|  | 2015 |  |  |  |  | 2016 |  |  |  |  | 2017 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q |
| Video ${ }^{1}$ | \$5,331 | \$5,431 | \$5,348 | \$5,416 | \$21,526 | \$5,538 | \$5,581 | \$5,591 | \$5,647 | \$22,357 | \$5,774 | \$5,797 | \$5,825 |
| High-Speed Internet | \$3,044 | \$3,101 | \$3,129 | \$3,197 | \$12,471 | \$3,275 | \$3,369 | \$3,405 | \$3,483 | \$13,532 | \$3,606 | \$3,679 | \$3,709 |
| Voice | \$906 | \$903 | \$900 | \$899 | \$3,608 | \$896 | \$893 | \$878 | \$873 | \$3,540 | \$863 | \$856 | \$840 |
| Business Services | \$1,116 | \$1,163 | \$1,211 | \$1,261 | \$4,751 | \$1,311 | \$1,360 | \$1,399 | \$1,444 | \$5,514 | \$1,490 | \$1,531 | \$1,575 |
| Advertising | \$480 | \$559 | \$572 | \$618 | \$2,229 | \$546 | \$586 | \$625 | \$719 | \$2,476 | \$512 | \$574 | \$542 |
| Other ${ }^{2}$ | \$564 | \$583 | \$591 | \$605 | \$2,343 | \$638 | \$655 | \$659 | \$677 | \$2,629 | \$667 | \$685 | \$712 |
| Total Cable Communications | \$11,441 | \$11,740 | \$11,751 | \$11,996 | \$46,928 | \$12,204 | \$12,444 | \$12,557 | \$12,843 | \$50,048 | \$12,912 | \$13,122 | \$13,203 |
| Advertising | \$851 | \$917 | \$813 | \$854 | \$3,435 | \$851 | \$914 | \$943 | \$858 | \$3,566 | \$826 | \$906 | \$787 |
| Distribution | \$1,358 | \$1,341 | \$1,392 | \$1,370 | \$5,461 | \$1,438 | \$1,434 | \$1,772 | \$1,434 | \$6,078 | \$1,562 | \$1,550 | \$1,533 |
| Content Licensing and Other | \$150 | \$192 | \$207 | \$183 | \$732 | \$164 | \$218 | \$227 | \$211 | \$820 | \$253 | \$240 | \$283 |
| Total Cable Networks | \$2,359 | \$2,450 | \$2,412 | \$2,407 | \$9,628 | \$2,453 | \$2,566 | \$2,942 | \$2,503 | \$10,464 | \$2,641 | \$2,696 | \$2,603 |
| Advertising | \$1,539 | \$1,250 | \$1,185 | \$1,773 | \$5,747 | \$1,275 | \$1,285 | \$2,281 | \$1,993 | \$6,834 | \$1,279 | \$1,270 | \$1,241 |
| Content Licensing | \$485 | \$320 | \$537 | \$442 | \$1,784 | \$490 | \$512 | \$365 | \$532 | \$1,899 | \$503 | \$523 | \$440 |
| Distribution and Other | \$224 | \$243 | \$249 | \$283 | \$999 | \$319 | \$331 | \$441 | \$323 | \$1,414 | \$426 | \$448 | \$452 |
| Total Broadcast Television | \$2,248 | \$1,813 | \$1,971 | \$2,498 | \$8,530 | \$2,084 | \$2,128 | \$3,087 | \$2,848 | \$10,147 | \$2,208 | \$2,241 | \$2,133 |
| Theatrical | \$371 | \$1,406 | \$886 | \$166 | \$2,829 | \$236 | \$297 | \$700 | \$327 | \$1,560 | \$651 | \$837 | \$515 |
| Content Licensing | \$538 | \$367 | \$496 | \$522 | \$1,923 | \$652 | \$598 | \$595 | \$718 | \$2,563 | \$731 | \$683 | \$683 |
| Home Entertainment | \$364 | \$322 | \$379 | \$736 | \$1,801 | \$275 | \$241 | \$267 | \$471 | \$1,254 | \$299 | \$344 | \$306 |
| Other | \$173 | \$171 | \$185 | \$205 | \$734 | \$220 | \$215 | \$230 | \$318 | \$983 | \$300 | \$291 | \$280 |
| Total Filmed Entertainment | \$1,446 | \$2,266 | \$1,946 | \$1,629 | \$7,287 | \$1,383 | \$1,351 | \$1,792 | \$1,834 | \$6,360 | \$1,981 | \$2,155 | \$1,784 |
| Theme Parks | \$935 | \$1,028 | \$1,239 | \$1,189 | \$4,391 | \$1,026 | \$1,136 | \$1,440 | \$1,344 | \$4,946 | \$1,118 | \$1,314 | \$1,550 |
| Headquarters, Other and Eliminations | (\$100) | (\$73) | (\$73) | (\$76) | (\$322) | (\$85) | (\$78) | (\$83) | (\$78) | (\$324) | (\$80) | (\$75) | (\$56) |
| Total NBCUniversal | \$6,888 | \$7,484 | \$7,495 | \$7,647 | \$29,514 | \$6,861 | \$7,103 | \$9,178 | \$8,451 | \$31,593 | \$7,868 | \$8,331 | \$8,014 |
| Corporate, Other and Eliminations | (\$192) | (\$227) | (\$233) | (\$227) | (\$879) | (\$275) | (\$278) | (\$416) | (\$269) | (\$1,238) | (\$317) | (\$288) | (\$234) |
| Total Consolidated Revenue | \$18,137 | \$18,997 | \$19,013 | \$19,416 | \$75,563 | \$18,790 | \$19,269 | \$21,319 | \$21,025 | \$80,403 | \$20,463 | \$21,165 | \$20,983 |

