



Kansas House and Senate Utilities Committee Presentation

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Wireless Industry Leader

- FORTUNE #87 / Global #310
- 2013 revenue of \$35B
- Serve over 55M customers – third largest national carrier
- Strong prepaid brand portfolio with Virgin Mobile USA, Boost Mobile, Assurance Wireless, and Sprint Prepaid
- A large U.S. retailer – over 3,500 Sprint stores



Wireless Industry Leader

- 4G LTE covering 260M people
- Nationwide 3G voice, data and push-to-talk network
- Global IP network with reach to 157 countries
- Serve 93% of FORTUNE 500 companies
- 595 patents in 2013



Kansas Economic Impact



- 6,187 employees working in Kansas as of January 6, 2015
 - Two-thirds are Kansas residents / one-third Missouri residents
- \$620 million invested in Network Capital in 2013
- \$29 million paid in State Payroll taxes in 2013
- \$15 million paid in State Property taxes in 2013
- 14 retail stores in Kansas

Kansas City Community Impact

- **United Way:** In 2014, Sprint employees together with the Sprint Foundation donated approximately \$2.3 million nationwide; \$1.7 million of that was to United Way of Greater Kansas City. Sprint enjoys a 20-year partnership with United Way.
- **Volunteerism:** Sprint employees volunteered an estimated 312,000 hours nationwide in 2014. Our employees in Kansas City spent 30,000 hours giving back to our hometown community.
- **Sprint Foundation:** Established in 1989, the Sprint Foundation has provided millions of dollars to community organizations across the country. In 2014, the Sprint Foundation contributed nearly \$2.5 million to non-profit organizations in Kansas City.
- **Corporate Sponsorship:** Sprint sponsored 136 non-profit events and held memberships to 18 organizations in Kansas City in 2014, putting more than \$1 million back into the community.

New Sprint – Significant Milestones



June 30th, 2013

iDEN Decommissioning

Repurposed valuable 800 MHz spectrum that will improve network propagation for CDMA and LTE networks.

July 9th, 2013

Clearwire Acquisition

Integration of valuable 2.5 GHz spectrum, with its additional capacity, into Sprint's network plans.

Allows Sprint to better manage capacity on the network, allowing shared traffic across our entire spectrum to deliver the best experience to customers.

July 10th, 2013

Softbank Transaction

Sprint remains an independent company, publicly traded on the New York Stock Exchange under the stock symbol "S."

Sprint maintains an independent Board of Directors with members from SoftBank, including Masa Son.

