



**4Q12 & FY12 SUPPLEMENTAL SLIDES  
FEBRUARY 26, 2013**

# Safe Harbor Statement



Forward-looking statements within the meaning of federal and state securities laws are any statements not of historical fact, such as plans, objectives, opinions, beliefs, expectations, or projections. Forward-looking statements can be identified by words such as “anticipates,” “projects,” “plans,” “intends,” “believes,” “estimates,” “should,” “could,” “would,” “will,” “expects,” “view,” and other similar expressions. Examples of forward-looking statements include, but are not limited to, statements we make regarding our future operational and financial plans, our estimates of capital expenditures, our prospects for success, our beliefs, our strategies and our positioning in the highly competitive wireless industry, our competitive positioning and promotional strategies, continued growth of the no contract space, the advantages of and our plans with respect to 4G LTE, the growth and expansion of 4G LTE worldwide and development of the 4G ecosystem, the availability of 4G LTE handsets and their costs, reductions in costs to provide data services, consumer demand for data, the capacity of our 4G LTE network and timing of 4G Wireless for All, the cost savings, expected future benefits and synergies of the proposed business combination with T-Mobile, our ability to reduce churn and increase margin, the manageability of our debt maturities, our positioning from a balance sheet perspective, capital expenditure guidance, and other statements which are not historical.

Statements made during this presentation that are forward-looking statements are subject to various risks, assumptions and uncertainties, many of which are beyond our control. These risks and uncertainties include, but are not limited to, our ability to grow our business, the ability of our suppliers and vendors to deliver products and services we need or expect, the effects of competition and promotional activities, delay in tax refunds, our proposed business combination with T-Mobile, the ability to execute on our business plan, the seasonality of our business, costs associated with network and customer upgrades, the demands placed on our network by customers and devices, our ability to meet the demands and expectations of our customers, continued economic pressures, and risks and uncertainties described in our Quarterly Report on Form 10-Q for the quarter ended September 30, 2012, and in our Annual Report on Form 10-K for the year ended December 31, 2012, as well as subsequent quarterly reports on Form 10-Q and current reports on Form 8-K, and all which may be obtained free of charge through the SEC’s website at <http://www.sec.gov>, from our website at [www.metropcs.com](http://www.metropcs.com) under the investor relations tab, or from us by contacting the Investor Relations department.

Such forward-looking statements are made based on management’s experience in the industry, as well as its perceptions of historical trends, current conditions, expected future developments and other factors management believes are appropriate under the circumstances as of the date of this presentation unless specified as of some earlier date. No assurances can be given that forward looking statements expressed in this presentation will be obtained and our financial performance and operating results may differ materially. The results or trends from any period presented may not be reflective of financial or operating results for any subsequent period or the entire year.

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Unless otherwise noted, all information presented herein is taken or derived from publicly available information.

This presentation includes certain non-GAAP financial measures, including Cost Per Gross Addition (CPGA), Cost Per User (CPU), Average Revenue Per User (ARPU) and Adjusted EBITDA. For definitions of such terms and reconciliations to the most comparable GAAP measures, please see our filings with the SEC, including our Annual Report on Form 10-K for the year ended December 31, 2012, and subsequent quarterly reports on Form 10-Q and current reports on Form 8-K filed with the SEC.

MetroPCS and *Wireless for All* are service marks of MetroPCS Wireless, Inc. Other service marks or trademarks made herein are the property of their respective owners.

# 4Q12 Operational and Financial Highlights



	<u>4Q12</u>	<u>4Q11</u>	<u>Change</u>
▪ EOP Subscribers	8,886,723	9,346,659	(5%)
▪ Gross Additions	866,170	1,223,694	(29%)
▪ Net Subscriber (Losses) Additions	(93,237)	197,410	(147%)
▪ Churn	3.6%	3.7%	(10bps)
▪ Service Revenues <small>(\$'s in millions)</small>	\$1,100	\$1,134	(3%)
▪ Adjusted EBITDA <small>(\$'s in millions)</small>	\$307	\$362	(15%)
▪ Adjusted EBITDA Margin	27.9%	31.9%	(400bps)
▪ CPGA	\$228.04	\$165.79	\$62.25
▪ CPU	\$21.91	\$20.00	\$1.91
▪ ARPU	\$40.86	\$40.55	\$0.31

