



# Financial and Operational Trends

INCOME STATEMENTS, CASH FLOWS, SEGMENT RESULTS, REVENUE DETAILS AND OPERATING VOLUMES

JANUARY 29, 2020





#### **Consolidated Statements of Income**

#### AT&T Inc.

Dollars in millions except per share amounts

Unaudited	3	3/31/18	6	6/30/18	9	9/30/18	1	2/31/18	2018	. 3	3/31/19	6	/30/19	9	9/30/19	1:	2/31/19	2019
Operating Revenues	\$	38,038	\$	38,986	\$	45,739	\$	47,993	\$ 170,756	\$	44,827	\$	44,957	\$	44,588	\$	46,821	\$ 181,193
Operating Expenses																		
Cost of revenues																		
Equipment		4,848		4,377		4,828		5,733	19,786		4,502		4,061		4,484		5,606	18,653
Broadcast, programming and operations		5,166		5,449		7,227		8,885	26,727		7,652		7,730		7,066		8,684	31,132
Other cost of revenues		7,932		7,632		8,651		8,691	32,906		8,585		8,721		8,604		8,446	34,356
Selling, general and administrative		7,897		8,684		9,598		10,586	36,765		9,649		9,844		9,584		10,345	39,422
Asset abandonments and impairments		-		-		-		46	46		-		-		-		1,458	1,458
Depreciation and amortization		5,994		6,378		8,166		7,892	28,430		7,206		7,101		6,949		6,961	28,217
Total Operating Expenses		31,837		32,520		38,470		41,833	144,660		37,594		37,457		36,687		41,500	153,238
Operating Income		6,201		6,466		7,269		6,160	26,096		7,233		7,500		7,901		5,321	27,955
Interest Expense		1,771		2,023		2,051		2,112	7,957		2,141		2,149		2,083		2,049	8,422
Equity in Net Income (Loss) of Affiliates		9		(16)		(64)		23	(48)		(7)		40		3		(30)	6
Other Income (Expense) - Net		1,702		2,353		1,053		1,674	6,782		286		(318)		(935)		(104)	(1,071)
Income (Loss) Before Income Taxes		6,141		6,780		6,207		5,745	24,873		5,371		5,073		4,886		3,138	18,468
Income Tax Expense (Benefit)		1,382		1,532		1,391		615	4,920		1,023		1,099		937		434	3,493
Net Income		4,759		5,248		4,816		5,130	19,953		4,348		3,974		3,949		2,704	14,975
Less: Net Income Attributable to Noncontrolling Interest		(97)		(116)		(98)		(272)	(583)		(252)		(261)		(249)		(310)	(1,072)
Net Income Attributable to AT&T		4,662		5,132		4,718		4,858	19,370		4,096		3,713		3,700		2,394	13,903
Less: Preferred Stock Dividends		-		-		-		-	-		-		-		-		(3)	(3)
Net Income Attributable to Common Stock	\$	4,662	\$	5,132	\$	4,718	\$	4,858	\$ 19,370	\$	4,096	\$	3,713	\$	3,700	\$	2,391	\$ 13,900
Diluted Earnings Per Share Attributable to Common Stock	\$	0.75	\$	0.81	\$	0.65	\$	0.66	\$ 2.85	\$	0.56	\$	0.51	\$	0.50	\$	0.33	\$ 1.89
Adjusted Diluted Earnings Per Share Attributable to Common Stock	\$	0.85	\$	0.91	\$	0.90	\$	0.86	\$ 3.52	\$	0.86	\$	0.89	\$	0.94	\$	0.89	\$ 3.57
EBITDA <sup>1</sup>	\$	12,195	\$	12,844	\$	15,435	\$	14,052	\$ 54,526	\$	14,439	\$	14,601	\$	14,850	\$	12,282	\$ 56,172
Adjusted EBITDA <sup>1</sup>	\$	12,442	\$	13,316	\$	15,872	\$	15,029	\$ 56,659	\$	14,802	\$	15,041	\$	15,079	\$	14,365	\$ 59,287
Adjusted EBITDA Margin <sup>1</sup>		32.7%		34.2%		34.7%		31.3%	33.2%		33.0%		33.4%		33.8%		30.7%	32.7%
Pro Forma Operating Revenues <sup>2</sup>	\$	45,222	\$	44,697	\$	45,739	\$	47,993	\$ 183,651	\$	44,827	\$	44,957	\$	44,588	\$	46,821	\$ 181,193
Adjusted Pro Forma EBITDA <sup>2</sup>	\$	14,756	\$	14,921	\$	15,872	\$	15,029	\$ 60,578	\$	14,802	\$	15,041	\$	15,079	\$	14,365	\$ 59,287
Adjusted Pro Forma EBITDA - Prior Methodology <sup>2</sup>	\$	14,592	\$	14,789	\$	15,100	\$	14,484	\$ 58,965	\$	14,652	\$	14,929	\$	14,971	\$	14,263	\$ 58,815

#### **Financial and Operating Statistics Summary**

#### AT&T Inc.

Dollars in millions except per share amounts

Unaudited	3	/31/18	6/30/18		9/30/18	12	2/31/18	2018	3	/31/19	6/30	0/19	9/3	30/19	12	2/31/19	2019
Capital Expenditures:																	
Purchase of property and equipment	\$	5,957	\$ 5,0	02 \$	5,736	\$	4,063	\$ 20,758	\$	5,121	\$	5,421	\$	5,141	\$	3,752	\$ 19,435
Interest during construction		161	1	06	137		89	493		61		51		48		40	200
Dividends Declared Per Share	\$	0.50	\$ 0.	50 \$	\$ 0.50	\$	0.51	\$ 2.01	\$	0.51	\$	0.51	\$	0.51	\$	0.52	\$ 2.05
Annual Dividend Per Share Growth		2.0%	2.	0%	2.0%		2.0%			2.0%		2.0%		2.0%		2.0%	
End of Period Common Shares Outstanding (000,000)		6,148	7,2	31	7,270		7,282			7,297		7,305		7,303		7,255	
Debt Ratio		52.6%	50.	3%	49.8%		47.7%			47.4%		46.8%		45.9%		44.7%	
Total Employees		249,240	273,2	10	269,280		268,220			262,290	25	7,790	2	251,840		247,800	

