ALLTEL CORP Form 10-K/A June 21, 2005

UNITED STATES SECURITIES AND EXCHANGE COMMISSIONWashington, D. C. 20549 FORM 10-K/A

AMENDMENT NO. 1 TO ANNUAL REPORT FILED PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934

Common shares outstanding, January 31, 2005 302,475,315

DOCUMENTS INCORPORATED BY REFERENCE

#### **Explanatory Note**

ALLTEL Corporation is filing this Form 10-K/A to amend its Annual Report on Form 10-K for the fiscal year ended Except for the amendments to Exhibits 31(a) and 31(b), this amendment does not update or modify in any way the disc

<u>Document</u> <u>Incorporated Into</u>Proxy statement for the 2005 A

ALLTEL Corporation Form 10-K, Part I Item 1. Business THE COMPANY

#### **GENERAL**

ALLTEL Corporation ("ALLTEL" or the "Company") is a customer-focused communications company. The Company The Company's web site address is **www.alltel.com**. ALLTEL files with, or furnishes to, the Securities and Exchange FORWARD-LOOKING STATEMENTS

This Form 10-K may include certain "forward-looking statements" within the meaning of the Private Securities Litigati Actual future events and results may differ materially from those expressed in these forward-looking statements as a re In addition to these factors, actual future performance, outcomes and results may differ materially because of other more 1

ALLTEL Corporation
Form 10-K, Part I
Item 1. Business
THE COMPANY (continued)
ACQUISITIONS

Pending Acquisitions to be Completed During 2005:

On January 9, 2005, ALLTEL entered into an Agreement and Plan of Merger (the "Merger Agreement") with Western On November 26, 2004, ALLTEL and Cingular Wireless LLC ("Cingular"), a joint venture between SBC Communicate Following completion of the acquisitions discussed above, ALLTEL's domestic communications operations will serve Acquisitions Completed During the Past Five Years:

On December 1, 2004, ALLTEL completed the purchase of certain wireless assets from United States Cellular Corpor On August 29, 2003, the Company purchased for \$22.8 million in cash a wireless property with a potential service area 2

ALLTEL Corporation
Form 10-K, Part I
Item 1. Business
THE COMPANY (continued)
ACQUISITIONS (Continued)

On August 1, 2002, ALLTEL completed its purchase of local telephone properties serving approximately 589,000 wire On August 1, 2002, ALLTEL also completed its purchase of substantially all of the wireless properties owned by Cent On October 3, 2000, ALLTEL purchased wireless properties in New Orleans, Baton Rouge and three rural service area On January 31, 2000, ALLTEL, Bell Atlantic Corporation ("Bell Atlantic") and GTE Corporation ("GTE") signed agree

#### **DISPOSITIONS**

In December 2003, ALLTEL sold to Convergys Information Management Group ("Convergys") for \$37.0 million in car On April 1, 2003, ALLTEL completed the sale of the financial services division of its information services subsidiary, In January 2003, ALLTEL completed the termination of its business venture with Bradford & Bingley Group. The business 2002, the Company sold its majority ownership interest in a Pennsylvania cellular partnership to Verizon for a 3

ALLTEL Corporation Form 10-K, Part I <u>Item 1. Business</u> <u>THE COMPANY</u> (continued) <u>DISPOSITIONS</u> (Continued)

During 2001, the Company sold 20 PCS licenses in six states to Verizon Wireless for a total cash purchase price of \$41 During 2000, the Company sold its PCS operations in Birmingham and Mobile, Alabama and PCS licenses in nine other MANAGEMENT

The Company's staff at its headquarters and regional offices supervise, coordinate and assist subsidiaries in manageme **EMPLOYEES** 

At December 31, 2004, the Company had 18,598 employees. Within the Company's work force, approximately 1,526 e ORGANIZATIONAL STRUCTURE AND OPERATING SEGMENTS

The Company has focused its communications business strategy on growing its customer base through strategic acquis ALLTEL is organized based on the products and services that it offers. Under this organizational structure, the Companional Structure, the Companiona

As of December 31, 2004, the Company provided wireless communications service to more than 8.6 million customers 4

**ALLTEL Corporation** 

Form 10-K, Part I

**Item 1. Business** 

**WIRELESS OPERATIONS** (continued)

ALLTEL has offered PCS service in Jacksonville, Florida, since March 1998. As previously discussed, in connection v During 2004, ALLTEL continued to upgrade it wireless network infrastructure and invest in state-of-the-art code divis **PRODUCT OFFERINGS AND PRICING** 

Wireless revenues are derived primarily from monthly access and airtime charges, roaming and long-distance charges a ALLTEL strives to address the needs of a variety of customer segments, stimulate usage, increase penetration, and impact ALLTEL provides several voice features to enhance its wireless calling plans, including call waiting, call forwarding, on the wireless industry has shifted to higher recurring revenue plans which provide a large number of packaged minutes.

