

HAWAIIAN TELCOM HOLDCO, INC.
SELECTED DATA -- TOTAL COMPANY
(UNAUDITED)
(Dollars in thousands)

	Three Months Ended														Years Ended December 31,			
	3/31/11	6/30/11	9/30/11	12/31/11	3/31/12	6/30/12	9/30/12	12/31/12	3/31/13	6/30/13	9/30/13	12/31/13	3/31/14	6/30/14	2011	2012	2013	6/30/14 LTM
	Operating revenues:																	
Wireline Services																		
Local voice services.....	\$ 37,388	\$ 36,690	\$ 36,902	\$ 35,941	\$ 35,697	\$ 35,730	\$ 35,257	\$ 34,668	\$ 35,292	\$ 34,939	\$ 34,665	\$ 33,869	\$ 33,775	\$ 33,077	\$ 146,921	\$ 141,352	\$ 138,765	\$ 135,386
Network access services:																		
Business data.....	4,364	4,562	4,700	4,507	4,761	4,791	4,600	4,794	6,187	6,416	6,282	6,507	6,624	6,712	18,133	18,946	25,393	26,125
Wholesale carrier data.....	16,787	15,892	15,586	16,324	16,177	15,457	15,676	15,882	15,464	14,809	14,850	14,406	14,386	14,280	64,589	63,192	59,529	57,922
Subscriber line access charge.....	10,220	10,043	9,802	9,792	9,836	9,756	9,619	9,674	9,657	9,408	9,442	9,232	9,169	9,030	39,857	38,885	37,739	36,873
Switched carrier access.....	2,566	2,475	2,423	2,369	2,384	2,251	2,226	2,022	1,766	1,736	1,623	2,573	1,552	1,488	9,833	8,883	7,696	7,236
Total network access services.....	33,937	32,972	32,511	32,992	33,158	32,255	32,121	32,372	33,074	32,369	32,197	32,718	31,731	31,510	132,412	129,906	130,357	128,156
Long distance services.....	8,638	8,013	7,777	7,517	7,448	7,159	6,735	6,617	6,574	6,139	6,091	5,929	5,906	5,716	31,945	27,959	24,733	23,642
High-Speed Internet.....	8,767	8,779	8,920	8,960	8,976	8,959	9,013	9,375	9,616	9,880	9,999	10,305	10,544	10,753	35,426	36,323	39,800	41,601
Video.....	—	—	67	202	497	1,035	1,528	1,823	2,203	2,864	3,717	4,228	4,754	5,474	269	4,883	13,011	18,173
Equipment and managed services.....	5,897	10,689	7,114	9,574	8,509	6,380	8,715	7,814	5,379	7,117	7,228	7,270	4,489	4,723	33,274	31,418	26,994	23,710
Wireless.....	1,109	1,097	1,070	995	909	855	806	766	713	695	676	629	593	539	4,271	3,336	2,714	2,437
Other.....	2,769	2,504	2,679	2,685	2,380	2,316	2,472	3,153	3,113	2,994	3,109	3,371	2,875	2,669	10,638	10,321	12,588	12,024
Data center colocation.....	98,505	100,744	97,040	98,866	97,574	94,689	96,647	96,588	95,964	96,997	97,682	98,319	94,667	94,461	395,156	385,498	388,962	385,129
Total operating revenues.....	\$ 98,505	\$ 100,744	\$ 97,040	\$ 98,866	\$ 97,574	\$ 94,689	\$ 96,647	\$ 96,588	\$ 95,964	\$ 96,997	\$ 97,682	\$ 100,507	\$ 97,072	\$ 96,784	\$ 395,156	\$ 385,498	\$ 391,150	\$ 392,045
Operating expenses:																		
Cost of revenues (exclusive of depreciation and amortization).....	40,570	41,960	39,055	38,237	40,799	39,432	41,176	38,819	40,284	39,960	41,829	41,676	40,948	41,288	159,822	160,226	163,749	165,741
Selling, general and administrative expenses.....	30,136	30,382	28,066	31,806	29,026	26,994	26,547	25,941	28,379	28,516	27,965	30,015	29,266	28,720	120,390	108,508	114,875	115,966
Gain on sale of property.....	—	—	—	—	—	—	—	—	—	—	(6,546)	—	—	—	—	—	(6,546)	—
Depreciation and amortization.....	15,305	15,212	17,086	16,203	16,588	17,354	18,023	18,943	18,717	19,841	19,774	18,769	18,720	18,884	63,806	70,908	77,301	76,347
Total operating expenses.....	\$ 86,011	\$ 87,554	\$ 84,207	\$ 86,246	\$ 86,413	\$ 83,780	\$ 85,746	\$ 83,703	\$ 87,380	\$ 81,771	\$ 89,768	\$ 90,460	\$ 88,934	\$ 88,892	\$ 344,018	\$ 339,642	\$ 349,379	\$ 358,054
EBITDA (1).....	27,799	28,402	29,919	28,823	27,749	28,263	28,924	31,828	27,301	28,521	27,888	28,816	26,858	26,776	117,079	116,764	112,525	110,338
