

# BRIGHTPOINT, INC.

## NON-GAAP RECONCILIATION OF CONSOLIDATED STATEMENTS OF OPERATIONS

(Amounts in thousands, except per share data)

(Unaudited)

	Three Months Ended September 30, 2009 <sup>(1)</sup>			Three Months Ended September 30, 2008 <sup>(1)</sup>		
	US GAAP As Reported	Non-GAAP Adjustments <sup>(2)</sup>	As Adjusted	US GAAP As Reported	Non-GAAP Adjustments <sup>(3)</sup>	As Adjusted
Revenue						
Distribution revenue	\$ 772,815		\$ 772,815	\$ 1,055,928		\$ 1,055,928
Logistic services revenue	95,100		95,100	110,982		110,982
Total revenue	867,915		867,915	1,166,910		1,166,910
Cost of revenue						
Cost of distribution revenue	740,368		740,368	1,013,352		1,013,352
Cost of logistic services revenue	55,350		55,350	68,529		68,529
Total cost of revenue	795,718		795,718	1,081,881		1,081,881
Gross profit	72,197		72,197	85,029		85,029
Selling, general and administrative expenses	55,747	\$ (1,531)	54,216	60,516	\$ (1,574)	58,942
Impairment of long-lived assets	1,452	(1,452)	-	-	-	-
Amortization	4,092	(3,994)	98	4,647	(4,553)	94
Restructuring charge	1,886	(1,886)	-	795	(795)	-
Operating income from continuing operations	9,020	8,863	17,883	19,071	6,922	25,993
Interest, net	2,077		2,077	3,676		3,676
Other (income) expense	509		509	1,317		1,317
Income from continuing operations before income taxes	6,434	8,863	15,297	14,078	6,922	21,000
Income tax expense (benefit)	(8,230)	12,752	4,522	5,600	2,122	7,722
Income from continuing operations	14,664	\$ (3,889)	\$ 10,775	8,478	\$ 4,800	\$ 13,278
Discontinued operations, net of income taxes:						
Loss from discontinued operations	(3,872)			(2,956)		
Gain (loss) on disposal of discontinued operations	378			(9)		
Total discontinued operations, net of income taxes	(3,494)			(2,965)		
Net income	11,170			5,513		
Net income attributable to noncontrolling interest	-			(34)		
Net income attributable to common shareholders	\$ 11,170			\$ 5,479		
Earnings per share attributable to common shareholders - basic:						
Income from continuing operations	\$ 0.18		\$ 0.13	\$ 0.11		\$ 0.17
Discontinued operations, net of income taxes	(0.04)			(0.04)		
Net income	\$ 0.14			\$ 0.07		
Earnings per share attributable to common shareholders - diluted:						
Income from continuing operations	\$ 0.18		\$ 0.13	\$ 0.10		\$ 0.16
Discontinued operations, net of income taxes	(0.04)			(0.04)		
Net income	\$ 0.14			\$ 0.06		
Weighted average common shares outstanding:						
Basic	81,215		81,215	78,549		78,549
Diluted	82,048	1,833	83,881	81,250	1,118	82,368

See accompanying "Notes to Non-GAAP Reconciliation of Consolidated Statements of Operations."

**BRIGHTPOINT, INC.**
**NON-GAAP RECONCILIATION OF CONSOLIDATED STATEMENTS OF OPERATIONS**

(Amounts in thousands, except per share data)

(Unaudited)

