|  | 2014 |  |  |  |  | 2015 |  |  |  |  | 2016 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY |
| 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 | \$5,647 | \$22,357 |
| 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 | \$3,483 | \$13,532 |
| Voice | \$920 | \$922 | \$913 | \$916 | \$3,671 | \$906 | \$903 | \$900 | \$899 | \$3,608 | \$896 | \$893 | \$878 | \$873 | \$3,540 |
| 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 | \$1,444 | \$5,514 |
| Advertising | \$507 | \$587 | \$596 | \$698 | \$2,388 | \$499 | \$577 | \$588 | \$634 | \$2,298 | \$559 | \$597 | \$634 | \$728 | \$2,518 |
| Other ${ }^{2}$ | \$483 | \$503 | \$509 | \$547 | \$2,042 | \$545 | \$565 | \$575 | \$589 | \$2,274 | \$625 | \$644 | \$650 | \$668 | \$2,587 |
| 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 | \$12,843 | \$50,048 |
| Advertising | \$896 | \$945 | \$796 | \$857 | \$3,494 | \$851 | \$917 | \$813 | \$854 | \$3,435 | \$851 | \$914 | \$943 | \$858 | \$3,566 |
| 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 | \$1,434 | \$6,078 |
| Content Licensing and Other | \$136 | \$261 | \$178 | \$187 | \$762 | \$150 | \$192 | \$207 | \$183 | \$732 | \$164 | \$218 | \$227 | \$211 | \$820 |
| 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 | \$2,503 | \$10,464 |
| 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 | \$1,993 | \$6,834 |
| Content Licensing | \$496 | \$344 | \$402 | \$327 | \$1,569 | \$485 | \$320 | \$537 | \$442 | \$1,784 | \$490 | \$512 | \$365 | \$532 | \$1,899 |
| Distribution and Other | \$292 | \$227 | \$215 | \$351 | \$1,085 | \$224 | \$243 | \$249 | \$283 | \$999 | \$319 | \$331 | \$441 | \$323 | \$1,414 |
| 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 | \$2,848 | \$10,147 |
| Theatrical | \$376 | \$195 | \$265 | \$265 | \$1,101 | \$371 | \$1,406 | \$886 | \$166 | \$2,829 | \$236 | \$297 | \$700 | \$327 | \$1,560 |
| Content Licensing | \$465 | \$462 | \$439 | \$426 | \$1,792 | \$538 | \$367 | \$496 | \$522 | \$1,923 | \$652 | \$598 | \$595 | \$718 | \$2,563 |
| Home Entertainment | \$351 | \$364 | \$321 | \$421 | \$1,457 | \$364 | \$322 | \$379 | \$736 | \$1,801 | \$275 | \$241 | \$267 | \$471 | \$1,254 |
| Other | \$159 | \$155 | \$161 | \$183 | \$658 | \$173 | \$171 | \$185 | \$205 | \$734 | \$220 | \$215 | \$230 | \$318 | \$983 |
| 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 | \$1,834 | \$6,360 |
| 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 | \$1,344 | \$4,946 |
| Headquarters, Other and Eliminations | (\$88) | (\$67) | (\$76) | (\$77) | (\$308) | (\$100) | (\$73) | (\$73) | (\$76) | (\$322) | (\$85) | (\$78) | (\$83) | (\$78) | (\$324) |
| 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 | \$8,451 | \$31,593 |
| Corporate, Other and Eliminations | (\$225) | (\$208) | (\$180) | (\$205) | (\$818) | (\$192) | (\$227) | (\$233) | (\$227) | (\$879) | (\$275) | (\$278) | (\$416) | (\$269) | $(\$ 1,238)$ |
| 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 | \$21,025 | \$80,403 |

[^0]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 sevices.

