

On January 1, 2018, Comcast implemented certain reporting changes on a retrospective basis, as summarized below. Financial information included in these trending schedules for 2016 and 2017 has been adjusted to include the following changes:

Adoption of New Revenue Recognition Standard

Effective January 1, 2018, we adopted the new accounting standard related to revenue recognition. The adoption of the new standard did not have a material impact to our consolidated financial position or results of operations. A summary of the changes implemented in 2018 in connection with the new standard are presented below.

Changes to Presentation of Revenue and Related Costs

- Bundle Allocations: Revenue from our residential video services in our Cable Communications segment decreased with corresponding increases to high-speed Internet and voice revenue due to a change in the allocation of revenue among our cable services included in a bundle that are purchased at a discount.
- Reclass Franchise and Regulatory Fees: Revenue from franchise and other regulatory fees, which was previously presented in other revenue, is now presented with the corresponding cable services in our Cable Communications segment. This resulted primarily in increases to video, voice and business services revenue.
- Reclass Late Fees: Residential customer late fees in our Cable Communications segment are now presented in other revenue. These fees were previously presented as a reduction to other operating costs and expenses.
- Reclass Certain Cable Communications Costs: Certain costs, including costs related to the fulfillment of contracts with customers, in our Cable Communications segment are now presented as other assets and the related costs are recognized over time in operating costs and expenses. These amounts were previously presented as intangible assets, and the expenses were previously presented in amortization expense. The payments related to these assets are now presented in net cash provided by operating activities rather than in cash paid for intangible assets in our consolidated statement of cash flows.

Changes to the Timing of Recognition of Revenue and Related Costs

- Installation revenue and commission expenses in our Cable Communications segment are now recognized as revenue and costs, respectively, over a period of time. These amounts were previously recognized immediately.
- Content licensing revenue associated with renewals or extensions of existing program licensing agreements in our Cable Networks, Broadcast Television and Filmed Entertainment segments are now recognized as revenue when the licensed content becomes available under the renewal or extension. These renewals or extensions were previously recognized as revenue when the agreement was executed.

Revised Definition of Free Cash Flow

Beginning in the first quarter 2018, we have implemented changes that simplify our definition of Free Cash Flow to the following: Net Cash Provided by Operating Activities (as stated in our Consolidated Statement of Cash Flows) reduced by capital expenditures and cash paid for intangible assets. From time to time, we may exclude from Free Cash Flow the impact of certain cash receipts or payments (such as significant legal settlements) that affect period-to-period comparability. Consistent with our previous definition, cash payments for acquisitions and construction of real estate properties are presented separately in our Consolidated Statement of Cash Flows and are therefore excluded from capital expenditures for Free Cash Flow. Following this change, our new definition of Free Cash Flow no longer adjusts for, among other things, the effects of economic stimulus packages, distributions to noncontrolling interests and dividends for redeemable preferred stock and certain nonoperating items.

Other

To be consistent with our current management reporting presentation, certain 2016 and 2017 operating results were reclassified within the Cable Communications segment, mainly the presentation of certain revenue from our advanced advertising businesses in the advertising revenue line. These revenues were previously included in other revenue.

Consolidated Revenue¹ (As Revised March 19, 2018)



