

NII Holdings is a leading provider of fully integrated mobile communication services, focused on “providing the right customers with the right products and the right service.” This customer-centric approach is at the core of a winning formula that has made NII Holdings’ NEXTEL brand a Latin American market leader and a top performer among the region’s wireless providers.

The use of iDEN® technology has kept the company at the forefront of innovation. The state-of-the-art packet-based transmission method, allows NII Holdings to consolidate multiple communication devices into one, providing a more efficient and user-friendly communications experience. It combines digital cellular voice, data, and Nextel’s differentiated Direct Connect® – a digital two-way radio feature – to provide a unique integrated communication solution that offers both greater efficiency and valuable cost savings.



NII Holdings brings the Americas together through mobile technology. Its International Direct ConnectSM, an extension of its Direct Connect® walkie-talkie capability, allows subscribers to communicate instantaneously across borders within the Latin American region, with Sprint Nextel subscribers in the United States, with TELUS subscribers in Canada and, as of 2010, with Intelfon subscribers in El Salvador. The company’s expertise in integrating instant two-way Push-to-Talk (PTT) communications with high quality voice and data services has resulted in continued subscriber growth, furthering its position as a Latin American industry leader.

The company’s proven business model focuses on the most highly valued customers in Latin America, who have access to its ample portfolio of differentiated wireless products, coupled with unparalleled customer service. With operations in key business centers throughout Mexico, Brazil, Argentina, Peru and Chile, NII Holdings boasts the industry’s best financial and operational metrics. During the fourth quarter of 2010, it added over 436,000 net subscribers to its network, bringing its ending subscriber base to over 9 million, for a 22% increase in the ending subscriber base over year-end 2009. NII also reported a churn rate of 1.66% for the full year, and consolidated average monthly service revenue per subscriber of US\$48 for the year.

NII Holdings has established a track record and footprint in the region that contributes to its strong financial standing and brand recognition, having first been launched as the international business unit of Nextel Communications, Inc. Following the establishment of its initial operations in Sao Paulo, Brazil in 1997, the company expanded to Buenos Aires, Argentina; Mexico City, Mexico; Santiago, Chile; and Lima, Peru. In 2009, it successfully launched its 3G network in Peru and now offers mobile broadband services in that market.

The expansion continues. NII made progress on the evolution of its regional business by being awarded 30Mhz spectrum in Mexico in 2010 in an effort to deploy its 3G network. That same year, NII was the winning bidder of a national 3G license in the Brazilian government’s “H Band” auction to acquire more spectrum, while it remains on track to launch its 3G network in Chile by mid 2011.

In 2010, NII Holdings made its debut on the Fortune 500, the list of the largest and most profitable companies in the United States, and is now listed among the country’s leading wireless and telecommunications sector companies. NII ranked # 468 on the list, with annual revenues of nearly US\$4.4 billion and an annual profit of US\$381.5 million. This prestigious recognition represents a major milestone for the organization and reflects NII’s success in building a business that is well-positioned for long-term growth.

Steve Dussek, who joined NII Holdings as CEO in 2008, has continued to maintain the company’s position as a solid performer in the wireless industry in Latin America. With a market capitalization of \$7.1 billion, the company exceeded all of its revenue and subscriber growth targets. The company will continue to explore opportunities throughout the region that will allow it to expand its network coverage, grow distribution channels and develop new offerings to support profitable new revenue streams.

NII Holdings is listed in the NASDAQ-100 Index, which is comprised of the 100 largest non-financial stocks listed on the NASDAQ Stock Market, based on market capitalization and eligibility criteria. The company is headquartered in Reston, Virginia.

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