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

|  | 2015 |  |  |  |  | 2016 |  |  |  |  | 2017 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q |
| Operating Costs and Expenses ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Programming | \$2,644 | \$2,666 | \$2,607 | \$2,599 | \$10,516 | \$2,891 | \$2,863 | \$2,905 | \$2,917 | \$11,576 | \$3,228 | \$3,206 | \$3,264 |
| Advertising, Marketing and Promotion | \$788 | \$840 | \$871 | \$864 | \$3,363 | \$836 | \$876 | \$934 | \$894 | \$3,540 | \$859 | \$895 | \$912 |
| Technical and Product Support ${ }^{2}$ | \$1,438 | \$1,477 | \$1,514 | \$1,556 | \$5,985 | \$1,518 | \$1,556 | \$1,600 | \$1,649 | \$6,323 | \$1,560 | \$1,585 | \$1,633 |
| Customer Service | \$581 | \$580 | \$606 | \$626 | \$2,393 | \$628 | \$614 | \$627 | \$613 | \$2,482 | \$621 | \$607 | \$626 |
| Franchise and Other Regulatory Fees | \$334 | \$347 | \$347 | \$354 | \$1,382 | \$365 | \$370 | \$371 | \$375 | \$1,481 | \$381 | \$382 | \$379 |
| Other ${ }^{3}$ | \$998 | \$1,053 | \$1,080 | \$1,121 | \$4,252 | \$1,077 | \$1,117 | \$1,134 | \$1,209 | \$4,537 | \$1,065 | \$1,127 | \$1,143 |
| Total Cable Communications | \$6,783 | \$6,963 | \$7,025 | \$7,120 | \$27,891 | \$7,315 | \$7,396 | \$7,571 | \$7,657 | \$29,939 | \$7,714 | \$7,802 | \$7,957 |
| Programming and Production | \$1,023 | \$1,125 | \$1,127 | \$1,044 | \$4,319 | \$1,058 | \$1,194 | \$1,572 | \$1,108 | \$4,932 | \$1,083 | \$1,197 | \$1,219 |
| Other Operating and Administrative | \$305 | \$320 | \$320 | \$325 | \$1,270 | \$307 | \$313 | \$344 | \$346 | \$1,310 | \$321 | \$325 | \$344 |
| Advertising, Marketing and Promotion | \$133 | \$133 | \$130 | \$144 | \$540 | \$132 | \$115 | \$133 | \$133 | \$513 | \$121 | \$119 | \$135 |
| Total Cable Networks | \$1,461 | \$1,578 | \$1,577 | \$1,513 | \$6,129 | \$1,497 | \$1,622 | \$2,049 | \$1,587 | \$6,755 | \$1,525 | \$1,641 | \$1,698 |
| Programming and Production | \$1,626 | \$1,150 | \$1,357 | \$1,817 | \$5,950 | \$1,363 | \$1,304 | \$2,205 | \$2,112 | \$6,984 | \$1,432 | \$1,352 | \$1,342 |
| Other Operating and Administrative | \$310 | \$321 | \$326 | \$319 | \$1,276 | \$318 | \$335 | \$371 | \$357 | \$1,381 | \$336 | \$349 | \$337 |
| Advertising, Marketing and Promotion | \$130 | \$111 | \$138 | \$145 | \$524 | \$119 | \$95 | \$133 | \$115 | \$462 | \$118 | \$124 | \$133 |
| Total Broadcast Television | \$2,066 | \$1,582 | \$1,821 | \$2,281 | \$7,750 | \$1,800 | \$1,734 | \$2,709 | \$2,584 | \$8,827 | \$1,886 | \$1,825 | \$1,812 |
| Programming and Production | \$611 | \$1,149 | \$911 | \$817 | \$3,488 | \$622 | \$628 | \$800 | \$912 | \$2,962 | \$875 | \$1,088 | \$789 |
| Other Operating and Administrative | \$196 | \$214 | \$221 | \$241 | \$872 | \$209 | \$227 | \$314 | \$351 | \$1,101 | \$330 | \$332 | \$286 |
| Advertising, Marketing and Promotion | \$346 | \$481 | \$438 | \$428 | \$1,693 | \$385 | \$440 | \$325 | \$450 | \$1,600 | \$408 | \$450 | \$315 |
| Total Filmed Entertainment | \$1,153 | \$1,844 | \$1,570 | \$1,486 | \$6,053 | \$1,216 | \$1,295 | \$1,439 | \$1,713 | \$5,663 | \$1,613 | \$1,870 | \$1,390 |
| Theme Parks | \$572 | \$583 | \$636 | \$648 | \$2,439 | \$651 | \$667 | \$734 | \$704 | \$2,756 | \$721 | \$763 | \$775 |
| Headquarters, Other and Eliminations | \$42 | \$93 | \$90 | \$78 | \$303 | \$75 | \$96 | \$101 | \$93 | \$365 | \$106 | \$161 | \$65 |
| Total NBCUniversal | \$5,294 | \$5,680 | \$5,694 | \$6,006 | \$22,674 | \$5,239 | \$5,414 | \$7,032 | \$6,681 | \$24,366 | \$5,851 | \$6,260 | \$5,740 |
| Corporate, Other and Eliminations ${ }^{1}$ | \$4 | (\$3) | (\$35) | (\$72) | (\$106) | (\$131) | \$4 | (\$119) | (\$73) | (\$319) | (\$134) | \$4 | \$106 |
| Total Consolidated Operating Costs and Expenses | \$12,081 | \$12,640 | \$12,684 | \$13,054 | \$50,459 | \$12,423 | \$12,814 | \$14,484 | \$14,265 | \$53,986 | \$13,431 | \$14,066 | \$13,803 |
| Adjusted EBITDA ${ }^{4}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Cable Communications | \$4,658 | \$4,777 | \$4,726 | \$4,876 | \$19,037 | \$4,889 | \$5,048 | \$4,986 | \$5,186 | \$20,109 | \$5,198 | \$5,320 | \$5,246 |
| Cable Networks | \$898 | \$872 | \$835 | \$894 | \$3,499 | \$956 | \$944 | \$893 | \$916 | \$3,709 | \$1,116 | \$1,055 | \$905 |
| Broadcast Television | \$182 | \$231 | \$150 | \$217 | \$780 | \$284 | \$394 | \$378 | \$264 | \$1,320 | \$322 | \$416 | \$321 |
| Filmed Entertainment | \$293 | \$422 | \$376 | \$143 | \$1,234 | \$167 | \$56 | \$353 | \$121 | \$697 | \$368 | \$285 | \$394 |
| Theme Parks | \$363 | \$445 | \$603 | \$541 | \$1,952 | \$375 | \$469 | \$706 | \$640 | \$2,190 | \$397 | \$551 | \$775 |
| Headquarters, Other and Eliminations | (\$142) | (\$166) | (\$163) | (\$154) | (\$625) | (\$160) | (\$174) | (\$184) | (\$171) | (\$689) | (\$186) | (\$236) | (\$121) |
| Total NBCUniversal | \$1,594 | \$1,804 | \$1,801 | \$1,641 | \$6,840 | \$1,622 | \$1,689 | \$2,146 | \$1,770 | \$7,227 | \$2,017 | \$2,071 | \$2,274 |
| Corporate, Other and Eliminations | (\$196) | (\$224) | (\$198) | (\$155) | (\$773) | (\$144) | (\$282) | (\$297) | (\$196) | (\$919) | (\$183) | (\$292) | (\$340) |
| Total Consolidated Adjusted EBITDA | \$6,056 | \$6,357 | \$6,329 | \$6,362 | \$25,104 | \$6,367 | \$6,455 | \$6,835 | \$6,760 | \$26,417 | \$7,032 | \$7,099 | \$7,180 |

