NII Holdings, Inc.
Non-GAAP and Other Reconciliations for 2018

The tables below include financial information prepared in accordance with accounting principles generally accepted in the United States, or GAAP, other financial measures referred to as non-GAAP financial measures and certain other financial performance indicators. These non-GAAP and other financial measures should be considered in addition to, but not as a substitute for, the information prepared in accordance with GAAP.

(1) Consolidated operating income before depreciation and amortization, or OIBDA, represents operating income before depreciation and amortization expense. Consolidated adjusted operating income before depreciation and amortization, or adjusted OIBDA, represents consolidated operating income before depreciation expense, amortization expense, material non-cash asset impairments, severance costs associated with publicly announced restructuring plans and other material non-recurring or unusual charges. Consolidated adjusted OIBDA margin represents adjusted OIBDA divided by total operating revenues and consolidated OIBDA margin represents OIBDA divided by total operating revenues. Consolidated OIBDA, consolidated adjusted OIBDA, consolidated OIBDA margin and consolidated adjusted OIBDA margin are not measurements under accounting principles generally accepted in the United States, may not be similar to consolidated OIBDA, consolidated adjusted OIBDA, consolidated OIBDA margin and consolidated adjusted OIBDA margin measures of other companies and should be considered in addition to, but not as substitutes for, the information contained in our statements of operations. We believe that consolidated OIBDA, consolidated adjusted OIBDA, consolidated OIBDA margin and consolidated adjusted OIBDA margin provide useful information to investors because they are indicators of our operating performance, especially in a capital intensive industry such as ours, since they exclude items that are not directly attributable to ongoing business operations. Consolidated OIBDA, consolidated adjusted OIBDA, consolidated OIBDA margin and consolidated adjusted OIBDA margin can be reconciled to our consolidated statements of operations as follows (in thousands, except for margins):

a. Consolidated

	For the Three Months Ended June 30, 2017	For the Three Months Ended September 30, 2017	For the Three Months Ended December 31, 2017	For the Three Months Ended March 31, 2018	For the Three Months Ended June 30, 2018
			(US$)		
Consolidated operating loss	$ (68,931)	$ (83,372)	$ (40,007)	$ (14,461)	$ (19,845)
Consolidated depreciation	5,717	3,605	3,984	4,833	4,463
Consolidated amortization	3,618	3,663	3,575	3,591	3,447
Consolidated operating loss before depreciation and amortization	(59,596)	(76,104)	(32,448)	(6,037)	(11,935)
Asset impairment charges (benefits)	241	(5,096)	3,806	733	(249)
Restructuring charges (benefits)	53,994	44,258	10,585	(2,558)	11,971
Consolidated adjusted operating loss before depreciation and amortization	$ (5,361)	$ (36,942)	$ (18,057)	$ (7,862)	$ (213)
Consolidated adjusted operating loss before depreciation and amortization margin	(2)%	(18)%	(10)%	(4)%	—

*All amounts presented above are translated into US dollars using the average monthly foreign currency exchange rate for the Brazilian real compared to the US dollar. Monthly translated amounts are then summed for each quarter.

(2) Cost per gross add, or CPGA, is an industry term that is calculated by dividing our selling, marketing and handset and accessory subsidy costs, excluding costs unrelated to initial customer acquisition, by our new subscribers during the period, or gross adds. CPGA is not a measurement under accounting principles generally accepted in the United States, may not be similar to CPGA measures of other companies and should be considered in addition, but not as a substitute for, the information contained in our statements of operations. We believe CPGA is a measure of the relative cost of customer acquisition. CPGA can be calculated and reconciled to our consolidated statements of operations as follows (in thousands, except CPGA):

a. Consolidated

	For the Three Months Ended June 30, 2017	For the Three Months Ended September 30, 2017	For the Three Months Ended December 31, 2017	For the Three Months Ended March 31, 2018	For the Three Months Ended June 30, 2018
			(US$)		
Handset and accessory revenues, net	$ 4,987	$ 4,496	$ 4,734	$ 4,985	$ 5,146
Less: cost of handsets and accessories	13,042	8,736	9,764	9,065	7,015
Handset subsidy costs	8,055	4,240	5,030	4,080	1,869
Selling and marketing	23,383	28,275	29,647	21,231	18,679
Costs per statement of operations	31,438	32,515	34,677	25,311	20,548
Less: costs unrelated to initial customer acquisition	(2,303)	(943)	(1,396)	(1,950)	(1,971)
Customer acquisition costs	$ 29,135	$ 31,572	$ 33,281	$ 23,361	$ 18,577
Cost per Gross Add	$ 103	$ 100	$ 102	$ 77	$ 58

