

# **Trilogy International Partners Inc.**

September 2018 Deutsche Bank Conference

### **Disclaimer**

Cautionary Statement Regarding Forward-Looking Information and Statements: This presentation contains "forward-looking information" within the meaning of applicable securities laws in Canada and "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 of the United States of America. Forward-looking information and forward-looking statements may relate to our future outlook and anticipated events or results and may include information regarding our financial position, business strategy, growth strategies, budgets, operations, financial results, taxes, dividend policy, plans and objectives. In some cases, forward-looking information can be identified by the use of forward-looking terminology such as "estimates", "plans", "targets", "expects" or "does respects", "an opportunity exists", "outlook", "prospects", "strategy", "intends", "believes", or variations of such words and phrases or statements that certain actions, events or results "may", "could", "would", "would", "will", "will be taken", "occur" or "be achieved". In addition, any statements that refer to expectations, intentions, estimates, projections or other characterizations of future events or circumstances contain forward-looking information and statements.

Forward-looking information and statements are provided for the purpose of assisting readers in understanding management's current expectations and plans relating to the future. Readers are cautioned that such information and statements may not be appropriate for other purposes. Forward-looking information and statements contained in this presentation are based on our opinions, estimates and assumptions in light of our experience and perception of historical trends, current conditions and expected future developments, as well as other factors that we currently believe are appropriate and reasonable in the circumstances. These opinions, estimates and assumptions include but are not limited to: general economic and industry growth rates; currency exchange rates and interest rates; product pricing levels and competitive intensity; income tax; subscriber growth; pricing, usage, and churn rates; changes in government regulation; technology deployment; availability of devices; timing of new product launches; content and equipment costs; vendor and supplier performance; the integration of acquisitions; industry structure and stability; and data based on good faith estimates that are derived from management's knowledge of the industry and other independent sources. Despite a careful process to prepare and review the forward-looking information and statements, there can be no assurance that the underlying opinions, estimates and assumptions will prove to be correct.

Numerous risks and uncertainties, some of which may be unknown, relating to business of Trilogy International Partners Inc. ("TIP Inc.") could cause actual events and results to differ materially from the estimates, beliefs and assumptions expressed or implied in the forward-looking information and statements. Among such risks and uncertainties, are those that relate to the history of losses of TIP Inc. and Trilogy International Partners LLC ("Trilogy LLC"); TIP Inc.'s and Trilogy LLC's status as holding companies; TIP Inc.'s significant level of indebtedness and the refinancing, default and other risks, as well as limits, restrictive covenants and restrictions resulting therefrom; TIP Inc.'s or Trilogy LLC's ability to incur additional debt despite its indebtedness level; TIP Inc.'s or Trilogy LLC's ability to refinance its indebtedness; the risk that TIP Inc.'s or Trilogy LLC's credit ratings could be downgraded; TIP Inc. having insufficient financial resources to achieve its objectives; risks associated with any potential acquisition, investment or merger; the significant political, social, economic and legal risks of operating in Boliva; TIP Inc.'s operations being in markets with substantial tax risks and inadequate protection of shareholder rights; the need for spectrum access; the regulated nature of the industry in which TIP Inc. participates; the use of "conflict minerals" and the effect thereof on availability of certain products, including handsets; anti-corruption compliance; intense competition; lack of control over network termination, roaming and international long distance revenues; rapid technological change and associated costs; reliance on equipment suppliers; subscriber "churn" risks, including those associated with prepaid accounts; the need to maintain distributor relationships; TIP Inc.'s future growth being dependent on innovation and development of new products; security threats and other material disruptions to TIP Inc.'s wireless networks; the ability of TIP Inc. to protect subscriber

Cautionary Statement Regarding Forward-Looking Information and Statements (Continued): Although we have attempted to identify important risk factors that could cause actual results to differ materially from those contained in forward-looking information and statements in this presentation, there may be other risk factors not presently known to us or that we presently believe are not material that could also cause actual results or future events to differ materially from those expressed in such forward-looking information in this presentation. Please see our continuous disclosure filings available under the Company's profile at <a href="www.sedar.com">www.sedar.com</a> for information on the risks and uncertainties associated with our business. Readers should not place undue reliance on forward-looking information and statements, which speak only as of the date made. The forward-looking information and statements on this presentation represent our expectations as of the date of this presentation or the date indicated, regardless of the time of delivery of the presentation. We disclaim any intention or obligation or undertaking to update or revise any forward-looking information or statements whether as a result of new information, future events or otherwise, except as required under applicable securities laws.

Non-GAAP and Other Measures: We report certain non-GAAP measures that are used to evaluate the performance of Trilogy International Partners Inc. and its subsidiaries. As non-GAAP measures generally do not have a standardized meaning, they may not be comparable to similar measures presented by other issuers. Securities regulations require such measures to be clearly defined, qualified and reconciled with their nearest U.S. GAAP measure.

Also included in the following are industry metrics that management finds useful in assessing the operating performance of Trilogy, and are often used in the wireless telecommunications industry, but do not have a standardized meaning under U.S. GAAP.

