|  | 2014 |  |  |  |  | 2015 |  |  |  |  | 2016 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q |
| Video ${ }^{1}$ | \$5,178 | \$5,239 | \$5,179 | \$5,187 | \$20,783 | \$5,331 | \$5,431 | \$5,348 | \$5,416 | \$21,526 | \$5,538 | \$5,581 | \$5,591 |
| High-Speed Internet | \$2,750 | \$2,819 | \$2,840 | \$2,912 | \$11,321 | \$3,044 | \$3,101 | \$3,129 | \$3,197 | \$12,471 | \$3,275 | \$3,369 | \$3,405 |
| Voice | \$920 | \$922 | \$913 | \$916 | \$3,671 | \$906 | \$903 | \$900 | \$899 | \$3,608 | \$896 | \$893 | \$878 |
| Business Services | \$919 | \$966 | \$1,013 | \$1,062 | \$3,960 | \$1,116 | \$1,163 | \$1,211 | \$1,261 | \$4,751 | \$1,311 | \$1,360 | \$1,399 |
| Advertising | \$507 | \$587 | \$596 | \$698 | \$2,388 | \$499 | \$577 | \$588 | \$634 | \$2,298 | \$559 | \$597 | \$634 |
| Other ${ }^{2}$ | \$483 | \$503 | \$509 | \$547 | \$2,042 | \$545 | \$565 | \$575 | \$589 | \$2,274 | \$625 | \$644 | \$650 |
| Total Cable Communications | \$10,757 | \$11,036 | \$11,050 | \$11,322 | \$44,165 | \$11,441 | \$11,740 | \$11,751 | \$11,996 | \$46,928 | \$12,204 | \$12,444 | \$12,557 |
| Advertising | \$896 | \$945 | \$796 | \$857 | \$3,494 | \$851 | \$917 | \$813 | \$854 | \$3,435 | \$851 | \$914 | \$943 |
| Distribution | \$1,473 | \$1,270 | \$1,281 | \$1,283 | \$5,307 | \$1,358 | \$1,341 | \$1,392 | \$1,370 | \$5,461 | \$1,438 | \$1,434 | \$1,772 |
| Content Licensing and Other | \$136 | \$261 | \$178 | \$187 | \$762 | \$150 | \$192 | \$207 | \$183 | \$732 | \$164 | \$218 | \$227 |
| Total Cable Networks | \$2,505 | \$2,476 | \$2,255 | \$2,327 | \$9,563 | \$2,359 | \$2,450 | \$2,412 | \$2,407 | \$9,628 | \$2,453 | \$2,566 | \$2,942 |
| Advertising | \$1,833 | \$1,245 | \$1,153 | \$1,657 | \$5,888 | \$1,539 | \$1,250 | \$1,185 | \$1,773 | \$5,747 | \$1,275 | \$1,285 | \$2,281 |
| Content Licensing | \$496 | \$344 | \$402 | \$327 | \$1,569 | \$485 | \$320 | \$537 | \$442 | \$1,784 | \$490 | \$512 | \$365 |
| Distribution and Other | \$292 | \$227 | \$215 | \$351 | \$1,085 | \$224 | \$243 | \$249 | \$283 | \$999 | \$319 | \$331 | \$441 |
| Total Broadcast Television | \$2,621 | \$1,816 | \$1,770 | \$2,335 | \$8,542 | \$2,248 | \$1,813 | \$1,971 | \$2,498 | \$8,530 | \$2,084 | \$2,128 | \$3,087 |
| Theatrical | \$376 | \$195 | \$265 | \$265 | \$1,101 | \$371 | \$1,406 | \$886 | \$166 | \$2,829 | \$236 | \$297 | \$700 |
| Content Licensing | \$465 | \$462 | \$439 | \$426 | \$1,792 | \$538 | \$367 | \$496 | \$522 | \$1,923 | \$652 | \$598 | \$595 |
| Home Entertainment | \$351 | \$364 | \$321 | \$421 | \$1,457 | \$364 | \$322 | \$379 | \$736 | \$1,801 | \$275 | \$241 | \$267 |
| Other | \$159 | \$155 | \$161 | \$183 | \$658 | \$173 | \$171 | \$185 | \$205 | \$734 | \$220 | \$215 | \$230 |
| Total Filmed Entertainment | \$1,351 | \$1,176 | \$1,186 | \$1,295 | \$5,008 | \$1,446 | \$2,266 | \$1,946 | \$1,629 | \$7,287 | \$1,383 | \$1,351 | \$1,792 |
| Theme Parks | \$677 | \$788 | \$1,144 | \$1,099 | \$3,708 | \$935 | \$1,028 | \$1,239 | \$1,189 | \$4,391 | \$1,026 | \$1,136 | \$1,440 |
| Headquarters, Other and Eliminations | (\$88) | (\$67) | (\$76) | (\$77) | (\$308) | (\$100) | (\$73) | (\$73) | (\$76) | (\$322) | (\$85) | (\$78) | (\$83) |
| Total NBCUniversal | \$7,066 | \$6,189 | \$6,279 | \$6,979 | \$26,513 | \$6,888 | \$7,484 | \$7,495 | \$7,647 | \$29,514 | \$6,861 | \$7,103 | \$9,178 |
| Corporate, Other and Eliminations | (\$225) | (\$208) | (\$180) | (\$205) | (\$818) | (\$192) | (\$227) | (\$233) | (\$227) | (\$879) | (\$275) | (\$278) | (\$416) |
| Total Consolidated Revenue | \$17,598 | \$17,017 | \$17,149 | \$18,096 | \$69,860 | \$18,137 | \$18,997 | \$19,013 | \$19,416 | \$75,563 | \$18,790 | \$19,269 | \$21,319 |

