Sprint Executes Agreement With Mobile Leasing Solutions

November 20th, 2015

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Cautionary Statement

SAFE HARBOR

This presentation includes “forward-looking statements” within the meaning of the securities laws. The words “may,” “could,” “should,” “estimate,” “project,” “forecast,” “intend,” “expect,” “anticipate,” “believe,” “target,” “plan,” “providing guidance,” and similar expressions are intended to identify information that is not historical in nature. All statements that address operating performance, events or developments that we expect or anticipate will occur in the future — including statements relating to the LeaseCo transaction and statements expressing general views about future operating results — are forward-looking statements. Forward-looking statements are estimates and projections reflecting management’s judgment based on currently available information and involve a number of risks and uncertainties that could cause actual results to differ materially from those suggested by the forward-looking statements. With respect to these forward-looking statements, management has made assumptions regarding, among other things, ability to recognize the expected benefits of the LeaseCo transaction; availability of devices; availability of various financings, including any additional leasing transactions; and the timing of various events. Sprint believes these forward-looking statements are reasonable; however, you should not place undue reliance on forward-looking statements, which are based on current expectations and speak only as of the date when made. Sprint undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law. In addition, forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from our company's historical experience and our present expectations or projections. Factors that might cause such differences include, but are not limited to, those discussed in Sprint Corporation’s Annual Report on Form 10-K for the fiscal year ended March 31, 2015. You should understand that it is not possible to predict or identify all such factors. Consequently, you should not consider any such list to be a complete set of all potential risks or uncertainties.

*Non-GAAP Financial Measures

Sprint provides financial measures determined in accordance with GAAP and adjusted GAAP (non-GAAP). The non-GAAP financial measures reflect industry conventions, or standard measures of liquidity, profitability or performance commonly used by the investment community for comparability purposes. These measurements should be considered in addition to, but not as a substitute for, financial information prepared in accordance with GAAP. We have defined below each of the non-GAAP measures we use, but these measures may not be synonymous to similar measurement terms used by other companies.

Sprint provides reconciliations of these non-GAAP measures in its financial reporting. Because Sprint does not predict special items that might occur in the future, and our forecasts are developed at a level of detail different than that used to prepare GAAP-based financial measures, Sprint does not provide reconciliations to GAAP of its forward-looking financial measures.

The measures used in this presentation include the following:

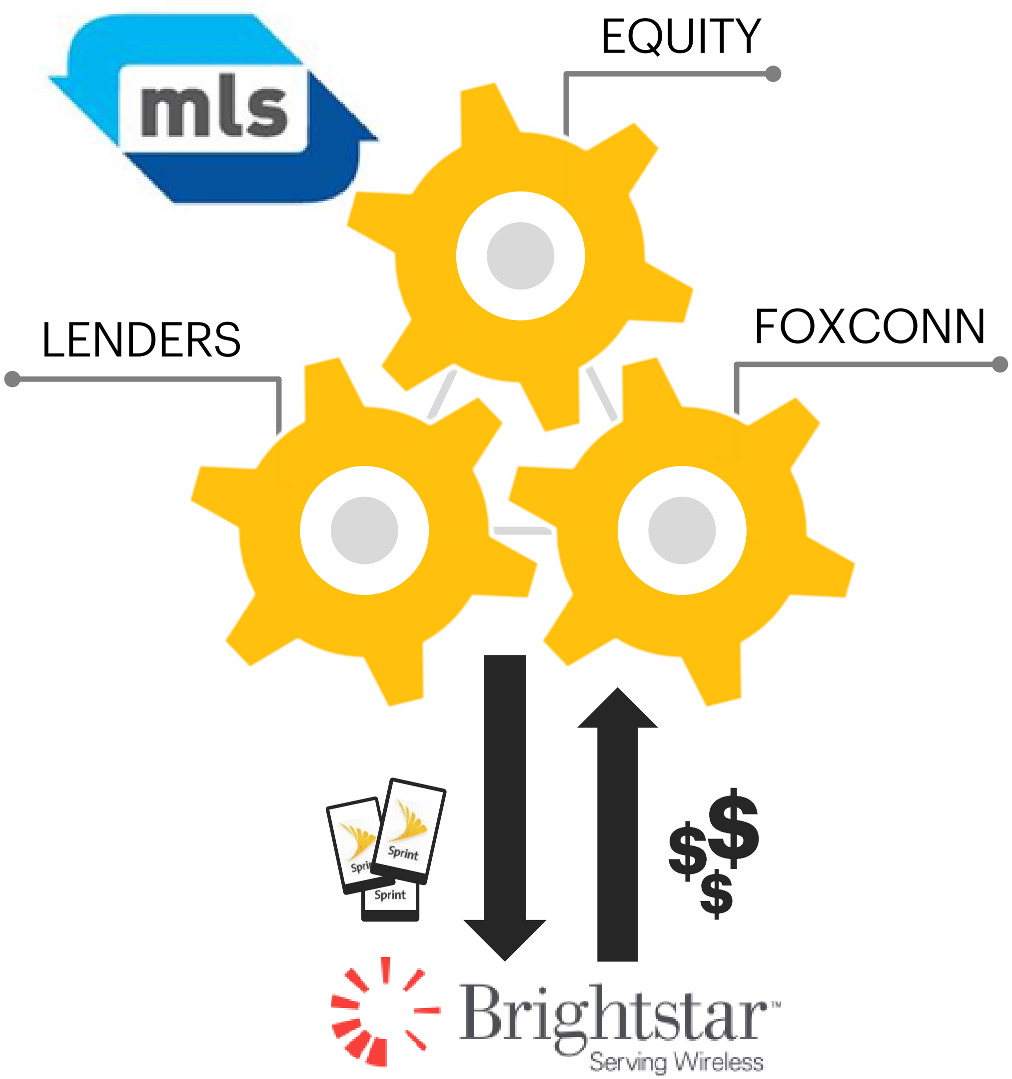
EBITDA is operating income/(loss) before depreciation and amortization. Adjusted EBITDA is EBITDA excluding severance, exit costs, and other special items. Adjusted EBITDA Margin represents Adjusted EBITDA divided by non-equipment net operating revenues for Wireless and Adjusted EBITDA divided by net operating revenues for Wireline. We believe that Adjusted EBITDA and Adjusted EBITDA Margin provide useful information to investors because they are an indicator of the strength and performance of our ongoing business operations. While depreciation and amortization are considered operating costs under GAAP, these expenses primarily represent non-cash current period costs associated with the use of long-lived tangible and definite-lived intangible assets. Adjusted EBITDA and Adjusted EBITDA Margin are calculations commonly used as a basis for investors, analysts and credit rating agencies to evaluate and compare the periodic and future operating performance and value of companies within the telecommunications industry.