#### Consolidated Statements of Cash Flows<sup>3</sup>

#### AT&T Inc.

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Dollars in millions												
Unaudited	3/31/18	6/30/18		9/30/18	12/3	1/18	3/31/19	(	6/30/19	 9/30/19		12/31/19
Operating Activities												
Net income	\$ 4,759	\$ 5,248	\$	4,816	\$ 5,	130	\$ 4,348	\$	3,974	\$ 3,949	\$	2,704
Adjustments to reconcile net income to net cash provided by operating activities:												
Depreciation and amortization	5,994	6,378		8,166	7,	892	7,206		7,101	6,949		6,961
Amortization of film and television costs	-	168		1,440	2,	164	2,497		2,702	1,860		2,528
Undistributed earnings from investments in equity affiliates	(2)	237		77		(20)	112		(36)	5		214
Provision for uncollectible accounts	438	370		432		551	592		624	639		720
Deferred income tax expense (benefit)	1,413	872		2,052		594	753		327	(41)		767
Net (gain) loss from investments, net of impairments	2	(31)		(472)	(	238)	(175)		(730)	(109)		(204)
Pension and postretirement benefit expense (credit)	(266)	(262)		(234)	(	386)	(369)		(439)	(489)		(705)
Actuarial (gain) loss on pension and postretirement benefits	(930)	(1,796)		-	(	686)	432		1,699	1,917		1,123
Asset abandonments and impairments	-	-		-		46	-		-	-		1,458
Changes in operating assets and liabilities:												
Receivables	(439)	704		(1,533)	(	312)	2,125		1,459	(1,081)		309
Other current assets, inventories and theatrical film and television production costs	614	425		(3,768)		713)	(2,510)		(2,912)	(3,915)		(3,515)
Accounts payable and other accrued liabilities *	(1,962)	(1,928)		2,505	2,	987	(3,686)		630	2,120		(588)
Equipment installment receivables and related sales	505	(15)		(270)	(	710)	652		492	(296)		(300)
Deferred customer contract acquisition and fulfillment costs	(826)	(899)		(932)	(	801)	(375)		(239)	(182)		(114)
Postretirement claims and contributions	(213)	(192)		(225)		306)	(193)		(231)	(211)		(373)
Other - net	(140)	950		292	,	112)	(357)		(137)	274		958
Total adjustments	4,188	4,981		7,530	,	950	6,704	,	10,310	7,440		9,239
Net Cash Provided by Operating Activities	8,947	10,229		12,346	12,	080	11,052		14,284	11,389		11,943
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Investing Activities												
Capital expenditures:	(5.057)	(5.000)		(F. 700)		000)	(5.404)		(5.404)	(5.444)		(0.770)
Purchase of property and equipment	(5,957)	(5,002)		(5,736)		063)	(5,121)		(5,421)	(5,141)		(3,752)
Interest during construction	(161)	(106)		(137)		(89)	(61)		(51)	(48)		(40)
Acquisitions, net of cash acquired	(234)	(40,481)		(2,401)		193)	(117)		(203)	(804)		(685)
Dispositions	56	3		924	1,	165	10		3,583	182		909
(Purchases), sales and settlement of securities and investments, net	(116)	(102)		(16)		51	(1)		397	127		(88)
Advances to and investments in equity affiliates, net	(1,007)	(28)		14		(29)	(111)		(203)	(19)		(32)
Cash collections of deferred purchase price	267	233		-			-		-	 -		
Net Cash Used in Investing Activities	(7,152)	(45,483)		(7,352)	(3,	158)	(5,401)		(1,898)	(5,703)		(3,688)
Financing Activities												
Net change in short-term borrowings with original maturities of three months or less	-	2,227		(3,298)		250	(256)		375	(141)		(254)
Issuance of other short-term borrowings	-	4,839		13		46	296		2,771	945		-
Repayment of other short-term borrowings	-	-		(1,075)	(1.	023)	(176)		(2,972)	(1,554)		(2,202)
Issuance of long-term debt	2,565	23,913		11,847		550	9,182		848	5,004		2,005
Repayment of long-term debt	(4,911)	(24,536)		(14,132)		064)	(9,840)		(6,284)	(8,244)		(3,224)
Payment of vendor financing	(171)	(86)	,	(90)		213)	(819)		(1,017)	(765)		(449)
Issuance of preferred stock	-	-		-			-		-	-		1,164
Purchase of treasury stock	(145)	(419)		(13)		(32)	(189)		(51)	(169)		(2,008)
Issuance of treasury stock	11	1		347		386	167		288	121		55
Issuance of preferred interests in subsidiary				-		_	-		-	1,488		6,388
Dividends paid	(3,070)	(3,074)		(3,631)	(3	635)	(3,714)		(3,722)	(3,726)		(3,726)
Other	2,219	(3,083)		73		575)	928		(598)	(517)		(491)
Net Cash Used in Financing Activities	(3,502)	(218)		(9,959)		310)	(4,421)	(*	10,362)	(7,558)		(2,742)
Net increase (decrease) in cash and cash equivalents and restricted cash	(1,707)	(35,472)		(4,965)		388)	1,230		2,024	 (1,872)		5,513
Cash and cash equivalents and restricted cash beginning of period	50,932	49,225		13,753		788	5,400		6,630	8,654		6,782
Cash and Cash Equivalents and Restricted Cash End of Period	\$ 49,225	\$ 13,753	\$	8,788		400	\$ 6,630	\$	8,654	\$ 6,782	\$	12,295
	•	-	•	•	•		•				•	
Cash paid for interest	\$ 2,408	\$ 1,637	\$	2,898	\$ 1,	875	\$ 2,507	\$	1,903	\$ 2,528	\$	1,755

<sup>\* 12/31/19</sup> period updated per Form 10-K filed February 20,2020.



#### AT&T Inc.

#### Free Cash Flow & Capital Investment Detail

Unaudited	12/31/17	3/31/18	6/30/18	9/30/18	12/31/18	3/31/19	6/30/19	9/30/19	12/31/19
Cash Flow Detail									
Net cash provided by operating activities	\$ 9,537	\$ 8,947	\$ 10,229	\$ 12,346	\$ 12,080	\$ 11,052	\$ 14,284	\$ 11,389	\$ 11,943
Less: Capital expenditures	(5,076)	(6,118)	(5,108)	(5,873)	(4,152)	(5,182)	(5,472)	(5,189)	(3,792)
Free Cash Flow <sup>1</sup>	4,461	2,829	5,121	6,473	7,928	5,870	8,812	6,200	8,151
Capital Investment Detail  Capital expenditures	\$ 5,076	\$ 6,118	\$ 5,108	\$ -,	\$ 4,152	\$ 5,182	\$ 5,472	\$ 5,189	\$ 3,792
Add. Vandar financiae may manata	118		•			•			0,102
Add: Vendor financing payments	110	171	86	90	213	819	1,017	765	449
Capital Investment <sup>1</sup>	5,194	171 6,289	86 5,194	90 5,963	213 4,365	819 6,001	1,017 6,489	765 5,954	
							•		449

#### AT&T Inc.

#### FirstNet - Capital Expenditures and Reimbursements

Unaudited	12/31/17	3/31/18	6/30/1	8	9/30/18	12/31/18	3/31/19	6/30/19	9/30/19	12/31/19
Capital Expenditures Impact										
Capital expenditures	\$ 5,076	\$ 6,118 \$	5,108	\$	5,873	\$ 4,152	\$ 5,182	\$ 5,472	\$ 5,189	\$ 3,792
FirstNet capital expenditures reimbursement	262	-	302		-	1,127	-	103	-	901
Capital expenditures, gross	5,338	6,118	5,410		5,873	5,279	5,182	5,575	5,189	4,693

