



NII Holdings, Inc.

Q3 2018

Earnings Presentation

November 8, 2018

Use of Non-GAAP financial measures

This presentation includes certain financial information that is calculated and presented on the basis of methodologies that are not in accordance with U.S. Generally Accepted Accounting Principles, or GAAP. Management, as well as certain investors, use these non-GAAP financial measures to evaluate NII Holdings' current and future financial performance. The non-GAAP financial measures included in this presentation do not replace the presentation of NII Holdings' GAAP financial results. These measurements provide supplemental information to assist investors in analyzing NII Holdings' financial position and results of operations. NII Holdings has chosen to provide this information to investors to enable them to perform meaningful comparisons of past, present and future operating results and as a means to emphasize the results of core on-going operations. Reconciliations of the non-GAAP financial measures provided in this presentation to the most directly comparable GAAP measures can be found in the appendix of this presentation and on NII Holdings' Investor Relations link, at nii.com.

➤ Safe harbor statement under private securities litigation reform act of 1995

This presentation includes “forward-looking statements” within the meaning of the securities laws. The statements regarding the business and economic outlook, future performance, and guidance, as well as other statements that are not historical facts, are forward-looking statements. Forward-looking statements are estimates and projections reflecting management's judgment based on currently available information and involve a number of risks and uncertainties that could cause actual results to differ materially from those suggested by the forward-looking statements. With respect to these forward-looking statements, management has made assumptions regarding, among other things, NII Holdings' ability to fund the business and meet its business plan, customer growth and retention, pricing, network usage, operating costs, the timing of various events, Access Industries' minority ownership in Nextel Brazil, the economic and regulatory environment and the foreign currency exchange rates that will prevail during the remainder of 2018. Future performance cannot be assured and actual results may differ materially from those in the forward-looking statements. Some factors that could cause actual results to differ include the risks and uncertainties relating to: the impact of liquidity constraints, including the inability to access escrowed funds when expected; the impact of more intense competitive conditions and changes in economic conditions in Brazil; the performance of NII Holdings' network; NII Holdings' ability to provide services that customers want or need; NII Holdings' ability to execute its business plan; and the additional risks and uncertainties that are described in NII Holdings' Annual Report on Form 10-K for the year ended December 31, 2017, as well as in other reports filed from time to time by NII Holdings with the Securities and Exchange Commission.



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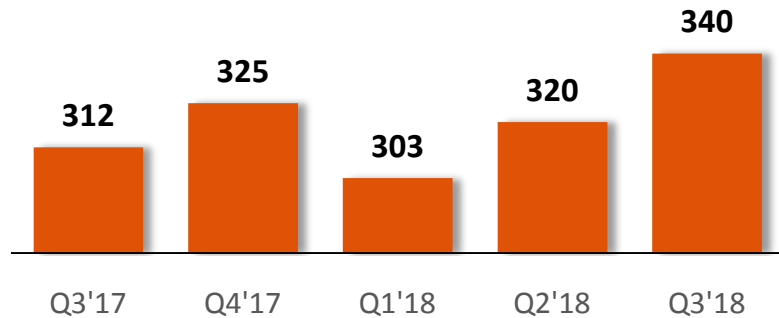
➤ Q3 2018 earnings overview

- 3G/4G net subscriber additions of 86k and 3G/4G churn of 2.68%
 - Ended Q3 2018 with 3.2 million 3G/4G subscribers, a 13% increase year-over-year
- Q3 2018 operating revenue of \$142 million and operating income of \$1 million
- \$8 million adjusted operating income before depreciation and amortization (adjusted OIBDA)
- Quarter-end unrestricted cash and short-term investments of \$201 million and \$106 million of cash held in escrow
- Year to date capex on track but accelerating some capex from Q1 2019 into 4Q 2018 which may cause our full year 2018 investments to be higher than planned
- We are on track to meet or exceed our other updated 2018 guidance:
 - Expect more than 300,000 3G/4G net subscriber additions for the full year
 - Expect churn of 2.75% or lower for the second half of 2018
 - Expect consolidated adjusted OIBDA will be positive for the second half of the year
 - Expect cash burn for the second half of the year will not exceed \$100 million

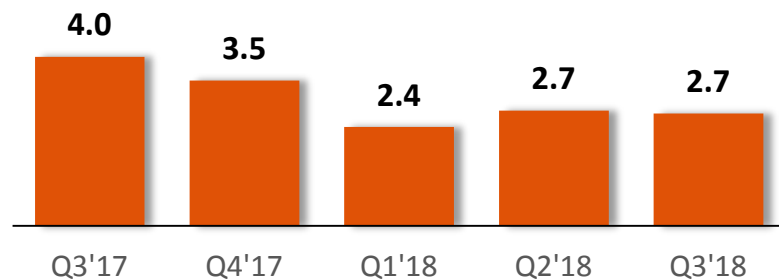
➤ Our positive subscriber growth momentum continued this quarter with 244k 3G/4G net adds year to date

3G/4G Gross Adds and Churn

3G/4G Gross Adds (000's)

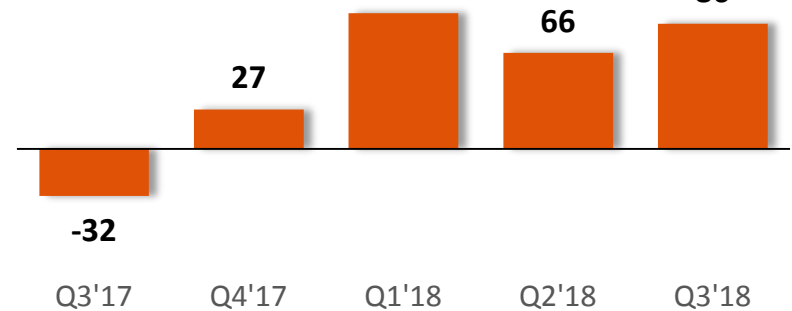


3G/4G Churn (%)