Reconciliations between the non-GAAP financial measures and the GAAP financial measures are available on the company's website at www.sprint.com/investors.

Deal Summary

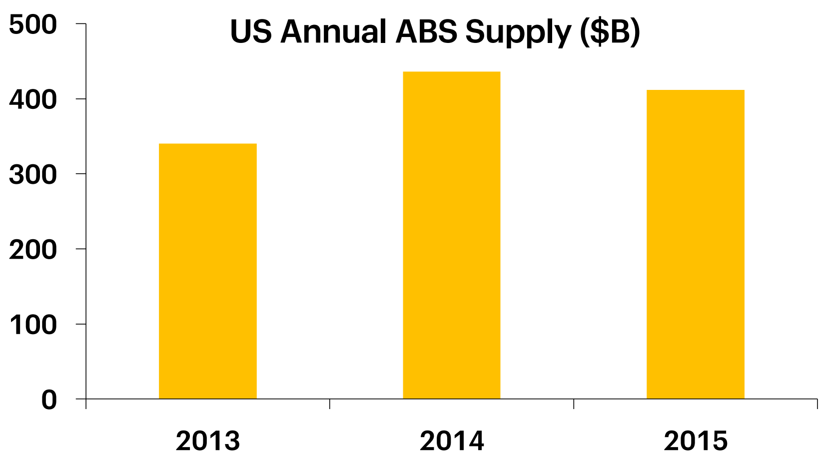
- Sprint expects to receive $1.1B in cash proceeds at closing in early December from off balance sheet sale-leaseback transaction with Mobile Leasing Solutions
- Creates a repeatable structure to sell discrete pools of future leased devices
- Aligns the timing of cash outflows for device purchases with the cash inflows from the sale of certain leased devices
- Diversifies liquidity portfolio away from unsecured high-yield concentration today, allows Sprint to access $600 billion annual global ABS liquidity pool
- Implied cost of funds is well below high-yield alternatives
- Strong combination of financial and strategic parties supporting the transaction