# FY12 Operational and Financial Highlights

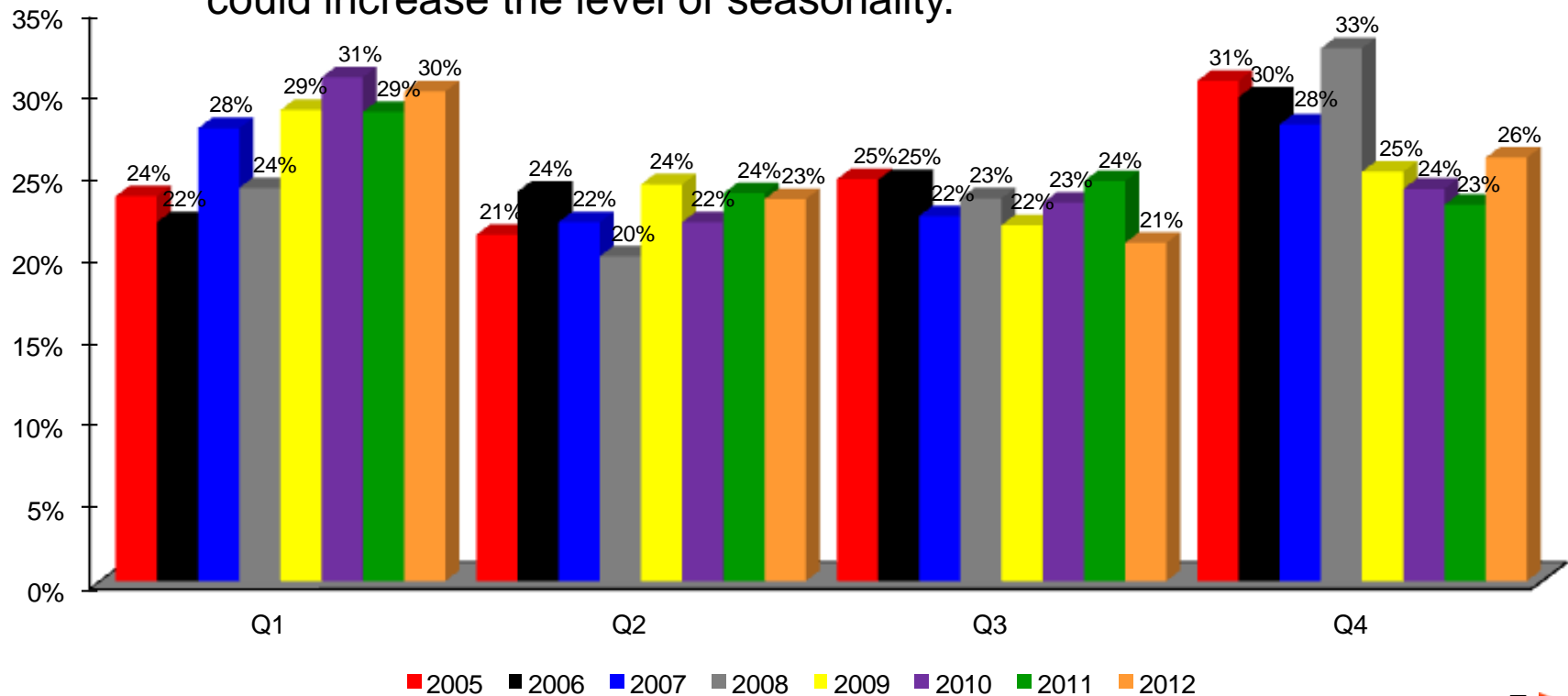


	<u>FY12</u>	<u>FY11</u>	<u>Change</u>
▪ EOP Subscribers	8,886,723	9,346,659	(5%)
▪ Gross Additions	3,340,891	5,311,276	(37%)
▪ Net Subscriber (Losses) Additions	(459,936)	1,191,549	(139%)
▪ Churn	3.4%	3.8%	(40bps)
▪ Service Revenues (\$'s in millions)	\$4,540	\$4,428	3%
▪ Adjusted EBITDA (\$'s in millions)	\$1,512	\$1,332	14%
▪ Adjusted EBITDA Margin	33.3%	30.1%	320bps
▪ CPGA	\$216.15	\$173.11	\$43.04
▪ CPU	\$20.38	\$19.56	\$0.82
▪ ARPU	\$40.63	\$40.57	\$0.06

