



HickoryTech is a diversified communications company headquartered in Mankato, Minnesota. Established in 1897 as a local telephone exchange business, HickoryTech has grown to become the largest telephone provider headquartered in the state of Minnesota and the 29th largest telephone company in the United States. The company's operations in Minnesota and Iowa employ 500 people and generate more than \$100 million in annual revenues. In addition to local telephone service, HickoryTech provides wireless communications, long distance and Internet access. HickoryTech also develops billing/data processing software through its Information Solutions division and designs business telecommunications networks through its Enterprise Solutions division.

Investor Fact Sheet

Quarter Ended
3/31/2002

Financial Performance

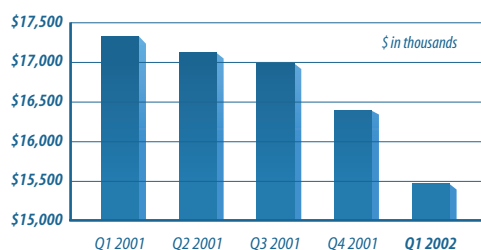
Compared to the first quarter of 2001:

- **Net income was \$2.1 million** (15 cents per share), a 6.5 percent increase from the same period of 2001. During the quarter, HickoryTech adopted SFAS 142. Had these new rules been in effect, net income would have been 17 cents per share in the first quarter of 2001. That would have made the first quarter 2002 results a 10.5 percent decrease from the comparable period.
- **Quarterly revenue was \$25.1 million**, a decrease of 7.8 percent from \$27.2 million last year.
- **Earnings before interest, taxes, depreciation and amortization (EBITDA) was \$9.6 million**, down 2.7 percent from the same period in 2001.

Controlling Company Costs

Quarterly Operating Expense

(excluding depreciation and amortization)



HickoryTech has made significant headway in controlling operating costs. During the past year the company has minimized network expenditures, reduced roaming costs by utilizing its two PCS licenses and has recognized efficiencies in its operations.

Active Cash Management

- HickoryTech has built a robust network in CLEC and ILEC communities during the past three years, greatly reducing this year's capital needs. **Capital Expenditures for 2002 are expected to be less than \$22 million**, whereas the company spent \$33 million last year and \$40 million in 2000.
- HickoryTech's cash management initiatives have **reduced outstanding debt by \$4.0 million** thus far in 2002.
- Favorable rates have **reduced interest expense by \$0.9 million**, or 32 percent, from the first quarter of 2001, and by \$0.4 million from the fourth quarter of 2001.

Project SOCRATES Contract Awarded

HickoryTech has been awarded a three-year contract to provide Internet access and video conferencing to 73 schools and libraries in south central Minnesota served by the Project SOCRATES (South Central Regional Area Telecommunications Systems) distance-learning network. Project SOCRATES was created by the State of Minnesota in 1996 to equip smaller learning institutions with data and video connectivity that allows for innovative instruction techniques and educational experiences for students and teachers.

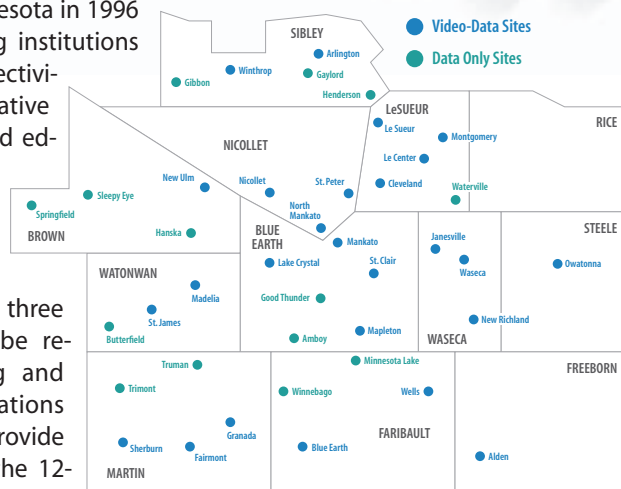
Under the contract, which totals more than \$4 million over the next three years, HickoryTech will be responsible for furnishing and installing telecommunications infrastructure that will provide schools and libraries in the 12-county south central Minnesota region with Internet and interactive television services, enabling enhanced distance-learning and library-research opportunities. The contract is effective July 1, 2002.

Thirty-eight percent of Project SOCRATES will utilize HickoryTech's existing fiber and copper network, while the remaining needs will be met through contracting with other carriers. Depending on the needs of the customer, a combination of Internet Protocol (IP) and Frame Relay will be utilized to transport the data.

New Wireless Plan Announced

In the second quarter, HickoryTech will begin promoting three simplified calling plans for traditional wireless subscribers. These plans are designed to counter increasing competitive pressure from national providers by focusing on the specific needs and usage patterns of people in HickoryTech's service area.

HickoryTech has also introduced a new home and business-based wireless service. This service is being marketed as a local telephone alternative in select communities that have small toll-free calling areas or where second line options are not available.



Shareholder Information

Symbol/Exchange:
HTCO/Nasdaq

Typical newspaper listings:
Hickory Tch, Hickory

Share price (03/28/02):
\$16.27

52-week trading range:
\$13.03 to \$19.05

Shares outstanding:
14.0 million

Market capitalization:
\$227 million

Average daily volume:
11,575

Analyst coverage:
Joanne Henry, Bluefire Capital
Charles Pluckhahn, Stephens, Inc.

