

December Quarter 2017 Trending Schedules

# VIJCOM

### **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.

#### Summarized Reported Results (GAAP)

(in millions, except per share amounts, unaudited)

								12	2 Months									12	2 Months		Quarter
			Quart	er E	nded				Ended				Quarter	r En	ded				Ended		Ended
	12/31/	′15	3/31/16	(	5/30/16	9	/30/16	9	/30/16	1	2/31/16	3,	/31/17	6,	/30/17	9	/30/17	9	0/30/17		12/31/17
Media Networks	\$ 2,5	565	\$ 2,381	\$	2,513	\$	2,483	\$	9,942	\$	2,589	\$	2,394	\$	2,560	\$	2,553	\$	10,096	4	\$ 2,560
Filmed Entertainment	(	512	655		621		774		2,662		758		895		847		789		3,289		544
Eliminations		(23)	(35	)	(27)		(31)		(116)		(23)		(33)		(43)		(23)		(122)		(31)
Revenues	\$ 3,1	54	\$ 3,001	\$	3,107	\$	3,226	\$	12,488	\$	3,324	\$	3,256	\$	3,364	\$	3,319	\$	13,263	\$	\$ 3,073
Expenses	(2,2	234)	(2,333	)	(2,264)		(2,609)		(9,440)		(2,504)		(2,572)		(2,498)		(2,669)		(10,243)		(2,289)
Depreciation and amortization		(55)	(56	)	(55)		(55)		(221)		(56)		(58)		(53)		(56)		(223)		(53)
Equity-based compensation		(26)	(26	)	(19)		(24)		(95)		(16)		(14)		(8)		(16)		(54)		(14)
Restructuring and programming charges		-	-		-		(206)		(206)		(42)		(280)		(59)		-		(381)		-
Gain on asset sale		-			-		-		-		-		-		-		127		127		-
Operating income	\$ 8	339	\$ 586	\$	769	\$	332	\$	2,526	\$	706	\$	332	\$	746	\$	705	\$	2,489	\$	\$ 717
Amounts attributable to Viacom:																					
Net earnings from continuing operations	\$ 4	49	\$ 303	\$	432	\$	252	\$	1,436	\$	396	\$	121	\$	680	\$	674	\$	1,871	\$	535
Discontinued operations, net of tax		-			-		2		2		-		-		3		-		3		2
Net earnings attributable to Viacom	\$ 4	49	\$ 303	\$	432	\$	254	\$	1,438	\$	396	\$	121	\$	683	\$	674	\$	1,874	\$	537
Diluted earnings per share attributable to Viacom:																					
Continuing operations	\$ 1	.13	\$ 0.76	\$	1.09	\$	0.63	\$	3.61	\$	1.00	\$	0.30	\$	1.69	\$	1.67	\$	4.67	\$	5 1.33
Discontinued operations		-	-		-		0.01		-		-		-		0.01		-		0.01		-
Net earnings	\$ 1	.13	\$ 0.76	\$	1.09	\$	0.64	\$	3.61	\$	1.00	\$	0.30	\$	1.70	\$	1.67	\$	4.68	\$	\$ 1.33
Weighted average number of common shares outstanding:																					
Basic	39	6.6	396.1		396.5		396.9		396.5		397.0		398.2		402.0		402.4		399.9		402.5
Diluted	39	8.4	397.4		398.0		398.3		398.0		397.9		399.5		402.6		402.4		400.6		402.6