Capital expenditures       \$ 262 \$ - \$ 302 \$ - \$ 1,127 \$ - \$ 103 \$ - \$ 901         Operating expenses       46 - 34 - 207 - 31 - 31       - 339         Total reimbursements       308 - 336 - 1,334 - 1,334 - 134 - 1,240	FirstNet Reimbursements									
	Capital expenditures	\$ 262 \$	- \$	302 \$	- \$	1,127 \$	- \$	103 \$	- \$	901
Total reimbursements 308 - 336 - 1,334 - 134 - <b>1,240</b>	Operating expenses	46	-	34	-	207	-	31	-	339
	Total reimbursements	308	-	336	-	1,334	-	134	-	1,240



### **Operating Revenues and Adjusted EBITDA**

#### AT&T Inc.

Dollars in millions

Unaudited	3/31/	18	6/30/18	9/30/18	12/31/18	3/31/19	6/30/19	9/30/19	12/31/19
Operating Revenues	\$ 38,03	8 \$	38,986	\$ 45,739	\$ 47,993	\$ 44,827	\$ 44,957	\$ 44,588	\$ 46,821
Communications <sup>11</sup>	35,30	5	35,186	36,007	37,223	35,169	35,267	35,401	36,522
Mobility <sup>11</sup>	17,15	1	17,079	17,735	18,556	17,363	17,292	17,701	18,700
Entertainment Group	11,43	1	11,478	11,589	11,962	11,328	11,368	11,197	11,233
Business Wireline <sup>11</sup>	6,72	3	6,629	6,683	6,705	6,478	6,607	6,503	6,589
WarnerMedia	11	2	1,393	8,204	9,232	8,379	8,350	7,846	8,924
Turner	11	2	667	2,988	3,212	3,443	3,410	3,007	3,262
Home Box Office		-	281	1,644	1,673	1,510	1,716	1,819	1,704
Warner Bros.		-	507	3,720	4,476	3,518	3,389	3,333	4,118
Eliminations and other		-	(62)	(148)	(129)	(92)	(165)	(313)	(160)
Latin America	2,02	5	1,951	1,833	1,843	1,718	1,757	1,730	1,758
Vrio	1,35	4	1,254	1,102	1,074	1,067	1,032	1,013	982
Mexico	67	1	697	731	769	651	725	717	776
Xandr	33	7	392	445	566	426	485	504	607
Corporate, Acquisition Related and Significant Items <sup>11</sup>	56	1	544	531	465	391	420	407	385
Eliminations <sup>4</sup>	3	2	(93)	(880)	(863)	(906)	(923)	(879)	(873)
Consolidation <sup>4</sup>	(33	4)	(387)	(401)	(473)	(350)	(399)	(421)	(502)

Adjusted EBITDA	\$ 12,442	\$ 13,316	\$ 15,872	\$ 15,029	\$ 14,802	\$ 15,041	\$ 15,079	\$ 14,365
Communications <sup>11</sup>	12,534	12,965	12,726	12,175	12,569	13,255	12,634	12,101
Mobility <sup>11</sup>	7,193	7,538	7,631	7,469	7,322	7,770	7,753	7,530
Entertainment Group	2,620	2,821	2,434	2,155	2,801	2,853	2,400	2,044
Business Wireline <sup>11</sup>	2,721	2,606	2,661	2,551	2,446	2,632	2,481	2,527
WarnerMedia	30	482	2,701	2,762	2,386	2,061	2,679	2,576
Latin America	221	148	87	38	127	63	105	205
Vrio	353	238	225	225	201	151	162	202
Mexico	(132)	(90)	(138)	(187)	(74)	(88)	(57)	3
Xandr	287	333	336	386	266	338	342	430
Corporate <sup>11</sup>	(332)	(254)	390	96	(228)	(315)	(296)	(494)
Eliminations and Consolidation <sup>4</sup>	(298)	(357)	(368)	(429)	(318)	(361)	(385)	(454)



#### Communications

Mobility Results<sup>11</sup>

Dollars in millions Unaudited

Unaudited	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18	12/31/18	3/31/19	6/30/19	9/30/19	12/31/19
Operating Revenues												
Service	\$ 14,307 \$	14,310 \$	14,317 \$	14,089	\$ 13,246 \$	13,520 \$	13,828 \$	13,700 \$	13,629 \$	13,824 \$	13,930 \$	13,948
Equipment	2,598	2,949	2,866	4,823	3,905	3,559	3,907	4,856	3,734	3,468	3,771	4,752
Total Operating Revenues	\$ 16,905 \$	17,259 \$	17,183 \$	18,912	\$ 17,151 \$	17,079 \$	17,735 \$	18,556 \$	17,363 \$	17,292 \$	17,701 \$	18,700
Operating Expenses												
Operations and support	9,756	9,953	9,901	12,707	9,958	9,541	10,104	11,087	10,041	9,522	9,948	11,170
Depreciation and amortization	1,971	1,967	1,987	2,006	2,072	2,089	2,057	2,045	2,013	2,003	2,011	2,027
Total Operating Expenses	11,727	11,920	11,888	14,713	12,030	11,630	12,161	13,132	12,054	11,525	11,959	13,197
Operating Income	\$ 5,178 \$	5,339 \$	5,295 \$	4,199	\$ 5,121 \$	5,449 \$	5,574 \$	5,424 \$	5,309 \$	5,767 \$	5,742 \$	5,503
Operating Income Margin	30.6%	30.9%	30.8%	22.2%	29.9%	31.9%	31.4%	29.2%	30.6%	33.4%	32.4%	29.4%
EBITDA <sup>1</sup>	\$ 7,149 \$	7,306 \$	7,282 \$	6,205	\$ 7,193 \$	7,538 \$	7,631 \$	7,469 \$	7,322 \$	7,770 \$	7,753 \$	7,530
EBITDA Margin <sup>1</sup>	42.3%	42.3%	42.4%	32.8%	41.9%	44.1%	43.0%	40.3%	42.2%	44.9%	43.8%	40.3%
EBITDA Service Margin <sup>1</sup>	50.0%	51.1%	50.9%	44.0%	54.3%	55.8%	55.2%	54.5%	53.7%	56.2%	55.7%	54.0%

Historical results in the Mobility business units have been recast to remove operations in Puerto Rico and the U.S. Virgin Islands, which are now reported in Corporate & Other.

Periods beginning 3/31/18 reflect the impact of ASC 606 and therefore 2017 results are not comparable.

See Notes to Financial and Operational Trends on page 15.