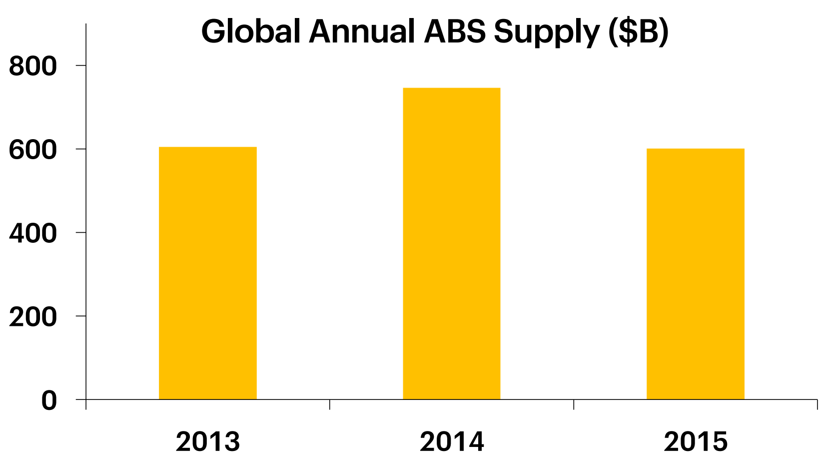
Mobile Leasing Solutions (MLS) Structure



- Equity investors include SoftBank and 6 leasing companies
- Lenders include 3 international banks providing low cost capital to MLS
- Residual value protection provided by Brightstar through Foxconn forward purchase commitment
- Sprint entitled to 100% of any net residual value upside on devices
- Brightstar manages logistics and acts as sole remarketing agent for MLS to monetize returned devices
- Limited recourse to Sprint
- Represents a unique structure that considers credit risk and asset risk within one vehicle

Diversifying the Capital Portfolio





- Sale-leaseback structure similar to asset backed lending construct
- Important for Sprint to diversify its sources of capital, which today is highly concentrated around high-yield unsecured debt
- Effective cost of capital from the ABS market has historically been lower than the high-yield market
- ABS market supply is nearly $400 billion annually in the US alone, and $600 billion globally

