NII Holdings, Inc.
Q2 2016
Earnings Presentation

August 11, 2016

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.

Information regarding Q2 Financial Statements

Sale of Nextel Mexico. On April 30, 2015, NII Holdings, together with our wholly-owned subsidiary NIU Holdings LLC, completed the sale of our Mexican operations to New Cingular Wireless, Inc., an indirect subsidiary of AT&T, Inc. In connection with this sale, we have reported Nextel Mexico's results for all periods presented as discontinued operations in this report.

Nextel Argentina. On January 27, 2016, subsidiaries of NII Holdings completed a sale of their equity interests in Nextel Argentina. In connection with this sale, we have reported Nextel Argentina's results for all periods presented as discontinued operations in this report.

Reorganization Accounting. In accordance with the requirements of reorganization accounting, NII Holdings adopted the provisions of fresh start accounting as of June 30, 2015 and became a new entity for financial reporting purposes. All reported results for the periods through and including June 30, 2015 reflect the "Predecessor Company" and the results after June 30, 2015 reflect the "Successor Company".

Safe harbor statement under the Private Securities Litigation Reform Act of 1995

This presentation includes “forward-looking statements” within the meaning of the securities laws. These statements are not historical facts but future estimates and projections reflecting managements’ judgment based on currently available information. Forward looking statements involve risks and uncertainties that could cause actual results to differ materially from those suggested by the statements we make today. Forward looking statements should be taken in the context of the risks and uncertainties that are described in NII Holdings' Annual Report on Form 10-K for the year ended December 31, 2015, as well as in other reports filed from time to time by NII Holdings with the Securities and Exchange Commission.

The statements in this presentation regarding the business and economic outlook, future performance and forward-looking 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, the Company’s ability to meet its business plans, customer growth and retention, pricing, network usage, operating costs, the timing of various events, the economic and regulatory environment and the foreign currency exchange rates that will prevail during 2016. 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, the impact of more intense competitive conditions and changes in economic conditions in the market we serve, the performance of the Company’s networks, the Company’s ability to provide services that customers want or need, the ability of the Company to continue as a going concern, the Company’s 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 fiscal year ended December 31, 2015, as well as in other reports filed from time to time by NII Holdings with the Securities and Exchange Commission.

Contents

Q2'16 Earnings Overview

On the top line, revenues increased $22M from Q1 due to FX appreciation. In local currency, revenue was flat compared to Q1 as a R$3 increase in total ARPU was offset by a lower subscriber base

Due to continued cost reduction initiatives, we were able to keep reported expenses in USD flat from Q1 to Q2 despite a local currency appreciation of 10% in Brazil

Consolidated Adjusted OIBDA increased $22M to $14M for Q2’16

Nextel Brazil generated Adjusted OIBDA of R$84M in Q2’16: a R$66M improvement over Q1’16 primarily due to a R$77M reduction in operating expenses

Total liquidity was up $61M from Q1’16 with $55M in operational free cash flow (vs. $14M cash burn in Q1’16) primarily due to $57M in cash returned from the release of performance bonds

We reported 179K net subscriber losses for the quarter and churn of 4.0%, an improvement over Q1’16

- Q2 3G net losses of 29K primarily due to data cards
- After considering migrations from iDEN, our 3G subscriber base was flat with Q1’16

We are focused on protecting our subscriber and revenue base while operating our business in a prudent manner to reduce costs and preserve our liquidity

Consolidated Q2'16 Results

$m	Q2'16	Q1'16	% Change B/(W)	Q2'16 % Rev	Q2'15	% Change B/(W)
Operating revenue	249	227	10%	100%	320	(22%)
Cost of revenue	99	101	2%	40%	191	48%
General and administrative expenses	108	111	3%	43%	167	35%
Selling and marketing expenses	28	22	(27%)	11%	57	51%
Consolidated Adjusted OIBDA (Loss)	**14**	**(8)**	**279%**	**6%**	**(95)**	**115%**
Service ARPU	*19*	*16*	*19%*	*nm*	*20*	*(8%)*
Total ARPU	*21*	*18*	*17%*	*nm*	*23*	*(10%)*
CCPU	*17*	*16*	*(4%)*	*nm*	*23*	*25%*
CPGA	*99*	*96*	*(4%)*	*nm*	*207*	*52%*
Average FX Rate (Real)	*3.5*	*3.9*	*10%*	*nm*	*3.1*	*(14%)*

nm = Not Meaningful

Key points

Revenue increase of $22M from Q1'16 driven by local currency appreciation, from 3.9 to 3.5 sequentially

Selling and marketing expenses increased 27% primarily due to new promotions from Q1'16 to Q2'16

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Brazil Q2'16 Results in Local Currency

R$m	Q2'16	Q1'16	% Change B/(W)	Q2'16 % Rev	Q2'15	% Change B/(W)
Operating revenue	874	885	(1%)	100%	984	(11%)
Cost of revenue	348	394	12%	40%	588	41%
General and administrative expenses	344	387	11%	39%	465	26%
Selling and marketing expenses	98	86	(14%)	11%	173	44%
Adjusted OIBDA (Loss)	**84**	**18**	**357%**	**10%**	**(243)**	**135%**
Service ARPU	*66*	*62*	*7%*	*nm*	*62*	*6%*
Total ARPU	*72*	*69*	*5%*	*nm*	*70*	*3%*
CCPU	*56*	*60*	*6%*	*nm*	*65*	*14%*
CPGA	*349*	*369*	*5%*	*nm*	*636*	*45%*

