



# 3<sup>rd</sup> QUARTER 2013 RESULTS

October 30, 2013



# Safe Harbor

## Caution Concerning Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. In some cases, you can identify these so-called “forward-looking statements” by words such as “may,” “will,” “should,” “expects,” “plans,” “anticipates,” “believes,” “estimates,” “predicts,” “potential,” or “continue,” or the negative of these and other comparable words. We wish to take advantage of the “safe harbor” provided for by this Act, and we caution you that actual events or results may differ materially from the expectations we express in our forward-looking statements as a result of various risks and uncertainties, many of which are beyond our control. Factors that could cause our actual results to differ materially from these forward-looking statements include: (1) changes in the competitive environment, (2) changes in business and economic conditions, (3) changes in our programming costs, (4) changes in laws and regulations, (5) changes in technology, (6) adverse decisions in litigation matters, (7) risks associated with acquisitions and other strategic transactions, (8) changes in assumptions underlying our critical accounting judgments and estimates, and (9) other risks described from time to time in reports and other documents we file with the Securities and Exchange Commission. We undertake no obligation to update any forward-looking statements. The amount and timing of share repurchases and dividends is subject to business, economic and other relevant factors.

## Non-GAAP Financial Measures

Our presentation may also contain non-GAAP financial measures, as defined in Regulation G, adopted by the SEC. We provide a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measure in our Form 8-K (Quarterly Earnings Release) announcing our quarterly earnings, which can be found on the SEC’s website at [www.sec.gov](http://www.sec.gov) and our website at [www.cmcsa.com](http://www.cmcsa.com) or [www.cmcsk.com](http://www.cmcsk.com).

# 3<sup>rd</sup> Quarter 2013 Overview and Highlights

## → Real Momentum Across Our Businesses

- Strong Revenue and Operating Cash Flow Growth
- Record Third Quarter Free Cash Flow

## → Cable Communications: Effectively Balancing Customer and Financial Growth

- Strength in all residential services and Business Services, partially offset by political advertising
- Expanding new businesses and service offerings with industry-leading innovation

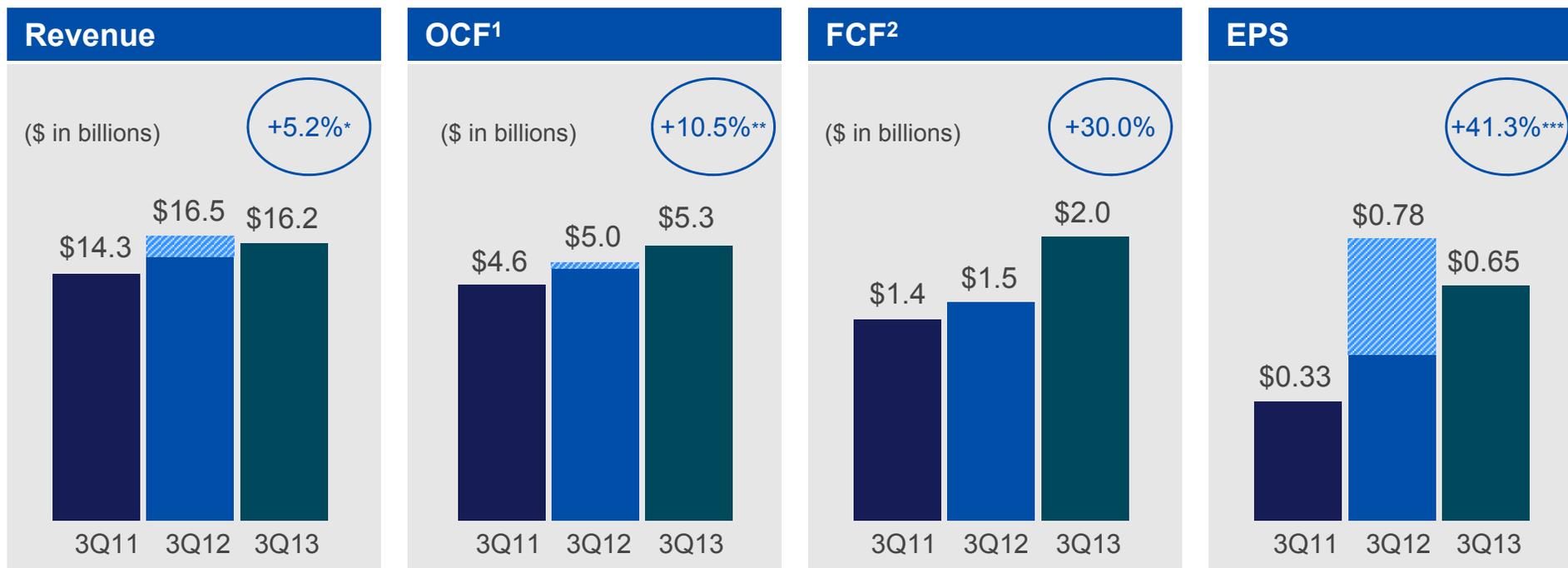
## → NBCUniversal: Strong Results in Each Segment