Non-cash stock compensation.....	311	661	517	646	340	500	503	529	423	728	735	850	1,074	1,025	2,135	1,872	2,736	3,684
SystemMetrics earn-out.....	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Non-recurring.....	488	2,760	456	288	503	458	1,446	910	1,445	716	1,378	1,069	853	969	3,992	3,317	4,608	4,269
Adjusted EBITDA (1).....	\$ 28,598	\$ 31,823	\$ 30,892	\$ 29,757	\$ 28,592	\$ 29,221	\$ 30,873	\$ 33,267	\$ 29,169	\$ 29,965	\$ 30,001	\$ 30,735	\$ 29,057	\$ 29,042	\$ 123,206	\$ 121,953	\$ 119,869	\$ 118,835
Capital expenditures.....	\$ 15,497	\$ 19,916	\$ 19,743	\$ 22,836	\$ 19,814	\$ 21,421	\$ 19,784	\$ 16,694	\$ 23,254	\$ 21,724	\$ 24,831	\$ 16,481	\$ 23,939	\$ 27,376	\$ 77,992	\$ 77,713	\$ 86,290	\$ 92,627
Voice access lines:																		
Residential.....	237,507	232,344	227,064	223,009	217,470	212,668	207,732	203,330	199,044	194,365	190,013	186,415	182,375	177,953				
Business.....	193,216	191,466	189,927	189,035	186,854	185,574	185,849	185,142	196,970	195,756	194,623	193,027	192,202	190,754				
Public.....	4,762	4,717	4,657	4,623	4,559	4,493	4,467	4,405	4,350	4,291	4,246	4,155	4,073	4,028				
Total voice access lines.....	435,485	428,527	421,648	416,667	408,883	402,735	398,048	392,877	400,364	394,412	388,882	383,597	378,650	372,735				
High-Speed Internet lines:																		
Residential.....	83,293	83,242	83,636	84,634	85,518	86,021	86,570	88,016	89,464	89,737	90,253	91,437	91,429	91,405				
Business.....	16,716	16,934	17,176	17,442	17,714	17,990	18,260	18,575	18,810	18,986	19,163	19,320	19,404	19,465				
Wholesale.....	1,182	1,173	1,164	1,156	1,126	1,122	1,014	1,020	1,013	998	986	963	936	866				
Total High-Speed Internet lines.....	101,191	101,349	101,976	103,232	104,358	105,133	105,844	107,611	109,287	109,721	110,402	111,720	111,769	111,736				
Long distance lines:																		
Residential.....	145,448	142,416	139,193	136,921	133,648	131,082	128,760	126,551	124,072	121,591	119,096	117,282	115,019	112,231				
Business.....	78,685	77,775	76,895	76,160	76,197	75,763	75,529	74,781	80,659	79,956	79,320	79,496	79,108	78,522				
Total long distance lines.....	224,133	220,191	216,088	213,081	209,845	206,845	204,289	201,332	204,731	201,547	198,416	196,778	194,127	190,753				
Video:																		
Subscribers.....	—	—	470	1,620	3,866	6,354	8,444	9,829	11,671	13,618	15,796	18,393	20,279	23,101				
Homes Enabled.....	—	—	—	27,400	41,200	50,149	59,422	65,000	83,000	100,000	111,000	120,000	130,000	142,000				

(1) EBITDA and Adjusted EBITDA are non-GAAP financial measures used by management to evaluate the effectiveness of the Company's operating performance. EBITDA is defined as net income plus interest expense (net of interest income and other), income taxes, depreciation and amortization and gain on sale of property. Adjusted EBITDA is EBITDA plus non-cash stock compensation, SystemMetrics earn-out and other non-recurring costs not expected to occur regularly in the ordinary course of business. The Company believes both of these non-GAAP measures, Adjusted EBITDA and EBITDA, are meaningful performance measures for investors because they are used by our Board and management to evaluate performance, enhance comparability between periods and make operating decisions. Our use of EBITDA and Adjusted EBITDA may not be comparable to similarly titled measures used by other companies in the telecommunications industry.