



# LICT Corporation

Provider of Broadband  
Communication  
Services to Rural America

Sidoti Spring Conference  
Presentation  
March 20, 2025

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**Vice President-Finance**

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**Corporate Controller**

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# LICT

[www.LICTcorp.com](http://www.LICTcorp.com)

# Safe Harbor Statement

## **Safe Harbor Statement**

The information contained herein is current only as of the date hereof; however, unless otherwise indicated, financial information contained herein is as of December 31, 2023. The business, prospects, financial condition or performance of LICT Corporation (“LICT”) and its subsidiaries described herein may have changed since that date. LICT does not intend to update or otherwise revise the information contained herein. LICT makes no representation or warranty, express or implied, as to the completeness of the information contained herein.

Some statements herein are known as “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements include, but are not limited to, statements about our plans, objectives, expectations and intentions and other statements contained herein that are not historical facts. When used herein, the words “expects,” “anticipates,” “intends,” “plans,” “believes,” “seeks,” “estimates,” “projects,” “continue,” “outlook” and similar expressions are generally intended to identify forward-looking statements. Because these forward-looking statements involve known and unknown risks and uncertainties, there are important factors that could cause actual results, events or developments to differ materially from those expressed or implied by these forward-looking statements, including our plans, objectives, expectations and intentions and other factors, including those factors discussed under “Risk Factors” in our Annual Report to shareholders for the fiscal year ended December 31, 2023 and other factors discussed in reports that we post on our website, [LICTCorp.com](http://LICTCorp.com). You should not place undue reliance on such forward-looking statements, which are based on the information currently available to us and speak only as of the date hereof. LICT does not undertake any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

## **Non-GAAP Financial Measures**

The Company uses certain non-GAAP financial measures in evaluating its performance. Throughout this presentation, reference is made to EBITDA, Free Cash Flow and adjustments to GAAP and non-GAAP measures to exclude the effect of special items. Management believes the non-GAAP measures are useful for investors because they enable them to view performance in a manner similar to the method used by the Company’s management. Free Cash Flow may also be useful to investors in assessing the Company’s ability to generate cash and meet its debt service requirements. In addition, management believes that the adjustments to GAAP and non-GAAP measures to exclude the effect of special items may be useful to investors in understanding period-to-period operating performance and in identifying historical and prospective trends.

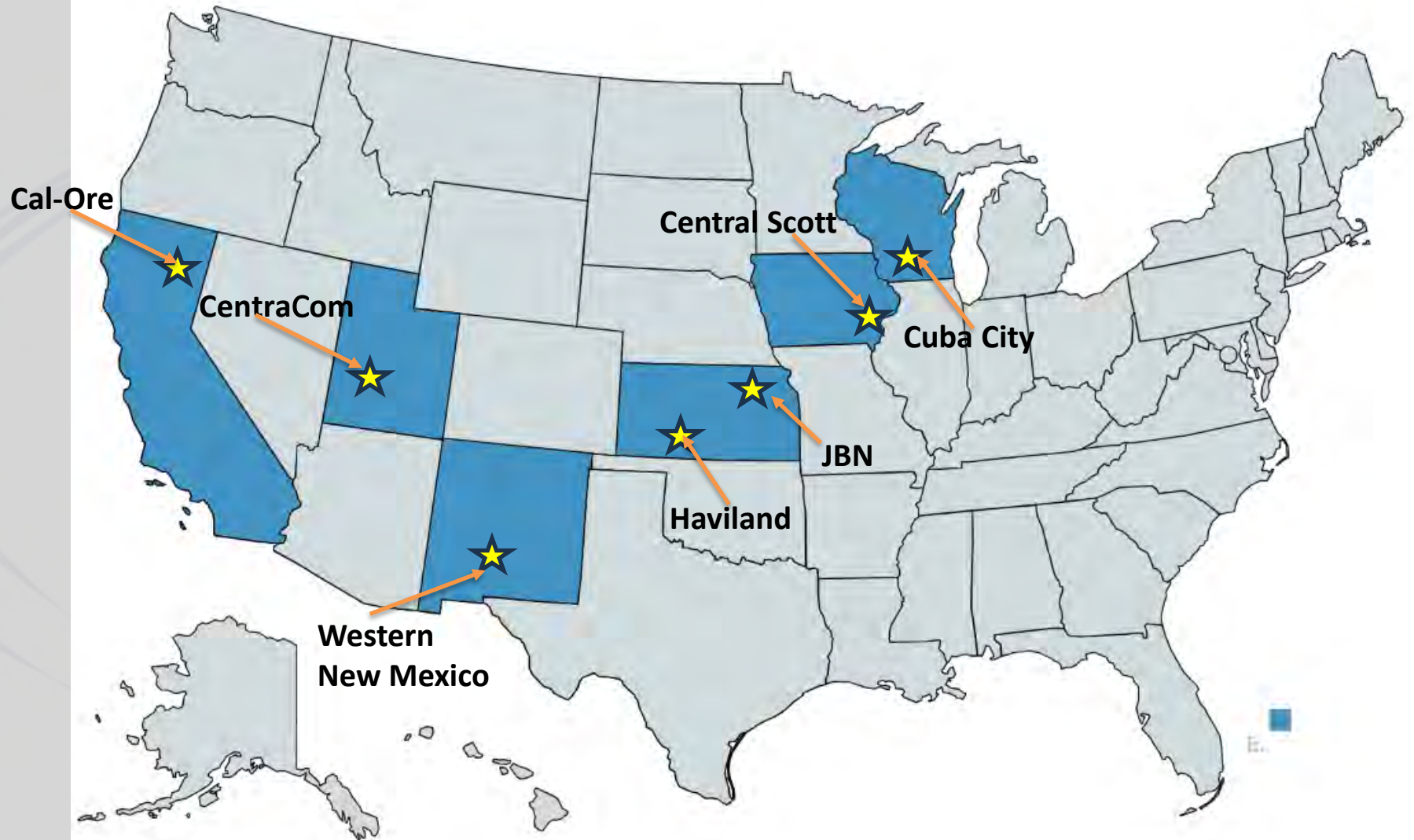
The non-GAAP financial measures, as used herein, are not necessarily comparable to similarly titled measures of other companies. Furthermore, these non-GAAP measures have limitations as analytical tools and should not be considered in isolation from, or as an alternative to, net income or loss, operating income, cash flow or other combined income or cash flow data prepared in accordance with GAAP. Because of these limitations, EBITDA and Free Cash Flow should not be considered as measures of discretionary cash available to invest in business growth or reduce indebtedness. The Company compensates for these limitations by relying primarily on its GAAP results and using the non-GAAP measures only supplementally.