**ALLTEL Corporation** 

Form 10-K, Part I

**Item 1. Business** 

**WIRELESS OPERATIONS** (continued)

#### **PRODUCT OFFERINGS AND PRICING** (continued)

In addition to these voice features, in early 2004, the Company launched Touch2Talk, which is a walkie-talkie service. In response to increasing demand, the Company continued to expand its various data solutions to its customers in 2004 ALLTEL also offers several prepaid alternatives designed to increase market penetration. One alternative, "Pay-As-Yo Primarily as a result of the increased sales of the Company's higher-yield local, regional and national calling plans and Maintaining low postpay customer churn rates (average monthly rate of customer disconnects) is a primary goal of the

#### **MARKETING**

ALLTEL's marketing strategy is to create and execute products, services and communications that drive growth while

**ALLTEL Corporation** 

Form 10-K, Part I

**Item 1. Business** 

**WIRELESS OPERATIONS** (continued)

#### **DISTRIBUTION**

ALLTEL utilizes four methods of distributing its wireless products and services in each of its markets: Company retail ALLTEL currently conducts its retail operations in approximately 800 locations strategically located in neighborhood all ALLTEL also contracts with large national retail stores to sell wireless products and services directly through its own In the Company enters into dealer agreements with electronics retailers and discounters in its markets. These local dealer ALLTEL's direct sales force focuses its efforts on business customers with high wireless telephone usage and multiple

#### **COMPETITION**

Substantial and increasing competition exists within the wireless communications industry. Cellular, PCS and Enhance In the current wireless market, ALLTEL's ability to compete also depends on its ability to offer regional and national c 7

**ALLTEL Corporation** 

Form 10-K, Part I

Item 1. Business

**WIRELESS OPERATIONS** (continued)

#### **TECHNOLOGY**

Since inception, mobile wireless technologies have seen significant improvements in both speed and reliability. The fir ALLTEL will maintain its first generation analog services until the FCC no longer requires it or as long as non-CDMA. Third generation digital wireless technologies increase voice capacity, allow high-speed wireless packet data services and the speed wireless packet data services are specifically associated as a service of the speed wireless packet data services are specifically associated as a service of the speed wireless packet data services are specifically as a specific packet data services are specifically as a

#### **REGULATION**

The Company is subject to regulation by the FCC as a provider of Commercial Mobile Radio Services ("CMRS"). The Telecommunications Act of 1996 ("96 Act"), provides wireless carriers numerous opportunities to provide an alter The Company holds FCC authorizations for Cellular Radiotelephone Service ("CRS"), Personal Communications Serv 8

**ALLTEL Corporation** 

Form 10-K, Part I

**Item 1. Business** 

**WIRELESS OPERATIONS** (continued)

#### **REGULATION** (continued)

Minority, non-controlling interests in an FCC license generally may be transferred or assigned without prior FCC approaches All of the Company's PCS licenses are for 10 MHz-wide broadband PCS systems. PCS licenses are granted for 10-year Cellular systems operate on one of two 25 MHz-wide frequency blocks that the FCC allocates and licenses for CMRS In an effort to promote more efficient number utilization, the FCC adopted rules requiring CMRS providers to participal CMRS providers in the top 100 markets were required by the FCC to implement by November 24, 2003 (and, for all of An appeal by the United States Telecommunications Association ("USTA"), along with certain rural telephone compand Wireless service providers are required by the FCC to provide enhanced 911 emergency service ("E-911") in a two-pharge

**ALLTEL Corporation** 

Form 10-K, Part I

**Item 1. Business** 

**WIRELESS OPERATIONS** (continued)

**REGULATION** (continued)

In phase two, CMRS carriers like ALLTEL have opted for a handset-based solution must determine, for originated call To ensure affordable access to telecommunications services throughout the United States, the FCC and many states con During 2004, the Company sought ETC certification by the FCC and various state commissions. In September 2004, the FCC, in conjunction with the Federal/State Joint Board on Universal Service, is considering changes to the USF properties.

**ALLTEL Corporation** 

Form 10-K, Part I

**Item 1. Business** 

**WIRELESS OPERATIONS** (continued)

**REGULATION** (continued)

for which the support is intended". If adopted, these changes would adversely affect the availability of USF to ALLTER. The FCC mandated that, effective October 1, 2004, the Universal Service Administrative Company ("USAC") must be In October 2003, the FCC issued an order adopting rules that allow CMRS licensees to lease spectrum to others. The F

The Communications Assistance for Law Enforcement Act ("CALEA") requires wireless and wireline carriers to ensur Under FCC and Federal Aviation Administration regulations, wireless carriers must comply with certain regulations re 11