1) Cable Communications Video Revenue consists of our analog, digita, premium, pay-per-view, equipment services and residential video installation revenue
2) Other Cable Communications Revenue includes franchise and other regulatory fees, revenues from our home security and automation business and our digital media center, commissions from electronic retailing networks and fees for other services

|  | 2014 |  |  |  |  | 2015 |  |  |  |  | 2016 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q |
| Operating Costs and Expenses ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Programming | \$2,452 | \$2,433 | \$2,450 | \$2,484 | \$9,819 | \$2,644 | \$2,666 | \$2,607 | \$2,599 | \$10,516 | \$2,891 | \$2,863 | \$2,905 |
| Advertising, Marketing and Promotion | \$708 | \$788 | \$833 | \$769 | \$3,098 | \$789 | \$842 | \$873 | \$865 | \$3,369 | \$837 | \$879 | \$935 |
| Technical and Product Support ${ }^{2}$ | \$1,389 | \$1,383 | \$1,398 | \$1,424 | \$5,594 | \$1,440 | \$1,479 | \$1,518 | \$1,559 | \$5,996 | \$1,530 | \$1,568 | \$1,611 |
| Customer Service | \$553 | \$549 | \$562 | \$562 | \$2,226 | \$582 | \$580 | \$608 | \$626 | \$2,396 | \$629 | \$615 | \$628 |
| Franchise and Other Regulatory Fees | \$321 | \$325 | \$328 | \$322 | \$1,296 | \$334 | \$347 | \$347 | \$354 | \$1,382 | \$365 | \$370 | \$371 |
| Other ${ }^{3}$ | \$934 | \$997 | \$1,019 | \$1,085 | \$4,035 | \$994 | \$1,049 | \$1,072 | \$1,117 | \$4,232 | \$1,063 | \$1,101 | \$1,121 |
| Total Cable Communications | \$6,357 | \$6,475 | \$6,590 | \$6,646 | \$26,068 | \$6,783 | \$6,963 | \$7,025 | \$7,120 | \$27,891 | \$7,315 | \$7,396 | \$7,571 |
| Programming and Production | \$1,187 | \$1,124 | \$972 | \$958 | \$4,241 | \$1,023 | \$1,125 | \$1,127 | \$1,044 | \$4,319 | \$1,058 | \$1,194 | \$1,572 |
| Other Operating and Administrative | \$303 | \$309 | \$302 | \$318 | \$1,232 | \$305 | \$320 | \$320 | \$325 | \$1,270 | \$307 | \$313 | \$344 |
| Advertising, Marketing and Promotion | \$120 | \$129 | \$113 | \$139 | \$501 | \$133 | \$133 | \$130 | \$144 | \$540 | \$132 | \$115 | \$133 |
| Total Cable Networks | \$1,610 | \$1,562 | \$1,387 | \$1,415 | \$5,974 | \$1,461 | \$1,578 | \$1,577 | \$1,513 | \$6,129 | \$1,497 | \$1,622 | \$2,049 |
| Programming and Production | \$2,028 | \$1,183 | \$1,214 | \$1,702 | \$6,127 | \$1,626 | \$1,150 | \$1,357 | \$1,817 | \$5,950 | \$1,363 | \$1,304 | \$2,205 |
| Other Operating and Administrative | \$323 | \$288 | \$290 | \$298 | \$1,199 | \$310 | \$321 | \$326 | \$319 | \$1,276 | \$318 | \$335 | \$371 |
| Advertising, Marketing and Promotion | \$148 | \$105 | \$124 | \$105 | \$482 | \$130 | \$111 | \$138 | \$145 | \$524 | \$119 | \$95 | \$133 |
| Total Broadcast Television | \$2,499 | \$1,576 | \$1,628 | \$2,105 | \$7,808 | \$2,066 | \$1,582 | \$1,821 | \$2,281 | \$7,750 | \$1,800 | \$1,734 | \$2,709 |
