## VIDCOM

## March Quarter 2018

## Trending Schedules

## VIDCOM

## TRENDING SCHEDULES

All information included in these schedules has been derived from information contained in our 2017 Annual Report on Form 10-K, our reports on Form 10-Q and the accompanying earnings presentations for each respective period.

The financial information contained in these schedules includes measures in accordance with accounting principles generally accepted in the United States of America ("GAAP") and non-GAAP measures. Non-GAAP measures, including consolidated operating free cash flow, free cash flow and adjusted results that exclude the impact of certain items identified as affecting comparability, are relevant and useful information for investors because they clarify our actual operating performance, make it easier to compare our results with those of other companies and allow investors to review performance in the same way as our management. Since these are not measures of performance calculated in accordance with GAAP, they should not be considered in isolation of, or as a substitute for, net cash provided by operating activities, operating income, earnings from continuing operations before provision for income taxes, provision for income taxes, net earnings from continuing operations attributable to Viacom and diluted EPS from continuing operations as indicators of operating performance, and they may not be comparable to similarly titled measures employed by other companies.

## TRENDING SCHEDULES

Summarized Reported Results (GAAP)
(in millions, except per share amounts, unaudited)

Media Networks
Filmed Entertainment
Eliminations

## Revenues

Expenses
Depreciation and amortization
Equity-based compensation
Restructuring and related costs
Programming charges
Gain on asset sale

## Operating income

Amounts attributable to Viacom:
Net earnings from continuing operations
Discontinued operations, net of tax
Net earnings attributable to Viacom

Diluted earnings per share attributable to Viacom:
Continuing operations
Discontinued operations
Net earnings

Weighted average number of common shares outstanding:
Basic

Diluted


| Quarter Ended |  |  |  |  |  |  | $\begin{array}{\|c\|} \hline 12 \text { Months } \\ \text { Ended } \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 12/31/16 | 3/31/17 |  | 6/30/17 |  | 9/30/17 |  |  |  |
| \$ 2,589 | \$ | 2,394 | \$ | 2,560 | \$ | 2,553 | \$ | 10,096 |
| 758 |  | 895 |  | 847 |  | 789 |  | 3,289 |
| (23) |  | (33) |  | (43) |  | (23) |  | (122) |
| \$ 3,324 | \$ | 3,256 | \$ | 3,364 | \$ | 3,319 | \$ | 13,263 |
| $(2,504)$ |  | $(2,572)$ |  | $(2,498)$ |  | $(2,669)$ |  | $(10,243)$ |
| (56) |  | (58) |  | (53) |  | (56) |  | (223) |
| (16) |  | (14) |  | (8) |  | (16) |  | (54) |
| (42) |  | (174) |  | (21) |  | - |  | (237) |
| - |  | (106) |  | (38) |  | - |  | (144) |
| - |  | - |  | - |  | 127 |  | 127 |
| \$ 706 | \$ | 332 | \$ | 746 | \$ | 705 | \$ | 2,489 |
| \$ 396 | \$ | 121 | \$ | 680 | \$ | 674 | \$ | 1,871 |
| - |  | - |  | 3 |  | - |  | 3 |
| \$ 396 | \$ | 121 | \$ | 683 | \$ | 674 | \$ | 1,874 |
| \$ 1.00 | \$ | 0.30 | \$ | 1.69 | \$ | 1.67 | \$ | 4.67 |
| - |  | - |  | 0.01 |  | - |  | 0.01 |
| \$ 1.00 | \$ | 0.30 | \$ | 1.70 | \$ | 1.67 | \$ | 4.68 |
| 397.0 |  | 398.2 |  | 402.0 |  | 402.4 |  | 399.9 |
| 397.9 |  | 399.5 |  | 402.6 |  | 402.4 |  | 400.6 |

## TRENDING SCHEDULES

Summarized Adjusted Results (Non-GAAP)
(in millions, except per share amounts, unaudited)

Media Networks
Filmed Entertainment
Eliminations

## Revenues

## Expenses

Depreciation and amortization
Equity-based compensation
Adjusted operating income ${ }^{(1)}$

Adjusted net earnings from continuing operations attributable to Viacom ${ }^{(1)}$

