

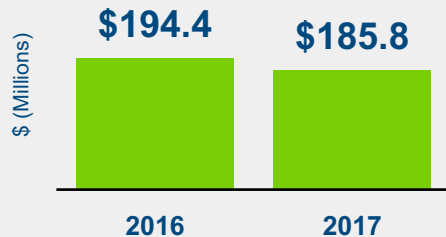
First Quarter 2017 Conference Call

Bob Reich
Chief Financial Officer

Note: Numerical figures included in this presentation have been subject to rounding adjustments. Accordingly, numerical figures shown as totals or percentages in various tables may not be arithmetic aggregations of the figures that precede them resulting in immaterial differences in calculated fields.

Q1 2017 Results Highlights

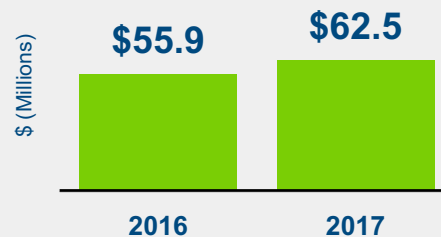
Revenues QTD



Revenues lower by 4.4%

- CDMA clearing and settlement and signaling declines
- Small declines in certain lower margin non-strategic services
- Partially offset by continued growth in our LTE portfolio, policy and charging solutions and EIS portfolio

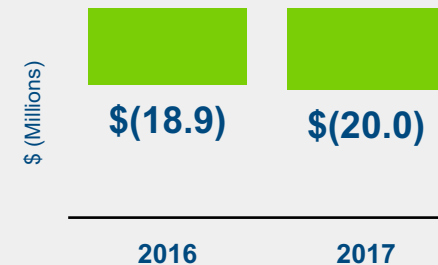
Adjusted EBITDA QTD



Adjusted EBITDA higher by 11.8%

- Lower cost of operations and SG&A as a result of our cost reduction initiatives
- Partially offset by revenue mix
- Adjusted EBITDA margin expansion from 28.7% to 33.6%

Free Cash Flow QTD

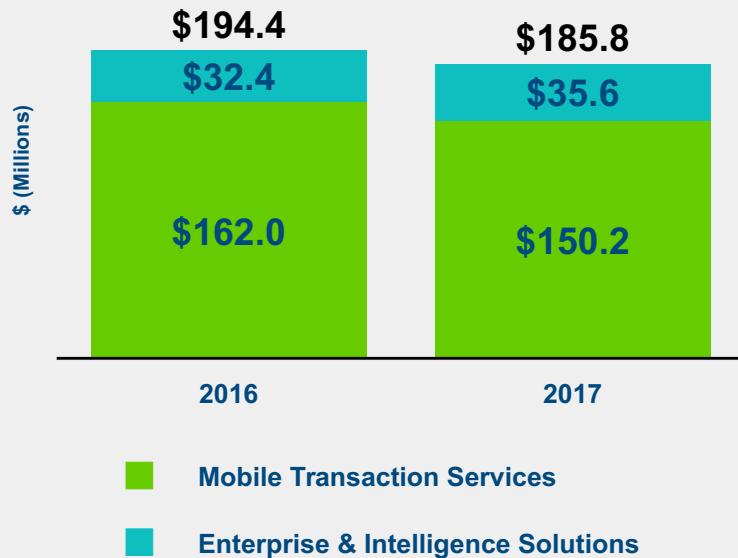


Free Cash Flow lower by \$1.1 million

- Higher capital expenditures in 2017
- Higher payments related to restructuring activities
- Partially offset by higher Adjusted EBITDA