#### **Communications**

#### **Mobility Operating Volumes and Statistics**<sup>11</sup>

Volumes in thousands

Volumes in mousands													
Unaudited	3/3	/18	6/30/18	9/30/	18	12/31/18	3/31	1/19	6/30/19	9	9/30/19	1	12/31/19
ATOT Makility Cubacyibaya and Compactions													
AT&T Mobility Subscribers and Connections						.=			4=0.000				
Total Subscribers and Connections	142,6		145,715	149,15		151,921	154,6		158,622		162,300		65,889
Postpaid	76,6		76,543	76,17		76,068	75,7	'37	75,478		75,152		75,207
Prepaid	15,5	00	16,046	16,72	21	16,828	17,0	)12	17,434		17,740		17,803
Reseller	8,8	16	8,411	8,07	<b>7</b> 9	7,693	7,4	95	7,323		7,120		6,893
Connected Devices	41,7	25	44,715	48,17	77	51,332	54,4	26	58,387		62,288		65,986
Net Add Detail													
Net Subscriber Additions	2,6	54	3,080	3,43	32	2,770	2,7	'40	3,950		3,679		3,590
Postpaid Net Adds		53	73	(23	31)	15	(2	207)	(146	)	(217)		135
Prepaid Net Adds	2	:51	454	57	70	26	1	01	341	,	227		8
Phone Detail													
	00.4	. 10	00.000	20.01		00.000	00.0		00.044		00.040		00.040
Postpaid Phones	63,0		62,930	62,85		62,882	62,8		62,811		62,812		63,018
Postpaid Smartphones	59,4		59,606	59,82		60,131	60,0		60,162		60,306		60,664
Total Smartphones <sup>5</sup>	72,6		73,077	74,25		74,657	74,7		75,249		75,621		76,199
Postpaid Feature Phones <sup>5</sup>	3,6	15	3,324	3,02	21	2,751	2,8	310	2,649		2,506		2,354
Prepaid Phones	14,7	37	15,206	15,78	39	15,885	16,0	)57	16,420		16,650		16,682
Phone Detail - Net Adds													
Postpaid Phone Net Adds		(53)	49	6	67	131		79	74		101		229
Prepaid Phone Net Adds		03	358	48	30	13		89	283		154		(20)
2. 2.4.116													
Churn Detail <sup>6</sup>	0.4	00/	0.000/	0.00	<b>NO</b> /	4 000/	0.0	00/	0.000	,	0.050/		4.070/
Postpaid Phone Churn		3%	0.82%	0.93		1.00%		2%	0.86%		0.95%		1.07%
Postpaid Churn	1.0	6%	1.02%	1.16	5%	1.23%	1.1	6%	1.07%	Ď	1.19%		1.29%
ARPU <sup>7</sup>													
Postpaid Phone-Only ARPU	\$ 53	.33 \$	54.42	\$ 55.5	58 \$	55.28	\$ 55.	.27	\$ 55.50	\$	55.89	\$	55.52
Postpaid ARPU	47	76	48.86	49.9	91	49.70	49.	.67	50.05		50.51		50.49

Historical results in the Mobility business units have been recast to remove operations in Puerto Rico and the U.S. Virgin Islands, which are now reported in Corporate & Other. See Notes to Financial and Operational Trends on page 15.

Page 7



#### Communications

#### **Entertainment Group Results**

Dollars in millions	
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		3/31/18	6/30/18	9/30/	18	12/31/18	;	3/31/19	6/30/19	9/30/19	12/31/19
Operating Revenues											
Video Entertainment	\$	8,225	\$ 8,173	\$ 8,28	3 \$	8,676	\$	8,074	\$ 8,035	\$ 7,933	\$ 8,068
High-Speed Internet		1,878	1,981	2,04	5	2,052		2,070	2,109	2,117	2,107
Legacy Voice and Data Services		806	772	73	9	724		683	658	628	604
Other Service and Equipment		522	552	52	2	510		501	566	519	454
Total Operating Revenues	\$	11,431	\$ 11,478	\$ 11,58	9 \$	11,962	\$	11,328	\$ 11,368	\$ 11,197	\$ 11,233
Operating Expenses											
Operations and support		8,811	8,657	9,1	5	9,807		8,527	8,515	8,797	9,189
Depreciation and amortization		1,310	1,345	1,33	1	1,329		1,323	1,339	1,316	1,298
Total Operating Expenses		10,121	10,002	10,48	6	11,136		9,850	9,854	10,113	10,487
Operating Income	\$	1,310	\$ 1,476	\$ 1,10	3 \$	826	\$	1,478	\$ 1,514	\$ 1,084	\$ 746
Operating Income Margin		11.5%	12.9%	9.5	%	6.9%		13.0%	13.3%	9.7%	6.6%
EBITDA <sup>1</sup>	\$	2,620	\$ 2,821		4 \$	2,155	\$	2,801	\$ 2,853	2,400	\$ 2,044
EBITDA Margin <sup>1</sup>		22.9%	24.6%	21.0		18.0%		24.7%	25.1%	21.4%	18.2%
Communications Entertainment Group Operating Volumes Volumes in thousands	s and Statistic	es									
Entertainment Group Operating Volumes	s and Statistic	3/31/18	6/30/18	9/30/	18	12/31/18		3/31/19	6/30/19	9/30/19	12/31/19
Entertainment Group Operating Volumes Volumes in thousands	s and Statistic		6/30/18	9/30 <i>/</i> 25,1!		12/31/18 24,494		3/31/19	6/30/19	9/30/19	12/31/19
Entertainment Group Operating Volumes Volumes in thousands Unaudited	s and Statistic	3/31/18			2		:				
Entertainment Group Operating Volumes Volumes in thousands Unaudited  Total Video Connections <sup>8</sup>	s and Statistic	3/31/18	25,449	25,1	2	24,494	:	23,867	22,921	21,563	20,399
Entertainment Group Operating Volumes Volumes in thousands Unaudited  Total Video Connections <sup>8</sup> Premium TV	s and Statistic	3/31/18 25,369 23,902	25,449 23,640	25,15 23,29	2	24,494 22,903	:	23,867 22,359	22,921 21,581	21,563 20,418	20,399 19,473
Entertainment Group Operating Volumes Volumes in thousands Unaudited  Total Video Connections <sup>8</sup> Premium TV Over-the-Top <sup>9</sup>	s and Statistic	3/31/18 25,369 23,902	25,449 23,640	25,15 23,29	2 4 8	24,494 22,903	;	23,867 22,359	22,921 21,581	21,563 20,418	20,399 19,473
Entertainment Group Operating Volumes Volumes in thousands Unaudited  Total Video Connections Premium TV Over-the-Top Video Net Adds Volumes	s and Statistic	3/31/18 25,369 23,902 1,467	25,449 23,640 1,809	25,1! 23,2! 1,8!	2 4 8	24,494 22,903 1,591	;	23,867 22,359 1,508	22,921 21,581 1,340	21,563 20,418 1,145	20,399 19,473 926
Entertainment Group Operating Volumes Volumes in thousands Unaudited  Total Video Connections <sup>8</sup> Premium TV Over-the-Top <sup>9</sup> Video Net Adds <sup>8</sup> Premium TV	s and Statistic	3/31/18 25,369 23,902 1,467 (187)	\$ 25,449 23,640 1,809 (262)	25,1! 23,2! 1,8! (34	2 4 8 6)	24,494 22,903 1,591 (391)	:	23,867 22,359 1,508 (544)	\$ 22,921 21,581 1,340 (778)	21,563 20,418 1,145 (1,163)	\$ 20,399 19,473 926 (945)
Entertainment Group Operating Volumes Volumes in thousands Unaudited  Total Video Connections <sup>8</sup> Premium TV Over-the-Top <sup>9</sup> Video Net Adds <sup>8</sup> Premium TV Over-the-Top		3/31/18 25,369 23,902 1,467 (187) 312	\$ 25,449 23,640 1,809 (262) 342	25,1! 23,2! 1,8! (34	2 4 8 6) 9	24,494 22,903 1,591 (391) (267)	\$	23,867 22,359 1,508 (544) (83)	\$ 22,921 21,581 1,340 (778) (168)	21,563 20,418 1,145 (1,163) (195)	\$ 20,399 19,473 926 (945) (219)
Entertainment Group Operating Volumes Volumes in thousands Unaudited  Total Video Connections <sup>8</sup> Premium TV Over-the-Top <sup>9</sup> Video Net Adds <sup>8</sup> Premium TV Over-the-Top Premium TV ARPU <sup>10</sup>		3/31/18 25,369 23,902 1,467 (187) 312 112.45	\$ 25,449 23,640 1,809 (262) 342 112.19	25,11 23,29 1,88 (34 \$ 114.9	2 4 8 6) 9 0 \$	24,494 22,903 1,591 (391) (267) 121.76	\$	23,867 22,359 1,508 (544) (83) 114.98	\$ 22,921 21,581 1,340 (778) (168) 117.49	21,563 20,418 1,145 (1,163) (195) 121.35	\$ 20,399 19,473 926 (945) (219) 131.00