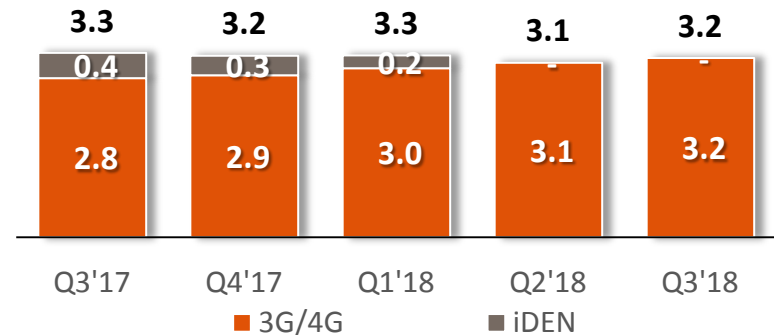


3G/4G Net Adds and Total Subscriber Base

3G/4G Net Adds (000's)

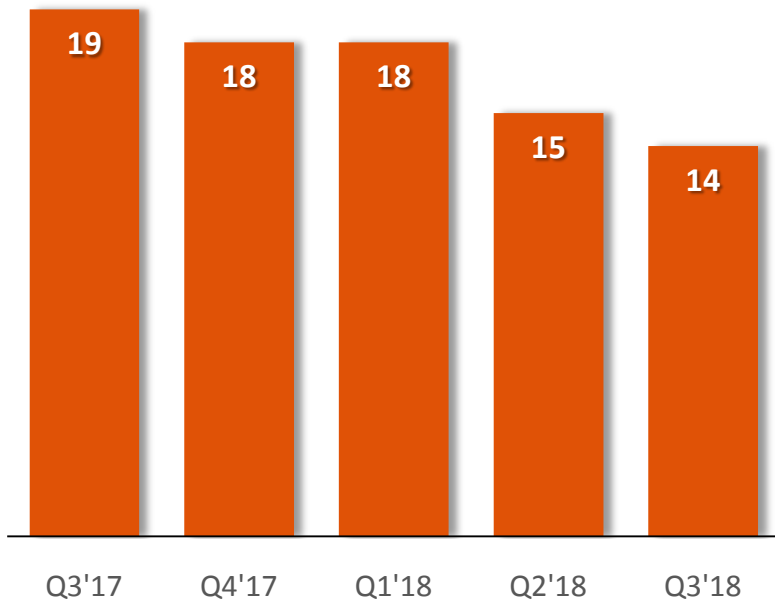


Total Subscriber Base (in millions)

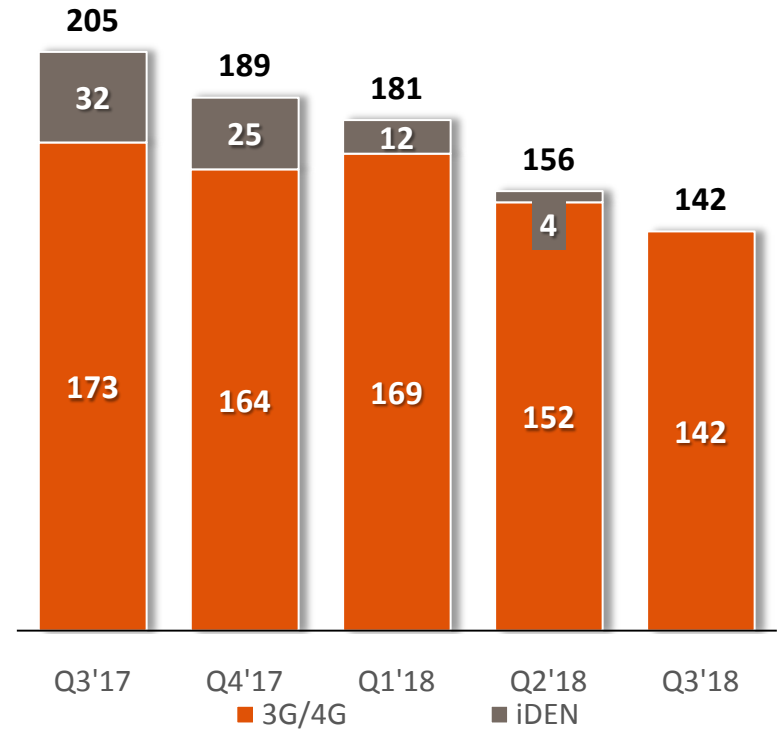


➤ Our topline revenue and ARPU in U.S. dollar terms has been impacted by weaker foreign currency...