- Healthy revenue growth and double-digit cash flow growth, adjusting for the Olympics

## → Focused on Execution, Maintaining Our Momentum and Driving Innovation

# Consolidated 3<sup>rd</sup> Quarter 2013 Financial Results

## Strong Financial Momentum



→ Free Cash Flow per share<sup>2</sup> increased 32.1% to \$0.74 in 3Q 2013 and 17.9% to \$2.64 YTD 2013

\* Consolidated revenue growth<sup>4</sup> excludes \$1,188MM of revenue generated by the Olympics in 3Q12.

\*\* Consolidated operating cash flow growth<sup>4</sup> excludes \$120MM of operating cash flow generated by the Olympics in 3Q12 and \$74MM of costs associated with the termination of a pension plan in 3Q13.

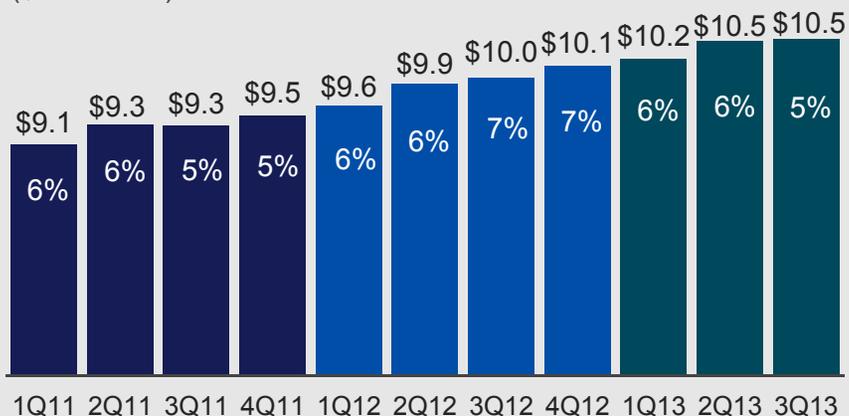
\*\*\* Earnings per share growth<sup>4</sup> excludes non-recurring gains of \$0.32 per share from asset sales in 3Q12. 3Q13 earnings per share of \$0.65 reflects a non-recurring \$0.11 gain related to the sale of our investment in Clearwire, fully offset by other investment losses and pension termination costs.