|  | 2014 |  |  |  |  | 2015 |  |  |  |  | 2016 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY |
| 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 | \$2,917 | \$11,576 |
| Advertising, Marketing and Promotion | \$708 | \$788 | \$833 | \$769 | \$3,098 | \$789 | \$842 | \$873 | \$865 | \$3,369 | \$837 | \$879 | \$935 | \$896 | \$3,547 |
| 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 | \$1,662 | \$6,371 |
| Customer Service | \$553 | \$549 | \$562 | \$562 | \$2,226 | \$582 | \$580 | \$608 | \$626 | \$2,396 | \$629 | \$615 | \$628 | \$614 | \$2,486 |
| Franchise and Other Regulatory Fees | \$321 | \$325 | \$328 | \$322 | \$1,296 | \$334 | \$347 | \$347 | \$354 | \$1,382 | \$365 | \$370 | \$371 | \$375 | \$1,481 |
| 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 | \$1,193 | \$4,478 |
| 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 | \$7,657 | \$29,939 |
| 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 | \$1,108 | \$4,932 |
| Other Operating and Administrative | \$303 | \$309 | \$302 | \$318 | \$1,232 | \$305 | \$320 | \$320 | \$325 | \$1,270 | \$307 | \$313 | \$344 | \$346 | \$1,310 |
| Advertising, Marketing and Promotion | \$120 | \$129 | \$113 | \$139 | \$501 | \$133 | \$133 | \$130 | \$144 | \$540 | \$132 | \$115 | \$133 | \$133 | \$513 |
| 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 | \$1,587 | \$6,755 |
| 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 | \$2,112 | \$6,984 |
| Other Operating and Administrative | \$323 | \$288 | \$290 | \$298 | \$1,199 | \$310 | \$321 | \$326 | \$319 | \$1,276 | \$318 | \$335 | \$371 | \$357 | \$1,381 |
| Advertising, Marketing and Promotion | \$148 | \$105 | \$124 | \$105 | \$482 | \$130 | \$111 | \$138 | \$145 | \$524 | \$119 | \$95 | \$133 | \$115 | \$462 |
| 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 | \$2,584 | \$8,827 |
| Programming and Production | \$604 | \$547 | \$541 | \$639 | \$2,331 | \$611 | \$1,149 | \$911 | \$817 | \$3,488 | \$622 | \$628 | \$800 | \$912 | \$2,962 |
| Other Operating and Administrative | \$188 | \$209 | \$223 | \$229 | \$849 | \$196 | \$214 | \$221 | \$241 | \$872 | \$209 | \$227 | \$314 | \$351 | \$1,101 |
| Advertising, Marketing and Promotion | \$271 | \$225 | \$271 | \$350 | \$1,117 | \$346 | \$481 | \$438 | \$428 | \$1,693 | \$385 | \$440 | \$325 | \$450 | \$1,600 |
| 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 | \$1,713 | \$5,663 |
| Theme Parks | \$475 | \$514 | \$600 | \$572 | \$2,161 | \$572 | \$583 | \$636 | \$648 | \$2,439 | \$651 | \$667 | \$734 | \$704 | \$2,756 |
| Headquarters, Other and Eliminations | \$76 | \$92 | \$71 | \$67 | \$306 | \$42 | \$93 | \$90 | \$78 | \$303 | \$75 | \$96 | \$101 | \$93 | \$365 |
| 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 | \$6,681 | \$24,366 |
| Corporate, Other and Eliminations | (\$52) | (\$16) | (\$8) | \$20 | (\$56) | \$4 | (\$3) | (\$35) | (\$72) | (\$106) | (\$131) | \$4 | (\$119) | (\$73) | (\$319) |
| 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 | \$14,265 | \$53,986 |
| 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 | \$5,186 | \$20,109 |
| Cable Networks | \$895 | \$914 | \$868 | \$912 | \$3,589 | \$898 | \$872 | \$835 | \$894 | \$3,499 | \$956 | \$944 | \$893 | \$916 | \$3,709 |
| Broadcast Television | \$122 | \$240 | \$142 | \$230 | \$734 | \$182 | \$231 | \$150 | \$217 | \$780 | \$284 | \$394 | \$378 | \$264 | \$1,320 |
| Filmed Entertainment | \$288 | \$195 | \$151 | \$77 | \$711 | \$293 | \$422 | \$376 | \$143 | \$1,234 | \$167 | \$56 | \$353 | \$121 | \$697 |
| Theme Parks | \$202 | \$274 | \$544 | \$527 | \$1,547 | \$363 | \$445 | \$603 | \$541 | \$1,952 | \$375 | \$469 | \$706 | \$640 | \$2,190 |
| Headquarters, Other and Eliminations | (\$164) | (\$159) | (\$147) | (\$144) | (\$614) | (\$142) | (\$166) | (\$163) | (\$154) | (\$625) | (\$160) | (\$174) | (\$184) | (\$171) | (\$689) |
| 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 | \$1,770 | \$7,227 |
| Corporate, Other and Eliminations | (\$173) | (\$192) | (\$172) | (\$225) | (\$762) | (\$196) | (\$224) | (\$198) | (\$155) | (\$773) | (\$144) | (\$282) | (\$297) | (\$196) | (\$919) |
| 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 | \$6,760 | \$26,417 |