## Adjusted diluted EPS

from continuing operations ${ }^{(1)}$

Weighted average number of common shares outstanding:
Basic
Diluted



| Quarter Ended |  |  |  | 6 Months |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 12/31/17 |  | 3/31/18 |  |  |  |
| \$ | 2,560 |  | 2,429 | \$ | 4,989 |
|  | 544 |  | 741 |  | 1,285 |
|  | (31) |  | (22) |  | (53) |
| \$ | 3,073 | \$ | 3,148 | \$ | 6,221 |
|  | $(2,289)$ |  | $(2,437)$ |  | $(4,726)$ |
|  | (53) |  | (55) |  | (108) |
|  | (14) |  | (15) |  | (29) |
| \$ | 717 | \$ | 641 | \$ | 1,358 |
| \$ | 413 | \$ | 371 | \$ | 784 |
| \$ | 1.03 | \$ | 0.92 | \$ | 1.95 |
|  | 402.5 |  | 402.6 |  | 402.5 |
|  | 402.6 |  | 402.9 |  | 402.7 |

1) See Schedules 5 and 6 for reconciliations of reported (GAAP) to adjusted (Non-GAAP) results.

Media Networks Financial Results
(in millions, unaudited)

## VİCOM

Advertising - domestic
Advertising - international
Worldwide advertising
Affiliate - domestic
Affiliate - international

## Worldwide affiliate

Ancillary - domestic
Ancillary - international

## Worldwide ancillary

Total domestic
Total international

## Total revenues

Expenses
Depreciation and amortization

## Adjusted operating income

Equity-based compensation
Gain on asset sale
Restructuring and related costs
Programming charges
Operating income

| Quarter Ended |  |  |  |  |  |  | 12 Months <br> Ended$\|$ |  | Quarter Ended |  |  |  |  |  |  |  | $\begin{gathered} 12 \text { Months } \\ \text { Ended } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 12/31/15 |  | 31/16 |  | 30/16 |  | 30/16 |  |  | 12/31/16 |  | 3/31/17 |  | 6/30/17 |  | 9/30/17 |  | 9/30/17 |  |
| \$ 1,021 | \$ | 908 | \$ | 971 | \$ | 938 | \$ | 3,838 | \$ | 991 | \$ | 871 | \$ | 955 | \$ | 936 |  | 3,753 |
| 299 |  | 215 |  | 245 |  | 212 |  | 971 |  | 303 |  | 238 |  | 280 |  | 288 |  | 1,109 |
| \$ 1,320 | \$ | 1,123 | \$ | 1,216 | \$ | 1,150 | \$ | 4,809 | \$ | 1,294 | \$ | 1,109 | \$ | 1,235 | \$ | 1,224 |  | 4,862 |
| \$ 964 | \$ | 965 | \$ | 971 | \$ | 981 | \$ | 3,881 | \$ | 985 | \$ | 975 | \$ | 1,012 | \$ | 948 |  | 3,920 |
| 155 |  | 164 |  | 177 |  | 179 |  | 675 |  | 159 |  | 181 |  | 178 |  | 200 |  | 718 |
| \$ 1,119 | \$ | 1,129 | \$ | 1,148 | \$ | 1,160 | \$ | 4,556 | \$ | 1,144 | \$ | 1,156 | \$ | 1,190 | \$ | 1,148 |  | 4,638 |
| \$ 72 | \$ | 76 | \$ | 86 | \$ | 86 | \$ | 320 | \$ | 79 | \$ | 70 | \$ | 71 | \$ | 76 | \$ | 296 |
| 54 |  | 53 |  | 63 |  | 87 |  | 257 |  | 72 |  | 59 |  | 64 |  | 105 |  | 300 |
| \$ 126 | \$ | 129 | \$ | 149 | \$ | 173 | \$ | 577 | \$ | 151 | , | 129 | \$ | 135 | \$ | 181 |  | 596 |
| \$ 2,057 | \$ | 1,949 | \$ | 2,028 | \$ | 2,005 | \$ | 8,039 | \$ | 2,055 | \$ | 1,916 | \$ | 2,038 | \$ | 1,960 | \$ | 7,969 |
| 508 |  | 432 |  | 485 |  | 478 |  | 1,903 |  | 534 |  | 478 |  | 522 |  | 593 |  | 2,127 |
| \$ 2,565 | \$ | 2,381 | \$ | 2,513 | \$ | 2,483 | \$ | 9,942 |  | 2,589 | \$ | 2,394 | \$ | 2,560 |  | 2,553 | \$ | 10,096 |
| $(1,467)$ |  | $(1,534)$ |  | $(1,600)$ |  | $(1,691)$ |  | $(6,292)$ |  | $(1,559)$ |  | $(1,601)$ |  | $(1,648)$ |  | $(1,816)$ |  | $(6,624)$ |
| (41) |  | (42) |  | (41) |  | (42) |  | (166) |  | (43) |  | (46) |  | (42) |  | (44) |  | (175) |
| \$ 1,057 | \$ | 805 | \$ | 872 | \$ | 750 | \$ | 3,484 | \$ | 987 | \$ | 747 | \$ | 870 | \$ | 693 | \$ | 3,297 |
| (9) |  | (9) |  | (4) |  | (9) |  | (31) |  | (8) |  | (8) |  | (4) |  | (8) |  | (28) |
| - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 127 |  | 127 |
| - |  | - |  | - |  | - |  | - |  | (33) |  | (115) |  | (16) |  | - |  | (164) |
| - |  | - |  | - |  | - |  | - |  | - |  | (106) |  | (7) |  | - |  | (113) |
| \$ 1,048 | \$ | 796 | \$ | 868 | \$ | 741 | \$ | 3,453 | \$ | 946 | \$ | 518 | \$ | 843 | \$ | 812 | \$ | 3,119 |