# Cable Communications Revenue and Customer Metrics

## Consistent Operating and Financial Performance

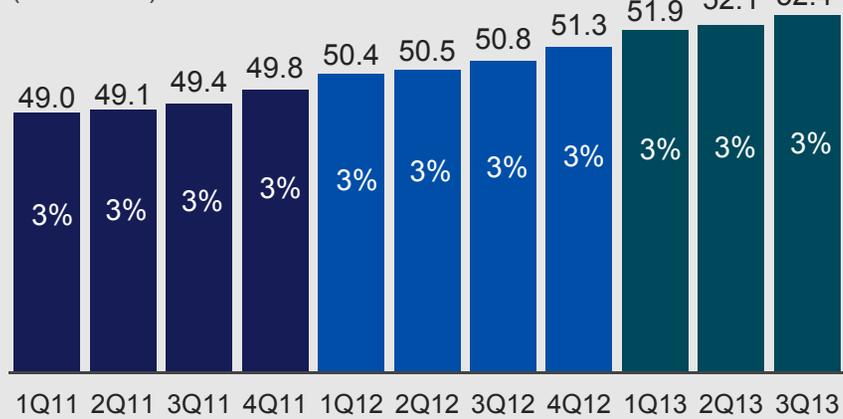
### Cable Revenue and Growth Rate

(\$ in billions)



### Combined Video, HSI and Digital Voice Customers

(in millions)



### 3<sup>rd</sup> Quarter 2013 Highlights<sup>3</sup>

- Cable Communications revenue: +5.2% to \$10.5Bn
  - Total revenue per video customer +6.9% to \$161 per month
  - Combined Video, HSI and Voice customer additions +15% to 337K
- Video revenue growth of 2.9% to \$5.1Bn
  - Loss of 129K customers in 3Q13 vs. 117K in 3Q12
  - Increased HD and/or DVR customers to 12.1MM; now 56% of Video customers
- HSI revenue growth of 7.9% to \$2.6Bn
  - Increased share: Added 297K customers vs. 287K in 3Q12
  - 20.3MM customers and penetration at 38% of Homes Passed
- Voice revenue growth of 2.6% to \$919MM
  - Increased share: Added 169K customers vs. 123K in 3Q12
  - 10.5MM customers and penetration at 20% of Homes Passed
- Business Services revenue increased 26.4% to \$836MM
  - Small businesses continues to drive growth
  - Increasing contribution from mid-size businesses
- Advertising revenue decreased 10.8% to \$541MM
  - Excluding political and one less week, core advertising revenue increased 3%

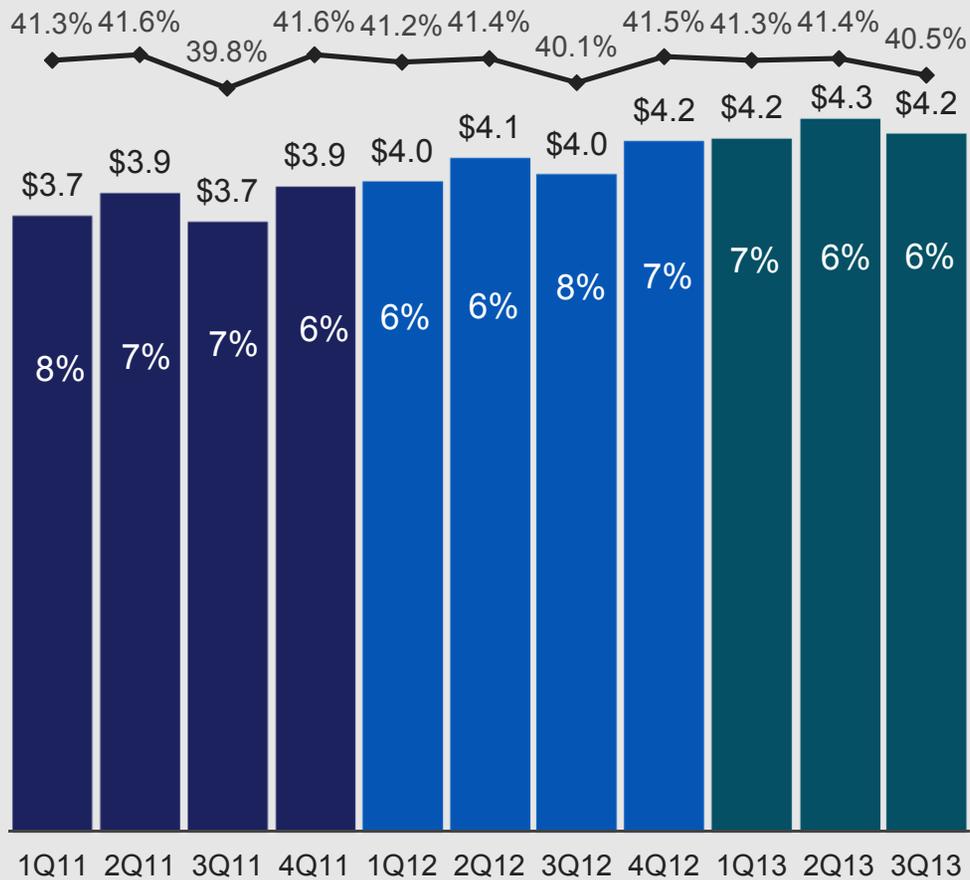
All percentages represent year/year growth rates.