23

76

(53)

2,204

249

48.32 \$

82

154

(72)

1,955

226

46.27 \$

(14)

31

(45)

2,504

300

49.78 \$

(32)

(38)

2,763

259

49.83 \$

6

(34)

(34)

3,378

318

50.82 \$

0

45

93

(48)

3,060

297

50.10 \$

(119)

(83)

(36)

3,696

318

51.21 \$

(182)

(141)

(41)

3,887

51.36

191

See Notes to Financial and Operational Trends on page 15.

Fiber Broadband Connections (included in IP)

Fiber Broadband Net Adds (included in IP)

**Total Broadband Net Adds** 

IP Broadband ARPU<sup>10</sup>

ΙP

DSL



#### Communications

#### **Business Wireline Results**<sup>11</sup>

Dollars in millions

Unaudited	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18	12/31/18	3/31/19	6/30/19	9/30/19	12/31/19
Operating Revenues												
Strategic and Managed Services <sup>12</sup>	\$ 3,351 \$	3,428 \$	3,491 \$	3,610	\$ 3,583 \$	3,589 \$	3,677 \$	3,811 \$	3,779 \$	3,834 \$	3,900 \$	3,927
Legacy Voice and Data Services	3,620	3,489	3,395	3,287	2,854	2,720	2,602	2,498	2,397	2,324	2,252	2,207
Equipment	164	181	194	238	170	199	197	257	159	178	199	249
Other	172	183	176	224	116	121	207	139	143	271	152	206
Total Operating Revenues	\$ 7,307 \$	7,281 \$	7,256 \$	7,359	\$ 6,723 \$	6,629 \$	6,683 \$	6,705 \$	6,478 \$	6,607 \$	6,503 \$	6,589
Operating Expenses												
Operations and support	4,659	4,585	4,620	4,577	4,002	4,023	4,022	4,154	4,032	3,975	4,022	4,062
Depreciation and amortization	1,174	1,201	1,179	1,202	1,161	1,172	1,187	1,194	1,222	1,242	1,271	1,264
Total Operating Expenses	5,833	5,786	5,799	5,779	5,163	5,195	5,209	5,348	5,254	5,217	5,293	5,326
Operating Income	\$ 1,474 \$	1,495 \$	1,457 \$	1,580	\$ 1,560 \$	1,434 \$	1,474 \$	1,357 \$	1,224 \$	1,390 \$	1,210 \$	1,263
Operating Income Margin	20.2%	20.5%	20.1%	21.5%	23.2%	21.6%	22.1%	20.2%	18.9%	21.0%	18.6%	19.2%
EBITDA <sup>1</sup>	\$ 2,648 \$	2,696 \$	2,636 \$	2,782	\$ 2,721 \$	2,606 \$	2,661 \$	2,551 \$	2,446 \$	2,632 \$	2,481 \$	2,527
EBITDA Margin <sup>1</sup>	36.2%	37.0%	36.3%	37.8%	40.5%	39.3%	39.8%	38.0%	37.8%	39.8%	38.2%	38.4%

Historical results in the Business Wireline business units have been recast to remove operations in Puerto Rico and the U.S. Virgin Islands, which are now reported in Corporate & Other. Periods beginning 3/31/18 reflect the impact of ASC 606 and therefore 2017 results are not comparable.

#### Communications

Supplemental Business Solutions Results (Wireline and Business Mobility)<sup>11</sup>

Dollars in millions

Unaudited	3/31/17	6/30/17	9/30/17	12/31/17		3/31/18	6/30/18	9/30/18	12/31/18	3/31/19	6/30/19	9/30/19	12/31/19
Operating Revenues	\$ 9,574 \$	9,622	\$ 9,596	\$ 9,871	9	\$ 9,069 \$	9,017 \$	9,126 \$	9,361 \$	8,961 \$	9,224 \$	9,206 \$	9,468
Operating Income	\$ 2,158 \$	2,127	\$ 2,079	\$ 2,064	\$	\$ 2,058 \$	1,956 \$	2,066 \$	1,985 \$	1,821 \$	2,167 \$	1,990 \$	1,933
EBITDA <sup>1</sup>	\$ 3,605 \$	3,598	\$ 3,534	\$ 3,550	\$	\$ 3,505 \$	3,432 \$	3,551 \$	3,477 \$	3,346 \$	3,712 \$	3,563 \$	3,503

Historical results in the Business Wireline business units have been recast to remove operations in Puerto Rico and the U.S. Virgin Islands, which are now reported in Corporate & Other.

Periods beginning 3/31/18 reflect the impact of ASC 606 and therefore 2017 results are not comparable.



#### WarnerMedia

#### WarnerMedia Results

	N	on-GAA	P C	omparabl	е В	Basis <sup>13*</sup>							
Dollars in millions									Three Mo	nth	s Ended		
Unaudited		12/31/17		3/31/18		6/30/18	 9/30/18	12/31/18	3/31/19		6/30/19	9/30/19	12/31/19
Segment Operating Revenues													
Turner	\$	3,230	\$	3,456	\$	3,345	\$ 2,988	\$ 3,212	\$ 3,443	\$	3,410	\$ 3,007	\$ 3,262
Home Box Office		1,680		1,619		1,667	1,644	1,673	1,510		1,716	1,819	1,704
Warner Bros.		4,053		3,238		3,306	3,720	4,476	3,518		3,389	3,333	4,118
Eliminations and other		(245)		(205)		(405)	(148)	(129)	(92)		(165)	(313)	(160)
Total Segment Operating Revenues <sup>14</sup>	\$	8,718	\$	8,108	\$	7,913	\$ 8,204	\$ 9,232	\$ 8,379	\$	8,350	\$ 7,846	\$ 8,924
Segment Operating Expenses													
Operations and support		6,557		5,927		5,958	5,503	6,470	5,993		6,289	5,167	6,348
Depreciation and amortization		192		172		169	134	139	143		91	150	154
Total Segment Operating Expenses		6,749		6,099		6,127	5,637	6,609	6,136		6,380	5,317	6,502
Segment Operating Income <sup>14</sup>	\$	1,969	\$	2,009	\$	1,786	\$ 2,567	\$ 2,623	\$ 2,243	\$	1,970	\$ 2,529	\$ 2,422
Equity in Net Income (Loss) of Affiliates							(39)	80	67		55	15	25
Segment Contribution							\$ 2,528	\$ 2,703	\$ 2,310	\$	2,025	\$ 2,544	\$ 2,447
Segment Operating Income Margin <sup>14</sup>		22.6%		24.8%		22.6%	31.3%	28.4%	26.8%		23.6%	32.2%	27.1%
EBITDA	\$	2,161	\$	2,181	\$	1,955	\$ 2,701	\$ 2,762	\$ 2,386	\$	2,061	\$ 2,679	\$ 2,576
EBITDA Margin		24.8%		26.9%		24.7%	32.9%	29.9%	28.5%		24.7%	34.1%	28.9%
Total Programming and Production Costs <sup>15</sup>	\$	3,874	\$	3,515	\$	3,595	\$ 3,188	\$ 3,828	\$ 3,622	\$	3,670	\$ 2,915	\$ 3,861

