## VIDCOM

September Quarter 2017
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)

## VIBCOM

Media Networks
Filmed Entertainment
Eliminations

## Revenues

Expenses
Depreciation and amortization
Equity-based compensation
Restructuring and programming charges
Gain on asset sale
Loss on pension settlement
Operating income

## Amounts attributable to Viacom:

Net earnings/(loss) from continuing operations
Discontinued operations, net of tax
Net earnings/(loss) attributable to Viacom
Diluted earnings/(loss) per share
attributable to Viacom:
Continuing operations
Discontinued operations
Net earnings/(loss)

Weighted average number of common shares outstanding:

## Basic

Diluted




## 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 ${ }^{(1)} \quad$|  | $\$$ | 1.29 | $\$$ | 1.16 | $\$$ | 1.47 | $\$$ | 1.54 | $\$$ | 5.44 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Weighted average number of common share

## outstanding:

Basic
Diluted

| Quarter Ended |  |  |  |  |  |  | $\begin{array}{\|c\|} \hline 12 \text { Months } \\ \text { Ended } \\ \hline 9 / 30 / 15 \\ \hline \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 12/31/14 | 3/31/15 |  | 6/30/15 |  | 9/30/15 |  |  |  |
| \$ 2,654 | \$ | 2,452 | \$ | 2,597 | \$ | 2,787 | \$ | 10,490 |
| 720 |  | 659 |  | 479 |  | 1,025 |  | 2,883 |
| (30) |  | (33) |  | (18) |  | (24) |  | (105) |
| \$ 3,344 | \$ | 3,078 | \$ | 3,058 | \$ | 3,788 | \$ | 13,268 |
| $(2,304)$ |  | $(2,174)$ |  | $(1,897)$ |  | $(2,650)$ |  | $(9,025)$ |
| (55) |  | (57) |  | (56) |  | (54) |  | (222) |
| (26) |  | (25) |  | (21) |  | (29) |  | (101) |
| \$ 959 | \$ | 822 | \$ | 1,084 | \$ | 1,055 | \$ | 3,920 |
| \$ 538 | \$ | 467 | \$ | 591 | \$ | 614 | \$ | 2,210 |
| \$ 1.29 | \$ | 1.16 | \$ | 1.47 | \$ | 1.54 | \$ | 5.44 |
| 410.6 |  | 402.5 |  | 397.5 |  | 398.0 |  | 402.2 |
| 416.1 |  | 402.5 |  | 401.2 |  | 399.9 |  | 406.0 |


| Quarter Ended |  |  |  |  |  |  | $\begin{array}{\|c\|} \hline 12 \text { Months } \\ \text { Ended } \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 12/31/15 | 3/31/16 |  | 6/30/16 |  | 9/30/16 |  |  |  |
| 2,565 | \$ | 2,381 | \$ | 2,513 | \$ | 2,483 | \$ | 9,942 |
| 612 |  | 655 |  | 621 |  | 774 |  | 2,662 |
| (23) |  | (35) |  | (27) |  | (31) |  | (116) |
| \$ 3,154 | \$ | 3,001 | \$ | 3,107 | \$ | 3,226 | \$ | 12,488 |
| $(2,234)$ |  | $(2,333)$ |  | $(2,264)$ |  | $(2,609)$ |  | $(9,440)$ |
| (55) |  | (56) |  | (55) |  | (55) |  | (221) |
| (26) |  | (26) |  | (19) |  | (24) |  | (95) |
| 839 | \$ | 586 | \$ | 769 | \$ | 538 | \$ | 2,732 |
| 470 | \$ | 303 | \$ | 419 | \$ | 273 | \$ | 1,465 |
| 1.18 | \$ | 0.76 | \$ | 1.05 | \$ | 0.69 | \$ | 3.68 |
| 396.6 |  | 396.1 |  | 396.5 |  | 396.9 |  | 396.5 |
| 398.4 |  | 397.4 |  | 398.0 |  | 398.3 |  | 398.0 |


| 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) |
| \$ 748 | \$ | 612 | \$ | 805 | \$ | 578 | \$ | 2,743 |
| \$ 413 | \$ | 317 | \$ | 471 | \$ | 310 | \$ | 1,511 |
| \$ 1.04 | \$ | 0.79 | \$ | 1.17 | \$ | 0.77 | \$ | 3.77 |
| 397.0 |  | 398.2 |  | 402.0 |  | 402.4 |  | 399.9 |
| 397.9 |  | 399.5 |  | 402.6 |  | 402.4 |  | 400.6 |