Adjusted EBITDA and Adjusted EBITDA Margin represents net income (loss) attributable to TIP Inc. and or its subsidiaries excluding amounts for: Income tax expense; Interest expense; Depreciation, amortization and accretion; Equity-based compensation (recorded as a component of General and administrative expense); Net income (loss) attributable to non-controlling interests; gain (loss) on disposal and abandonment of assets; and all other non-operating income and expenses. Adjusted EBITDA margin is calculated as Adjusted EBITDA exprise revenues. Adjusted EBITDA and Adjusted EBITDA margin are common measures of operating performance in the telecommunications industry. We believe Adjusted EBITDA is a helpful measure because it allows us to evaluate our performance become removing from our operating results items that do not relate to our core operating performance. We believe that certain investors and analysts use Adjusted EBITDA to measure a company's ability to service debt and to meet other payment obligations or as a common measurement to value companies in the telecommunications industry. We believe that certain investors and analysts also use Adjusted EBITDA and Adjusted EBITDA margin to evaluate the performance of our business.

Capital Expenditures and Segment Adjusted EBITDA Less Capital Expenditures reflect the relevant Segment Adjusted EBITDA and related capital expenditures as presented within the Notes to TIP Inc.'s financial statements, exclusive of amounts related to discontinued operations. Capital projects require significant and on-going planning and thus timing of related cash outflows is subject to negotiations with vendors, project delivery dates, milestone acceptance and timing of supplier invoicing. As such, timing of cash and capital expenditures may differ materially from projected amounts.

Monthly average revenue per wireless user ("Wireless ARPU") is calculated by dividing average monthly wireless service revenues during the relevant period by the average number of wireless subscribers during such period.

Churn is the rate at which existing subscribers cancel their services, subscribers are suspended from accessing the network or subscribers have no revenue generating event within the most recent 90 days, expressed as a percentage. Churn is calculated by dividing the number of subscribers disconnected by the average subscriber base. It is a measure of monthly subscriber turnover.

Basis of Presentation: This presentation reflects TIP Inc.'s financial and operational results that are presented in more detail in our financial statements, MD&As, Annual Information Forms and other filings with Canadian securities commissions and the U.S. Securities and Exchange Commission, which are available on TIP Inc.'s website (<a href="www.trilogy-international.com">www.trilogy-international.com</a>) in the investor relations section and under TIP Inc.'s profiles on SEDAR (<a href="www.sec.gov">www.sec.gov</a>).

All dollar amounts are in USD, unless otherwise noted as a different currency. Amounts for subtotals and totals presented in graphs and tables may not sum arithmetically because of rounding.

1

# **Executing our strategy**

# Investment in our business



- Significant LTE expansion now covering 96% of network in New Zealand and 87% in Bolivia at the end 2Q18
- NuevaTel awarded "Fastest Mobile Network in Bolivia" by Ookla Speedtest 2 years in a row

# Postpaid growth in New Zealand



- Q2 2018 postpaid subscribers grew 8% year over year
- Postpaid net additions in 2Q18 nearly doubled year-over-year and now represent 29% of our wireless subscriber base

# Data evolution in Bolivia



- 2017 Data revenues increased from 37% to 45% of Wireless Service Revenues as LTE adoption nearly doubled
- 2Q18 Data revenue grew 1% quarter over quarter; LTE users now make up 21% of subscriber base

# Solid cash generation



- 28% increase in combined Segment Free Cash Flow (Segment Adjusted EBITDA Capital Expenditures) from full year 2016 to full year 2017
- Net cash provided by operating activities for 2Q18 increased almost 3x year-overyear

# Strong foundation for growth

## Positioned for strong Adjusted EBITDA and Segment FCF growth [1]

**Opportunity** 

Investment

Results

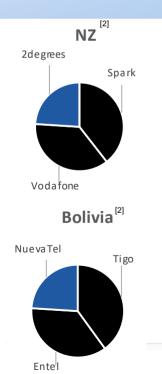
Solid position in three player mobile markets

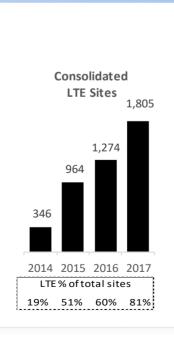
**Expand LTE** coverage

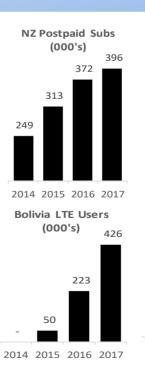
Continue to drive data adoption and increase consumption

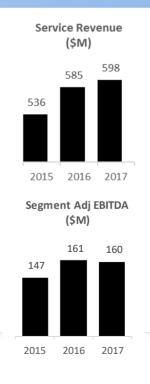
Strong financial performance

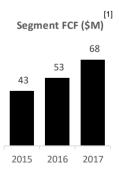
Generate increasing Segment FCF [1]











Segment FCF = (Segment Adj. EBITDA - Capital Expenditures) see disclaimer for non-GAAP measures NZ mobile revenue share from IDC Tracker, Bolivia data from 2Q18 management estimates; other LatAm stats