[^0]|  | 2015 |  |  |  |  | 2016 |  |  |  |  | 2017 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q |
| Depreciation and Amortization Expense and Other ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Cable Communications | \$1,680 | \$1,732 | \$1,782 | \$1,857 | \$7,051 | \$1,843 | \$1,904 | \$1,929 | \$1,994 | \$7,670 | \$1,980 | \$2,001 | \$2,049 |
| Cable Networks | \$184 | \$211 | \$193 | \$196 | \$784 | \$190 | \$187 | \$184 | \$184 | \$745 | \$214 | \$181 | \$179 |
| Broadcast Television ${ }^{1}$ | \$29 | \$30 | \$26 | \$26 | \$111 | \$32 | \$30 | \$27 | \$36 | \$125 | \$32 | \$31 | (\$305) |
| Filmed Entertainment | \$5 | \$6 | \$8 | \$7 | \$26 | \$8 | \$12 | \$13 | \$14 | \$47 | \$21 | \$26 | \$32 |
| Theme Parks | \$86 | \$93 | \$91 | \$87 | \$357 | \$98 | \$145 | \$130 | \$139 | \$512 | \$142 | \$186 | \$166 |
| Headquarters, Other and Eliminations | \$81 | \$83 | \$79 | \$83 | \$326 | \$86 | \$91 | \$91 | \$108 | \$376 | \$99 | \$96 | \$97 |
| Total NBCUniversal | \$385 | \$423 | \$397 | \$399 | \$1,604 | \$414 | \$465 | \$445 | \$481 | \$1,805 | \$508 | \$520 | \$169 |
| Corporate, Other and Eliminations ${ }^{1}$ | \$22 | \$23 | \$22 | \$23 | \$90 | \$21 | \$20 | \$21 | \$21 | \$83 | \$14 | \$20 | \$170 |
| Total Consolidated Depreciation and Amortization Expense and Other | \$2,087 | \$2,178 | \$2,201 | \$2,279 | \$8,745 | \$2,278 | \$2,389 | \$2,395 | \$2,496 | \$9,558 | \$2,502 | \$2,541 | \$2,388 |
| Operating Income |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Cable Communications | \$2,978 | \$3,045 | \$2,944 | \$3,019 | \$11,986 | \$3,046 | \$3,144 | \$3,057 | \$3,192 | \$12,439 | \$3,218 | \$3,319 | \$3,197 |
| Cable Networks | \$714 | \$661 | \$642 | \$698 | \$2,715 | \$766 | \$757 | \$709 | \$732 | \$2,964 | \$902 | \$874 | \$726 |
| Broadcast Television | \$153 | \$201 | \$124 | \$191 | \$669 | \$252 | \$364 | \$351 | \$228 | \$1,195 | \$290 | \$385 | \$626 |
| Filmed Entertainment | \$288 | \$416 | \$368 | \$136 | \$1,208 | \$159 | \$44 | \$340 | \$107 | \$650 | \$347 | \$259 | \$362 |
| Theme Parks | \$277 | \$352 | \$512 | \$454 | \$1,595 | \$277 | \$324 | \$576 | \$501 | \$1,678 | \$255 | \$365 | \$609 |
| Headquarters, Other and Eliminations | (\$223) | (\$249) | (\$242) | (\$237) | (\$951) | (\$246) | (\$265) | (\$275) | (\$279) | $(\$ 1,065)$ | (\$285) | (\$332) | (\$218) |
| Total NBCUniversal | \$1,209 | \$1,381 | \$1,404 | \$1,242 | \$5,236 | \$1,208 | \$1,224 | \$1,701 | \$1,289 | \$5,422 | \$1,509 | \$1,551 | \$2,105 |
| Corporate, Other and Eliminations | (\$218) | (\$247) | (\$220) | (\$178) | (\$863) | (\$165) | (\$302) | (\$318) | (\$217) | $(\$ 1,002)$ | (\$197) | (\$312) | (\$510) |
| Total Consolidated Operating Income | \$3,969 | \$4,179 | \$4,128 | \$4,083 | \$16,359 | \$4,089 | \$4,066 | \$4,440 | \$4,264 | \$16,859 | \$4,530 | \$4,558 | \$4,792 |