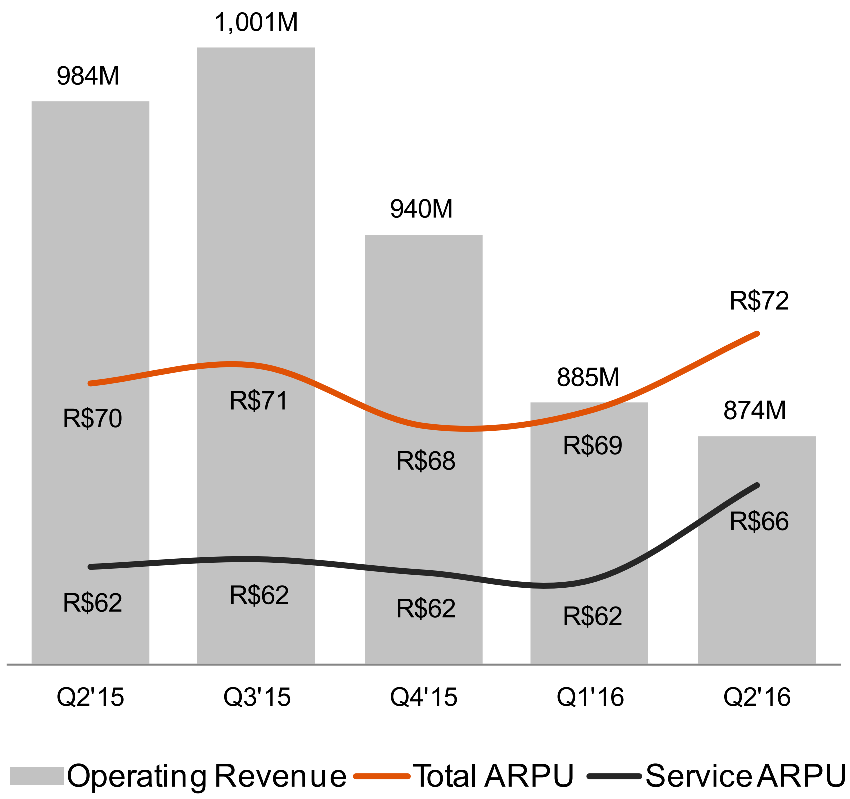
nm = Not Meaningful

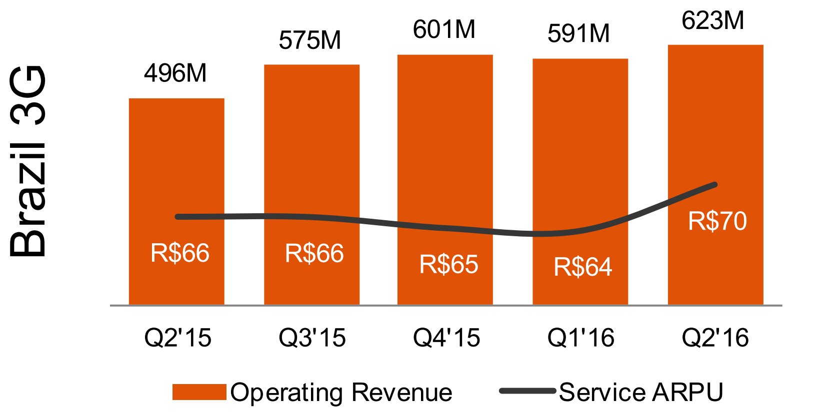
Key points

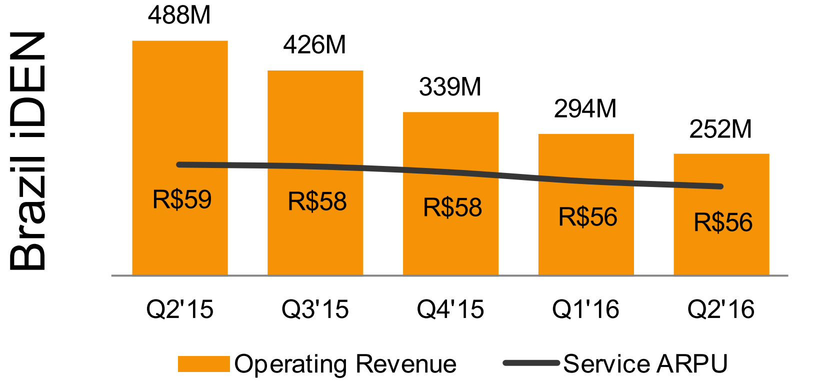
- Revenue flat from Q1 due to R$3 increase in total ARPU offset by a lower subscriber base
- Nextel Brazil generated R$84M in Adjusted OIBDA due to cost reductions in cost of revenue and G&A expenses

Q2'16 Brazil Operating Revenue in Local Currency

Brazil Operating Revenue and Total ARPU
(Operating Revenue in millions R$)







Segment Earnings* Trend

Brazil Segment Earnings Trend

(in millions $)

	Q2'15	Q3'15	Q4'15	Q1'16	Q2'16
Operating Revenue	320	285	245	227	249
Cost of Revenue	191	141	119	101	99
General and administrative expenses	151	111	103	99	98
Selling and marketing expenses	56	44	27	22	28
Brazil Segment Earnings (Loss)	(79)	(11)	(5)	4	**24** **