# **2degrees: Strategic focus areas**



Multi-faceted, cross-functional churn reduction initiatives



**ARPU** development with content offerings



**Enhance EBITDA margin with scale and opex discipline** 

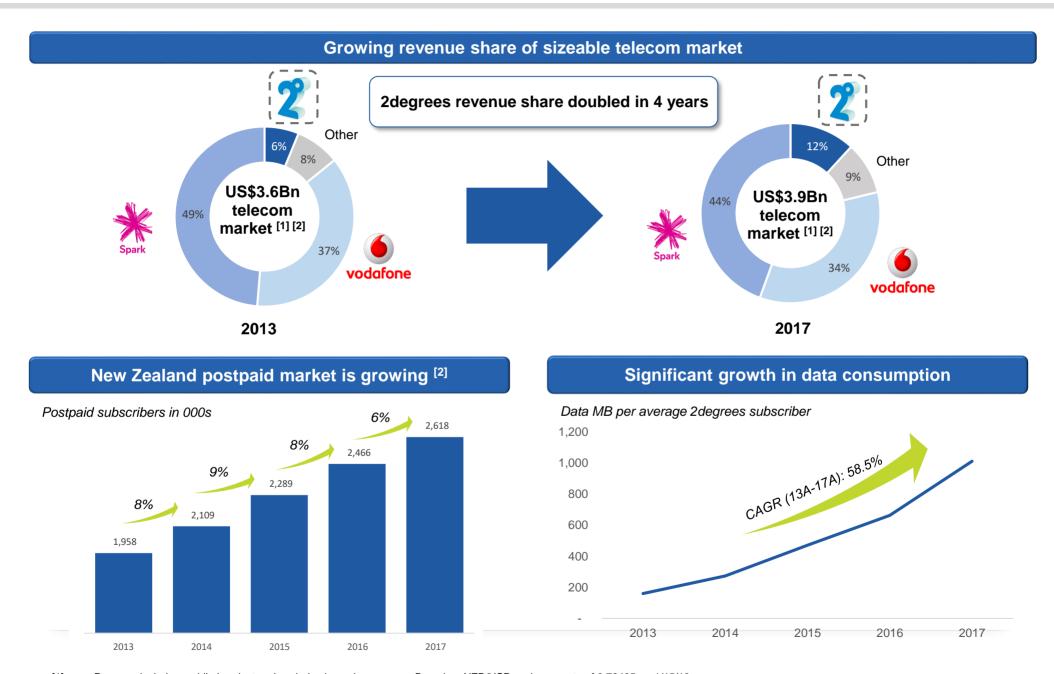


Strengthen key organizational functions

Sustainable growth in service revenue, Adjusted EBITDA and Segment FCF



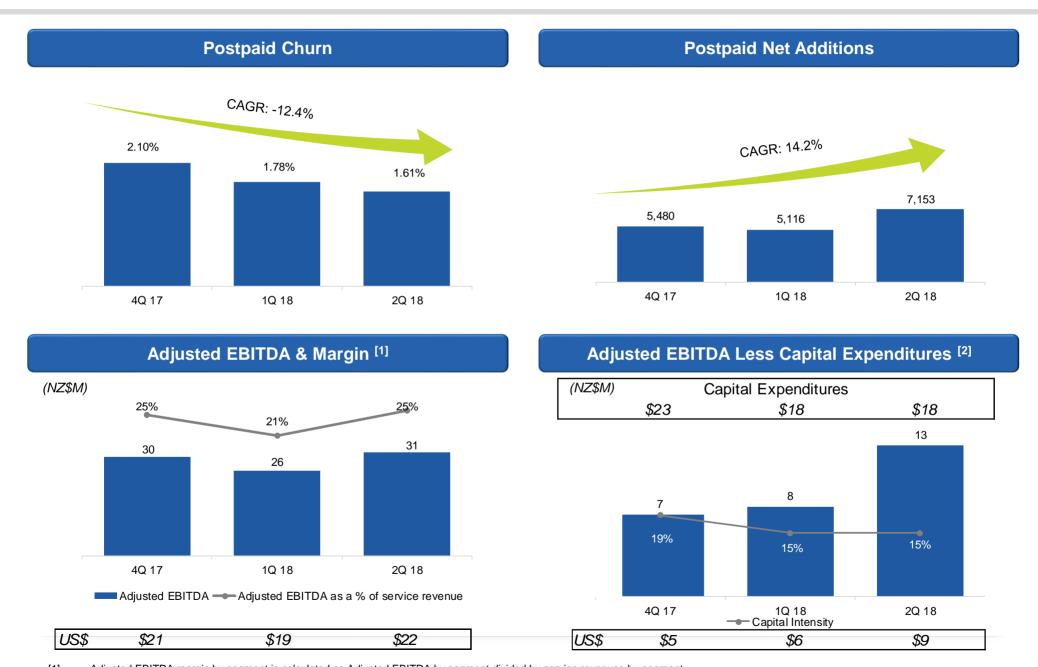
# **2degrees: Enhancing value in growing telco market**



Revenue includes mobile handset and excludes incoming revenue. Based on NZD/USD exchange rate of 0.72425 on 1/15/18

# 2degrees: Postpaid subscriber growth driving revenue and segment free cash flow





<sup>[1]</sup> Adjusted EBITDA margin by segment is calculated as Adjusted EBITDA by segment divided by service revenues by segment

<sup>[2]</sup> See Disclaimer for definitions of non-US GAAP measures -- Adjusted EBÍTDA, Adjusted EBÍTDA margin, Adjusted EBÍTDA Less Capital Expenditures – and for explanatory note concerning Capital Expenditures.



