



# Financial and Operational Trends

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

JANUARY 27, 2021



## Consolidated Statements of Income

### AT&T Inc.

Dollars in millions except per share amounts

| Unaudited                                                               | 3/31/19   | 6/30/19   | 9/30/19   | 12/31/19  | 2019       | 3/31/20 <sup>2</sup> | 6/30/20   | 9/30/20   | 12/31/20    | 2020       |
|-------------------------------------------------------------------------|-----------|-----------|-----------|-----------|------------|----------------------|-----------|-----------|-------------|------------|
| <b>Operating Revenues</b>                                               | \$ 44,827 | \$ 44,957 | \$ 44,588 | \$ 46,821 | \$ 181,193 | \$ 42,779            | \$ 40,950 | \$ 42,340 | \$ 45,691   | \$ 171,760 |
| <b>Operating Expenses</b>                                               |           |           |           |           |            |                      |           |           |             |            |
| Cost of revenues                                                        |           |           |           |           |            |                      |           |           |             |            |
| Equipment                                                               | 4,502     | 4,061     | 4,484     | 5,606     | 18,653     | 4,092                | 3,978     | 4,552     | 7,084       | 19,706     |
| Broadcast, programming and operations                                   | 7,652     | 7,730     | 7,066     | 8,684     | 31,132     | 6,754                | 5,889     | 6,912     | 7,750       | 27,305     |
| Other cost of revenues                                                  | 8,585     | 8,721     | 8,604     | 8,446     | 34,356     | 8,342                | 8,116     | 8,375     | 8,076       | 32,909     |
| Selling, general and administrative                                     | 9,649     | 9,844     | 9,584     | 10,345    | 39,422     | 8,760                | 9,831     | 9,266     | 10,182      | 38,039     |
| Asset impairments and abandonments                                      | -         | -         | -         | 1,458     | 1,458      | 123                  | 2,319     | 73        | 16,365      | 18,880     |
| Depreciation and amortization                                           | 7,206     | 7,101     | 6,949     | 6,961     | 28,217     | 7,222                | 7,285     | 7,030     | 6,979       | 28,516     |
| <b>Total Operating Expenses</b>                                         | 37,594    | 37,457    | 36,687    | 41,500    | 153,238    | 35,293               | 37,418    | 36,208    | 56,436      | 165,355    |
| <b>Operating Income (Loss)</b>                                          | 7,233     | 7,500     | 7,901     | 5,321     | 27,955     | 7,486                | 3,532     | 6,132     | (10,745)    | 6,405      |
| <b>Interest Expense</b>                                                 | 2,141     | 2,149     | 2,083     | 2,049     | 8,422      | 2,018                | 2,041     | 1,972     | 1,894       | 7,925      |
| <b>Equity in Net Income (Loss) of Affiliates</b>                        | (7)       | 40        | 3         | (30)      | 6          | (6)                  | (10)      | 5         | 106         | 95         |
| <b>Other Income (Expense) – Net</b>                                     | 286       | (318)     | (935)     | (104)     | (1,071)    | 803                  | 1,017     | (231)     | (3,020)     | (1,431)    |
| <b>Income (Loss) Before Income Taxes</b>                                | 5,371     | 5,073     | 4,886     | 3,138     | 18,468     | 6,265                | 2,498     | 3,934     | (15,553)    | (2,856)    |
| <b>Income Tax Expense (Benefit)</b>                                     | 1,023     | 1,099     | 937       | 434       | 3,493      | 1,302                | 935       | 766       | (2,038)     | 965        |
| <b>Net Income (Loss)</b>                                                | 4,348     | 3,974     | 3,949     | 2,704     | 14,975     | 4,963                | 1,563     | 3,168     | (13,515)    | (3,821)    |
| <b>Less: Net Income Attributable to Noncontrolling Interest</b>         | (252)     | (261)     | (249)     | (310)     | (1,072)    | (353)                | (282)     | (352)     | (368)       | (1,355)    |
| <b>Net Income (Loss) Attributable to AT&amp;T</b>                       | \$ 4,096  | \$ 3,713  | \$ 3,700  | \$ 2,394  | \$ 13,903  | \$ 4,610             | \$ 1,281  | \$ 2,816  | \$ (13,883) | \$ (5,176) |
| <b>Less: Preferred Stock Dividends</b>                                  | -         | -         | -         | (3)       | (3)        | (32)                 | (52)      | (54)      | (55)        | (193)      |
| <b>Net Income (Loss) Attributable to Common Stock</b>                   | \$ 4,096  | \$ 3,713  | \$ 3,700  | \$ 2,391  | \$ 13,900  | \$ 4,578             | \$ 1,229  | \$ 2,762  | \$ (13,938) | \$ (5,369) |
| <b>Diluted Earnings Per Share Attributable to Common Stock</b>          | \$ 0.56   | \$ 0.51   | \$ 0.50   | \$ 0.33   | \$ 1.89    | \$ 0.63              | \$ 0.17   | \$ 0.39   | \$ (1.95)   | \$ (0.75)  |
| <b>Adjusted Diluted Earnings Per Share Attributable to Common Stock</b> | \$ 0.86   | \$ 0.89   | \$ 0.94   | \$ 0.89   | \$ 3.57    | \$ 0.84              | \$ 0.83   | \$ 0.76   | \$ 0.75     | \$ 3.18    |
| <b>EBITDA<sup>1</sup></b>                                               | \$ 14,439 | \$ 14,601 | \$ 14,850 | \$ 12,282 | \$ 56,172  | \$ 14,708            | \$ 10,817 | \$ 13,162 | \$ (3,766)  | \$ 34,921  |
| <b>Adjusted EBITDA<sup>1</sup></b>                                      | \$ 14,802 | \$ 15,041 | \$ 15,079 | \$ 14,365 | \$ 59,287  | \$ 14,232            | \$ 14,112 | \$ 13,313 | \$ 12,889   | \$ 54,546  |
| <b>Adjusted EBITDA Margin<sup>1</sup></b>                               | 33.0%     | 33.4%     | 33.8%     | 30.7%     | 32.7%      | 33.3%                | 34.5%     | 31.4%     | 28.2%       | 31.8%      |

## Financial and Operating Statistics Summary

### AT&T Inc.

Dollars in millions except per share amounts

| Unaudited                                                | 3/31/19  | 6/30/19  | 9/30/19  | 12/31/19 | 2019      | 3/31/20  | 6/30/20  | 9/30/20  | 12/31/20 | 2020      |
|----------------------------------------------------------|----------|----------|----------|----------|-----------|----------|----------|----------|----------|-----------|
| <b>Capital Expenditures:</b>                             |          |          |          |          |           |          |          |          |          |           |
| Purchase of property and equipment                       | \$ 5,121 | \$ 5,421 | \$ 5,141 | \$ 3,752 | \$ 19,435 | \$ 4,938 | \$ 4,434 | \$ 3,819 | \$ 2,361 | \$ 15,552 |
| Interest during construction                             | 61       | 51       | 48       | 40       | 200       | 28       | 32       | 32       | 31       | 123       |
| <b>Dividends Declared Per Share</b>                      | \$ 0.51  | \$ 0.51  | \$ 0.51  | \$ 0.52  | \$ 2.05   | \$ 0.52  | \$ 0.52  | \$ 0.52  | \$ 0.52  | \$ 2.08   |
| <b>Annual Dividend Per Share Growth</b>                  | 2.0%     | 2.0%     | 2.0%     | 2.0%     |           | 2.0%     | 2.0%     | 2.0%     | 0.0%     |           |
| <b>End of Period Common Shares Outstanding (000,000)</b> | 7,297    | 7,305    | 7,303    | 7,255    |           | 7,125    | 7,125    | 7,125    | 7,126    |           |
| <b>Debt Ratio</b>                                        | 47.4%    | 46.8%    | 45.9%    | 44.7%    |           | 45.7%    | 46.6%    | 44.9%    | 46.7%    |           |
| <b>Total Employees</b>                                   | 262,290  | 257,790  | 251,840  | 247,800  |           | 244,490  | 243,350  | 234,630  | 230,760  |           |

See Notes to Financial and Operational Trends on page 16.