## TRENDING SCHEDULES

Filmed Entertainment Financial Results
(in millions, unaudited)
VIDCOM

Theatrical
Home entertainment
Licensing
Ancillary

## Total revenues

Expenses
Depreciation and amortization
Adjusted operating income/(loss)
Equity-based compensation
Restructuring and related costs
Programming charges
Operating income/(loss)

| Quarter Ended |  |  |  |  |  |  |  | Ionths <br> ded | Quarter Ended |  |  |  |  |  |  |  | 12 MonthsEnded |  | Quarter Ended |  |  |  | 6 Months Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 12/31/15 |  | 1/16 |  | /16 |  | /16 |  | 0/16 | 12/31/16 |  | 3/31/17 |  | 6/30/17 |  | 9/30/17 |  |  |  | 12/31/17 |  | 3/31/18 |  | 3/31/18 |  |
| \$ 94 | \$ | 217 | \$ | 91 | \$ | 203 | \$ | 605 | \$ | 192 | \$ | 238 | \$ | 263 | \$ | 115 | \$ | 808 | \$ | 100 | \$ | 50 | \$ | 150 |
| 239 |  | 153 |  | 192 |  | 199 |  | 783 |  | 243 |  | 198 |  | 218 |  | 190 |  | 849 |  | 183 |  | 163 |  | 346 |
| 237 |  | 240 |  | 297 |  | 326 |  | 1,100 |  | 245 |  | 347 |  | 300 |  | 423 |  | 1,315 |  | 213 |  | 477 |  | 690 |
| 42 |  | 45 |  | 41 |  | 46 |  | 174 |  | 78 |  | 112 |  | 66 |  | 61 |  | 317 |  | 48 |  | 51 |  | 99 |
| \$ 612 | \$ | 655 | \$ | 621 | \$ | 774 |  | 2,662 | \$ | 758 | \$ | 895 | \$ | 847 | \$ | 789 | \$ | 3,289 | \$ | 544 | \$ | 741 | \$ | 1,285 |
| (745) |  | (778) |  | (635) |  | (899) |  | $(3,057)$ |  | (926) |  | (950) |  | (828) |  | (821) |  | $(3,525)$ |  | (664) |  | (722) |  | $(1,386)$ |
| (13) |  | (13) |  | (12) |  | (12) |  | (50) |  | (12) |  | (11) |  | (10) |  | (11) |  | (44) |  | (10) |  | (10) |  | (20) |
| \$ (146) | \$ | (136) | \$ | (26) | \$ | (137) | \$ | (445) | \$ | (180) | \$ | (66) | \$ | 9 | \$ | (43) | \$ | (280) | \$ | (130) | \$ | 9 | \$ | (121) |
| (3) |  | (4) |  | (1) |  | (4) |  | (12) |  | (3) |  | (1) |  |  |  | (4) |  | (8) |  | (2) |  | (2) |  | (4) |
| - |  | - |  | - |  | - |  | - |  | (1) |  | (47) |  | (5) |  | - |  | (53) |  | - |  | - |  | - |
| - |  | - |  | - |  | - |  | - |  | - |  | - |  | (31) |  | - |  | (31) |  | - |  | - |  | - |
| \$ (149) | \$ | (140) | \$ | (27) | \$ | (141) | \$ | (457) | \$ | (184) | \$ | (114) | \$ | (27) | \$ | (47) | \$ | (372) | \$ | (132) | \$ | 7 | \$ | (125) |

