The Platform for a Digital World

Driving Greater Value with CenturyLink Fiber Investments

June 30, 2020
Forward-Looking Statements

Except for historical and factual information, the matters set forth in this presentation and other of our oral or written statements identified by words such as “estimates,” “expects,” “anticipates,” “believes,” “plans,” “intends,” and similar expressions are forward-looking statements as defined by the federal securities laws, and are subject to the “safe harbor” protections thereunder. These forward-looking statements are not guarantees of future results and are based on current expectations only, are inherently speculative, and are subject to a number of assumptions, risks and uncertainties, many of which are beyond our control. Actual events and results may differ materially from those anticipated, estimated, projected or implied by us in those statements if one or more of these risks or uncertainties materialize, or if underlying assumptions prove incorrect. Factors that could affect actual results include but are not limited to: uncertainties due to events outside of our control regarding the impact that COVID-19 health and economic disruptions will have on our business, operations, employees, customers, suppliers, distribution channels, controls, regulatory environment, access to capital, operating or capital plans and corporate initiatives, and ultimately on our financial performance, financial position and cash flows; the effects of competition from a wide variety of competitive providers, including decreased demand for our more mature service offerings and increased pricing pressures; the effects of new, emerging or competing technologies, including those that could make our products less desirable or obsolete; our ability to attain our key operating imperatives, including simplifying and consolidating our network, simplifying and automating our service support systems, strengthening our relationships with customers and attaining projected cost savings; our ability to safeguard our network, and to avoid the adverse impact on our business from possible security breaches, service outages, system failures, equipment breakage or similar events impacting our network or the availability and quality of our services; the effects of ongoing changes in the regulation of the communications industry, including the outcome of regulatory or judicial proceedings relating to intercarrier compensation, interconnection obligations, special access, universal service, broadband deployment, data protection, privacy and net neutrality; our ability to effectively adjust to changes in the communications industry and changes in the composition of our markets and product mix; possible changes in the demand for our products and services, including increased demand for high-speed data transmission services over the past few years and more recent changes that could result from disruptions caused by the COVID-19 pandemic; our ability to successfully maintain the quality and profitability of our existing product and service offerings and to introduce profitable new offerings on a timely and cost-effective basis; our ability to generate cash flows sufficient to fund our financial commitments and objectives, including our capital expenditures, operating costs, debt repayments, dividends, pension contributions and other benefits payments; our ability to implement our operating plans and corporate strategies, including our delevering strategy; changes in our operating plans, corporate strategies, dividend payment plans or other capital allocation plans, whether based upon COVID-19 disruptions, changes in our cash flows, cash requirements, financial performance, financial position, market conditions or otherwise; our ability to effectively retain and hire key personnel and to successfully negotiate collective bargaining agreements on reasonable terms without work stoppages; the negative impact of increases in the costs of our pension, health, post-employment or other benefits, including those caused by changes in markets, interest rates, mortality rates, demographics, regulations or disruptions caused by the COVID-19 pandemic; the potential negative impact of customer complaints, government investigations, security breaches or service outages impacting us or our industry; adverse changes in our access to credit markets on favorable terms, whether caused by changes in our financial position, lower debt credit ratings, unstable markets or otherwise; our ability to meet the terms and conditions of our debt obligations and covenants, including our ability to make transfers of cash in compliance therewith; our ability to maintain favorable relations with our key business partners, suppliers, vendors, landlords and financial institutions; our ability to collect our receivables from financially-troubled customers, including, but not limited to, those adversely impacted by the economic dislocations caused by the COVID-19 pandemic; our ability to use our net operating loss carryforwards in the amounts projected; any adverse developments in legal or regulatory proceedings involving us; changes in tax, communications, pension, healthcare or other laws or regulations, in governmental programs, or in general government funding levels; the effects of changes in accounting policies, which we may implement to more fully reflect the current economic environment; our ability to implement our business plans and strategies effectively; the effects of more general factors such as changes in interest rates, in exchange rates, in operating costs, in public policy, in the views of financial analysts or in general market, labor, economic or geo-political conditions; and other risks referenced from time to time in our filings with the U.S. Securities and Exchange Commission (“SEC”). For all the reasons set forth above and in our SEC filings, you are cautioned not to unduly rely upon our forward-looking statements, which speak only as of the date made. We undertake no obligation to publicly update or revise any forward-looking statements for any reason, whether as a result of new information, future events or developments, changed circumstances, or otherwise. Furthermore, any information about our intentions contained in any of our forward-looking statements reflects our intentions as of the date of such forward-looking statement, and is based upon, among other things, existing regulatory, technological, industry, competitive, economic and market conditions, and our assumptions as of such date. We may change our intentions, strategies or plans (including our dividend or other capital allocation plans) at any time and without notice, based upon any changes in such factors, in our assumptions or otherwise.
Non-GAAP Measures