	2016					2017				
	10	20	3Q	4Q	FY	10	2Q	3Q	4Q	FY
Video ²	\$5,515	\$5,562	\$5,543	\$5,584	\$22,204	\$5,706	\$5,740	\$5,760	\$5,668	\$22,874
High-Speed Internet	\$3,504	\$3,578	\$3,623	\$3,716	\$14,421	\$3,842	\$3,898	\$3,942	\$3,999	\$15,681
Voice	\$1,034	\$1,042	\$1,040	\$1,043	\$4,159	\$1,034	\$1,034	\$1,013	\$1,009	\$4,090
Business Services	\$1,357	\$1,406	\$1,447	\$1,495	\$5,705	\$1,543	\$1,585	\$1,629	\$1,680	\$6,437
Advertising ³	\$576	\$623	\$664	\$763	\$2,626	\$554	\$626	\$594	\$676	\$2,450
Other ⁴	\$359	\$360	\$366	\$377	\$1,462	\$371	\$374	\$401	\$392	\$1,538
Total Cable Communications	\$12,345	\$12,571	\$12,683	\$12,978	\$50,577	\$13,050	\$13,257	\$13,339	\$13,424	\$53,070
Advertising	\$851	\$914	\$943	\$858	\$3,566	\$826	\$906	\$787	\$878	\$3,397
Distribution	\$1,438	\$1,434	\$1,772	\$1,434	\$6,078	\$1,562	\$1,550	\$1,533	\$1,531	\$6,176
Content Licensing and Other	\$164	\$217	\$226	\$209	\$816	\$252	\$240	\$283	\$282	\$1,057
Total Cable Networks	\$2,453	\$2,565	\$2,941	\$2,501	\$10,460	\$2,640	\$2,696	\$2,603	\$2,691	\$10,630
Advertising	\$1,275	\$1,285	\$2,281	\$1,993	\$6,834	\$1,279	\$1,270	\$1,241	\$1,864	\$5,654
Content Licensing	\$473	\$468	\$364	\$532	\$1,837	\$503	\$523	\$432	\$656	\$2,114
Distribution and Other	\$319	\$330	\$442	\$323	\$1,414	\$426	\$448	\$452	\$469	\$1,795
Total Broadcast Television	\$2,067	\$2,083	\$3,087	\$2,848	\$10,085	\$2,208	\$2,241	\$2,125	\$2,989	\$9,563
Theatrical	\$236	\$297	\$700	\$327	\$1,560	\$651	\$837	\$515	\$189	\$2,192
Content Licensing	\$641	\$587	\$583	\$707	\$2,518	\$734	\$684	\$662	\$876	\$2,956
Home Entertainment	\$258	\$228	\$251	\$445	\$1,182	\$286	\$334	\$299	\$368	\$1,287
Other	\$218	\$209	\$226	\$316	\$969	\$296	\$287	\$277	\$300	\$1,160
Total Filmed Entertainment	\$1,353	\$1,321	\$1,760	\$1,795	\$6,229	\$1,967	\$2,142	\$1,753	\$1,733	\$7,595
Theme Parks	\$1,026	\$1,136	\$1,440	\$1,344	\$4,946	\$1,118	\$1,314	\$1,550	\$1,461	\$5,443
Headquarters, Other and Eliminations	(\$86)	(\$76)	(\$84)	(\$76)	(\$322)	(\$80)	(\$75)	(\$55)	(\$71)	(\$281)
Total NBCUniversal	\$6,813	\$7,029	\$9,144	\$8,412	\$31,398	\$7,853	\$8,318	\$7,976	\$8,803	\$32,950
Corporate, Other and Eliminations	(\$274)	(\$279)	(\$417)	(\$269)	(\$1,239)	(\$316)	(\$289)	(\$234)	(\$152)	(\$991)
Total Consolidated Revenue	\$18,884	\$19,321	\$21,410	\$21,121	\$80,736	\$20,587	\$21,286	\$21,081	\$22,075	\$85,029

Consolidated Operating Costs and Expenses and Adjusted EBITDA¹ (As Revised March 19, 2018)