# Cable Communications Operating Cash Flow

## Revenue Mix and Expense Management Drive Improved Margins

### Operating Cash Flow, Year/Year Growth Rates and Margins<sup>1</sup>

(\$ in billions)



### 3<sup>rd</sup> Quarter 2013 Highlights

- Operating Cash Flow increased 6.2% to \$4.2Bn
  - Margin of 40.5% improved 40 basis points
- Improving product mix to higher margin services
- Continuing shift to higher levels of service
  - 56% of Video customers take advanced services
  - 34% of HSI customers receive a higher speed service
- Total expenses increased 4.5%
  - Programming expense increased 9.2%
  - Excluding programming, all other expenses increased 2.0%
- Continued focus on expense management and operating efficiencies

# 3<sup>rd</sup> Quarter 2013 NBCUniversal Results

## Strong Results in each Segment

### NBCUniversal Revenue and Operating Cash Flow<sup>1</sup>

(\$ in millions)	3Q13	\$ Growth*	% Growth*
Cable Networks	\$2,239	+\$87	+4.0%
Broadcast Television	1,644	+42	+2.6%
Filmed Entertainment	1,400	+45	+3.3%
Theme Parks	661	+47	+7.9%
HQ, Other & Eliminations	(93)	(4)	NM
<b>Revenue</b>	<b>\$5,851</b>	<b>+\$217</b>	<b>+3.9%</b>
Cable Networks	\$853	+\$44	+5.4%
Broadcast Television	34	+66	NM
Filmed Entertainment	189	+117	164.1%
Theme Parks	343	+27	+8.6%
HQ, Other & Eliminations	(169)	(24)	NM
<b>OCF</b>	<b>\$1,250</b>	<b>+\$230</b>	<b>+22.4%</b>

\* NBCUniversal and Broadcast Television revenue and operating cash flow growth<sup>4</sup> exclude \$1,188MM of revenue and \$120MM of operating cash flow generated by the Olympics in 3Q12.

### 3<sup>rd</sup> Quarter 2013 Highlights

- Cable Networks
  - Advertising revenue growth of 4.6%
  - Distribution revenue growth of 5.4%
  - Programming and production costs increased 3.8% driven by continued investment in originals
- Broadcast Television
  - Increased retransmission consent revenue
  - Advertising revenue growth of 2.6%, excluding the Olympics, reflects lower political advertising at owned stations and the early start of the Fall TV season in 2012
  - Lower programming and production costs
- Filmed Entertainment
  - Strong box office performance of *Despicable Me 2*
  - Lower home entertainment revenue due to fewer titles released on DVD compared to last year
- Theme Parks
  - Increased per capita spending at Orlando and Hollywood
  - Strong attendance growth at Orlando driven by opening of new *Transformers* attraction