# **NuevaTel: Strategic focus areas**



Increase LTE adoption and drive data usage



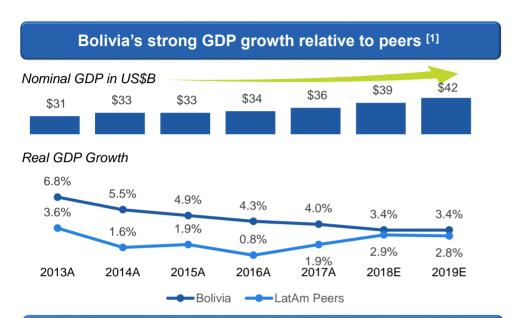
**Expand fixed wireless broadband** 



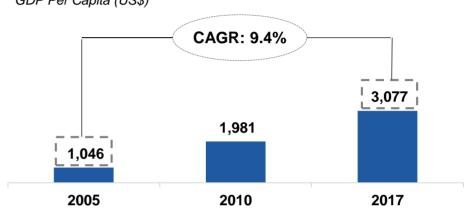
**Continued Segment FCF generation** 

# **NuevaTel: Attractive economic backdrop supports** continued growth opportunity



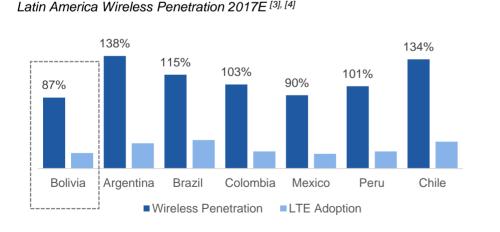


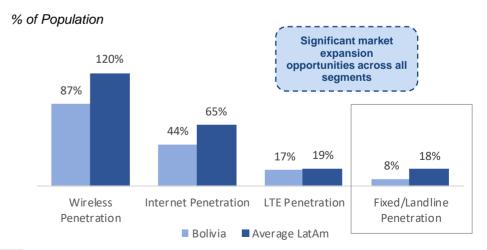
# Substantial strength from growing middle class [2] GDP Per Capita (US\$)



### **Upside relative to LATAM peers**

### Significant fixed broadband opportunity in Bolivia [5]





Economist Intelligence Unit, peer group includes Mexico, Peru, Chile, Colombia, Argentina and Brazil

[5]

Statistical measure of income distribution among a population. The lower the coefficient, the less income inequality [3]

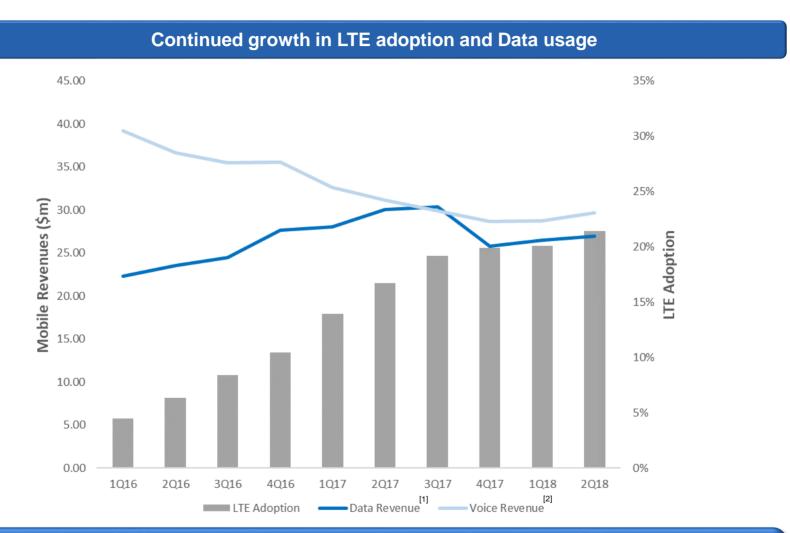
BofA Global Matrix - January 5, 2018 and GSMA.

<sup>[4]</sup> Bolivia data from 4Q17 management estimates; other LatAm stats as of 3Q17