#### <u>Schedule 1</u>



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

						12 Month	hs					12 Months	1 [	Quarter
		Q	Juarter	Ended		Ended			Quarter	Ended		Ended		Ended
	12/31/15	3/31	1/16	6/30/16	9/30/16	9/30/10	5	12/31/16	3/31/17	6/30/17	9/30/17	9/30/17		12/31/17
Media Networks	\$ 2,565	\$ 2	2,381	\$ 2,513	\$ 2,483	\$ 9,94	42	\$ 2,589	\$ 2,394	<b>\$ 2,5</b> 60	\$ 2,553	\$ 10,096		\$ 2,560
Filmed Entertainment	612		655	621	774	2,66	52	758	895	847	789	3,289		544
Eliminations	(23)		(35)	(27)	(31)	(11	6)	(23)	(33)	(43)	(23)	(122)		(31)
Revenues	\$ 3,154	\$ 3	3,001	\$ 3,107	\$ 3,226	\$ 12,48	38	\$ 3,324	\$ 3,256	\$ 3,364	\$ 3,319	\$ 13,263		\$ 3,073
Expenses	(2,234)	(2	2,333)	(2,264)	(2,609)	(9,44	40)	(2,504)	(2,572)	(2,498)	(2,669)	(10,243)		(2,289)
Depreciation and amortization	(55)		(56)	(55)	(55)	(22	21)	(56)	(58)	(53)	(56)	(223)		(53)
Equity-based compensation	(26)		(26)	(19)	(24)	(9	95)	(16)	(14)	(8)	(16)	(54)		(14)
Adjusted operating income <sup>(1)</sup>	\$ 839	\$	586	\$ 769	\$ 538	\$ 2,73	32	<b>\$</b> 748	\$ 612	\$ 805	<b>\$</b> 578	\$ 2,743		\$ 717
Adjusted net earnings from continuing operations attributable to Viacom <sup>(1)</sup>	<b>\$</b> 470	\$	303	<b>\$</b> 419	<b>\$</b> 273	\$ 1,46	55	\$ 413	\$ 317	\$ 471	\$ 310	\$ 1,511		\$ 413
Adjusted diluted EPS from continuing operations <sup>(1)</sup>	\$ 1.18	\$	0.76	\$ 1.05	\$ 0.69	\$ 3.0	58	\$ 1.04	\$ 0.79	\$ 1.17	<b>\$</b> 0.77	\$ 3.77		\$ 1.03
Weighted average number of common shares outstanding:														
Basic	396.6	3	396.1	396.5	396.9	396	.5	397.0	398.2	402.0	402.4	399.9		402.5
Diluted	398.4	3	397.4	398.0	398.3	398	.0	397.9	399.5	402.6	402.4	400.6		402.6

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

# **VI9COM**

Media Networks Financial Results (in millions, unaudited)



<u>Schedule 3</u>

									12	Months									12	Months	(	Quarter
				Quarter	En	ded				Ended				Quarter	En	ded				Ended		Ended
	12	/31/15	3/	/31/16		/30/16	9,	/30/16	-	/30/16	12	/31/16	3/	/31/17		/30/17	9/	/30/17		/30/17	1	2/31/17
Advertising - domestic	¢	1,021	¢	908	\$	971	¢	938	\$	3,838	\$	991	\$	871	¢	955	\$	936	\$	3,753	\$	937
Advertising - international	å	299	þ	215	å	245	ą	212	å	971 971	å	303	þ	238	ą	933 280	Ą	288	ą	1,109	φ	937 371
Worldwide advertising	\$	1,320	\$	1,123	\$	1,216	\$	1,150	\$	4,809	\$	1,294	\$	1,109	\$	1,235	\$	1,224	\$	4,862	\$	
8	Ψ Φ	, i i i i i i i i i i i i i i i i i i i	Ψ Φ		Ŷ		π					<i>,</i>	π				π	, i i i i i i i i i i i i i i i i i i i				
Affiliate - domestic	\$	964 155	\$	965	\$	971	\$	981 170	\$	3,881	\$	985 150	\$	975	\$	1,012	\$	948 200	\$	3,920	\$	
Affiliate - international	đ	155	đ	164	¢	177	¢	179	đ	675	¢	159	¢	181	¢	178	¢	200	¢	718	•	187
Worldwide affiliate	\$	1,119	\$	1,129	\$	1,148	\$	1,160	\$	4,556	\$	1,144	\$	1,156	\$	1,190	\$	1,148	\$	4,638	\$	,
Ancillary - domestic	\$	72	\$	76	\$	86	\$	86	\$	320	\$	79	\$	70	\$	71	\$	76	\$	296	\$	85
Ancillary - international		54		53		63		87		257		72		59		64		105		300		73
Worldwide ancillary	\$	126	\$	129	\$	149	\$	173	\$	577	\$	151	\$	129	\$	135	\$	181	\$	596	\$	158
Total domestic	\$	2,057	\$	1,949	\$	2,028	\$	2,005	\$	8,039	\$	2,055	\$	1,916	\$	2,038	\$	1,960	\$	7,969	\$	1,929
Total international		508		432		485		478		1,903		534		478		522		593		2,127		631
Total revenues	\$	2,565	\$	2,381	\$	2,513	\$	2,483	\$	9,942	\$	2,589	\$	2,394	\$	2,560	\$	2,553	\$	10,096	\$	2,560
Expenses		(1,467)		(1,534)		(1,600)		(1,691)		(6,292)		(1,559)		(1,601)		(1,648)		(1,816)		(6,624)		(1,606)
Depreciation and amortization		(41)		(42)		(41)		(42)		(166)		(43)		(46)		(42)		(44)		(175)		(41)
Adjusted operating income	\$	1,057	\$	805	\$	872	\$	750	\$	3,484	\$	987	\$	747	\$	870	\$	693	\$	3,297	\$	913
Equity-based compensation		(9)		(9)		(4)		(9)		(31)		(8)		(8)		(4)		(8)		(28)		(7)
Gain on asset sale		-		-		-		-		-		-		-		-		127		127		-
Restructuring and programming charges		-		-		-		-		-		(33)		(221)		(23)		-		(277)		-
Operating income	\$	1,048	\$	796	\$	868	\$	741	\$	3,453	\$	946	\$	518	\$	843	\$	812	\$	3,119	\$	906