## Consolidated Statements of Cash Flows

### AT&T Inc.

Dollars in millions

| Unaudited                                                                                | 12/31/19         | 3/31/20 <sup>2</sup> | 6/30/20          | 9/30/20         | 12/31/20        |
|------------------------------------------------------------------------------------------|------------------|----------------------|------------------|-----------------|-----------------|
| <b>Operating Activities</b>                                                              |                  |                      |                  |                 |                 |
| Net income (loss)                                                                        | \$ 2,704         | \$ 4,963             | \$ 1,563         | \$ 3,168        | \$ (13,515)     |
| Adjustments to reconcile net income (loss) to net cash provided by operating activities: |                  |                      |                  |                 |                 |
| Depreciation and amortization                                                            | 6,961            | 7,222                | 7,285            | 7,030           | 6,979           |
| Amortization of film and television costs                                                | 2,528            | 2,269                | 1,716            | 2,463           | 2,155           |
| Undistributed earnings from investments in equity affiliates                             | 214              | 39                   | 25               | 44              | (70)            |
| Provision for uncollectible accounts                                                     | 720              | 780                  | 419              | 412             | 361             |
| Deferred income tax expense (benefit)                                                    | 767              | 259                  | 394              | 1,595           | (573)           |
| Net (gain) loss from investments, net of impairments                                     | (204)            | (646)                | (59)             | 16              | (53)            |
| Pension and postretirement benefit expense (credit)                                      | (705)            | (748)                | (747)            | (750)           | (747)           |
| Actuarial (gain) loss on pension and postretirement benefits                             | 1,123            | -                    | -                | 63              | 4,106           |
| Asset impairment and abandonments                                                        | 1,458            | 123                  | 2,319            | 73              | 16,365          |
| Changes in operating assets and liabilities:                                             |                  |                      |                  |                 |                 |
| Receivables                                                                              | 309              | 1,695                | 827              | (201)           | (105)           |
| Other current assets, inventories and theatrical film and television production costs    | (3,515)          | (3,267)              | (2,325)          | (2,244)         | (5,234)         |
| Accounts payable and other accrued liabilities                                           | (588)            | (3,884)              | 37               | (1,058)         | 3,495           |
| Equipment installment receivables and related sales                                      | (300)            | 535                  | (309)            | (374)           | (1,281)         |
| Deferred customer contract acquisition and fulfillment costs                             | (114)            | 105                  | 217              | 131             | (77)            |
| Postretirement claims and contributions                                                  | (373)            | (111)                | (117)            | (181)           | (576)           |
| Other - net                                                                              | 958              | (468)                | 814              | 1,936           | (1,148)         |
| Total adjustments                                                                        | 9,239            | 3,903                | 10,496           | 8,955           | 23,597          |
| <b>Net Cash Provided by Operating Activities</b>                                         | <b>11,943</b>    | <b>8,866</b>         | <b>12,059</b>    | <b>12,123</b>   | <b>10,082</b>   |
| <b>Investing Activities</b>                                                              |                  |                      |                  |                 |                 |
| Capital expenditures <sup>3</sup>                                                        | (3,792)          | (4,966)              | (4,466)          | (3,851)         | (2,392)         |
| Acquisitions, net of cash acquired                                                       | (685)            | (100)                | (1,074)          | (41)            | (636)           |
| Dispositions                                                                             | 909              | 118                  | 229              | 81              | 3,213           |
| (Purchases), sales and settlements of securities and investments, net                    | (88)             | (6)                  | 53               | 397             | 53              |
| Advances to and investments in equity affiliates, net                                    | (32)             | (68)                 | 2                | (34)            | (60)            |
| <b>Net Cash (Used in) Provided by Investing Activities</b>                               | <b>(3,688)</b>   | <b>(5,022)</b>       | <b>(5,256)</b>   | <b>(3,448)</b>  | <b>178</b>      |
| <b>Financing Activities</b>                                                              |                  |                      |                  |                 |                 |
| Net change in short-term borrowings with original maturities of three months or less     | (254)            | 1,742                | (1,244)          | (515)           | -               |
| Issuance of other short-term borrowings                                                  | -                | 1,390                | 7,050            | 1,000           | -               |
| Repayment of other short-term borrowings                                                 | (2,202)          | -                    | (5,975)          | (1,735)         | (1,757)         |
| Issuance of long-term debt                                                               | 2,005            | 4,357                | 16,703           | 10,927          | 1               |
| Repayment of long-term debt                                                              | (3,224)          | (4,422)              | (12,862)         | (20,299)        | (2,381)         |
| Payment of vendor financing                                                              | (449)            | (791)                | (563)            | (611)           | (1,001)         |
| Issuance of preferred stock                                                              | 1,164            | 3,869                | -                | -               | -               |
| Purchase of treasury stock                                                               | (2,008)          | (5,463)              | (17)             | (3)             | (15)            |
| Issuance of treasury stock                                                               | 55               | 58                   | 26               | 4               | 17              |
| Issuance of preferred interests in subsidiary                                            | 6,388            | -                    | -                | 1,979           | -               |
| Redemption of preferred interest in subsidiary                                           | -                | -                    | -                | -               | (1,950)         |
| Dividends paid                                                                           | (3,726)          | (3,737)              | (3,737)          | (3,741)         | (3,741)         |
| Other                                                                                    | (491)            | (3,102)              | 807              | (2,863)         | 588             |
| <b>Net Cash (Used in) Provided by Financing Activities</b>                               | <b>(2,742)</b>   | <b>(6,099)</b>       | <b>188</b>       | <b>(15,857)</b> | <b>(10,239)</b> |
| Net increase (decrease) in cash and cash equivalents and restricted cash                 | 5,513            | (2,255)              | 6,991            | (7,182)         | 21              |
| Cash and cash equivalents and restricted cash beginning of period                        | 6,782            | 12,295               | 10,040           | 17,031          | 9,849           |
| <b>Cash and Cash Equivalents and Restricted Cash End of Period</b>                       | <b>\$ 12,295</b> | <b>\$ 10,040</b>     | <b>\$ 17,031</b> | <b>\$ 9,849</b> | <b>\$ 9,870</b> |
| <b>Cash paid for interest</b>                                                            | <b>\$ 1,755</b>  | <b>\$ 2,376</b>      | <b>\$ 1,826</b>  | <b>\$ 2,459</b> | <b>\$ 1,576</b> |

See Notes to Financial and Operational Trends on page 16.


**AT&T Inc.**
**Free Cash Flow & Capital Investment Detail**

Dollars in millions

Unaudited

|                                           | 3/31/19      | 6/30/19      | 9/30/19      | 12/31/19     | 3/31/20      | 6/30/20      | 9/30/20      | 12/31/20     |
|-------------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Cash Flow Detail</b>                   |              |              |              |              |              |              |              |              |
| Net cash provided by operating activities | \$ 11,052    | \$ 14,284    | \$ 11,389    | \$ 11,943    | \$ 8,866     | \$ 12,059    | \$ 12,123    | \$ 10,082    |
| Less: Capital expenditures                | (5,182)      | (5,472)      | (5,189)      | (3,792)      | (4,966)      | (4,466)      | (3,851)      | (2,392)      |
| <b>Free Cash Flow<sup>1</sup></b>         | <b>5,870</b> | <b>8,812</b> | <b>6,200</b> | <b>8,151</b> | <b>3,900</b> | <b>7,593</b> | <b>8,272</b> | <b>7,690</b> |

**Capital Investment Detail**

|                                                  |              |              |              |              |              |              |              |              |
|--------------------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Capital expenditures                             | \$ 5,182     | \$ 5,472     | \$ 5,189     | \$ 3,792     | \$ 4,966     | \$ 4,466     | \$ 3,851     | \$ 2,392     |
| Add: Vendor financing payments                   | 819          | 1,017        | 765          | 449          | 791          | 563          | 611          | 1,001        |
| <b>Capital Investment<sup>1</sup></b>            | <b>6,001</b> | <b>6,489</b> | <b>5,954</b> | <b>4,241</b> | <b>5,757</b> | <b>5,029</b> | <b>4,462</b> | <b>3,393</b> |
| Add: FirstNet capital expenditures reimbursement | -            | 103          | -            | 902          | 7            | 72           | 64           | 920          |
| <b>Gross Capital Investment<sup>1</sup></b>      | <b>6,001</b> | <b>6,592</b> | <b>5,954</b> | <b>5,143</b> | <b>5,764</b> | <b>5,101</b> | <b>4,526</b> | <b>4,313</b> |

**AT&T Inc.**
**FirstNet - Capital Expenditures and Reimbursements**

Dollars in millions

Unaudited

|                                             | 3/31/19  | 6/30/19  | 9/30/19  | 12/31/19 | 3/31/20  | 6/30/20  | 9/30/20  | 12/31/20 |
|---------------------------------------------|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>Capital Expenditures Impact</b>          |          |          |          |          |          |          |          |          |
| Capital expenditures                        | \$ 5,182 | \$ 5,472 | \$ 5,189 | \$ 3,792 | \$ 4,966 | \$ 4,466 | \$ 3,851 | \$ 2,392 |
| FirstNet capital expenditures reimbursement | -        | 103      | -        | 902      | 7        | 72       | 64       | 920      |
| Capital expenditures, gross                 | 5,182    | 5,575    | 5,189    | 4,694    | 4,973    | 4,538    | 3,915    | 3,312    |
| <b>FirstNet Reimbursements</b>              |          |          |          |          |          |          |          |          |
| Capital expenditures                        | \$ -     | \$ 103   | \$ -     | \$ 902   | \$ 7     | \$ 72    | \$ 64    | \$ 920   |
| Operating expenses                          | -        | 31       | -        | 338      | 3        | 58       | 18       | 488      |
| Total reimbursements                        | -        | 134      | -        | 1,240    | 10       | 130      | 82       | 1,408    |

See Notes to Financial and Operational Trends on page 16.



## Operating Revenues and Adjusted EBITDA

AT&T Inc.

Dollars in millions

Unaudited

|                                                                          | 3/31/19   | 6/30/19   | 9/30/19   | 12/31/19  | 3/31/20   | 6/30/20   | 9/30/20   | 12/31/20  |
|--------------------------------------------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| <b>Operating Revenues</b>                                                | \$ 44,827 | \$ 44,957 | \$ 44,588 | \$ 46,821 | \$ 42,779 | \$ 40,950 | \$ 42,340 | \$ 45,691 |
| <b>Communications</b>                                                    | 35,169    | 35,267    | 35,401    | 36,522    | 34,249    | 33,592    | 34,287    | 36,722    |
| Mobility                                                                 | 17,363    | 17,292    | 17,701    | 18,700    | 17,402    | 17,149    | 17,894    | 20,119    |
| Video <sup>8</sup>                                                       | 8,075     | 8,032     | 7,942     | 8,075     | 7,407     | 7,021     | 7,014     | 7,168     |
| Broadband <sup>8</sup>                                                   | 3,256     | 3,338     | 3,257     | 3,161     | 3,111     | 3,050     | 3,041     | 3,116     |
| Business Wireline <sup>8</sup>                                           | 6,475     | 6,605     | 6,501     | 6,586     | 6,329     | 6,372     | 6,338     | 6,319     |
| <b>WarnerMedia<sup>14</sup></b>                                          | 8,747     | 8,777     | 8,282     | 9,453     | 7,765     | 6,728     | 7,395     | 8,554     |
| Turner                                                                   | 3,443     | 3,410     | 3,007     | 3,262     | 3,162     | 2,988     | 3,176     | 3,242     |
| Home Box Office                                                          | 1,510     | 1,716     | 1,819     | 1,704     | 1,497     | 1,627     | 1,781     | 1,903     |
| Warner Bros.                                                             | 3,518     | 3,389     | 3,333     | 4,118     | 3,240     | 3,256     | 2,411     | 3,247     |
| Eliminations and other <sup>14</sup>                                     | 276       | 262       | 123       | 369       | (134)     | (1,143)   | 27        | 162       |
| <b>Latin America</b>                                                     | 1,718     | 1,757     | 1,730     | 1,758     | 1,590     | 1,232     | 1,396     | 1,498     |
| Vrio                                                                     | 1,067     | 1,032     | 1,013     | 982       | 887       | 752       | 753       | 762       |
| Mexico                                                                   | 651       | 725       | 717       | 776       | 703       | 480       | 643       | 736       |
| <b>Corporate, Acquisition Related and Significant Items<sup>14</sup></b> | 449       | 478       | 475       | 463       | 471       | 523       | 550       | 388       |
| <b>Eliminations<sup>4</sup></b>                                          | (906)     | (923)     | (879)     | (873)     | (883)     | (831)     | (880)     | (868)     |
| <b>Consolidation<sup>4</sup></b>                                         | (350)     | (399)     | (421)     | (502)     | (413)     | (294)     | (408)     | (603)     |

