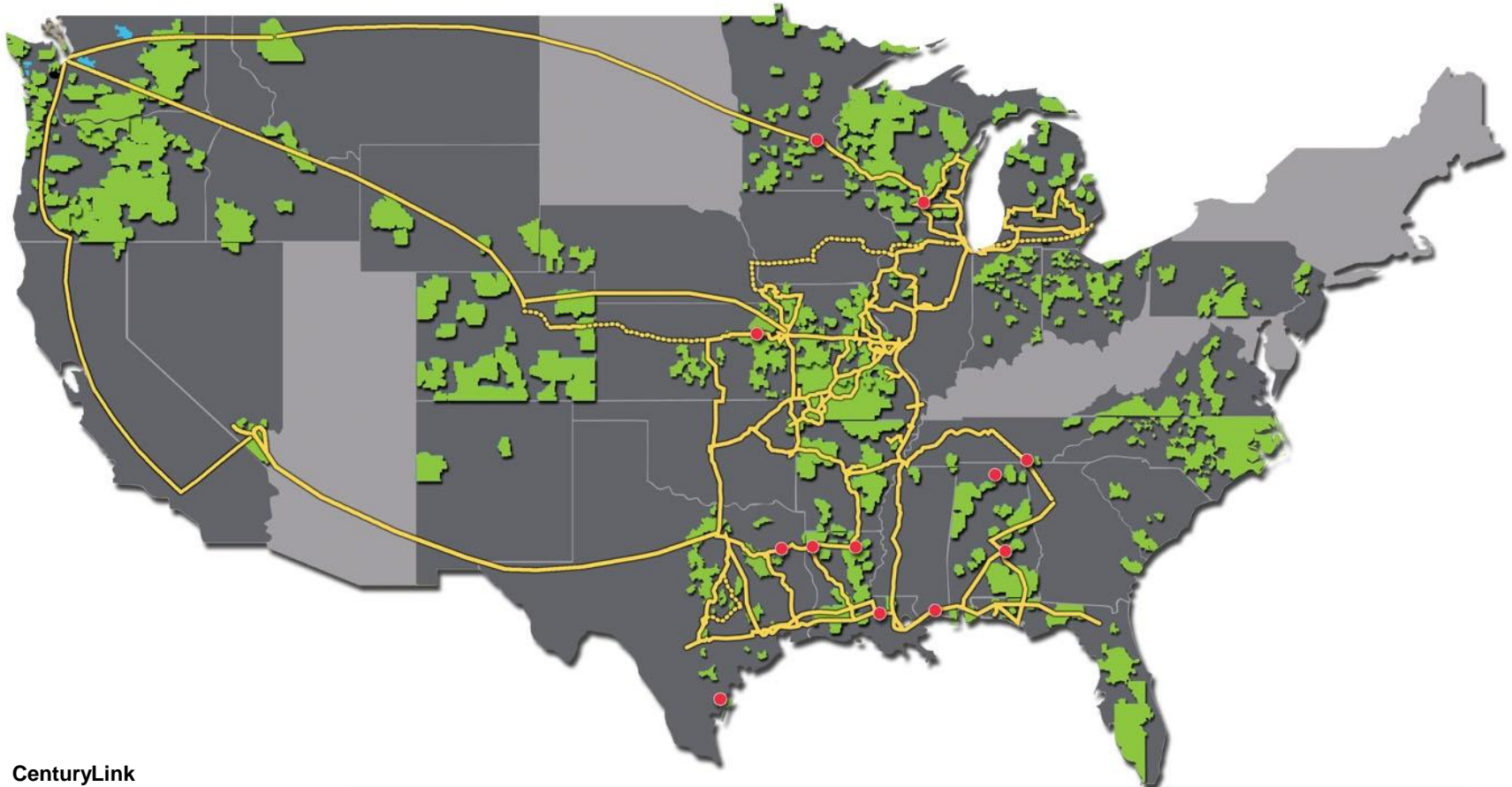


■ CenturyLink

A History of Growth: CenturyLink - 1998



A History of Growth: CenturyLink - 2009

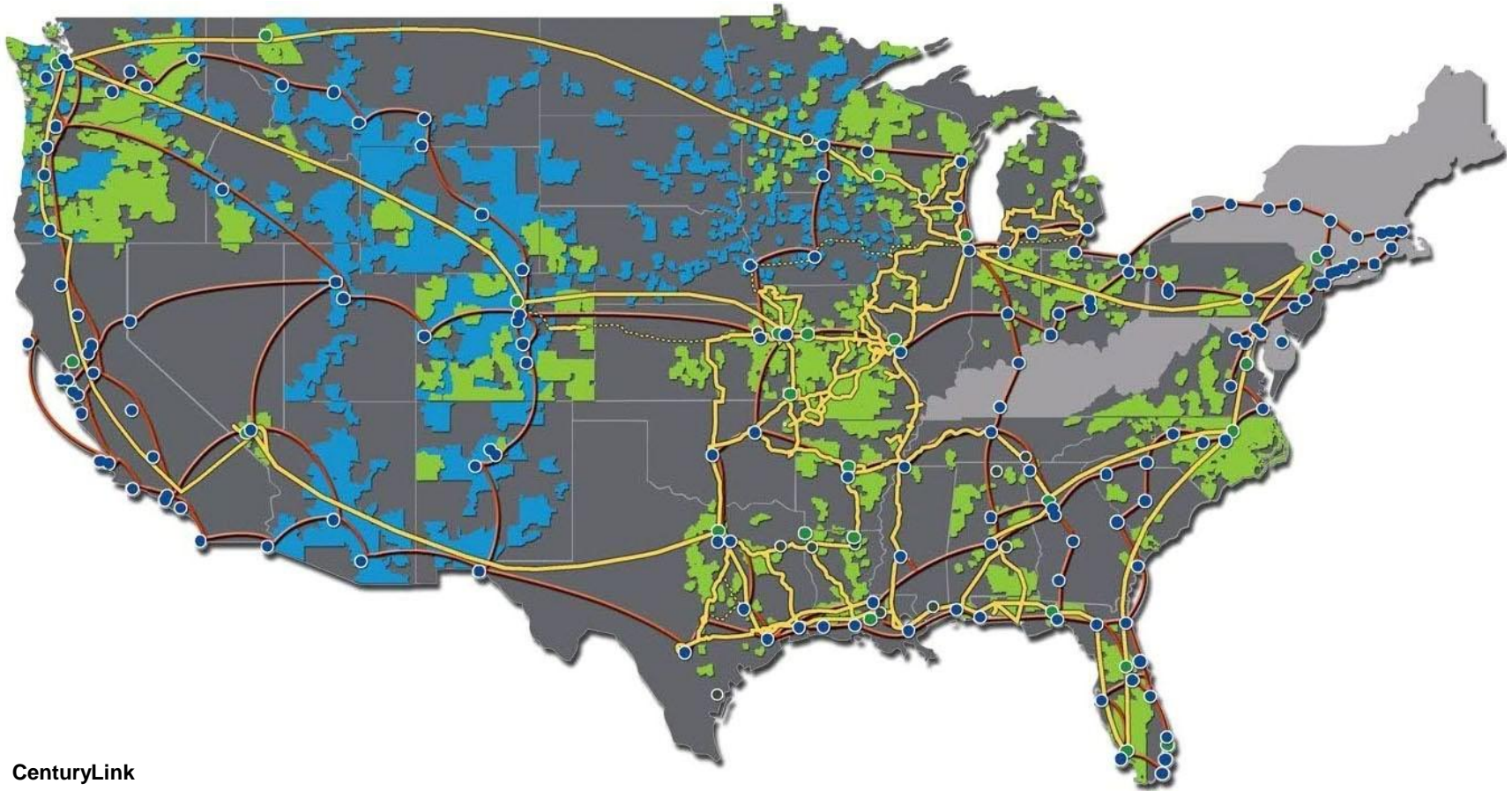


- CenturyLink
- CenturyLink CLEC Service Area
- CenturyLink Fiber Network

Major Transactions:

- 2000 - Acquired 490k access lines from GTE in AR, MO & WI; \$1.5 billion
- 2002 - Sold Wireless Properties to Alltel; \$1.6 billion
- 2002 - Acquired 650k access lines from Verizon in AL & MO; \$2 billion
- 2005 - Acquired fiber assets in 2003 & 2005 to enhance LightCore; \$120 million
- 2007 - Acquisition of Madison River Com.; 165k access lines in 4 states; \$830 million
- 2009 - Acquired Embarq Corporation; 5.4m access lines; (increased the size of CTL 2.5X) \$11.6 billion