# Historical Phasing of Quarterly Gross Additions



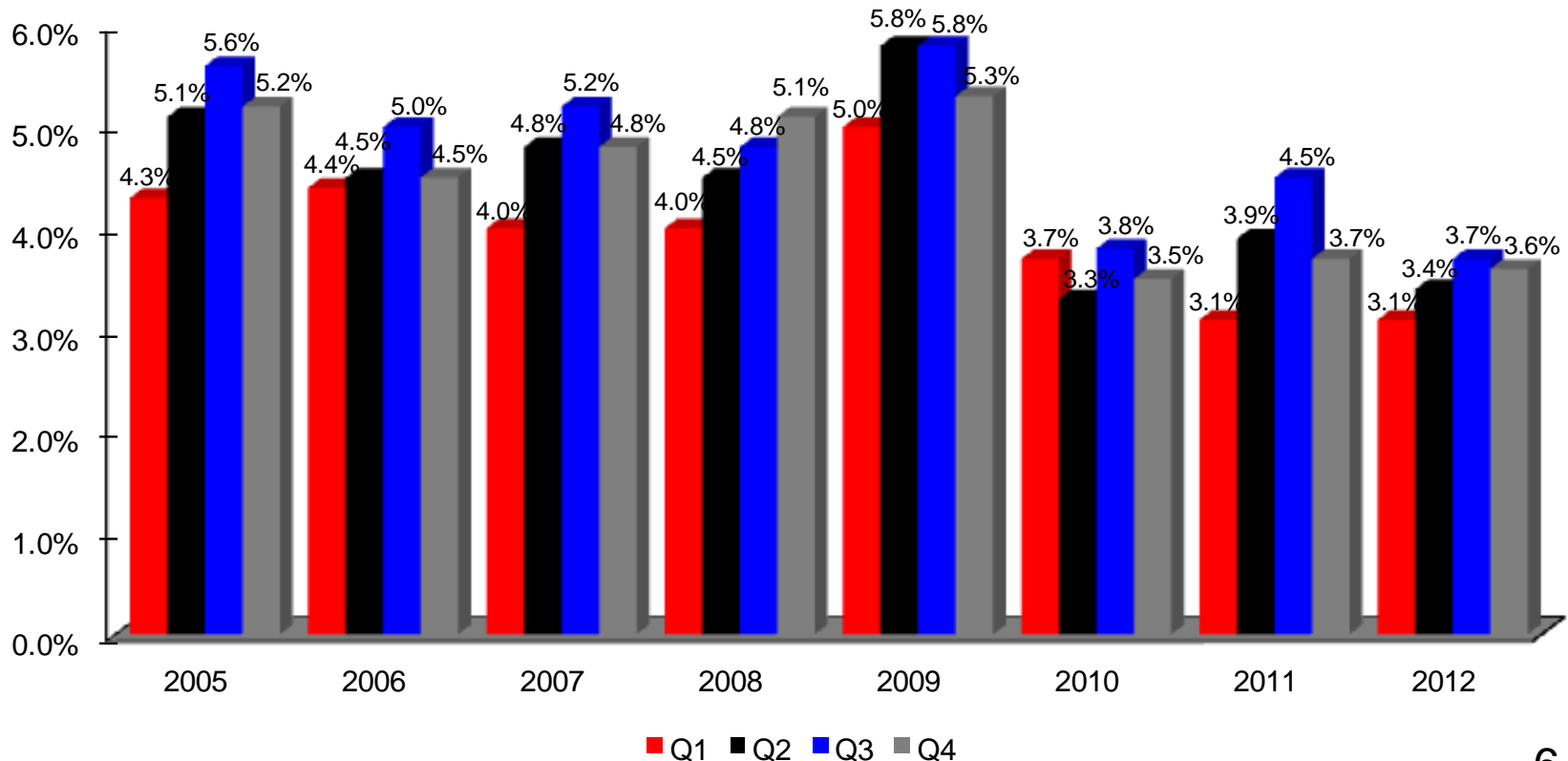
- Business is seasonal – historically summer months have seen lower gross additions.
- Absence of market launches, introduction of new price plans, competition, delays in tax refunds and other government benefits, general economic conditions, and promotional activity could increase the level of seasonality.