|                                                   |           |           |           |           |           |           |           |           |
|---------------------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| <b>Adjusted EBITDA</b>                            | \$ 14,802 | \$ 15,041 | \$ 15,079 | \$ 14,365 | \$ 14,232 | \$ 14,112 | \$ 13,313 | \$ 12,889 |
| <b>Communications</b>                             | 12,570    | 13,254    | 12,635    | 12,100    | 12,838    | 12,751    | 12,275    | 11,145    |
| Mobility                                          | 7,322     | 7,770     | 7,753     | 7,530     | 7,833     | 7,817     | 7,712     | 7,096     |
| Video <sup>8</sup>                                | 1,505     | 1,357     | 1,035     | 628       | 1,277     | 1,081     | 1,014     | 619       |
| Broadband <sup>8</sup>                            | 1,295     | 1,491     | 1,363     | 1,412     | 1,342     | 1,253     | 1,037     | 1,104     |
| Business Wireline <sup>8</sup>                    | 2,448     | 2,636     | 2,484     | 2,530     | 2,386     | 2,600     | 2,512     | 2,326     |
| <b>WarnerMedia<sup>14</sup></b>                   | 2,658     | 2,401     | 3,023     | 3,005     | 2,160     | 2,072     | 1,912     | 2,719     |
| <b>Latin America</b>                              | 127       | 63        | 105       | 205       | 93        | 33        | 59        | 95        |
| Vrio                                              | 201       | 151       | 162       | 202       | 104       | 91        | 78        | 81        |
| Mexico                                            | (74)      | (88)      | (57)      | 3         | (11)      | (58)      | (19)      | 14        |
| <b>Corporate<sup>14</sup></b>                     | (235)     | (316)     | (299)     | (492)     | (485)     | (488)     | (563)     | (506)     |
| <b>Eliminations and Consolidation<sup>4</sup></b> | (318)     | (361)     | (385)     | (454)     | (374)     | (256)     | (370)     | (565)     |

See Notes to Financial and Operational Trends on page 16.


**Communications**
**Mobility Results**

Dollars in millions

Unaudited

|                                          |    | 12/31/18 | 3/31/19   | 6/30/19   | 9/30/19   | 12/31/19  | 3/31/20   | 6/30/20   | 9/30/20   | 12/31/20  |
|------------------------------------------|----|----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| <b>Operating Revenues</b>                |    |          |           |           |           |           |           |           |           |           |
| Service                                  | \$ | 13,700   | \$ 13,629 | \$ 13,824 | \$ 13,930 | \$ 13,948 | \$ 13,968 | \$ 13,669 | \$ 13,883 | \$ 14,022 |
| Equipment                                |    | 4,856    | 3,734     | 3,468     | 3,771     | 4,752     | 3,434     | 3,480     | 4,011     | 6,097     |
| <b>Total Operating Revenues</b>          | \$ | 18,556   | \$ 17,363 | \$ 17,292 | \$ 17,701 | \$ 18,700 | \$ 17,402 | \$ 17,149 | \$ 17,894 | \$ 20,119 |
| <b>Operating Expenses</b>                |    |          |           |           |           |           |           |           |           |           |
| Operations and support                   |    | 11,087   | 10,041    | 9,522     | 9,948     | 11,170    | 9,569     | 9,332     | 10,182    | 13,023    |
| Depreciation and amortization            |    | 2,045    | 2,013     | 2,003     | 2,011     | 2,027     | 2,045     | 2,012     | 2,021     | 2,008     |
| <b>Total Operating Expenses</b>          |    | 13,132   | 12,054    | 11,525    | 11,959    | 13,197    | 11,614    | 11,344    | 12,203    | 15,031    |
| <b>Operating Income</b>                  | \$ | 5,424    | \$ 5,309  | \$ 5,767  | \$ 5,742  | \$ 5,503  | \$ 5,788  | \$ 5,805  | \$ 5,691  | \$ 5,088  |
| <b>Operating Income Margin</b>           |    | 29.2%    | 30.6%     | 33.4%     | 32.4%     | 29.4%     | 33.3%     | 33.9%     | 31.8%     | 25.3%     |
| <b>EBITDA<sup>1</sup></b>                | \$ | 7,469    | \$ 7,322  | \$ 7,770  | \$ 7,753  | \$ 7,530  | \$ 7,833  | \$ 7,817  | \$ 7,712  | \$ 7,096  |
| <b>EBITDA Margin<sup>1</sup></b>         |    | 40.3%    | 42.2%     | 44.9%     | 43.8%     | 40.3%     | 45.0%     | 45.6%     | 43.1%     | 35.3%     |
| <b>EBITDA Service Margin<sup>1</sup></b> |    | 54.5%    | 53.7%     | 56.2%     | 55.7%     | 54.0%     | 56.1%     | 57.2%     | 55.5%     | 50.6%     |

See Notes to Financial and Operational Trends on page 16.



## Communications

### Mobility Operating Volumes and Statistics

Volumes in thousands

Unaudited

#### AT&T Mobility Subscribers and Connections

|                                                | 12/31/18 | 3/31/19 | 6/30/19 | 9/30/19 | 12/31/19 | 3/31/20 | 6/30/20 | 9/30/20 | 12/31/20 |
|------------------------------------------------|----------|---------|---------|---------|----------|---------|---------|---------|----------|
| Total Subscribers and Connections <sup>5</sup> | 151,921  | 154,670 | 158,622 | 162,300 | 165,889  | 169,198 | 171,407 | 176,744 | 182,558  |
| Postpaid                                       | 76,068   | 75,737  | 75,478  | 75,152  | 75,207   | 75,148  | 74,919  | 75,969  | 77,154   |
| Prepaid                                        | 16,828   | 17,012  | 17,434  | 17,740  | 17,803   | 17,808  | 18,008  | 18,100  | 18,102   |
| Reseller                                       | 7,693    | 7,495   | 7,323   | 7,120   | 6,893    | 6,736   | 6,718   | 6,708   | 6,535    |
| Connected Devices                              | 51,332   | 54,426  | 58,387  | 62,288  | 65,986   | 69,506  | 71,762  | 75,967  | 80,767   |

#### Net Add Detail

|                          |       |       |       |       |       |       |       |       |       |
|--------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Net Subscriber Additions | 2,770 | 2,740 | 3,950 | 3,679 | 3,590 | 3,310 | 2,208 | 5,525 | 5,855 |
| Postpaid Net Adds        | 15    | (207) | (146) | (217) | 135   | 27    | (154) | 1,081 | 1,229 |
| Prepaid Net Adds         | 26    | 101   | 341   | 227   | 8     | (45)  | 165   | 245   | 14    |

#### Phone Detail

|                             |        |        |        |        |        |        |        |        |        |
|-----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Postpaid Phones             | 62,882 | 62,830 | 62,811 | 62,812 | 63,018 | 63,105 | 62,882 | 63,485 | 64,216 |
| Prepaid Phones <sup>5</sup> | 15,885 | 16,057 | 16,420 | 16,650 | 16,682 | 16,687 | 16,856 | 16,832 | 16,779 |

#### Phone Detail - Net Adds

|                         |     |    |     |     |      |      |       |     |      |
|-------------------------|-----|----|-----|-----|------|------|-------|-----|------|
| Postpaid Phone Net Adds | 131 | 79 | 74  | 101 | 229  | 163  | (151) | 645 | 800  |
| Prepaid Phone Net Adds  | 13  | 89 | 283 | 154 | (20) | (43) | 135   | 131 | (40) |

#### Churn Detail<sup>6</sup>

|                      |       |       |       |       |       |       |       |       |       |
|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Postpaid Phone Churn | 1.00% | 0.92% | 0.86% | 0.95% | 1.07% | 0.86% | 0.84% | 0.69% | 0.76% |
| Postpaid Churn       | 1.23% | 1.16% | 1.07% | 1.19% | 1.29% | 1.08% | 1.05% | 0.85% | 0.94% |

#### ARPU<sup>7</sup>

|                          |    |       |    |       |    |       |    |       |    |       |    |       |    |       |    |       |    |       |
|--------------------------|----|-------|----|-------|----|-------|----|-------|----|-------|----|-------|----|-------|----|-------|----|-------|
| Postpaid Phone-Only ARPU | \$ | 55.28 | \$ | 55.27 | \$ | 55.50 | \$ | 55.89 | \$ | 55.52 | \$ | 55.68 | \$ | 54.47 | \$ | 54.70 | \$ | 54.46 |
| Postpaid ARPU            |    | 49.70 |    | 49.67 |    | 50.05 |    | 50.51 |    | 50.49 |    | 50.63 |    | 49.76 |    | 49.94 |    | 49.50 |

See Notes to Financial and Operational Trends on page 16.



## Communications

### Video Results<sup>8\*</sup>

Dollars in millions

Unaudited

#### Operating Revenues

|                                 | 3/31/19         | 6/30/19         | 9/30/19         | 12/31/19        | 3/31/20         | 6/30/20         | 9/30/20         | 12/31/20        |
|---------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Service                         | \$ 8,075        | \$ 8,032        | \$ 7,942        | \$ 8,074        | \$ 7,397        | \$ 6,979        | \$ 6,965        | \$ 7,124        |
| Equipment                       | -               | -               | -               | 1               | 10              | 42              | 49              | 44              |
| <b>Total Operating Revenues</b> | <b>\$ 8,075</b> | <b>\$ 8,032</b> | <b>\$ 7,942</b> | <b>\$ 8,075</b> | <b>\$ 7,407</b> | <b>\$ 7,021</b> | <b>\$ 7,014</b> | <b>\$ 7,168</b> |