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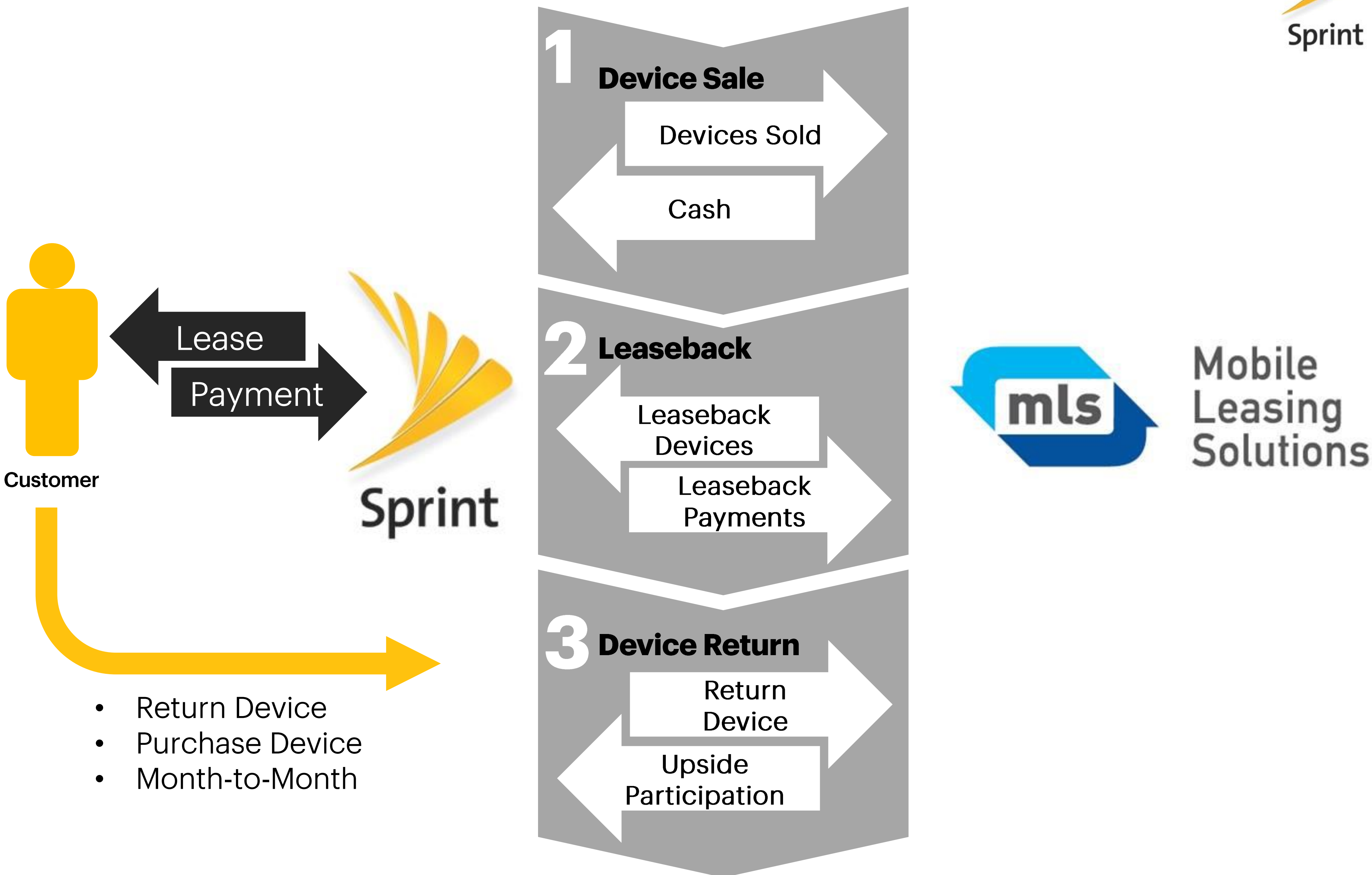
Sprint - MLS Relationship