# Historical Phasing of Churn



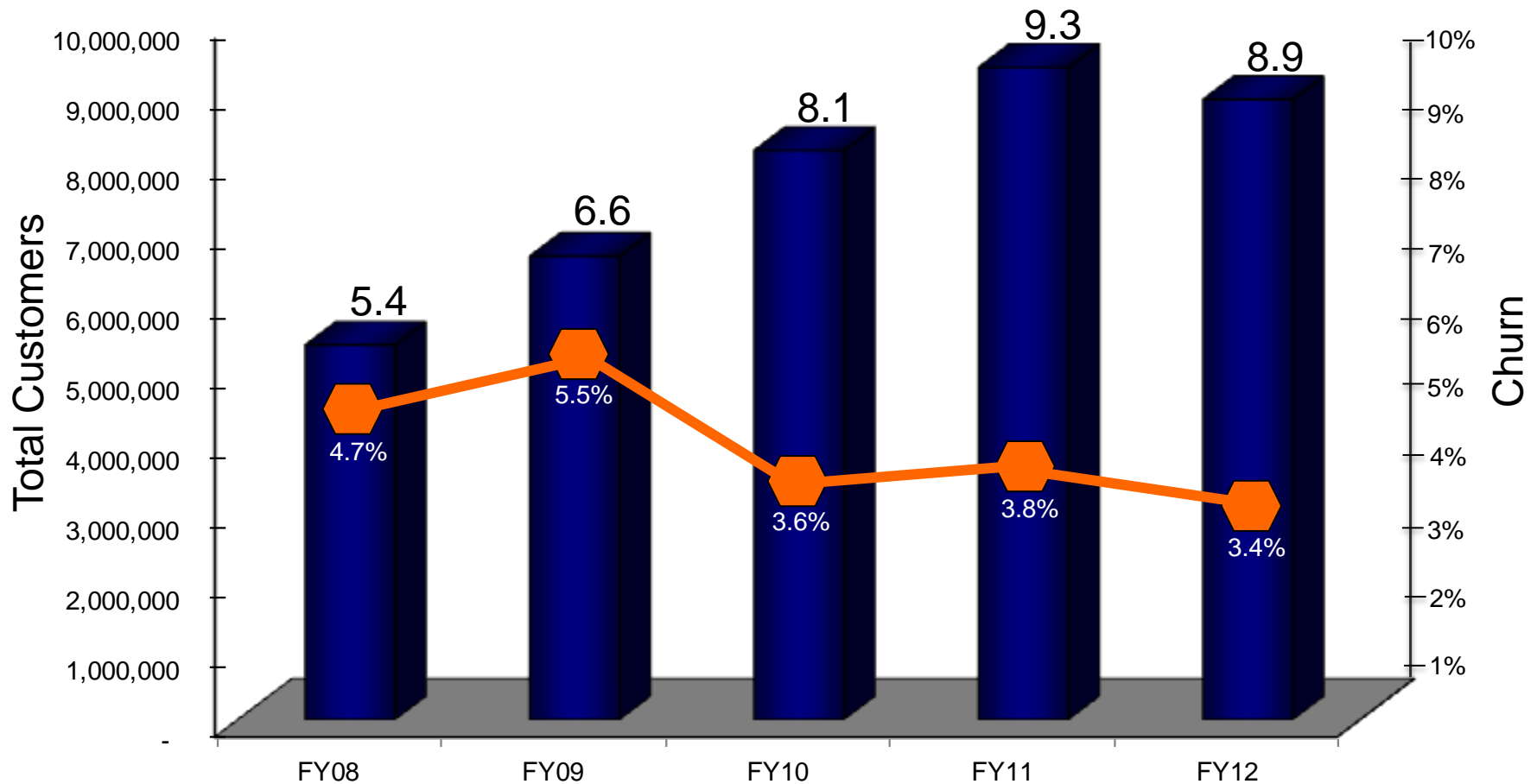
- Churn decreased 10 basis points from 3.7% to 3.6%, when compared to the third quarter of 2012 and the fourth quarter of 2011. The decrease in churn was primarily driven by normal seasonal effects related to traditional retail selling periods, continued investments in our network and lower year-to-date subscriber growth.