#### Operating Expenses

|                                 |              |              |              |              |              |              |              |              |
|---------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Operations and support          | 6,570        | 6,675        | 6,907        | 7,447        | 6,130        | 5,940        | 6,000        | 6,549        |
| Depreciation and amortization   | 630          | 640          | 602          | 589          | 591          | 593          | 557          | 521          |
| <b>Total Operating Expenses</b> | <b>7,200</b> | <b>7,315</b> | <b>7,509</b> | <b>8,036</b> | <b>6,721</b> | <b>6,533</b> | <b>6,557</b> | <b>7,070</b> |

|                         |               |               |               |              |               |               |               |              |
|-------------------------|---------------|---------------|---------------|--------------|---------------|---------------|---------------|--------------|
| <b>Operating Income</b> | <b>\$ 875</b> | <b>\$ 717</b> | <b>\$ 433</b> | <b>\$ 39</b> | <b>\$ 686</b> | <b>\$ 488</b> | <b>\$ 457</b> | <b>\$ 98</b> |
|-------------------------|---------------|---------------|---------------|--------------|---------------|---------------|---------------|--------------|

|                                |              |             |             |             |             |             |             |             |
|--------------------------------|--------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| <b>Operating Income Margin</b> | <b>10.8%</b> | <b>8.9%</b> | <b>5.5%</b> | <b>0.5%</b> | <b>9.3%</b> | <b>7.0%</b> | <b>6.5%</b> | <b>1.4%</b> |
|--------------------------------|--------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|

|                           |                 |                 |                 |               |                 |                 |                 |               |
|---------------------------|-----------------|-----------------|-----------------|---------------|-----------------|-----------------|-----------------|---------------|
| <b>EBITDA<sup>1</sup></b> | <b>\$ 1,505</b> | <b>\$ 1,357</b> | <b>\$ 1,035</b> | <b>\$ 628</b> | <b>\$ 1,277</b> | <b>\$ 1,081</b> | <b>\$ 1,014</b> | <b>\$ 619</b> |
|---------------------------|-----------------|-----------------|-----------------|---------------|-----------------|-----------------|-----------------|---------------|

|                                  |              |              |              |             |              |              |              |             |
|----------------------------------|--------------|--------------|--------------|-------------|--------------|--------------|--------------|-------------|
| <b>EBITDA Margin<sup>1</sup></b> | <b>18.6%</b> | <b>16.9%</b> | <b>13.0%</b> | <b>7.8%</b> | <b>17.2%</b> | <b>15.4%</b> | <b>14.5%</b> | <b>8.6%</b> |
|----------------------------------|--------------|--------------|--------------|-------------|--------------|--------------|--------------|-------------|

\* Financial results for the former Entertainment Group business are included on page 17.

## Communications

### Video Operating Volumes and Statistics<sup>8</sup>

Volumes in thousands

Unaudited

|                                | 3/31/19       | 6/30/19       | 9/30/19       | 12/31/19      | 3/31/20       | 6/30/20       | 9/30/20       | 12/31/20      |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>Total Video Connections</b> | <b>23,891</b> | <b>22,945</b> | <b>21,587</b> | <b>20,422</b> | <b>19,387</b> | <b>18,432</b> | <b>17,804</b> | <b>17,161</b> |
| Premium TV <sup>9</sup>        | 22,383        | 21,605        | 20,442        | 19,496        | 18,599        | 17,712        | 17,121        | 16,505        |
| Over-the-Top <sup>10</sup>     | 1,508         | 1,340         | 1,145         | 926           | 788           | 720           | 683           | 656           |

#### Video Net Adds

|                         |       |       |         |       |       |       |       |       |
|-------------------------|-------|-------|---------|-------|-------|-------|-------|-------|
| Premium TV <sup>9</sup> | (543) | (778) | (1,163) | (946) | (897) | (887) | (591) | (617) |
| Over-the-Top            | (83)  | (168) | (195)   | (219) | (138) | (68)  | (37)  | (27)  |

|                                     |                  |                  |                  |                  |                  |                  |                  |                  |
|-------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>Premium TV ARPU<sup>11</sup></b> | <b>\$ 114.98</b> | <b>\$ 117.49</b> | <b>\$ 121.35</b> | <b>\$ 131.00</b> | <b>\$ 126.27</b> | <b>\$ 124.98</b> | <b>\$ 130.55</b> | <b>\$ 137.64</b> |
|-------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|

See Notes to Financial and Operational Trends on page 16.



## Communications

### Broadband Results<sup>8\*</sup>

Dollars in millions

| Unaudited                        | 3/31/19         | 6/30/19         | 9/30/19         | 12/31/19        | 3/31/20         | 6/30/20         | 9/30/20         | 12/31/20        |
|----------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Operating Revenues</b>        |                 |                 |                 |                 |                 |                 |                 |                 |
| High-Speed Internet              | \$ 2,070        | \$ 2,109        | \$ 2,117        | \$ 2,107        | \$ 2,109        | \$ 2,092        | \$ 2,128        | \$ 2,205        |
| Legacy Voice and Data Services   | 683             | 658             | 628             | 604             | 581             | 560             | 538             | 534             |
| Other Service and Equipment      | 503             | 571             | 512             | 450             | 421             | 398             | 375             | 377             |
| <b>Total Operating Revenues</b>  | <b>\$ 3,256</b> | <b>\$ 3,338</b> | <b>\$ 3,257</b> | <b>\$ 3,161</b> | <b>\$ 3,111</b> | <b>\$ 3,050</b> | <b>\$ 3,041</b> | <b>\$ 3,116</b> |
| <b>Operating Expenses</b>        |                 |                 |                 |                 |                 |                 |                 |                 |
| Operations and support           | 1,961           | 1,847           | 1,894           | 1,749           | 1,769           | 1,797           | 2,004           | 2,012           |
| Depreciation and amortization    | 709             | 715             | 730             | 726             | 712             | 730             | 734             | 738             |
| <b>Total Operating Expenses</b>  | <b>2,670</b>    | <b>2,562</b>    | <b>2,624</b>    | <b>2,475</b>    | <b>2,481</b>    | <b>2,527</b>    | <b>2,738</b>    | <b>2,750</b>    |
| <b>Operating Income</b>          | <b>\$ 586</b>   | <b>\$ 776</b>   | <b>\$ 633</b>   | <b>\$ 686</b>   | <b>\$ 630</b>   | <b>\$ 523</b>   | <b>\$ 303</b>   | <b>\$ 366</b>   |
| <b>Operating Income Margin</b>   | <b>18.0%</b>    | <b>23.2%</b>    | <b>19.4%</b>    | <b>21.7%</b>    | <b>20.3%</b>    | <b>17.1%</b>    | <b>10.0%</b>    | <b>11.7%</b>    |
| <b>EBITDA<sup>1</sup></b>        | <b>\$ 1,295</b> | <b>\$ 1,491</b> | <b>\$ 1,363</b> | <b>\$ 1,412</b> | <b>\$ 1,342</b> | <b>\$ 1,253</b> | <b>\$ 1,037</b> | <b>\$ 1,104</b> |
| <b>EBITDA Margin<sup>1</sup></b> | <b>39.8%</b>    | <b>44.7%</b>    | <b>41.8%</b>    | <b>44.7%</b>    | <b>43.1%</b>    | <b>41.1%</b>    | <b>34.1%</b>    | <b>35.4%</b>    |

\* Financial results for the former Entertainment Group business are included on page 17.

## Communications

### Broadband Operating Volumes and Statistics

Volumes in thousands

| Unaudited                             | 3/31/19         | 6/30/19         | 9/30/19         | 12/31/19        | 3/31/20         | 6/30/20         | 9/30/20         | 12/31/20        |
|---------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Total Broadband Connections</b>    |                 |                 |                 |                 |                 |                 |                 |                 |
| IP-Fiber                              | 3,060           | 3,378           | 3,696           | 3,887           | 4,096           | 4,321           | 4,678           | 4,951           |
| IP-Non Fiber                          | 10,762          | 10,444          | 10,043          | 9,711           | 9,458           | 9,154           | 8,984           | 8,742           |
| DSL                                   | 632             | 598             | 562             | 521             | 492             | 469             | 440             | 407             |
| <b>Total Broadband Net Adds</b>       |                 |                 |                 |                 |                 |                 |                 |                 |
| IP-Fiber                              | 297             | 318             | 318             | 191             | 209             | 225             | 357             | 273             |
| IP-Non Fiber                          | (204)           | (318)           | (401)           | (332)           | (253)           | (304)           | (170)           | (242)           |
| DSL                                   | (48)            | (34)            | (36)            | (41)            | (29)            | (23)            | (29)            | (33)            |
| <b>IP Broadband ARPU<sup>11</sup></b> | <b>\$ 50.10</b> | <b>\$ 50.82</b> | <b>\$ 51.21</b> | <b>\$ 51.36</b> | <b>\$ 51.84</b> | <b>\$ 51.61</b> | <b>\$ 52.43</b> | <b>\$ 53.72</b> |

See Notes to Financial and Operational Trends on page 16.

## Communications

### Business Wireline Results<sup>8</sup>

Dollars in millions

| Unaudited                                    | 3/31/19         | 6/30/19         | 9/30/19         | 12/31/19        | 3/31/20         | 6/30/20         | 9/30/20         | 12/31/20        |
|----------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Operating Revenues</b>                    |                 |                 |                 |                 |                 |                 |                 |                 |
| Strategic and Managed Services <sup>12</sup> | \$ 3,776        | \$ 3,832        | \$ 3,897        | \$ 3,925        | \$ 3,877        | \$ 3,941        | \$ 3,964        | \$ 4,006        |
| Legacy Voice and Data Services               | 2,397           | 2,324           | 2,252           | 2,207           | 2,129           | 2,067           | 2,031           | 1,956           |
| Equipment                                    | 159             | 178             | 199             | 249             | 174             | 205             | 182             | 209             |
| Other                                        | 143             | 271             | 153             | 205             | 149             | 159             | 161             | 148             |
| <b>Total Operating Revenues</b>              | <b>\$ 6,475</b> | <b>\$ 6,605</b> | <b>\$ 6,501</b> | <b>\$ 6,586</b> | <b>\$ 6,329</b> | <b>\$ 6,372</b> | <b>\$ 6,338</b> | <b>\$ 6,319</b> |
| <b>Operating Expenses</b>                    |                 |                 |                 |                 |                 |                 |                 |                 |
| Operations and support                       | 4,027           | 3,969           | 4,017           | 4,056           | 3,943           | 3,772           | 3,826           | 3,993           |
| Depreciation and amortization                | 1,206           | 1,226           | 1,255           | 1,247           | 1,287           | 1,304           | 1,315           | 1,320           |
| <b>Total Operating Expenses</b>              | <b>5,233</b>    | <b>5,195</b>    | <b>5,272</b>    | <b>5,303</b>    | <b>5,230</b>    | <b>5,076</b>    | <b>5,141</b>    | <b>5,313</b>    |
| <b>Operating Income</b>                      | <b>\$ 1,242</b> | <b>\$ 1,410</b> | <b>\$ 1,229</b> | <b>\$ 1,283</b> | <b>\$ 1,099</b> | <b>\$ 1,296</b> | <b>\$ 1,197</b> | <b>\$ 1,006</b> |
| <b>Operating Income Margin</b>               | <b>19.2%</b>    | <b>21.3%</b>    | <b>18.9%</b>    | <b>19.5%</b>    | <b>17.4%</b>    | <b>20.3%</b>    | <b>18.9%</b>    | <b>15.9%</b>    |
| <b>EBITDA<sup>1</sup></b>                    | <b>\$ 2,448</b> | <b>\$ 2,636</b> | <b>\$ 2,484</b> | <b>\$ 2,530</b> | <b>\$ 2,386</b> | <b>\$ 2,600</b> | <b>\$ 2,512</b> | <b>\$ 2,326</b> |
| <b>EBITDA Margin<sup>1</sup></b>             | <b>37.8%</b>    | <b>39.9%</b>    | <b>38.2%</b>    | <b>38.4%</b>    | <b>37.7%</b>    | <b>40.8%</b>    | <b>39.6%</b>    | <b>36.8%</b>    |

