



Company Background and Future Needs

CDG North America Regional Conference

October 28, 2008

## Today's Value Proposition

**The choice is yours!**  
Choose a plan that best suits your calling needs.

Unlimited Local Calling	<b>\$30</b> a month	<ul style="list-style-type: none"> <li>unlimited local calling <b>ONLY</b></li> <li>additional calling features are unavailable with this plan</li> </ul>
Unlimited Long Distance & Local Calling	<b>\$35</b> a month	<ul style="list-style-type: none"> <li>unlimited long distance and local calling</li> <li>add additional calling features to this plan</li> </ul>
	<b>\$40</b> a month	<ul style="list-style-type: none"> <li>unlimited long distance and local calling</li> <li>unlimited domestic text messaging</li> <li>standard voice mail, caller ID, call waiting</li> <li>add additional calling features to this plan</li> </ul>
Totally Unlimited	<b>\$45</b> a month	<ul style="list-style-type: none"> <li>unlimited long distance and local calling</li> <li>unlimited domestic text and picture messaging, unlimited international text messaging</li> <li>unlimited instant messaging</li> <li>unlimited web browsing</li> <li>unlimited MapQuest Mobile</li> <li>unlimited premium directory assistance</li> <li>enhanced voice mail, caller ID, call waiting and 3-way calling</li> <li>add additional calling features to this plan</li> </ul>
	<b>\$50</b> a month	<p>includes all the features of the \$45 calling plan</p> <p><b>PLUS-</b></p> <ul style="list-style-type: none"> <li>unlimited email</li> <li>add additional calling features to this plan</li> </ul>



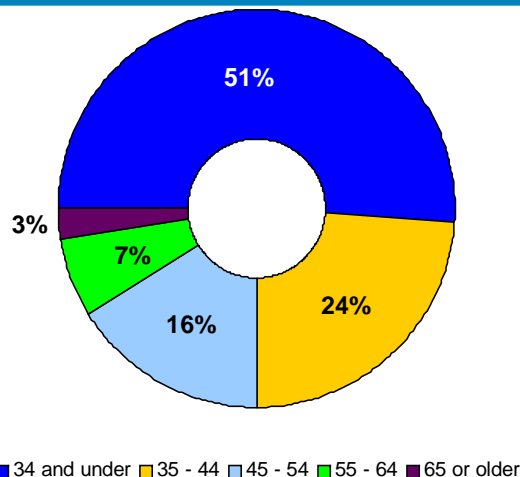
- Simple, affordable, flat-rate, unlimited wireless services (Q2 2008)
  - ▶ 2.8 million Core Market customers
  - ▶ 12.4% penetration in 6 years
  - ▶ 4.6 million total customers
  - ▶ ~57 million covered POPs
  
- Business Strategy
  - ▶ Unlimited fixed price calling plans
  - ▶ No long-term contract
  - ▶ Target underserved segments
  - ▶ Remain a low cost provider
  - ▶ Leverage proven business model
  - ▶ Fully funded business plan

## Wireline replacement trends in MetroPCS's target demographic continue to accelerate

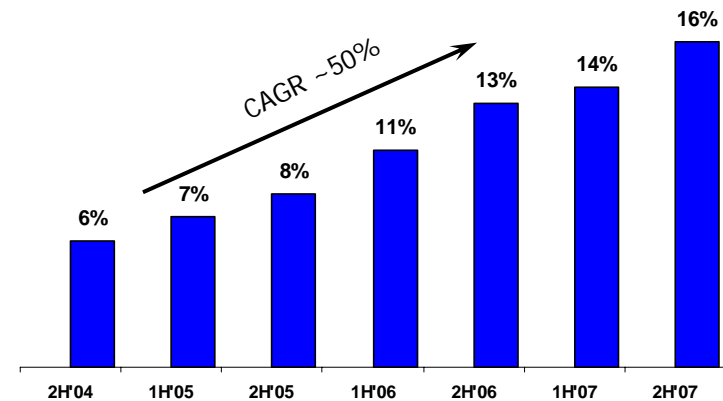
### Addressing an Underpenetrated Market <sup>(1)</sup>

- Over 89% of subscribers use MetroPCS as their primary phone.
- Over 50% used another wireless provider before switching to MetroPCS.
- Over 50% of MetroPCS subscribers are comprised of youth segment and young professionals.