		2016						2017		
	10	20	3Q	4Q	FY	10	2Q	3Q	4Q	FY
Operating Costs and Expenses 5										
Programming	\$2,891	\$2,863	\$2,905	\$2,917	\$11,576	\$3,228	\$3,206	\$3,264	\$3,209	\$12,907
Advertising, Marketing and Promotion	\$877	\$900	\$971	\$926	\$3,674	\$895	\$932	\$952	\$932	\$3,711
Technical and Product Support ⁶	\$1,495	\$1,524	\$1,573	\$1,615	\$6,207	\$1,530	\$1,549	\$1,602	\$1,612	\$6,293
Customer Service	\$628	\$613	\$628	\$612	\$2,481	\$619	\$605	\$626	\$598	\$2,448
Franchise and Other Regulatory Fees	\$382	\$386	\$389	\$393	\$1,550	\$399	\$399	\$398	\$393	\$1,589
Other ⁷	\$1,205	\$1,256	\$1,266	\$1,348	\$5,075	\$1,205	\$1,273	\$1,281	\$1,295	\$5,054
Total Cable Communications	\$7,478	\$7,542	\$7,732	\$7,811	\$30,563	\$7,876	\$7,964	\$8,123	\$8,039	\$32,002
Programming and Production	\$1,058	\$1,194	\$1,572	\$1,108	\$4,932	\$1,083	\$1,197	\$1,219	\$1,171	\$4,670
Other Operating and Administrative	\$308	\$312	\$344	\$345	\$1,309	\$321	\$325	\$343	\$365	\$1,354
Advertising, Marketing and Promotion	\$132	\$115	\$133	\$133	\$513	\$121	\$119	\$135	\$156	\$531
Total Cable Networks	\$1,498	\$1,621	\$2,049	\$1,586	\$6,754	\$1,525	\$1,641	\$1,697	\$1,692	\$6,555
Programming and Production	\$1,353	\$1,279	\$2,205	\$2,112	\$6,949	\$1,432	\$1,352	\$1,340	\$2,316	\$6,440
Other Operating and Administrative	\$318	\$335	\$370	\$358	\$1,381	\$336	\$349	\$336	\$370	\$1,391
Advertising, Marketing and Promotion	\$119	\$95	\$133	\$115	\$462	\$118	\$124	\$133	\$106	\$481
Total Broadcast Television	\$1,790	\$1,709	\$2,708	\$2,585	\$8,792	\$1,886	\$1,825	\$1,809	\$2,792	\$8,312
Programming and Production	\$603	\$613	\$782	\$883	\$2,881	\$863	\$1,076	\$773	\$788	\$3,500
Other Operating and Administrative	\$207	\$220	\$309	\$350	\$1,086	\$325	\$329	\$282	\$324	\$1,260
Advertising, Marketing and Promotion	\$385	\$440	\$325	\$450	\$1,600	\$408	\$450	\$315	\$386	\$1,559
Total Filmed Entertainment	\$1,195	\$1,273	\$1,416	\$1,683	\$5,567	\$1,596	\$1,855	\$1,370	\$1,498	\$6,319
Theme Parks	\$651	\$667	\$734	\$704	\$2,756	\$721	\$763	\$775	\$800	\$3,059
Headquarters, Other and Eliminations	\$73	\$99	\$100	\$94	\$366	\$106	\$160	\$68	\$130	\$464
Total NBCUniversal	\$5,207	\$5,369	\$7,007	\$6,652	\$24,235	\$5,834	\$6,244	\$5,719	\$6,912	\$24,709
Corporate, Other and Eliminations ⁵	(\$130)	\$3	(\$120)	(\$72)	(\$319)	(\$133)	\$3	\$106	\$386	\$362
Total Consolidated Operating Costs and Expenses	\$12,555	\$12,914	\$14,619	\$14,391	\$54,479	\$13,577	\$14,211	\$13,948	\$15,337	\$57,073
Adjusted EBITDA ⁸										
Total Cable Communications	\$4,867	\$5,029	\$4,951	\$5,167	\$20,014	\$5,174	\$5,293	\$5,216	\$5,385	\$21,068
Cable Networks	\$955	\$944	\$892	\$915	\$3,706	\$1,115	\$1,055	\$906	\$999	\$4,075
Broadcast Television	\$277	\$374	\$379	\$263	\$1,293	\$322	\$416	\$316	\$197	\$1,251
Filmed Entertainment	\$158	\$48	\$344	\$112	\$662	\$371	\$287	\$383	\$235	\$1,276
Theme Parks	\$375	\$469	\$706	\$640	\$2,190	\$397	\$551	\$775	\$661	\$2,384
Headquarters, Other and Eliminations	(\$159)	(\$175)	(\$184)	(\$170)	(\$688)	(\$186)	(\$235)	(\$123)	(\$201)	(\$745)
Total NBCUniversal	\$1,606	\$1,660	\$2,137	\$1,760	\$7,163	\$2,019	\$2,074	\$2,257	\$1,891	\$8,241
Corporate, Other and Eliminations	(\$144)	(\$282)	(\$297)	(\$197)	(\$920)	(\$183)	(\$292)	(\$340)	(\$538)	(\$1,353)
Total Consolidated Adjusted EBITDA	\$6,329	\$6,407	\$6,791	\$6,730	\$26,257	\$7,010	\$7,075	\$7,133	\$6,738	\$27,956