| Programming and Production | \$604 | \$547 | \$541 | \$639 | \$2,331 | \$611 | \$1,149 | \$911 | \$817 | \$3,488 | \$622 | \$628 | \$800 |
| Other Operating and Administrative | \$188 | \$209 | \$223 | \$229 | \$849 | \$196 | \$214 | \$221 | \$241 | \$872 | \$209 | \$227 | \$314 |
| Advertising, Marketing and Promotion | \$271 | \$225 | \$271 | \$350 | \$1,117 | \$346 | \$481 | \$438 | \$428 | \$1,693 | \$385 | \$440 | \$325 |
| Total Filmed Entertainment | \$1,063 | \$981 | \$1,035 | \$1,218 | \$4,297 | \$1,153 | \$1,844 | \$1,570 | \$1,486 | \$6,053 | \$1,216 | \$1,295 | \$1,439 |
| Theme Parks | \$475 | \$514 | \$600 | \$572 | \$2,161 | \$572 | \$583 | \$636 | \$648 | \$2,439 | \$651 | \$667 | \$734 |
| Headquarters, Other and Eliminations | \$76 | \$92 | \$71 | \$67 | \$306 | \$42 | \$93 | \$90 | \$78 | \$303 | \$75 | \$96 | \$101 |
| Total NBCUniversal | \$5,723 | \$4,725 | \$4,721 | \$5,377 | \$20,546 | \$5,294 | \$5,680 | \$5,694 | \$6,006 | \$22,674 | \$5,239 | \$5,414 | \$7,032 |
| Corporate, Other and Eliminations | (\$52) | (\$16) | (\$8) | \$20 | (\$56) | \$4 | (\$3) | (\$35) | (\$72) | (\$106) | (\$131) | \$4 | (\$119) |
| Total Consolidated Operating Costs and Expenses | \$12,028 | \$11,184 | \$11,303 | \$12,043 | \$46,558 | \$12,081 | \$12,640 | \$12,684 | \$13,054 | \$50,459 | \$12,423 | \$12,814 | \$14,484 |
| Operating Cash Flow (OCF) ${ }^{4}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Cable Communications | \$4,400 | \$4,561 | \$4,460 | \$4,676 | \$18,097 | \$4,658 | \$4,777 | \$4,726 | \$4,876 | \$19,037 | \$4,889 | \$5,048 | \$4,986 |
| Cable Networks | \$895 | \$914 | \$868 | \$912 | \$3,589 | \$898 | \$872 | \$835 | \$894 | \$3,499 | \$956 | \$944 | \$893 |
| Broadcast Television | \$122 | \$240 | \$142 | \$230 | \$734 | \$182 | \$231 | \$150 | \$217 | \$780 | \$284 | \$394 | \$378 |
| Filmed Entertainment | \$288 | \$195 | \$151 | \$77 | \$711 | \$293 | \$422 | \$376 | \$143 | \$1,234 | \$167 | \$56 | \$353 |
| Theme Parks | \$202 | \$274 | \$544 | \$527 | \$1,547 | \$363 | \$445 | \$603 | \$541 | \$1,952 | \$375 | \$469 | \$706 |
| Headquarters, Other and Eliminations | (\$164) | (\$159) | (\$147) | (\$144) | (\$614) | (\$142) | (\$166) | (\$163) | (\$154) | (\$625) | (\$160) | (\$174) | (\$184) |
| Total NBCUniversal | \$1,343 | \$1,464 | \$1,558 | \$1,602 | \$5,967 | \$1,594 | \$1,804 | \$1,801 | \$1,641 | \$6,840 | \$1,622 | \$1,689 | \$2,146 |
| Corporate, Other and Eliminations | (\$173) | (\$192) | (\$172) | (\$225) | (\$762) | (\$196) | (\$224) | (\$198) | (\$155) | (\$773) | (\$144) | (\$282) | (\$297) |
| Total Consolidated OCF | \$5,570 | \$5,833 | \$5,846 | \$6,053 | \$23,302 | \$6,056 | \$6,357 | \$6,329 | \$6,362 | \$25,104 | \$6,367 | \$6,455 | \$6,835 |