A History of Growth: CenturyLink - 2011

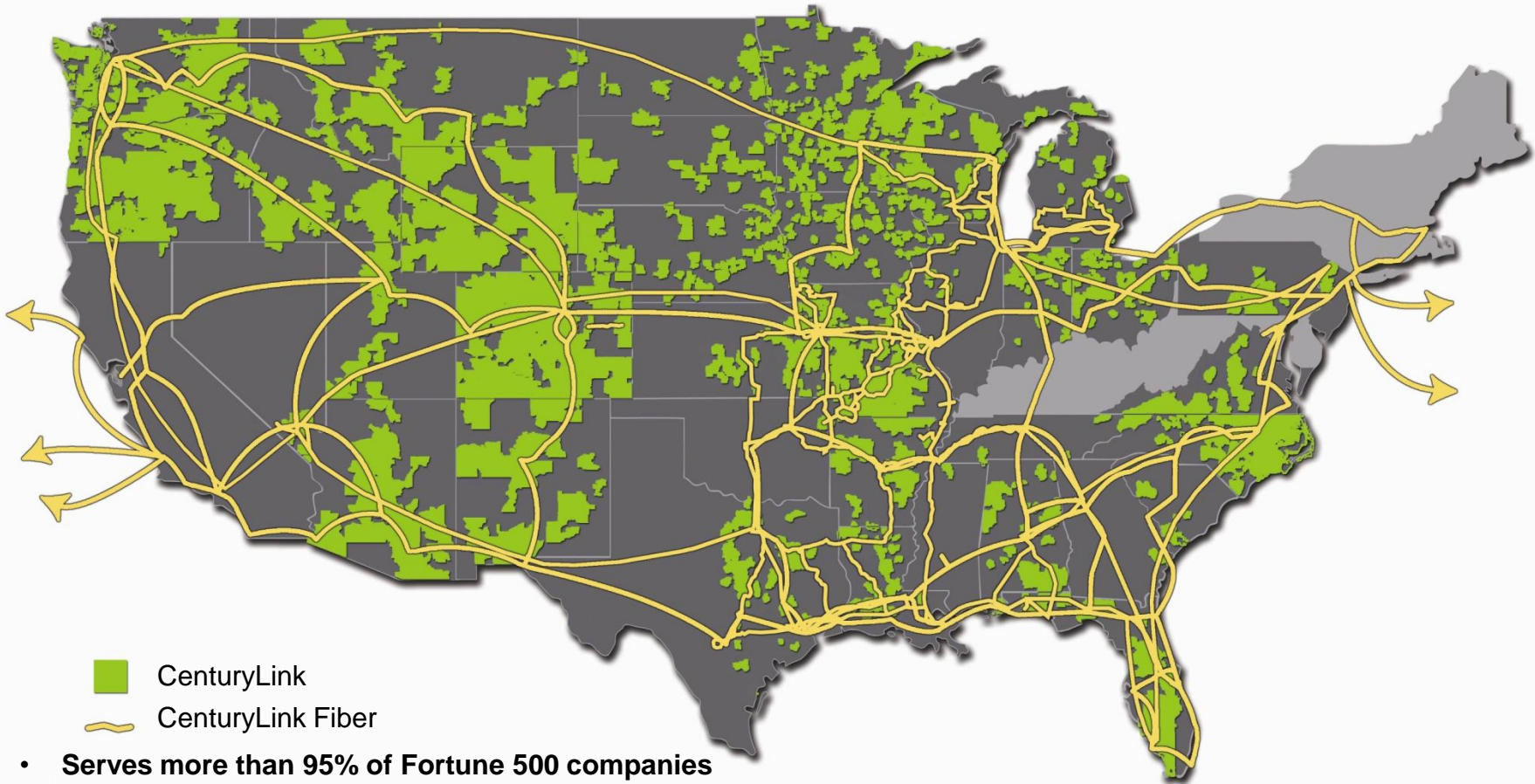


- CenturyLink
- Qwest
- CenturyLink CLEC Service Area
- CenturyLink IP / MPLS Core
- Qwest CLEC Service Area
- CenturyLink Fiber Network
- Qwest Fiber Network

