

CONSOLIDATED COMMUNICATIONS HOLDINGS, INC.

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Docket DT 16-872**RESPONSES TO STAFF'S DATA REQUESTS – THIRD SET**

Date Request Received: March 22, 2017

Date of Response: March 29, 2017

Request No. Staff 3-22

Witness: Steve Childers

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- 3-22 Please refer to the Steven Childers testimony, page 9, lines 1-3. “Also as part of our diligence efforts we work closely with the FairPoint management team to review and stress test their business plan and long-term model.” Please provide the financial model, business plan and stress tests described.

Response:

FairPoint’s LTM model is being provided as part of our response to Staff 3-9. With respect to sensitivity analysis, please refer to Highly Confidential Attachment Staff 1-9 (“Project Yankee Board of Directors Update” dated December 3, 2016) page 19.

Also see Highly Confidential Attachment Staff 3-22 for additional sensitivity analysis performed by Consolidated with respect to its acquisition of FairPoint.

Redacted

The diagram illustrates a multi-layered structure. The top layer is yellow and contains several horizontal lines. Below this is a light blue layer, which also contains horizontal lines. A green dashed box is positioned in the bottom right corner of the light blue layer.

Redacted

*** Capex spend increases by 10% and Revenues decrease by 5%**

Redacted