ALLTEL Corporation Form 10-K, Part I <u>Item 1. Business</u> WIRELINE OPERATIONS

As previously noted, the Company's wireline segment consists of ALLTEL's ILEC, CLEC and Internet access operation Local service operations provide lines from telephone exchange offices to customer premises for the origination and te Network access and interconnection services are provided by ALLTEL by connecting the equipment and facilities of its

#### **COMPETITION**

Many of the Company's ILEC operations have begun to experience competition in their local service areas. Sources of To address competition, ALLTEL is focusing its efforts on marketing and selling additional products and services to its Although DSL services have been a source of revenue and access line growth for the Company in 2004, 2003 and 2002 12

ALLTEL Corporation Form 10-K, Part I <u>Item 1. Business</u>

**WIRELINE OPERATIONS** (continued)

**<u>COMPETITION</u>** (continued)

challenging existing regulatory definitions. As further discussed below under the caption "Network Access Services

#### **LOCAL SERVICE REGULATION**

Prior to 1996, ALLTEL's wireline subsidiaries provided local telephone service under exclusive franchises granted by a The 96 Act substantially modified certain aspects of the states' and the FCC's jurisdictions in the regulation of local except for 2 and 3 and 3 and 3 and 4 also requires all local exchange telephone companies to compensate one another for the transport and terming Except for certain of its subsidiaries in Nebraska, Ohio and the recently acquired property in Kentucky, the Company's In 1996, the FCC issued regulations implementing the local competition provisions of the 96 Act. These regulations est In June 2002, the U.S. Court of Appeals for the Second Circuit found that the 96 Act did not create an "implicit immunity 13".

ALLTEL Corporation Form 10-K, Part I <u>Item 1. Business</u> <u>WIRELINE OPERATIONS</u> (continued)

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**LOCAL SERVICE REGULATION** (continued)

The federal universal service program is under legislative, regulatory and industry participant scrutiny as a result of the In May 2001, the FCC adopted the Rural Task Force Order that established an interim universal service mechanism that On November 8, 2002, the FCC requested that the Joint Board review certain of the FCC's rules relating to the high-co As previously discussed under "Wireless Operations Regulation", the FCC mandated that, effective October 1, 2004, On December 20, 2001, the FCC released a notice of proposed rulemaking initiating the first triennial review of the FCC On March 2, 2004, the D.C. Circuit Court overturned key portions of the FCC's Triennial Review Order. The D.C. Circuit

ALLTEL Corporation
Form 10-K, Part I
<u>Item 1. Business</u>
<u>WIRELINE OPERATIONS</u> (continued)

#### **LOCAL SERVICE REGULATION** (continued)

On March 31, 2004, the FCC commissioners urged carriers to begin private commercial negotiations to resolve issues of On September 13, 2004, the FCC released its Interim UNE Order requiring incumbent ILECs to maintain the status query On September 15, 2003, the FCC launched its first comprehensive review of the rules that establish wholesale pricing of Section 251(b) of the Communications Act of 1934 (the "34 Act"), as amended, requires, in part, that local exchange carried Periodically, the Company's local exchange subsidiaries receive requests from wireless communications providers for a Most states in which ALLTEL's ILEC subsidiaries operate have adopted alternatives to rate-of-return regulation, either 15

ALLTEL Corporation Form 10-K, Part I Item 1. Business

<u>WIRELINE OPERATIONS</u> (continued) <u>LOCAL SERVICE</u> <u>REGULATION</u> (continued)

The following summary sets forth a description of the alternative regulation plan for each of the states in which the Co ALLTEL's regulated Alabama wireline subsidiary has operated since 1996 under a Public Service Commission ("PALLTEL's regulated Arkansas wireline subsidiary has operated since 1997 under an alternative regulation plan est ALLTEL's regulated Florida wireline subsidiary operates under alternative regulation established by Florida statute ALLTEL's regulated Georgia wireline subsidiaries operate under an alternative regulation plan established by statuted.

ALLTEL has two regulated operating subsidiaries in Kentucky. The subsidiary acquired from Verizon is subject to ALLTEL's regulated Missouri wireline subsidiary is subject to alternative regulation election established by statute

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ALLTEL Corporation Form 10-K, Part I

**Item 1. Business** 

**WIRELINE OPERATIONS** (continued)

#### **LOCAL SERVICE REGULATION** (continued)

ALLTEL's regulated Nebraska operations are subject to alternative regulation established by statute. (Nebraska law ALLTEL's regulated North Carolina subsidiary has operated since 1998 under alternative regulation plan approved ALLTEL's regulated Ohio wireline subsidiaries began in 2004, to operate under an alternative regulation plan established Pennsylvania subsidiary has operated under the Alternative Form of Regulation and Network ALLTEL's regulated South Carolina operations are subject to alternative regulation established by statute. Local rather Company has two operating subsidiaries in Texas. These subsidiaries are subject to alternative regulation established

