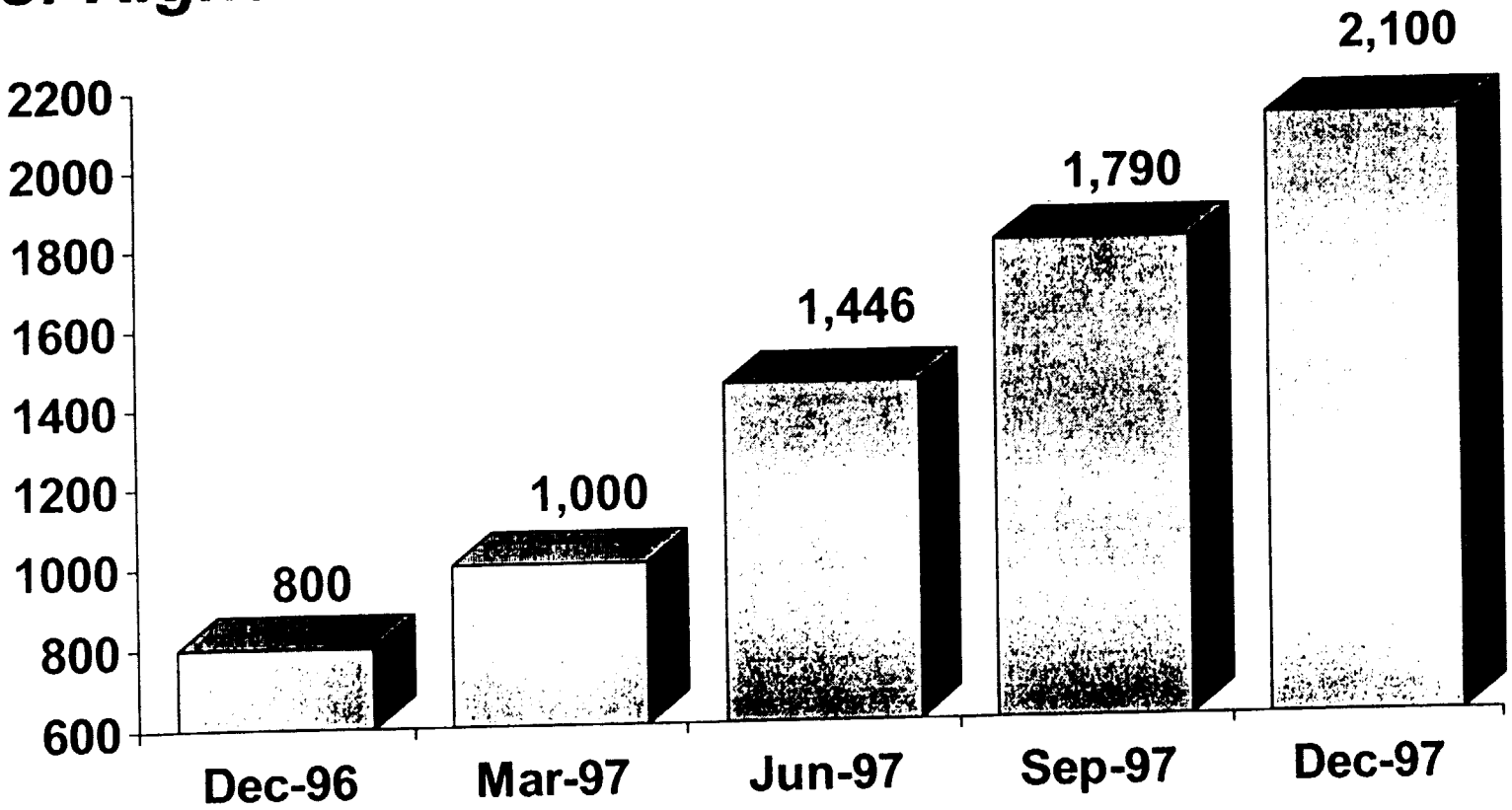
Important Measurements of Progress

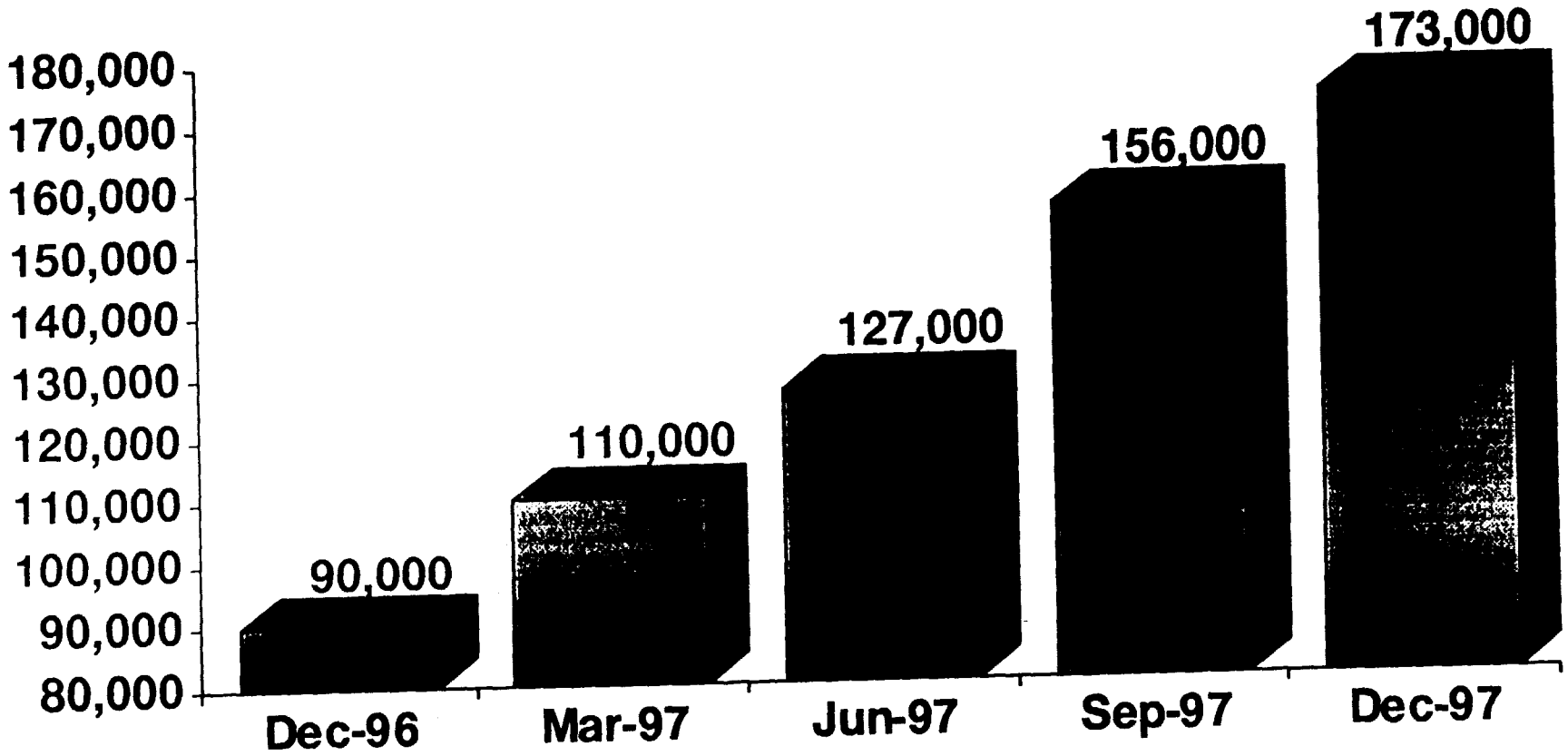
Roof Rights



WinStar

Important Measurements of Progress

Voice grade equivalent circuits (VGEs)