1) Operating costs and expenses represents total costs and expenses excluding depreciation and amortization.
2) Technical and Product Support includes the labor costs to complete service calls, installations and related support, as well as network engineering and maintenance.
3) Other includes administrative personnel costs and other business support costs including building and office expenses, taxes, billing costs and bad debt.
4) We define Operating Cash Flow as operating income before depreciation and amortization, excluding impairment charges related to fixed and intangible assets and gains or losses on the sale of assets, if any. We provide more detail about Operating Cash Flow and our use of non-GAAP financial measures, including reconciliations to GAAP, in Exhibits 99.1 and 99.2 to our current report on Form 8-K (Quarterly Earnings Release).

|  | 2014 |  |  |  |  | 2015 |  |  |  |  | 2016 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q |
| Depreciation and Amortization Expense |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Cable Communications | \$1,584 | \$1,607 | \$1,566 | \$1,679 | \$6,436 | \$1,680 | \$1,732 | \$1,782 | \$1,857 | \$7,051 | \$1,843 | \$1,904 | \$1,929 |
| Cable Networks | \$189 | \$180 | \$189 | \$190 | \$748 | \$184 | \$211 | \$193 | \$196 | \$784 | \$190 | \$187 | \$184 |
| Broadcast Television | \$27 | \$27 | \$24 | \$49 | \$127 | \$29 | \$30 | \$26 | \$26 | \$111 | \$32 | \$30 | \$27 |
| Filmed Entertainment | \$5 | \$5 | \$6 | \$5 | \$21 | \$5 | \$6 | \$8 | \$7 | \$26 | \$8 | \$12 | \$13 |
| Theme Parks | \$88 | \$90 | \$92 | \$83 | \$353 | \$86 | \$93 | \$91 | \$87 | \$357 | \$98 | \$145 | \$130 |
| Headquarters, Other and Eliminations | \$75 | \$86 | \$82 | \$83 | \$326 | \$81 | \$83 | \$79 | \$83 | \$326 | \$86 | \$91 | \$91 |
| Total NBCUniversal | \$384 | \$388 | \$393 | \$410 | \$1,575 | \$385 | \$423 | \$397 | \$399 | \$1,604 | \$414 | \$465 | \$445 |
| Corporate, Other and Eliminations | \$22 | \$20 | \$23 | \$23 | \$88 | \$22 | \$23 | \$22 | \$23 | \$90 | \$21 | \$20 | \$21 |
| Total Consolidated Depreciation and Amortization Expense | \$1,990 | \$2,015 | \$1,982 | \$2,112 | \$8,099 | \$2,087 | \$2,178 | \$2,201 | \$2,279 | \$8,745 | \$2,278 | \$2,389 | \$2,395 |
| Operating Income |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Cable Communications | \$2,816 | \$2,954 | \$2,894 | \$2,997 | \$11,661 | \$2,978 | \$3,045 | \$2,944 | \$3,019 | \$11,986 | \$3,046 | \$3,144 | \$3,057 |
| Cable Networks | \$706 | \$734 | \$679 | \$722 | \$2,841 | \$714 | \$661 | \$642 | \$698 | \$2,715 | \$766 | \$757 | \$709 |
| Broadcast Television | \$95 | \$213 | \$118 | \$181 | \$607 | \$153 | \$201 | \$124 | \$191 | \$669 | \$252 | \$364 | \$351 |
| Filmed Entertainment | \$283 | \$190 | \$145 | \$72 | \$690 | \$288 | \$416 | \$368 | \$136 | \$1,208 | \$159 | \$44 | \$340 |
| Theme Parks | \$114 | \$184 | \$452 | \$444 | \$1,194 | \$277 | \$352 | \$512 | \$454 | \$1,595 | \$277 | \$324 | \$576 |
| Headquarters, Other and Eliminations | (\$239) | (\$245) | (\$229) | (\$227) | (\$940) | (\$223) | (\$249) | (\$242) | (\$237) | (\$951) | (\$246) | (\$265) | (\$275) |
| Total NBCUniversal | \$959 | \$1,076 | \$1,165 | \$1,192 | \$4,392 | \$1,209 | \$1,381 | \$1,404 | \$1,242 | \$5,236 | \$1,208 | \$1,224 | \$1,701 |
| Corporate, Other and Eliminations | (\$195) | (\$212) | (\$195) | (\$248) | (\$850) | (\$218) | (\$247) | (\$220) | (\$178) | (\$863) | (\$165) | (\$302) | (\$318) |
| Total Consolidated Operating Income | \$3,580 | \$3,818 | \$3,864 | \$3,941 | \$15,203 | \$3,969 | \$4,179 | \$4,128 | \$4,083 | \$16,359 | \$4,089 | \$4,066 | \$4,440 |