Consolidated Depreciation and Amortization Expense and Other and Operating Income¹ (As Revised March 19, 2018)



			2016	2017						
	10	20	3Q	4Q	FY	10	20	3Q	4Q	FY
Depreciation and Amortization Expense and Other ⁹										
Total Cable Communications	\$1,811	\$1,871	\$1,896	\$1,960	\$7,538	\$1,946	\$1,967	\$2,015	\$2,078	\$8,006
Cable Networks	\$190	\$187	\$184	\$185	\$746	\$214	\$181	\$179	\$181	\$755
Broadcast Television ⁹	\$32	\$29	\$28	\$36	\$125	\$32	\$31	(\$304)	\$38	(\$203)
Filmed Entertainment	\$7	\$13	\$13	\$14	\$47	\$22	\$25	\$32	\$30	\$109
Theme Parks	\$98	\$145	\$130	\$139	\$512	\$142	\$186	\$166	\$154	\$648
Headquarters, Other and Eliminations	\$87	\$91	\$91	\$106	\$375	\$98	\$97	\$97	\$103	\$395
Total NBCUniversal	\$414	\$465	\$446	\$480	\$1,805	\$508	\$520	\$170	\$506	\$1,704
Corporate, Other and Eliminations ⁹	\$21	\$20	\$21	\$21	\$83	\$14	\$20	\$169	\$25	\$228
Total Consolidated Depreciation and Amortization Expense and Other	\$2,246	\$2,356	\$2,363	\$2,461	\$9,426	\$2,468	\$2,507	\$2,354	\$2,609	\$9,938
Operating Income										
Total Cable Communications	\$3,056	\$3,158	\$3,055	\$3,207	\$12,476	\$3,228	\$3,326	\$3,201	\$3,307	\$13,062
Cable Networks	\$765	\$757	\$708	\$730	\$2,960	\$901	\$874	\$727	\$818	\$3,320
Broadcast Television	\$245	\$345	\$351	\$227	\$1,168	\$290	\$385	\$620	\$159	\$1,454
Filmed Entertainment	\$151	\$35	\$331	\$98	\$615	\$349	\$262	\$351	\$205	\$1,167
Theme Parks	\$277	\$324	\$576	\$501	\$1,678	\$255	\$365	\$609	\$507	\$1,736
Headquarters, Other and Eliminations	(\$246)	(\$266)	(\$275)	(\$276)	(\$1,063)	(\$284)	(\$332)	(\$220)	(\$304)	(\$1,140)
Total NBCUniversal	\$1,192	\$1,195	\$1,691	\$1,280	\$5,358	\$1,511	\$1,554	\$2,087	\$1,385	\$6,537
Corporate, Other and Eliminations	(\$165)	(\$302)	(\$318)	(\$218)	(\$1,003)	(\$197)	(\$312)	(\$509)	(\$563)	(\$1,581)
Total Consolidated Operating Income	\$4,083	\$4,051	\$4,428	\$4,269	\$16,831	\$4,542	\$4,568	\$4,779	\$4,129	\$18,018

Cable Communications: Customer Metrics (As Revised March 19, 2018)

(Customers in thousands, except per customer data; unaudited)