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 $\mathrm{NBCUniversal's} \mathrm{relinquishment} \mathrm{of} \mathrm{spectrum} \mathrm{rights} \mathrm{in} \mathrm{our} \mathrm{Broadcast} \mathrm{Television} \mathrm{segment} \mathrm{and} \mathrm{a} \mathrm{pretax} \mathrm{gain} \mathrm{of} \$ 105$ million related to the sale of a business in Corporate and Other. A charge related to a legal settlement of $\$ 250$ million is included in Corporate and Other as it is excluded from Adjusted EBITDA for the third quarter 2017.

|  | 2015 |  |  |  |  | 2016 |  |  |  |  | 2017 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q |
| Homes and Businesses Passed ${ }^{1}$ | 54,904 | 55,205 | 55,455 | 55,691 | 55,691 | 55,910 | 56,062 | 56,235 | 56,434 | 56,434 | 56,557 | 56,839 | 57,013 |
| Video |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Video Residential Customers ${ }^{2}$ | 21,479 | 21,387 | 21,319 | 21,385 | 21,385 | 21,422 | 21,401 | 21,420 | 21,488 | 21,488 | 21,520 | 21,475 | 21,341 |
| Video Business Services Customers | 895 | 919 | 939 | 962 | 962 | 978 | 994 | 1,007 | 1,019 | 1,019 | 1,030 | 1,040 | 1,049 |
| Total Video Customers | 22,375 | 22,306 | 22,258 | 22,347 | 22,347 | 22,400 | 22,396 | 22,428 | 22,508 | 22,508 | 22,549 | 22,516 | 22,390 |
| Total Video Penetration of Homes and Businesses Passed ${ }^{3}$ | 40.8\% | 40.4\% | 40.1\% | 40.1\% | 40.1\% | 40.1\% | 39.9\% | 39.9\% | 39.9\% | 39.9\% | 39.9\% | 39.6\% | 39.3\% |
| Video Residential Net Additions (Losses) | (28) | (92) | (68) | 66 | (123) | 37 | (21) | 19 | 68 | 103 | 32 | (45) | (134) |
| Video Business Services Net Additions (Losses) | 21 | 24 | 20 | 23 | 87 | 16 | 17 | 13 | 12 | 57 | 10 | 11 | 9 |
| Total Video Net Additions (Losses) | (8) | (69) | (48) | 89 | (36) | 53 | (4) | 32 | 80 | 161 | 42 | (34) | (125) |
| Total Advanced Services Customers ${ }^{4}$ | 13,215 | 13,337 | 13,466 | 13,871 | 13,871 | 14,158 | 14,356 | 14,500 | 14,761 | 14,761 | 14,918 | 14,994 | 14,979 |
| Advanced Services Penetration of Total Video Customers | 59.1\% | 59.8\% | 60.5\% | 62.1\% | 62.1\% | 63.2\% | 64.1\% | 64.7\% | 65.6\% | 65.6\% | 66.2\% | 66.6\% | 66.9\% |
| High-Speed Internet (HSI) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| HSI Residential Customers ${ }^{2}$ | 20,777 | 20,915 | 21,194 | 21,610 | 21,610 | 22,013 | 22,189 | 22,477 | 22,827 | 22,827 | 23,224 | 23,364 | 23,546 |
| HSI Business Services Customers | 1,591 | 1,634 | 1,674 | 1,719 | 1,719 | 1,754 | 1,797 | 1,839 | 1,874 | 1,874 | 1,907 | 1,942 | 1,974 |
| Total HSI Customers | 22,369 | 22,548 | 22,868 | 23,329 | 23,329 | 23,767 | 23,987 | 24,316 | 24,701 | 24,701 | 25,131 | 25,306 | 25,519 |
| Total HSI Penetration of Homes and Businesses Passed ${ }^{3}$ | 40.7\% | 40.8\% | 41.2\% | 41.9\% | 41.9\% | 42.5\% | 42.8\% | 43.2\% | 43.8\% | 43.8\% | 44.4\% | 44.5\% | 44.8\% |
| HSI Residential Net Additions (Losses) | 370 | 137 | 280 | 415 | 1,202 | 403 | 176 | 288 | 350 | 1,218 | 397 | 140 | 182 |
| HSI Business Services Net Additions (Losses) | 38 | 43 | 40 | 45 | 165 | 35 | 43 | 41 | 36 | 155 | 32 | 35 | 32 |
| Total HSI Net Additions (Losses) | 407 | 180 | 320 | 460 | 1,367 | 438 | 220 | 330 | 385 | 1,373 | 429 | 175 | 214 |