This presentation includes certain non-GAAP historical and forward-looking financial measures, including but not limited to adjusted EBITDA, and adjustments to GAAP and non-GAAP measures to exclude the effect of integration and transformation costs and special items. In addition to providing key metrics for management to evaluate the company's performance, we believe these measurements assist investors in their understanding of period-to-period operating performance and in identifying historical and prospective trends.

Reconciliations of non-GAAP financial measures to the most comparable GAAP measures are included in Appendix A. Non-GAAP measures are not presented to be replacements or alternatives to the GAAP measures, and investors are urged to consider these non-GAAP measures in addition to, and not in substitution for, measures prepared in accordance with GAAP. CenturyLink may present or calculate its non-GAAP measures differently from other companies.
Driving Value with CenturyLink Fiber Investments

• CenturyLink contains extensive fiber infrastructure assets
  • Dense Global, U.S. and metro-area fiber footprint established through M&A and direct investment
  • Premium conduit-based fiber infrastructure

• These assets are the foundation for existing and emerging applications
  • The digital world requires greater bandwidth, more distributed network, and lower latency
  • Edge computing creates revenue opportunity as Enterprise and carrier customers leverage our network to support their application requirements
  • CenturyLink’s platform is well-positioned to capture increasing demand

• CenturyLink’s current Enterprise Value does not reflect historical multiples or how similar assets are valued today
CenturyLink at a Glance

Combination of two distinct business models

Enterprise

- Growth-oriented, fiber-based Enterprise services
- Fiber is the enabler for all emerging communications technologies
- Highly scalable, global network
- Managing legacy and wholesale services for cash

Consumer and Small Business

- Investing in growth with fiber-based high-speed broadband
- Managing copper-based consumer and small business services for cash
Rich Fiber Assets Amassed through Investments and Acquisitions

International

National (US)

Local (US)

Portfolio consists of nearly every modern, purpose-built fiber network
Valuable, Future-Proof Infrastructure, Foundational

- CenturyLink’s hard-to-replicate global fiber assets include metro depth with extensive intercity/international reach

- Continuing to augment and expand
  - Highly upgradable, largely conduit-based infrastructure enables cost-efficient, continual expansion
CenturyLink’s Global Network Statistics

Most highly connected internet peering backbone in the world

- Fiber Route Miles: 450K
- On-net Buildings: 170K+
- Technical Space (sq. ft): 27M
- Public Data Centers On-net: 2,200+
- Edge Compute Nodes: 100+ (Enabling > 98% of U.S. Enterprises within latency of 5ms)
Robust International Presence in EMEA and LATAM

Deep Metro Fiber Networks throughout EMEA

Unique Pan-Regional LATAM Fiber Network
Extensive U.S. Intercity and Metro Footprint

Multiconduit infrastructure enables ongoing augmentation

Extensive diversity and routing options across the U.S.