## Communications

### Supplemental Business Solutions Results (Wireline and Business Mobility)<sup>8,13</sup>

Dollars in millions

| Unaudited                 | 3/31/19         | 6/30/19         | 9/30/19         | 12/31/19        | 3/31/20         | 6/30/20         | 9/30/20         | 12/31/20        |
|---------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Operating Revenues</b> | <b>\$ 8,843</b> | <b>\$ 9,103</b> | <b>\$ 9,079</b> | <b>\$ 9,340</b> | <b>\$ 8,988</b> | <b>\$ 8,842</b> | <b>\$ 8,950</b> | <b>\$ 9,192</b> |
| Total Wireless Revenues   | 2,368           | 2,498           | 2,578           | 2,754           | 2,659           | 2,470           | 2,612           | 2,873           |
| <b>Operating Income</b>   | <b>\$ 1,725</b> | <b>\$ 2,065</b> | <b>\$ 1,887</b> | <b>\$ 1,826</b> | <b>\$ 1,675</b> | <b>\$ 1,801</b> | <b>\$ 1,813</b> | <b>\$ 1,461</b> |
| <b>EBITDA<sup>1</sup></b> | <b>\$ 3,234</b> | <b>\$ 3,594</b> | <b>\$ 3,443</b> | <b>\$ 3,380</b> | <b>\$ 3,286</b> | <b>\$ 3,424</b> | <b>\$ 3,448</b> | <b>\$ 3,101</b> |

See Notes to Financial and Operational Trends on page 16.


**WarnerMedia**
**Statement of Segment Income<sup>14\*</sup>**

Dollars in millions

| Unaudited                                                     | 12/31/18 | 3/31/19  | 6/30/19  | 9/30/19  | 12/31/19 | 3/31/20  | 6/30/20  | 9/30/20  | 12/31/20 |
|---------------------------------------------------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>Segment Operating Revenues</b>                             |          |          |          |          |          |          |          |          |          |
| Turner                                                        | \$ 3,212 | \$ 3,443 | \$ 3,410 | \$ 3,007 | \$ 3,262 | \$ 3,162 | \$ 2,988 | \$ 3,176 | \$ 3,242 |
| Home Box Office                                               | 1,673    | 1,510    | 1,716    | 1,819    | 1,704    | 1,497    | 1,627    | 1,781    | 1,903    |
| Warner Bros.                                                  | 4,476    | 3,518    | 3,389    | 3,333    | 4,118    | 3,240    | 3,256    | 2,411    | 3,247    |
| Eliminations and other                                        | 377      | 276      | 262      | 123      | 369      | (134)    | (1,143)  | 27       | 162      |
| <b>Total Segment Operating Revenues</b>                       | \$ 9,738 | \$ 8,747 | \$ 8,777 | \$ 8,282 | \$ 9,453 | \$ 7,765 | \$ 6,728 | \$ 7,395 | \$ 8,554 |
| <b>Segment Operating Expenses</b>                             |          |          |          |          |          |          |          |          |          |
| Operations and support                                        | 6,589    | 6,089    | 6,376    | 5,259    | 6,448    | 5,605    | 4,656    | 5,483    | 5,835    |
| Depreciation and amortization                                 | 141      | 155      | 102      | 163      | 169      | 161      | 164      | 169      | 177      |
| <b>Total Segment Operating Expenses</b>                       | 6,730    | 6,244    | 6,478    | 5,422    | 6,617    | 5,766    | 4,820    | 5,652    | 6,012    |
| <b>Segment Operating Income</b>                               | \$ 3,008 | \$ 2,503 | \$ 2,299 | \$ 2,860 | \$ 2,836 | \$ 1,999 | \$ 1,908 | \$ 1,743 | \$ 2,542 |
| <b>Equity in Net Income (Loss) of Affiliates</b>              | 79       | 67       | 55       | 16       | 23       | 15       | 4        | 12       | (13)     |
| <b>Segment Contribution</b>                                   | \$ 3,087 | \$ 2,570 | \$ 2,354 | \$ 2,876 | \$ 2,859 | \$ 2,014 | \$ 1,912 | \$ 1,755 | \$ 2,529 |
| <b>Segment Operating Income Margin</b>                        | 30.9%    | 28.6%    | 26.2%    | 34.5%    | 30.0%    | 25.7%    | 28.4%    | 23.6%    | 29.7%    |
| <b>EBITDA<sup>1</sup></b>                                     | \$ 3,149 | \$ 2,658 | \$ 2,401 | \$ 3,023 | \$ 3,005 | \$ 2,160 | \$ 2,072 | \$ 1,912 | \$ 2,719 |
| <b>EBITDA Margin<sup>1</sup></b>                              | 32.3%    | 30.4%    | 27.4%    | 36.5%    | 31.8%    | 27.8%    | 30.8%    | 25.9%    | 31.8%    |
| <b>Total Programming and Production Costs<sup>14,15</sup></b> | \$ 3,796 | \$ 3,586 | \$ 3,654 | \$ 2,882 | \$ 3,826 | \$ 3,082 | \$ 2,375 | \$ 3,180 | \$ 3,040 |

\* Financial results for the former WarnerMedia and Xandr segments on a standalone basis are included on page 18.

**WarnerMedia**
**Turner Results**

Dollars in millions

| Unaudited                             | 12/31/18 | 3/31/19  | 6/30/19  | 9/30/19  | 12/31/19 | 3/31/20  | 6/30/20  | 9/30/20  | 12/31/20 |
|---------------------------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>Operating Revenues</b>             |          |          |          |          |          |          |          |          |          |
| Subscription                          | \$ 1,844 | \$ 1,965 | \$ 1,943 | \$ 1,927 | \$ 1,901 | \$ 2,049 | \$ 1,804 | \$ 1,840 | \$ 1,920 |
| Advertising                           | 1,149    | 1,261    | 1,266    | 913      | 1,126    | 957      | 796      | 1,077    | 1,111    |
| Content and other                     | 219      | 217      | 201      | 167      | 235      | 156      | 388      | 259      | 211      |
| <b>Total Operating Revenues</b>       | \$ 3,212 | \$ 3,443 | \$ 3,410 | \$ 3,007 | \$ 3,262 | \$ 3,162 | \$ 2,988 | \$ 3,176 | \$ 3,242 |
| <b>Operating Expenses</b>             |          |          |          |          |          |          |          |          |          |
| Operations and support                | 1,861    | 2,136    | 2,217    | 1,460    | 1,927    | 1,710    | 1,347    | 2,088    | 1,809    |
| Depreciation and amortization         | 60       | 60       | 39       | 68       | 68       | 69       | 69       | 69       | 70       |
| <b>Total Operating Expenses</b>       | 1,921    | 2,196    | 2,256    | 1,528    | 1,995    | 1,779    | 1,416    | 2,157    | 1,879    |
| <b>Operating Income</b>               | \$ 1,291 | \$ 1,247 | \$ 1,154 | \$ 1,479 | \$ 1,267 | \$ 1,383 | \$ 1,572 | \$ 1,019 | \$ 1,363 |
| <b>Operating Income Margin</b>        | 40.2%    | 36.2%    | 33.8%    | 49.2%    | 38.8%    | 43.7%    | 52.6%    | 32.1%    | 42.0%    |
| <b>Programming Costs<sup>15</sup></b> | \$ 1,111 | \$ 1,445 | \$ 1,533 | \$ 795   | \$ 1,234 | \$ 1,104 | \$ 700   | \$ 1,511 | \$ 1,118 |

See Notes to Financial and Operational Trends on page 16.


**WarnerMedia**
**Home Box Office Results**

Dollars in millions

| Unaudited                             | 12/31/18        | 3/31/19         | 6/30/19         | 9/30/19         | 12/31/19        | 3/31/20         | 6/30/20         | 9/30/20         | 12/31/20        |
|---------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Operating Revenues</b>             |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Subscription                          | \$ 1,414        | \$ 1,334        | \$ 1,516        | \$ 1,533        | \$ 1,431        | \$ 1,338        | \$ 1,441        | \$ 1,624        | \$ 1,687        |
| Content and other                     | 259             | 176             | 200             | 286             | 273             | 159             | 186             | 157             | 216             |
| <b>Total Operating Revenues</b>       | <b>\$ 1,673</b> | <b>\$ 1,510</b> | <b>\$ 1,716</b> | <b>\$ 1,819</b> | <b>\$ 1,704</b> | <b>\$ 1,497</b> | <b>\$ 1,627</b> | <b>\$ 1,781</b> | <b>\$ 1,903</b> |
| <b>Operating Expenses</b>             |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Operations and support                | 1,025           | 921             | 1,131           | 1,072           | 1,188           | 1,053           | 1,489           | 1,694           | 1,792           |
| Depreciation and amortization         | 26              | 22              | 12              | 33              | 35              | 21              | 25              | 27              | 25              |
| <b>Total Operating Expenses</b>       | <b>1,051</b>    | <b>943</b>      | <b>1,143</b>    | <b>1,105</b>    | <b>1,223</b>    | <b>1,074</b>    | <b>1,514</b>    | <b>1,721</b>    | <b>1,817</b>    |
| <b>Operating Income</b>               | <b>\$ 622</b>   | <b>\$ 567</b>   | <b>\$ 573</b>   | <b>\$ 714</b>   | <b>\$ 481</b>   | <b>\$ 423</b>   | <b>\$ 113</b>   | <b>\$ 60</b>    | <b>\$ 86</b>    |
| <b>Operating Income Margin</b>        | <b>37.2%</b>    | <b>37.5%</b>    | <b>33.4%</b>    | <b>39.3%</b>    | <b>28.2%</b>    | <b>28.3%</b>    | <b>6.9%</b>     | <b>3.4%</b>     | <b>4.5%</b>     |
| <b>Programming Costs<sup>15</sup></b> | <b>\$ 561</b>   | <b>\$ 482</b>   | <b>\$ 606</b>   | <b>\$ 622</b>   | <b>\$ 648</b>   | <b>\$ 585</b>   | <b>\$ 806</b>   | <b>\$ 966</b>   | <b>\$ 899</b>   |