HQ Segment Earnings Trend***

(in millions $)

	Q2'15	Q3'15	Q4'15	Q1'16	Q2'16
Operating Revenue	-	-	-	-	-
Cost of Revenue	-	-	-	-	-
General and administrative expenses	16	14	12	12	10
Selling and marketing expenses	-	-	-	-	-
HQ Segment Loss******	(16)	(14)	(12)	(12)	**(10)**

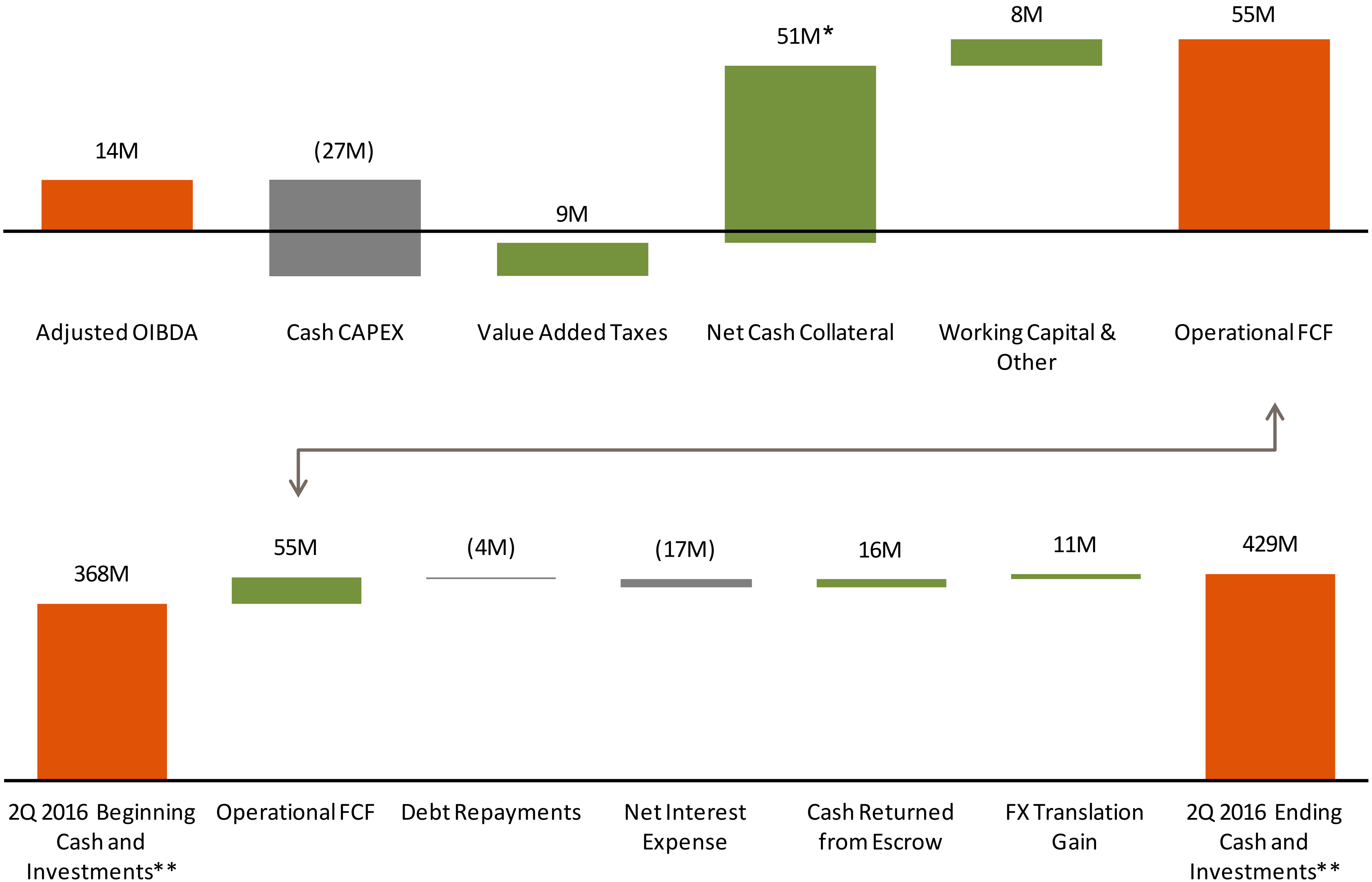
*Segment earnings is defined as operating income before depreciation, amortization, impairment, restructuring costs and other

**Excludes $8M in cost of revenue related to a one-time benefit resulting from the reversal of a tax contingency

***Includes the impact of intercompany eliminations and discontinued operations

****HQ Segment Loss includes the following share-based compensation expense for Q2'15 through Q2'16: $3M, $2M, $0M, $1M and $1M

Q2'16 Liquidity Results



** Includes $57M in cash returned from the release of performance bonds*
***Excludes escrow related restricted cash ($208M as of 6/30/2016)*

Strategic Priorities

Our plan is to operate within our means while remaining competitive in the marketplace

- Focused on high ARPU customers and cost reduction strategies to lower CCPU for improved profitability
- Continuing to utilize our bring your own device (BYOD) strategy to keep CPGA at manageable levels
- Improving working capital by extending payment terms with suppliers