# Total Customers vs. Total Churn



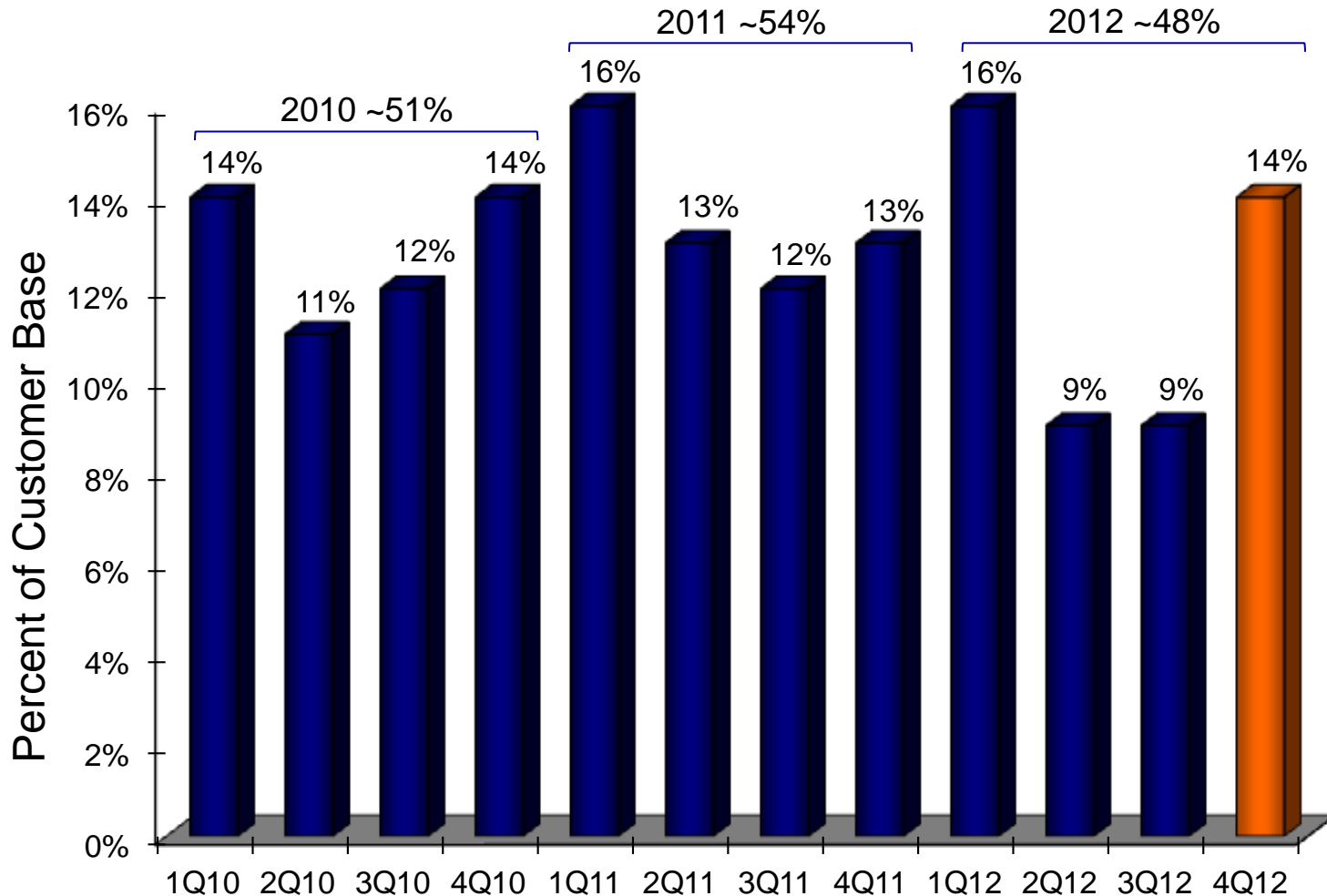
- Since introducing *Wireless For All* in 2010, annual monthly churn has fallen below 4.0%.



# Known Customer Upgrades



- During the fourth quarter, approximately 78% of upgrades moved to a 4G LTE service plan.



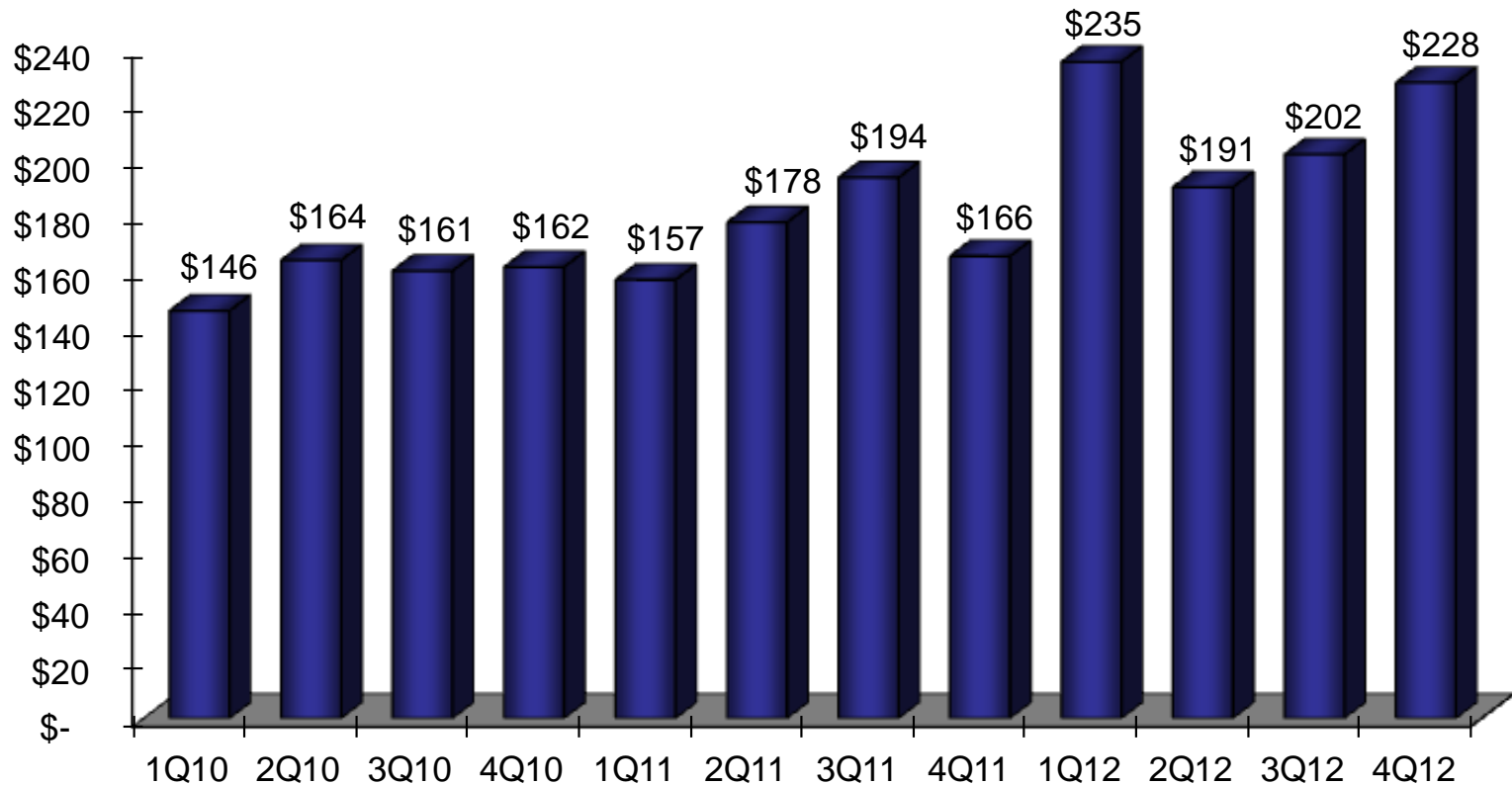
Note: minor differences may occur due to rounding