Major Transactions:

- 2010 - Announced acquisition of Qwest Communications for \$23 billion

CenturyLink's National Breadth



- Serves more than 95% of Fortune 500 companies
- 190,000-mile fiber network spanning coast to coast
- Strong local and national provider serving 5 million broadband customers and 17 million access lines across 37 states
- Increased Scale: The merger has effectively doubled the size of the network CenturyLink can offer to its customers, allowing it to compete both with its network capabilities and breadth of solutions
- 48 data hosting centers world-wide with recent addition of Savvis, a leader in cloud computing

CenturyLink's Local Depth

Northwest Region

HQ: Seattle, Wash.

President: Brian Stading

Mountain Region

HQ: Denver, Colo.

President: Kenny Wyatt

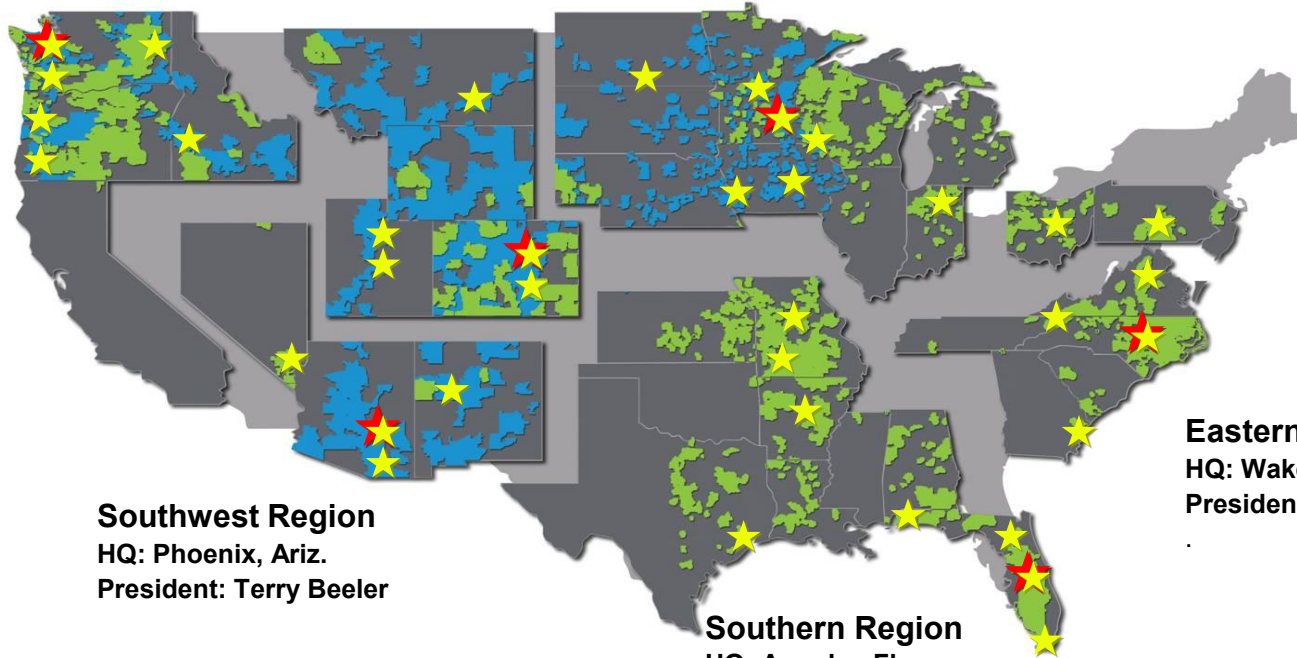
VP/GMs in Colorado:

- Mike Burnett – Colorado Springs/Western Colorado
- Scott Russell – Denver/Northern Colorado

Midwest Region

HQ: Minneapolis, Minn.

President: Duane Ring



Southwest Region

HQ: Phoenix, Ariz.

President: Terry Beeler

Southern Region

HQ: Apopka, Fla.

President: Dana Chase

Eastern Region

HQ: Wake Forest, N.C.