Average penetration for Argentina, Chile, Peru, Brazil, Columbia, and Mexico



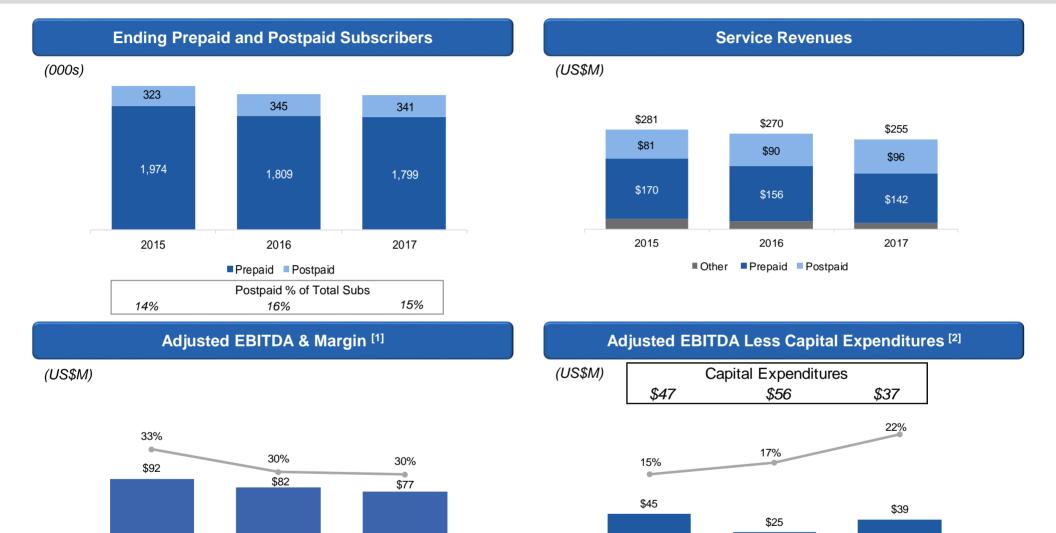
# **NuevaTel: Substantial LTE growth**



- LTE adoption increased 40% quarter-over-quarter and voice usage stabilizing
- Declining LTE handset prices facilitate penetration
- Continued LTE network investment: 70% at YE17; planned to grow to ~90% of our network by YE18

# NuevaTel: Track record of strong cash generation and profitability





2015

2016

Adjusted EBITDA capital Intesity

2017

2016

Adjusted EBITDA — Adjusted EBITDA as a % of service revenue

2015

2017

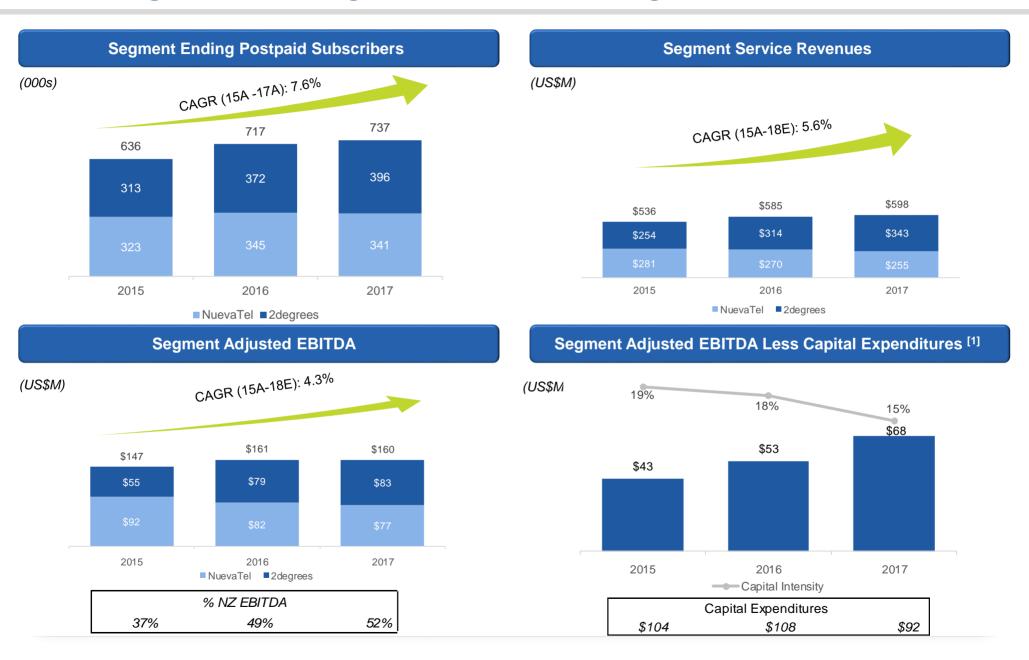
<sup>[1]</sup> Adjusted EBITDA margin by segment is calculated as Adjusted EBITDA by segment divided by service revenues by segment [2] See Disclaimer for definitions of non-US GAAP measures: Adjusted EBITDA, Adjusted EBITDA margin, Adjusted EBITDA Les

See Disclaimer for definitions of non-US GAAP measures: Adjusted EBITDA, Adjusted EBITDA margin, Adjusted EBITDA Less Capital Expenditure and for explanatory note concerning Capital Expenditures

# Trilogy International Partners



# Revenue growth and segment free cash flow generation

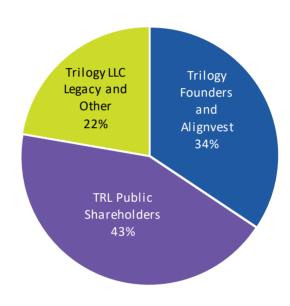


# **Capital structure**

### Capital Structure June 30, 2018

83.7 million combined common shares and LLC units outstanding at June 30, 2018 [1]

Gross Debt(\$M)	Current Rate	US\$	
X: /			
Trilogy LLC 2022 notes	8.9%	\$	350
New Zealand Senior Facilities			
Agreement (due 2020) [2]	4.1%		133
Bolivian Syndicated Loan			_
(due 2021)	8.8%		18
Bolivian Bank Loan			
(due 2022)	6.0%		7
			_
Other	n.a.		4
		\$	512