<sup>\*</sup> Non-GAAP Comparable Basis = Historical Warner Media, LLC Adjusted Results + RSNs and Other

#### WarnerMedia

#### **Turner Results**

Turner Results	N	on-GAAI	P Co	mparab	le R	asis <sup>13*</sup>												
Dollars in millions		OII OAA		mparas		4515					Т	hree Mor	nths	Ended				
Unaudited	12	2/31/17	3/	/31/18	6	/30/18	ξ	9/30/18	1:	2/31/18	3,	/31/19	6	/30/19	9,	/30/19	1	2/31/19
Operating Revenues																		
Subscription	\$	1,779	\$	1,888	\$	1,870	\$	1,855	\$	1,844	\$	1,965	\$	1,943	\$	1,927	\$	1,901
Advertising		1,226		1,340		1,324		944		1,149		1,261		1,266		913		1,126
Content and other		225		228		151		189		219		217		201		167		235
Total Operating Revenues <sup>14</sup>	\$	3,230	\$	3,456	\$	3,345	\$	2,988	\$	3,212	\$	3,443	\$	3,410	\$	3,007	\$	3,262
Operating Expenses																		
Operations and support		2,104		2,234		2,283		1,487		1,861		2,136		2,217		1,460		1,927
Depreciation and amortization		56		57		59		59		60		60		39		68		68
Total Operating Expenses		2,160		2,291		2,342		1,546		1,921		2,196		2,256		1,528		1,995
Operating Income <sup>14</sup>	\$	1,070	\$	1,165	\$	1,003	\$	1,442	\$	1,291	\$	1,247	\$	1,154	\$	1,479	\$	1,267
Operating Income Margin <sup>14</sup>		33.1%		33.7%		30.0%		48.3%		40.2%		36.2%		33.8%		49.2%		38.8%
Programming Costs <sup>15</sup>	\$	1,284	\$	1,511	\$	1,552	\$	817	\$	1,111	\$	1,445	\$	1,533	\$	795	\$	1,234

<sup>\*</sup> Non-GAAP Comparable Basis = Historical Turner Adjusted Results + RSNs



#### WarnerMedia

#### **Home Box Office Results**

	Non-GAA	AP C	omparab	le B	asis <sup>13</sup>								
Dollars in millions								-	Three Mor	nths	Ended		
Unaudited	12/31/17		3/31/18		6/30/18	9/30/18	12/31/18		3/31/19		6/30/19	9/30/19	12/31/19
Operating Revenues													
Subscription	\$ 1,458	\$	1,429	\$	1,529	\$ 1,517	\$ 1,414	\$	1,334	\$	1,516	\$ 1,533	\$ 1,431
Content and other	222		190		138	127	259		176		200	286	273
Total Operating Revenues <sup>14</sup>	\$ 1,680	\$	1,619	\$	1,667	\$ 1,644	\$ 1,673	\$	1,510	\$	1,716	\$ 1,819	\$ 1,704
Operating Expenses													
Operations and support	1,167		1,054		1,070	991	1,025		921		1,131	1,072	1,188
Depreciation and amortization	29		30		28	25	26		22		12	33	35
Total Operating Expenses	1,196		1,084		1,098	1,016	1,051		943		1,143	1,105	1,223
Operating Income <sup>14</sup>	\$ 484	\$	535	\$	569	\$ 628	\$ 622	\$	567	\$	573	\$ 714	\$ 481
Operating Income Margin <sup>14</sup>	28.8%		33.0%		34.1%	38.2%	37.2%		37.5%		33.4%	39.3%	28.2%
Programming Costs <sup>15</sup>	\$ 645	\$	596	\$	589	\$ 579	\$ 561	\$	482	\$	606	\$ 622	\$ 648

#### WarnerMedia

#### Warner Bros. Results

	Non-GAA	P C	omparab	le B	asis <sup>13</sup>								
Dollars in millions								-	Three Moi	nths	Ended		
Unaudited	12/31/17		3/31/18		6/30/18	9/30/18	12/31/18		3/31/19		6/30/19	9/30/19	12/31/19
Operating Revenues													
Theatrical product	\$ 1,613	\$	1,336	\$	1,346	\$ 1,694	\$ 2,085	\$	1,506	\$	1,527	\$ 1,375	\$ 1,570
Television product	1,758		1,498		1,528	1,591	1,827		1,613		1,310	1,461	1,983
Games and other	682		404		432	435	564		399		552	497	565
Total Operating Revenues <sup>14</sup>	\$ 4,053	\$	3,238	\$	3,306	\$ 3,720	\$ 4,476	\$	3,518	\$	3,389	\$ 3,333	\$ 4,118
Operating Expenses													
Operations and support	3,438		2,778		2,893	3,104	3,623		2,919		2,918	2,706	3,273
Depreciation and amortization	99		77		75	40	42		52		31	39	40
Total Operating Expenses	3,537		2,855		2,968	3,144	3,665		2,971		2,949	2,745	3,313
Operating Income <sup>14</sup>	\$ 516	\$	383	\$	338	\$ 576	\$ 811	\$	547	\$	440	\$ 588	\$ 805
Operating Income Margin <sup>14</sup>	12.7%		11.8%		10.2%	15.5%	18.1%		15.5%		13.0%	17.6%	19.5%
Film and Television Production Costs <sup>15</sup>	\$ 2,101	\$	1,574	\$	1,729	\$ 1,909	\$ 2,238	\$	1,746	\$	1,626	\$ 1,618	\$ 2,103