|  | 2014 |  |  |  |  | 2015 |  |  |  |  | 2016 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q |
| Homes and Businesses Passed ${ }^{1}$ | 54,001 | 54,262 | 54,483 | 54,673 | 54,673 | 54,904 | 55,205 | 55,455 | 55,691 | 55,691 | 55,910 | 56,062 | 56,235 |
| Video |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Video Customers ${ }^{2}$ | 22,601 | 22,457 | 22,376 | 22,383 | 22,383 | 22,375 | 22,306 | 22,258 | 22,347 | 22,347 | 22,400 | 22,396 | 22,428 |
| Video Penetration of Homes and Businesses Passed ${ }^{3}$ | 41.9\% | 41.4\% | 41.1\% | 40.9\% | 40.9\% | 40.8\% | 40.4\% | 40.1\% | 40.1\% | 40.1\% | 40.1\% | 39.9\% | 39.9\% |
| Video Net Additions (Losses) | 24 | (144) | (81) | 6 | (194) | (8) | (69) | (48) | 89 | (36) | 53 | (4) | 32 |
| Advanced Services Customers ${ }^{4}$ | 12,634 | 12,730 | 12,786 | 13,043 | 13,043 | 13,215 | 13,337 | 13,466 | 13,871 | 13,871 | 14,158 | 14,356 | 14,500 |
| Advanced Services Penetration of Video Customers | 55.9\% | 56.7\% | 57.1\% | 58.3\% | 58.3\% | 59.1\% | 59.8\% | 60.5\% | 62.1\% | 62.1\% | 63.2\% | 64.1\% | 64.7\% |
| High-Speed Internet (HSI) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| HSI Customers ${ }^{2}$ | 21,068 | 21,271 | 21,586 | 21,962 | 21,962 | 22,369 | 22,548 | 22,868 | 23,329 | 23,329 | 23,767 | 23,987 | 24,316 |
| HSI Penetration of Homes and Businesses Passed ${ }^{3}$ | 39.0\% | 39.2\% | 39.6\% | 40.2\% | 40.2\% | 40.7\% | 40.8\% | 41.2\% | 41.9\% | 41.9\% | 42.5\% | 42.8\% | 43.2\% |
| HSI Net Additions | 383 | 203 | 315 | 375 | 1,277 | 407 | 180 | 320 | 460 | 1,367 | 438 | 220 | 330 |
| Voice |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Voice Customers ${ }^{2}$ | 10,865 | 11,003 | 11,070 | 11,193 | 11,193 | 11,270 | 11,319 | 11,336 | 11,475 | 11,475 | 11,577 | 11,641 | 11,643 |
| Voice Penetration of Homes and Businesses Passed ${ }^{3}$ | 20.1\% | 20.3\% | 20.3\% | 20.5\% | 20.5\% | 20.5\% | 20.5\% | 20.4\% | 20.6\% | 20.6\% | 20.7\% | 20.8\% | 20.7\% |
| Voice Net Additions | 142 | 137 | 68 | 123 | 470 | 77 | 49 | 17 | 139 | 282 | 102 | 64 | 2 |
| Customer Relationships ${ }^{5}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Single Product Customers | 8,605 | 8,510 | 8,444 | 8,409 | 8,409 | 8,399 | 8,343 | 8,367 | 8,366 | 8,366 | 8,410 | 8,416 | 8,488 |
| Double Product Customers | 8,656 | 8,574 | 8,650 | 8,750 | 8,750 | 8,890 | 8,936 | 9,066 | 9,221 | 9,221 | 9,346 | 9,399 | 9,540 |
| Triple Product Customers | 9,539 | 9,691 | 9,763 | 9,876 | 9,876 | 9,945 | 9,987 | 9,988 | 10,114 | 10,114 | 10,214 | 10,269 | 10,273 |
| Customer Relationships | 26,800 | 26,775 | 26,857 | 27,035 | 27,035 | 27,234 | 27,265 | 27,421 | 27,701 | 27,701 | 27,970 | 28,085 | 28,301 |
| Customer Relationships Net Additions | 124 | (25) | 82 | 178 | 358 | 199 | 31 | 156 | 281 | 666 | 269 | 115 | 216 |
| Customer Relationship Penetrations ${ }^{6}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Single Product Customers | 32.1\% | 31.8\% | 31.4\% | 31.1\% | 31.1\% | 30.8\% | 30.6\% | 30.5\% | 30.2\% | 30.2\% | 30.1\% | 30.0\% | 30.0\% |
| Double Product Customers | 32.3\% | 32.0\% | 32.2\% | 32.4\% | 32.4\% | 32.6\% | 32.8\% | 33.1\% | 33.3\% | 33.3\% | 33.4\% | 33.5\% | 33.7\% |
| Triple Product Customers | 35.6\% | 36.2\% | 36.4\% | 36.5\% | 36.5\% | 36.5\% | 36.6\% | 36.4\% | 36.5\% | 36.5\% | 36.5\% | 36.6\% | 36.3\% |
| Average Monthly Total Revenue per Customer Relationship | \$134.10 | \$137.32 | \$137.36 | \$140.06 | \$137.04 | \$140.54 | \$143.61 | \$143.26 | \$145.08 | \$142.89 | \$146.15 | \$147.99 | \$148.47 |