1) Operating costs and expenses represents total costs and expenses excluding depreciation and amorization.
2) Technical and Product Support includes the labor costs to complete service calls, installations and related support, as well as network engineering and maintenance
) Other includes administrative personnel costs and other business support costs including building and office expenses, taxes, billing costs and bad debt.
 and 99.2 to our current report on Form $8-\mathrm{K}$ (Quarterly Earnings Release).

|  | 2014 |  |  |  |  | 2015 |  |  |  |  | 2016 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY |
| 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 | \$1,994 | \$7,670 |
| Cable Networks | \$189 | \$180 | \$189 | \$190 | \$748 | \$184 | \$211 | \$193 | \$196 | \$784 | \$190 | \$187 | \$184 | \$184 | \$745 |
| Broadcast Television | \$27 | \$27 | \$24 | \$49 | \$127 | \$29 | \$30 | \$26 | \$26 | \$111 | \$32 | \$30 | \$27 | \$36 | \$125 |
| Filmed Entertainment | \$5 | \$5 | \$6 | \$5 | \$21 | \$5 | \$6 | \$8 | \$7 | \$26 | \$8 | \$12 | \$13 | \$14 | \$47 |
| Theme Parks | \$88 | \$90 | \$92 | \$83 | \$353 | \$86 | \$93 | \$91 | \$87 | \$357 | \$98 | \$145 | \$130 | \$139 | \$512 |
| Headquarters, Other and Eliminations | \$75 | \$86 | \$82 | \$83 | \$326 | \$81 | \$83 | \$79 | \$83 | \$326 | \$86 | \$91 | \$91 | \$108 | \$376 |
| Total NBCUniversal | \$384 | \$388 | \$393 | \$410 | \$1,575 | \$385 | \$423 | \$397 | \$399 | \$1,604 | \$414 | \$465 | \$445 | \$481 | \$1,805 |
| Corporate, Other and Eliminations | \$22 | \$20 | \$23 | \$23 | \$88 | \$22 | \$23 | \$22 | \$23 | \$90 | \$21 | \$20 | \$21 | \$21 | \$83 |
| 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 | \$2,496 | \$9,558 |
| 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 | \$3,192 | \$12,439 |
| Cable Networks | \$706 | \$734 | \$679 | \$722 | \$2,841 | \$714 | \$661 | \$642 | \$698 | \$2,715 | \$766 | \$757 | \$709 | \$732 | \$2,964 |
| Broadcast Television | \$95 | \$213 | \$118 | \$181 | \$607 | \$153 | \$201 | \$124 | \$191 | \$669 | \$252 | \$364 | \$351 | \$228 | \$1,195 |
| Filmed Entertainment | \$283 | \$190 | \$145 | \$72 | \$690 | \$288 | \$416 | \$368 | \$136 | \$1,208 | \$159 | \$44 | \$340 | \$107 | \$650 |
| Theme Parks | \$114 | \$184 | \$452 | \$444 | \$1,194 | \$277 | \$352 | \$512 | \$454 | \$1,595 | \$277 | \$324 | \$576 | \$501 | \$1,678 |
| Headquarters, Other and Eliminations | (\$239) | (\$245) | (\$229) | (\$227) | (\$940) | (\$223) | (\$249) | (\$242) | (\$237) | (\$951) | (\$246) | (\$265) | (\$275) | (\$279) | $(\$ 1,065)$ |
| 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 | \$1,289 | \$5,422 |
| Corporate, Other and Eliminations | (\$195) | (\$212) | (\$195) | (\$248) | (\$850) | (\$218) | (\$247) | (\$220) | (\$178) | (\$863) | (\$165) | (\$302) | (\$318) | (\$217) | (\$1,002) |
| 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 | \$4,264 | \$16,859 |



1) 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.
2) Customer metrics include residential and business customers
3) Penetration is calculated by dividing the number of customers by the number of homes and businesses passed.
4) Advanced Serices Customers subscribe to DVR and/or HDTV services.