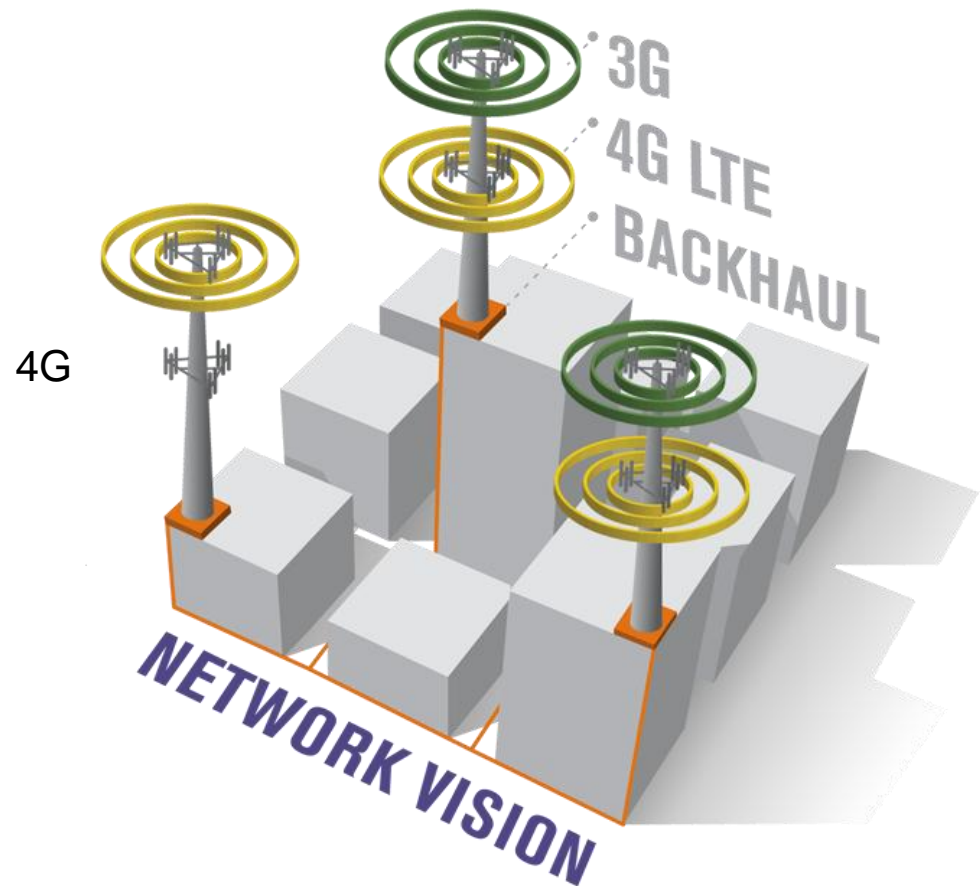
What's Ahead for the Sprint Network



Deployment can happen in multiple phases and may take more time in certain areas, but **our team is working quickly** to get our **network upgrades complete for our customers**

What's Included in the New Network?

- Upgraded 3G network
- Build out of 4G LTE network
- Backhaul installation for increased bandwidth and to support LTE service
- Diverse spectrum assets
- Sprint Spark™
- HD Voice



Meet Sprint 4G LTE

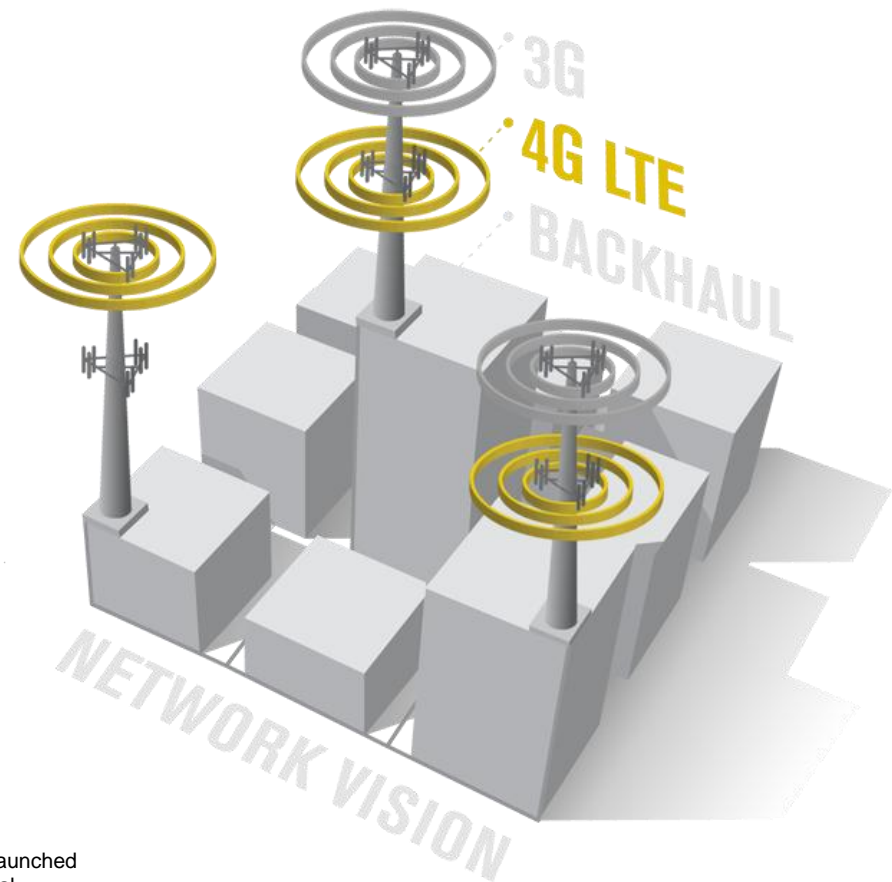


Our 4G LTE network is quickly growing with new markets launching all the time to **support our customers in cities across the country**

Work more efficiently with quicker streaming, browsing and downloading on all of your mobile devices.

- Speeds up to 10x faster than 3G
- Typical download speeds of 6-8 MBPs or better
- Upload speeds of 2-3 MBPs range*

Sprint has already launched 4G LTE in 340 markets and expects that 4G LTE will be available in many more markets around the country in the coming months.



* Estimates based on results from test probes deployed in the production network across launched markets. 10x faster based on internal testing of Sprint 4G LTE vs. Sprint 3G speeds. Actual performance may vary.

Diverse Spectrum for Your Network Support



Access to diverse spectrum assets allows Sprint to maximize capacity and coverage to **meet the growing needs of our customers**

The key innovation of Network Vision is that cell sites will now be able to mix and match spectrum and network uses, running various protocols on any spectrum.