#### NETWORK ACCESS SERVICES REGULATION

The Company's local exchange subsidiaries currently receive compensation from other telecommunications providers, A number of carriers have begun offering voice telecommunications services utilizing Internet protocol as the underlying

ALLTEL Corporation Form 10-K, Part I <u>Item 1. Business</u>

**WIRELINE OPERATIONS** (continued)

#### NETWORK ACCESS SERVICES REGULATION (continued)

Although the FCC's rulemaking regarding IP-enabled services remains pending, the FCC has adopted three orders estall On October 8, 2004, the FCC granted in part and denied in part a petition filed by Core Communications requesting the In April 2001, the FCC released a notice of proposed rulemaking addressing inter-carrier compensation. Under this rule During the first quarter of 2002, the FCC initiated a rulemaking to evaluate the appropriate framework for broadband at 18

**ALLTEL Corporation** 

Form 10-K, Part I

**Item 1. Business** 

**WIRELINE OPERATIONS** (continued)

#### NETWORK ACCESS SERVICES REGULATION (continued)

The Ninth Circuit Court ruling was scheduled to become effective April 8, 2004, but the Ninth Circuit Court stayed the On October 11, 2001, the FCC adopted rate-of-return access charge reform and initiated a further round of rulemaking

#### **TECHNOLOGY**

The Company believes the local exchange business is in transition from circuit switched technology, which forms the ball ALLTEL's backbone fiber network provides the basis for the transport of data traffic. ALLTEL has deployed almost 14 CLEC OPERATIONS

ALLTEL has authority to provide competitive local exchange services in 17 states. As of December 31, 2004, the Com Generally, CLECs are required to obtain certificates of public convenience and necessity. In addition, CLECs are required to

#### **ALLTEL Corporation**

Form 10-K, Part I

**Item 1. Business** 

#### **COMMUNICATIONS SUPPORT SERVICES**

Communications support services consist of the Company's long-distance and network management services, product of LONG DISTANCE AND NETWORK MANAGEMENT OPERATIONS

### LONG-DISTANCE AND NETWORK MANAGEMENT OPERATIONS

Long-distance telecommunications services are provided on both a facilities-based and resale basis by ALLTEL subsict Network management services are currently marketed to business customers in select areas. These services are ancillar

#### **PRODUCT DISTRIBUTION**

The Company's product distribution subsidiary, ALLTEL Communications Products, Inc. ("Communications Products Communications Products experiences substantial competition throughout its sales territories from other distribution competitions are applied to the communications of the commu

### DIRECTORY PUBLISHING

ALLTEL Publishing Corporation ("ALLTEL Publishing") coordinates advertising, sales, printing, and distribution for 20

#### **ALLTEL Corporation**

Form 10-K, Part I

**Item 1. Business** 

#### **COMMUNICATIONS SUPPORT SERVICES** (continued)

#### TELECOMMUNICATIONS INFORMATION SERVICES

As previously discussed, in December 2003, the Company sold to Convergys certain assets and related liabilities, inclu**INVESTMENTS** 

On April 1, 2003, in connection with the sale of the Company's financial services division previously discussed, ALLT 21

#### **ALLTEL Corporation**

Form 10-K, Part I

**Item 2. Properties** 

The Company's properties do not provide a basis for description by character or location of principal units. All of the C **WIRELINE PROPERTY** 

The Company's wireline subsidiaries own property in their respective operating territories which consists primarily of Certain properties of the wireline subsidiaries are pledged as collateral on \$5.1 million of long-term debt.

#### **OTHER PROPERTY**

Other properties in service consist primarily of property, plant and equipment used in providing wireless communication

#### **Item 3. Legal Proceedings**

The Company is party to various other legal proceedings arising from the ordinary course of business. Although the ultrothe knowledge of ALLTEL's management, no material legal proceedings, either private or governmental, currently

#### **Item 4. Submission of Matters to a Vote of Security Holders**

No matters were submitted to the security holders for a vote during the fourth quarter of 2004. 22

#### **ALLTEL Corporation**

Form 10-K, Part II

#### Item 5. Market for the Registrant's Common Equity and Related Stockholder Matters

(a) The outstanding shares of ALLTEL's Common Stock are listed and traded on the New York Stock Exchange and As of January 31, 2005, the approximate number of stockholders of common stock including an estimate for those h

#### **Item 6. Selected Financial Data**

For information pertaining to Selected Financial Data of ALLTEL Corporation, refer to pages F-37 and F-38 of the Fir Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

For information pertaining to Management's Discussion and Analysis of Financial Condition and Results of Operations

Item 7A. Quantitative and Qualitative Disclosures About Market Risk

For information pertaining to the Company's market risk disclosures, refer to page F-34 of the Financial Supplement, v Item 8. Financial Statements and Supplementary Data

For information pertaining to Financial Statements and Supplementary Data of ALLTEL Corporation, refer to pages F-23

#### **ALLTEL Corporation**

Form 10-K, Part II

#### Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

No reportable information under this item.