| Voice |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Voice Residential Customers | 10,314 | 10,334 | 10,324 | 10,436 | 10,436 | 10,516 | 10,551 | 10,527 | 10,546 | 10,546 | 10,520 | 10,470 | 10,351 |
| Voice Business Services Customers | 956 | 985 | 1,012 | 1,039 | 1,039 | 1,061 | 1,090 | 1,116 | 1,140 | 1,140 | 1,162 | 1,189 | 1,214 |
| Total Voice Customers | 11,270 | 11,319 | 11,336 | 11,475 | 11,475 | 11,577 | 11,641 | 11,643 | 11,687 | 11,687 | 11,681 | 11,659 | 11,565 |
| Total Voice Penetration of Homes and Businesses Passed ${ }^{3}$ | 20.5\% | 20.5\% | 20.4\% | 20.6\% | 20.6\% | 20.7\% | 20.8\% | 20.7\% | 20.7\% | 20.7\% | 20.7\% | 20.5\% | 20.3\% |
| Voice Residential Net Additions (Losses) | 50 | 20 | (10) | 112 | 173 | 80 | 35 | (24) | 20 | 110 | (27) | (50) | (119) |
| Voice Business Services Net Additions (Losses) | 26 | 29 | 27 | 27 | 109 | 22 | 29 | 26 | 24 | 101 | 22 | 27 | 25 |
| Total Voice Net Additions (Losses) | 77 | 49 | 17 | 139 | 282 | 102 | 64 | 2 | 44 | 211 | (5) | (22) | (94) |
| Security and Automation |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Security and Automation Customers | 447 | 502 | 553 | 612 | 612 | 668 | 737 | 815 | 891 | 891 | 957 | 1,028 | 1,079 |
| Security and Automation Penetration of Homes and Businesses Passed ${ }^{3}$ | 0.8\% | 0.9\% | 1.0\% | 1.1\% | 1.1\% | 1.2\% | 1.3\% | 1.4\% | 1.6\% | 1.6\% | 1.7\% | 1.8\% | 1.9\% |
| Security and Automation Net Additions (Losses) | 47 | 54 | 51 | 59 | 212 | 56 | 70 | 78 | 76 | 279 | 66 | 71 | 51 |
| Customer Relationships ${ }^{5}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential Customer Relationships | 25,489 | 25,477 | 25,593 | 25,828 | 25,828 | 26,065 | 26,138 | 26,312 | 26,533 | 26,533 | 26,797 | 26,874 | 26,957 |
| Business Services Customer Relationships | 1,755 | 1,799 | 1,841 | 1,887 | 1,887 | 1,921 | 1,964 | 2,006 | 2,044 | 2,044 | 2,078 | 2,115 | 2,146 |
| Customer Relationships | 27,244 | 27,276 | 27,433 | 27,715 | 27,715 | 27,986 | 28,101 | 28,318 | 28,577 | 28,577 | 28,875 | 28,989 | 29,104 |
| Customer Relationships Net Additions (Losses) | 199 | 32 | 157 | 282 | 670 | 271 | 116 | 217 | 259 | 862 | 297 | 114 | 115 |
| Average Monthly Total Revenue per Customer Relationship | \$140.49 | \$143.55 | \$143.20 | \$145.01 | \$142.83 | \$146.07 | \$147.90 | \$148.38 | \$150.49 | \$148.18 | \$149.83 | \$151.19 | \$151.51 |
| Residential Customer Relationships Mix and Penetration ${ }^{6}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Single Product Customers | 7,725 | 7,654 | 7,665 | 7,647 | 7,647 | 7,681 | 7,671 | 7,722 | 7,756 | 7,756 | 7,861 | 7,931 | 8,055 |
| Double Product Customers | 8,248 | 8,263 | 8,360 | 8,478 | 8,478 | 8,572 | 8,585 | 8,682 | 8,797 | 8,797 | 8,938 | 8,945 | 8,983 |
| Triple and Quad Product Customers | 9,516 | 9,560 | 9,568 | 9,703 | 9,703 | 9,812 | 9,882 | 9,908 | 9,980 | 9,980 | 9,998 | 9,998 | 9,919 |
| Single Product Penetration | 30.3\% | 30.0\% | 30.0\% | 29.6\% | 29.6\% | 29.5\% | 29.3\% | 29.3\% | 29.2\% | 29.2\% | 29.3\% | 29.5\% | 29.9\% |
| Double Product Penetration | 32.4\% | 32.4\% | 32.7\% | 32.8\% | 32.8\% | 32.9\% | 32.8\% | 33.0\% | 33.2\% | 33.2\% | 33.4\% | 33.3\% | 33.3\% |
| Triple and Quad Product Penetration | 37.3\% | 37.5\% | 37.4\% | 37.6\% | 37.6\% | 37.6\% | 37.8\% | 37.7\% | 37.6\% | 37.6\% | 37.3\% | 37.2\% | 36.8\% |