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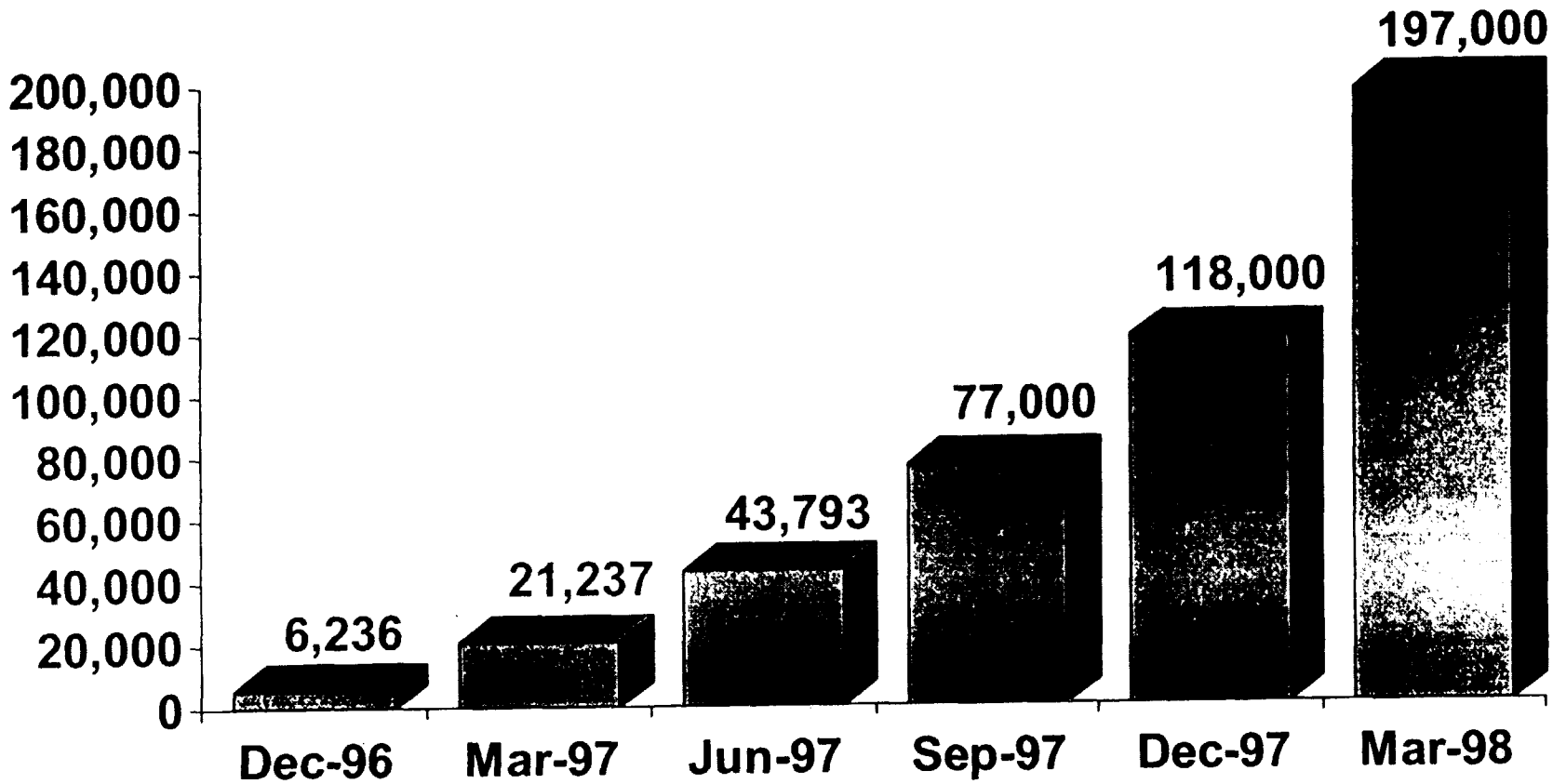
Important Measurements of Progress