DEPLOYED

1.9 GHz

- Provides **initial capacity and coverage** for voice and data services

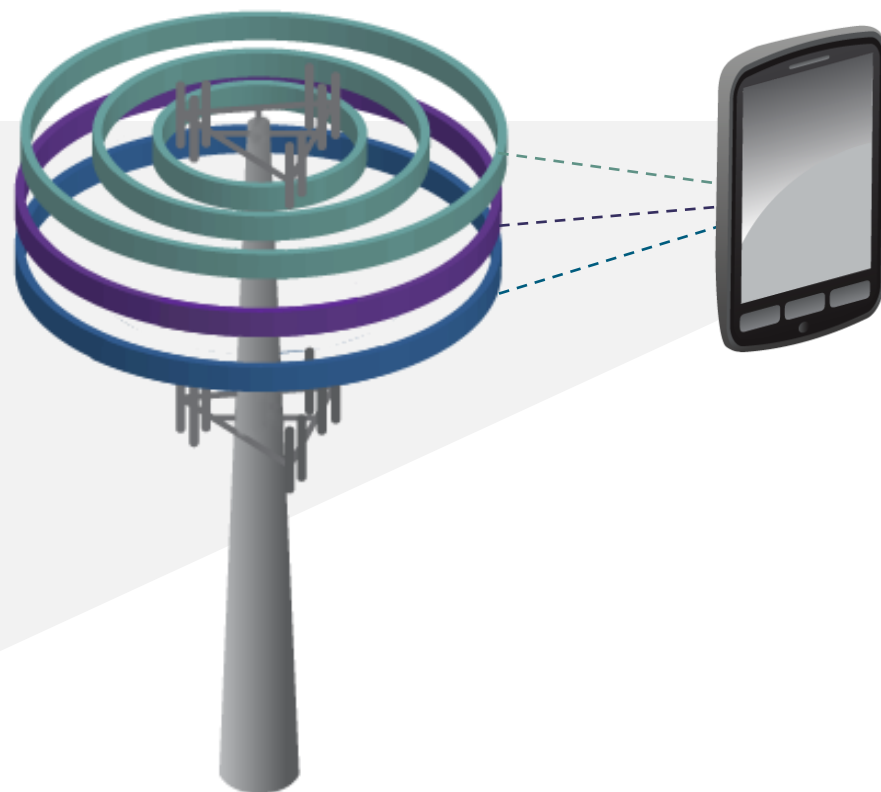
IN PROGRESS

800 MHz

- Improves **coverage and in-building penetration** for all services

2.5 GHz

- **Increases data capacity** to support higher data demands and more users

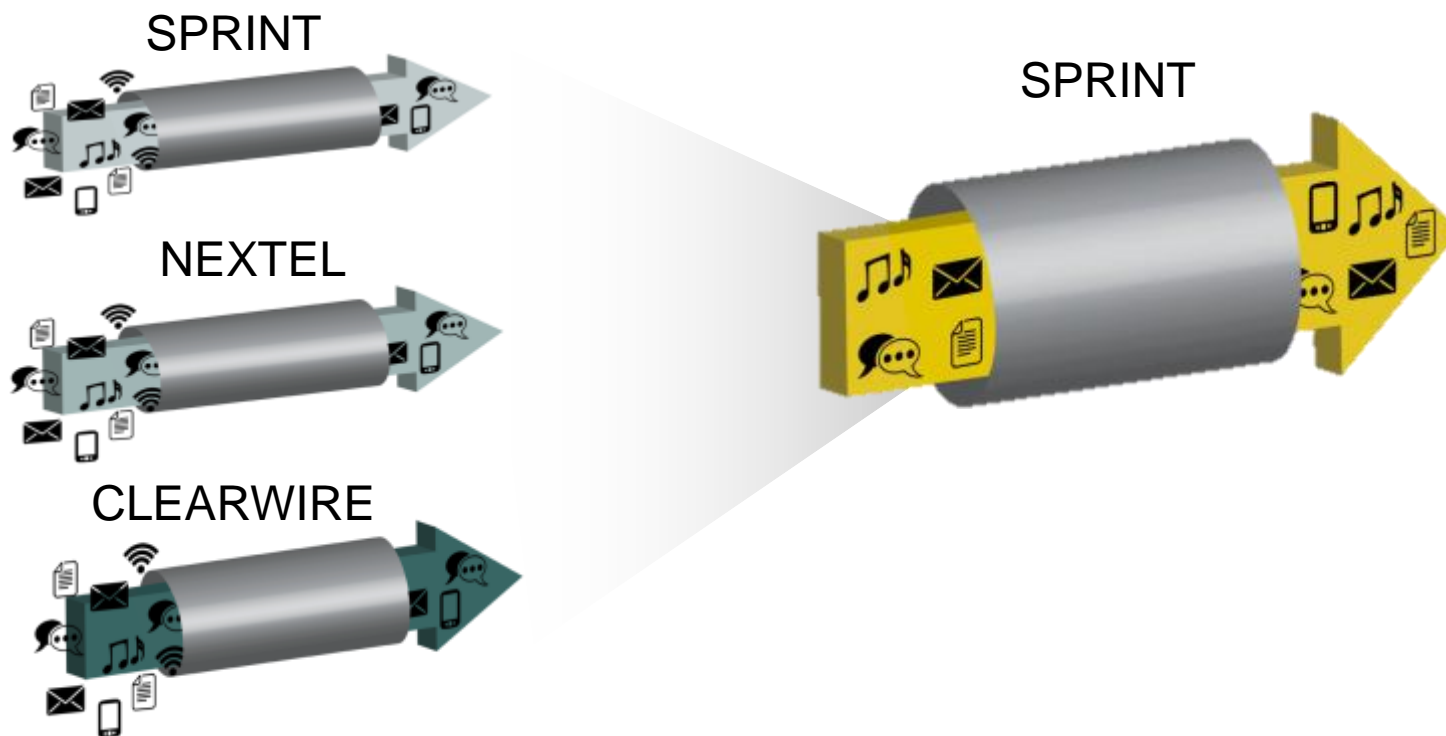


*Please see your Sprint representative for more information.

Repurposed Assets Maximize Efficiency



Convergence of various spectrum assets enables Sprint to meet the data needs of customers and **deliver a better data experience**



- **Reduced overhead to improve efficiency** compared to previous networks
- **Flexibility to allow increased capacity** as more users access the network
- **Potential to enable more users** to access the network in densely populated urban areas

Introducing Sprint Spark™



Sprint Spark is a powerful, enhanced LTE network capability that utilizes three bands of LTE to create a revolutionary tri-band network experience

Sprint Spark Expected Benefits:

- Stronger in-building signals for more efficient work in office
- Unprecedented data speeds for faster file transfer and enhanced streaming
- Video streams in vibrant high definition and lag-free video chats
- 50-60 Megabits per second (Mbps) peak speeds today with increasing speed potential over time

Sprint Spark vs. Current 4G WiMAX/LTE

- Buffer HD video in 10 seconds vs. 1 minute
- Download 60 min. HD show in 2.5 minutes vs. 35 minutes
- Download 60 min. podcast in 7 seconds vs. 52 seconds



Sprint Spark™



Sprint Spark is poised to reinvent the modern workplace and enable mobile employees to be more efficient and productive than ever

Recently, industry experts got a first-hand glance at the potential of Sprint Spark – here is [their reaction](#)

“It’s a disruptive capability in terms of speed we can bring to customers. It unlocks a lot of potential for applications, for content, and for services that today had only been experienced on desktops, and now we’re taking that into a wireless and mobile dimension.”