Q1 2017 Service Offering Revenues

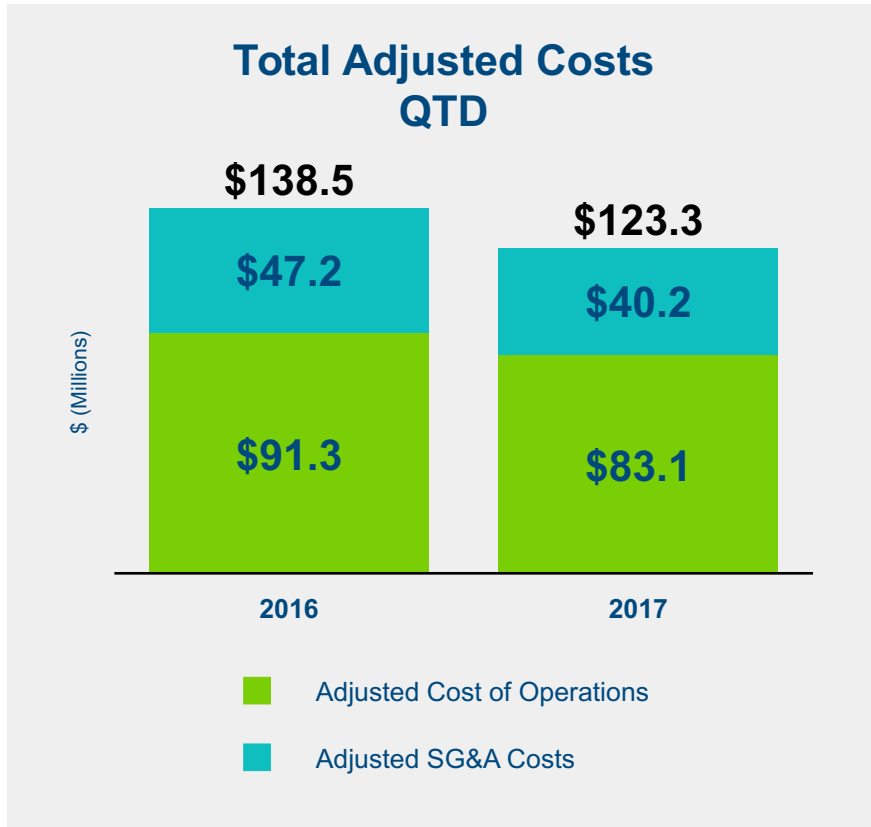
Revenues by Service Offerings QTD



Revenues decreased 4.4%

- MTS revenue decreased 7.3%
 - CDMA clearing and settlement and signaling declines largest contributors
 - Small declines in our GSM portfolio and lower margin non-strategic services
 - Partially offset by growth in LTE portfolio and policy and charging solutions
- EIS revenue increased 9.8%
 - Volume growth in Enterprise A2P messaging and growth in mobile engagement and mobile intelligence
- Regional revenues:
 - North America - 60%
 - EMEA - 17%
 - Asia Pacific - 16%
 - CALA - 7%

Q1 2017 Total Adjusted Costs



Total Adjusted Costs decreased \$15.2 million or 11.0%

- Adjusted Cost of Operations decreased \$8.2 million
 - Lower network, data center and headcount related costs, partially offset by higher variable costs associated with messaging growth
 - Adjusted gross margin of 55.3% versus 53.0% in prior-year period
- Adjusted SG&A decreased \$7.0 million
 - Lower headcount related costs

YTD 2017 Free Cash Flow & Net Leverage Summary

\$ (Millions)

Reconciliation to Free Cash Flow

Net cash used in operating activities
 Capital expenditures
 Free Cash Flow

YTD		
2017	2016	2017 vs. 2016
\$ (0.6)	\$ (3.8)	\$ 3.2
(19.4)	(15.1)	(4.3)
<u>\$ (20.0)</u>	<u>\$ (18.9)</u>	<u>\$ (1.1)</u>

Supplemental Information:

Cash interest paid
 Cash taxes paid, net
 Principal payments on long-term debt

\$ 37.6	\$ 38.4	\$ (0.8)
\$ 1.8	\$ 2.6	\$ (0.8)
\$ 1.9	\$ —	\$ 1.9

Net Secured Debt
 Consolidated Senior Secured Debt Ratio

<u>3/31/2017</u>
\$ 1,520.2
5.31x

Reconciliation of Net Loss to Adjusted EBITDA

\$ (Millions)

Reconciliation to Adjusted EBITDA

Net loss
 Equity income in investees
 Other expense, net
 Benefit from income taxes
 Depreciation and amortization
 Employee termination benefits
 Restructuring
 Non-cash stock-based compensation
 Business development, integration and other expenses
 Consulting fee and related expenses
 Adjusted EBITDA

	QTD	
	2017	2016
\$	(23.9)	\$ (15.8)
	—	0.1
	40.0	30.6
	(9.1)	(32.7)
	47.4	50.7
	0.1	—
	1.2	13.5
	3.1	4.2
	3.0	4.5
	0.7	0.8
\$	62.5	\$ 55.9

Reconciliation to Total Adjusted Costs

\$ (Millions)

	QTD	
	2017	2016
Reconciliation to Total Adjusted Costs		
Cost of Operations	\$ 86.0	\$ 95.1
Non-cash stock-based compensation	(0.2)	(0.2)
Business development, integration and other expenses	(2.7)	(3.6)
Adjusted cost of operations	83.1	91.3
Sales and Marketing expense	18.4	21.1
General and Administrative expense	25.8	31.8
Non-cash stock-based compensation	(2.9)	(4.0)
Business development, integration and other expenses	(0.4)	(0.9)
Consulting fee and related expenses	(0.7)	(0.8)
Adjusted SG&A costs	40.2	47.2
Total Adjusted Costs	\$ 123.3	\$ 138.5



Syniverse®

We make mobile work

Thank You!