Transfer Agent, Registrar and
Dividend Disbursing Agent:
Wells Fargo Bank Minnesota
N.A., Shareholder Relations, P.O. Box
64853, St. Paul MN 55164-0853.
Telephone: 1-800-468-9716

For additional information:
call Investor Relations, 507-387-3355
or e-mail, info@hickorytech.com

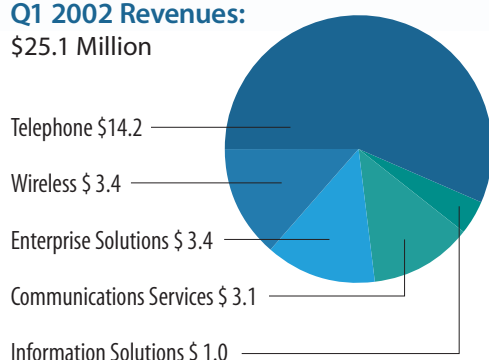
Certain statements included in this document that are not historical facts are "forward-looking statements." Such forward-looking statements are based on current expectations, estimates and projections about the industry in which HickoryTech operates, and management's beliefs and assumptions. The forward-looking statements are subject to uncertainties. These statements are not guarantees of future performance and involve certain risks, uncertainties and probabilities. Therefore, actual outcomes and results may differ materially from what is expressed or forecasted in such forward-looking statements. You are cautioned not to place undue reliance on these forward looking statements, which speak only as of the date on which they were made. HickoryTech undertakes no obligation to update any of its forward-looking statements for any reason.

MISSION: As a team, we will grow and provide service of superior value to our customers. We will be a:

- Technological Innovator
- Bold and Ethical Competitor
- Market- and Sales-driven Company
- Responsible Employer
- Good Corporate Citizen

Through our efforts, we will provide greater long-term value for our shareholders.

Q1 2002 Revenues:
\$25.1 Million



Selected Financial Data

Dollars in Thousands Except Per Share Amounts. For Quarter Ended March 31.

	Q1 2002	Q1 2001
Revenues		
Telephone	\$ 14,196	\$ 14,058
Communications Services	3,119	2,625
Wireless	3,402	4,405
Total Telecom Revenues	\$ 20,717	\$ 21,088
Information Solutions	1,034	978
Enterprise Solutions	3,361	5,165
Total Revenues	\$ 25,112	\$ 27,231
Direct Operating Expenses		
Telephone Network	\$ 1,980	\$ 1,838
Telephone Other Operating	552	442
Communications Services Network	763	690
Communications Services Other Operating	616	1,305
Wireless	1,406	1,583
Total Telecom Direct Operating Expenses	\$ 5,317	\$ 5,858
Information Solutions	1,646	1,154
Enterprise Solutions	2,184	3,401
Total Direct Operating Expenses	\$ 9,147	\$ 10,413
Indirect/Common Operating Expense		
Marketing	\$ 401	\$ 500
Customer Care	395	393
Billing	1,109	1,192
General and Administrative	3,515	3,865
Total Telecom Indirect/Common Operating Expenses	\$ 5,420	\$ 5,950
Information Solutions	318	465
Enterprise Solutions	1,258	1,312
Corporate and Intersegment Eliminations	(673)	(814)
Total Indirect/Common Operating Expenses	\$ 6,323	\$ 6,913
Depreciation and Amortization	\$ 4,174	\$ 3,735
Operating Income	\$ 5,468	\$ 6,170
Other Income/(Expense), Net, Including Interest Expense	(1,932)	(2,842)
Income Before Income Taxes	3,536	3,328
Income Taxes	1,446	1,365
Net Income	\$ 2,090	\$ 1,963
Basic and Fully Diluted Earnings Per Share	\$ 0.15	\$ 0.14
Weighted Average Shares Outstanding (Fully Diluted)	14,062,803	13,996,479
Dividend Per Share	\$ 0.11	\$ 0.11

Executive Team

Robert D. Alton
Chairman, President and Chief Executive Officer

Jon L. Anderson
President, Enterprise Solutions

David A. Christensen
Vice President, Chief Financial Officer, Treasurer and Secretary

John W. Finke
President, Network Design and Operations

Mary T. Jacobs
Vice President, Human Resources

Jay C. Knauf
President, Consumer Markets

F. Ernest Lombard
President, Market and Strategic Planning

Lane C. Nordquist
President, Information Solutions

Christian E. Rothe
Manager of Public and Investor Relations

Summarized Balance Sheet

	3/31/2002	12/31/2001
Current Assets	\$22,598	\$27,783
Investments	10,692	10,701
Property, Plant and Equipment, Net	135,484	135,644
Other Assets	108,767	109,164
Total Assets	\$277,541	\$283,292
Current Liabilities	\$11,748	\$14,046
Long-Term Obligations, net of current maturities	165,521	169,659
Deferred Income Taxes	13,876	13,876
Deferred Revenue and Benefits	4,922	4,946
Shareholders' Equity	81,474	80,765
Total Liabilities And Equity	\$277,541	\$283,292

Telecom Sector Metrics

	Q1 2002	Q1 2001
Telephone		
Access Lines	66,212	67,305
DSL Customers (ILEC only)	1,547	788
Average Revenue Per Unit (ARPU)	\$ 68.05	\$ 66.03
Communications Services		
Access Lines		
Overbuild	6,241	2,293
UNE	1,188	1,786
TSR	4,304	5,348
Total	11,733	9,427
Long Distance Customers	25,436	19,901
Internet Customers	13,517	12,869
DSL Customers (CLEC only)	813	72
Average Revenue Per Unit (ARPU)	\$ 37.20	\$ 34.37
Wireless		
Customers	26,091	26,470
Average Revenue Per Unit (ARPU)	\$ 26.18	\$ 29.54
Churn %	1.74%	1.74%
Total Telecom Sector		
Customers	142,989	135,972
Total DSL Customers	2,360	860



Corporate Headquarters:
221 East Hickory Street
Mankato, MN 56002-3258

www.hickorytech.com