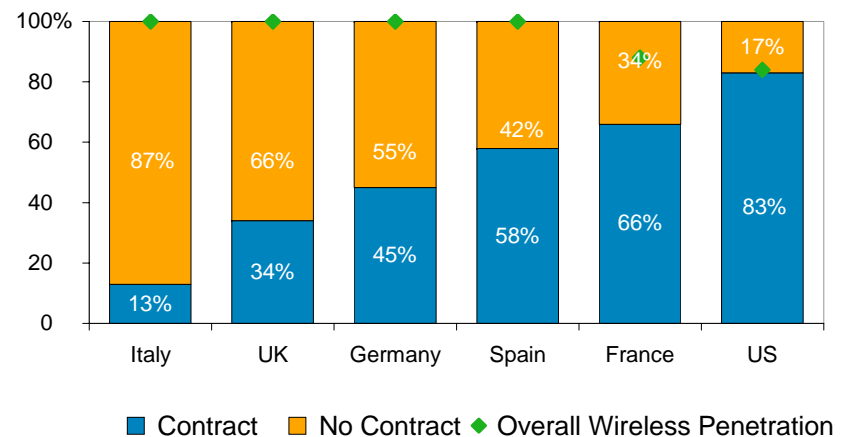
### MetroPCS Subscriber Age Groups<sup>(1)</sup>



### Total U.S. Wireline Displacement<sup>(2)</sup>



### Contract vs. No Contract<sup>(3)</sup>



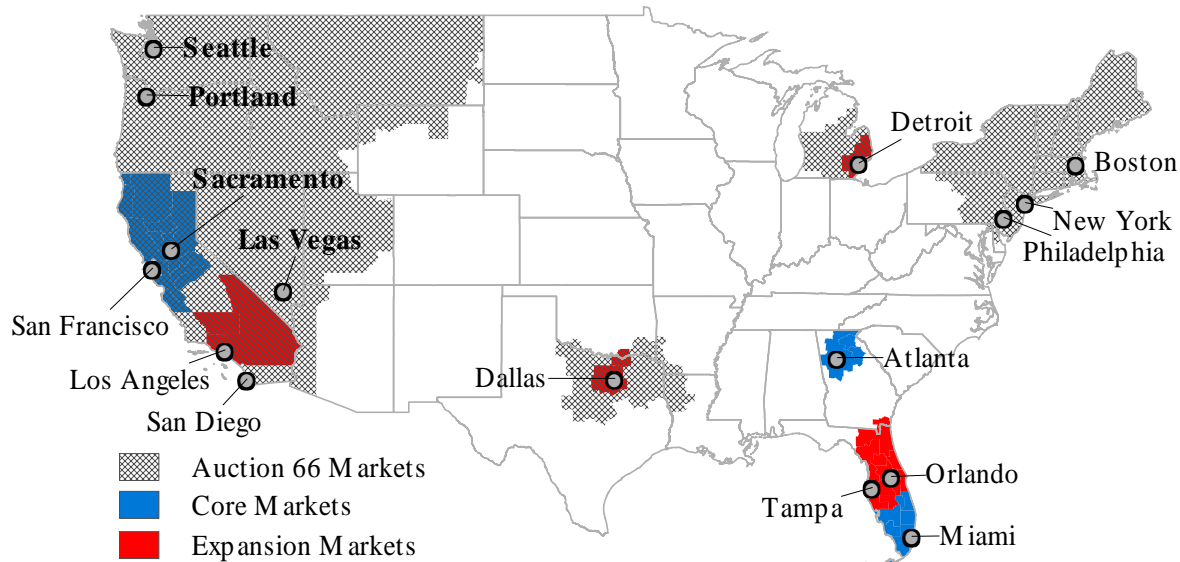
(1) Based on MetroPCS customer surveys.

(2) CDC Report on Wireless Substitution release 5/13/08.

(3) Based on Wall Street Research, IDC, Canadian Telecom Services 2007-2011, and public sources. Overall wireless penetration rates exceed 100% in Italy, UK, Germany and Spain.

## MetroPCS's Major Market Focus

- 9 of the Top 12 metropolitan areas; 14 of the Top 25
- Auction 66 provides additional spectrum depth and footprint expansion in key markets
- Major markets/POP density drive economics



### Top 25 Largest BTAs

New York City	1
Los Angeles <sup>(1)</sup>	2
Chicago	3
San Francisco	4
Dallas/Ft. Worth	5
Philadelphia	6
Houston	7
Washington, DC	8
Atlanta	9
Detroit	10
Boston	11
Miami	12
Phoenix	13
Minneapolis	14
Seattle	15
San Diego	16
Cleveland	17
Denver	18
St. Louis	19
Tampa	20
San Juan	21
Baltimore	22
Pittsburgh	23
Sacramento	24
Portland	25

(1) License granted to Royal Street Communications, LLC.

## Evolution to Next Generation

- Early to market in US with LTE
  - ▶ Bypass EV-DO
  - ▶ Trials in 2009 and commercial mid-2010
- Target consumers with multi-mode 1X/ LTE Handsets and Data-Centric Devices
- Will overlay LTE channels on top of existing CDMA network (both over AWS1 and PCS spectrum)
  - ▶ Require support for 1.4MHz channels with expansion to 3/5/10 Mhz
- Initially, voice stays on 1X and data-only on LTE; evolve to Voice Over IP



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