# Management's Discussion and Analysis of Financial Condition and Results of Operations

- Changes in prices, the number of wireless customers, average revenue per unit, penetration rates, churn rates, selling expenses and net customer retention costs associated with wireless number portability, roaming rates and the mix of products and services offered in wireless markets could have an adverse effect on U.S. Cellular's operations.
- Changes in roaming partners' rates for voice services and the lack of standards and roaming agreements for wireless data products could place U.S. Cellular's service offerings at a disadvantage to those offered by other wireless carriers with more nationwide service territories, and could have an adverse effect on U.S. Cellular's operations.
- Changes in competitive factors with national and global wireless carriers could result in product and cost disadvantages and could have an adverse effect on U.S. Cellular's operations.
- Changes in guidance or interpretations of accounting requirements, changes in industry practice or changes in management assumptions could require amendments to or restatements of disclosures or financial information included in this or prior filings with the SEC.
- Uncertainty of access to capital for telecommunications companies, deterioration in the capital markets, other changes in market conditions, changes in U.S. Cellular's credit ratings or other factors could limit or restrict the availability of financing on terms and prices acceptable to it, which could require it to reduce its construction, development and acquisition programs.
- Changes in income tax rates, tax laws, regulations or rulings, or federal or state tax assessments could have an adverse effect on U.S. Cellular's financial condition and results of operations.
- War, conflicts, hostilities and/or terrorist attacks could have an adverse effect on U.S. Cellular's business.
- Changes in general economic and business conditions, both nationally and in the markets in which U.S. Cellular operates, including difficulties by telecommunications companies, could have an adverse effect on U.S. Cellular's business.
- Changes in fact or circumstances, including new or additional information that affects the calculation of accrued liabilities for contingent obligations under guarantees, indemnities or otherwise could require U.S. Cellular to record charges in excess of amounts accrued on the financial statements, if any, which could have an adverse effect on U.S. Cellular's financial condition and results of operations.
- A material weakness in the effectiveness of internal control over financial reporting and/or in disclosure controls and procedures could result in inaccurate financial statements or other disclosures or permit fraud, which could have an adverse effect on U.S. Cellular's business, results of operations and financial condition.
- The possible development of adverse precedent in litigation or conclusions in professional studies to the effect that radio frequency emissions from handsets, wireless data devices and/or cell sites cause harmful health consequences, including cancer or tumors, or may interfere with various electronic medical devices such as pacemakers, could have an adverse effect on U.S. Cellular's business operations, financial condition and results of operations.

 Any of the foregoing events or other events could cause revenues, customer additions, operating income, capital expenditures and/or any other financial or statistical information to vary from management's forward estimates included in this report by a material amount.

U.S. Cellular undertakes no obligation to update publicly any forward-looking statements whether as a result of new information, future events or otherwise. Readers should evaluate any statements in light of these important factors.

#### **Market Risk**

### **Long-Term Debt**

U.S. Cellular is subject to market rate risks due to fluctuations in interest rates and equity markets. The majority of U.S. Cellular's debt, excluding long-term debt related to the forward contracts, is in the form of long-term, fixed-rate notes with original maturities ranging from five to 30 years. Accordingly, fluctuations in interest rates can lead to significant fluctuations in the fair value of such instruments. The long-term debt related to the forward contracts consists of variable-rate debt which requires quarterly interest payments that are dependent on market interest rates. Increased interest rates will result in increased interest expense. As of December 31, 2004, U.S. Cellular has not entered into financial derivatives to reduce its exposure to interest rate risks.

The following table presents the scheduled principal payments on long-tem debt and forward contracts and the related weighted-average interest rates by maturity dates at December 31, 2004:

Principal Payments Due by Period

		. ,		
	Long-Tern Deb Obligation	t Debt	Forward Contracts	Weighted-Avg. Interest Rates on Forward Contracts <sup>(2)</sup>
(Dollars in million	s)			
2005	\$ -	%	\$ —	—%
2006	_	%	_	—%
2007	_	%	159.9	2.8%
2008	_	%	_	—%
2009	10.0	9.0%	_	—%
After 5 Years	990.9	7.2%	_	—%
Total	\$1,000.9	7.3%	\$159.9	2.8%

<sup>(1)</sup> Represents the weighted-average interest rates at December 31, 2004 for debt maturing in the respective periods.

At December 31, 2004 and 2003, the estimated fair value of long-term debt was \$1,082.7 million and \$1,152.5 million, and the average interest rate on this debt was 7.3% and 7.1%, respectively. The fair value was estimated using market prices for the 8.75% senior notes, 7.5% senior notes, 6.7% senior notes and 6% Liquid Yield Option Notes and discounted cash flow analysis for the remaining debt.

<sup>(2)</sup> The forward contracts have a variable interest rate based on the LIBOR rate plus 50 basis points. The three-month LIBOR rate at December 31, 2004 was 2.56%.

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At December 31, 2004 and 2003, the estimated fair value of the forward contracts was \$159.9 million and the average interest rate on this debt was 2.8% and 1.7%, respectively. The fair value of the forward contracts approximates the carrying value due to the frequent repricing of these variable rate instruments. These contracts require quarterly interest payments at the LIBOR rate plus 50 basis points (the three-month LIBOR rate was 2.56%).