(Customers in thousands, except per customer data; unaudited)			2016					2017		
	10	2Q	3Q	4Q	FY	10	2Q	3Q	4Q	FY
Homes and Businesses Passed ¹⁰	55,910	56,062	56,235	56,434	56,434	56,557	56,839	57,013	57,225	57,225
Video										
Video Residential Customers ¹¹	21,422	21,401	21,420	21,488	21,488	21,520	21,475	21,341	21,303	21,303
Video Business Services Customers	978	994	1,007	1,019	1,019	1,030	1,040	1,049	1,054	1,054
Total Video Customers	22,400	22,396	22,428	22,508	22,508	22,549	22,516	22,390	22,357	22,357
Total Video Penetration of Homes and Businesses Passed ¹²	40.1%	39.9%	39.9%	39.9%	39.9%	39.9%	39.6%	39.3%	39.1%	39.1%
Video Residential Net Additions (Losses)	37	(21)	19	68	103	32	(45)	(134)	(38)	(186)
Video Business Services Net Additions (Losses)	16	17	13	12	57	10	11	9	5	35
Total Video Net Additions (Losses)	53	(4)	32	80	161	42	(34)	(125)	(33)	(151)
Total Advanced Services Customers ¹³	14,158	14,356	14,500	14,761	14,761	14,918	14,994	14,979	15,029	15,029
Advanced Services Penetration of Total Video Customers	63.2%	64.1%	64.7%	65.6%	65.6%	66.2%	66.6%	66.9%	67.2%	67.2%
High-Speed Internet (HSI)										
HSI Residential Customers ¹¹	22,013	22,189	22,477	22,827	22,827	23,224	23,364	23,546	23,863	23,863
HSI Business Services Customers	1,754	1,797	1,839	1,874	1,874	1,907	1,942	1,974	2,006	2,006
Total HSI Customers	23,767	23,987	24,316	24,701	24,701	25,131	25,306	25,519	25,869	25,869
Total HSI Penetration of Homes and Businesses Passed ¹²	42.5%	42.8%	43.2%	43.8%	43.8%	44.4%	44.5%	44.8%	45.2%	45.2%
HSI Residential Net Additions (Losses)	403	176	288	350	1,218	397	140	182	318	1,036
HSI Business Services Net Additions (Losses)	35	43	41	36	155	32	35	32	32	132
Total HSI Net Additions (Losses)	438	220	330	385	1,373	429	175	214	350	1,168
Voice										
Voice Residential Customers	10,516	10,551	10,527	10,546	10,546	10,520	10,470	10,351	10,316	10,316
Voice Business Services Customers	1,061	1,090	1,116	1,140	1,140	1,162	1,189	1,214	1,236	1,236
Total Voice Customers	11,577	11,641	11,643	11,687	11,687	11,681	11,659	11,565	11,552	11,552
Total Voice Penetration of Homes and Businesses Passed ¹²	20.7%	20.8%	20.7%	20.7%	20.7%	20.7%	20.5%	20.3%	20.2%	20.2%
Voice Residential Net Additions (Losses)	80	35	(24)	20	110	(27)	(50)	(119)	(35)	(231)
Voice Business Services Net Additions (Losses)	22	29	26	24	101	22	27	25	22	96
Total Voice Net Additions (Losses)	102	64	2	44	211	(5)	(22)	(94)	(13)	(135)
Security and Automation										
Security and Automation Customers	668	737	815	891	891	957	1,028	1,079	1,131	1,131
Security and Automation Penetration of Homes and Businesses Passed ¹²	1.2%	1.3%	1.4%	1.6%	1.6%	1.7%	1.8%	1.9%	2.0%	2.0%
Security and Automation Net Additions (Losses)	56	70	78	76	279	66	71	51	52	239
Customer Relationships ¹⁴										
Residential Customer Relationships	26,065	26,138	26,312	26,533	26,533	26,797	26,874	26,957	27,168	27,168
Business Services Customer Relationships	1,921	1,964	2,006	2,044	2,044	2,078	2,115	2,146	2,179	2,179
Customer Relationships	27,986	28,101	28,318	28,577	28,577	28,875	28,989	29,104	29,347	29,347
Customer Relationships Net Additions (Losses)	271	116	217	259	862	297	114	115	243	770
Average Monthly Total Revenue per Customer Relationship ¹	\$147.76	\$149.41	\$149.86	\$152.07	\$149.75	\$151.43	\$152.74	\$153.08	\$153.11	\$152.70
Residential Customer Relationships Mix and Penetration ¹⁵										
Single Product Customers	7,681	7,671	7,722	7,756	7,756	7,861	7,931	8,055	8,196	8,196
Double Product Customers	8,572	8,585	8,682	8,797	8,797	8,938	8,945	8,983	9,056	9,056
Triple and Quad Product Customers	9,812	9,882	9,908	9,980	9,980	9,998	9,998	9,919	9,916	9,916
Single Product Penetration	29.5%	29.3%	29.3%	29.2%	29.2%	29.3%	29.5%	29.9%	30.2%	30.2%
Double Product Penetration	32.9%	32.8%	33.0%	33.2%	33.2%	33.4%	33.3%	33.3%	33.3%	33.3%
Triple and Quad Product Penetration	37.6%	37.8%	37.7%	37.6%	37.6%	37.3%	37.2%	36.8%	36.5%	36.5%