1) Homes and businesses are considered passed if we can comnect them to our distribution system without turther extending the transmission lines. Homes and businesses passed is an estimate based on the best avalabbe information.
2) Residential video and high-speed internet customers as of third quarter 2017 included prepaid customers totaling 2,000 and 42,000 , respecivel).

Penetration is calculated by dividing the number of customers by the number of homes and businesses passed
Advanced Senices Customers subscribe to DVR andor HDTV serices.
Single Proculust पuater 2017, Customer Relauonships reppesent the number of residential and business customers that subscribe to at least one of our four primary senices of video, high-speed internet, voice, and security and automation. All periods presented have been adiusted for the inclusion of our Security and Automation customers
Prouct Customers, and Triple and Quad Product Customers represent residential customers that subscribe to one, two, or three and four of our primary sericices, 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 af
ee additional notes on page 7 . Minor differences may exist due to ounding

|  | 2015 |  |  |  |  | 2016 |  |  |  |  | 2017 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 19 | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1 Q | 2Q | 3Q |
| Customer Premise Equipment (CPE) ${ }^{1}$ | \$839 | \$881 | \$1,019 | \$959 | \$3,698 | \$868 | \$927 | \$1,039 | \$831 | \$3,665 | \$956 | \$842 | \$847 |
| Scalable Infrastructure ${ }^{2}$ | \$272 | \$397 | \$356 | \$514 | \$1,539 | \$351 | \$464 | \$488 | \$524 | \$1,827 | \$437 | \$591 | \$644 |
| Line Extensions ${ }^{3}$ | \$177 | \$208 | \$238 | \$263 | \$886 | \$230 | \$296 | \$329 | \$353 | \$1,208 | \$282 | \$340 | \$361 |
| Support Capital ${ }^{4}$ | \$158 | \$192 | \$240 | \$327 | \$917 | \$127 | \$194 | \$188 | \$387 | \$896 | \$106 | \$183 | \$209 |
| Total Cable Communications Capital Expenditures ${ }^{5}$ | \$1,446 | \$1,678 | \$1,853 | \$2,063 | \$7,040 | \$1,576 | \$1,881 | \$2,044 | \$2,095 | \$7,596 | \$1,781 | \$1,956 | \$2,061 |
| Percent of Total Cable Communications Revenue | 12.6\% | 14.3\% | 15.8\% | 17.2\% | 15.0\% | 12.9\% | 15.1\% | 16.3\% | 16.3\% | 15.2\% | 13.8\% | 14.9\% | 15.6\% |
| Total NBCUniversal Capital Expenditures | \$268 | \$272 | \$289 | \$557 | \$1,386 | \$295 | \$360 | \$336 | \$461 | \$1,452 | \$285 | \$338 | \$354 |
| Corporate, Other and Eliminations Capital Expenditures | \$12 | \$21 | \$23 | \$17 | \$73 | \$14 | \$30 | \$26 | \$17 | \$87 | \$12 | \$33 | \$19 |
| Total Consolidated Capital Expenditures | \$1,726 | \$1,971 | \$2,165 | \$2,637 | \$8,499 | \$1,885 | \$2,271 | \$2,406 | \$2,573 | \$9,135 | \$2,078 | \$2,327 | \$2,434 |