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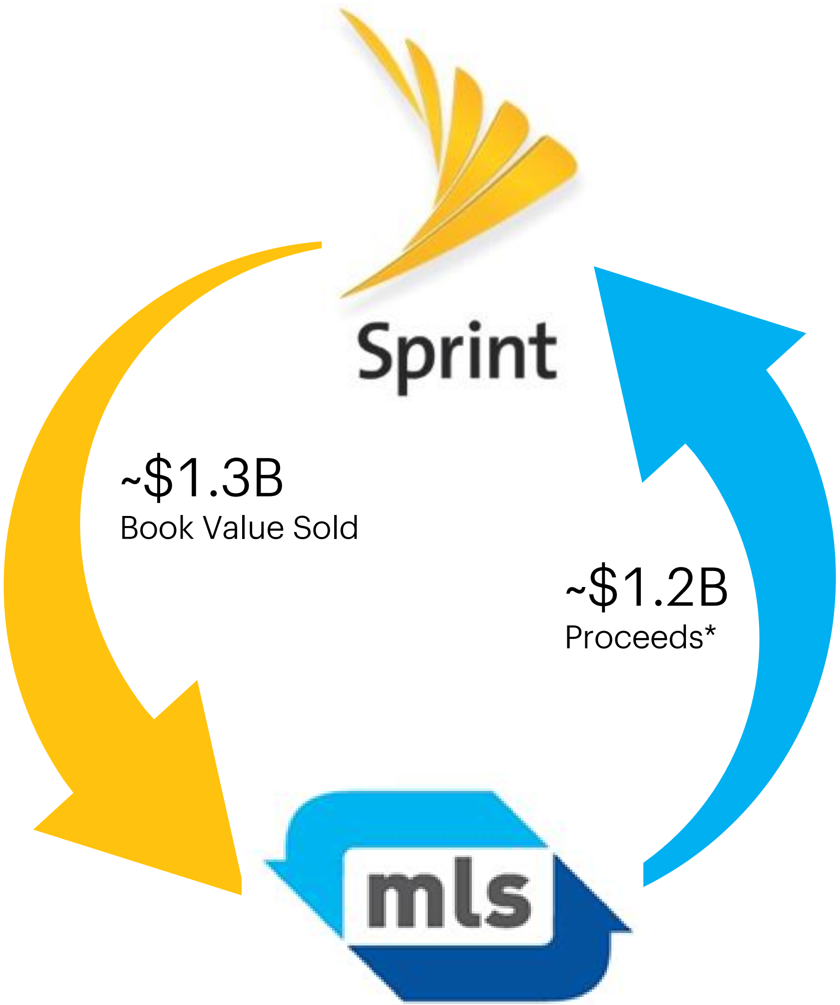
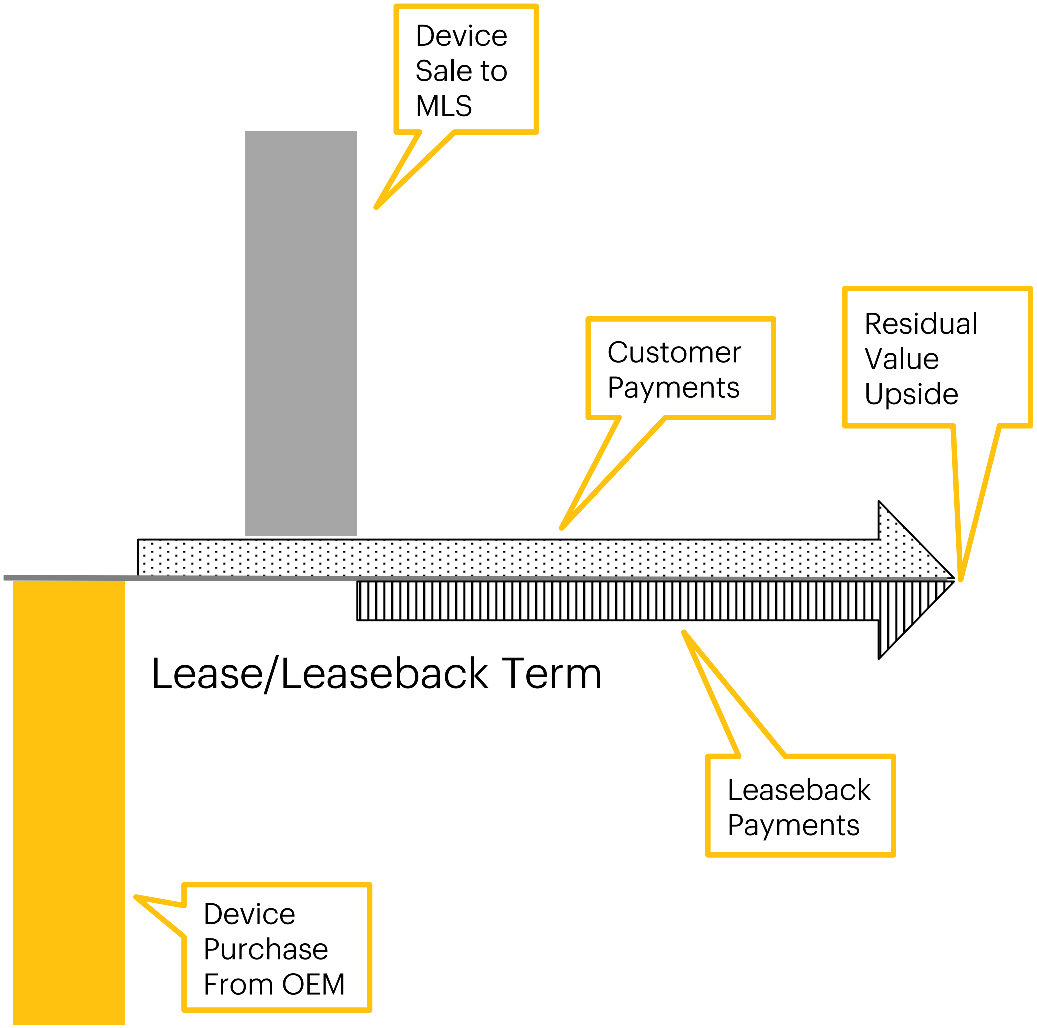
Expected Initial Tranche Details