We will continue to leverage the profitability of our iDEN network; lower fixed costs and high margin contribution customers are accretive to adjusted OIBDA

We are taking steps to further streamline the expenses incurred at our corporate headquarters by shifting costs and associated responsibilities to Nextel Brazil

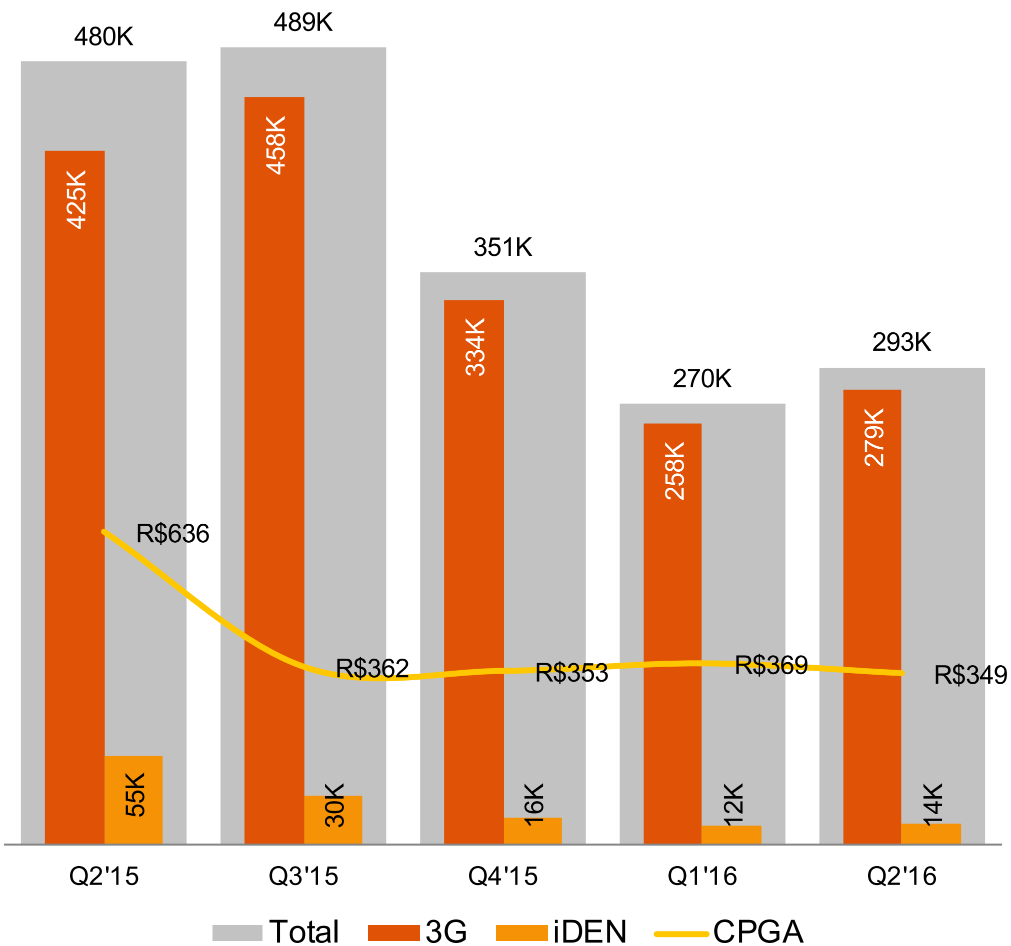
Through these actions our goal is to profitably grow our 3G base while reducing our operating costs and preserving our liquidity