See additional notes on page 7. Minor differences may exist due to rounding.

Consolidated Capital Expenditures (As Revised March 19, 2018)



	2016					2017				
	10	2Q	3Q	4Q	FY	10	2Q	3Q	4Q	FY
Customer Premise Equipment (CPE) ¹⁶	\$868	\$927	\$1,039	\$831	\$3,665	\$956	\$842	\$847	\$692	\$3,337
Scalable Infrastructure ¹⁷	\$351	\$464	\$488	\$524	\$1,827	\$437	\$591	\$644	\$697	\$2,369
Line Extensions ¹⁸	\$230	\$296	\$329	\$353	\$1,208	\$282	\$340	\$361	\$384	\$1,367
Support Capital ¹⁹	\$127	\$194	\$188	\$387	\$896	\$106	\$183	\$209	\$381	\$879
Total Cable Communications Capital Expenditures ²⁰	\$1,576	\$1,881	\$2,044	\$2,095	\$7,596	\$1,781	\$1,956	\$2,061	\$2,154	\$7,952
Percent of Total Cable Communications Revenue ¹	12.8%	15.0%	16.1%	16.1%	15.0%	13.6%	14.8%	15.4%	16.0%	15.0%
Total NBCUniversal Capital Expenditures	\$295	\$360	\$336	\$461	\$1,452	\$285	\$338	\$354	\$525	\$1,502
Corporate, Other and Eliminations Capital Expenditures	\$14	\$30	\$26	\$17	\$87	\$12	\$33	\$19	\$32	\$96
Total Consolidated Capital Expenditures	\$1,885	\$2,271	\$2,406	\$2,573	\$9,135	\$2,078	\$2,327	\$2,434	\$2,711	\$9,550

Consolidated Free Cash Flow and Return of Capital to Shareholders (As Revised March 19, 2018)

(\$ and shares in millions, except per share data; unaudited)



