

## NII HOLDINGS, INC. TIMELINE



- **2012:** NII reached 10.9 million subscribers for the first quarter 2012, a 16 percent increase compared to the first quarter of 2011. The company launched the first 3G PTT Android-based smartphone in Peru and made significant progress in the deployment of planned 3G networks in Chile, Mexico and Brazil. NII ranked 15th on the List of Top 25 Multinationals Best Places to Work in Latin America by the Great Place to Work<sup>®</sup> Institute. For the third consecutive year, NII ranks in the Fortune 500 list. This time, in the 369<sup>th</sup> position, up 37 positions from its ranking in 2011. NII also ranks in the annual Barron's 500 list in the 339<sup>th</sup> position. NII appointed Gokul Hemmady, the company's executive vice president and chief financial officer, as chief operating officer.
- **2011:** NII selects Huawei to build 3G networks in Mexico and Brazil. Huawei will provide equipment and related services for new W-CDMA networks in Mexico and Brazil allowing Nextel customers in those markets high-quality next-generation wireless service offerings. Nextel Chile announces successful completion of the first phase of their 3G network deployment. NII Holdings extends its supplier agreement with Motorola Mobility to supply iDEN<sup>®</sup> handsets to NII through 2014. The extension of this solid relationship continues to position iDEN technology as a leading Push-to-Talk (PTT) platform. For the second consecutive year, NII ranks in the Fortune 500 list. This time, in the 406<sup>th</sup> position, up 62 positions from its ranking in 2010. NII also ranks in the annual Barron's 500 list in the 197<sup>th</sup> position. By mid-year, NII Holdings is named the first operator of Nokia Siemens Networks' Global Network Operations Center in Brazil. By September, NII has reached the 10 million subscriber mark, in addition to announcing the launch of its first 3G handset with Push-to-Talk and high speed data services in Peru, the Huawei U3220. In late September, the company announced the launch of a new brand identity across the region, which included a new logo, tagline and graphic design, enhancing brand recognition across all five of the company's markets. For the full year 2011, NII Holdings delivered strong operational results. It brought its total year-end subscriber base to a new record of 10.7 million, a 19 percent increase over year-end 2010
- **2010:** NII Holdings delivered exceptional financial and operational results. Record results for subscriber additions include reaching more than 9 million subscribers by year-end. The company's continued focus on key operating metrics coupled with the ability to attract and meet the needs of its high-value customers drives solid net subscriber growth and strong financial performance. During the year, NII Holdings signs agreements with Nokia Siemens Networks and Hewlett Packard to enhance the performance and efficiency of its business. For the first time ever, NII Holdings becomes part of the prestigious Fortune 500, the largest and most profitable companies in the United States, and is listed among the leading U.S. wireless and telecommunications companies. NII's Fortune ranking is #468 with annual revenues of US\$4,397.6 million and an annual profit of US\$ 381.5 million. By mid-year, NII extends its International Direct Connect<sup>SM</sup> coverage to El Salvador through a partnership with local telecommunications operator Intelfon. In Mexico, NII is awarded a nationwide block of 30MHz spectrum to develop its 3G network and in Brazil, NII is the winning bidder for 3G licenses to develop its 3G network. As a way to demonstrate its commitment to iDEN<sup>®</sup>, NII and Motorola extend their iDEN<sup>®</sup> agreement.
- **2009:** NII Holdings reaches 7.4 million subscribers by year-end. During the year, NII makes significant progress on the evolution of its business, deploying 3G capability which gives the company many opportunities to expand the business beyond what it can provide today. In Peru, NII successfully launches its 3G network, which covers 16 million people, and by the end of the fourth quarter the company offers mobile broadband services in that market. In Chile, NII begins the development of a 3G network

that will use the 60MHz of spectrum the company successfully acquired in an auction earlier in September. NII Holdings ranks 69<sup>th</sup> among Latin America's 500 Largest Companies as published by Latin Business Chronicle; NII Holdings ranks among 50 Fastest-Growing Technology Companies in Washington D.C. by the Washington Business Journal; NII Chairman Steven Shindler is selected as key power player in Latin America by Latin Business Chronicle; NII Holding's CEO, Steven Dussek is recognized and featured in a Special "Excellence" Edition published by America Economia magazine.