*Adjusted at closing to reflect final assets sold/received

- Book value of ~2.5 million devices sold is removed from PP&E on the Balance Sheet
- Total consideration of ~$1.2B includes ~$1.1B in cash plus deferred consideration
- Implied cost of funds of mid-single digits, well below the current high-yield alternatives
- The difference between the net book value and total proceeds will be recognized on Sprint's P&L as a loss at the time of sale
- Deferred consideration is held as protection for MLS towards potential losses, and will be trued-up with upside, at the close-out of the transaction

Cash Flow Impact



Illustrative example only

- Addresses the working capital impact of leasing by aligning the timing of cash flows
- Proceeds from sale of devices to MLS is expected to approximate the net book value of the associated leased devices
- For subsequent tranches Sprint expects to sell the leased devices to MLS 1-3 months after initiating lease with the customer
- Monthly leaseback payments to MLS approximates lease payments received from customers
- Any net residual value upside would be realized by Sprint at the end of the transaction

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Income Statement Impact

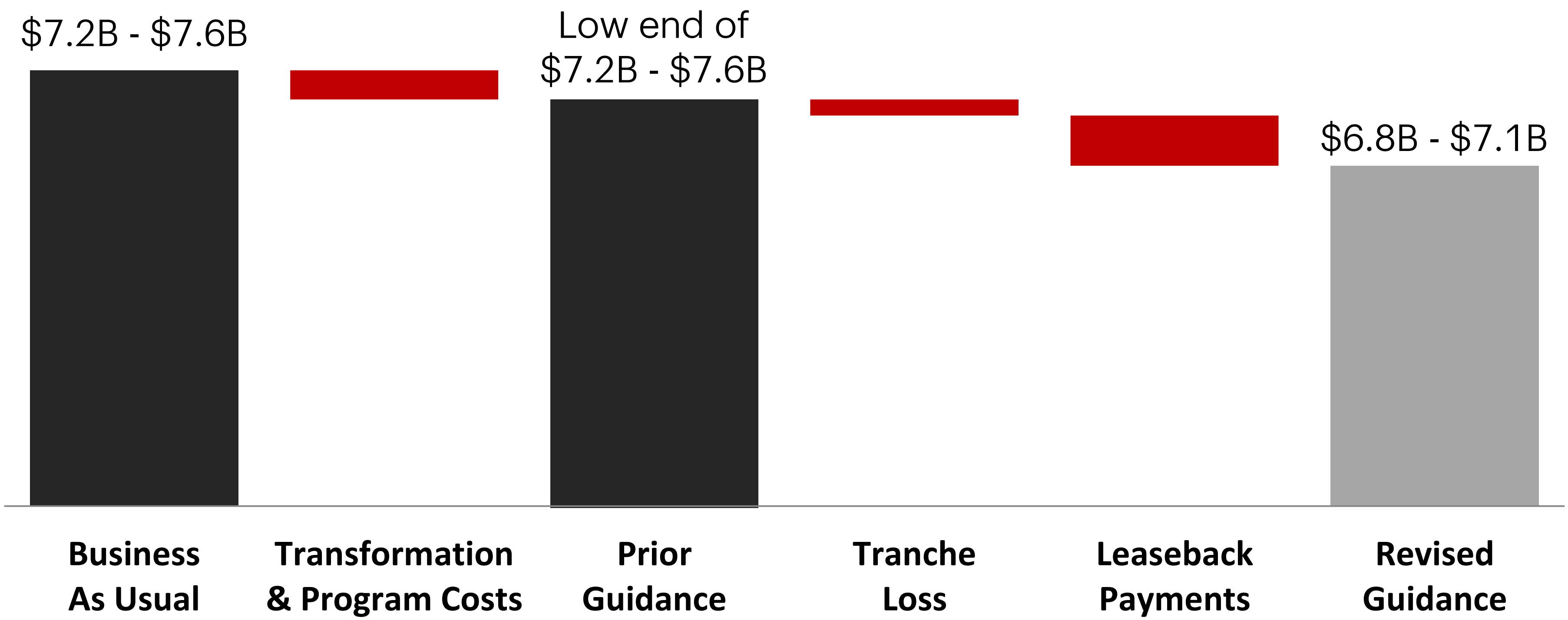
- No change to equipment revenue recognition during customer lease term
- Leaseback payment recorded in Cost of Product on P&L
- No depreciation after device sale to MLS
- Small upfront loss expected to be recognized equal to difference between total proceeds and net book value of devices sold

Business As Usual	Customer Transaction	Each Month
Equipment Revenue	$0	$20
Cost of Product	$0	$0
Other, Net	$0	$0
EBITDA	**$0**	**$20**
Depreciation	$0	($20)
EBIT	**$0**	**$0**

Sale-Leaseback	MLS Transaction	Each Month
Equipment Revenue	$0	$20
Cost of Product	$0	($20)
Other, Net	($30)	$0
EBITDA	**($30)**	**$0**
Depreciation	$0	$0
EBIT	**($30)**	**$0**