The information in this document should be read in conjunction with the financial statements and footnotes contained in our documents posted on our website.

# Key Strengths

- **Diverse Revenues Streams**
  - Fiber / Fixed Wireless / Cable
  - Business / Residential
  - Regulated / Non-Regulated
    - E-ACAM \$37.2 million annually
      - 2024 – 2038
- **Staff**
- **Rural nature of organization**

# LICT Today



# Background

- **Assumed control of Lynch Corporation in 1985**
- **Made first Rural Local Exchange Carrier acquisition in 1989**
- **LICT spun- off from Lynch in 1999**
  - **37 acquisitions**
    - **Manti (non-regulated 2023, reg 2025)**
  - **9 spin-offs**
    - **Michigan in 2023**
  - **Fiber, Fixed Wireless Growth and Spectrum initiative**
  - **Continued pro-active organic and M&A growth strategy**

# Major Initiatives of 2024

- **E-ACAM 2024 – 2038**
- **Wireless 5G – Sound Broadband**
- **Continued work on Grants**
- **Manti Acquisition**
  - **Integration of the Manti non-regulated acquisition**
  - **Completion of the Manti regulated business acquisition**
- **Shareholder Compensation**





# Iowa/Wisconsin



Dubuque – 55,000+

Incumbent Market –  
11,500+

Davenport – 100,000+  
Bettendorf - 40,000

**S - Speed**

**A - Accessibility**

**A - Affordability**

**S - Service**

# Surge in Public Funding

- **Enhanced Alternative Connect America Model (E-ACAM)**
- **Universal Service Funds**
- **Federal/State Loans and Grants**
- **Infrastructure Bill - Bead**

# Opportunities/Challenges

- **Government Funding**
  - Affordable Connectivity Program-Ended May of 2024
    - LICT continues support through June 2025
  - Pressure on continuation of government funding programs
    - No impact on current broadband initiatives - to date
    - Future programs will allow for Alternative Technologies – Acceptance of Satellite
- **Pricing - In competitive markets**
- **Challenging Buildout**

# Growth Strategy

- **Expand Fiber & Fixed Wireless Network**
  - **Broadband**
  - **E-ACAM**
  - **Out of Territory**
- **Acquisitions**
- **Additional Offerings**