President: Todd Schafer



CenturyLink

Formerly Qwest

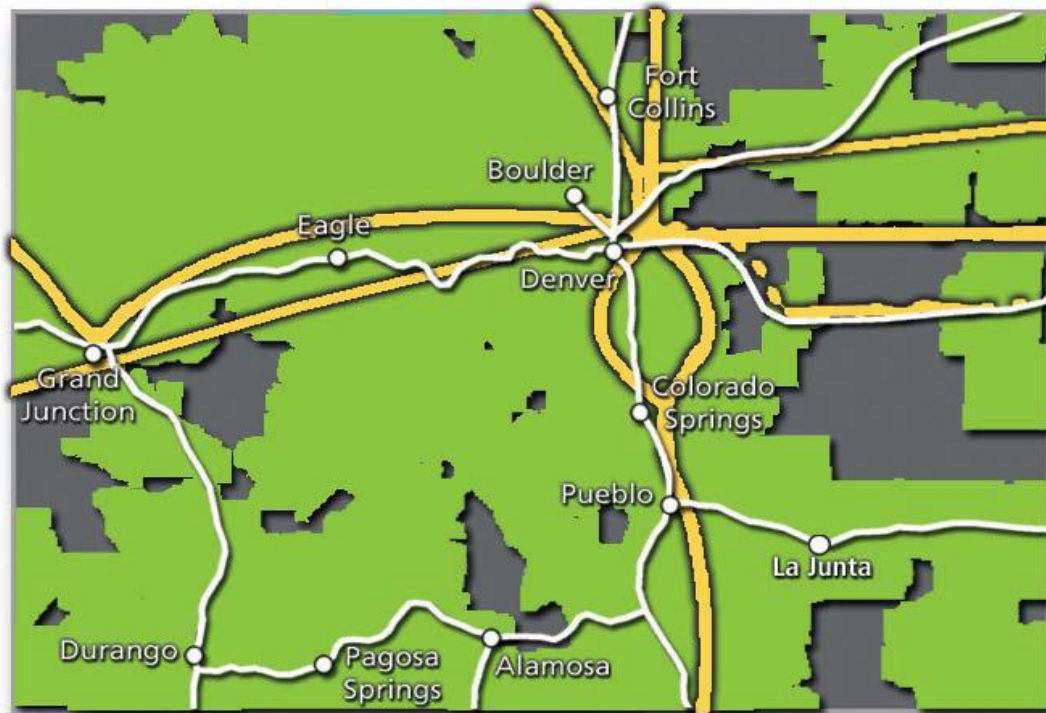


Region HQs



Vice President/General Managers

CenturyLink in Colorado



Mike Burnett

Vice President/General Manager
Southern and Western Colorado Market
308 E. Pikes Peak Avenue
Colorado Springs, Colorado 80903
mike.burnett@centurylink.com