**WarnerMedia**
**Warner Bros. Results**

Dollars in millions

| Unaudited                                                | 12/31/18        | 3/31/19         | 6/30/19         | 9/30/19         | 12/31/19        | 3/31/20         | 6/30/20         | 9/30/20         | 12/31/20        |
|----------------------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Operating Revenues</b>                                |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Theatrical product                                       | \$ 2,085        | \$ 1,506        | \$ 1,527        | \$ 1,375        | \$ 1,570        | \$ 1,106        | \$ 1,029        | \$ 1,068        | \$ 1,186        |
| Television product                                       | 1,827           | 1,613           | 1,310           | 1,461           | 1,983           | 1,769           | 1,876           | 960             | 1,566           |
| Games and other                                          | 564             | 399             | 552             | 497             | 565             | 365             | 351             | 383             | 495             |
| <b>Total Operating Revenues</b>                          | <b>\$ 4,476</b> | <b>\$ 3,518</b> | <b>\$ 3,389</b> | <b>\$ 3,333</b> | <b>\$ 4,118</b> | <b>\$ 3,240</b> | <b>\$ 3,256</b> | <b>\$ 2,411</b> | <b>\$ 3,247</b> |
| <b>Operating Expenses</b>                                |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Operations and support                                   | 3,623           | 2,919           | 2,918           | 2,706           | 3,273           | 2,950           | 2,583           | 1,973           | 2,411           |
| Depreciation and amortization                            | 42              | 52              | 31              | 39              | 40              | 41              | 40              | 43              | 45              |
| <b>Total Operating Expenses</b>                          | <b>3,665</b>    | <b>2,971</b>    | <b>2,949</b>    | <b>2,745</b>    | <b>3,313</b>    | <b>2,991</b>    | <b>2,623</b>    | <b>2,016</b>    | <b>2,456</b>    |
| <b>Operating Income</b>                                  | <b>\$ 811</b>   | <b>\$ 547</b>   | <b>\$ 440</b>   | <b>\$ 588</b>   | <b>\$ 805</b>   | <b>\$ 249</b>   | <b>\$ 633</b>   | <b>\$ 395</b>   | <b>\$ 791</b>   |
| <b>Operating Income Margin</b>                           | <b>18.1%</b>    | <b>15.5%</b>    | <b>13.0%</b>    | <b>17.6%</b>    | <b>19.5%</b>    | <b>7.7%</b>     | <b>19.4%</b>    | <b>16.4%</b>    | <b>24.4%</b>    |
| <b>Film and Television Production Costs<sup>15</sup></b> | <b>\$ 2,238</b> | <b>\$ 1,746</b> | <b>\$ 1,626</b> | <b>\$ 1,618</b> | <b>\$ 2,103</b> | <b>\$ 1,824</b> | <b>\$ 1,893</b> | <b>\$ 1,176</b> | <b>\$ 1,592</b> |

See Notes to Financial and Operational Trends on page 16.

**WarnerMedia**
**Supplemental Eliminations and Other Revenues<sup>14</sup>**

Dollars in millions

| Unaudited                                    | 12/31/18      | 3/31/19       | 6/30/19       | 9/30/19       | 12/31/19      | 3/31/20         | 6/30/20           | 9/30/20      | 12/31/20      |
|----------------------------------------------|---------------|---------------|---------------|---------------|---------------|-----------------|-------------------|--------------|---------------|
| <b>Operating Revenues</b>                    |               |               |               |               |               |                 |                   |              |               |
| Xandr                                        | \$ 566        | \$ 426        | \$ 485        | \$ 504        | \$ 607        | \$ 489          | \$ 362            | \$ 497       | \$ 741        |
| Corporate and Other                          | 105           | 35            | 49            | 44            | 81            | 47              | 35                | 41           | 57            |
| Eliminations                                 | (294)         | (185)         | (272)         | (425)         | (319)         | (670)           | (1,540)           | (511)        | (636)         |
| <b>Total Eliminations and Other Revenues</b> | <b>\$ 377</b> | <b>\$ 276</b> | <b>\$ 262</b> | <b>\$ 123</b> | <b>\$ 369</b> | <b>\$ (134)</b> | <b>\$ (1,143)</b> | <b>\$ 27</b> | <b>\$ 162</b> |

**WarnerMedia**
**Operating Volumes<sup>16</sup>**

Volumes in thousands

| Unaudited                                         | 12/31/19      | 3/31/20       | 6/30/20       | 9/30/20       | 12/31/20      |
|---------------------------------------------------|---------------|---------------|---------------|---------------|---------------|
| <b>Total Domestic HBO Max and HBO Subscribers</b> | <b>34,587</b> | <b>33,096</b> | <b>36,347</b> | <b>38,033</b> | <b>41,528</b> |
| HBO Max - Wholesale                               | -             | -             | 23,594        | 25,106        | 30,785        |
| HBO Max - Retail                                  | -             | -             | 2,975         | 3,625         | 6,880         |
| HBO                                               | 30,331        | 28,829        | 5,918         | 5,614         | 197           |
| HBO Commercial                                    | 4,256         | 4,267         | 3,860         | 3,688         | 3,666         |
| <b>HBO Max - Activations (Cumulative)</b>         |               |               |               |               |               |
|                                                   |               |               | 4,140         | 8,612         | 17,170        |

**AT&T Inc.**
**Supplemental Total Advertising Revenues<sup>2,14</sup>**

Dollars in millions

| Unaudited                         | 3/31/19         | 6/30/19         | 9/30/19         | 12/31/19        | 3/31/20         | 6/30/20         | 9/30/20         | 12/31/20        |
|-----------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Operating Revenues</b>         |                 |                 |                 |                 |                 |                 |                 |                 |
| Turner                            | \$ 1,261        | \$ 1,266        | \$ 913          | \$ 1,126        | \$ 957          | \$ 796          | \$ 1,077        | \$ 1,111        |
| Video                             | 350             | 399             | 421             | 502             | 413             | 294             | 408             | 603             |
| Xandr                             | 426             | 485             | 504             | 607             | 489             | 362             | 497             | 741             |
| Other                             | 80              | 86              | 100             | 116             | 94              | 71              | 99              | 122             |
| Eliminations <sup>4</sup>         | (350)           | (399)           | (421)           | (502)           | (413)           | (294)           | (408)           | (603)           |
| <b>Total Advertising Revenues</b> | <b>\$ 1,767</b> | <b>\$ 1,837</b> | <b>\$ 1,517</b> | <b>\$ 1,849</b> | <b>\$ 1,540</b> | <b>\$ 1,229</b> | <b>\$ 1,673</b> | <b>\$ 1,974</b> |

See Notes to Financial and Operational Trends on page 16.

## Latin America

### Statement of Segment Income

Dollars in millions

| Unaudited                                        | 12/31/18        | 3/31/19         | 6/30/19         | 9/30/19         | 12/31/19        | 3/31/20         | 6/30/20         | 9/30/20         | 12/31/20        |
|--------------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Segment Operating Revenues</b>                |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Video Entertainment                              | \$ 1,074        | \$ 1,067        | \$ 1,032        | \$ 1,013        | \$ 982          | \$ 887          | \$ 752          | \$ 753          | \$ 762          |
| Wireless Service                                 | 440             | 442             | 479             | 455             | 487             | 467             | 345             | 385             | 459             |
| Wireless Equipment                               | 329             | 209             | 246             | 262             | 289             | 236             | 135             | 258             | 277             |
| <b>Total Segment Operating Revenues</b>          | <b>\$ 1,843</b> | <b>\$ 1,718</b> | <b>\$ 1,757</b> | <b>\$ 1,730</b> | <b>\$ 1,758</b> | <b>\$ 1,590</b> | <b>\$ 1,232</b> | <b>\$ 1,396</b> | <b>\$ 1,498</b> |
| <b>Segment Operating Expenses</b>                |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Operations and support                           | 1,805           | 1,591           | 1,694           | 1,625           | 1,553           | 1,497           | 1,199           | 1,337           | 1,403           |
| Depreciation and amortization                    | 296             | 300             | 284             | 284             | 294             | 281             | 242             | 250             | 260             |
| <b>Total Segment Operating Expenses</b>          | <b>2,101</b>    | <b>1,891</b>    | <b>1,978</b>    | <b>1,909</b>    | <b>1,847</b>    | <b>1,778</b>    | <b>1,441</b>    | <b>1,587</b>    | <b>1,663</b>    |
| <b>Segment Operating Income (Loss)</b>           | <b>(258)</b>    | <b>(173)</b>    | <b>(221)</b>    | <b>(179)</b>    | <b>(89)</b>     | <b>(188)</b>    | <b>(209)</b>    | <b>(191)</b>    | <b>(165)</b>    |
| <b>Equity in Net Income (Loss) of Affiliates</b> | <b>10</b>       | <b>-</b>        | <b>12</b>       | <b>13</b>       | <b>2</b>        | <b>4</b>        | <b>8</b>        | <b>14</b>       | <b>(2)</b>      |
| <b>Segment Contribution</b>                      | <b>\$ (248)</b> | <b>\$ (173)</b> | <b>\$ (209)</b> | <b>\$ (166)</b> | <b>\$ (87)</b>  | <b>\$ (184)</b> | <b>\$ (201)</b> | <b>\$ (177)</b> | <b>\$ (167)</b> |
| <b>Segment Operating Income Margin</b>           |                 |                 |                 |                 |                 |                 |                 |                 |                 |
|                                                  | -14.0%          | -10.1%          | -12.6%          | -10.3%          | -5.1%           | -11.8%          | -17.0%          | -13.7%          | -11.0%          |
| <b>EBITDA<sup>1</sup></b>                        | <b>\$ 38</b>    | <b>\$ 127</b>   | <b>\$ 63</b>    | <b>\$ 105</b>   | <b>\$ 205</b>   | <b>\$ 93</b>    | <b>\$ 33</b>    | <b>\$ 59</b>    | <b>\$ 95</b>    |
| <b>EBITDA Margin<sup>1</sup></b>                 | <b>2.1%</b>     | <b>7.4%</b>     | <b>3.6%</b>     | <b>6.1%</b>     | <b>11.7%</b>    | <b>5.8%</b>     | <b>2.7%</b>     | <b>4.2%</b>     | <b>6.3%</b>     |