- **2008:** Steven Dussek appointed CEO of NII Holdings; Steven Shindler remains as Chairman of the Board; NII customer base reaches 5 million subscribers in the first quarter; NII Holdings is ranked as a Top 25 Tech Profit Company by Forbes, representing the company's sustained growth.
- **2007:** Forbes names NII as a Global Superstar for being a fast-growing and well-managed company that has helped to set a benchmark in their industry; NII customer base surpasses 4 million subscribers; Nextel Brazil reaches 1 million subscribers; NII's CEO, Steven Shindler, is recognized in Business News America's TEN Hall of Fame for the Telecom/IT Industry; Nextel Chile launches International Direct Connect<sup>SM</sup>; NII Holdings ranks among Business Week's InfoTech 100; Nextel Peru wins auction for 1.9MHz of a 35MHz spectrum; Forbes names NII one of Americas Best Managed Companies.
- **2006:** Launch of Nextel Chile; Extension of supply agreement for an additional five year period with technology partner Motorola; Nextel Mexico's acquisition of Cosmofrecuencias, providing Nextel Mexico with a local concession; Nextel Peru acquires Millicom, acquiring 50MHz of 3.4GHz spectrum in all major provinces; Nextel Argentina acquires Velocom; NII Holdings awarded Stevie® Award for Best Multinational Company and Best Investor Relations Award; NII Holdings listed among the Top 10 of Business Week's Fast Growth 50 List; NII Holdings listed among Deloitte's 2006 Virginia Fast 50; NII Holdings ranks among Business Week's InfoTech 100.
- **2005:** NII Holdings is granted the 800MHz auction in Mexico, spectrum position grows to an average 20MHz nationwide.
- **2004:** NII Holdings in partnership with Nextel Communications, Inc. launches International Direct Connect<sup>SM</sup>; Steven Shindler receives Bravo Award for International CEO of the year from Latin Trade.
- **2003:** NII is listed on the Russell 2000 index; NII debuts on the NASDAQ at US\$ 19.05, and announces results for 2002; Nextel Mexico named Latin America's "Mobile Operator of the Year" by Pyramid Research.
- **2002:** NII obtains approval on its restructuring plan, significantly improving its capital structure; the company begins trading in the Over-the-Counter market under the symbol OTC:NIHD; NII Holdings, Inc. announces agreement on restructuring terms. US-based holding company reaches agreement in principle to reduce its indebtedness by about 80%; Nextel International changes its name to NII Holdings, Inc.
- **2001:** Nextel International Introduces Nextel Worldwide roaming service
- **1998:** Nextel International launches iDEN service in Manila, the Philippines and Rio de Janeiro, Brazil; Nextel International launches iDEN service in Buenos Aires, Argentina under the name Nextel Argentina S.R.L.; Nextel International, Inc. launches service in Sao Paulo, Brazil under the name Nextel Brazil; Nextel International launches iDEN service in Mexico under the name Nextel de México, S.A. de C.V.; Nextel International launches iDEN service in Mexico under the name Nextel del Peru S.A.



- **1997:** McCaw International, Ltd., Nextel Communication's wholly owned subsidiary, changes its name to Nextel International, Inc.; Nextel introduces its National Network in the United States, characterized by being the first and only 100% digital network in the industry.
- **1996:** Nextel introduces Motorola's all-in-one iDEN digital wireless technology, the first to combine enhanced digital cellular, two-way radio and text/numeric paging in one phone—the Nextel phone.
- **1995:** Nextel closes deals with OneComm Corporation, Motorola, Inc., American Mobile Systems, Inc. and the McCaw family; Wireless pioneer Craig O. McCaw and his family agree to invest up to \$1.1 billion in Nextel; Nextel enters the American market in February 1995, offering analog trunking services (radio-frequency only).
- **1993:** Fleet Call, Inc. changes name to Nextel Communications, Inc.
- **1992:** Fleet Call, Inc. files IPO (NASDAQ: CALL).
- **1987:** Nextel's predecessor—Fleet Call, Inc.—is founded