Contents

Brazil Gross Add Overview

Brazil Gross Adds by Technology

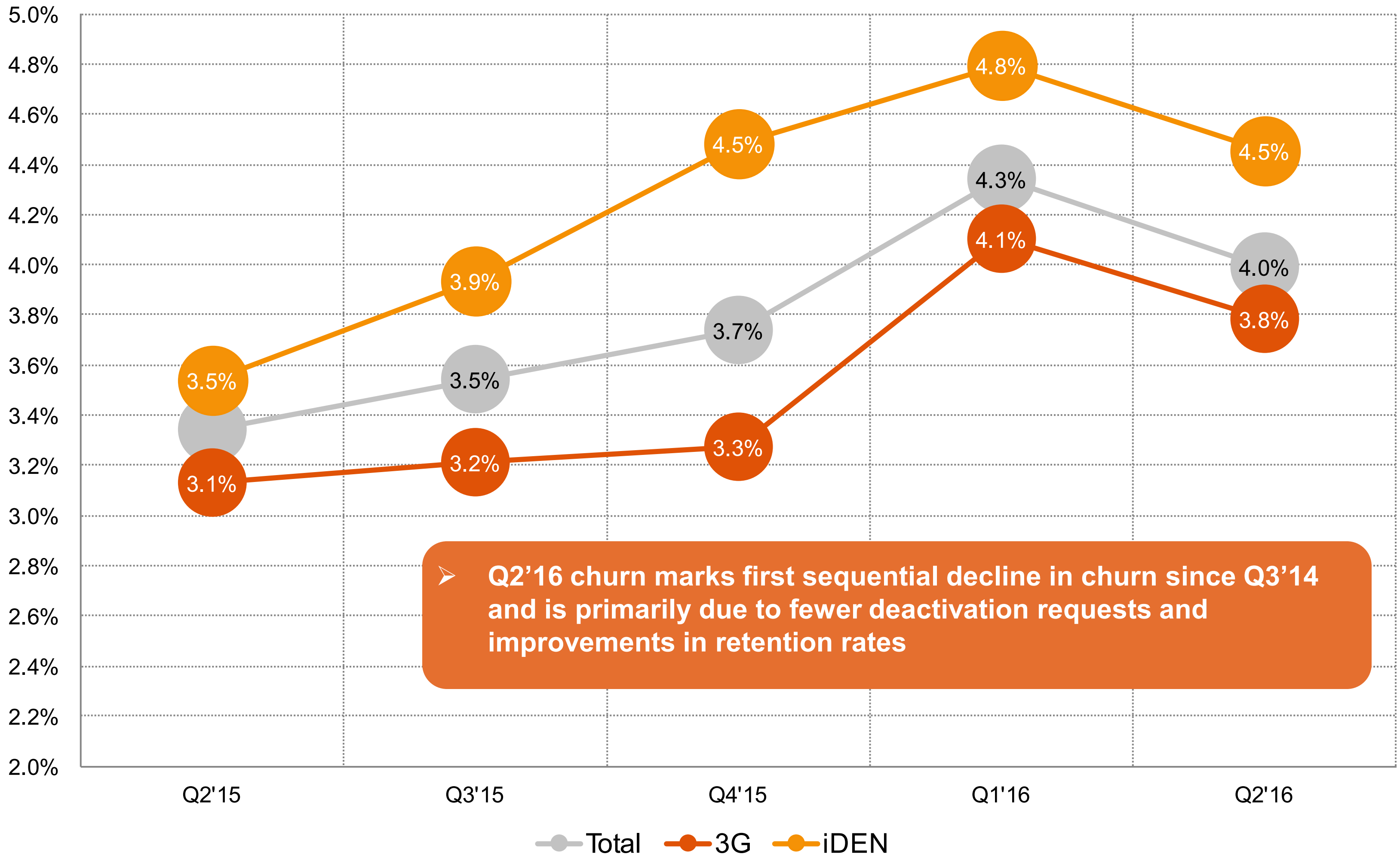
(CPGA in R$)



Q2'16 Key points

- Total gross adds increased for the quarter primarily due to the launch of new promotions
- iDEN gross adds continued to be low as we de-emphasized that platform
- CPGA stayed relatively flat compared with last quarter but declined from a year ago as a result of our BYOD strategy

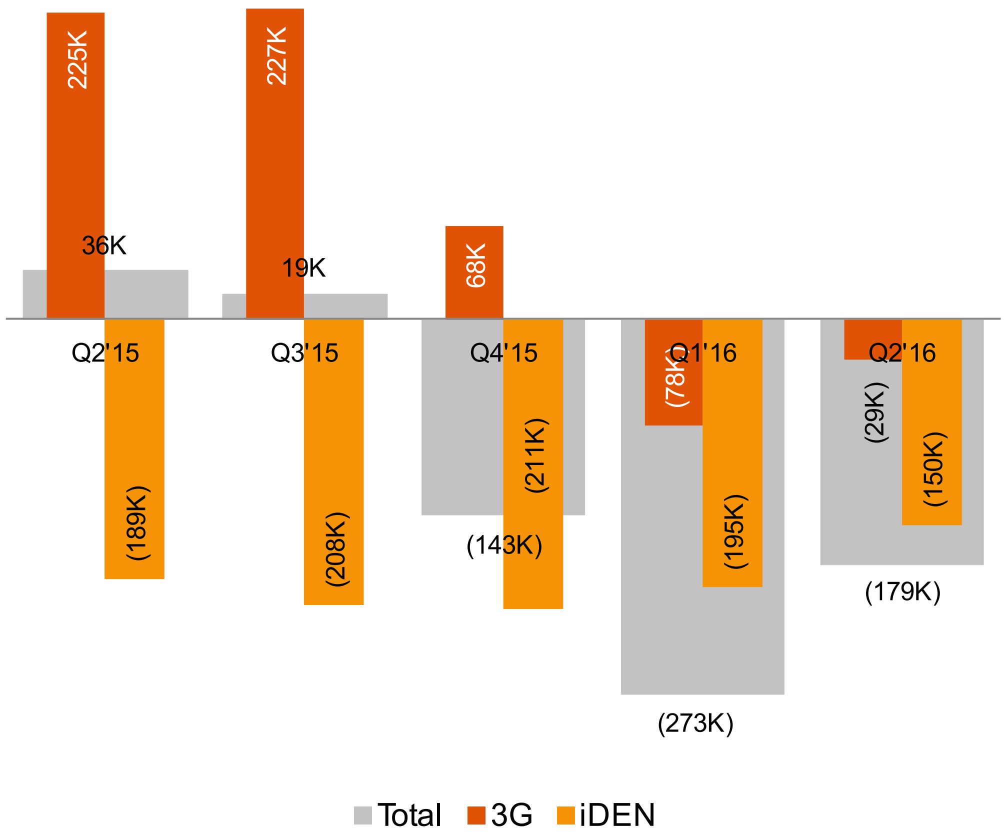
Brazil Churn Overview



- Q2’16 churn marks first sequential decline in churn since Q3’14 and is primarily due to fewer deactivation requests and improvements in retention rates