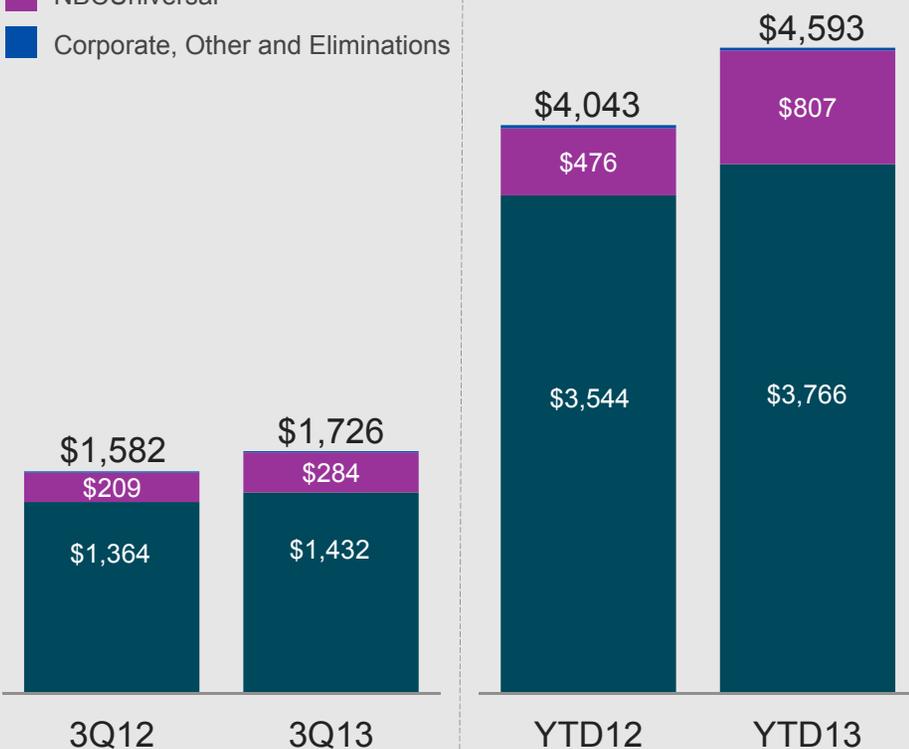
# Consolidated Capital Expenditures

Capital Investment Drives Growth, Differentiation and Increasing ROI

## Consolidated Capital Expenditures

(\$ in millions)

- Cable Communications
- NBCUniversal
- Corporate, Other and Eliminations



## 3<sup>rd</sup> Quarter 2013 Highlights

- Consolidated capital expenditures increased \$144MM, or 9.1%, to \$1.7Bn
- Cable Communications capex increased \$68MM, or 5.0%, to \$1.4Bn
  - Equal to 13.6% of Cable revenue
  - Increased CPE to support continued deployment of wireless gateways and X1 boxes
  - Expansion of Business Services
- NBCUniversal capex increased \$75MM to \$284MM
  - Increased investments in new attractions at Theme Parks

	3Q12	3Q13	YTD12	YTD13
Cable capex as a % of Cable revenue	13.7%	13.6%	12.0%	12.1%