– Stephen Bye, Chief Technology Officer for Sprint

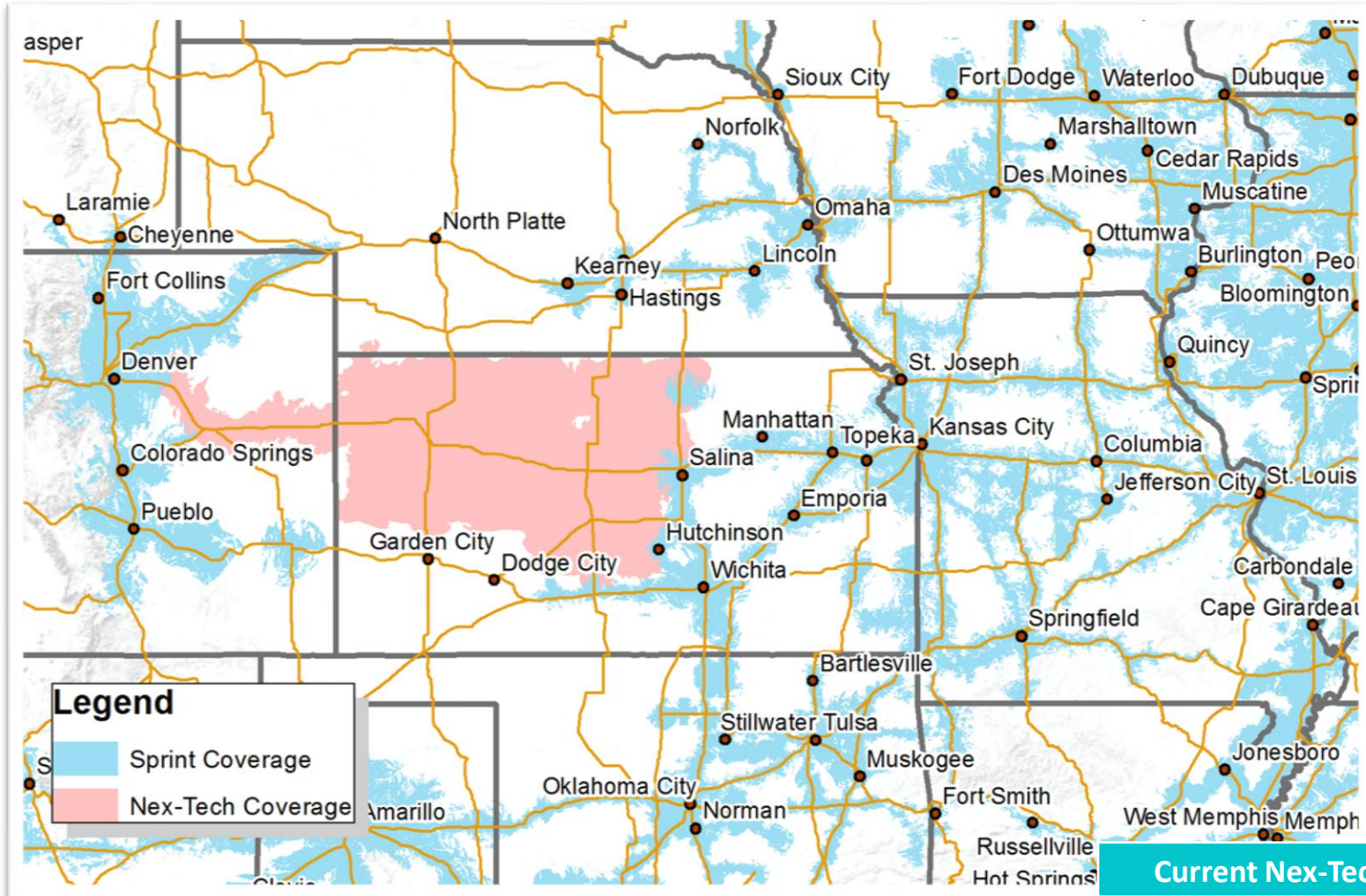
- Sprint plans to deploy Sprint Spark in about 100 of America’s largest cities during the next three years
- To learn more about Sprint Spark and for market availability, visit www.sprint.com/faster

Sprint – CCA – NetAmerica Alliance

- In March of 2014, Sprint , Competitive Carriers Assoc. (CCA) and the Net America Alliance announced an agreement to accelerate the deployment and utilization of 4G LTE across rural America.
- The benefits of this agreement include:
 1. Allows carriers in those regions low-cost access to Sprint's nationwide network and the ability to purchase a wider range of devices;
 2. Fosters 4G LTE deployment throughout underserved communities where the cost of building such networks and roaming costs are often prohibitively expensive; and
 3. Reduces roaming costs, improves competition and expands Sprint's coverage by giving customers the ability to roam on regional and rural carriers' networks.

Through this program, Sprint has partnered with Nex-Tech in western Kansas (June 16, 2014). Nex-Tech continues to serve rural Kansas well by expanding its 4G LTE network and offering its customers the latest and greatest handsets.

Nex-Tech Wireless – Sprint Coverage 2Q14



Current Nex-Tech Coverage

Population	286K
Sq Miles	35K

About CCA and NetAmerica

- **About the Competitive Carriers Association**
- CCA is the nation's leading association for competitive wireless providers and stakeholders across the United States. The licensed service area of CCA's more than 100 carriers covers 95 percent of the nation.
- For more information visit **www.competitivecarriers.org**.
- **About the NetAmerica Alliance**
- The NetAmerica Alliance is a democratic, peer-to-peer union of independent Communication Service Providers (CSPs) joining forces to secure the future of rural America. Through the programs, services, capabilities and investment in infrastructure with which the Alliance arms its Members, and the manner in which they work for their individual and collective success, NetAmerica helps to mitigate business and technology risk to yield successful and profitable deployment of 4G LTE service. The Alliance believes in rural America and in the virtues of independence, community, and family. We also believe that irrespective of geography, every individual should have access to modern communications services that maintain those valuable connections.
- For more information, visit: **www.NetAmericaAlliance.com**