3G/4G Service ARPU – in USD

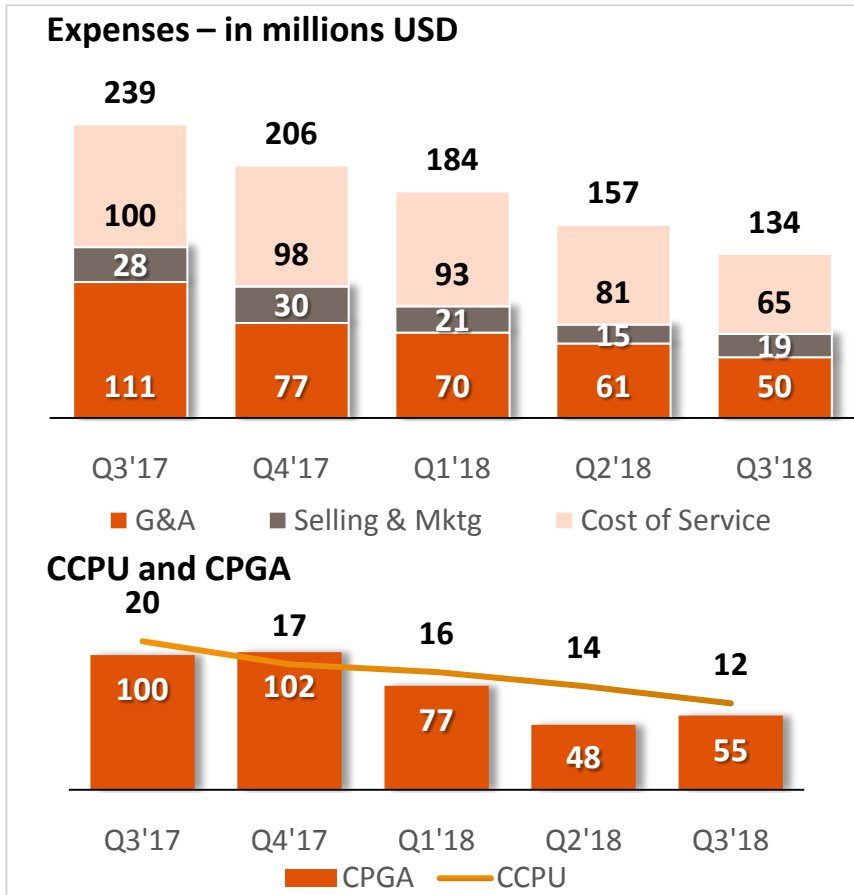


Total Operating Revenue – in millions USD

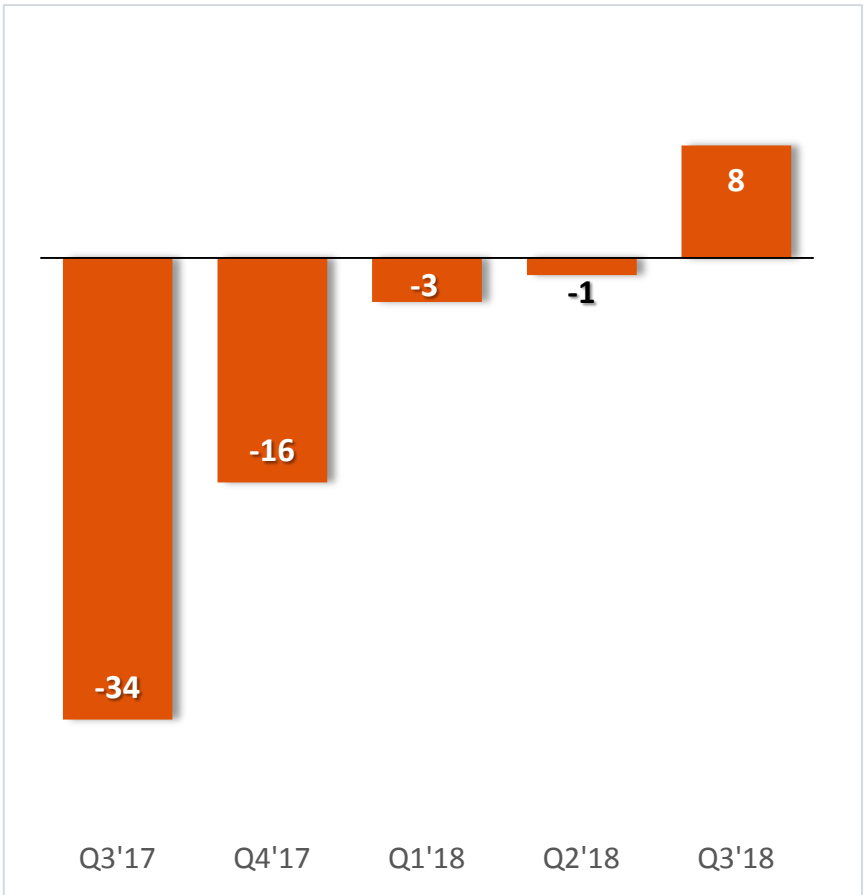


➤ ...while operational improvements and cost containment efforts allowed us to achieve positive adjusted OIBDA