## Latin America

### Vrio and Mexico Results

Dollars in millions

| Unaudited                               | 12/31/18        | 3/31/19        | 6/30/19        | 9/30/19        | 12/31/19      | 3/31/20        | 6/30/20        | 9/30/20        | 12/31/20     |
|-----------------------------------------|-----------------|----------------|----------------|----------------|---------------|----------------|----------------|----------------|--------------|
| <b>Vrio EBITDA<sup>1</sup></b>          | <b>\$ 225</b>   | <b>\$ 201</b>  | <b>\$ 151</b>  | <b>\$ 162</b>  | <b>\$ 202</b> | <b>\$ 104</b>  | <b>\$ 91</b>   | <b>\$ 78</b>   | <b>\$ 81</b> |
| <b>Vrio EBITDA Margin<sup>1</sup></b>   | <b>20.9%</b>    | <b>18.8%</b>   | <b>14.6%</b>   | <b>16.0%</b>   | <b>20.6%</b>  | <b>11.7%</b>   | <b>12.1%</b>   | <b>10.4%</b>   | <b>10.6%</b> |
| <b>Mexico EBITDA<sup>1</sup></b>        | <b>\$ (187)</b> | <b>\$ (74)</b> | <b>\$ (88)</b> | <b>\$ (57)</b> | <b>\$ 3</b>   | <b>\$ (11)</b> | <b>\$ (58)</b> | <b>\$ (19)</b> | <b>\$ 14</b> |
| <b>Mexico EBITDA Margin<sup>1</sup></b> | <b>-24.3%</b>   | <b>-11.4%</b>  | <b>-12.1%</b>  | <b>-7.9%</b>   | <b>0.4%</b>   | <b>-1.6%</b>   | <b>-12.1%</b>  | <b>-3.0%</b>   | <b>1.9%</b>  |

## Latin America

### Operating Volumes and Statistics

Volumes in thousands

| Unaudited                                       | 12/31/18       | 3/31/19        | 6/30/19        | 9/30/19        | 12/31/19       | 3/31/20        | 6/30/20        | 9/30/20        | 12/31/20       |
|-------------------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>Vrio Video Connections<sup>17</sup></b>      | <b>13,838</b>  | <b>13,584</b>  | <b>13,473</b>  | <b>13,306</b>  | <b>13,331</b>  | <b>13,217</b>  | <b>10,664</b>  | <b>10,893</b>  | <b>10,942</b>  |
| <b>Vrio Video Net Adds<sup>17</sup></b>         | <b>198</b>     | <b>(32)</b>    | <b>(111)</b>   | <b>(167)</b>   | <b>25</b>      | <b>(114)</b>   | <b>(312)</b>   | <b>229</b>     | <b>49</b>      |
| <b>Mexico Wireless Subscribers<sup>18</sup></b> | <b>18,321</b>  | <b>17,722</b>  | <b>18,021</b>  | <b>18,619</b>  | <b>19,159</b>  | <b>19,158</b>  | <b>17,973</b>  | <b>18,414</b>  | <b>18,943</b>  |
| Postpaid                                        | 5,805          | 5,642          | 5,489          | 5,352          | 5,103          | 4,962          | 4,771          | 4,710          | 4,696          |
| Prepaid                                         | 12,264         | 11,779         | 12,180         | 12,848         | 13,584         | 13,692         | 12,777         | 13,249         | 13,758         |
| Reseller                                        | 252            | 301            | 352            | 419            | 472            | 504            | 425            | 455            | 489            |
| <b>Mexico Wireless Net Adds</b>                 | <b>1,016</b>   | <b>93</b>      | <b>299</b>     | <b>598</b>     | <b>540</b>     | <b>(1)</b>     | <b>(1,085)</b> | <b>441</b>     | <b>529</b>     |
| <b>Mexico Wireless Churn<sup>6</sup></b>        | <b>7.08%</b>   | <b>6.69%</b>   | <b>7.16%</b>   | <b>7.32%</b>   | <b>7.43%</b>   | <b>6.54%</b>   | <b>6.94%</b>   | <b>5.90%</b>   | <b>5.95%</b>   |
| <b>Mexico Wireless ARPU<sup>7</sup></b>         | <b>\$ 7.97</b> | <b>\$ 7.99</b> | <b>\$ 8.61</b> | <b>\$ 7.86</b> | <b>\$ 8.30</b> | <b>\$ 7.78</b> | <b>\$ 5.84</b> | <b>\$ 6.40</b> | <b>\$ 7.04</b> |

See Notes to Financial and Operational Trends on page 16.



## Corporate

### Supplemental Results - Corporate<sup>14,19</sup>

Dollars in millions

| Unaudited                       | 12/31/18 | 3/31/19  | 6/30/19  | 9/30/19  | 12/31/19 | 3/31/20  | 6/30/20  | 9/30/20  | 12/31/20 |
|---------------------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>Total Operating Revenues</b> | \$ 574   | \$ 491   | \$ 508   | \$ 475   | \$ 463   | \$ 471   | \$ 523   | \$ 550   | \$ 388   |
| <b>Operating Expenses</b>       |          |          |          |          |          |          |          |          |          |
| Operations and support          | 480      | 726      | 824      | 774      | 955      | 956      | 1,011    | 1,113    | 894      |
| Depreciation and amortization   | 599      | 205      | 172      | 133      | 126      | 89       | 96       | 63       | 52       |
| <b>Total Operating Expenses</b> | 1,079    | 931      | 996      | 907      | 1,081    | 1,045    | 1,107    | 1,176    | 946      |
| <b>Operating Loss</b>           | \$ (505) | \$ (440) | \$ (488) | \$ (432) | \$ (618) | \$ (574) | \$ (584) | \$ (626) | \$ (558) |

## Corporate

### Supplemental Reconciliation of Operations and Support<sup>14</sup>

Dollars in millions

| Unaudited                                                                                                       | 12/31/18 | 3/31/19 | 6/30/19 | 9/30/19 | 12/31/19 | 3/31/20 | 6/30/20  | 9/30/20  | 12/31/20 |
|-----------------------------------------------------------------------------------------------------------------|----------|---------|---------|---------|----------|---------|----------|----------|----------|
| <b>Operations and Support</b>                                                                                   | \$ 480   | \$ 726  | \$ 824  | \$ 774  | \$ 955   | \$ 956  | \$ 1,011 | \$ 1,113 | \$ 894   |
| Reclassification of amortization of prior service credits                                                       | (442)    | (454)   | (454)   | (454)   | (454)    | (610)   | (611)    | (611)    | (610)    |
| Reclassification of WarnerMedia amortization of production costs to Depreciation and Amortization <sup>19</sup> | 545      | 150     | 112     | 108     | 102      | 69      | 75       | 45       | 38       |
| <b>Operations and Support excluding segment reclassifications</b>                                               | \$ 583   | \$ 422  | \$ 482  | \$ 428  | \$ 603   | \$ 415  | \$ 475   | \$ 547   | \$ 322   |

## AT&T Inc.

### Other Income (Expense) - Net

Dollars in millions

| Unaudited                                                              | 12/31/18 | 3/31/19 | 6/30/19  | 9/30/19  | 12/31/19 | 3/31/20  | 6/30/20  | 9/30/20    | 12/31/20   |
|------------------------------------------------------------------------|----------|---------|----------|----------|----------|----------|----------|------------|------------|
| Interest income and other gain/(loss) items <sup>20</sup>              | \$ 328   | \$ 210  | \$ 708   | \$ 237   | \$ 18    | \$ (179) | \$ 35    | \$ (1,150) | \$ 100     |
| Special termination charges                                            | -        | (93)    | -        | 12       | -        | -        | -        | -          | -          |
| Net pension and postretirement credit, excluding actuarial gain/(loss) | 660      | 601     | 673      | 733      | 1,001    | 982      | 982      | 982        | 986        |
| Actuarial gain/(loss)                                                  | 686      | (432)   | (1,699)  | (1,917)  | (1,123)  | -        | -        | (63)       | (4,106)    |
| <b>Other Income (Expense) - Net</b>                                    | \$ 1,674 | \$ 286  | \$ (318) | \$ (935) | \$ (104) | \$ 803   | \$ 1,017 | \$ (231)   | \$ (3,020) |

See Notes to Financial and Operational Trends on page 16.



## Notes to Financial and Operational Trends

### AT&T Inc.

<sup>1</sup> See Discussion and Reconciliation of Non-GAAP Measures in the Investor Briefing or exhibit 99.1 to Form 8-K dated January 27, 2021.

<sup>2</sup> Results have been reclassified to conform to current-period presentation.

<sup>3</sup> Capital expenditures include interest during construction (see Financial and Operating Statistics Summary on page 2).

<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 WarnerMedia segments (approximately \$600M revenues in 4Q20). This reconciling item also includes conforming adjustment to the historical presentation of our advertising business.

<sup>5</sup> 4Q20 subscribers include a reduction of 41K subscribers resulting from a true-up after the divestiture of Puerto Rico and U.S. Virgin Islands mobility operations. 3Q20 Prepaid subscribers and Prepaid Phone subscribers exclude 188K subscriber disconnections resulting from updating our prepaid activation policy.

<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> During 4Q20, to further accelerate our ability to innovate and execute in our fast-growing broadband and fiber business, we began operating our video business separately from our broadband and legacy telephony operations. Prior-period results were recast for all periods to split the former Entertainment Group into two separate business units, Video and Broadband, and remove video operations from Business Wireline, combining all video operations into Video.

<sup>9</sup> Premium TV connections and net adds include AT&T TV, which initially launched in 3Q19 and expanded nationwide in 1Q20.

<sup>10</sup> Over-the-top connections include AT&T TV NOW and exclude WatchTV, which launched near end of June 2018. Beginning in January 2021, AT&T TV NOW has been combined with AT&T TV. AT&T TV NOW connections as of 4Q20 include 12K free or substantially free trial-period subscribers. AT&T has successfully retained many subscribers after the expiration of their trial period.