Brazil Net Adds Overview

Brazil Net Adds by Technology



Q2'16 Key points

- Improvement in net adds over Q1'16 due to an increase in gross adds and reduction in churn
- Continued with a targeted retention approach focused on keeping only the best customers
- Focused on high value customers, which limits subscriber growth
- 3G net subscriber losses in Q2'16 primarily data cards

Brazil Quarterly Subscriber Overview

In thousands (except churn)	Q2'16	Q1'16	Q2'15	% Change B/(W) vs Q1'16	% Change B/(W) vs Q2'15
3G					
Gross Adds	279	258	425	8%	(34%)
Churn	3.8%	4.1%	3.1%	32bps	(65bps)
Net (Losses) Adds	(29)	(78)	225	62%	(113%)
Migrations from iDEN	38	42	59	(10%)	(36%)
Ending Subscribers	**2,717**	**2,709**	**2,254**	**0%**	**21%**
iDEN					
Gross Adds	14	12	55	16%	(75%)
Churn	4.5%	4.8%	3.5%	34bps	(91bps)
Net Losses	(150)	(195)	(189)	23%	21%
Migrations to 3G	(38)	(42)	(59)	10%	36%
Ending Subscribers	**1,128**	**1,315**	**2,166**	**(14%)**	**(48%)**
Total					
Gross Adds	293	270	480	8%	(39%)
Churn	4.0%	4.3%	3.3%	35bps	(65bps)
Net Losses	(179)	(273)	36	34%	(603%)
Ending Subscribers	**3,845**	**4,024**	**4,420**	**(4%)**	**(13%)**

Non-GAAP Reconciliations

NII Holdings, Inc.
Reconciliations of Non-GAAP Financial Measures for 2016

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

"Safe Harbor" Statement under the Private Securities Litigation Reform Act of 1995. These reconciliations include "forward-looking statements" within the meaning of the securities laws. The statements regarding the business and economic outlook, future performance and forward-looking 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, the Company's ability to meet its business plans, customer growth and retention, pricing, network usage, operating costs, the timing of various events, the economic and regulatory environment and the foreign currency exchange rates that will prevail during 2016. 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, the impact of more intense competitive conditions and changes in economic conditions in the market we serve, the performance of the Company's networks, the Company's ability to provide services that customers want or need, the ability of the Company to continue as a going concern, the Company's 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 fiscal year ended December 31, 2015, as well as in other reports filed from time to time by NII Holdings with the Securities and Exchange Commission. The tables below speak only as of their date, and NII Holdings disclaims any duty to update the information herein.

(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

	Successor Company For the Three Months Ended June 30, 2016
Consolidated operating loss	$ (28,751)
Consolidated depreciation	29,660
Consolidated amortization	11,054
Consolidated operating income before depreciation and amortization	11,963
Reversal of accrued tax contingency	(8,133)
Asset impairment charges	7,243
Restructuring charges	3,314
Consolidated adjusted operating income before depreciation and amortization	$ 14,387
Consolidated adjusted operating income before depreciation and amortization margin	6%
Consolidated operating income before depreciation and amortization margin	5%
Consolidated operating loss margin	(12)%

(2) 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

	Predecessor Company	Successor Company			
	For the Three Months Ended June 30, 2015	For the Three Months Ended September 30, 2015	For the Three Months Ended December 31, 2015	For the Three Months Ended March 31, 2016	For the Three Months Ended June 30, 2016
Digital service and other revenues	$ 303,222	$ 266,487	234,643	$ 220,602	$ 243,122
Less: other revenues	(34,280)	(31,473)	(21,832)	(23,540)	(22,075)
Total subscriber revenues	$ 268,942	$ 235,014	$ 212,811	$ 197,062	$ 221,047
ARPU calculated with subscriber revenues	$ 20	$ 18	$ 16	$ 16	$ 19
ARPU calculated with digital service and other revenues	$ 23	$ 20	$ 18	$ 18	$ 21

b. Nextel Brazil

	Predecessor Company	Successor Company			
	For the Three Months Ended June 30, 2015	For the Three Months Ended September 30, 2015	For the Three Months Ended December 31, 2015	For the Three Months Ended March 31, 2016	For the Three Months Ended June 30, 2016
Digital service and other revenues	$ 303,174	$ 266,441	234,587	$ 220,548	$ 243,077
Less: other revenues	(34,309)	(31,487)	(21,827)	(23,541)	(22,075)
Total subscriber revenues	$ 268,865	$ 234,954	$ 212,760	$ 197,007	$ 221,002
ARPU calculated with subscriber revenues	$ 20	$ 18	$ 16	$ 16	$ 19
ARPU calculated with digital service and other revenues	$ 23	$ 20	$ 18	$ 18	$ 21

	Predecessor Company		Successor Company		
	For the Three Months Ended June 30, 2015	For the Three Months Ended September 30, 2015	For the Three Months Ended December 31, 2015	For the Three Months Ended March 31, 2016	For the Three Months Ended June 30, 2016
			(BR R$)		
Digital service and other revenues	R$ 931,198	R$ 938,417	R$ 901,299	R$ 862,075	R$ 853,040
Less: other revenues	(105,411)	(110,865)	(83,896)	(91,884)	(77,630)
Total subscriber revenues	R$ 825,787	R$ 827,552	R$ 817,403	R$ 770,191	R$ 775,410
ARPU calculated with subscriber revenues	R$ 62	R$ 62	R$ 62	R$ 62	R$ 66
ARPU calculated with digital service and other revenues	R$ 70	R$ 71	R$ 68	R$ 69	R$ 72