b. Nextel Brazil

	For the Three Months Ended June 30, 2017	For the Three Months Ended September 30, 2017	For the Three Months Ended December 31, 2017	For the Three Months Ended March 31, 2018	For the Three Months Ended June 30, 2018
			(US$)		
Handset and accessory revenues, net	$ 4,987	$ 4,496	$ 4,734	$ 4,985	$ 5,146
Less: cost of handsets and accessories	13,042	8,736	9,764	9,065	7,015
Handset subsidy costs	8,055	4,240	5,030	4,080	1,869
Selling and marketing	23,383	28,275	29,647	21,231	18,679
Costs per statement of operations	31,438	32,515	34,677	25,311	20,548
Less: costs unrelated to initial customer acquisition	(2,303)	(943)	(1,396)	(1,950)	(1,971)
Customer acquisition costs	$ 29,135	$ 31,572	$ 33,281	$ 23,361	$ 18,577
Cost per Gross Add	$ 103	$ 100	$ 102	$ 77	$ 58

	For the Three Months Ended June 30, 2017	For the Three Months Ended September 30, 2017	For the Three Months Ended December 31, 2017	For the Three Months Ended March 31, 2018	For the Three Months Ended June 30, 2018
			(BR R$)		
Handset and accessory revenues, net	R$ 16,049	R$ 14,167	R$ 15,383	R$ 16,186	R$ 18,690
Less: cost of handsets and accessories	41,986	27,633	31,773	29,422	25,152
Handset subsidy costs	25,937	13,466	16,390	13,236	6,462
Selling and marketing	75,027	89,362	96,248	68,962	67,175
Costs per statement of operations	100,964	102,828	112,638	82,198	73,637
Less: costs unrelated to initial customer acquisition	(7,437)	(2,985)	(4,538)	(6,349)	(7,048)
Customer acquisition costs	R$ 93,527	R$ 99,843	R$ 108,100	R$ 75,849	R$ 66,589
Cost per Gross Add	R$ 331	R$ 316	R$ 332	R$ 250	R$ 208

* The adoption of Accounting Standards Codification, or ASC, No. 606, resulted in the capitalization of both direct and indirect commissions beginning on January 1, 2018 compared to the expensing of these types of commissions during the first and second quarters of 2017, which resulted in a decrease in selling and marketing expenses from the first and second quarters of 2017 to the first and second quarters of 2018.

(3) Cash cost per handset/user, or CCPU, represents the sum of cost of service, general and administrative expenses and customer retention and other costs divided by average handsets in service during the period and divided by the number of months in the period. CCPU is not a measurement under accounting principles generally accepted in the United States, may not be similar to CCPU measures of other companies and should not be considered in addition to, but not as a substitute for, the information contained in our statements of operations. We believe CCPU is a measure of the recurring costs we incur on a monthly basis to provide service to our subscribers. Consolidated CCPU can be reconciled to our consolidated statements of operations as follows (in thousands, except CCPU):

a. Consolidated

	For the Three Months Ended June 30, 2017	For the Three Months Ended September 30, 2017	For the Three Months Ended December 31, 2017	For the Three Months Ended March 31, 2018	For the Three Months Ended June 30, 2018
			(US$)		
Selling, general and administrative expenses	$ 129,612	$ 139,004	$ 107,086	$ 90,886	$ 79,269
Less: selling and marketing expenses	(23,384)	(28,275)	(29,647)	(21,231)	(18,679)
General and administrative expenses	106,228	110,729	77,439	69,655	60,590
Cost of service	87,842	94,010	90,077	88,924	69,939
Customer retention costs and other	2,303	943	1,396	1,950	1,971
Total	$ 196,373	$ 205,682	$ 168,912	$ 160,529	$ 132,500
Cash Cost per User	$ 19	$ 20	$ 17	$ 16	$ 14

b. Brazil

	For the Three Months Ended June 30, 2017	For the Three Months Ended September 30, 2017	For the Three Months Ended December 31, 2017	For the Three Months Ended March 31, 2018	For the Three Months Ended June 30, 2018
			(US$)		
Selling, general and administrative expenses	$ 121,142	$ 132,699	$ 104,869	$ 86,603	$ 75,380
Less: selling and marketing expenses	(23,384)	(28,275)	(29,647)	(21,231)	(18,679)
General and administrative expenses	97,758	104,424	75,222	65,372	56,701
Cost of service	87,842	94,010	90,077	88,924	69,939
Customer retention costs and other	2,303	943	1,396	1,950	1,971
Total	$ 187,903	$ 199,377	$ 166,695	$ 156,246	$ 128,611
Cash Cost per User	$ 18	$ 20	$ 17	$ 16	$ 13