Theatrical

Licensing Ancillary

Expenses

Home entertainment

Total revenues

**Operating loss** 

Depreciation and amortization

Equity-based compensation

Adjusted operating income/(loss)

Restructuring and programming charges

(13)

\$

\$

(146) \$

(3)

-

(149) \$

(13)

(136)

(4)

-

(140) \$

\$

(12)

(26) \$

(1)

-

(27) \$

(12)

(137)

(4)

-

(141)

\$

\$

Filmed Entertainment Financial Results (in millions, unaudited)

Quarter	Months	12									Months	12								
Ended	Ended	E			led	Enc	Quarte	(			Inded	I			led	r En	Quarter			
12/31/17	/30/17	-9/	30/17	9/	30/17	6/	31/17	3/3	'31/16	12,	'30/16	-9/	30/16	9/	30/16	6/	31/16	3/	31/15	12/
\$ 10	808	\$	115	\$	263	\$	238	\$	192	\$	605	\$	203	\$	91	\$	217	\$	94	\$
18.	849		190		218		198		243		783		199		192		153		239	
21.	1,315		423		300		347		245		1,100		326		297		240		237	
4	317		61		66		112		78		174		46		41		45		42	
\$ 54	3,289	\$	789	\$	847	\$	895	\$	758	\$	2,662	\$	774	\$	621	\$	655	\$	612	\$
(664	(3,525)		(821)		(828)		(950)		(926)		(3,057)		(899)		(635)		(778)		(745)	

(50)

(445)

(12)

(457)

\$

\$

(12)

(180) \$

(3)

(1)

(184) \$

(11)

(1)

(47)

(114) \$

(66) \$

(10)

9 \$

-

(36)

(27) \$

(11)

(43)

(4)

-

(47)

\$

\$

#### Schedule 4

**VIJCOM** 

(44)

(280)

(8)

(84)

(372)

\$

\$

(10)

(130)

(2)

-

(132)

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

									12	Months									12	Months	Q	uarter
				Quarter	End	led			E	Inded	_			Quarter	Enc	led			I	Ended	E	Inded
	12/	/31/15	3/3	31/16	6/3	30/16	9/	30/16	-9/	'30/16		12/31/10	3	/31/17	6/	30/17	9/	30/17	-9/	/30/17	12	/31/17
Media Networks	\$	1,057	\$	805	\$	872	\$	750	\$	3,484		\$ 987	\$	747	\$	870	\$	693	\$	3,297	\$	913
Filmed Entertainment		(146)		(136)		(26)		(137)		(445)		(180	)	(66)		9		(43)		(280)		(130)
Corporate expenses		(50)		(53)		(60)		(50)		(213)		(50	)	(55)		(58)		(58)		(221)		(55)
Equity-based compensation		(26)		(26)		(19)		(24)		(95)		(10	)	(14)		(8)		(16)		(54)		(14)
Eliminations		4		(4)		2		(1)		1		7		-		(8)		2		1		3
Adjusted operating income	\$	839	\$	586	\$	769	\$	538	\$	2,732		\$ 748	\$	612	\$	805	\$	578	\$	2,743	\$	717
Restructuring and programming charges <sup>(1)</sup>		-		-		-		(206)		(206)		(42	)	(280)		(59)		-		(381)		-
Gain on asset sale <sup>(1)</sup>		-		-		-		-		-				-		-		127		127		-
Operating income	\$	839	\$	586	\$	769	\$	332	\$	2,526		\$ 700	\$	332	\$	746	\$	705	\$	2,489	\$	717