(3) 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

	Predecessor Company	Successor Company			
	For the Three Months Ended June 30, 2015	For the Three Months Ended September 30, 2015	For the Three Months Ended December 31, 2015	For the Three Months Ended March 31, 2016	For the Three Months Ended June 30, 2016
Handset and accessory revenues	$ 17,081	$ 18,166	$ 10,138	$ 5,955	$ 6,091
Uninsured handset replacement revenue	(89)	(75)	(30)	(121)	(44)
Handset and accessory revenues, net	16,992	18,091	10,108	5,834	6,047
Less: cost of handsets and accessories	65,367	28,307	18,597	11,166	8,861
Handset subsidy costs	48,375	10,216	8,489	5,332	2,814
Selling and marketing	56,582	44,305	27,363	22,116	27,998
Costs per statement of operations	104,957	54,521	35,852	27,448	30,812
Less: costs unrelated to initial customer acquisition	(5,767)	(3,818)	(3,648)	(1,576)	(1,729)
Customer acquisition costs	$ 99,190	$ 50,703	$ 32,204	$ 25,872	$ 29,083
Cost per Gross Add	$ 207	$ 104	$ 92	$ 96	$ 99

b. Nextel Brazil

	Predecessor Company	Successor Company			
	For the Three Months Ended June 30, 2015	For the Three Months Ended September 30, 2015	For the Three Months Ended December 31, 2015	For the Three Months Ended March 31, 2016	For the Three Months Ended June 30, 2016
Handset and accessory revenues	$ 17,081	$ 18,166	$ 10,138	$ 5,955	$ 6,091
Uninsured handset replacement revenue	(89)	(75)	(30)	(121)	(44)
Handset and accessory revenues, net	16,992	18,091	10,108	5,834	6,047
Less: cost of handsets and accessories	65,367	28,307	18,597	11,166	8,861
Handset subsidy costs	48,375	10,216	8,489	5,332	2,814
Selling and marketing	56,461	44,209	27,318	22,070	27,982
Costs per statement of operations	104,836	54,425	35,807	27,402	30,796
Less: costs unrelated to initial customer acquisition	(5,767)	(3,818)	(3,648)	(1,576)	(1,729)
Customer acquisition costs	$ 99,069	$ 50,607	$ 32,159	$ 25,826	$ 29,067
Cost per Gross Add	$ 207	$ 104	$ 92	$ 96	$ 99

	Predecessor Company	Successor Company			
	For the Three Months Ended June 30, 2015	For the Three Months Ended September 30, 2015	For the Three Months Ended December 31, 2015	For the Three Months Ended March 31, 2016	For the Three Months Ended June 30, 2016
			(BR R$)		
Handset and accessory revenues	R$ 52,537	R$ 62,867	R$ 39,005	R$ 23,233	R$ 21,437
Uninsured handset replacement revenue	(274)	(258)	(115)	(483)	(154)
Handset and accessory revenues, net	52,263	62,609	38,890	22,750	21,283
Less: cost of handsets and accessories	201,771	100,636	71,749	42,971	31,507
Handset subsidy costs	149,508	38,027	32,859	20,221	10,224
Selling and marketing	173,256	152,815	105,173	85,517	97,871
Costs per statement of operations	322,764	190,842	138,032	105,738	108,095
Less: costs unrelated to initial customer acquisition	(17,665)	(14,004)	(14,106)	(6,109)	(6,071)
Customer acquisition costs	R$ 305,099	R$ 176,838	R$ 123,926	R$ 99,629	R$ 102,024
Cost per Gross Add	R$ 636	R$ 362	R$ 353	R$ 369	R$ 349

(4) 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

	Predecessor Company	Successor Company			
	For the Three Months Ended June 30, 2015	For the Three Months Ended September 30, 2015	For the Three Months Ended December 31, 2015	For the Three Months Ended March 31, 2016	For the Three Months Ended June 30, 2016
Selling, general and administrative expenses	$ 223,821	$ 168,804	$ 142,886	$ 133,411	$ 135,922
Less: selling and marketing expenses	(56,582)	(44,305)	(27,363)	(22,115)	(27,997)
General and administrative expenses	167,239	124,499	115,523	111,296	107,925
Cost of service	125,985	112,179	100,673	90,024	90,043
Customer retention costs and other	5,767	3,818	3,648	1,576	1,729
Total	$ 298,991	$ 240,496	$ 219,844	$ 202,896	$ 199,697
Cash Cost per User	$ 23	$ 18	$ 17	$ 16	$ 17

b. Brazil

	Predecessor Company	Successor Company			
	For the Three Months Ended June 30, 2015	For the Three Months Ended September 30, 2015	For the Three Months Ended December 31, 2015	For the Three Months Ended March 31, 2016	For the Three Months Ended June 30, 2016
Selling, general and administrative expenses	$ 207,631	$ 154,914	$ 130,559	$ 121,553	$ 126,142
Less: selling and marketing expenses	(56,461)	(44,209)	(27,318)	(22,070)	(27,982)
General and administrative expenses	151,170	110,705	103,241	99,483	98,160
Cost of service	126,013	112,193	100,673	90,024	90,043
Customer retention costs and other	5,767	3,818	3,648	1,576	1,729
Total	$ 282,950	$ 240,716	$ 207,562	$ 191,083	$ 189,932
Cash Cost per User	$ 21	$ 17	$ 16	$ 15	$ 16