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.
Customer metrics include residential and business customers.
) Penetration is calculated by dividing the number of customers by the number of homes and businesses passed.
4) Advanced Sevices Customers subscribe to DVR and/or HDTV services,
 espectively.
6) Customer Relationship Penetrations represent the numbers of residential and business Single Product Customers, Double Product Customers and Triple Product Customers divided by the total number of Customer Relationships.

|  | 2014 |  |  |  |  | 2015 |  |  |  |  | 2016 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q |
| Customer Premise Equipment (CPE) ${ }^{1}$ | \$726 | \$826 | \$890 | \$955 | \$3,397 | \$839 | \$881 | \$1,019 | \$959 | \$3,698 | \$868 | \$927 | \$1,039 |
| Scalable Infrastructure ${ }^{2}$ | \$222 | \$366 | \$355 | \$432 | \$1,375 | \$272 | \$397 | \$356 | \$514 | \$1,539 | \$351 | \$464 | \$488 |
| Line Extensions ${ }^{3}$ | \$123 | \$155 | \$183 | \$212 | \$673 | \$177 | \$208 | \$238 | \$263 | \$886 | \$230 | \$296 | \$329 |
| Support Capital ${ }^{4}$ | \$74 | \$147 | \$217 | \$273 | \$711 | \$158 | \$192 | \$240 | \$327 | \$917 | \$127 | \$194 | \$188 |
| Total Cable Communications Capital Expenditures ${ }^{5}$ | \$1,145 | \$1,494 | \$1,645 | \$1,872 | \$6,156 | \$1,446 | \$1,678 | \$1,853 | \$2,063 | \$7,040 | \$1,576 | \$1,881 | \$2,044 |
| Percent of Total Cable Communications Revenue | 10.6\% | 13.5\% | 14.9\% | 16.5\% | 13.9\% | 12.6\% | 14.3\% | 15.8\% | 17.2\% | 15.0\% | 12.9\% | 15.1\% | 16.3\% |
| Total NBCUniversal Capital Expenditures | \$291 | \$298 | \$295 | \$337 | \$1,221 | \$268 | \$272 | \$289 | \$557 | \$1,386 | \$295 | \$360 | \$336 |
| Corporate, Other and Eliminations Capital Expenditures | \$12 | \$6 | \$10 | \$15 | \$43 | \$12 | \$21 | \$23 | \$17 | \$73 | \$14 | \$30 | \$26 |
| Total Consolidated Capital Expenditures | \$1,448 | \$1,798 | \$1,950 | \$2,224 | \$7,420 | \$1,726 | \$1,971 | \$2,165 | \$2,637 | \$8,499 | \$1,885 | \$2,271 | \$2,406 |

 customer to the closest point of the network. Costs associated with all subsequent disconnects and reconnects are expensed as incurred.
 (upgrades/rebuilds) are also included in this category.
3) Line extensions: Costs associated with entering new service areas. These costs include fiber and coaxial extensions.
4) 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.
5) 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.