#### Item 9(A). Controls and Procedures

(a) Evaluation of disclosure controls and procedures. The term "disclosure controls and procedures" (defined in SEC Rule 13a

#### **Item 9(B). Other Information**

No reportable information under this item.

#### Form 10-K, Part III

#### **Item 10. Directors and Executive Officers of the Registrant**

For information pertaining to Directors of ALLTEL Corporation refer to "Election of Directors" in ALLTEL's Proxy S

Name Age

<u>PositionScott T. Ford</u> 42 President and Chief Executive OfficerKevin L. Beebe 45 Group Pro There are no arrangements between any officer and any other person pursuant to which he was selected as an officer. S

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#### **ALLTEL Corporation**

Form 10-K, Part III

#### <u>Item 10. Directors and Executive Officers of the Registrant</u> (continued)

ALLTEL has a code of ethics that applies to all employees and members of the Board of Directors. ALLTEL's code of <a href="Item 11">Item 11</a>. Executive Compensation

For information pertaining to Executive Compensation, refer to "Management Compensation" in ALLTEL's Proxy State

#### <u>Item 12. Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters</u>

For information pertaining to beneficial ownership of ALLTEL securities, refer to "Security Ownership of Certain Ben Set forth below is additional information as of December 31, 2004, about shares of the Company's common stock that \$56.21 16,819.4 Equity compensation plans not approved by security holders (1) 15,502.9 by security holders 15,502.9 **Totals** \$56.21

- (1) Includes the ALLTEL Corporation 1991 Stock Option Plan, ALLTEL Corporation 1994 Stock Option Plan for E
- (2) Does not include 419,492 stock options with a weighted-average exercise price of \$31.57, which were assumed b

### **Item 13.** Certain Relationships and Related Transactions

For information pertaining to Certain Relationships and Related Transactions, refer to "Certain Transactions" in ALLT **Item 14. Principal Accountant Fees and Services** 

For information pertaining to fees paid to the Company's principal accountant and the Audit Committee's pre-approva 25

#### **ALLTEL CorporationForm 10-K, Part IV**

- Item 15. Exhibits, Financial Statement Schedules(a) The following documents are filed as a part of this report:
  - 1. Financial Statements:

The following Consolidated Financial Statements of ALLTEL Corporation and subsidiaries for the year ended Decem Separate condensed financial statements of ALLTEL Corporation have been omitted since the Company meets the test 26

#### **SIGNATURE**

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the registrant has duly Registrant

By /s/ Jeffery R. Gardner Date: June 21, 2005 Jeffery R. Gardner, Executive Vice President -Chief Financial Officer (Principal Financial Officer)

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#### Report of Independent Registered Public Accounting Firm on **Financial Statement Schedule**

To the Board of Directors of ALLTEL Corporation:

Our audits of the consolidated financial statements, of management's assessment of the effectiveness of ALLTEL Corp. /s/ PricewaterhouseCoopers LLP

Little Rock, Arkansas,

February 10, 2005

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#### ALLTEL CORPORATION

SCHEDULE II VALUATION AND QUALIFYING ACCOUNTS

(Dollars in Millions)

Column A Column B Column C Column D

Colum

Notes:

(A) Accounts charged off net of recoveries of amounts previously written off. (B) During 2004, the Company record See Note 9 on pages F-66 to F-68 of the Financial Supplement, which is incorporated herein by reference, for additionate

#### **EXHIBIT INDEX**

Number and Name (2)(a) Agreement and Plan of Merger, dated as of January 9, 2005, by and among ALLTEL \* Incorporated herein by reference as indicated. \*\*\* Previously filed in ALLTEL's original 2004 Annual Report on F 30

#### EXHIBIT INDEX, Continued

Number and Name (10)(b)(1) Agreement by and between ALLTEL Corporation and Joe T. Ford effective as of \* Incorporated herein by reference as indicated. \*\*\* Previously filed in ALLTEL's original 2004 Annual Report on F 31

#### EXHIBIT INDEX, Continued

Number and Name (10)(c)(8) Change in Control Agreement by and between the Company and Sharilyn S. Gasa \* Incorporated herein by reference as indicated. \*\*\* Previously filed in ALLTEL's original 2004 Annual Report on F 32

#### EXHIBIT INDEX, Continued

Number and Name (10)(f)(10) ALLTEL Corporation 1999 Nonemployee Directors Stock Compensation Plan (a \* Incorporated herein by reference as indicated. \*\*\* Previously filed in ALLTEL's original 2004 Annual Report on F 33