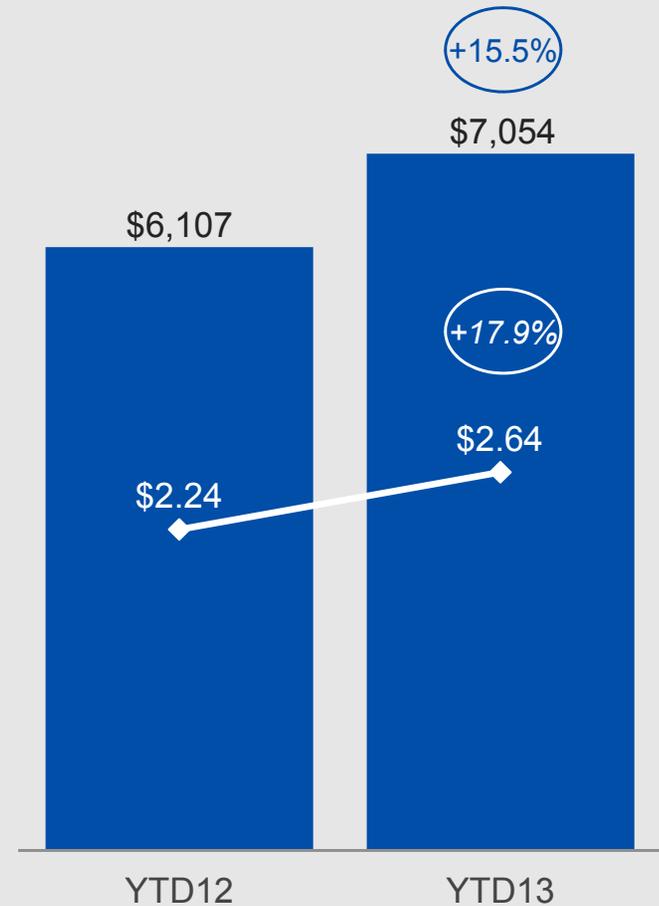
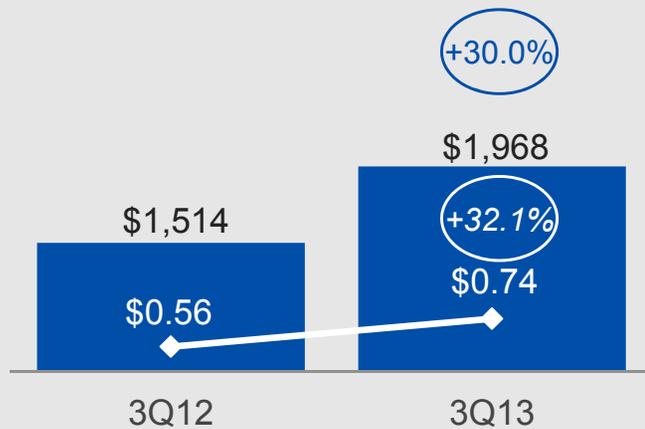
# Focused on FCF Generation and Balance Sheet Strength

## Executing on 2013 Financial Strategy

### Consolidated Free Cash Flow and FCF per Share<sup>2</sup>

(\$ in millions, except per share data)

◇ FCF Per Share



→ YTD Return of Capital of \$3.0 Billion: \$1.5Bn in Dividends and \$1.5Bn in Share Repurchases

## Notes

1. Operating Cash Flow is defined as operating income (loss) before depreciation and amortization, excluding impairment charges related to fixed and intangible assets and gains or losses on sale of assets, if any. Please refer to our Form 8-K (Quarterly Earnings Release) for a reconciliation of consolidated operating cash flow, a non-GAAP financial measure.
2. Free Cash Flow, which is a non-GAAP financial measure, is defined as “Net Cash Provided by Operating Activities” (as stated in our Consolidated Statement of Cash Flows) reduced by capital expenditures, cash paid for intangible assets and cash distributions to noncontrolling interests; and adjusted for any payments and receipts related to certain nonoperating items, net of estimated tax benefits (such as income taxes on investment sales, and non-recurring payments related to income tax and litigation contingencies of acquired companies). The definition of Free Cash Flow specifically excludes any impact from Economic Stimulus packages. Please refer to our Form 8-K (Quarterly Earnings Release) for a reconciliation and further details. Free Cash Flow per Share is calculated by taking Free Cash Flow (as described above) divided by the diluted weighted-average number of common shares outstanding used in the calculation of earnings per share.
3. Effective January 1, 2013, revenue from certain commercial customers such as hotels, restaurants and bars for our video services is now presented as business services revenue rather than in the video revenue line item. We have reclassified the applicable revenue for periods prior to 2013.
4. Please refer to our Form 8-K (Quarterly Earnings Release) for reconciliations of consolidated, NBCUniversal and Broadcast Television revenue and OCF excluding the 2012 Olympics and pension termination costs, and consolidated earnings per share excluding gains on asset sales, investment losses and pension termination costs.



COMCAST