

# Frank Louthan

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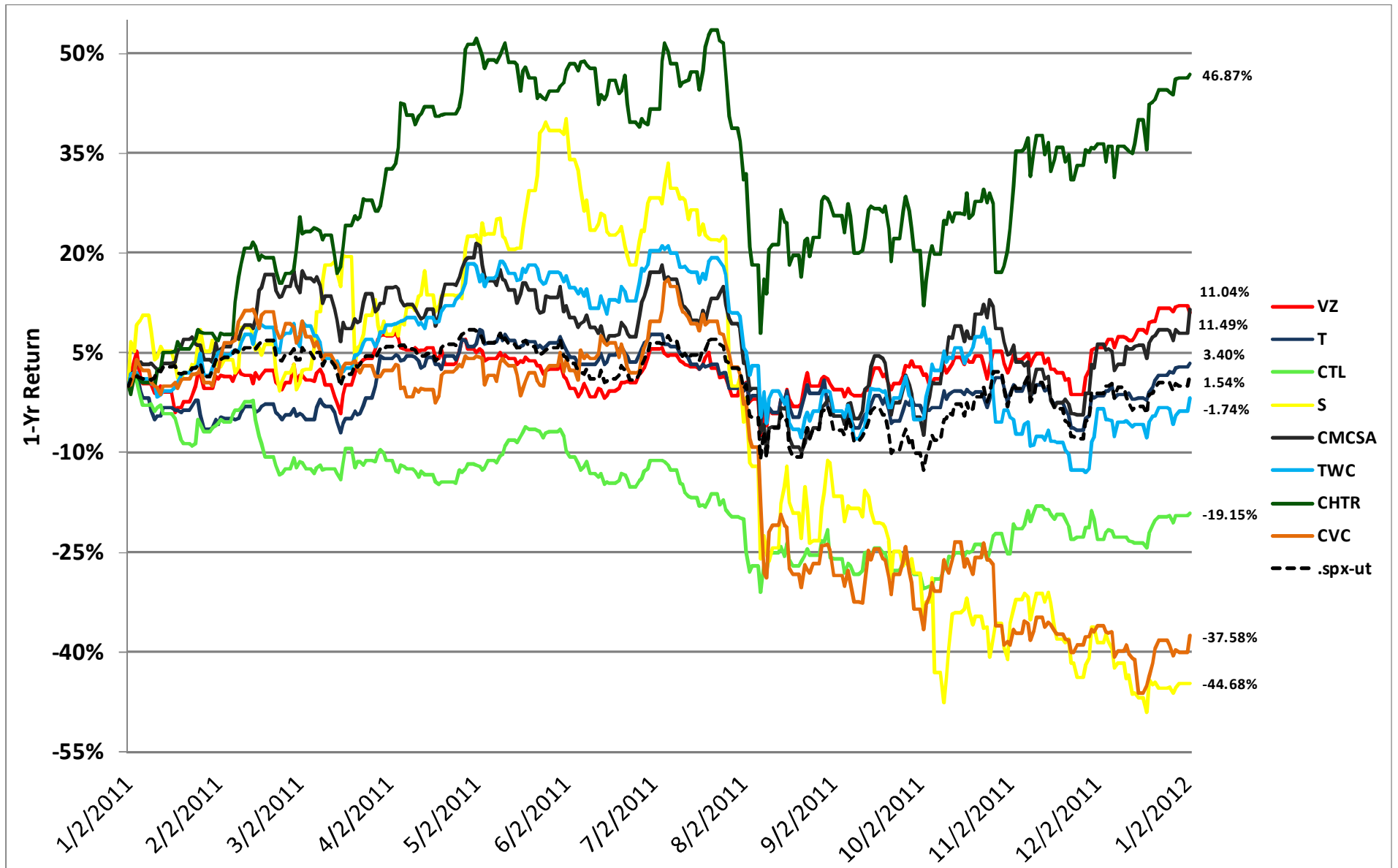
## Raymond James Wireline Research Coverage