 a 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.

| 2015 |  |  |  |  | 2016 |  |  |  |  | 2017 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 19 | 2Q | 3Q | 4Q | FY | 19 | 2Q | 3Q | 4 Q | FY | 1Q | 2Q | 3Q |
| \$211 | \$235 | \$257 | \$275 | \$978 | \$245 | \$300 | \$329 | \$324 | \$1,198 | \$268 | \$330 | \$353 |


|  | 2015 |  |  |  |  | 2016 |  |  |  |  | 2017 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q |
| Free Cash Flow ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted EBITDA | \$5,956 | \$6,266 | \$6,184 | \$6,272 | \$24,678 | \$6,367 | \$6,455 | \$6,835 | \$6,760 | \$26,417 | \$7,032 | \$7,099 | \$7,180 |
| Capital Expenditures | (\$1,726) | (\$1,971) | (\$2,165) | (\$2,637) | (\$8,499) | $(\$ 1,885)$ | $(\$ 2,271)$ | $(\$ 2,406)$ | $(\$ 2,573)$ | (\$9,135) | $(\$ 2,078)$ | (\$2,327) | (\$2,434) |
| Cash Paid for Capitalized Software and Other Intangible Assets | (\$273) | (\$327) | (\$316) | (\$454) | (\$1,370) | (\$378) | (\$359) | (\$426) | (\$523) | (\$1,686) | (\$416) | (\$420) | (\$404) |
| Cash Interest Expense | (\$691) | (\$550) | (\$673) | (\$529) | (\$2,443) | (\$723) | (\$512) | (\$808) | (\$522) | $(\$ 2,565)$ | (\$895) | (\$477) | (\$905) |
| Cash Taxes on Operating Items (including Economic Stimulus Packages) ${ }^{\text {2,4 }}$ | (\$118) | (\$1,951) | $(\$ 1,081)$ | (\$299) | $(\$ 3,449)$ | (\$145) | $(\$ 1,556)$ | (\$969) | (\$927) | (\$3,597) | (\$132) | $(\$ 2,047)$ | $(\$ 1,097)$ |
| Changes in Operating Assets and Liabilities ${ }^{3,4}$ | \$240 | (\$211) | \$467 | (\$338) | \$158 | (\$258) | (\$300) | (\$871) | \$145 | $(\$ 1,284)$ | (\$580) | \$337 | (\$175) |
| Noncash Share-Based Compensation | \$135 | \$159 | \$136 | \$137 | \$567 | \$153 | \$178 | \$164 | \$145 | \$640 | \$173 | \$218 | \$203 |
| Distributions to Noncontrolling Interests and Dividends for Redeemable Subsidiary Preferred Stock | (\$62) | (\$52) | (\$64) | (\$54) | (\$232) | (\$77) | (\$48) | (\$69) | (\$59) | (\$253) | (\$72) | (\$65) | (\$61) |
| Other ${ }^{5}$ | \$35 | \$44 | \$98 | \$57 | \$234 | \$40 | \$62 | \$46 | \$277 | \$425 | \$47 | \$52 | \$42 |
| Impact of Share-Based Compensation Accounting Change ${ }^{4}$ | (\$313) | (\$240) | (\$90) | (\$64) | (\$707) | (\$289) | (\$122) | (\$81) | (\$93) | (\$585) | \$0 | \$0 | \$0 |
| Free Cash Flow (including Economic Stimulus Packages) | \$3,183 | \$1,167 | \$2,496 | \$2,091 | \$8,937 | \$2,805 | \$1,527 | \$1,415 | \$2,630 | \$8,377 | \$3,079 | \$2,370 | \$2,349 |
| Economic Stimulus Packages ${ }^{2}$ | \$0 | \$334 | \$167 | (\$503) | (\$2) | \$0 | (\$107) | (\$44) | (\$23) | (\$174) | \$0 | (\$151) | (\$74) |
| Total Consolidated Free Cash Flow ${ }^{4}$ | \$3,183 | \$1,501 | \$2,663 | \$1,588 | \$8,935 | \$2,805 | \$1,420 | \$1,371 | \$2,607 | \$8,203 | \$3,079 | \$2,219 | \$2,275 |
| Return of Capital to Shareholders |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Dividends | \$572 | \$628 | \$623 | \$614 | \$2,437 | \$611 | \$670 | \$663 | \$658 | \$2,601 | \$657 | \$747 | \$743 |
| Share Repurchases | \$2,000 | \$1,585 | \$2,185 | \$980 | \$6,750 | \$1,249 | \$1,136 | \$1,377 | \$1,238 | \$5,000 | \$750 | \$1,381 | \$1,684 |
| Total Return of Capital to Shareholders | \$2,572 | \$2,213 | \$2,808 | \$1,594 | \$9,187 | \$1,860 | \$1,806 | \$2,040 | \$1,896 | \$7,601 | \$1,407 | \$2,128 | \$2,427 |
| Diluted Weighted-Average Number of Common Shares ${ }^{6}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted Weighted-Average Number of Common Shares | 5,113 | 5,063 | 5,005 | 4,961 | 5,035 | 4,925 | 4,891 | 4,861 | 4,820 | 4,875 | 4,832 | 4,809 | 4,777 |