#### EXHIBIT INDEX, Continued

Number and Name (10)(g)(10) ALLTEL Corporation 2001 Equity Incentive Plan (incorporated herein by refere \* Incorporated herein by reference as indicated. \*\*\* Previously filed in ALLTEL's original 2004 Annual Report on F 34

#### EXHIBIT INDEX, Continued

Number and Name (10)(k)(8) Amendment No. 7 to ALLTEL Corporation Pension Plan (January 1, 2001 Restat \* Incorporated herein by reference as indicated. \*\*\* Previously filed in ALLTEL's original 2004 Annual Report on F 35

#### EXHIBIT INDEX, Continued

Number and Name (10)(o)(4) Amendment No. 3 to ALLTEL Corporation 401(k) Plan (January 1, 2001 Restate \* Incorporated herein by reference as indicated. \*\*\* Previously filed in ALLTEL's original 2004 Annual Report on F 36

#### **ALLTEL CORPORATION**

FINANCIAL SUPPLEMENT TO ANNUAL REPORT ON FORM 10-K FOR THE YEAR ENDED DECEMBER 31, 2004

#### ALLTEL CORPORATION INDEX TO FINANCIAL SUPPLEMENT TO ANNUAL REPORT ON FORM 10-K

FOR THE YEAR ENDED DECEMBER 31, 2004 Management's Discussion and Analysis of Financial Cond for the years ended December 31, 2004, 2003 and 2002 F-43Consolidated Balance Sheets as of December 31, 2004 and 2003 F-44Consolidated Statements of Cash Flows for the years ended December 31, 2004, 2003 and 2002 F-45Consolidated Statements of Shareholders' Equity for the years ended December 31, 2004, 2003 and 2002 F-46Notes to Consolidated Financial Statements F-47 F-7 F-1

# MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPEN Executive Summary

ALLTEL Corporation ("ALLTEL" or the "Company") is a customer-focused communications company providing wire Wireless customer growth was strong as ALLTEL added more than 600,000 net customers during the year, most of Wireless service revenues increased 7 percent from 2003 driven by an 8 percent increase in retail revenues, reflecting Wireless segment income for 2004 increased 2 percent from a year ago, reflecting the growth in retail revenues not In its wireline business, ALLTEL added more than 90,000 high-speed data customers, increasing ALLTEL's DSL of ALLTEL maintained its strong financial position while returning more than \$1 billion in capital to shareholders. Do As further discussed under "Pending Acquisitions to be Completed in 2005", ALLTEL positioned its wireless business During 2005, the Company will continue to face significant challenges resulting from competition in the telecommunic F-2

#### **ACQUISITIONS**

Pending Acquisitions to be Completed During 2005

On January 9, 2005, ALLTEL entered into an Agreement and Plan of Merger (the "Merger Agreement") with Western On November 26, 2004, ALLTEL and Cingular Wireless LLC ("Cingular"), a joint venture between SBC Communicat Acquisitions Completed During 2004, 2003 and 2002

On December 1, 2004, ALLTEL completed the purchase of certain wireless assets from United States Cellular Corpor On August 29, 2003, ALLTEL purchased for \$22.8 million in cash a wireless property with a potential service area cov F-3

On August 1, 2002, ALLTEL completed its purchase of local telephone properties serving approximately 589,000 wire The accounts and results of operations of the acquired wireline and wireless properties discussed above are included in F-4

Service revenues increased \$218.2 million, or 3 percent, in 2004, primarily reflecting growth in ALLTEL's wireless cu The above increases in service revenues in 2004 were partially offset by lower wireless airtime, retail roaming and who Service revenues increased \$727.2 million, or 11 percent, in 2003. The acquisitions of wireless and wireline properties Product sales increased \$48.0 million, or 6 percent, in 2004 and \$140.3 million, or 21 percent, in 2003. The increase in F-5

Cost of services increased \$100.6 million, or 4 percent, in 2004 and \$234.6 million, or 12 percent, in 2003. The increase In addition to higher wireless network-related costs and increased wireless regulatory fees, cost of services for 2003 also Cost of products sold decreased \$32.0 million, or 3 percent, in 2004 and increased \$152.2 million, or 17 percent, in 2005 Selling, general, administrative and other operating expenses increased \$26.1 million, or 2 percent, in 2004 and \$201.1 Pension expense, which is included in both cost of services and selling, general, administrative and other expenses, decreased \$52.0 million, or 4 percent, in 2004 and \$152.2 million, or 14 percent F-6

Operating income increased \$23.6 million, or 1 percent, in 2004 and \$178.3 million, or 10 percent, in 2003. The increase in operating income in 2003 primarily reflected the nonacquistion-related growth in revenues and sales di Restructuring and Other Charges

A summary of the restructuring and other charges recorded in 2004 was as follows:

In January 2004, the Company announced its plans to reorganize its operations and support teams. During February 20 During the first quarter of 2004, ALLTEL recorded a \$2.3 million reduction in the liabilities associated with various re F-7

A summary of the restructuring and other charges recorded in 2003 was as follows:

During the second quarter of 2003, the Company recorded a restructuring charge of \$8.5 million consisting of severance A summary of the restructuring and other charges recorded in 2002 was as follows:

During the evaluation of its existing CLEC operations, ALLTEL determined that a business model that relied heavily of The \$12.6 million in lease and contract termination costs recorded in 2002 consisted of \$6.2 million, representing the eF-8

In connection with the purchase of wireline properties in Kentucky from Verizon and wireless properties from Century In conjunction with a product replacement program initiated by a vendor in 2001, the Company exchanged certain used As of December 31, 2004, the remaining unpaid liability related to the Company's integration and restructuring activition As indicated in the table above, non-operating income, net increased \$26.1 million, or 816 percent, in 2004 and non-operating income activities are resulting from the F-9

#### Interest Expense

Interest expense decreased \$26.1 million, or 7 percent, in 2004 and increased \$23.5 million, or 7 percent, in 2003. The Gain on Disposal of Assets, Write-Down of Investments and Other

In 2003, ALLTEL sold to Convergys certain assets and related liabilities, including selected customer contracts and ca In 2002, the Company recorded a pretax gain of \$22.1 million from the sale of a wireless property in Pennsylvania to V Income Taxes

Income tax expense decreased \$15.3 million, or 3 percent, in 2004 primarily due to tax benefits associated with the rev F-10

Primarily due to the tax benefits associated with the reversal of income tax contingency reserves and the allowance of a Net Income and Earnings per Share from Continuing Operations

Net income from continuing operations increased \$73.2 million, or 8 percent, in 2004 and \$103.4 million, or 12 percent Discontinued Operations

On April 1, 2003, ALLTEL completed the sale of the financial services division of its information services subsidiary, In January 2003, ALLTEL completed the termination of its business venture with Bradford & Bingley Group. The business table includes certain summary income statement information related to the financial services operations. The income tax benefit recorded in 2004 included the reversal of \$15.1 million of federal income tax contingency reserved.

The depreciation of long-lived assets related to the financial services division ceased as of January 28, 2003, the date of Included in operating expenses for 2002 was a \$42.3 million charge associated with discontinuing the Company's busing Cumulative Effect of Accounting Change

Except for certain wireline subsidiaries as further discussed below, the Company adopted Statement of Financial Accordance Valuated the effects of SFAS No. 143 on its operations and has determined that, for telecommunications In accordance with federal and state regulations, depreciation expense for the Company's wireline operations has histor Average Common Shares Outstanding

The average number of common shares outstanding decreased one percent in 2004 compared to a slight increase in a F-12
RESULTS OF OPERATIONS BY BUSINESS SEGMENT
Communications-Wireless Operations
(Dollars in millions, customers in thousands)
2004
2003
2002

Service revenues
\$
4,791.2
\$
4,466.5
\$
3,999.2

Product sales
286.9

161.0

Revenues and sales:



536.7
430.6
Selling, general, administrative and other
1,201.8
1,154.9
958.0
Depreciation and amortization
738.8
671.0
577.6
Total costs and expenses
4,057.9
3,730.4

3,212.3

Segment income			
\$			
1,020.2			
\$ 998.0			
\$ 947.9			
Customers			
8,626.5			
8,023.4			
7,601.6			
Average custome:	rs		
8,295.9			
•			
7,834.5			
7,095.5			

Gross customer additions (a)
2,812.7
2,856.8
3,157.0
Net customer additions (a)
603.1
421.8
1,032.5
Market penetration
13.8%
13.3%
12.9%
Postpay customer churn
1.74%
2.09%

2.23%

Total churn
2.23%
2.59%
2.50%
Retail minutes of use per customer per month (b)
494
375
309
Retail revenue per customer per month (c)
\$44.39
\$43.39
\$42.90
Average revenue per customer per month (d)
\$48.13
\$47.51
\$46.97
Cost to acquire a new customer (e)

\$315 \$308 \$304

#### Notes to Communications-Wireless Operations Table:

- (a) Includes the effects of acquisitions and dispositions. Excludes reseller customers for all periods presented. (b) I
- (d) Average revenue per customer per month is calculated by dividing wireless service revenues by average customer F-13