Expenses – in USD



Adjusted OIBDA – in millions USD

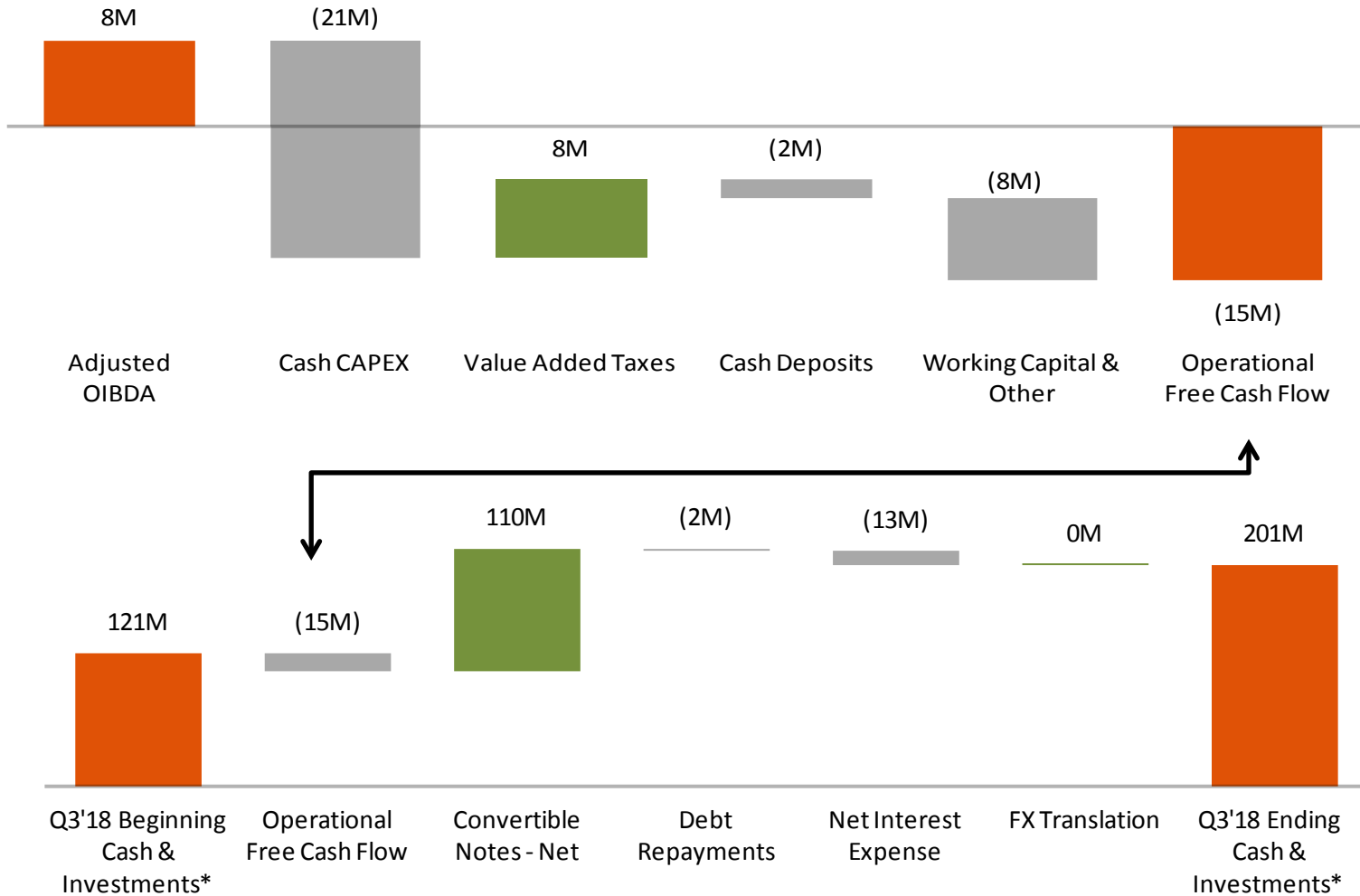


➤ The positive trend in our results continued this quarter...

(in millions USD)	Q3'18	Q2'18	% Change B/(W)	Q3'18 % Rev	Q3'17	% Change B/(W)
Operating revenue	142	156	(9%)	100%	205	(31%)
Cost of revenue	65	81	20%	46%	100	35%
General and administrative expenses	50	61	18%	35%	111	55%
Selling and marketing expenses	19	15	(22%)	13%	28	33%
Consolidated Adjusted OIBDA (Loss)	8	(1)	763%	6%	(34)	124%
<i>Service ARPU</i>	14	15	(6%)	<i>nm</i>	19	(24%)
<i>Total ARPU</i>	15	16	(6%)	<i>nm</i>	20	(27%)
<i>CCPU</i>	12	14	17%	<i>nm</i>	20	42%
<i>CPGA</i>	55	48	(14%)	<i>nm</i>	100	45%
<i>Average FX Rate (Real)</i>	4.0	3.6	(10%)	<i>nm</i>	3.2	(25%)

➤ ...and we significantly lowered our cash burn.

(in millions USD)



* Cash balances exclude \$106 million related to the Nextel Mexico escrow



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➤ Nextel Brazil generated positive adjusted OIBDA, significantly better than the same quarter last year

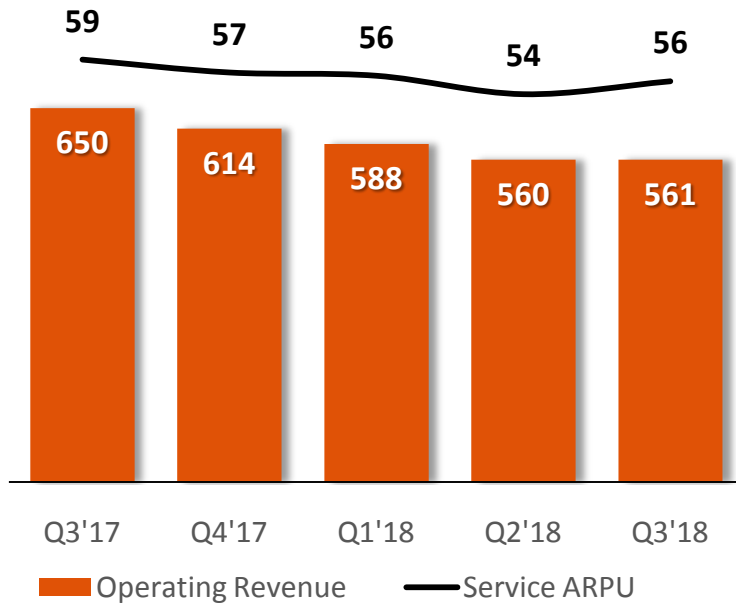
(in millions R\$)	Q3'18	Q2'18	% Change B/(W)	Q3'18 % Rev	Q3'17	% Change B/(W)
Operating revenue	561	560	0%	100%	650	(14%)
Cost of revenue	257	290	11%	46%	316	19%
General and administrative expenses	178	204	13%	32%	330	46%
Selling and marketing expenses	74	55	(35%)	13%	89	17%
Adjusted OIBDA (Loss)	51	11	351%	9%	(86)	160%
<i>Service ARPU</i>	56	54	3%	<i>nm</i>	59	(5%)
<i>Total ARPU</i>	58	56	3%	<i>nm</i>	63	(9%)
<i>CCPU</i>	45	49	9%	<i>nm</i>	62	28%
<i>CPGA</i>	217	171	(27%)	<i>nm</i>	316	31%

