



Q4 2012 Accounting Results Dashboard

Financial Data															
(\$)	YE 2012	Q4 2012	Q3 2012	Q2 2012	Q1 2012	YE 2011	Q4 2011	Q3 2011	Q2 2011	Q1 2011	YE 2010	Q4 2010	Q3 2010	Q2 2010	Q1 2010
ARPU (blended) ¹	43.12	41.31	42.78	43.88	44.52	45.86	45.52	46.22	45.86	45.82	46.33	46.43	46.61	46.51	45.76
ARPU (contract) ^{1**}	50.30	48.47	49.95	50.90	51.81	52.57	52.52	53.05	52.52	52.21	51.74	52.09	51.77	51.70	51.38
ARPU (branded contract) ^{1**}	56.79	55.47	56.59	57.35	57.68	57.56	58.23	58.50	57.26	56.34	54.78	55.83	54.50	54.52	53.71
ARPU (prepaid) ^{1**}	20.28	20.59	20.60	20.58	19.29	18.38	19.12	18.23	17.99	18.13	18.56	19.15	18.95	18.28	17.84
ARPU (branded prepaid) ^{1**}	26.85	27.69	27.35	26.81	25.39	24.27	24.90	24.31	23.60	24.23	24.18	24.58	24.53	24.04	23.64
ARPU (blended data) ⁵	14.52	14.72	14.53	14.45	14.38	13.71	14.16	13.98	13.56	13.13	11.93	12.79	12.44	11.60	10.89
ARPU (branded data) ⁶	17.34	17.83	17.40	17.21	16.94	15.54	16.45	15.97	15.25	14.55	12.65	13.78	13.94	12.88	11.97
ARPU (branded contract data) ⁷	19.37	20.07	19.45	19.16	18.84	17.07	18.13	17.62	16.72	15.91	13.93	15.10	14.51	13.50	12.64

(\$ million)	YE 2012	Q4 2012	Q3 2012	Q2 2012	Q1 2012	YE 2011	Q4 2011	Q3 2011	Q2 2011	Q1 2011	YE 2010	Q4 2010	Q3 2010	Q2 2010	Q1 2010
Total revenues	19,719	4,909	4,893	4,883	5,034	20,618	5,179	5,228	5,050	5,161	21,347	5,363	5,350	5,356	5,278
Service revenues ²	17,213	4,127	4,261	4,381	4,444	18,481	4,565	4,666	4,620	4,630	18,733	4,694	4,708	4,699	4,632
Data service revenues	5,795	1,471	1,447	1,442	1,435	5,524	1,420	1,412	1,365	1,330	4,820	1,290	1,260	1,170	1,100
Adjusted OIBDA ³	4,886	1,048	1,226	1,338	1,274	5,310	1,400	1,445	1,277	1,188	5,478	1,342	1,323	1,419	1,394
Adjusted OIBDA margin ⁴	28%	25%	29%	31%	29%	29%	31%	31%	28%	26%	29%	29%	28%	30%	30%
Net Income	(7,336)	(8)	(7,806)	207	200	(4,718)	(5,397)	332	212	135	1,354	268	320	404	362
Cash Capex - PPE	2901	898	717	539	747	2,729	551	741	688	749	2,819	828	643	682	666