Scott Russell

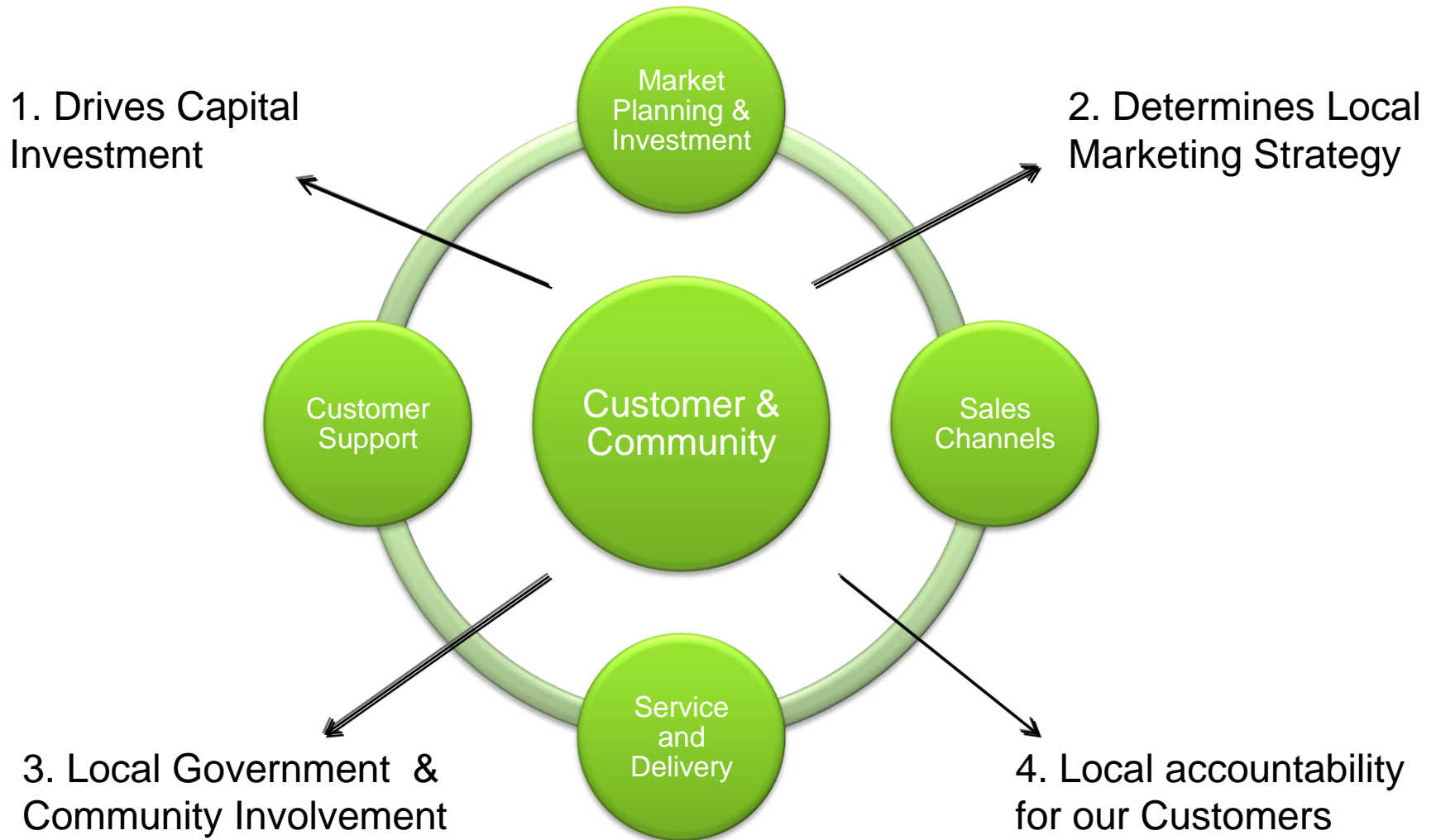
Vice President/General Manager
Denver and Northern Colorado Market
700 W Mineral
Littleton, Colorado 80120
scott.russell@centurylink.com