	For the Three Months Ended June 30, 2017	For the Three Months Ended September 30, 2017	For the Three Months Ended December 31, 2017	For the Three Months Ended March 31, 2018	For the Three Months Ended June 30, 2018
			(BR R$)		
Selling, general and administrative expenses	R$ 388,695	R$ 419,466	R$ 340,078	R$ 280,988	R$ 270,938
Less: selling and marketing expenses	(75,027)	(89,362)	(96,248)	(68,962)	(67,175)
General and administrative expenses	313,668	330,104	243,830	212,026	203,763
Cost of service	281,475	297,437	292,607	288,386	250,566
Customer retention costs and other	7,437	2,985	4,538	6,349	7,048
Total	R$ 602,580	R $630,526	R$ 540,975	R$ 506,761	R$ 461,377
Cash Cost per User	R$ 57	R$ 63	R$ 55	R$ 52	R$ 48

* The adoption of Accounting Standards Codification, or ASC, No. 606, resulted in the capitalization of both direct and indirect commissions beginning on January 1, 2018 compared to the expensing of these types of commissions during the first and second quarters of 2017, which resulted in a decrease in selling and marketing expenses from the first and second quarters of 2017 to the first and second quarters of 2018.

(4) The following table shows the impact of changes in foreign currency exchange rates on certain financial measures for the three and six months ended June 30, 2017 compared to the same periods in 2018 by (i) adjusting the relevant measures for the three and six months ended June 30, 2017 to levels that would have resulted if the average foreign currency exchange rates for the three and six months ended June 30, 2017 were the same as the average foreign currency exchange rates that were in effect for the three and six months ended June 30, 2018; and (ii) comparing the actual and adjusted financial measures for the three and six months ended June 30, 2017 to the similar financial measures for the three and six months ended June 30, 2018 to show the percentage change in those measures before and after taking those adjustments into account. The amounts reflected in the following table for operating income before depreciation and amortization on a consolidated basis and segment earnings for Nextel Brazil, before the adjustments for changes in foreign currency exchange rates, are based on the calculations contained elsewhere in these non-GAAP reconciliations for the three and six months ended June 30, 2018 and 2017. The average foreign currency exchange rates for each of the relevant currencies during each of the three and six months ended June 30, 2018 and 2017 are included in the notes to the table below. The information reflected in the following table is not a measurement under accounting principles generally accepted in the United States and should be considered in addition to, but not as a substitute for, the information contained in our statements of operations. We believe that these calculations provide useful information concerning our relative performance for the three and six months ended June 30, 2018 compared to the same periods in 2017 by removing the impact of the significant difference in the average foreign currency exchange rates in effect for those periods.

	Three Months Ended June 30,					
	2Q 2017 Actual	2Q 2017 Adjustment (1)	2Q 2017 Normalized (1)	2Q 2018 Actual	2Q 2017 to 2Q 2018 Actual B(W) Growth (2)	2Q 2017 to 2Q 2018 Normalized B(W) Growth (3)
			(dollars in thousands)			
Consolidated:						
Operating revenues	$225,134	$(26,045)	$199,089	$156,010	(31)%	(22)%
Adjusted operating (loss) income before depreciation and amortization	(5,361)	(356)	(5,717)	(213)	96%	96%
Nextel Brazil:						
Operating revenues	$225,105	$(26,045)	$199,060	$156,009	(31)%	(22)%
Adjusted OIBDA	3,080	(356)	2,724	3,675	19%	35%

	Six Months Ended June 30,					
	YTD 2017 Actual	YTD 2017 Adjustment (1)	YTD 2017 Normalized (1)	YTD 2018 Actual	YTD 2017 to YTD 2018 Actual B(W) Growth (2)	YTD 2017 to YTD 2018 Normalized B(W) Growth (3)
	(dollars in thousands)					
Consolidated:						
Operating revenues	$476,089	$(37,363)	$438,726	$337,023	(29)%	(23)%
Adjusted operating (loss) income before depreciation and amortization	(246)	(1,213)	(1,459)	(8,075)	*NM*	*NM*
Nextel Brazil:						
Operating revenues	$476,030	$(37,363)	$438,667	$337,001	(29)%	(23)%
Adjusted OIBDA	15,453	(1,213)	14,240	75	(100)%	(99)%