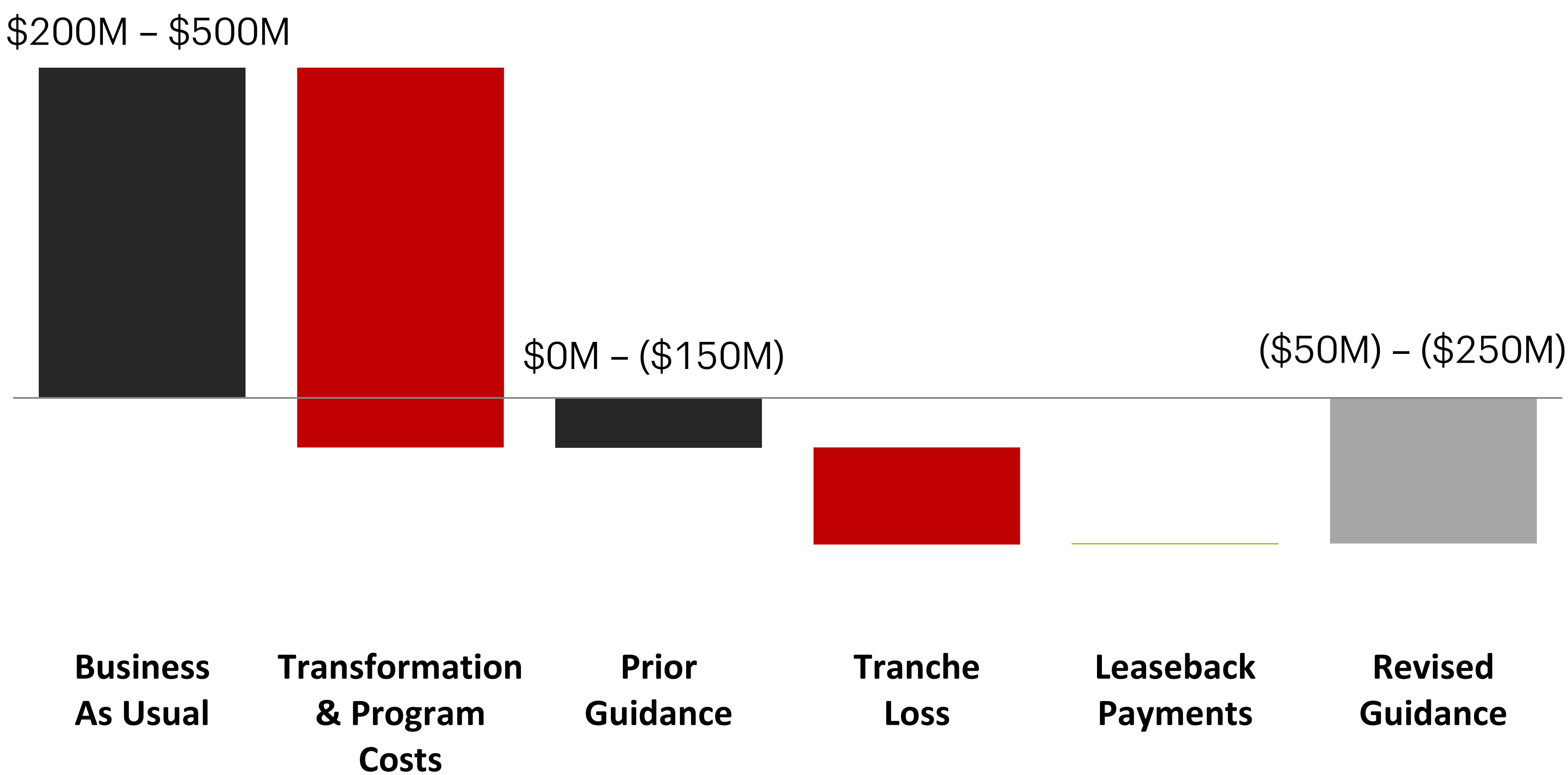
Illustrative example only

Adjusted EBITDA* Guidance



Updated Guidance Only Reflects First Tranche

Operating Income Guidance



Updated Guidance Only Reflects First Tranche

Questions & Answers

Sprint

Device Purchase Method Accounting

Sprint

Traditional Subsidy

	Customer Device Transaction	Each Month	24 Month Total
Service Revenue	$0	$78.75	$1,890
Equipment Revenue	$200	$0	$200
Imputed Interest	$0	$0	$0
Cost of Goods Sold	($650)	$0	($650)
EBITDA	($450)	$78.75	$1,440
Depreciation	$0	$0	$0
EBIT	($450)	$78.75	**$1,440**

Equipment Installment Plan

	Customer Device Transaction	Each Month	24 Month Total
Service Revenue	$0	$60	$1,440
Equipment Revenue	$600	$0	$600
Imputed Interest	$0	$2	$50
Cost of Goods Sold	($650)	$0	($650)
EBITDA	($50)	$62	$1,440
Depreciation	$0	$0	$0
EBIT	($50)	$62	**$1,440**

Leasing

	Customer Device Transaction	Each Month	24 Month Total
Service Revenue	$0	$60	$1,440
Equipment Revenue	$0	$20	$480
Imputed Interest	$0	$0	$0
Cost of Goods Sold	$0	$0	$0
EBITDA	$0	$80	$1,920
Depreciation	$0	($20)	($480)
EBIT	$0	$60	**$1,440**

HYPOTHETICAL EXAMPLE FOR ILLUSTRATIVE PURPOSES ONLY:

- numbers are simplified, representing a single device
- device is purchased from a Sprint direct channel