# Cost Per Gross Addition (CPGA)



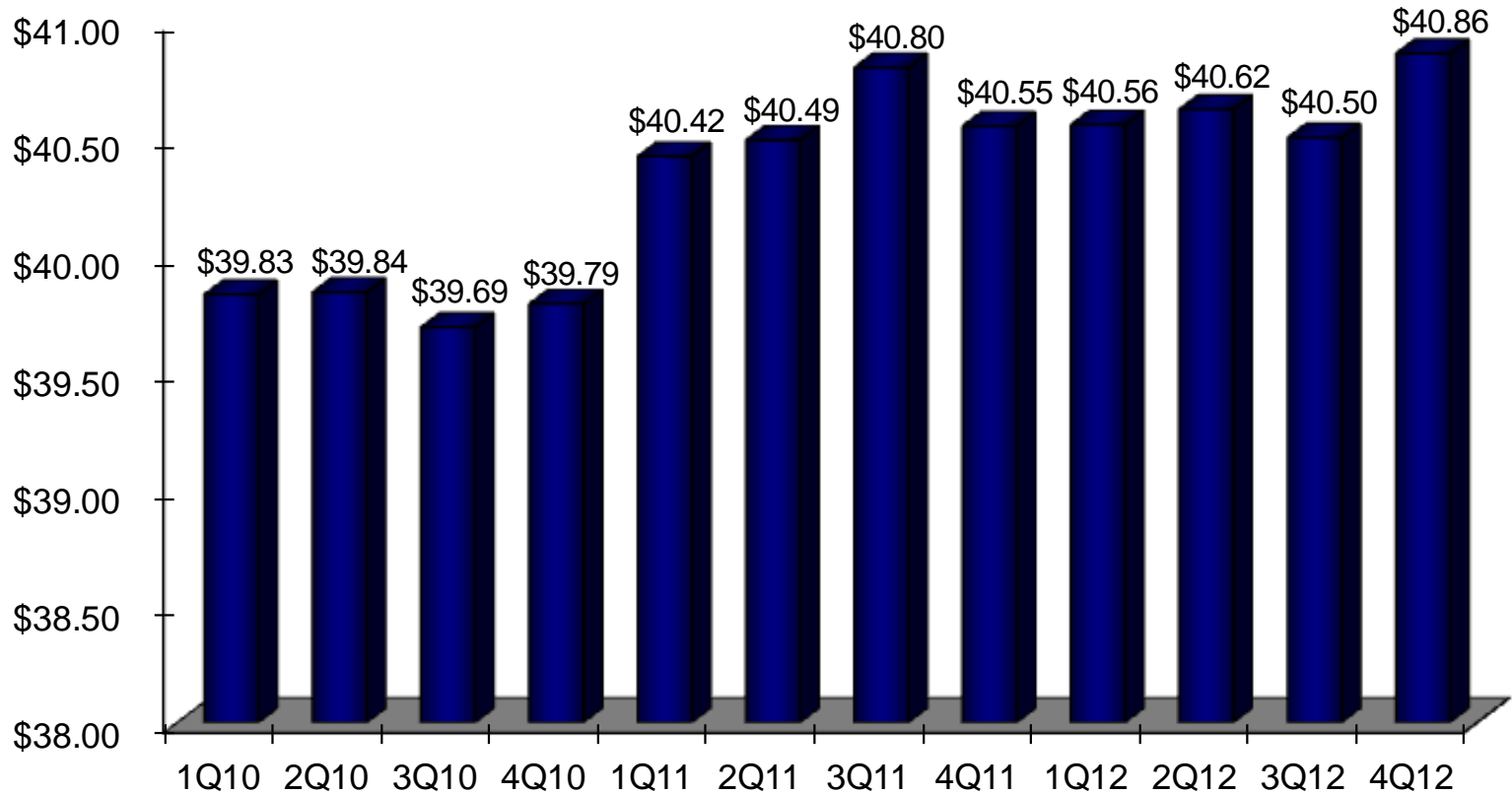
- Year-over-year increase in fourth quarter CPGA is primarily driven by a 29% decrease in gross additions as well as increased promotional activities when compared to the three months ended December 31, 2011.