Nextel Brazil's local currency operating revenue stabilized this quarter while its ARPU increased.

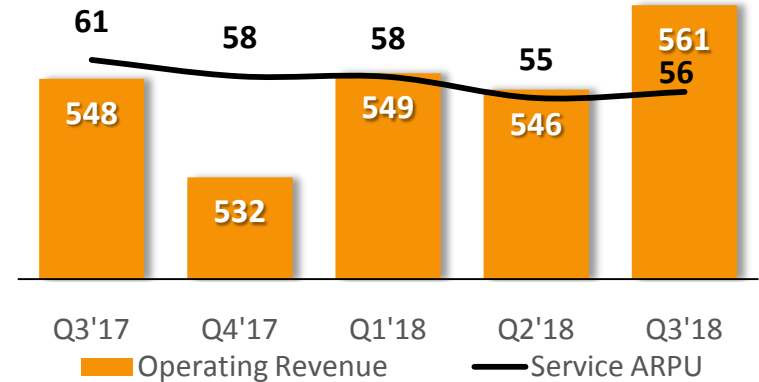
(in local currency)

Operating Revenue and Service ARPU

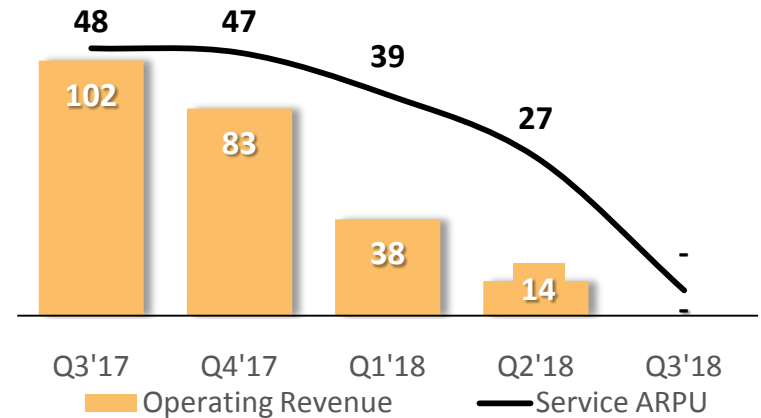
(Operating Revenue in millions R\$)



3G / 4G Topline Trends *



iDEN Topline Trends *

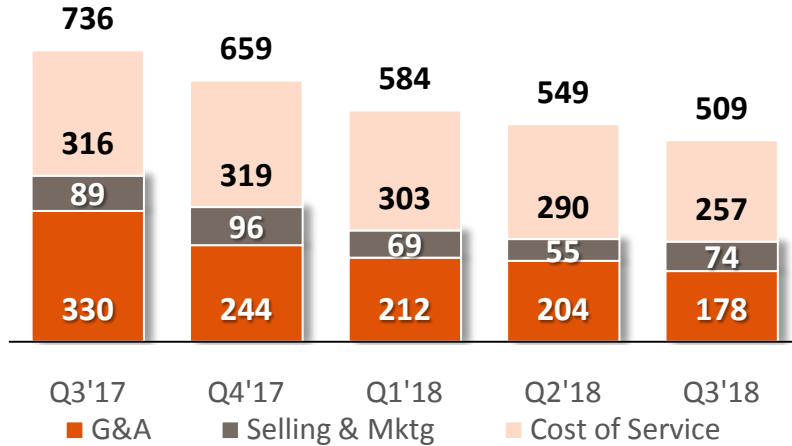


Nextel Brazil's expenses decreased this quarter leading to lower CCPU.

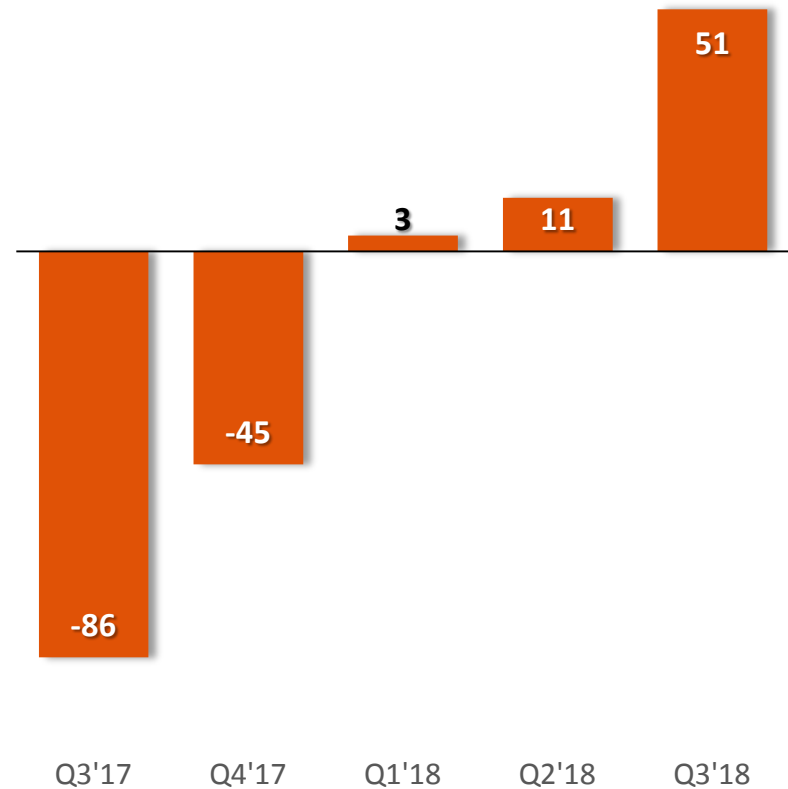
(in local currency)