Reconciliation of Adjusted Operating Income (Non-GAAP)
(in millions, unaudited)

|  | Quarter Ended |  |  |  |  |  |  |  | 12 Months <br> Ended$\|$ |  | Quarter Ended |  |  |  |  |  |  |  | 12 Months <br> Ended <br> $9 / 30 / 17$ |  | Quarter Ended |  |  |  | 6 Months <br> Ended$\|$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/15 |  | 3/31/16 |  | 6/30/16 |  | 9/30/16 |  |  |  | 12/31/16 |  | 3/31/17 |  | 6/30/17 |  | 9/30/17 |  |  |  | 12/31/17 |  | 3/31/18 |  |  |  |
| Media Networks | \$ | 1,057 | \$ | 805 | \$ | 872 | \$ | 750 | \$ | 3,484 | \$ | 987 | \$ | 747 | \$ | 870 | \$ | 693 | \$ | 3,297 | \$ | 913 | \$ | 706 | \$ | 1,619 |
| Filmed Entertainment |  | (146) |  | (136) |  | (26) |  | (137) |  | (445) |  | (180) |  | (60) |  | 9 |  | (43) |  | (280) |  | (130) |  | 9 |  | (121) |
| Corporate expenses |  | (50) |  | (53) |  | (60) |  | (50) |  | (213) |  | (50) |  | (55) |  | (58) |  | (58) |  | (221) |  | (55) |  | (60) |  | (115) |
| Equity-based compensation |  | (26) |  | (26) |  | (19) |  | (24) |  | (95) |  | (16) |  | (14) |  | (8) |  | (16) |  | (54) |  | (14) |  | (15) |  | (29) |
| Eliminations |  | 4 |  | (4) |  | 2 |  | (1) |  | 1 |  | 7 |  | - |  | (8) |  | 2 |  | 1 |  | 3 |  | 1 |  | 4 |
| Adjusted operating income | \$ | 839 | \$ | 586 | \$ | 769 | \$ | 538 | \$ | 2,732 | \$ | 748 | \$ | 612 | \$ | 805 | \$ | 578 | \$ | 2,743 | \$ | 717 | \$ | 641 | \$ | 1,358 |
| Restructuring and related costs ${ }^{(1)}$ |  | - |  | - |  | - |  | (206) |  | (206) |  | (42) |  | (174) |  | (21) |  | - |  | (237) |  | - |  | (185) |  | (185) |
| Programming charges ${ }^{(1)}$ |  | - |  | - |  | - |  | - |  | - |  | - |  | (106) |  | (38) |  | - |  | (144) |  | - |  | - |  | - |
| Gain on asset sale ${ }^{(1)}$ |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 127 |  | 127 |  | - |  | - |  | - |
| Operating income | \$ | 839 | \$ | 586 | \$ | 769 | \$ | 332 | \$ | 2,526 | \$ | 706 | \$ | 332 | \$ | 746 | \$ | 705 | \$ | 2,489 | \$ | 717 | \$ | 456 | \$ | 1,173 |

[^0]
## TRENDING SCHEDULES

Reconciliation of Adjusted Net Earnings and Diluted EPS (Non-GAAP)
(in millions, except per share amounts, unaudited)