# Average Revenue Per User (ARPU)



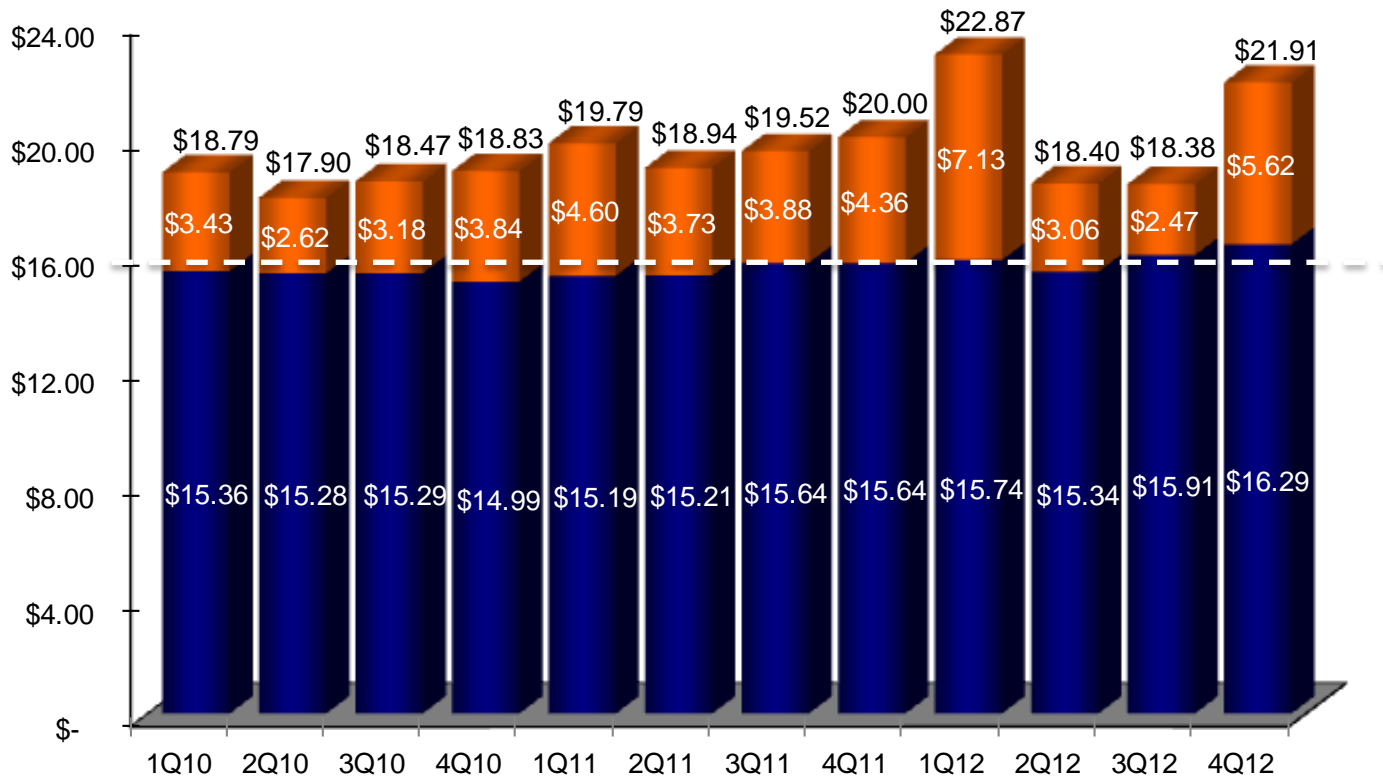
- ARPU increased \$0.31 when compared to the fourth quarter of 2011. The increase in ARPU was primarily attributable to continued demand for our 4G LTE service plans partially offset by promotional service plans.