| 2014 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 Q | 2Q | 3Q | 4 Q | FY |  |
| $\$ 171$ | $\$ 209$ | $\$ 221$ | $\$ 240$ | $\$ 841$ |  |


| 1Q | 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 2Q | 3Q | 4 Q | FY |


| 2016 |  |  |
| :---: | :---: | :---: |
| $1 Q$ | $2 Q$ | $3 Q$ |
| $\$ 245$ | $\$ 300$ | $\$ 329$ |


|  | 2014 |  |  |  |  | 2015 |  |  |  |  | 2016 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q |
| Free Cash Flow ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating Cash Flow | \$5,538 | \$5,804 | \$5,704 | \$5,877 | \$22,923 | \$5,956 | \$6,266 | \$6,184 | \$6,272 | \$24,678 | \$6,367 | \$6,455 | \$6,835 |
| Capital Expenditures | (\$1,448) | (\$1,798) | (\$1,950) | $(\$ 2,224)$ | $(\$ 7,420)$ | (\$1,726) | (\$1,971) | (\$2,165) | $(\$ 2,637)$ | $(\$ 8,499)$ | $(\$ 1,885)$ | (\$2,271) | (\$2,406) |
| Cash Paid for Capitalized Software and Other Intangible Assets | (\$217) | (\$260) | (\$258) | (\$387) | (\$1,122) | (\$273) | (\$327) | (\$316) | (\$454) | $(\$ 1,370)$ | (\$378) | (\$359) | (\$426) |
| Cash Interest Expense | (\$623) | (\$541) | (\$656) | (\$569) | $(\$ 2,389)$ | (\$691) | (\$550) | (\$673) | (\$529) | $(\$ 2,443)$ | (\$723) | (\$512) | (\$808) |
| Cash Taxes on Operating Items (including Economic Stimulus Packages) ${ }^{2}$ | (\$268) | (\$1,891) | (\$1,020) | (\$586) | (\$3,765) | (\$264) | (\$2,025) | (\$1,116) | (\$326) | (\$3,731) | (\$256) | (\$1,605) | $(\$ 1,002)$ |
| Changes in Operating Assets and Liabilities ${ }^{3}$ | (\$267) | (\$638) | \$412 | (\$14) | (\$507) | \$73 | (\$377) | \$412 | (\$375) | (\$267) | (\$436) | (\$373) | (\$919) |
| Noncash Share-Based Compensation | \$119 | \$147 | \$120 | \$127 | \$513 | \$135 | \$159 | \$136 | \$137 | \$567 | \$153 | \$178 | \$164 |
| Distributions to Noncontrolling Interests and Dividends for Redeemable Subsidiary Preferred Stock | (\$66) | (\$51) | (\$53) | (\$50) | (\$220) | (\$62) | (\$52) | (\$64) | (\$54) | (\$232) | (\$77) | (\$48) | (\$69) |
| Other ${ }^{4}$ | \$56 | \$62 | \$33 | \$39 | \$190 | \$35 | \$44 | \$98 | \$57 | \$234 | \$40 | \$62 | \$46 |
| Free Cash Flow (including Economic Stimulus Packages) | \$2,824 | \$834 | \$2,332 | \$2,213 | \$8,203 | \$3,183 | \$1,167 | \$2,496 | \$2,091 | \$8,937 | \$2,805 | \$1,527 | \$1,415 |
| Economic Stimulus Packages ${ }^{2}$ | \$0 | \$321 | \$162 | (\$519) | (\$36) | \$0 | \$334 | \$167 | (\$503) | (\$2) | \$0 | (\$107) | (\$44) |
| Total Consolidated Free Cash Flow | \$2,824 | \$1,155 | \$2,494 | \$1,694 | \$8,167 | \$3,183 | \$1,501 | \$2,663 | \$1,588 | \$8,935 | \$2,805 | \$1,420 | \$1,371 |
| Return of Capital to Shareholders |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Dividends | \$508 | \$585 | \$582 | \$580 | \$2,255 | \$572 | \$628 | \$623 | \$614 | \$2,437 | \$611 | \$670 | \$663 |
| Share Repurchases | \$750 | \$750 | \$750 | \$2,001 | \$4,251 | \$2,000 | \$1,585 | \$2,185 | \$980 | \$6,750 | \$1,249 | \$1,136 | \$1,377 |
| Total Return of Capital to Shareholders | \$1,258 | \$1,335 | \$1,332 | \$2,581 | \$6,506 | \$2,572 | \$2,213 | \$2,808 | \$1,594 | \$9,187 | \$1,860 | \$1,806 | \$2,040 |
| Diluted Weighted-Average Number of Common Shares |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted weighted-average number of common shares | 2,645 | 2,628 | 2,616 | 2,590 | 2,620 | 2,556 | 2,531 | 2,502 | 2,481 | 2,518 | 2,462 | 2,446 | 2,431 |