Expenses

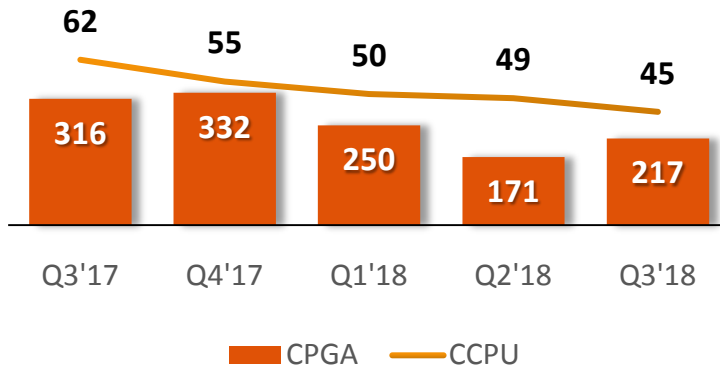
Expenses – in millions R\$



Adjusted OIBDA – in millions R\$



CCPU & CPGA – in R\$





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Non-GAAP reconciliations

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 September 30, 2017 (a)	For the Three Months Ended December 31, 2017 (a)	For the Three Months Ended March 31, 2018 (a)	For the Three Months Ended June 30, 2018 (a)	For the Three Months Ended September 30, 2018
	(US\$)				
Consolidated operating (loss) income	\$ (74,432)	\$ (37,708)	\$ (13,293)	\$ (20,292)	\$ 1,345
Consolidated depreciation	2,428	3,420	4,134	3,878	3,614
Consolidated amortization	3,663	3,575	3,591	3,447	3,191
Consolidated operating (loss) income before depreciation and amortization	(68,341)	(30,713)	(5,568)	(12,967)	8,150
Asset impairment (benefits) charges	(5,096)	3,806	733	(249)	1,100
Restructuring charges (benefits)	39,890	10,584	1,618	11,970	(1,102)
Consolidated adjusted operating (loss) income before depreciation and amortization	<u>\$ (33,547)</u>	<u>\$ (16,323)</u>	<u>\$ (3,217)</u>	<u>\$ (1,246)</u>	<u>\$ 8,148</u>
Consolidated adjusted operating (loss) income before depreciation and amortization margin....	<u>(16)%</u>	<u>(9)%</u>	<u>(2)%</u>	<u>(1)%</u>	<u>6%</u>

*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.

(a) Amounts include the impact of the revision of certain immaterial errors. For more information, see our Quarterly Report on Form 10-Q for the three months ended September 30, 2018.

(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 to, 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 September 30, 2017 (a)	For the Three Months Ended December 31, 2017 (a)	For the Three Months Ended March 31, 2018 (a)	For the Three Months Ended June 30, 2018 (a)	For the Three Months Ended September 30, 2018
	(US\$)				
Handset and accessory revenues, net	\$ 4,496	\$ 4,734	\$ 4,985	\$ 5,146	\$ 3,141
Less: cost of handsets and accessories	8,736	9,764	9,065	7,015	3,452
Handset subsidy costs	4,240	5,030	4,080	1,869	311
Selling and marketing	28,275	29,647	21,231	15,495	18,903
Costs per statement of operations.....	32,515	34,677	25,311	17,364	19,214
Less: costs unrelated to initial customer acquisition	(943)	(1,396)	(1,950)	(1,971)	(463)
Customer acquisition costs	<u>\$ 31,572</u>	<u>\$ 33,281</u>	<u>\$ 23,361</u>	<u>\$ 15,393</u>	<u>\$ 18,751</u>
Cost per Gross Add	<u>\$ 100</u>	<u>\$ 102</u>	<u>\$ 77</u>	<u>\$ 48</u>	<u>\$ 55</u>

b. Nextel Brazil

	For the Three Months Ended September 30, 2017 (a)	For the Three Months Ended December 31, 2017 (a)	For the Three Months Ended March 31, 2018 (a)	For the Three Months Ended June 30, 2018 (a)	For the Three Months Ended September 30, 2018
	(US\$)				
Handset and accessory revenues, net	\$ 4,496	\$ 4,734	\$ 4,985	\$ 5,146	\$ 3,141
Less: cost of handsets and accessories	8,736	9,764	9,065	7,015	3,452
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Cost per Gross Add	<u>\$ 100</u>	<u>\$ 102</u>	<u>\$ 77</u>	<u>\$ 48</u>	<u>\$ 55</u>