(1) The "2Q 2017 Normalized" and "YTD 2017 Normalized" amounts reflect the impact of applying the average foreign currency exchange rates for the three and six months ended June 30, 2018 to the operating revenues earned in foreign currencies and to the other components of each of the actual financial measures shown above for the three and six months ended June 30, 2017, other than certain components of those measures consisting of U.S. dollar-based operating expenses, which were not adjusted. The amounts included under the columns "2Q 2017 Normalized" and "YTD 2017 Normalized" reflect the amount determined by adding the "2Q 2017 Adjustment" and "YTD 2017 Adjustment" amounts calculated as described in the preceding sentence to the "2Q 2017 Actual" and "YTD 2017 Actual" amounts and reflect the impact of the year-over-year change in the average foreign currency exchange rates on each of the financial measures for the three and six months ended June 30, 2018. The average foreign currency exchange rates for each of the relevant currencies during the three and six months ended June 30, 2018 and 2017 for purposes of these calculations were as follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2018	**2017**	**2018**	**2017**
Brazilian real	3.63	3.21	3.44	3.17

(1) The percentage amounts in these columns reflect the growth rates for each of the financial measures comparing the amounts in the "2Q 2018 Actual" and "YTD 2018 Actual" columns with those in the "2Q 2017 Actual" and "YTD 2017 Actual" columns.

(2) The percentage amounts in these columns reflect the growth rates for each of the financial measures comparing the amounts in the "2Q 2018 Actual" and "YTD 2018 Actual" columns with those in the "2Q 2017 Normalized" and "YTD 2017 Normalized" columns.

(5) Operational free cash burn is an industry term that represents all of the Company's cash spending, with the exception of payments related to debt principal and interest, cash returned from escrow in connection with the sale of Nextel Mexico and cash recovered from certain performance bonds relating to the Company's obligations to deploy its WCDMA spectrum in Brazil. Operational free cash burn is not derived from or based on any measurement under accounting principles generally accepted in the United States but is instead calculated through the Company's cash forecasting process. For this reason, we believe that it would require unreasonable efforts to provide a quantitative reconciliation of this term.

Additional Information

(6) Average monthly revenue per subscriber unit in service, or ARPU, is an industry term that measures service revenues, which we refer to as subscriber revenues, per period from our customers divided by the weighted average number of subscriber units in commercial service during that period. ARPU is not a measurement under accounting principles generally accepted in the United States, may not be similar to ARPU measures of other companies and should be considered in addition, but not as a substitute for, the information contained in our statements of operations. We believe that ARPU provides useful information concerning the appeal of our rate plans and service offerings and our performance in attracting and retaining high value customers. Other revenue includes revenues for such services as roaming, handset maintenance, cancellation fees, analog and other. ARPU can be calculated and reconciled to our consolidated statement of operations as follows (in thousands, except ARPU):

a. Consolidated

	For the Three Months Ended June 30, 2017	For the Three Months Ended September 30, 2017	For the Three Months Ended December 31, 2017	For the Three Months Ended March 31, 2018	For the Three Months Ended June 30, 2018
			(US$)		
Digital service and other revenues	220,079	$ 200,259	$ 184,048	$ 175,972	150,809
Less: other revenues	(15,774)	(14,593)	(12,497)	(6,414)	(5,310)
Total subscriber revenues	$ 204,305	$ 185,666	$ 171,551	$ 169,558	$ 145,499
ARPU calculated with subscriber revenues	$ 19	$ 19	$ 18	$ 17	$ 15
ARPU calculated with digital service and other revenues	$ 21	$ 20	$ 19	$ 18	$ 16

b. Nextel Brazil

	For the Three Months Ended June 30, 2017	For the Three Months Ended September 30, 2017	For the Three Months Ended December 31, 2017	For the Three Months Ended March 31, 2018	For the Three Months Ended June 30, 2018
			(US$)		
Digital service and other revenues	220,050	$ 200,235	$ 184,025	$ 175,951	150,808
Less: other revenues	(15,730)	(14,593)	(12,497)	(6,414)	(5,310)
Total subscriber revenues	$ 204,320	$ 185,642	$ 171,528	$ 169,537	$ 145,498
ARPU calculated with subscriber revenues	$ 19	$ 19	$ 18	$ 17	$ 15
ARPU calculated with digital service and other revenues	$ 21	$ 20	$ 19	$ 18	$ 16

	For the Three Months Ended June 30, 2017	For the Three Months Ended September 30, 2017	For the Three Months Ended December 31, 2017	For the Three Months Ended March 31, 2018	For the Three Months Ended June 30, 2018
			(BR R$)		
Digital service and other revenues	R$ 707,067	R$ 633,730	R$ 597,664	R$ 570,454	R$ 541,275
Less: other revenues	(50,500)	(46,197)	(40,590)	(20,621)	(19,074)
Total subscriber revenues	R$ 656,567	R$ 587,533	R$ 557,074	R$ 549,833	R$ 522,201
ARPU calculated with subscriber revenues	R$ 62	R$ 59	R$ 57	R$ 56	R$ 54
ARPU calculated with digital service and other revenues	R$ 67	R$ 63	R$ 61	R$ 59	R$ 56