C Customer Relationships represent the number of residential and business customers that subscribe to at least one of our three priman services of video, high-speed Intemet and voice. Single Product Customers, Double Product Customers and Triple Product Customers represent customers that subscribe to o one, two or three of our primary senvices, respectively.
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 | 4Q | FY |
| Customer Premise Equipment (CPE) ${ }^{1}$ | \$726 | \$826 | \$890 | \$955 | \$3,397 | \$839 | \$881 | \$1,019 | \$959 | \$3,698 | \$868 | \$927 | \$1,039 | \$831 | \$3,665 |
| Scalable Infrastructure ${ }^{2}$ | \$222 | \$366 | \$355 | \$432 | \$1,375 | \$272 | \$397 | \$356 | \$514 | \$1,539 | \$351 | \$464 | \$488 | \$524 | \$1,827 |
| Line Extensions ${ }^{3}$ | \$123 | \$155 | \$183 | \$212 | \$673 | \$177 | \$208 | \$238 | \$263 | \$886 | \$230 | \$296 | \$329 | \$353 | \$1,208 |
| Support Capital ${ }^{4}$ | \$74 | \$147 | \$217 | \$273 | \$711 | \$158 | \$192 | \$240 | \$327 | \$917 | \$127 | \$194 | \$188 | \$387 | \$896 |
| 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 | \$2,095 | \$7,596 |
| 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\% | 16.3\% | 15.2\% |
| Total NBCUniversal Capital Expenditures | \$291 | \$298 | \$295 | \$337 | \$1,221 | \$268 | \$272 | \$289 | \$557 | \$1,386 | \$295 | \$360 | \$336 | \$461 | \$1,452 |
| Corporate, Other and Eliminations Capital Expenditures | \$12 | \$6 | \$10 | \$15 | \$43 | \$12 | \$21 | \$23 | \$17 | \$73 | \$14 | \$30 | \$26 | \$17 | \$87 |
| 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 | \$2,573 | \$9,135 |

 Costs associated with all subsequent disconnects and reconnects are expensed as incurred.
 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.

Business Services Capital Expenditures

| 2014 |  |  |  |  | 2015 |  |  |  |  | 2016 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 19 | 2Q | 3Q | 4Q | FY | 19 | $2 Q$ | 3Q | 4Q | FY | 19 | 2Q | 3Q | 4 Q | FY |
| \$171 | \$209 | \$221 | \$240 | \$841 | \$211 | \$235 | \$257 | \$275 | $\$ 978$ | \$245 | \$300 | \$329 | \$324 | \$1,198 |


|  | 2014 |  |  |  |  | 2015 |  |  |  |  | 2016 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 10 | 2Q | 3Q | 4Q | FY | $1{ }^{1}$ | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY |
| 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 | \$6,760 | \$26,417 |
| Capital Expenditures | (\$1,448) | (\$1,798) | (\$1,950) | (\$2,224) | (\$7,420) | (\$1,726) | (\$1,971) | (\$2,165) | (\$2,637) | ( 88,499 ) | (\$1,885) | (\$2,271) | $(\$ 2,406)$ | (\$2,573) | (\$9,135) |
| Cash Paid for Capitalized Software and Other Intangible Assets | (\$217) | (\$260) | (\$258) | (\$387) | (\$1,122) | (\$273) | (\$327) | (\$316) | (\$454) | (\$1,370) | (\$378) | (\$359) | (\$426) | (\$523) | (\$1,686) |
| Cash Interest Expense | (\$623) | (\$541) | (\$656) | (\$569) | (\$2,389) | (\$691) | (\$550) | (\$673) | (\$529) | (\$2,443) | (\$723) | (\$512) | (\$808) | (\$522) | (\$2,565) |
| Cash Taxes on Operating ltems (including Economic Stimulus Packages) ${ }^{2}$ | (\$268) | (\$1,891) | $(\$ 1,020)$ | (\$586) | (\$3,765) | (\$264) | $(\$ 2,025)$ | $(\$ 1,116)$ | (\$326) | (\$3,731) | (\$256) | $(\$ 1,605)$ | $(\$ 1,002)$ | (\$967) | (\$3,830) |
| Changes in Operating Assets and Liabilities ${ }^{3}$ | (\$267) | (\$638) | \$412 | (\$14) | (\$507) | \$73 | (\$377) | \$412 | (\$375) | (\$267) | (\$436) | (\$373) | (\$919) | \$92 | (\$1,636) |
| Noncash Share-Based Compensation | \$119 | \$147 | \$120 | \$127 | \$513 | \$135 | \$159 | \$136 | \$137 | \$567 | \$153 | \$178 | \$164 | \$145 | \$640 |
| Distributions to Noncontrolling Interests and Dividends for Redeemable Subsidiary Preferred Stock | (\$66) | (\$51) | (\$53) | (\$50) | (\$220) | (\$62) | (\$52) | (\$64) | (\$54) | (\$232) | (\$77) | (\$48) | (\$69) | (59) | (\$253) |
| Other ${ }^{4}$ | \$56 | \$62 | \$33 | \$39 | \$190 | \$35 | \$44 | \$98 | \$57 | \$234 | \$40 | \$62 | \$46 | \$277 | \$425 |
| 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 | \$2,630 | \$8,377 |
| Economic Stimulus Packages ${ }^{2}$ | \$0 | \$321 | \$162 | (\$519) | (\$36) | \$0 | \$334 | \$167 | (\$503) | (\$2) | \$0 | (\$107) | (\$44) | (\$23) | (\$174) |
| 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 | \$2,607 | \$8,203 |
| Return of Capital to Shareholders |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Dividends | \$508 | \$585 | \$582 | \$580 | \$2,255 | \$572 | \$628 | \$623 | \$614 | \$2,437 | \$611 | \$670 | \$663 | \$658 | \$2,601 |
| Share Repurchases | \$750 | \$750 | \$750 | \$2,001 | \$4,251 | \$2,000 | \$1,585 | \$2,185 | \$980 | \$6,750 | \$1,249 | \$1,136 | \$1,377 | \$1,238 | \$5,000 |
| 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 | \$1,896 | \$7,601 |
| Diluted Weighted-Average Number of Common Shares ${ }^{5}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 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 | 2,410 | 2,438 |