### Marketable Equity Securities and Derivatives

U.S. Cellular maintains a portfolio of available-for-sale marketable equity securities, which resulted from the sale of non-strategic investments. The market value of these investments aggregated \$282.8 million at December 31, 2004 and \$260.2 million at December 31, 2003. As of December 31, 2004, U.S. Cellular recorded a net unrealized holding gain, net of tax, included in accumulated other comprehensive income totaling \$74.2 million. As of December 31, 2003, this amount was \$60.5 million. In 2002, U.S. Cellular recognized, in the Statement of Operations, losses of \$244.7 million (\$145.6 million net of tax of \$99.1 million), related to investments in marketable equity securities as a result of management's determination that unrealized losses with respect to the investments were other than temporary.

A subsidiary of U.S. Cellular has entered into a number of forward contracts related to the Vodafone marketable equity securities that it holds. See Note 15 — Financial Instruments and Derivatives in the Notes to Consolidated Financial Statements for a description of the forward contracts. U.S. Cellular has provided guarantees to the lenders which provide assurance to the lenders that all principal and interest amounts are paid upon settlement of the contracts by such subsidiary. The risk management objective of the forward contracts is to hedge the value of the marketable equity securities from losses due to decreases in the market prices of the securities ("downside limit") while retaining a share of gains from increases in the market prices of such securities ("upside potential"). The downside limit of the Vodafone securities is hedged at a range of \$15.07 to \$16.07 per share, which is at or above the cost basis, thereby eliminating the other-than-temporary risk on these contracted securities. The upside potential is a range of \$21.05 to \$22.60 per share.

Under the terms of the forward contracts, U.S. Cellular continues to own the contracted shares and will receive dividends paid on such contracted shares, if any. The forward contracts mature in May 2007 and, at U.S. Cellular's option, may be settled in shares of the security or in cash, pursuant to formulas that "collar" the price of the shares. The collars effectively limit U.S. Cellular's downside risk and upside potential on the contracted shares. The collars are typically adjusted for any changes in dividends on the contracted shares. If the dividend increases, the collar's upside potential is typically reduced. If the dividend decreases the collar's upside potential is typically increased. If U.S. Cellular elects to settle in shares, it will be required to deliver the number of shares of the contracted security determined pursuant to the formula. If shares are delivered in the settlement of the forward contract, U.S. Cellular would incur a current tax liability at the time of delivery based on the difference between the tax basis of the marketable equity securities delivered and the net amount realized though maturity. If U.S. Cellular elects to settle in cash, it will be required to pay an amount in cash equal to the fair market value of the number of shares determined pursuant to the formula.

Deferred taxes have been provided for the difference between the financial reporting basis and the income tax basis of the marketable equity securities and are included in deferred tax liabilities on the Balance Sheet. Such deferred tax liabilities totaled \$91.9 million at December 31, 2004, and \$84.3 million at December 31, 2003.

The following table summarizes certain facts surrounding the contracted securities as of December 31, 2004.

		Col			
		Downside	Upside	Loan	
		Limit	Potential	Amount	
Security	Shares	(Floor)	(Ceiling)	(000s)	
Vodafone	10,245,370	\$15.07-\$16.07	\$21.05-\$22.60	\$159,856	

(1) The per share amounts represent the range of floor and ceiling prices of all securities monetized.

The following analysis presents the hypothetical change in the fair value of U.S. Cellular's marketable equity securities and derivative instruments at December 31, 2004, and December 31, 2003, using the Black-Scholes model, assuming the same hypothetical price fluctuations of plus and minus 10%, 20% and 30%. The table presents hypothetical information as required by Securities and Exchange Commission rules. Such information should not be inferred to suggest that U.S. Cellular has any intention of selling any marketable equity securities or canceling any derivative instruments.

December 31, 2004		Valuation of investments assuming indicated increase			
	Fair Valu	ie +10%	+20%	+30%	
(Dollars in millions)					
Marketable Equity Securities	\$ 282.	8 \$311.1	\$ 339.4	\$ 367.6	
Derivative Instruments <sup>(1)</sup>	\$ (70.	8) \$ (96.5)	\$(122.2)	\$(148.7)	

December 31, 2004		Valuation of investments assuming indicated decrease			
	Fair Value	e -10%	-20%	-30%	
(Dollars in millions)					
Marketable Equity Securities \$ 2		\$ 254.6	\$ 226.2	\$ 198.0	
Derivative Instruments <sup>(1)</sup>	\$ (70.8	3) \$ (48.7)	\$ (27.2)	\$ (7.6)	

December 3	1, 2003 V	Valuation of investments assuming indicated increase			
	Fair Value	+10%	+20%	+30%	
(Dollars in millions)					
Marketable Equity Securities	\$ 260.2	\$ 286.2	\$ 312.2	\$ 338.2	
Derivative Instruments <sup>(1)</sup>	\$ (55.7	) \$ (77.1)	\$ (99.2)	\$(122.0)	

December 31	, 2003 Valua	Valuation of investments assuming indicated decrease			
	Fair Value	-10%	-20%	-30%	
(Dollars in millions)					
Marketable Equity Securities	\$ 260.2	\$ 234.2	\$ 208.2	\$ 182.1	
Derivative Instruments <sup>(1)</sup>	\$ (55.7)	\$ (35.3)	\$ (15.9)	\$ 2.5	

<sup>(1)</sup> Represents the fair value of the derivative instrument assuming the indicated increase or decrease in the underlying securities.