|  | Quarter Ended |  |  |  |  |  |  |  | 12 Months <br> Ended$\|$$9 / 30 / 16$ |  | Quarter Ended |  |  |  |  |  |  |  | 12 Months <br> Ended <br> $9 / 30 / 17$ |  | Quarter Ended |  |  |  | 6 Months Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 31/15 |  | 31/16 |  | 30/16 |  | 30/16 |  |  | 12/31/16 |  | 3/31/17 |  | 6/30/17 |  | 9/30/17 |  |  |  | 12/31/17 |  | 3/31/18 |  | 3/31/18 |  |
| Net earnings attributable to Viacom: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported net earnings from continuing operations | \$ | 449 | \$ | 303 | \$ | 432 | \$ | 252 | \$ | 1,436 | \$ | 396 | \$ | 121 | \$ | 680 |  | 674 | \$ | 1,871 | \$ | 535 | \$ | 256 | \$ | 791 |
| Impact of adjustments on net earnings from continuing operations ${ }^{(1)}$ |  | 21 |  | - |  | (13) |  | 21 |  | 29 |  | 17 |  | 196 |  | (209) |  | (364) |  | (360) |  | (122) |  | 115 |  | (7) |
| Adjusted net earnings from continuing operations | \$ | 470 | \$ | 303 | \$ | 419 | \$ | 273 | \$ | 1,465 | \$ |  | \$ | 317 | \$ | 471 | \$ | 310 | \$ | 1,511 | \$ | 413 | \$ | 371 | \$ | 784 |
| Per share information attributable to Viacom: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported diluted earnings per share from continuing operations | \$ | 1.13 | \$ | 0.76 | \$ | 1.09 | \$ | 0.63 | \$ | 3.61 | \$ | 1.00 | \$ | 0.30 | \$ | 1.69 | \$ | 1.67 | \$ | 4.67 | \$ | 1.33 | \$ | 0.64 | \$ | 1.96 |
| Impact of adjustments on diluted earnings per share from continuing operations ${ }^{(1)}$ |  | 0.05 |  | - |  | (0.04) |  | 0.06 |  | 0.07 |  | 0.04 |  | 0.49 |  | (0.52) |  | (0.90) |  | (0.90) |  | (0.30) |  | 0.28 |  | (0.01) |
| Adjusted diluted EPS from continuing operations | \$ | 1.18 | \$ | 0.76 | \$ | 1.05 | \$ | 0.69 | \$ | 3.68 | \$ | 1.04 | \$ | 0.79 | \$ | 1.17 | \$ | 0.77 | \$ | 3.77 | \$ | 1.03 | \$ | 0.92 | \$ | 1.95 |
| Weighted average number of common shares outstanding: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 396.6 |  | 396.1 |  | 396.5 |  | 396.9 |  | 396.5 |  | 397.0 |  | 398.2 |  | 402.0 |  | 402.4 |  | 399.9 |  | 402.5 |  | 402.6 |  | 402.5 |
| Diluted |  | 398.4 |  | 397.4 |  | 398.0 |  | 398.3 |  | 398.0 |  | 397.9 |  | 399.5 |  | 402.6 |  | 402.4 |  | 400.6 |  | 402.6 |  | 402.9 |  | 402.7 |

1) See Schedule 7 for a description of factors affecting comparability of net earnings and diluted EPS.
(in millions, except per share amounts, unaudited)
VIDCOM

Restructuring and related costs ${ }^{\text {(1) }}$
Programming charges ${ }^{(2)}$
Gain on asset sale ${ }^{(3)}$
Impact of adjustments on
operating income
(Gain)/loss on extinguishment of debt ${ }^{(4)}$
Gain on asset sales ${ }^{(9)}$
Investment impairment ${ }^{\text {(9) }}$
Impact of adjustments on earnings from continuing operations before provision for income taxes

Income tax impact of above items ${ }^{\text {a }}$
Discrete tax expense/(benefit) ${ }^{(8)}$
Impact of adjustments on
provision for income taxes
Noncontrolling interest impact on above items ${ }^{(3)}$
Impact of adjustments on net earnings
from continuing operations attributable to
from continuing operations attributable to
Viacom
Impact of adjustments on diluted EPS from continuing operations


## outstanding <br> $398.4-397.4-398.0$ <br> 1) We recognized pre-tax restructuring and related costs of $\$ 185$ million in the quarter ended March 31 , 2018. The charges included $\$ 123$ million of severance charges, $\$ 40$ million of exit costs principally resulting from vacating

 certain leased properties and $\$ 22$ million related costs comprised of third-party professional services. In fiscal 2017, we recognized pre-tax restructuring charges resulting from the execution of our flagship brand strategy and strategic initatives at Paramount. The charges included severance charges of $\$ 42$ million, $\$ 156$ million and $\$ 14$ million in the first through third fiscal quarters, respectively, a non-cash intangible asset impairment charge of $\$ 18$ million insecond fiscal quarter resulting from the decision to abandon an international trade name and other exit costs of $\$ 7$ million in the third fiscal quarter. The pre-tax charge of $\$ 206$ million in the quarter ended September 30 , 2016 reflected restructuring costs in connection with the separation of certain senior executives.
2) We recognized programming charges of $\$ 106$ million and $\$ 38$ million in the second and third fiscal quarters of 2017 , respectively, associated with management's decision to cease use of certain original and acquired programming.
3) During the quarter ended September 30,2017 , a consolidated entity completed the sale of broadcast spectrum in connection with the FCC's broadcast spectrum auction. The sale resulted in a pre-tax gain of $\$ 127$ million, with $\$ 11$ million attributable to the noncontrolling interest.
4) We redeemed senior notes and debentures totaling $\$ 1.039$ billion in the quarter ended December 31,2017 . As a result, we recognized a pre-tax extinguishment gain of $\$ 25$ million. We redeemed senior notes and debentures totaling $\$ 3.3$ billion in fiscal 2017. As a result of the fiscal 2017 transactions, we recognized a pre-tax extinguishment loss of $\$ 6$ million and $\$ 30$ million in the first and second fiscal quarters, respectively, and a gain of $\$ 16$ million in the third fiscal quarter.
5) In the quarter ended March 31,2018 , we completed the sale of a $1 \%$ equity interest in Viacom 18 to our joint venture partner for $\$ 20$ million, resulting in a gain of $\$ 16$ million. During the quarter ended June 30,2017 , we completed the sale of our $49.76 \%$ interest in EPIX, resulting in a gain of $\$ 285$ million.
() We recognized a $\$ 46$ million impairment loss in the quarter ended March 31 , 2018 in connection with the write off of certain cost method investments. During the quarter ended June 30,2017 , we recognized an impairment loss of $\$ 10$ million to write off a cost method investment.
7) The tax impact has been calculated by applying the tax rates applicable to the adjustments presented
8) Includes the net discrete tax expense or benefit related to certain events, such as the recognition of foreign tax credits, a change in tax law, tax accounting method change, reversal of valuation allowance or release of reserves that occurred in the respective period.