| 2014 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 19 | 2Q | 3Q | 4Q | FY |
| (\$186) | (\$1,718) | (\$974) | (\$790) | (\$3,668) |
| (\$151) | (\$55) | (\$34) | (\$27) | (\$267) |
| \$69 | (\$118) | (\$12) | \$231 | \$170 |
| (\$268) | (\$1,891) | (\$1,020) | (\$586) | (\$3,765) |


| 19 | 2 Q | 3 Q | 4 Q | FY |
| :---: | :---: | :---: | :---: | :---: |
| (\$118) | (\$1,881) | (\$1,146) | (\$581) | (\$3,726) |
| (\$146) | (\$74) | (\$35) | (\$27) | (\$282) |
| \$0 | (\$70) | \$65 | \$282 | \$277 |
| (\$264) | (\$2,025) | (\$1,116) | (\$326) | (\$3,731) |


| 2016 |  |  |
| :---: | :---: | :---: |
| 19 | 29 | 3Q |
| (\$190) | (\$1,495) | (\$1,031) |
| (\$111) | (\$49) | (\$33) |
| \$45 | (\$61) | \$62 |
| (\$256) | (\$1,605) | (\$1,002 |


 amounts from Free Cash Flow. Because these amounts have no impact on Free Cash Flow, they are not included in Changes in Operating Assets and Liabilities for this presentation.
4) Other includes proceeds from investments and other nonoperating items, and beginning in 2015 principal payments on capital leases.

## Basis of Presentation

All financial data, except Cable Communications Customer Metrics, Capital Expenditures and Free Cash Flow, is presented on a pro forma basis. Pro forma information is presented as if the acquisition of the $51 \%$ interest of Universal Studios Japan occurred January 1, 2014. Pro forma information does not include adjustments for transaction-related costs, costs related to integration activities, or cost savings or synergies that have been or may be achieved by the combined businesses. The pro forma amounts are based primarily on historical results of operations and are subject to change as valuations are finalized. Pro forma amounts are not necessarily indicative of what our results would have been had we operated Universal Studios Japan since January 1, 2014, nor of our future results.

In addition, in the fourth quarter of 2015, NBCUniversal changed its method of accounting for a contractual obligation that involves an interest in the revenue of certain theme parks. As a result of the change, beginning in the fourth quarter of 2015, amounts payable based on current period revenue are presented in operating costs and expenses rather than other income (expense), net in our consolidated statement of income. For segment reporting purposes, we have adjusted periods prior to the fourth quarter of 2015 to reflect this expense on a consistent basis for all periods in the Theme Parks segment and Total NBCUniversal, which resulted in an offsetting adjustment in Corporate, Other and Eliminations. Consolidated operating costs and expenses for the prior periods were not adjusted. Pro Forma information is presented as if the change was effective January 1, 2014 and therefore for pro forma reporting purposes Comcast operating costs and expenses also include an adjustment to reflect this expense for periods prior to the fourth quarter of 2015 .

Beginning in the first quarter of 2016, certain operations and businesses, including several strategic business initiatives, that were previously presented in Corporate, Other and Eliminations are now presented in our Cable Communications segment to reflect a change in our management reporting presentation. For segment reporting purposes, we have adjusted all periods presented to reflect this change.

To be consistent with our current management reporting presentation, certain 2014 and 2015 operating results were reclassified within the Cable Communications segment. All percentages are calculated on whole numbers.