# Cost Per User (CPU)

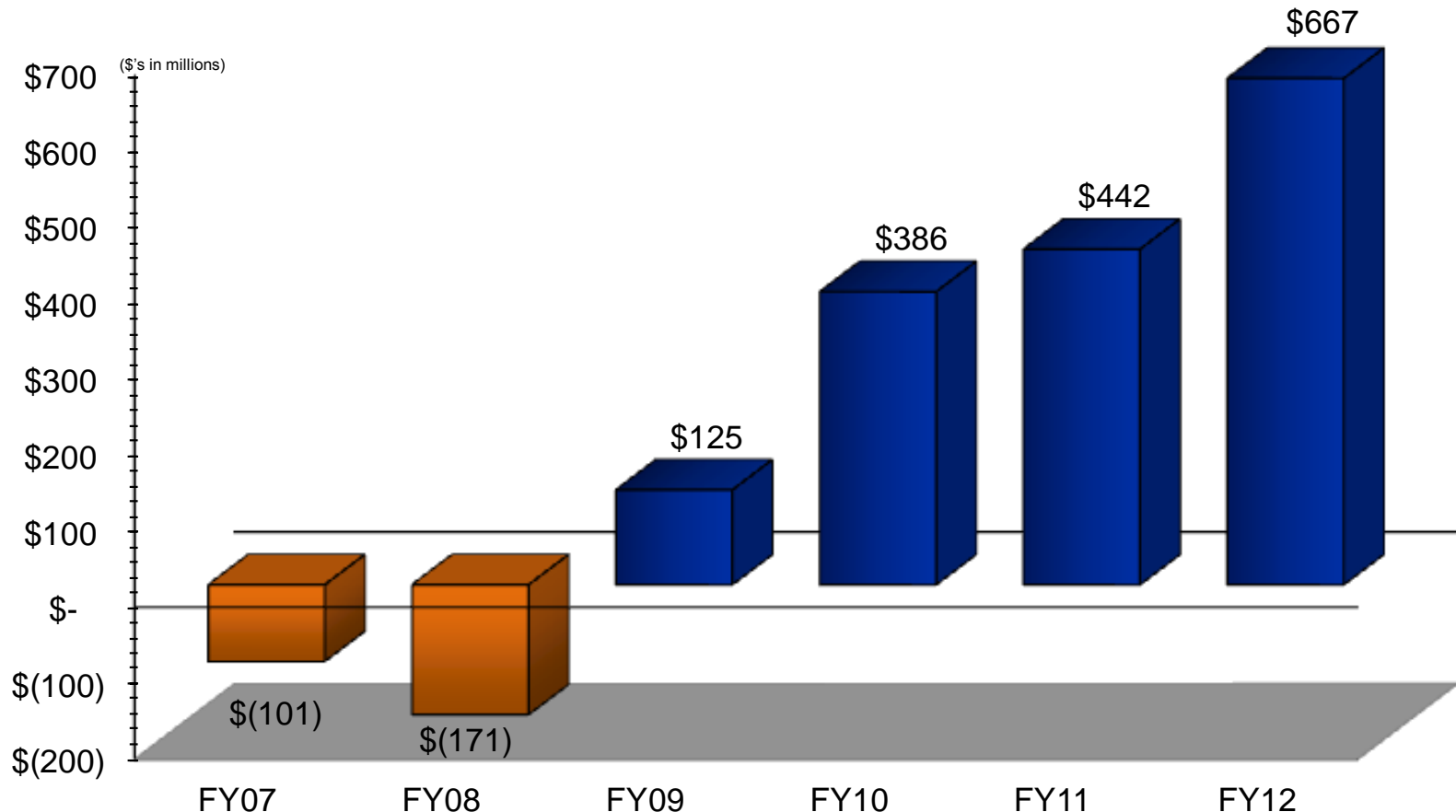


- Year-over-year increase in fourth quarter CPU is primarily driven by the increase in retention expense for existing customers, an increase in costs associated with our 4G LTE network upgrade, an increase in commissions paid to independent retailers for customer reactivations and an increase in legal and professional fees. These items were partially offset by a decrease in long distance cost and taxes and regulatory fees.
- During the quarter we experienced \$5.62 in CPU directly related to handset upgrades compared to \$4.36 in the prior year's fourth quarter.



Non-retention CPU has remained relatively stable since 1Q10

- Significant unlevered free cash flow even with large network capacity investments and the build out of 4G LTE.



Note: Unlevered Free Cash Flow is defined as Adjusted EBITDA less Capital Expenditures and excludes changes in working capital



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