World’s largest ultra-low-loss fiber network
Dense Metropolitan Fiber Assets

Fiber density in Enterprise-oriented markets across the U.S.
### Intercity Expansion

- Announced global fiber overbuild; 4.2 million mile low-loss fiber plan
- 3.5 million fiber miles completed
- Invested in expanding metro and regional fiber, adding 18,000 fiber-fed Enterprise buildings
- More than 170,000 Enterprise buildings now on-net, and growing

### Regional Expansion

- Expanding intercity fiber overbuild plan to 5.5 million fiber miles
- Emphasis on supporting our Enterprise customers, willingness to put them on-net

#### 2019

#### 2020
Fiber and Low Latency are the Foundation for Emerging Applications

- IoT
- Smart manufacturing and retail
- Personalized healthcare and finance
- Robotics
- AI/Big Data
- AR/VR
- Real-time video analytics
- 5G enablement

CenturyLink is well-positioned to capture expanding addressable market opportunity
The Cloud is Decentralizing to the Edge

- Existing fiber and our 100+ edge data centers provide 5ms or better latency for 98% of U.S. demand
- Low latency is a function of fiber distance, and CenturyLink edge nodes are well distributed
- Hyperscale data centers were not purpose-built to serve this demand

The Network is the New Data Center
Enabling Application Optimization with CenturyLink’s Fiber and Edge Compute

CenturyLink’s 100+ Edge Compute Nodes

Low Latency Fiber Connections

Multiple Wireless Access Options

Best Delivery Platform for Next-Gen Applications

CenturyLink Fiber

Hospitals

Factories

Retail Stores

5G

Private 5G/ LTE

WiFi

CenturyLink Edge Compute Nodes
Why Do Investors Value Fiber Infrastructure?

**Durable**

**Long-life Asset with Defensible Dynamics**
- Capable of supporting all emerging bandwidth-intensive applications
- Scales at low incremental costs and high operating margins
- Replacement costs and time to build create high barriers to entry

**Support for Fiber in the Capital Markets**
- Fiber infrastructure assets generally trade at double-digit EBITDA multiples
- Debt markets require lower returns for fiber-rich assets
- High demand for fiber assets in recent M&A activity

*Based on historical Level 3 multiples and recent fiber-based transactions, CenturyLink appears to be undervalued*
Historical Multiples Implied Higher Value for Fiber Assets

Historical Trading Multiples
(Diluted TEV - Outstanding/LTM EBITDA)

CenturyLink consistently traded at 5x
Post-TWTC multiples averaged 11x

Source: Capital IQ (5/29/20 unadjusted)
## Valuation Overview

### 1Q20 LTM Adj. EBITDA

<table>
<thead>
<tr>
<th></th>
<th>Low</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>Level 3</td>
<td>10.0x</td>
<td>12.0x</td>
</tr>
<tr>
<td>CenturyLink</td>
<td>5.0x</td>
<td>6.0x</td>
</tr>
<tr>
<td>Consolidated</td>
<td>6.6x</td>
<td>7.9x</td>
</tr>
</tbody>
</table>

### Multiple

<table>
<thead>
<tr>
<th></th>
<th>Low</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>Implied EV</td>
<td>$ 29</td>
<td>$ 35</td>
</tr>
<tr>
<td>- Net Debt</td>
<td>$ 31</td>
<td>$ 37</td>
</tr>
</tbody>
</table>

### Equity Value

<table>
<thead>
<tr>
<th></th>
<th>Low</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity Value</td>
<td>$ 26</td>
<td>$ 38</td>
</tr>
</tbody>
</table>

\[ \text{Multiple} = \frac{\text{Implied EV}}{\text{Equity Value}} \]

\[ \text{Share Price} = \frac{\text{Implied EV}}{\text{Shares Out.}} \]

### Notes

1) Based on Adj. EBITDA as reported in the Level 3 1Q20 10-Q and 2019 10-K and CenturyLink 1Q20 10-Q and 2019 10-K.
2) Non-Cash Compensation, transformation costs, and special items are excluded from Adj. EBITDA.
3) Based on CenturyLink 1Q20 10-Q. Debt excludes unamortized discounts and debt issuance costs. For additional information about CenturyLink’s debt see note 5 to the consolidated financial statements in CenturyLink’s 1Q20 10-Q.
4) Diluted shares outstanding in billions as of 1Q20.

Using Level 3 as a proxy for fiber assets based on publicly disclosed financial results.