	Nine Months Ended September 30, 2009 <sup>(1)</sup>			Nine Months Ended September 30, 2008 <sup>(1)</sup>		
	US GAAP As Reported	Non-GAAP Adjustments <sup>(2)</sup>	As Adjusted	US GAAP As Reported	Non-GAAP Adjustments <sup>(3)</sup>	As Adjusted
Revenue						
Distribution revenue	\$ 2,005,441		\$ 2,005,441	\$ 3,148,827		\$ 3,148,827
Logistic services revenue	274,232		274,232	318,571		318,571
Total revenue	2,279,673		2,279,673	3,467,398		3,467,398
Cost of revenue						
Cost of distribution revenue	1,926,065		1,926,065	3,007,513		3,007,513
Cost of logistic services revenue	158,907		158,907	202,281		202,281
Total cost of revenue	2,084,972		2,084,972	3,209,794		3,209,794
Gross profit	194,701		194,701	257,604		257,604
Selling, general and administrative expenses	156,680	\$ (4,848)	151,832	196,153	\$ (4,991)	191,162
Impairment of long-lived assets	1,452	(1,452)	-	-	-	-
Amortization	11,746	(11,443)	303	14,189	(13,772)	417
Restructuring charge	10,707	(10,707)	-	7,378	(7,378)	-
Operating income from continuing operations	14,116	28,450	42,566	39,884	26,141	66,025
Interest, net	7,237		7,237	15,485		15,485
Other (income) expense	(1,057)		(1,057)	1,840		1,840
Income from continuing operations before income taxes	7,936	28,450	36,386	22,559	26,141	48,700
Income tax expense (benefit)	(7,804)	18,833	11,029	5,591	7,892	13,483
Income from continuing operations	15,740	\$ 9,617	\$ 25,357	16,968	\$ 18,249	\$ 35,217
Discontinued operations, net of income taxes:						
Loss from discontinued operations	(6,523)			(12,674)		
Loss on disposal of discontinued operations	(953)			(5)		
Total discontinued operations, net of income taxes	(7,476)			(12,679)		
Net income	8,264			4,289		
Net income attributable to noncontrolling interest	-			(366)		
Net income (loss) attributable to common shareholders	\$ 8,264			\$ 3,923		
Earnings per share attributable to common shareholders - basic:						
Income from continuing operations	\$ 0.19		\$ 0.31	\$ 0.22		\$ 0.45
Discontinued operations, net of income taxes	(0.09)			(0.16)		
Net income	\$ (0.10)			\$ 0.06		
Earnings per share attributable to common shareholders - diluted:						
Income from continuing operations	\$ 0.19		\$ 0.30	\$ 0.21		\$ 0.43
Discontinued operations, net of income taxes	(0.09)			(0.16)		
Net income	\$ (0.10)			\$ 0.05		
Weighted average common shares outstanding:						
Basic	81,172		81,172	77,968		77,968
Diluted	81,827	2,179	84,006	81,545	926	82,471

See accompanying "Notes to Non-GAAP Reconciliation of Consolidated Statements of Operations."

## Notes to Non-GAAP Reconciliation of Consolidated Statements of Operations:

(1) We have provided income from continuing operations and earnings per share on both a U.S. GAAP basis and on an as adjusted non-GAAP basis because the Company's management believes it provides meaningful information to investors. Among other things, it may assist investors in evaluating the Company's on-going operations. Adjustments to earnings per share from continuing operations generally include certain non-cash charges such as stock based compensation and amortization of acquired finite lived intangible assets as well as other items that are considered to be unusual or infrequent in nature such as goodwill impairment charges and restructuring charges. The specific items excluded with respect to our third quarter non-GAAP income from continuing operations per share are stock-based compensation expense, amortization expense, long-lived asset impairment charge, restructuring charge and certain discrete tax items. The Company considers these items unrelated to its core operating performance, and believes that use of this non-GAAP measure allows comparison of operating results that are consistent over time. Non-GAAP earnings per share is calculated by dividing non-GAAP income from continuing operations by non-GAAP weighted average common shares outstanding (diluted). For purposes of calculating non-GAAP earnings per share, we add back certain shares presumed to be repurchased under the U.S. GAAP treasury stock method related to stock based compensation expense. We believe these non-GAAP disclosures provide important supplemental information to management and investors regarding financial and business trends relating to the Company's financial condition and results of operations. Management uses these non-GAAP measures internally to evaluate the performance of the business and to evaluate results relative to incentive compensation targets for certain employees. Investors should consider non-GAAP measures in addition to, not as a substitute for, or as superior to measures of financial performance prepared in accordance with U.S. GAAP.

(2) Adjusted income from continuing operations (non-GAAP) for the third quarter of 2009 excludes the following expenses:

- A \$1.9 million (pre-tax) restructuring charge in connection with our previously announced 2009 spending and debt reduction plan.
- \$4.0 million (pre-tax) of non-cash amortization expense related to acquired intangible assets.
- A \$1.5 million (pre-tax) impairment charge for our Latin America operation's finite-lived intangible asset. The asset was recorded in connection with the acquisition of certain assets of CellStar in 2007. In the third quarter of 2009, our Latin America operation lost a significant product distribution business, and we determined that the carrying value of the asset was not recoverable.
- \$1.5 million (pre-tax) of non-cash stock based compensation expense.