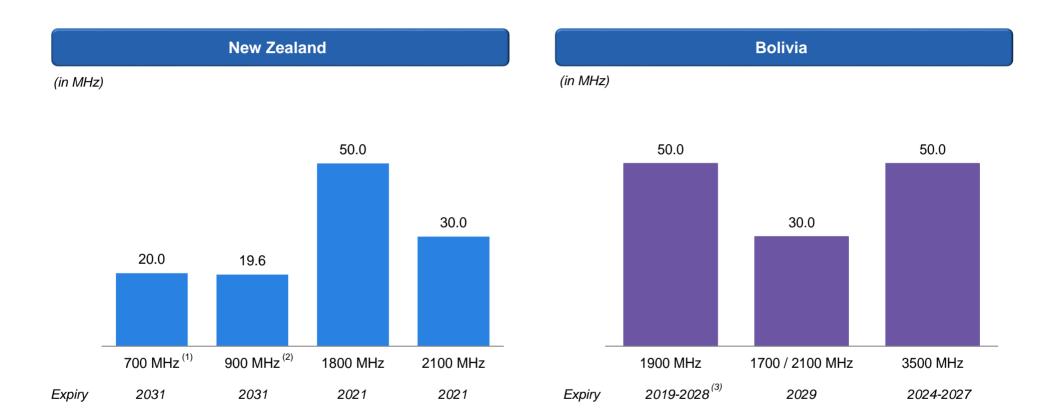


- During 2017, we paid down Trilogy note by \$100M and reduced corporate annual interest cost by ~50%
- Leveraged metrics improved with debt reduction
- Significant insider ownership and support

<sup>[1]</sup> Includes TIP Inc. common shares and Trilogy LLC redeemable class C units outstanding as of June 30, 2018 (excluding any restricted or unvested units).

<sup>[2]</sup> In July 2018, 2degrees completed a bank loan facility refinancing for NZ\$250 million (\$169.2 million based on the exchange rate at June 30, 2018). The new facility replaced the Senior Facilities Agreement outstanding as of June 30, 2018 and matures in 2021.

# Strong spectrum holdings in desirable spectrum bands

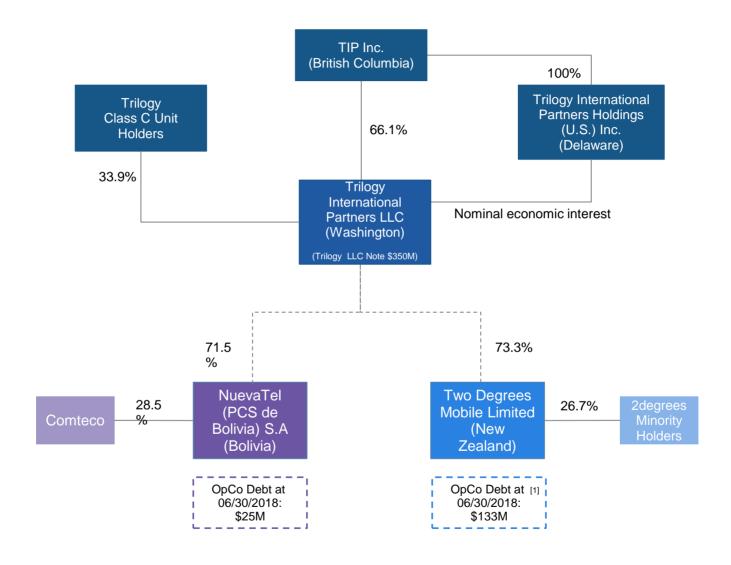


<sup>(1)</sup> The 2031 expiration for the 700 MHz spectrum is conditioned on payment of the spectrum license cost in installments by 2019. If the aforementioned criteria are not satisfied, the 700 MHz spectrum license expires in 2020.

<sup>(2)</sup> The 2031 expiration for the 900 MHz spectrum is conditioned on payment by May 2022 of the price of the spectrum license and satisfying certain New Zealand Commerce Act requirements per the sale offer. If these criteria are not satisfied, the rights to use the 900 MHz spectrum expire in 2022 except for 4 MHz that expires in 2031.

<sup>(3) 30</sup> MHz (15MHz x2) expires in November 2019 and 20MHz (10MHz x2) expires in April 2028.

## **Corporate structure**



Note: Details related to wholly owned subsidiaries not shown in the simplified chart above may be found in the Annual Information Form (AIF) of Trilogy International Partners, Inc. (March 27, 2017) and in the Indenture relating to the Senior Notes due May 2022 of Trilogy International Partners LLC (May 2, 2017).

## **Q2 2018 Consolidated results**

### **Consolidated Financial Results**

_	Three Mon	Three Months Ended June 30,			Six Months Ended June 30,		
(US dollars in millions unless otherwise noted, unaudited)	2018	2017	% Chg	2018	2017	% Chg	
Revenues							
New Zealand	136.5	126.5	8%	278.5	251.1	11%	
Bolivia	61.5	66.8	(8%)	121.9	133.4	(9%)	
Unallocated Corporate & Eliminations	0.1	0.1	(1%)	0.4	0.2	65%	
Total revenues	198.1	193.5	2%	400.8	384.7	4%	
Total service revenues	147.6	151.4	(2%)	296.5	303.6	(2%)	
Net loss <sup>(1)</sup>	(6.3)	(10.8)	42%	(13.6)	(22.1)	38%	
Adjusted EBITDA							
New Zealand	22.0	20.7	6%	40.8	43.5	(6%)	
Bolivia	18.3	21.7	(16%)	35.2	42.4	(17%)	
Unallocated Corporate & Eliminations	(2.7)	(2.9)	5%	(5.8)	(5.8)	(1%)	
Adjusted EBITDA <sup>(2)</sup>	37.5	39.5	(5%)	70.3	80.1	(12%)	
Adjusted EBITDA margin <sup>(2)</sup>	25.4%	26.1%	(3%)	23.7%	26.4%	(10%)	
Cash provided by operating activities	5.2	(2.9)	279%	12.2	1.7	601%	
Capital expenditures <sup>(3)</sup>	20.8	17.9	16%	38.2	30.8	24%	
Capital Intensity	14%	12%	19%	13%	10%	27%	