During 2004, the total number of wireless customers served by ALLTEL increased by more than 600,000 customers, o The level of customer growth in 2005 will be dependent upon the Company's ability to attract new customers in an increased Company continues to focus its efforts on lowering postpay customer churn (average monthly rate of customer dis Wireless revenues and sales increased \$349.7 million, or 7 percent, in 2004 and \$568.2 million, or 14 percent, in 2003. F-14

received FCC approval for five non-rural ETC applications and obtained approval of its petitions from state commission. Service revenue growth in 2004 and 2003 attributable to increased access revenues from customer growth, additional reprimarily driven by growth in average monthly retail minutes of use, increased sales of higher-priced postpay rate plant Product sales increased \$25.0 million, or 10 percent, in 2004 and \$100.9 million, or 63 percent, in 2003. The increase increased \$175.8 million, or 13 percent, in 2004 and \$121.7 million, or 10 percent, in 2003. The increased of products sold increased \$37.0 million, or 7 percent, in 2004 and \$106.1 million, or 25 percent, in 2003. The increased \$175.8 million, or 10 percent, in 2004 and \$106.1 million, or 25 percent, in 2003. The increased \$175.8 million, or 10 percent, in 2004 and \$106.1 million, or 25 percent, in 2003. The increased \$175.8 million, or 10 percent, in 2004 and \$106.1 million, or 25 percent, in 2003.

customers to newer wireless technologies as part of ALLTEL's customer retention efforts, partially offset by the effects Selling, general, administrative and other expenses increased \$46.9 million, or 4 percent, in 2004 and \$196.9 million, or Depreciation and amortization expense increased \$67.8 million, or 10 percent, in 2004 and \$93.4 million, or 16 percent Primarily as a result of growth in revenues and sales discussed above, wireless segment income increased \$22.2 million Cost to acquire a new customer is used to measure the average cost of adding a new customer and represents sales, marked F-16

Set forth below is a summary of the restructuring and other charges related to the wireless operations that were not incl. Regulatory Matters-Wireless Operations

ALLTEL is subject to regulation by the FCC as a provider of Commercial Mobile Radio Services ("CMRS"). The Tele CMRS providers in the top 100 markets were required by the FCC to implement by November 24, 2003 (and, for all of Wireless service providers are required by the FCC to provide enhanced 911 emergency service ("E-911") in a two-pha F-17

In phase two, CMRS carriers like ALLTEL have opted for a handset-based solution must determine, for originated call To ensure affordable access to telecommunications services throughout the United States, the FCC and many state communication by the FCC and various state commissions. In September 2004, the FCC, in conjunction with the Federal/State Joint Board on Universal Service, is considering changes to the USF properties.

The FCC mandated that, effective October 1, 2004, the Universal Service Administrative Company ("USAC") must be In October 2003, the FCC issued an order adopting rules that allow CMRS licensees to lease spectrum to others. The F The Communications Assistance for Law Enforcement Act ("CALEA") requires wireless and wireline carriers to ensur Notes:

(a) Average revenue per customer per month is calculated by dividing total wireline revenues by average access lines Wireline operations consist of ALLTEL's Incumbent Local Exchange Carrier ("ILEC"), CLEC and Internet operations. F-19

The Company expects the number of access lines served by its wireline operations to continue to be adversely affected To slow the decline of revenue during 2005, the Company will continue to emphasize sales of enhanced services and b Local service revenues decreased \$21.1 million, or 2 percent, in 2004 and increased \$118.9 million, or 12 percent, in 2 Network access and long-distance revenues decreased \$7.6 million, or 1 percent, in 2004 and increased \$112.0 million Miscellaneous revenues primarily consist of charges for Internet services, directory advertising, customer premise equi F-20

In addition to the effects of the acquisition, miscellaneous revenues in 2003 also reflected growth in revenues derived for Primarily due to the DSL customer growth and increased sales of enhanced products and services, average revenue per Cost of services decreased \$32.9 million, or 4 percent, in 2004 and increased \$92.1 million, or 14 percent, in 2003. Cost of products sold decreased slightly in 2004 and increased \$4.3 million, or 17 percent, in 2003. The decrease in 20 Selling, general, administrative and other expenses decreased \$15.1 million, or 6 percent, in 2004 and increased \$8.2 m Depreciation and amortization expense decreased \$10.0 million, or 2 percent, in 2004 and increased \$60.9 million, or 1 Wireline segment income increased \$42.1 million, or 5 percent, in 2004 and \$90.9 million, or 11 percent, in 2003. The F-21

Set forth below is a summary of the restructuring and other charges related to the wireline operations that were not incl. Regulatory Matters-Wireline Operations

Except for the Kentucky properties acquired in 2002 and the Nebraska operations acquired in 1999, ALLTEL's ILEC Although the Company believes that the application of SFAS No. 71 continues to be appropriate, it is possible that cha Most states in which ALLTEL's ILEC subsidiaries operate have adopted alternatives to rate-of-return regulation, either A number of carriers have begun offering voice telecommunications services utilizing Internet protocol as the underlying F-22

traditional telephony services, and the distinctions between different types of IP-enabled services. The FCC indicated t Although the FCC's rulemaking regarding IP-enabled services remains pending, the FCC has adopted three orders esta