## TRENDING SCHEDULES

Free Cash Flow (Non-GAAP)
(in millions, unaudited)
VİсOM

Net cash provided by/(used in) operating activities

## Capital expenditures

## Free cash flow

Debt retirement premium ${ }^{(1)}$

## Operating free cash flow

Debt
Cash and cash equivalents

## Net debt

| Quarter Ended |  |  |  |  |  |  | $\begin{array}{\|c\|} \hline \begin{array}{c} 12 \text { Months } \\ \text { Ended } \end{array} \\ \hline 9 / 30 / 16 \\ \hline \end{array}$ |  | Quarter Ended |  |  |  |  |  |  |  | 12 Months <br> Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 12/31/15 |  | 31/16 |  | 30/16 |  | 30/16 |  |  | 12/31/16 |  | 3/31/17 |  | 6/30/17 |  | 9/30/17 |  |  |  |
| \$ (126) | \$ | 410 | \$ | 116 | \$ | 971 |  | 1,371 | \$ | 159 | \$ | 246 | \$ | 249 | \$ | 1,018 | \$ |  |
| (26) |  | (28) |  | (26) |  | (92) |  | (172) |  | (52) |  | (43) |  | (44) |  | (56) |  | (195) |
| (152) |  | 382 |  | 90 |  | 879 |  | 1,199 |  | 107 |  | 203 |  | 205 |  | 962 |  | 1,477 |
| - |  | - |  | - |  | - |  | - |  | 6 |  | 27 |  | - |  | - |  | 33 |
| \$ (152) | \$ | 382 | \$ | 90 | \$ | 879 | \$ | 1,199 | \$ | 113 | \$ | 230 | \$ | 205 | \$ | 962 | \$ | 1,510 |
| \$ 12,567 | \$ | 12,529 | \$ | 12,365 | \$ | 11,913 |  | 11,913 | \$ | 12,300 | \$ | 12,189 | \$ | 11,173 | \$ | 11,119 | \$ | 11,119 |
| 327 |  | 480 |  | 192 |  | 379 |  | 379 |  | 443 |  | 671 |  | 425 |  | 1,389 |  | 1,389 |
| \$ 12,240 | \$ | 12,049 |  | 12,173 |  | 11,534 |  | 11,534 |  | 11,857 | \$ | 11,518 | \$ | 10,748 |  | 9,730 | \$ | 9,730 |


| Quarter Ended |  |  | 6 Months Ended |  |
| :---: | :---: | :---: | :---: | :---: |
| 12/31/17 | 3/31/18 |  | 3/31/18 |  |
| \$ 12 |  | 287 | \$ | 299 |
| (28) |  | (36) |  | (64) |
| (16) |  | 251 |  | 235 |
| - |  | - |  | - |
| \$ (16) | \$ | 251 | \$ | 235 |
| \$ 10,189 |  | 10,084 | \$ | 10,084 |
| 394 |  | 417 |  | 417 |
| \$ 9,795 | \$ | 9,667 | \$ | 9,667 |

1) Operating free cash flow excludes a cash premium of $\$ 27$ million in the quarter ended March 31,2017 and $\$ 6$ million in the quarter ended December 31 , 2016 in connection with the redemption of debt.

[^0]:    1) See Schedule 7 for a description of factors affecting comparability of operating income.