#### Notes:

<sup>(1)</sup> There was no gain or loss from discontinued operations in the periods presented. Thus, Loss from continuing operations presented in prior releases has been replaced with Net loss.

<sup>(2)</sup> These are Non-GAAP measures and do not have standardized meanings under GAAP. Therefore, they are unlikely to be comparable to similar measures presented by other companies. For definitions and a reconciliation with the most directly comparable GAAP financial measures, see "Non-GAAP Measures and Other Financial Measures; Basis of Presentation" herein.

<sup>(3)</sup> Represents purchases of property and equipment excluding capital expenditures acquired through vendor-backed financing and capital lease arrangements.

## **Q2 2018 New Zealand results**

### **New Zealand Financial Results**

	Three Mo	Three Months Ended June 30,			Six Months Ended June 30,			
(US dollars in millions unless otherwise noted, unaudited)	2018	2017	% Chg	2018	2017	% Chg		
Revenues								
Wireless service revenues	67.4	67.7	(0%)	137.5	137.7	(0%)		
Wireline service revenues	15.9	14.2	11%	31.1	27.7	12%		
Non-subscriber ILD and other revenues	3.4	3.6	(5%)	7.1	6.7	7%		
Total service revenues	86.7	85.5	1%	175.7	172.0	2%		
Equipment sales	49.8	41.0	21%	102.8	79.1	30%		
Total revenues	136.5	126.5	8%	278.5	251.1	11%		
Adjusted EBITDA	22.0	20.7	6%	40.8	43.5	(6%)		
Adjusted EBITDA margin <sup>(1)</sup>	25.4%	24.2%	5%	23.2%	25.3%	(8%)		
Capital expenditures <sup>(2)</sup>	12.8	10.7	20%	25.9	21.0	24%		
Capital Intensity	15%	12%	18%	15%	12%	21%		

#### Subscriber Results

(Thousands unless otherwise noted)	Three Mor	nths Ended June 30,		Six Mont	Six Months Ended June 30,		
	2018	2017	% Chg	2018	2017	% Ch	
Postpaid							
Gross additions	23.7	20.9	13%	47.2	38.0	249	
Net additions	7.2	2.7 (3)	167%	12.3	7.3	689	
Total postpaid subscribers	408.3	379.6	8%	408.3	379.6	89	
Prepaid							
Net additions (losses)	0.9 (4)	(32.5)	103%	(41.6) <sup>(4)</sup>	(27.3)	(52%	
Total prepaid subscribers	983.5	1,039.4	(5%)	983.5	1,039.4	(5%	
Total wireless subscribers	1,391.8	1,418.9	(2%)	1,391.8	1,418.9	(2%	
Wireline Gross additions Net additions	7.7 2.9	7.2 3.7	6% (20%)	14.6 6.1	15.1 8.6	(3% (29%	
Total wireline subscribers	74.6	64.3	16%	74.6	64.3	169	
Total Subscribers	1,466.4	1,483.2	(1%)	1,466.4	1,483.2	(1%	
Monthly blended wireless ARPU (\$, not rounded)	16.20	15.74	3%	16.30	16.06	19	
Monthly postpaid wireless ARPU (\$, not rounded)	35.65	36.06	(1%)	35.94	36.75	(2%	
Monthly prepaid wireless ARPU (\$, not rounded)	7.90 (4)	7.73	2%	7.85 (4)	7.94	(1%	
Blended wireless churn	2.3%(4)	3.5%	(36%)	3.0%(4)	3.2%	(4%	
Postpaid Churn	1.6%	1.8%(3)	(12%)	1.7%	1.5%	139	

Notes

<sup>(1)</sup> Adjusted EBITDA Margin is calculated as Adjusted EBITDA divided by Service revenues.

<sup>(2)</sup> Represents purchases of property and equipment excluding capital expenditures acquired through vendor-backed financing and capital lease arrangements.

<sup>(9)</sup> Includes postpaid deactivations of 3.0 thousand in the three months ended March 31, 2017 due to the conversion to a new business support system. On an adjusted basis, net additions would have been 1.6 thousand and 5.7 thousand for the three months ended March 31, 2017 and June 30, 2017, respectively. Similarly, postpaid churn would have been 1.43% and 1.56% for the three months ended March 31, 2017 and June 30, 2017, respectively.

<sup>(4)</sup> Includes approximately 12 thousand reconnections and 37 thousand deactivations of prepaid wireless subscribers in the three and six months ended June 30, 2018, respectively, relating to the 2G network shutdown that occurred during the three months ended March 31, 2018. On an adjusted basis, prepaid net additions would have been 11 thousand net losses and 5 thousand net losses, monthly prepaid wireless ARPU would have been \$7.57 and \$7.71 and blended wireless churn would have been 2.5% and 2.6% for the three and six months ended June 30, 2018, respectively.