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

Advertising
Affiliate
Ancillary
Total revenues
Expenses
Depreciation and amortization
Adjusted operating income
Equity-based compensation
Gain on asset sale
Restructuring and programming charges
Operating income

| Quarter Ended |  |  |  | 12 Months Ended | Quarter Ended |  |  |  | $\begin{array}{\|c\|} \hline \begin{array}{c} 12 \text { Months } \\ \text { Ended } \end{array} \\ \hline 9 / 30 / 16 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 12/31/14 | 3/31/15 | 6/30/15 | 9/30/15 | 9/30/15 | 12/31/15 | 3/31/16 | 6/30/16 | 9/30/16 |  |
| \$ 1,367 | \$ 1,172 | \$ 1,223 | \$ 1,245 | \$ 5,007 | \$ 1,320 | \$ 1,123 | \$ 1,216 | \$ 1,150 | \$ 4,809 |
| 1,132 | 1,146 | 1,244 | 1,386 | 4,908 | 1,119 | 1,129 | 1,148 | 1,160 | 4,556 |
| 155 | 134 | 130 | 156 | 575 | 126 | 129 | 149 | 173 | 577 |
| \$ 2,654 | \$ 2,452 | \$ 2,597 | \$ 2,787 | \$ 10,490 | \$ 2,565 | \$ 2,381 | \$ 2,513 | \$ 2,483 | \$ 9,942 |
| $(1,509)$ | $(1,508)$ | $(1,441)$ | $(1,727)$ | $(6,185)$ | $(1,467)$ | $(1,534)$ | $(1,600)$ | $(1,691)$ | $(6,292)$ |
| (41) | (41) | (42) | (38) | (162) | (41) | (42) | (41) | (42) | (166) |
| \$ 1,104 | \$ 903 | \$ 1,114 | \$ 1,022 | \$ 4,143 | \$ 1,057 | \$ 805 | \$ 872 | \$ 750 | \$ 3,484 |
| (10) | (11) | (5) | (8) | (34) | (9) | (9) | (4) | (9) | (31) |
| - | - | - | - |  | - | - | - | - |  |
| - | (671) | - | - | (671) | - | - | - | - | - |
| \$ 1,094 | \$ 221 | \$ 1,109 | \$ 1,014 | \$ 3,438 | \$ 1,048 | \$ 796 | \$ 868 | \$ 741 | \$ 3,453 |


| Quarter Ended |  |  |  |  |  |  | $\begin{array}{\|c\|} \hline \begin{array}{c} 12 \text { Months } \\ \text { Ended } \end{array} \\ \hline 9 / 30 / 17 \\ \hline \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 12/31/16 | 3/31/17 |  | 6/30/17 |  | 9/30/17 |  |  |  |
| \$ 1,294 | \$ | 1,109 | \$ | 1,235 | \$ | 1,224 | \$ | 4,862 |
| 1,144 |  | 1,156 |  | 1,190 |  | 1,148 |  | 4,638 |
| 151 |  | 129 |  | 135 |  | 181 |  | 596 |
| \$ 2,589 | \$ | 2,394 | \$ | 2,560 | \$ | 2,553 | \$ | 10,096 |
| $(1,559)$ |  | $(1,601)$ |  | $(1,648)$ |  | $(1,816)$ |  | $(6,624)$ |
| (43) |  | (46) |  | (42) |  | (44) |  | (175) |
| \$ 987 | \$ | 747 | \$ | 870 | \$ | 693 | \$ | 3,297 |
| (8) |  | (8) |  | (4) |  | (8) |  | (28) |
| - |  | - |  | - |  | 127 |  | 127 |
| (33) |  | (221) |  | (23) |  | - |  | (277) |
| \$ 946 | \$ | 518 | \$ | 843 | \$ | 812 | \$ | 3,119 |

Theatrical
Home entertainment
Licensing
Ancillary
Total revenues
Expenses
Depreciation and amortization
Adjusted operating income/(loss)
Equity-based compensation
Restructuring and programming charges
Operating income/(loss)

| Quarter Ended |  |  |  |  |  | 12 Months <br> Ended$\|$ |  | Quarter Ended |  |  |  |  |  |  |  | $\begin{gathered} \begin{array}{c} 12 \text { Months } \\ \text { Ended } \end{array} \\ \hline 9 / 30 / 16 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 12/31/14 | 3/31/15 |  | /15 |  | 30/15 |  |  | 12/31/15 |  | 3/31/16 |  | 6/30/16 |  | 9/30/16 |  |  |  |
| \$ 169 | \$ 205 | \$ | 20 | \$ | 447 | \$ | 841 | \$ | 94 | \$ | 217 | \$ | 91 | \$ | 203 | \$ | 605 |
| 316 | 194 |  | 199 |  | 162 |  | 871 |  | 239 |  | 153 |  | 192 |  | 199 |  | 783 |
| 189 | 206 |  | 214 |  | 371 |  | 980 |  | 237 |  | 240 |  | 297 |  | 326 |  | 1,100 |
| 46 | 54 |  | 46 |  | 45 |  | 191 |  | 42 |  | 45 |  | 41 |  | 46 |  | 174 |
| \$ 720 | \$ 659 | \$ | 479 | \$ | 1,025 | \$ | 2,883 |  | 612 | \$ | 655 | \$ | 621 | \$ | 774 | \$ | 2,662 |
| (767) | (645) |  | (418) |  | (889) |  | $(2,719)$ |  | (745) |  | (778) |  | (635) |  | (899) |  | $(3,057)$ |
| (13) | (13) |  | (13) |  | (14) |  | (53) |  | (13) |  | (13) |  | (12) |  | (12) |  | (50) |
| \$ (60) | \$ 1 | \$ | 48 | \$ | 122 | \$ | 111 |  | (146) | \$ | (136) | \$ | (26) | \$ | (137) | \$ | (445) |
| (4) | (3) |  | (2) |  | (4) |  | (13) |  | (3) |  | (4) |  | (1) |  | (4) |  | (12) |
| - | (101) |  | - |  | - |  | (101) |  | - |  | - |  | - |  | - |  | - |
| \$ (64) | \$ (103) | \$ | 46 | \$ | 118 | \$ | (3) |  | (149) | \$ | (140) | \$ | (27) | \$ | (141) | \$ | (457) |