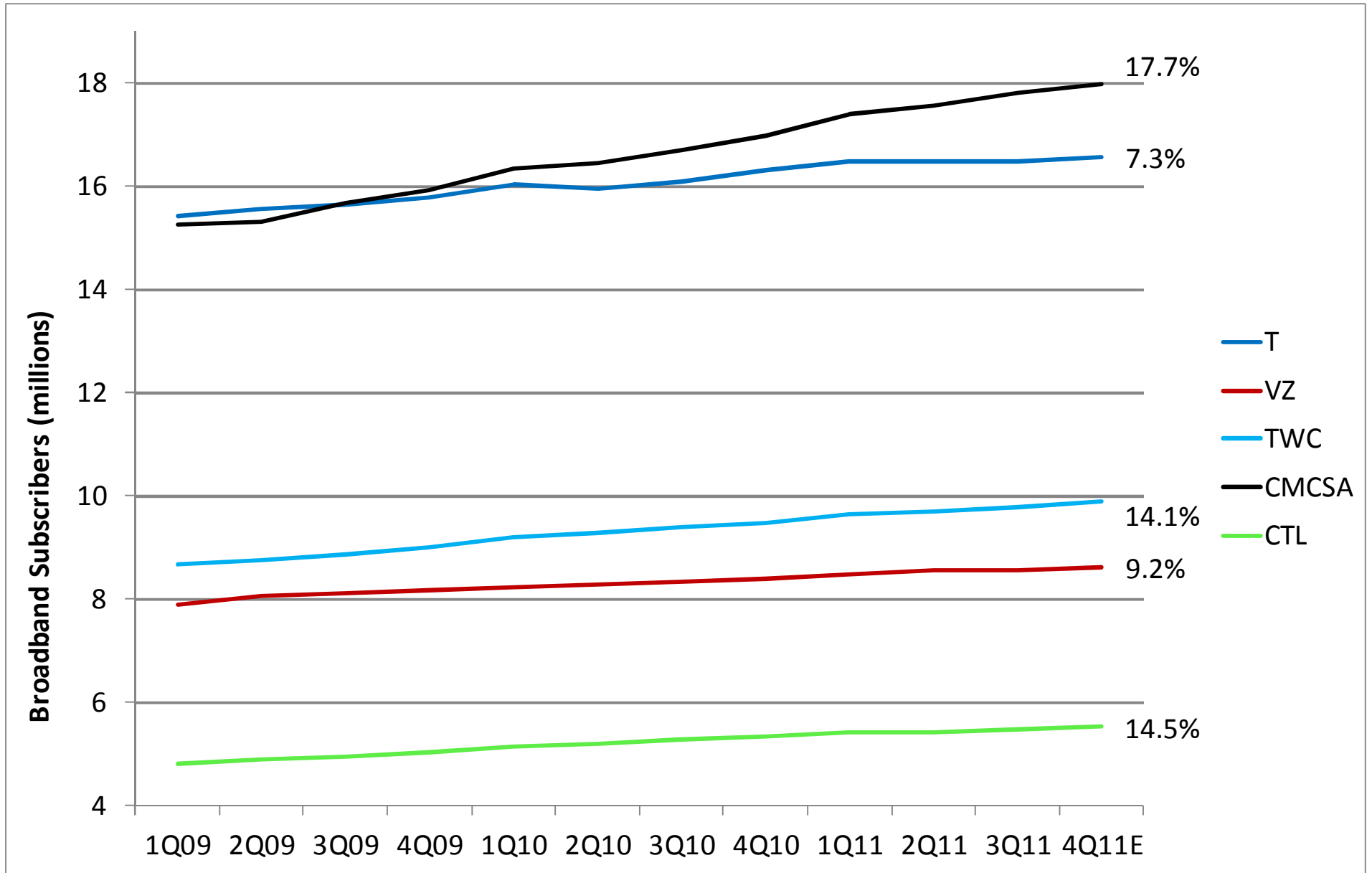
AboveNet



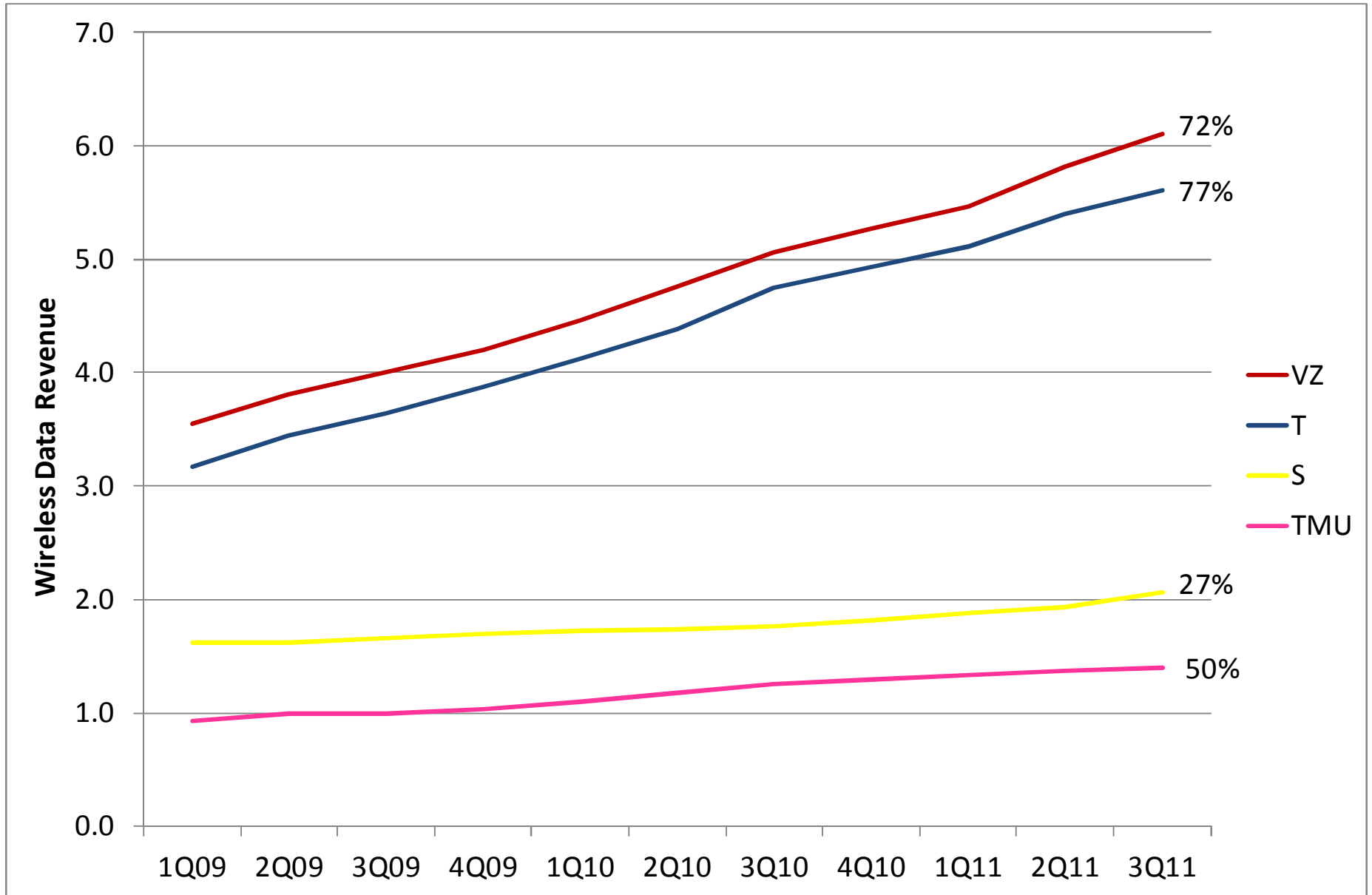
# 12-Month Stock Prices



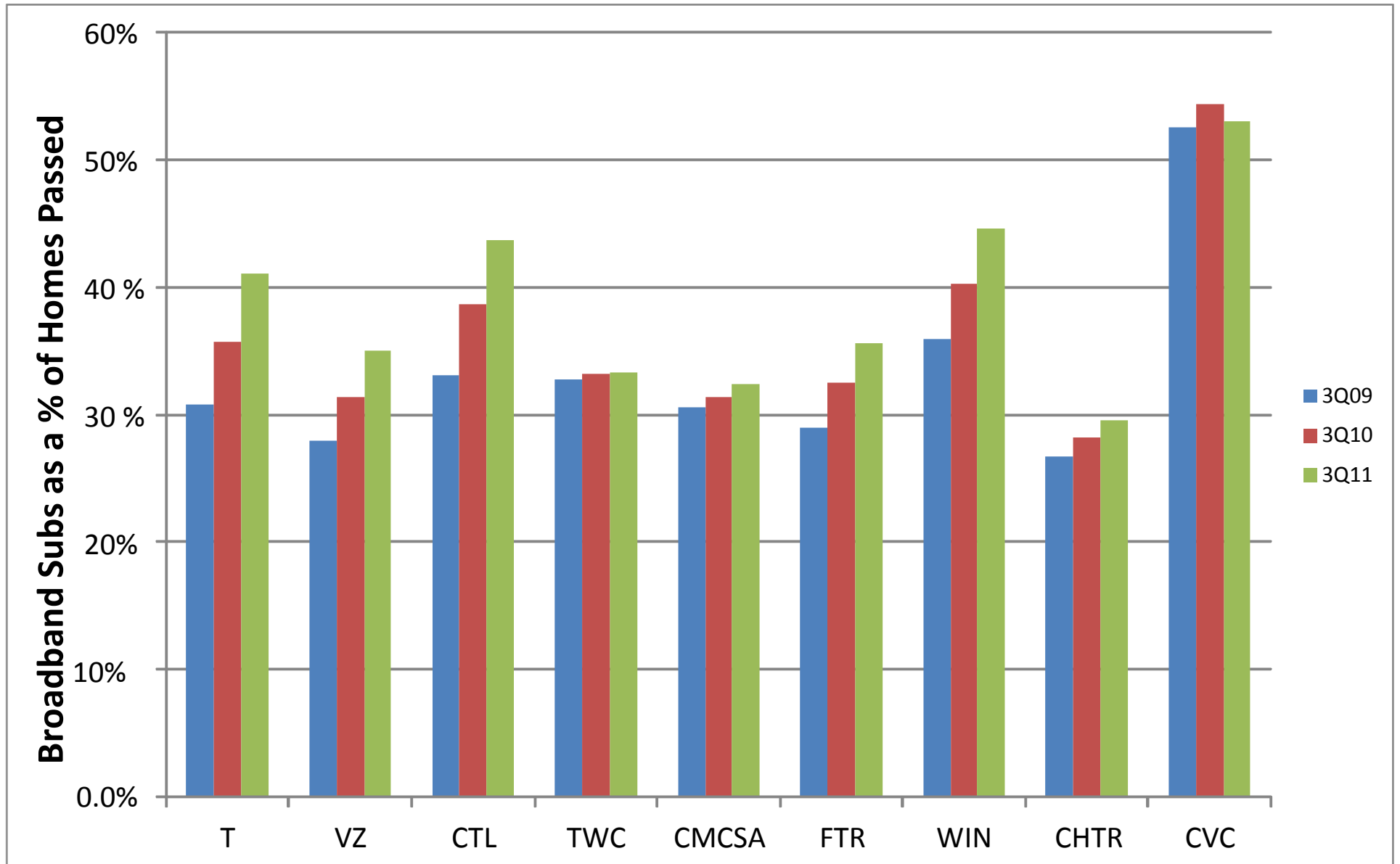
# Broadband Subscriber Trends



# Wireless Data Revenue Trends



# Broadband Penetration



# Cable vs. Telco

Cable wins the high ground on marketing SPEED, but is that real or just marketing? Charter taking different view

*How long does copper keep up? Slowest link in the network implies a long time. Don't forget backhaul*

Will telcos all go FTTH? Not likely in the near term

*Wifi – both in and out of the home makes a large difference. Advantage: telcos*

Wireless is a threat to both telco and cable landlines in the near term. Physics imply wired networks stay ahead, but not for all applications.

*First Verizon, now Disney? Comcast's unusual deals expand, demonstrating shifting content consumption patterns.*

# Telco M&A Follies

**AT&T: Failed bid for T-Mobile leaves it in a spectrum constrained position. Implies the need to try again**

***Verizon and Cable combo. Spectrum purchases from cable are disruptive from a competitive standpoint. BIG advantage to VZ. Sprint really hurt with cross-sell experiment***

**Industry remains spectrum constrained. Regulators do not get it. This is about spectrum and scale that is passed on to the customer base, not about customer market by raw handset figures.**