#### **Latin America**

#### **Statement of Segment Income**

				lions
וטט	ıaıs	111	11111	IIIUIIS

Unaudited	3/31/18	6/30/18	9/30/1	3 12	2/31/18	3/31/19	6/30/19	9/30/19	12/31/19
Segment Operating Revenues									
Video Entertainment	\$ 1,354 \$	1,254	\$ 1,102	\$	1,074	\$ 1,067	\$ 1,032	\$ 1,013	\$ 982
Wireless Service	404	417	440		440	442	479	455	487
Wireless Equipment	267	280	291		329	209	246	262	289
Total Segment Operating Revenues	\$ 2,025 \$	1,951	\$ 1,833	\$	1,843	\$ 1,718	\$ 1,757	\$ 1,730	\$ 1,758
Segment Operating Expenses									
Operations and support	1,804	1,803	1,746		1,805	1,591	1,694	1,625	1,553
Depreciation and amortization	332	313	297		296	300	284	284	294
Total Segment Operating Expenses	2,136	2,116	2,043		2,101	1,891	1,978	1,909	1,847
Segment Operating Income (Loss)	(111)	(165)	(210	)	(258)	(173)	(221)	(179)	(89)
Equity in Net Income (Loss) of Affiliates	-	15	9		10	-	12	13	2
Segment Contribution	\$ (111) \$	(150)	\$ (201	) \$	(248)	\$ (173)	\$ (209)	\$ (166)	\$ (87)
Segment Operating Income Margin	-5.5%	-8.5%	-11.5%	<b>6</b> -	-14.0%	-10.1%	-12.6%	-10.3%	-5.1%
EBITDA <sup>1</sup>	\$ 221 \$	148	\$ 87	\$	38	\$ 127	\$ 63	\$ 105	\$ 205
EBITDA Margin <sup>1</sup>	10.9%	7.6%	4.7%	6	2.1%	7.4%	3.6%	6.1%	11.7%

#### **Latin America**

#### **Vrio and Mexico Results**

Dollars in millions

Unaudited	3/31/18	6/30/18	9/30/18	12/31/18	3/31/19	6/30/19	9/30/19	12/31/19
Vrio EBITDA <sup>1</sup>	\$ 353 \$	238 \$	225 \$	225 \$	201 \$	151 \$	162 \$	202
Vrio EBITDA Margin <sup>1</sup>	26.1%	19.0%	20.4%	20.9%	18.8%	14.6%	16.0%	20.6%
Mexico EBITDA <sup>1</sup>	\$ (132) \$	(90) \$	(138) \$	(187) \$	(74) \$	(88) \$	(57) \$	3
Mexico EBITDA Margin <sup>1</sup>	-19.7%	-12.9%	-18.9%	-24.3%	-11.4%	-12.1%	-7.9%	0.4%

#### **Latin America**

#### **Operating Volumes and Statistics**

Volumes in thousands

Unaudited	3/31/18	6/30/18	9/30/18	12/31/18	3/31/19	6/30/19	9/30/19	12/31/19
Vrio Video Connections <sup>16</sup>	13,573	13,713	13,640	13,838	13,584	13,473	13,306	13,331
Vrio Video Net Adds <sup>16</sup>	(15)	140	(73)	198	(32)	(111)	(167)	25
Mexico Wireless Subscribers <sup>17</sup>	15,642	16,398	17,305	18,321	17,722	18,021	18,619	19,159
Postpaid	5,607	5,749	5,822	5,805	5,642	5,489	5,352	5,103
Prepaid	9,857	10,468	11,270	12,264	11,779	12,180	12,848	13,584
Other	178	181	213	252	301	352	419	472
Mexico Wireless Net Adds	543	756	907	1,016	93	299	598	540
Mexico Wireless Churn <sup>6</sup>	7.02%	6.82%	6.59%	7.08%	6.69%	7.16%	7.32%	7.43%
Mexico Wireless ARPU <sup>7</sup>	\$8.18	\$8.31	\$8.32	\$7.97	\$7.99	\$8.61	\$7.86	\$8.30



#### Xandr

#### **Statement of Segment Income**

Dollars in millions

Unaudited	12/31/17	3/31/18	6/30/18	9/30/18	12/31/18	3/31/19	6/30/19	9/30/19	•	12/31/19
Segment Operating Revenues	\$ 381	\$ 337	\$ 392	\$ 445	\$ 566	\$ 426	\$ 485	\$ 504	\$	607
Segment Operating Expenses										
Operations and support	51	50	59	109	180	160	147	162		177
Depreciation and amortization	1	1	-	3	5	13	13	15		17
Total Segment Operating Expenses	52	51	59	112	185	173	160	177		194
Segment Operating Income	329	286	333	333	381	253	325	327		413
Equity in Net Income of Affiliates	-	-	-	-	-	-	-	-		-
Segment Contribution	\$ 329	\$ 286	\$ 333	\$ 333	\$ 381	\$ 253	\$ 325	\$ 327	\$	413
										_
Segment Operating Income Margin	86.4%	84.9%	84.9%	74.8%	67.3%	59.4%	67.0%	64.9%		68.0%
EBITDA <sup>1</sup>	\$ 330	\$ 287	\$ 333	\$ 336	\$ 386	\$ 266	\$ 338	\$ 342	\$	430
EBITDA Margin <sup>1</sup>	86.6%	85.2%	84.9%	75.5%	68.2%	62.4%	69.7%	67.9%		70.8%

#### AT&T Inc.

#### **Supplemental Total Advertising Revenues**

Dollars in millions

Unaudited	1	2/31/17	3/31/18	6/30/18	9/30/18	12/31/18	3/31/19	6/30/19	9/30/19	12/31/19
Operating Revenues										
WarnerMedia	\$	13	\$ 14	\$ 225	\$ 983	\$ 1,239	\$ 1,279	\$ 1,285	\$ 945	\$ 1,167
Communications		420	375	431	478	543	417	470	495	581
Xandr		381	337	392	445	566	426	485	504	607
Eliminations <sup>4</sup>		(377)	(334)	(387)	(401)	(473)	(350)	(399)	(421)	(502)
Total Advertising Revenues	\$	437	\$ 392	\$ 661	\$ 1,505	\$ 1,875	\$ 1,772	\$ 1,841	\$ 1,523	\$ 1,853



#### **Corporate**

Supplemental Results - Corporate 11,18

Dollars in millions Unaudited 9/30/19 3/31/17 6/30/17 9/30/17 12/31/17 3/31/18 6/30/18 9/30/18 12/31/18 3/31/19 6/30/19 12/31/19 **Total Operating Revenues** 624 \$ 609 \$ 591 \$ 619 \$ 561 \$ 544 \$ 531 \$ 514 \$ 433 \$ 450 \$ 407 \$ 385 **Operating Expenses** 1,015 918 944 141 418 661 765 703 879 Operations and support 1,034 893 798 Depreciation and amortization 70 40 55 49 55 150 829 596 204 170 131 124 1,085 834 **Total Operating Expenses** 958 999 1,083 948 948 970 1,014 865 935 1,003 Operating Loss \$ (461) \$ (349) \$ (408) \$ (464) \$ (387) \$ (404) \$ (439) \$ (500) \$ (432) \$ (485) \$ (427) \$ (618)

Historical results in Corporate & Other include operations in Puerto Rico and the U.S. Virgin Islands, which were previously reported in the Mobility and Business Wireline business units.