Adjusted income from continuing operations (non-GAAP) for the third quarter of 2009 excludes the following tax benefits:

- \$3.0 million tax benefit of the excluded expenses described above.
- \$9.8 million of net discrete tax benefit. In the third quarter of 2009, we recorded a benefit of \$13.1 million for the reversal of a valuation allowance on certain tax assets that are expected to be utilized in the U.S. and the reversal of a reserve on an uncertain tax position Germany that became more likely than not to be sustained. This benefit was partially offset by a \$3.3 million charge related to a valuation allowance on deferred tax assets resulting from previous net operating losses in Denmark that is no longer expected to be utilized.

(3) Adjusted income from continuing operations (non-GAAP) for the third quarter of 2008 excludes the following expenses:

- A \$0.8 million (pre-tax) restructuring charge consisting primarily of a \$0.2 million charge in connection with the previously announced sale of certain assets in Colombia as well as \$0.6 million of restructuring charges associated with the previously announced realignment of our European operations.
- \$4.5 million (pre-tax) of non-cash amortization expense related to acquired intangible assets.
- \$1.6 million (pre-tax) of non-cash stock based compensation expense.

Adjusted income from continuing operations (non-GAAP) for the third quarter of 2008 excludes the following tax benefits:

- \$2.2 million tax benefit of the excluded expenses described above.

(4) Adjusted income from continuing operations (non-GAAP) for the nine months ended September 30, 2009 excludes the following expenses:

- A \$10.7 million (pre-tax) restructuring charge in connection with our previously announced 2009 spending and debt reduction plan.
- \$11.4 million (pre-tax) of non-cash amortization expense related to acquired intangible assets.
- A \$1.5 million (pre-tax) impairment charge for our Latin America operation's finite-lived intangible asset recorded in connection with the acquisition of certain assets of CellStar in 2007. In the third quarter of 2009, our Latin America operation lost a significant product distribution business, and we determined that the carrying value of the asset was not recoverable.
- \$4.8 million (pre-tax) of non-cash stock based compensation expense.

Adjusted income from continuing operations (non-GAAP) for the nine months ended September 30, 2009 excludes the following tax benefits:

- \$9.0 million tax benefit of the excluded expenses described above.
- \$9.8 million of discrete tax items. In the third quarter of 2009, we recorded a benefit of \$13.1 million for the reversal of a valuation allowance on certain tax assets that are expected to be utilized in the U.S. and the reversal of a reserve on an uncertain tax position Germany that became more likely than not to be sustained. This benefit was partially offset by a \$3.3 million charge related to a valuation allowance on deferred tax assets resulting from previous net operating losses in Denmark that is no longer expected to be utilized.

(5) Adjusted income from continuing operations (non-GAAP) for the nine months ended September 30, 2008 excludes the following expenses:

- A \$7.4 million restructuring charge (pre-tax) consisting primarily of a \$1.8 million charge in connection with the previously announced sale of certain assets in Colombia, a \$1.1 million charge to write-off IT projects that were abandoned after the acquisition of Dangaard Telecom and a \$3.6 million charge in connection with consolidating the Brightpoint and Dangaard operations in Germany during the first quarter of 2008 and \$0.9 million of other charges in connection with the previously announced realignment of our European operations.
- \$13.8 million (pre-tax) of non-cash amortization expense related to acquired intangible assets.
- \$5.0 million (pre-tax) of non-cash stock based compensation expense.

Adjusted income from continuing operations (non-GAAP) for the nine months ended September 30, 2008 excludes the following tax benefits:

- \$7.9 million tax benefit of the excluded expenses described above.

- (6) Weighted average common shares outstanding – diluted for the three months ended September 30, 2009 and 2008 includes the effect of 1.8 million (2009) and 1.1 million (2008) common shares outstanding that are presumed to be repurchased under the U.S. GAAP treasury stock method related to stock based compensation expense. Weighted average common shares outstanding – diluted for the nine months ended September 30, 2009 and 2008 includes the effect of 2.2 million (2009) and 0.9 million (2008) common shares outstanding that are presumed to be repurchased under the U.S. GAAP treasury stock method related to stock based compensation expense.