COLORADO STATISTICAL PROFILE

Employees
Customers

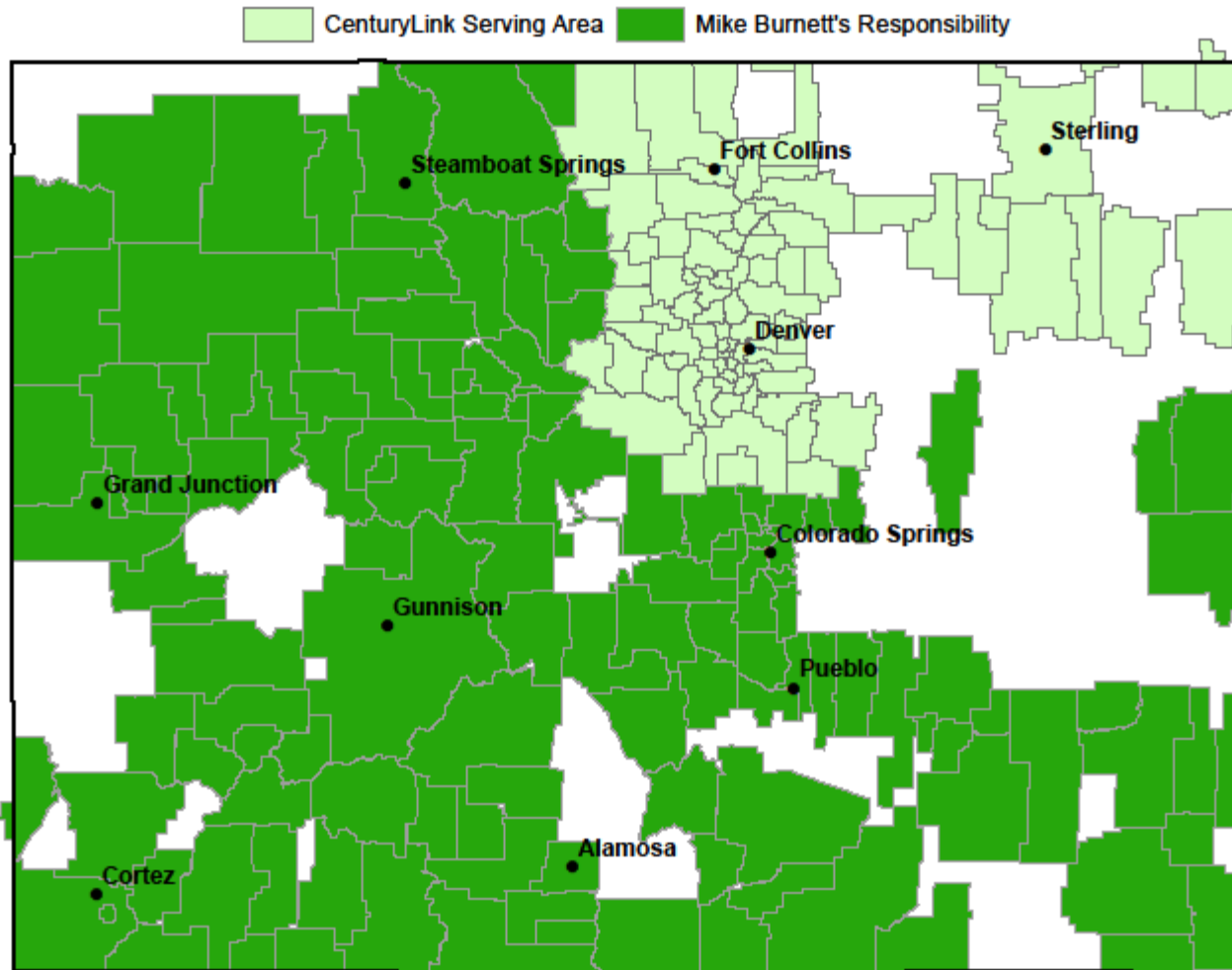
7,000+
1.1 Million residential/small business

CenturyLink's Local Model



CenturyLink in Colorado: Local Model

CenturyLink Serving Area



Portions of the map data are ©2008-2011 TomTom
Portions of the map data are ©2011 CenturyLink

CenturyLink's Local Focus on the Community

- **Colorado 100K Volunteer Hours Pledge**

- 12 Months / 7,000+ Employees

- **Teachers & Technology Grant**

- Created in 2005

- Over \$700,000 provided to date

- **DonorsChoose**

- \$100,000 “Double Your Impact” Grant

- **United Way (Colorado)**

- \$1.27 Million by Employees / Corporate Match (2010)

- **Community Involvement**

- Chambers

- Economic Development

- 13 ➤ Civic Organizations



CenturyLink's Local Focus on Broadband

- Century**Link** offers high speed internet access services to 88% of its customers in the areas previously served by Qwest and CenturyTel in Colorado.
- Century**Link** has invested **\$10 Million** to build a high speed data network to connect rural health care clinics and regional health care hospitals across the state, including 52 health care facilities in western Colorado and Club 20's region.
- Century**Link** has committed to **invest a minimum of \$70 million** over the next five years, with at least 20% directed to un-served regions of Colorado.
- Century**Link** has also committed to establish a **broadband adoption program** for low income consumers that will include offering services at less than \$10 per month and a computer for less than \$150.

2012 Planning and Beyond

- Our 2012 investment in broadband expansion is slated to be more than \$25 million in the state of Colorado.
- We are currently in the process of planning the 2012 budget and priorities. We want to hear from you! Your input can shape our planned investment.

Customer Support

We're committed to serve you in Western Colorado.

Mike Burnett
Vice President & General Manager
Mike.Burnett@centurylink.com

Penny Larson
Director, Network Service Operations
Penny.Larson@centurylink.com

Pete Beaudette
Area Operations Manager
Peter.Beaudette@centurylink.com

Al Davis
Area Operations Manager
Al.Davis@centurylink.com

Randy Krause
Market Development Manager
Randy.Krause@centurylink.com

Abel Chavez
State and Local Government Affairs Director
Abel.Chavez@centurylink.com

Questions?



CenturyLink™