Historical multiples for Level 3 and remaining CenturyLink entities yield a range of Enterprise values significantly higher than current market value.
CenturyLink Current Enterprise Value Implies Multiples Below Historic Averages

- Two-thirds of CenturyLink Adj. EBITDA is being valued at a **2x** multiple when excluding value contributed by Level 3
- Consumer fiber and Qwest fiber part of CenturyLink asset

Analysis implies that CenturyLink, excluding Level 3, is being valued at less than half of its historical average multiple

---

1) Based on share price of $10 for CenturyLink
Additional Information

• For additional information about CenturyLink and its subsidiaries, please see the periodic reports publicly filed by them with the Securities and Exchange Commission, including:
  • the Annual Report on 10-K of CenturyLink, Inc. for the year ended December 31, 2019 and the Quarterly Report on 10-Q of CenturyLink, Inc. for the quarterly period ended March 31, 2020; and
  • the Annual Report on 10-K of Level 3 Parent, LLC for the year ended December 31, 2019 and the Quarterly Report on 10-Q of Level 3 Parent, LLC for the quarterly period ended March 31, 2020

• Capital IQ is a third-party source of information. As such, we have not independently verified the data from Capital IQ, cannot guarantee its accuracy or completeness and disclaim any liability regarding the same.
Appendix A
## CenturyLink, Inc.
LTM Adjusted EBITDA  
(UNAUDITED)  
($ in millions)

<table>
<thead>
<tr>
<th></th>
<th>Legacy Level 3</th>
<th>Legacy CenturyLink</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1Q20</td>
<td>4Q19</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>$113</td>
<td>160</td>
</tr>
<tr>
<td><strong>Income tax expense</strong></td>
<td>45</td>
<td>41</td>
</tr>
<tr>
<td><strong>Total other expense, net</strong></td>
<td>127</td>
<td>84</td>
</tr>
<tr>
<td><strong>Depreciation and Amortization</strong></td>
<td>416</td>
<td>404</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>$701</td>
<td>689</td>
</tr>
<tr>
<td><strong>Add back: integration and transformation costs</strong></td>
<td>23</td>
<td>28</td>
</tr>
<tr>
<td><strong>Add back: special items</strong></td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA excluding integration and transformation costs and special items</strong></td>
<td>$724</td>
<td>717</td>
</tr>
</tbody>
</table>
### CenturyLink, Inc.

LTM Adjusted EBITDA
(UNAUDITED)
($ in millions)

<table>
<thead>
<tr>
<th>Consolidated</th>
<th>1Q20</th>
<th>4Q19</th>
<th>3Q19</th>
<th>2Q19</th>
<th>Total LTM Adjusted</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Income</td>
<td>$314</td>
<td>223</td>
<td>302</td>
<td>371</td>
<td>1,210</td>
</tr>
<tr>
<td>Income tax expense</td>
<td>119</td>
<td>126</td>
<td>108</td>
<td>131</td>
<td>484</td>
</tr>
<tr>
<td>Total other expense, net</td>
<td>547</td>
<td>498</td>
<td>540</td>
<td>474</td>
<td>2,059</td>
</tr>
<tr>
<td>Depreciation and Amortization</td>
<td>1,160</td>
<td>1,210</td>
<td>1,235</td>
<td>1,196</td>
<td>4,801</td>
</tr>
<tr>
<td>Add back: Share-based compensation expense</td>
<td>69</td>
<td>48</td>
<td>38</td>
<td>43</td>
<td>198</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>$2,209</td>
<td>2,105</td>
<td>2,223</td>
<td>2,215</td>
<td>8,752</td>
</tr>
<tr>
<td>Add back: integration and transformation costs</td>
<td>34</td>
<td>123</td>
<td>38</td>
<td>39</td>
<td>234</td>
</tr>
<tr>
<td>Add back: special items</td>
<td>0</td>
<td>50</td>
<td>0</td>
<td>15</td>
<td>65</td>
</tr>
<tr>
<td>Adjusted EBITDA excluding integration and transformation costs and special items</td>
<td>$2,243</td>
<td>2,278</td>
<td>2,261</td>
<td>2,269</td>
<td>9,051</td>
</tr>
</tbody>
</table>