	For the Three Months Ended September 30, 2017 (a)	For the Three Months Ended December 31, 2017 (a)	For the Three Months Ended March 31, 2018 (a)	For the Three Months Ended June 30, 2018 (a)	For the Three Months Ended September 30, 2018
	(BR \$)				
Handset and accessory revenues, net	R\$ 14,167	R\$ 15,383	R\$ 16,186	R\$ 18,690	R\$ 12,155
Less: cost of handsets and accessories	27,633	31,773	29,422	25,152	13,586
Handset subsidy costs	13,466	16,390	13,236	6,462	1,431
Selling and marketing	89,362	96,248	68,962	55,159	74,470
Costs per statement of operations.....	102,828	112,638	82,198	61,621	75,901
Less: costs unrelated to initial customer acquisition	(2,985)	(4,538)	(6,349)	(7,048)	(1,823)
Customer acquisition costs	<u>R\$ 99,843</u>	<u>R\$ 108,100</u>	<u>R\$ 75,849</u>	<u>R\$ 54,573</u>	<u>R\$ 74,078</u>
Cost per Gross Add	<u>R\$ 316</u>	<u>R\$ 332</u>	<u>R\$ 250</u>	<u>R\$ 171</u>	<u>R\$ 218</u>

Non-GAAP reconciliations

* 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, second and third quarters of 2017, which resulted in a decrease in selling and marketing expenses from the first, second and third quarters of 2017 to the first, second and third quarters of 2018.

(a) Amounts include the impact of the revision of certain immaterial errors. For more information, see our Quarterly Report on Form 10-Q for the three months ended September 30, 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 September 30, 2017 (a)	For the Three Months Ended December 31, 2017 (a)	For the Three Months Ended March 31, 2018 (a)	For the Three Months Ended June 30, 2018 (a)	For the Three Months Ended September 30, 2018
	(US\$)				
Selling, general and administrative expenses	\$ 139,004	\$ 107,086	\$ 90,886	\$ 76,084	\$ 68,504
Less: selling and marketing expenses	(28,275)	(29,647)	(21,231)	(15,494)	(18,903)
General and administrative expenses	110,729	77,439	69,655	60,590	49,601
Cost of service	91,230	88,653	84,507	74,155	61,633
Customer retention costs and other	943	1,396	1,950	1,971	463
Total	<u>\$ 202,902</u>	<u>\$ 167,488</u>	<u>\$ 156,112</u>	<u>\$ 136,716</u>	<u>\$ 111,697</u>
Cash Cost per User	<u>\$ 20</u>	<u>\$ 17</u>	<u>\$ 16</u>	<u>\$ 14</u>	<u>\$ 12</u>

b. Brazil

	For the Three Months Ended September 30, 2017 (a)	For the Three Months Ended December 31, 2017 (a)	For the Three Months Ended March 31, 2018 (a)	For the Three Months Ended June 30, 2018 (a)	For the Three Months Ended September 30, 2018
	(US\$)				
Selling, general and administrative expenses	\$ 132,699	\$ 104,869	\$ 86,603	\$ 72,194	\$ 63,902
Less: selling and marketing expenses	(28,275)	(29,647)	(21,231)	(15,494)	(18,902)
General and administrative expenses	104,424	75,222	65,372	56,700	45,000
Cost of service	91,230	88,653	84,507	74,155	61,634
Customer retention costs and other	943	1,396	1,950	1,971	463
Total	<u>\$ 196,597</u>	<u>\$ 165,271</u>	<u>\$ 151,829</u>	<u>\$ 132,826</u>	<u>\$ 107,097</u>
Cash Cost per User	<u>\$ 20</u>	<u>\$ 17</u>	<u>\$ 16</u>	<u>\$ 14</u>	<u>\$ 11</u>

	For the Three Months Ended September 30, 2017 (a)	For the Three Months Ended December 31, 2017 (a)	For the Three Months Ended March 31, 2018 (a)	For the Three Months Ended June 30, 2018 (a)	For the Three Months Ended September 30, 2018
	(BR R\$)				
Selling, general and administrative expenses	R\$ 419,466	R\$ 340,078	R\$ 280,988	R\$ 258,923	R\$ 252,565
Less: selling and marketing expenses	(89,362)	(96,248)	(68,962)	(55,160)	(74,470)
General and administrative expenses	330,104	243,830	212,026	203,763	178,095
Cost of service	288,726	287,641	273,900	264,858	243,233
Customer retention costs and other	2,985	4,538	6,349	7,048	1,823
Total	<u>R\$ 621,815</u>	<u>R\$ 536,009</u>	<u>R\$ 492,275</u>	<u>R\$ 475,669</u>	<u>R\$ 423,151</u>
Cash Cost per User	<u>R\$ 62</u>	<u>R\$ 55</u>	<u>R\$ 51</u>	<u>R\$ 49</u>	<u>R\$ 45</u>

* 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, second and third quarters of 2017, which resulted in a decrease in selling and marketing expenses from the first, second and third quarters of 2017 to the first, second and third quarters of 2018.

(a) Amounts include the impact of the revision of certain immaterial errors. For more information, see our Quarterly Report on Form 10-Q for the three months ended September 30, 2018.