**CHRISTIAN MUELLER**

**CORPORATE CONTROLLER**



# FINANCIALS





# Financial Overview

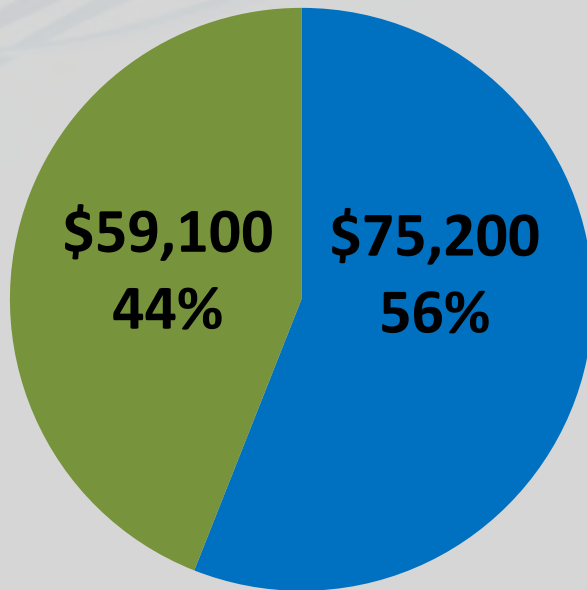
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	<u>2024</u>	<u>2023</u>
<b>Revenue</b>	\$134,300	\$116,500
<b>EBITDA from Operations</b>	\$55,400	\$45,600
<b>EPS-Continuing Operations</b>	\$845	\$802
<b>Capital Expenditures</b>	\$51,900	\$37,400
<b>Shares Outstanding</b>	16,173	16,971

# Revenue Mix

(000s)

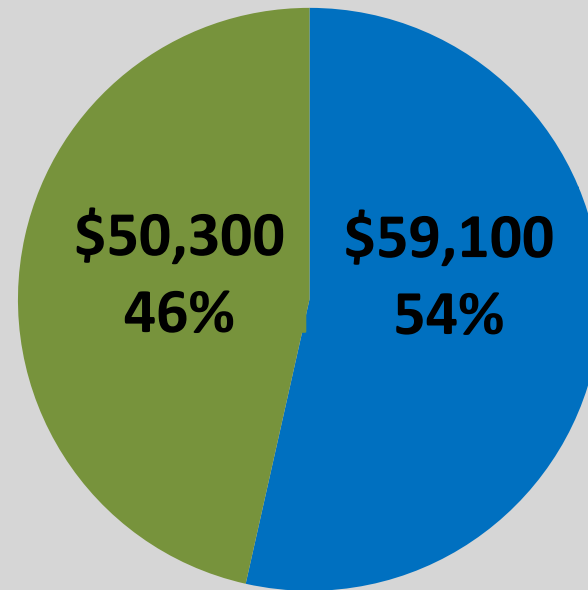
2024



Total Revenue:  
\$134,300

 Regulated Revenue

2020



Total Revenue:  
\$108,200

 Non-Regulated Revenue

# CapEx

**Network Expansion – over next 4 years**

**\$440 +/- million Gross**

**\$150 +/- million Grants**

**\$290 +/- million Net of grants**

# Liquidity and Leverage

(\$ 000's)

2024

**Cash and Deposits**      \$10,046

**Debt**      66,636

**Net Debt**      \$56,590

(1 x EBITDA)

# Investments

- **MachTen**
- **CIBL**
- **Aureon/KFN/CVIN**

# Spectrum

- Spectrum licenses

<u>Auction</u>	<u>Band</u>	<u>MHz Pop</u>	<u>Licenses</u>
108	EBS – 2.5 GHz	76,271,224	46
110	3.45-3.55 GHz	27,933,440	24
107	3.7-3.98 GHz	8,517,320	5
105	3.6- 3.7 GHz	83,940,600	162
1002	600 MHz	5,119,020	2
102	24 GHz	924,686,000	10
101	28 GHz	49,811,700	47
103	37/39/47 GHz	35,940,600	5
97/AWS PCS	1850-1980MHz	4,307,020	3

# SHAREHOLDER COMPENSATION

Charitable Giving

Share Repurchases

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# CHARITABLE GIVING

2024- \$1.2 million

\$10.2 million since inception in 2016



# Share Repurchases

Year	# of Shares Repurchased	Repurchase Cost \$	Year End Shares O/S
2024	798	\$11,713	16,173
2023	370	6,746	16,971
2022	530	12,297	17,341
2021	622	15,217	17,871
2020	655	11,018	18,533
2019	743	\$12,437	19,188

# Summary

## History of Shareholder Value

- **E -ACAM Opportunity**
- **Incumbent Markets - Maximize Broadband Speeds**
- **Growth**
  - **Fiber Expansion - Grow and Diversify Revenue**
  - **Fixed Wireless Broadband High Speed Capabilities**
- **Significant expansion of broadband services**
- **Acquisitions**
- **Giving back to strengthen communities**

Q & A

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**THANK YOU**

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