Other Key Stats															
(thousands)	YE 2012	Q4 2012	Q3 2012	Q2 2012	Q1 2012	YE 2011	Q4 2011	Q3 2011	Q2 2011	Q1 2011	YE 2010	Q4 2010	Q3 2010	Q2 2010	Q1 2010
Customers, end of period	33,389	33,389	33,327	33,168	33,373	33,185	33,185	33,711	33,585	33,635	33,734	33,734	33,757	33,620	33,713
Thereof branded contract customers	20,293	20,293	20,809	21,300	21,857	22,367	22,367	23,074	23,463	23,999	24,574	24,574	24,938	25,263	25,359
Thereof contract customers**	23,383	23,383	23,763	24,086	24,548	24,797	24,797	25,598	25,784	26,065	26,447	26,447	26,698	26,752	26,646
Thereof branded prepaid customers	5,826	5,826	5,659	5,295	5,068	4,819	4,819	4,599	4,345	4,416	4,497	4,497	4,643	4,722	4,979
Thereof prepaid customers**	10,006	10,006	9,564	9,082	8,824	8,389	8,389	8,113	7,801	7,570	7,287	7,287	7,059	6,868	7,067
Ending M2M customers	3,090	3,090	2,954	2,786	2,691	2,429	2,429	2,525	2,321	2,065	1,873	1,873	1,761	1,489	1,287
Ending MVNO customers	4,180	4,180	3,905	3,787	3,756	3,569	3,569	3,514	3,456	3,154	2,790	2,790	2,415	2,146	2,088
Net customer additions	203	61	160	(205)	187	(549)	(526)	126	(50)	(99)	(56)	(23)	137	(93)	(77)
Branded contract net customer additions	(2,074)	(515)	(492)	(557)	(510)	(2,206)	(706)	(389)	(536)	(574)	(1,069)	(364)	(325)	(96)	(283)
Contract net customer additions**	(1,414)	(380)	(324)	(462)	(248)	(1,650)	(802)	(186)	(281)	(382)	(318)	(251)	(54)	106	(118)
Branded prepaid net customer additions	1,007	166	365	227	249	321	220	254	(71)	(82)	(513)	(145)	(79)	(257)	(32)
Prepaid net customer additions**	1,617	441	483	257	436	1,101	276	312	231	283	262	228	191	(199)	41
Branded contract churn ⁸	2.40%	2.50%	2.30%	2.10%	2.50%	2.70%	3.00%	2.60%	2.60%	2.60%	2.40%	2.60%	2.60%	2.20%	2.20%
Branded prepaid churn ⁸	6.40%	7.00%	6.20%	6.00%	6.40%	6.70%	6.70%	6.50%	6.60%	7.00%	7.60%	7.60%	7.70%	8.00%	7.30%
Branded churn ⁸	3.20%	3.50%	3.10%	2.90%	3.20%	3.30%	3.60%	3.20%	3.20%	3.30%	3.20%	3.40%	3.40%	3.10%	3.10%
Blended churn ⁸	3.40%	3.70%	3.40%	3.20%	3.30%	3.60%	4.00%	3.50%	3.30%	3.40%	3.40%	3.60%	3.40%	3.40%	3.10%
3G/4G Smartphones	12.4M	12.4M	11.8M	11.6M	11.6M	11.0M	11.0M	10.1M	9.8M	9.1M	8.2M	8.2M	7.2M	6.5M	5.2M

** In Q2 2011, partner branded customers (Walmart Family Mobile) were reclassified to the contract category from prepaid. Prior quarter amounts have been restated to conform to current period customer reporting classifications.

1	Average Revenue Per User ("ARPU") represents the average monthly service revenue we earn from our customers. ARPU is calculated by dividing service revenues for the specified period by the average customers during the period, and further dividing by the number of months in the period. We believe ARPU provides management with useful information to evaluate the recurring revenues generated from our customer base.
2	Service revenues include contract, prepaid, and roaming and other service revenues, and do not include equipment sales and other revenues. Data services revenues is a component of service revenues. Handset insurance revenues are included in contract service revenues beginning the fourth quarter of 2010 as the Company began directly providing handset insurance services which had previously been provided by a third party.
3	Operating Income Before Interest, Depreciation and Amortization ("OIBDA") is a non-GAAP financial measure, which we define as operating income before depreciation, amortization and impairment charges. In a capital-intensive industry such as wireless telecommunications, we believe OIBDA, as well as the associated percentage margin calculation, to be meaningful measures of our operating performance. OIBDA should not be construed as an alternative to operating income or net income as determined in accordance with GAAP, as an alternative to cash flows from operating activities as determined in accordance with GAAP or as a measure of liquidity. We use OIBDA as an integral part of our planning and internal financial reporting processes, to evaluate the performance of our business by senior management and to compare our performance with that of many of our competitors. We believe that operating income is the financial measure calculated and presented in accordance with GAAP that is the most directly comparable to OIBDA. OIBDA is adjusted to exclude impairment charges, AT&T transaction-related costs, restructuring charges, and other activities that are not reflective of our ongoing operating performance.
4	OIBDA margin is a non-GAAP financial measure, which we define as OIBDA (as described in note 3 above) divided by service revenues.
5	Blended Data ARPU is defined as total data revenues divided by average total customers during the period. Total data revenues include data revenues from contract customers, prepaid customers, Wi-Fi revenues and data roaming revenues. The relative fair value of data revenues from unlimited voice and data plans are included in total data revenues.
6	Branded Data ARPU is defined as branded contract and branded prepaid data revenues (which excludes wholesale data revenues), divided by average branded contract and branded prepaid customers (which excludes wholesale average customers) during the period.
7	Branded Contract Data ARPU is defined as contract data revenues excluding M2M data revenues, divided by average contract customers excluding M2M average customers during the period.
8	Churn is defined as the number of customers whose service was discontinued during that period, expressed as a monthly percentage of the average number of customers during the specified period. We believe that churn, which is a measure of customer retention and loyalty, provides relevant and useful information and is used by our management to evaluate the operating performance of our business.