 provide more detail about Free Cash Flow and our use of non-GAAP financial measures, including reconciliaioins to GAAP, in Exhibists 99.1 and 99.2 to our current report on Form $8-\mathrm{K}$ (Quarterly Earnings Release).
 the related taxable income. Our definition of Free Cash Flow specifically excudes any impact trom the Economic Stimulus Packages and these amounts are presented separately.

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Cash Taxes
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Excess Tax Benefits Under Share-Based Compensation Nonoperating lems
Cash Taxes on Operating lems induduing Economic Stimulus Packages)

| 19 | 2 Q | $3 Q$ | 4 Q | FY |
| :---: | :---: | :---: | :---: | :---: |
| (s186) | (81,718) | (5974) | (s790) | (53,66) |
| (s151) | (555) | (\$34) | (\$27) | (5267) |
| 869 | (s118) | (\$12) | \$231 | 8170 |
| (5268) | (51,891) | (51,020) | (5566) | (53,765) |


| 19 | 2 Q | 3 Q | 4 Q | FY |
| :---: | :---: | :---: | :---: | :---: |
| (5118) | (\$1,881) | (\$51,14) | (\$581) | (53,726) |
| (\$146) | (574) | (835) | (527) | (5282) |
| 50 | (970) | 565 | \$282 | $\$ 277$ |
| (\$964) | ( 52,025 ) | (\$1,116) | (5326) | (53,731) |


| 19 | 29 | $3{ }^{1}$ | 4 Q | FY |
| :---: | :---: | :---: | :---: | :---: |
| (\$190) | (51,495) | (\$1,031) | (s977) | $(53,693)$ |
| (s111) | (549) | (833) | (\$40) | (5233) |
| \$45 | (561) | 562 | \$50 | 596 |
| (s256) | (51,605) | (\$1,002) | (5967) | ( 53,830$)$ |

 increase in Juy 2014 resulting trom a change in our credit card payment procecses that resulte in the acceleration of the recoognition of cash receipts in Cable Communications. For Free Cash Flow purposes, we consider the settlement payment and the acceleration to be nonrecurring in n nature and therefore we excluded these amounts trom Free Cash Flow. Because these amounts have impact on Free Cash Flow, they are not included in Changes in Operaing Asselts and Liabilites for this presentation.
4) Other includes proceeds from investments and other nonoperating items, and beginning in 2015 principal payments on capital leases.
5) Comcast announced that it Board of Directors declared a two-for-one stock splitin the form of a $100 \%$ dividend payable on February 17 , 2017 to sharefhodders of recorrd as of the close of business on February 8 , 2017. As the common stock is not yet trading on a post-split basis, share amounts are presented on a pre-split 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. 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 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.


[^0]:    1) Cable Communications Video Revenue consists of our analog, digital, premium, pay-per-view, equipment services and residential video installation revenue,