	Predecessor Company	Successor Company			
	For the Three Months Ended June 30, 2015	For the Three Months Ended September 30, 2015	For the Three Months Ended December 31, 2015	For the Three Months Ended March 31, 2016	For the Three Months Ended June 30, 2016
			(BR R$)		
Selling, general and administrative expenses	R$ 638,661	R$ 543,760	R$ 501,937	R$ 472,611	R$ 442,275
Less: selling and marketing expenses	(173,256)	(152,815)	(105,173)	(85,517)	(97,871)
General and administrative expenses	465,405	390,945	396,764	387,094	344,404
Cost of service	386,913	394,242	386,818	351,227	316,244
Customer retention costs and other	17,665	14,004	14,106	6,109	6,071
Total	R$ 869,983	R$ 799,191	R$ 797,688	R$ 744,430	R$ 666,719
Cash Cost per User	R$ 65	R$ 60	R$ 60	R$ 60	R$ 56

(5) 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, 2015 compared to the same periods in 2016 by (i) adjusting the relevant measures for the three and six months ended June 30, 2015 to levels that would have resulted if the average foreign currency exchange rates for the three and six months ended June 30, 2015 were the same as the average foreign currency exchange rates that were in effect for the three and six months ended June 30, 2016; and (ii) comparing the actual and adjusted financial measures for the three and six months ended June 30, 2015 to the similar financial measures for the three and six months ended June 30, 2016 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, 2016 and 2015. The average foreign currency exchange rates for each of the relevant currencies during each of the three and six months ended June 30, 2016 and 2015 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, 2016 compared to the same periods in 2015 by removing the impact of the significant difference in the average foreign currency exchange rates in effect for those periods.

	Predecessor Company			Successor Company		
	Three Months Ended June 30,			Three Months Ended June 30,		
	2Q 2015 Actual	2Q 2015 Adjustment (1)	2Q 2015 Normalized (1)	2Q 2016 Actual	2Q 2015 to 2Q 2016 Actual B(W) Growth (2)	2Q 2015 to 2Q 2016 Normalized B(W) Growth (3)
	(dollars in thousands)					
Consolidated:						
Operating revenues	$320,303	$(40,146)	$280,157	$249,213	(22)%	(11)%
Adjusted operating income before depreciation and amortization	(94,870)	9,873	(84,997)	14,387	115%	117%
Nextel Brazil:						
Operating revenues	$320,255	$(40,146)	$280,109	$249,168	(22)%	(11)%
Adjusted operating income before depreciation and amortization	(78,757)	9,873	(68,884)	24,123	131%	135%

	Predecessor Company			Successor Company		
	Six Months Ended June 30,			Six Months Ended June 30,		
	YTD 2015 Actual	YTD 2015 Adjustment (1)	YTD 2015 Normalized (1)	YTD 2016 Actual	YTD 2015 to YTD 2016 B(W) Growth (2)	YTD 2015 to YTD 2016 Normalized B(W) Growth (3)
	(dollars in thousands)					
Consolidated:						
Operating revenues	$683,711	$(136,354)	$547,357	$475,770	(30)%	(13)%
Adjusted operating income before depreciation and amortization	(113,216)	15,006	(98,210)	6,343	106%	106%
Nextel Brazil:						
Operating revenues	$683,611	$(136,354)	$547,257	$475,671	(30)%	(13)%
Adjusted operating income before depreciation and amortization	(75,234)	15,006	(60,228)	27,883	137%	146%

(1) The "2Q 2015 Normalized" and "YTD 2015 Normalized" amounts reflect the impact of applying the average foreign currency exchange rates for the three and six months ended June 30, 2016 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, 2015, 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 2015 Adjustment" and "YTD 2015 Adjustment" reflect the amount determined by subtracting the "2Q 2015 Normalized" and "YTD 2015 Normalized" amounts calculated as described in the preceding sentence from the "2Q 2015 Actual" and "YTD 2015 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, 2016. The average foreign currency exchange rates for each of the relevant currencies during the three and six months ended June 30, 2016 and 2015 for purposes of these calculations were as follows:

	Successor Company	**Predecessor Company**	**Successor Company**	**Predecessor Company**
	Three Months Ended June 30,		**Six Months Ended June 30,**	
	2016	**2015**	**2016**	**2015**
Brazilian real	3.51	3.07	3.71	2.97

(2) The percentage amounts in these columns reflect the better, or B, or worse, or W, growth rates for each of the financial measures comparing the amounts in the "2Q 2016 Actual" and "YTD 2016 Actual" columns with those in the "2Q 2015 Actual" and "YTD 2015 Actual" columns.

(3) The percentage amounts in these columns reflect the the better, or B, or worse, or W, growth rates for each of the financial measures comparing the amounts in the "2Q 2016 Actual" and "YTD 2016 Actual" columns with those in the "2Q 2015 Normalized" and "YTD 2015 Normalized" columns.