#### Corporate

Supplemental Reconciliation of Operations and Support<sup>11</sup>

Dollars in millions												
Unaudited	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18	12/31/18	3/31/19	6/30/19	9/30/19	12/31/19
Operations and Support	\$ 1,015 \$	918 \$	944 \$	1,034 \$	893 \$	798 \$	141 \$	418 \$	661 \$	765 \$	703 \$	879
Reclassification of amortization of prior service credits	(367)	(385)	(420)	(420)	(428)	(442)	(442)	(442)	(454)	(454)	(454)	(454)
Reclassification of WarnerMedia amortization of production costs to Depreciation and Amortization <sup>18</sup>						98	772	545	150	112	108	102
Operations and Support excluding segment reclassifications	\$ 648 \$	533 \$	524 \$	614 \$	465 \$	454 \$	471 \$	521 \$	357 \$	423 \$	357 \$	527

#### AT&T Inc.

Other Income (Expense) - Net

Dollars in millions

Unaudited	3/31/18	6/30/18	9/30/18	12/31/18	3/31/19	6/30/19	9/30/19	12/31/19
Interest income and other gain/(loss) items <sup>19</sup>	\$ 205 \$	- \$	538 \$	328 \$	210 \$	708 \$	237 \$	18
Special termination charges	-	-	-	-	(93)	-	12	-
Net pension and postretirement credit, excluding actuarial gain/(loss)	567	557	515	660	601	673	733	1,001
Actuarial gain/(loss)	930	1,796	-	686	(432)	(1,699)	(1,917)	(1,123)
Other Income (Expense) - Net	\$ 1,702 \$	2,353 \$	1,053 \$	1,674 \$	286 \$	(318) \$	(935) \$	(104)



## Notes to Financial and Operational Trends AT&T Inc.

- See Discussion and Reconciliation of Non-GAAP Measures in the Investor Briefing or exhibit 99.1 to Form 8-K dated January 29, 2020.
- <sup>2</sup> Pro Forma results reflect the acquisition of Time Warner on June 14, 2018. See Quarterly Pro Forma Financial Information schedule and related Form 8-K/A filed August 27, 2018 included on the AT&T Investor Relations website for further explanation of these pro forma metrics.
- <sup>3</sup> Prior-period amounts have been recast to conform to current-period reporting methodology. Additionally, distributions paid on the Mobility preferred equity interest are reflected in Financing Activities beginning with the quarter ended 12/31/18.
- <sup>4</sup> Eliminations and consolidation removes transactions that either involve dealings between AT&T companies, including content licensing with WarnerMedia, or relate to advertising arrangements recorded in both the Communications and Xandr segments (approximately \$500M revenues in 4Q19). This reconciling item also includes conforming adjustment to the historical presentation of our advertising business.
- <sup>5</sup> Total smartphones include postpaid and prepaid smartphones. Feature phones are basic phones that are primarily used for voice and text services.
- <sup>6</sup> Churn is calculated by dividing the aggregate number of wireless subscribers who canceled service during a month by the total number of wireless subscribers at the beginning of that month. The churn rate for the period is equal to the average of the churn rate for each month of that period.
- <sup>7</sup> ARPU is defined as wireless subscriber revenues during the period divided by average wireless subscribers during the period. Wireless service revenues include subscriber revenues and other revenues.
- <sup>8</sup> Premium TV connections and net adds include AT&T TV, which launched in 3Q19. 1Q19 connections and net adds include the impact of conforming the Entertainment Group subscriber disconnection policy with the Mobility business and industry practice (to billing cycle basis). This policy change resulted in an additional 117K Premium TV and 38K Broadband subscribers at March 31, 2019.
- <sup>9</sup> Over-the-top connections include AT&T TV NOW and exclude WatchTV, which launched near end of June 2018, during its promotional period. AT&T TV NOW connections as of 4Q19 include 8K free or substantially free trial-period subscribers. AT&T has successfully retained many subscribers after the expiration of their trial period.
- <sup>10</sup> Premium TV ARPU is defined as Video Entertainment revenues, excluding Over-the-Top revenues and non-linear advertising, during the period divided by average linear video connections during the period. IP Broadband ARPU is defined as High-Speed Internet revenues during the period divided by average IP Broadband connections during the period.
- <sup>11</sup> Prior-period amounts have been recast to conform to current-period reporting methodology. Historical results in the Mobility and Business Wireline business units of the Communications segment have been recast to remove operations in Puerto Rico and the U.S. Virgin Islands. We began held-for-sale accounting in 3Q19 for these operations, which are now reported in Corporate & Other.
- <sup>12</sup> Strategic and Managed Services are the next generation wireline capabilities that lead AT&T's most advanced business solutions, includes (1) data services (VPN, dedicated internet ethernet and broadband). (2) voice service (VOIP and cloud-based voice solutions). (3) security and cloud solutions, and (4) managed, professional, and outsourcing services.
- <sup>13</sup> Non-GAAP comparable basis results for WarnerMedia and Turner reflect historical Warner Media, LLC adjusted results and include the results for AT&T's Regional Sports Networks (RSNs) which were recast into the WarnerMedia segment (see Form 8-K dated September 21, 2018). Non-GAAP comparable results for Home Box Office and Warner Bros. reflect historical Warner Media, LLC adjusted results. Historical WarnerMedia adjusted results were presented in the Warner Media, LLC 2Q18 Trending Schedules dated July 24, 2018, which is included in the 2Q18 quarterly earnings materials on the AT&T Investor Relations website. See Basis of Presentation for definition of Adjusted Operating Income and Adjusted OIBDA. As determined by Time Warner management, Adjusted Operating Income (Loss) and Adjusted OIBDA include certain items affecting comparability.
- <sup>14</sup> See Item 7.01 in Form 8-K dated October 24, 2018 for reconciliation of comparable Operating Revenues, Operating Income, and Operating Income Margin.
- <sup>15</sup> Programming and production costs are included in Operations & Support expenses.
- <sup>16</sup> Vrio Video connections and net adds include satellite and over-the-top. 1Q19 net adds excludes 222k subscriber disconnections resulting from conforming our video credit policy across the region, which are reflected in beginning of period connections.
- <sup>17</sup> 1Q19 subscriber count includes 692K reduction to beginning of period customer base (-599k prepaid and -93K postpaid) to remove the churn related to certain third-party distributors and the sunset of 2G services in Mexico.
- <sup>18</sup> Corporate includes: (1) operations that are no longer integral to our operations or which we no longer actively market, (2) corporate support functions, (3) impacts of corporate-wide decisions for which the individual operating segments are not being evaluated, (4) the reclassification of amortization of prior service credits, which we continue to report with segment operating expense, to consolidated to Other Income (Expense) Net, and (5) the recharacterization of programming instangible asset amortization, for released programming acquired in the Time Warner acquisition, which we continue to report within WarnerMedia segment operating expense, to consolidated amortization expense. The largest corporate operations included are Puerto Rico and U.S. Virgin Islands mobility and business wireline operations (held for sale), other wholesale operations, hosting colocation (divested December 31, 2018), National Mass Markets, Digital Life, and Consumer Information Services.
- <sup>19</sup> 4Q19 Interest income and other gain/(loss) items include (\$278M) debt redemption costs and \$69M gain on sale of an equity method investment. See Adjusting Items in the Discussion and Reconciliation of Non-GAAP Measures in the Investor Briefing.