	2016					2017				
	10	2Q	3Q	4Q	FY	10	20	3Q	4Q	FY
Free Cash Flow ²¹										
Adjusted EBITDA ¹	\$6,329	\$6,407	\$6,791	\$6,730	\$26,257	\$7,010	\$7,075	\$7,133	\$6,738	\$27,956
Capital Expenditures	(\$1,885)	(\$2,271)	(\$2,406)	(\$2,573)	(\$9,135)	(\$2,078)	(\$2,327)	(\$2,434)	(\$2,711)	(\$9,550)
Cash Paid for Capitalized Software and Other Intangible Assets ¹	(\$346)	(\$328)	(\$389)	(\$489)	(\$1,552)	(\$385)	(\$386)	(\$365)	(\$469)	(\$1,605)
Cash Interest Expense	(\$723)	(\$512)	(\$808)	(\$522)	(\$2,565)	(\$895)	(\$477)	(\$905)	(\$543)	(\$2,820)
Cash Taxes	(\$190)	(\$1,495)	(\$1,031)	(\$977)	(\$3,693)	(\$132)	(\$2,077)	(\$1,206)	(\$642)	(\$4,057)
Changes in Operating Assets and Liabilities ¹	(\$252)	(\$283)	(\$1,010)	\$141	(\$1,404)	(\$589)	\$327	\$83	(\$367)	(\$546)
Noncash Share-Based Compensation	\$153	\$178	\$164	\$145	\$640	\$173	\$218	\$203	\$157	\$751
Other ²²	\$50	\$69	\$52	\$285	\$456	\$58	\$58	(\$200)	\$61	(\$23)
Adjustments ²³	\$0	\$0	\$146	\$0	\$146	\$0	\$0	\$0	(\$325)	(\$325)
Total Consolidated Free Cash Flow	\$3,136	\$1,765	\$1,509	\$2,740	\$9,150	\$3,162	\$2,411	\$2,309	\$1,899	\$9,781
Return of Capital to Shareholders										
Dividends	\$611	\$670	\$663	\$658	\$2,601	\$657	\$747	\$743	\$736	\$2,883
Share Repurchases	\$1,249	\$1,136	\$1,377	\$1,238	\$5,000	\$750	\$1,381	\$1,684	\$1,185	\$5,000
Total Return of Capital to Shareholders	\$1,860	\$1,806	\$2,040	\$1,896	\$7,601	\$1,407	\$2,128	\$2,427	\$1,921	\$7,883
Diluted Weighted-Average Number of Common Shares ²⁴										
Diluted Weighted-Average Number of Common Shares	4,925	4,891	4,861	4,820	4,875	4,832	4,809	4,777	4,729	4,786

(As Revised March 19, 2018)