<sup>11</sup> Premium TV ARPU is defined as Service revenues, excluding Over-the-Top revenues and non-premium TV advertising, during the period divided by average premium 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>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> In 1Q20, prior-period results were recast to conform to the current period's classification of consumer and business wireless subscribers.

<sup>14</sup> In 4Q20, prior-period results of the WarnerMedia segment have been recast to remove the Crunchyroll anime business that was classified as held-for-sale. This business, which was previously reported in Other operations of the WarnerMedia segment, is instead included in Corporate. In 2Q20, WarnerMedia results have been recast to include Xandr, which was a separate reportable segment prior to 2Q20.

<sup>15</sup> Programming and production costs are included in Operations & Support expenses.

<sup>16</sup> Domestic HBO Max and HBO Subscribers include the following categories: (1) HBO Max – Wholesale: domestic accounts that have access to HBO Max through a wholesale distributor (e.g., MVPDs including AT&T's video, broadband and mobility businesses), (2) HBO Max – Retail: domestic accounts that have access to HBO Max and are billed directly by WarnerMedia or by a third party via in-app purchase, (3) HBO: domestic accounts that do not have access to HBO Max, and (4) HBO Commercial: domestic accounts that do not have access to HBO Max and are billed on a bulk basis (e.g., hotels, etc.). Domestic HBO Max and HBO Subscribers do not include customers that are part of a free trial. Activation occurs when an: (1) HBO Max - Retail subscriber opts into or signs up for HBO Max and has a valid payment method on file, or (2) HBO Max - Wholesale subscriber signs in to HBO Max for the first time using valid credentials, and does not account for wholesale churn.

<sup>17</sup> Vrio Video connections and net adds include satellite and over-the-top. 2Q20 Video connections include a reduction of 2.2M subscriber disconnections resulting from the closure of DIRECTV operations in Venezuela.

<sup>18</sup> 2Q20 Reseller subscriber count includes 101K reduction for subscriber disconnections resulting from conforming to AT&T's policy on reporting of fixed wireless resellers.

<sup>19</sup> Corporate includes: (1) businesses 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 the amortization of prior service credits, which we continue to report with segment operating expenses, to consolidated "Other Income (Expense) - Net", and (5) the recharacterization of programming intangible 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 other wholesale operations and Crunchyroll (held for sale). Prior to 4Q20, Corporate included Puerto Rico and U.S. Virgin Islands mobility and business wireline operations (divested in October 2020).

<sup>20</sup> 4Q20 Interest income and other gain/(loss) include certain items which have been excluded from adjusted EPS. See Adjusting Items in the Discussion and Reconciliation of Non-GAAP Measures in the Investor Briefing.



As a courtesy to investors, we are providing financial results for the former Entertainment Group business unit for only the fourth quarter of 2020 to assist in the transition and understanding of the combined results of the separate reporting for the Video and Broadband business units.

## Communications

### Entertainment Group Results - Historical<sup>8</sup>

Dollars in millions

| Unaudited                        | 12/31/18         | 3/31/19          | 6/30/19          | 9/30/19          | 12/31/19         | 3/31/20          | 6/30/20          | 9/30/20          | 12/31/20         |
|----------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>Operating Revenues</b>        |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Video Entertainment              | \$ 8,676         | \$ 8,074         | \$ 8,035         | \$ 7,933         | \$ 8,068         | \$ 7,395         | \$ 6,976         | \$ 6,964         | \$ 7,122         |
| High-Speed Internet              | 2,052            | 2,070            | 2,109            | 2,117            | 2,107            | 2,109            | 2,092            | 2,128            | 2,205            |
| Legacy Voice and Data Services   | 724              | 683              | 658              | 628              | 604              | 581              | 560              | 538              | 534              |
| Other Service and Equipment      | 510              | 501              | 566              | 519              | 454              | 430              | 441              | 423              | 421              |
| <b>Total Operating Revenues</b>  | <b>\$ 11,962</b> | <b>\$ 11,328</b> | <b>\$ 11,368</b> | <b>\$ 11,197</b> | <b>\$ 11,233</b> | <b>\$ 10,515</b> | <b>\$ 10,069</b> | <b>\$ 10,053</b> | <b>\$ 10,282</b> |
| <b>Operating Expenses</b>        |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Operations and support           | 9,807            | 8,527            | 8,515            | 8,797            | 9,189            | 7,891            | 7,730            | 7,997            | 8,553            |
| Depreciation and amortization    | 1,329            | 1,323            | 1,339            | 1,316            | 1,298            | 1,289            | 1,309            | 1,277            | 1,244            |
| <b>Total Operating Expenses</b>  | <b>11,136</b>    | <b>9,850</b>     | <b>9,854</b>     | <b>10,113</b>    | <b>10,487</b>    | <b>9,180</b>     | <b>9,039</b>     | <b>9,274</b>     | <b>9,797</b>     |
| <b>Operating Income</b>          | <b>\$ 826</b>    | <b>\$ 1,478</b>  | <b>\$ 1,514</b>  | <b>\$ 1,084</b>  | <b>\$ 746</b>    | <b>\$ 1,335</b>  | <b>\$ 1,030</b>  | <b>\$ 779</b>    | <b>\$ 485</b>    |
| <b>Operating Income Margin</b>   | <b>6.9%</b>      | <b>13.0%</b>     | <b>13.3%</b>     | <b>9.7%</b>      | <b>6.6%</b>      | <b>12.7%</b>     | <b>10.2%</b>     | <b>7.7%</b>      | <b>4.7%</b>      |
| <b>EBITDA<sup>1</sup></b>        | <b>\$ 2,155</b>  | <b>\$ 2,801</b>  | <b>\$ 2,853</b>  | <b>\$ 2,400</b>  | <b>\$ 2,044</b>  | <b>\$ 2,624</b>  | <b>\$ 2,339</b>  | <b>\$ 2,056</b>  | <b>\$ 1,729</b>  |
| <b>EBITDA Margin<sup>1</sup></b> | <b>18.0%</b>     | <b>24.7%</b>     | <b>25.1%</b>     | <b>21.4%</b>     | <b>18.2%</b>     | <b>25.0%</b>     | <b>23.2%</b>     | <b>20.5%</b>     | <b>16.8%</b>     |

See Notes to Financial and Operational Trends on page 16.

As a courtesy to investors, we are providing financial results for the former WarnerMedia and Xandr segments on a standalone basis for 2020 to assist in the transition and understanding of the combined results.

## WarnerMedia

### Historical WarnerMedia Segment Results<sup>14</sup>

Dollars in millions

| Unaudited                               | 12/31/18        | 3/31/19         | 6/30/19         | 9/30/19         | 12/31/19        | 3/31/20         | 6/30/20         | 9/30/20         | 12/31/20        |
|-----------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Segment Operating Revenues</b>       |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Turner                                  | \$ 3,212        | \$ 3,443        | \$ 3,410        | \$ 3,007        | \$ 3,262        | \$ 3,162        | \$ 2,988        | \$ 3,176        | \$ 3,242        |
| Home Box Office                         | 1,673           | 1,510           | 1,716           | 1,819           | 1,704           | 1,497           | 1,627           | 1,781           | 1,903           |
| Warner Bros.                            | 4,476           | 3,518           | 3,389           | 3,333           | 4,118           | 3,240           | 3,256           | 2,411           | 3,247           |
| Eliminations and other                  | (189)           | (150)           | (223)           | (381)           | (238)           | (623)           | (1,505)         | (470)           | (579)           |
| <b>Total Segment Operating Revenues</b> | <b>\$ 9,172</b> | <b>\$ 8,321</b> | <b>\$ 8,292</b> | <b>\$ 7,778</b> | <b>\$ 8,846</b> | <b>\$ 7,276</b> | <b>\$ 6,366</b> | <b>\$ 6,898</b> | <b>\$ 7,813</b> |
| <b>Segment Operating Expenses</b>       |                 |                 |                 |                 |                 |                 |                 |                 |                 |
| Operations and support                  | 6,409           | 5,929           | 6,229           | 5,097           | 6,271           | 5,435           | 4,489           | 5,317           | 5,643           |
| Depreciation and amortization           | 136             | 142             | 89              | 148             | 152             | 141             | 144             | 149             | 155             |
| <b>Total Segment Operating Expenses</b> | <b>6,545</b>    | <b>6,071</b>    | <b>6,318</b>    | <b>5,245</b>    | <b>6,423</b>    | <b>5,576</b>    | <b>4,633</b>    | <b>5,466</b>    | <b>5,798</b>    |
| <b>Segment Operating Income</b>         | <b>\$ 2,627</b> | <b>\$ 2,250</b> | <b>\$ 1,974</b> | <b>\$ 2,533</b> | <b>\$ 2,423</b> | <b>\$ 1,700</b> | <b>\$ 1,733</b> | <b>\$ 1,432</b> | <b>\$ 2,015</b> |

## Xandr

### Historical Xandr Segment Results

Dollars in millions

| Unaudited                               | 12/31/18      | 3/31/19       | 6/30/19       | 9/30/19       | 12/31/19      | 3/31/20       | 6/30/20       | 9/30/20       | 12/31/20      |
|-----------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>Segment Operating Revenues</b>       |               |               |               |               |               |               |               |               |               |
|                                         | \$ 566        | \$ 426        | \$ 485        | \$ 504        | \$ 607        | \$ 489        | \$ 362        | \$ 497        | \$ 741        |
| <b>Segment Operating Expenses</b>       |               |               |               |               |               |               |               |               |               |
| Operations and support                  | 180           | 160           | 147           | 162           | 177           | 170           | 167           | 166           | 192           |
| Depreciation and amortization           | 5             | 13            | 13            | 15            | 17            | 20            | 20            | 20            | 22            |
| <b>Total Segment Operating Expenses</b> | <b>185</b>    | <b>173</b>    | <b>160</b>    | <b>177</b>    | <b>194</b>    | <b>190</b>    | <b>187</b>    | <b>186</b>    | <b>214</b>    |
| <b>Segment Operating Income</b>         | <b>\$ 381</b> | <b>\$ 253</b> | <b>\$ 325</b> | <b>\$ 327</b> | <b>\$ 413</b> | <b>\$ 299</b> | <b>\$ 175</b> | <b>\$ 311</b> | <b>\$ 527</b> |

See Notes to Financial and Operational Trends on page 16.