# **Q2 2018 Bolivia results**

### **Bolivia Financial Results**

(US dollars in millions unless otherwise noted, unaudited)	Three Mon	hs Ended June	e 30,	Six Month	s Ended June	nded June 30,	
	2018	2017	% Chg	2018	2017	% Chg	
Revenues							
Wireless service revenues	60.3	65.1	(7%)	119.4	129.9	(8%)	
Non-subscriber ILD and other revenues	0.5	0.7	(22%)	1.1	1.5	(27%)	
Total service revenues	60.8	65.7	(8%)	120.4	131.4	(8%)	
Equipment sales	0.7	1.1	(36%)	1.5	2.0	(28%)	
Total revenues	61.5	66.8	(8%)	121.9	133.4	(9%)	
Adjusted EBITDA	18.3	21.7	(16%)	35.2	42.4	(17%)	
Adjusted EBITDA margin <sup>(1)</sup>	30.0%	33.0%	(9%)	29.3%	32.3%	(9%)	
Capital expenditures <sup>(2)</sup>	7.9	7.2	10%	12.2	9.7	25%	
Capital Intensity	13%	11%	19%	10%	7%	36%	

### Subscriber Results

(Thousands unless otherwise noted)	Three Mor	Three Months Ended June 30,			x Months Ended June 30,		
	2018	2017	% Chg	2018	2017	% Chg	
Postpaid							
Gross additions	16.0	12.4	29%	29.5	27.1	9%	
Net additions (losses)	4.0	(4.1)	198%	4.9	(3.7)	235%	
Total postpaid subscribers	345.8	341.0	1%	345.8	341.0	1%	
Prepaid							
Net additions (losses)	18.4	(71.6)	126%	73.1	(79.9)	191%	
Total prepaid subscribers	1,871.8	1,729.0	8%	1,871.8	1,729.0	8%	
Total Wireless Subscribers <sup>(3)</sup>	2,277.8	2,133.3	7%	2,277.8	2,133.3	7%	
Monthly blended wireless ARPU (\$, not rounded)	8.87	9.99	(11%)	8.89	9.95	(11%)	
Monthly postpaid wireless ARPU (\$, not rounded)	23.28	24.25	(4%)	22.55	23.58	(4%)	
Monthly prepaid wireless ARPU (\$, not rounded)	5.88	6.91	(15%)	5.99	6.97	(14%)	
Blended wireless churn	8.2%	6.4%	27%	7.6%	6.1%	24%	
Postpaid Churn	1.7%	1.8%	(7%)	1.8%	1.8%	(1%	

Notes:

<sup>(1)</sup> Adjusted EBITDA Margin is calculated as Adjusted EBITDA divided by Service revenues.

<sup>(2)</sup> Represents purchases of property and equipment excluding capital expenditures acquired through vendor-backed financing and capital lease arrangements.

<sup>(3)</sup> Includes public telephony and other wireless subscribers of 60 thousand and 63 thousand as of June 30, 2018 and 2017, respectively.

## **Q2 2018 Non-GAAP reconciliation**

### **Reconciliation of Adjusted EBITDA and EBITDA Margin**

	Three Mont	hs Ended Jur	ne 30,	Six Months Ended June 30,		
(US dollars in millions, unaudited)	2018	2017	% Chg	2018	2017	% Ch
Net loss <sup>(1)</sup>	(6.3)	(10.8)	42%	(13.6)	(22.1)	38%
Add:						
Interest expense	11.5	18.5	(38%)	22.6	37.5	(40%
Depreciation, amortization and accretion	28.8	26.5	8%	56.7	53.8	5%
Debt modification and extinguishment costs	-	6.7	(100%)	-	6.7	(100%
Income tax expense	2.2	1.8	19%	4.0	4.6	(12%
Change in fair value of warrant liability	(2.8)	(3.5)	(20%)	(5.1)	(3.5)	46%
Other, net	0.5	(1.6)	(131%)	(0.5)	(0.3)	62%
Equity-based compensation	2.2	0.8	171%	3.9	1.4	185%
(Gain) loss on disposal and abandonment of assets	0.1	0.1	(55%)	-	0.3	(100%
Acquisition and other nonrecurring costs <sup>(2)</sup>	1.5	0.8	80%	2.4	1.9	28%
Consolidated Adjusted EBITDA	37.5	39.5	(5%)	70.3	80.1	(12%
Consolidated Adjusted EBITDA Margin	25.4%	26.1%	(3%)	23.7%	26.4%	(10%

Notes:

<sup>(1)</sup> There was no gain or loss from discontinued operations in the periods presented. Thus, Loss from continuing operations presented in prior releases has been replaced with Net loss.

<sup>(2) 2017</sup> periods primarily include costs related to the Company's initial compliance and preparation expenses incurred in connection with the Arrangement and becoming a publicly traded entity. 2018 periods include costs related to the implementation of the new revenue recognition standard of approximately \$0.8 million and \$1.3 million for the three months and six months ended June 30, 2018, respectively, among other nonrecurring costs.