| 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 |  |
| \$ 192 | 238 | \$ 263 | \$ 115 | \$ 808 |
| 243 | 198 | 218 | 190 | 849 |
| 245 | 347 | 300 | 423 | 1,315 |
| 78 | 112 | 66 | 61 | 317 |
| \$ 758 | 895 | \$ 847 | \$ 789 | \$ 3,289 |
| (926) | (950) | (828) | (821) | $(3,525)$ |
| (12) | (11) | (10) | (11) | (44) |
| \$ (180) | (66) | 9 | \$ (43) | \$ (280) |
| (3) | (1) | - | (4) | (8) |
| (1) | (47) | (36) | - | (84) |
| \$ (184) | \$ (114) | \$ (27) | \$ (47) | \$ (372) |

## TRENDING SCHEDULES

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

Media Networks
Filmed Entertainment
Corporate expenses
Equity-based compensation
Eliminations
Adjusted operating income
Restructuring and programming charges ${ }^{(1)}$
Gain on asset sale ${ }^{(1)}$
Loss on pension settlement ${ }^{(1)}$

## Operating income

1) See Schedule 7 for a description of factors affecting comparability of operating income.

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


1) See Schedule 7 for a description of factors affecting comparability of net earnings and diluted EPS.

Restructuring and programming charges ${ }^{(1)}$
Gain on asset sale ${ }^{(2)}$
Loss on pension settlement ${ }^{(3)}$

## Impact of adjustments on operating

 incomeGain/(loss) on extinguishment of debt ${ }^{(4)}$
Gain on sale of EPIX ${ }^{(5)}$
Investment impairment ${ }^{(9)}$
Impact of adjustments on earnings from continuing operations before provision for income taxes

Income tax impact of above items ${ }^{(7)}$
Discrete tax expense/(benefit) ${ }^{(8)}$
Impact of adjustments on provision for income taxes

Noncontrolling interest impact on above items ${ }^{(2)}$

## Impact of adjustments on net

earnings/(loss) from continuing operations
attributable to Viacom

Impact of adjustments on diluted EPS from continuing operations

Weighted average number of diluted shares outstanding


1) In fiscal 2017, we recognized pre-tax restructuring and programming charges resulting from the execution of our flagship brand strategy and strategic initiatives 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 in the second fiscal quarter resulting from the decision to abandon an international trade name, programming charges of $\$ 106$ million and $\$ 38$ million in the second and third fiscal quarters, respectively, associated with management's decision to cease use of certain original and acquired programming 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. The pre-tax charge of $\$ 784$ million in the quarter ended March 31,2015 reflected $\$ 578$ million of programming charges and a $\$ 206$ million restructuring charge associated with workforce reductions.
2) In 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.
3) The pre-tax non-cash charge of $\$ 24$ million was driven by the settlement of pension benefits of certain participants of our funded pension plan in the quarter ended December 31,2014 .
4) We redeemed senior notes and debentures totaling $\$ 3.3$ billion in fiscal 2017. As a result of these 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. The pre-tax charge of $\$ 18$ million in the quarter ended September 30, 2015 reflected a debt extinguishment loss on the redemption of $\$ 550$ million of the total $\$ 918$ million outstanding of our $6.250 \%$ Senior Notes due April 2016.
5) 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.
D) During the quarter ended June 30,2017 , we recognized an impairment loss to write-down a cost method investment.
6) The tax impact has been calculated by applying the tax rates applicable to the adjustments presented.
7) 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.

Net cash provided by/(used in) operating activities
Capital expenditures
Excess tax benefits ${ }^{(1)}$
Free cash flow
Debt retirement premium ${ }^{(2)}$
Operating free cash flow

Debt
Cash and cash equivalents

## Net debt

1) Excess tax benefits from equity-based compensation awards, which are included within financing activities in the statement of cash flows.
 of debt.