- 1) Effective January 1, 2018, we adopted the new accounting standard related to revenue recognition. In connection with the adoption, we implemented changes in classification for our Cable Communications segment's Video, High-Speed Internet, Voice, Business Services and Other revenues and costs and expenses. In addition, the new guidance impacted the timing of recognition for Cable Communications installation revenue and commissions expense, and Cable Networks, Broadcast Television and Filmed Entertainment content licensing renewals and extensions. These changes affected Operating Income and Adjusted EBITDA for Comcast Consolidated and the Cable Communications, Cable Networks, Broadcast Television and Filmed Entertainment segments. The adoption did not impact Consolidated Free Cash Flow, however Cash Paid for Capitalized Software and Other Intangible Assets, and Changes in Operating Assets and Liabilities were affected. We adopted the guidance using the full retrospective method and all periods presented have been adjusted. See Basis of Presentation for further details.
- 2) Cable Communications Video Revenue consists of our residential digital, premium, pay-per-view, equipment services, video installation and franchise fee revenue.
- 3) Cable Communications Advertising Revenue includes revenue from the sale of advertising and from our advanced advertising businesses.
- 4) Cable Communications Other Revenue includes revenues from our security and automation business and our digital media center, commissions from electronic retailing networks, and fees for other services.
- 5) Operating costs and expenses represent total costs and expenses excluding depreciation and amortization expense and other operating gains. Corporate, Other and Eliminations excludes a charge of \$250 million related to a legal settlement in the third quarter 2017 as this amount is excluded from Adjusted EBITDA.
- 6) Technical and Product Support includes the labor costs to complete service calls, installations and related support, as well as network engineering and maintenance.
- 7) Other includes administrative personnel costs and other business support costs including building and office expenses, taxes, billing costs and bad debt.
- 8) We define Adjusted EBITDA as net income attributable to Comcast Corporation before net (income) loss attributable to noncontrolling interests and redeemable subsidiary preferred stock, income tax benefit (expense), other income (expense) items, net, depreciation and amortization expense, and other operating gains, and excluding impairment charges related to fixed and intangible assets and gains or losses on the sale of long-lived assets, if any. From time to time we may exclude from Adjusted EBITDA the impact of certain events, gains, losses or other charges (such as significant legal settlements) that affect the period-to-period comparability of our operating performance.
- 9) Other represents other operating gains in our consolidated statement of income and a charge related to a legal settlement. In the third quarter 2017, other operating gains included a pretax gain of \$337 million related to NBCUniversal's relinquishment of spectrum rights in our Broadcast Television segment and a pretax gain of \$105 million related to the sale of a business in Corporate and Other. A pretax charge of \$250 million related to a legal settlement is included in Corporate and Other as it is excluded from Adjusted EBITDA for the third quarter 2017.
- 10) Homes and businesses are considered passed if we can connect them to our distribution system without further extending the transmission lines. Homes and businesses passed is an estimate based on the best available information.
- 11) Residential video and high-speed Internet customers as of fourth quarter 2017 included prepaid customers totaling 3,000 and 60,000, respectively.
- 12) Penetration is calculated by dividing the number of customers by the number of homes and businesses passed.
- 13) Advanced Services Customers subscribe to DVR and/or HDTV services.
- 14) Beginning in first quarter 2017, Customer Relationships represent the number of residential and business customers that subscribe to at least one of our four primary services of video, high-speed Internet, voice, and security and automation. All periods presented have been adjusted for the inclusion of our Security and Automation customers.
- 15) Single Product Customers, Double Product Customers, and Triple and Quad Product Customers represent residential customers that subscribe to one, two, or three and four of our primary services, respectively. Customer Relationship Penetrations represent the number of residential Single Product Customers, Double Product Customers, and Triple and Quad Product Customers divided by the total number of Residential Customer Relationships.
- 16) Customer premise equipment (CPE): Costs to purchase and install new equipment in order for residential and business customers to receive our services. CPE includes the costs of acquiring and installing our video set-top boxes, Internet, voice, and security and automation equipment, as well as the cost of connecting a customer to the closest point of the network. Costs associated with all subsequent disconnects and reconnects are expensed as incurred.
- 17) Scalable infrastructure: Costs, other than CPE or line extensions, to support the growth of customer relationships and customers receiving additional services, secure additional bandwidth and provide service enhancements, including equipment for headends. Costs associated with plant replacements and relocation (upgrades/rebuilds) are also included in this category.
- 18) Line extensions: Costs associated with entering new service areas. These costs include fiber and coaxial extensions.
- 19) Support capital: All other non-network and non-CPE related costs required for day-to-day operations, including land, buildings, vehicles, office equipment, tools and test equipment
- 20) Total Cable Communications capital expenditures include residential and business services. Business services capital expenditures include direct costs to secure new business services customers, such as fiber and coaxial extensions, electronics, CPE and network investments.

Business Serv	ices Capital	Expenditures

		2016		
10	2Q	3Q	4Q	FY
\$245	\$300	\$329	\$324	\$1,198

		2017		
10	2Q	3Q	4Q	FY
\$268	\$330	\$353	\$375	\$1,326

- 21) Beginning in the first quarter of 2018, we revised our definition of Free Cash Flow. The prior period amounts have been adjusted to reflect this change. See Basis of Presentation for further details.
- 22) Other includes certain proceeds from investments, such as interest and dividends as well as other nonoperating items. Other also includes a decrease of \$250 million in the third quarter 2017 related to a legal settlement as this is not included in Adjusted EBITDA.
- 23) Net Cash Provided by Operating Activities for 2016 includes a \$146 million payment for the settlement of a tax receivable agreement immediately after the DreamWorks acquisition. Net Cash Provided by Operating Activities for 2017 includes a \$250 million payment in the fourth quarter related to a legal settlement and a \$575 million tax benefit to be nonrecurring in nature and therefore we excluded the amounts from Free Cash Flow.
- 24) Comcast announced that its Board of Directors declared a two-for-one stock split in the form of a 100% dividend payable on February 17, 2017 to shareholders of record as of the close of business on February 8, 2017. All share amounts are presented on a post-split basis.