[^1]
## Cash Taxes

Nonoperating tems
Cash Taxes on Operating Items (including Economic Stimulus Packages)

| 2015 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 19 | 2 Q | $3 Q$ | 4Q | FY |
| (\$118) | (\$1,881) | (\$1,146) | (\$581) | (\$3,726) |
| \$0 | (\$70) | \$65 | \$282 | \$277 |
| (\$118) | (\$1,951) | (\$1,081) | (\$299) | (\$3,449) |


| 2016 |  |  |  |  |  |  |
| :---: | :---: | :---: | ---: | ---: | :---: | :---: |
| 1 Q | 2 Q | 3 Q | 4 Q | FY |  |  |
| $(\$ 190)$ | $(\$ 1,495)$ | $(\$ 1,031)$ | $(\$ 977)$ | $(\$ 3,693)$ |  |  |
| $\$ 45$ | $(\$ 61)$ | $\$ 62$ | $\$ 50$ | $\$ 96$ |  |  |
| $(\$ 145)$ | $(\$ 1,556)$ | $(\$ 969)$ | $(\$ 927)$ | $(\$ 3,597)$ |  |  |
|  |  |  |  |  |  |  |


| 2017 |  |  |
| :---: | :---: | ---: |
| 1 Q | 2 Q | 3 Q |
| $(\$ 132)$ | $(\$ 2,077)$ | $(\$ 1,206)$ |
| $\$ 0$ | $\$ 30$ | $\$ 109$ |
| $(\$ 132)$ | $(\$ 2,047)$ | $(\$ 1,097)$ |

arring in nature and therefore we excluded the amount
 Adjusted EBITDA.


 January 1, 2017. The table below summarizes the impact to the components of Free Cash Flow for the share-based compensation accounting change for 2015 and 2016.

Cash Taxes on Operating Items (including Economic Stimulus Packages)
Changes in Operating Assets and Liabilities

| 2015 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 19 | 2Q | 3 Q | 4 Q | FY |
| \$146 | \$74 | \$35 | \$27 | \$282 |
| \$167 | \$166 | \$55 | \$37 | \$425 |
| \$313 | \$240 | \$90 | \$64 | \$707 |


| 2016 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 19 | 2Q | 3 Q | 4Q | FY |
| \$111 | \$49 | \$33 | \$40 | \$233 |
| \$178 | \$73 | \$48 | \$53 | \$352 |
| \$289 | \$122 | \$81 | \$93 | \$585 |

5) Other includes proceeds from investments and other nonoperating items and principal payments on capital leases.
6) Comcast announced that is Board of Directors declared a two-for-one stock splitit 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-spit basis

## Basis of Presentation

All financial data, except Cable Communications Customer Metrics, Capital Expenditures and Free Cash Flow, is presented on a pro forma basis. On November 13, 2015, we acquired a $51 \%$ interest in Universal Studios Japan (subsequently we acquired the remaining 49\% noncontrolling interests in Universal Studios Japan on April 6, 2017). Pro forma information is presented as if the acquisition of the $51 \%$ interest of Universal Studios Japan occurred on 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, adjusted for the allocation of purchase price. 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 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 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 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 2015.

To be consistent with our current management reporting presentation, certain 2015 and 2016 operating results were reclassified within the Cable Communications segment and Corporate, Other and Eliminations.

All percentages are calculated on whole numbers.


[^0]:    1) Operating costs and expenses represents total costs and expenses excluding depreciation and amortization expense and other operating gains. Corporate, Other and Eliminations operating costs and expenses excludes a charge related to a legal settlement of $\$ 250$ million in the third quarter 2017 as this amount is excluded from Adjusted EBITDA.
    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.
    
     of our operating performance. We provide more detail about Adjusted EBITDA 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).
[^1]:     items, net of estimated tax effects. We provide more detail about Free 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).
    presented separately