Cumulative lines ordered



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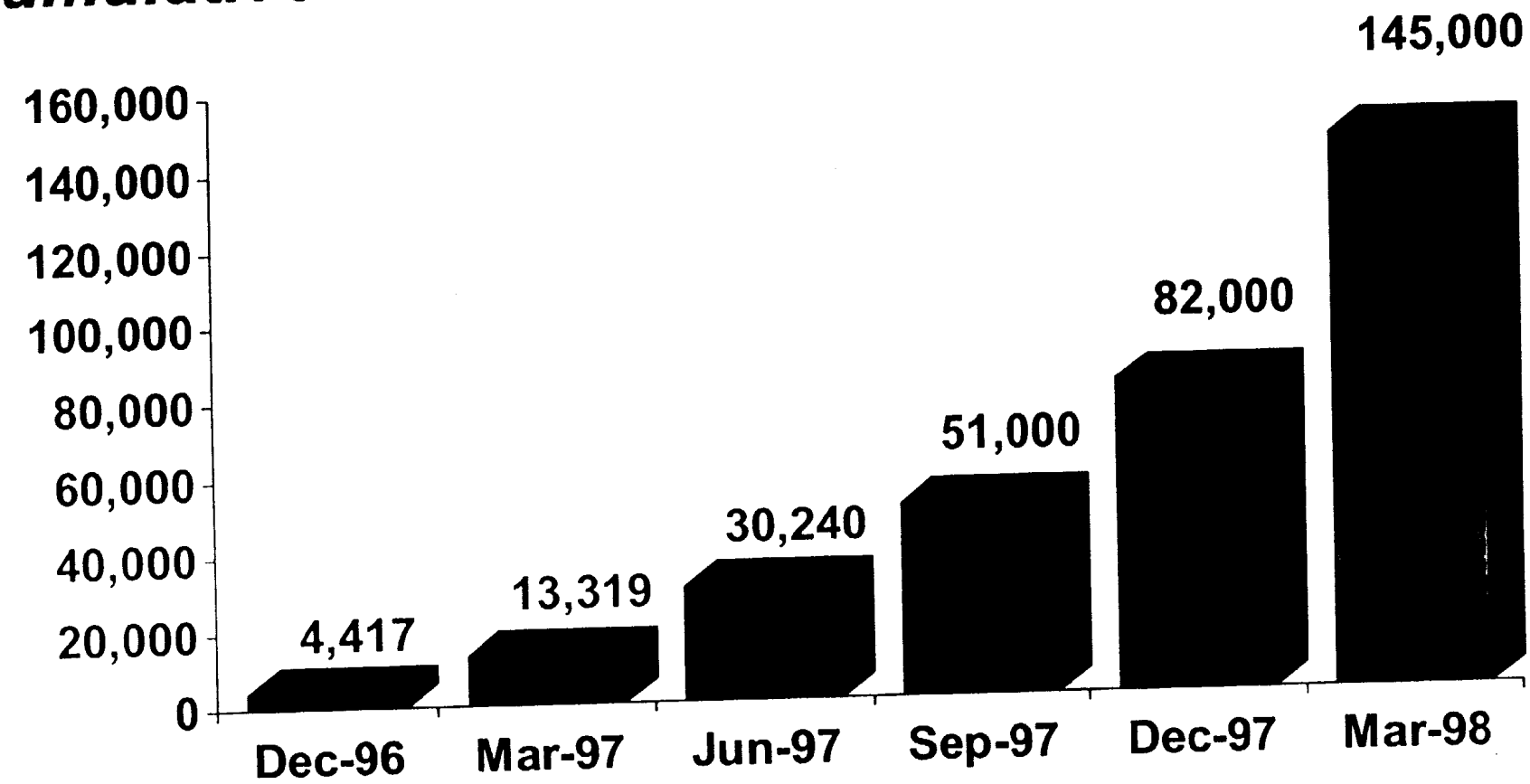
Important Measurements of Progress