- (4) The following table shows the impact of changes in foreign currency exchange rates on certain financial measures for the three and nine months ended September 30, 2017 compared to the same periods in 2018 by (i) adjusting the relevant measures for the three and nine months ended September 30, 2017 to levels that would have resulted if the average foreign currency exchange rates for the three and nine months ended September 30, 2017 were the same as the average foreign currency exchange rates that were in effect for the three and nine months ended September 30, 2018; and (ii) comparing the actual and adjusted financial measures for the three and nine months ended September 30, 2017 to the similar financial measures for the three and nine months ended September 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 nine months ended September 30, 2018 and 2017. The average foreign currency exchange rates for each of the relevant currencies during each of the three and nine months ended September 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 nine months ended September 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 September 30,					
3Q 2017 Actual (a)	3Q 2017 Adjustment (1)	3Q 2017 Normalized (1)	3Q 2018 Actual	3Q 2017 to 3Q 2018 Actual B(W) Growth (2)	3Q 2017 to 3Q 2018 Normalized B(W) Growth (3)
(dollars in thousands)					
Consolidated:					
Operating revenues	\$205,423	\$(41,226)	\$164,197	\$141,737	(31)%
Adjusted OIBDA	(33,547)	5,473	(28,074)	8,148	124%
Nextel Brazil:					
Operating revenues	\$205,399	\$(41,226)	\$164,173	\$141,737	(31)%
Adjusted OIBDA	(27,266)	5,473	(21,793)	12,749	147%

Non-GAAP reconciliations and additional information

Nine Months Ended September 30,

	YTD 2017 Actual (a)	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	\$681,512	\$(83,244)	\$598,268	\$478,986	(30)%	(20)%
Adjusted operating (loss) income before depreciation and amortization	(33,793)	1,443	(32,350)	3,685	111%	111%
Nextel Brazil:						
Operating revenues	\$681,429	\$(83,244)	\$598,185	\$478,964	(30)%	(20)%
Adjusted OIBDA	(11,813)	1,443	(10,370)	16,436	239%	258%

- (1) The "3Q 2017 Normalized" and "YTD 2017 Normalized" amounts reflect the impact of applying the average foreign currency exchange rates for the three and nine months ended September 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 nine months ended September 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 "3Q 2017 Normalized" and "YTD 2017 Normalized" reflect the amount determined by adding the "3Q 2017 Adjustment" and "YTD 2017 Adjustment" amounts calculated as described in the preceding sentence to the "3Q 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 nine months ended September 30, 2018. The average foreign currency exchange rates for each of the relevant currencies during the three and nine months ended September 30, 2018 and 2017 for purposes of these calculations were as follows:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2018	2017	2018	2017
Brazilian real	3.96	3.16	3.61	3.17

- (2) The percentage amounts in these columns reflect the growth rates for each of the financial measures comparing the amounts in the "3Q 2018 Actual" and "YTD 2018 Actual" columns with those in the "3Q 2017 Actual" and "YTD 2017 Actual" columns.
- (3) The percentage amounts in these columns reflect the growth rates for each of the financial measures comparing the amounts in the "3Q 2018 Actual" and "YTD 2018 Actual" columns with those in the "3Q 2017 Normalized" and "YTD 2017 Normalized" columns.
- (a) Amounts include the impact of the revision of certain immaterial errors. For more information, see our Quarterly Report on Form 10-Q for the three months ended September 30, 2018.
- (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 September 30, 2017 (a)	For the Three Months Ended December 31, 2017 (a)	For the Three Months Ended March 31, 2018 (a)	For the Three Months Ended June 30, 2018 (a)	For the Three Months Ended September 30, 2018
(US\$)					
Digital service and other revenues	\$ 200,874	\$ 184,361	\$ 176,198	\$ 150,809	\$ 138,594
Less: other revenues	(14,593)	(12,497)	(6,414)	(5,310)	(4,823)
Total subscriber revenues	\$ 186,281	\$ 171,864	\$ 169,784	\$ 145,499	\$ 133,771
ARPU calculated with subscriber revenues	\$ 19	\$ 18	\$ 17	\$ 15	\$ 14
ARPU calculated with digital service and other revenues	\$ 20	\$ 19	\$ 18	\$ 16	\$ 15

b. Nextel Brazil

	For the Three Months Ended September 30, 2017 (a)	For the Three Months Ended December 31, 2017 (a)	For the Three Months Ended March 31, 2018 (a)	For the Three Months Ended June 30, 2018 (a)	For the Three Months Ended September 30, 2018 (a)
(US\$)					
Digital service and other revenues	\$ 200,850	\$ 184,338	\$ 176,177	\$ 150,808	\$ 138,594
Less: other revenues	(14,593)	(12,497)	(6,414)	(5,310)	(4,823)
Total subscriber revenues	\$ 186,257	\$ 171,841	\$ 169,763	\$ 145,498	\$ 133,771
ARPU calculated with subscriber revenues	\$ 19	\$ 18	\$ 17	\$ 15	\$ 14
ARPU calculated with digital service and other revenues	\$ 20	\$ 19	\$ 18	\$ 16	\$ 15

	For the Three Months Ended September 30, 2017 (a)	For the Three Months Ended December 31, 2017 (a)	For the Three Months Ended March 31, 2018 (a)	For the Three Months Ended June 30, 2018 (a)	For the Three Months Ended September 30, 2018
(BR R\$)					
Digital service and other revenues	R\$ 635,658	R\$ 598,755	R\$ 571,195	R\$ 541,358	R\$ 548,348
Less: other revenues	(46,197)	(40,590)	(20,621)	(19,074)	(19,040)
Total subscriber revenues	R\$ 589,461	R\$ 558,165	R\$ 550,574	R\$ 522,284	R\$ 529,308
ARPU calculated with subscriber revenues	R\$ 59	R\$ 57	R\$ 57	R\$ 54	R\$ 56
ARPU calculated with digital service and other revenues	R\$ 63	R\$ 61	R\$ 59	R\$ 56	R\$ 58

- (a) Amounts include the impact of the revision of certain immaterial errors. For more information, see our Quarterly Report on Form 10-Q for the three months ended September 30, 2018.