Cumulative lines installed



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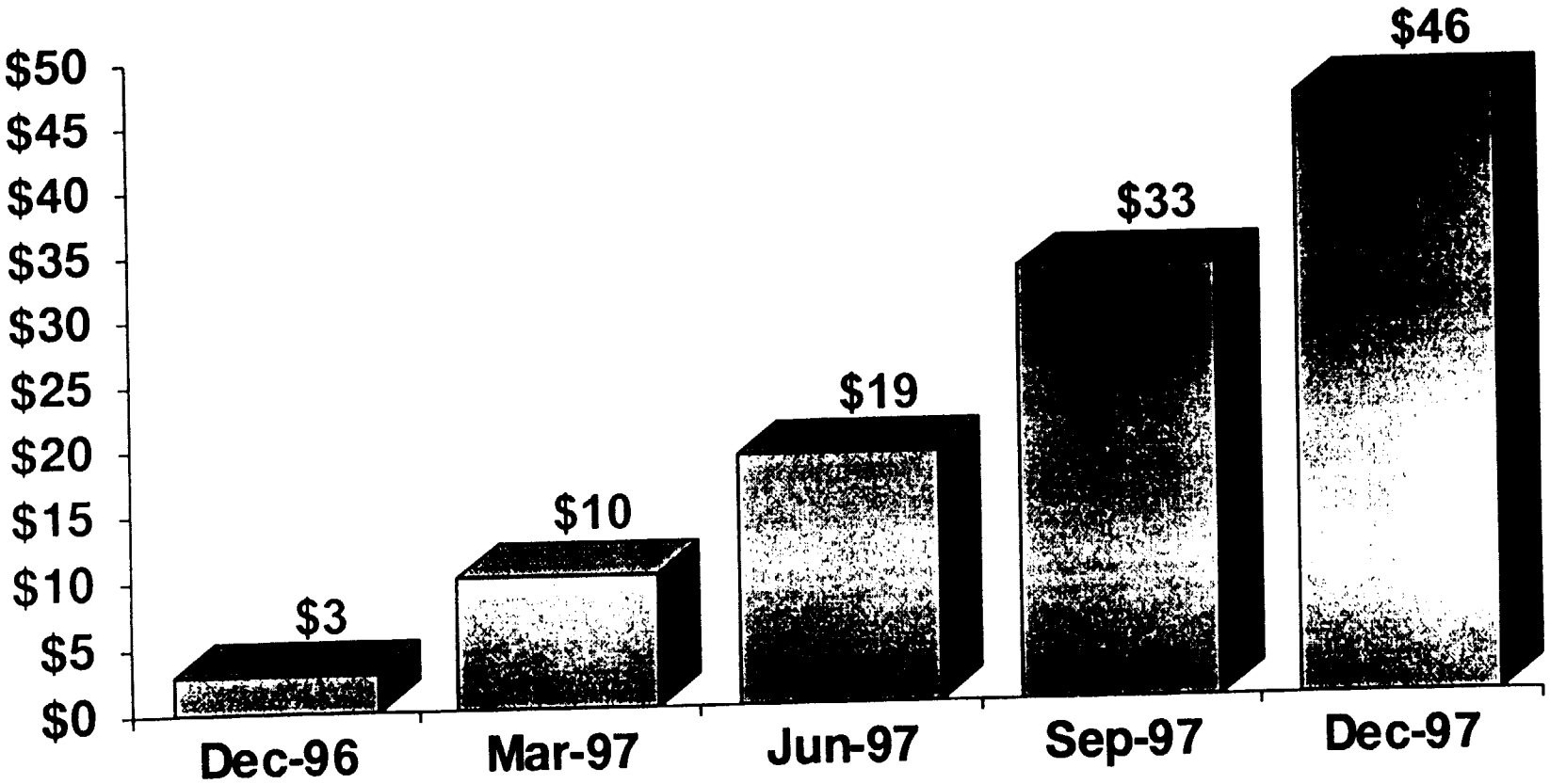
Important Measurements of Progress

Annualized CLEC revs ($ mil)



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Financial Summary

- Annualized 1997 year-end revenues exceeded $150 million
- Funds available approximate $800 million
- Cap. Ex. planned at $600 million 1998-1999
- EBITDA loss inflection point 4Q97

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Outlook

- Continued strong growth in:
  - Roof rights
  - VGE's
  - Line orders
  - Line installations
  - CLEC revenues
- Increasing percentage of "on-net" traffic
- Improving margin for local and L.D. revenues
- Growth in high-margin, value-added information and data services
- Commercial deployment of multipoint network 1998 second half
- Gradual decline in quarterly EBITDA loss

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