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

#### Schedule 5



### Reconciliation of Adjusted Net Earnings and Diluted EPS (Non-GAAP)

(in millions, except per share amounts, unaudited)

									12	Months									12	Months	Q	uarter
				Quarter	Enc	led				Inded				Quarter	Enc	led			E	Inded	E	nded
	12/	/31/15	3/	31/16	6/	30/16	9/	30/16	9/	30/16	12	2/31/16	3/	31/17	6/	30/17	9/3	30/17	9/	30/17	12,	/31/17
Net earnings attributable to Viacom:																						
Reported net earnings from continuing operations	\$	449	\$	303	\$	432	\$	252	\$	1,436	\$	396	\$	121	\$	680	\$	674	\$	1,871	\$	535
Impact of adjustments on net earnings from continuing operations <sup>(1)</sup>		21		-		(13)		21		29		17		196		(209)		(364)		(360)		(122)
Adjusted net earnings from continuing operations	\$	470	\$	303	\$	419	\$	273	\$	1,465	\$	413	\$	317	\$	471	\$	310	\$	1,511	\$	413
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
Impact of adjustments on diluted earnings per share from continuing operations <sup>(1)</sup>	ψ	0.05	Ψ	-	Ψ	(0.04)	ψ	0.05	Ψ	0.07	Ŷ	0.04	Ψ	0.30	₽	(0.52)	Ŷ	(0.90)	Ŷ	(0.90)	Ψ	(0.30)
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
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
Diluted		398.4		397.4		398.0		398.3		398.0		397.9		399.5		402.6		402.4		400.6		402.6

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



Factors Affecting Comparability

(in millions, except per share amounts, unaudited)



									103	Months									10.3	۲. J		
				Ouarte	. <b>F</b>	had				nded				Quarter	End	lad				Months nded	-	arter nded
	12/	31/15		Quarte. 31/16		30/16	9/	30/16		30/16	12	/31/16		31/17		30/17	9/	30/17		30/17		31/17
	/	0 2/ 20	/ -		~/		- / -		- /	00/20	/				~/		- /		- / .		/	
Restructuring and programming charges (1)	\$	-	\$	-	\$	-	\$	206	\$	206	\$	42	\$	280	\$	59	\$	-	\$	381	\$	-
Gain on asset sale <sup>(2)</sup>		-		-		-		-		-		-		-		-		(127)		(127)		-
Impact of adjustments on operating income	\$	-	\$	-	\$	-	\$	206	\$	206	\$	42	Ş	280	\$	59	\$	(127)	\$	254	\$	-
(Gain)/loss on extinguishment of debt (3)		-		-		-		-		-		6		30		(16)		-		20		(25)
Gain on sale of EPIX <sup>(4)</sup>		-		-		-		-		-		-		-		(285)		-		(285)		-
Investment impairment (5)		-		-		-		-		-		-		-		10		-		10		-
Impact of adjustments on earnings from continuing operations before provision for income taxes	\$	-	\$	-	\$	-	\$	206	\$	206	\$	48	Ş	310	Ş	(232)	\$	(127)	\$	(1)	\$	(25)
Income tax impact of above items <sup>(6)</sup>		-		-		-		(75)		(75)		(16)		(110)		76		20		(30)		6
Discrete tax expense/(benefit) <sup>(7)</sup>		21		-		(13)		(110)		(102)		(15)		(4)		(53)		(268)		(340)		(103)
Impact of adjustments on provision for income taxes	\$	21	\$	-	\$	(13)	Ş	(185)	Ş	(177)	\$	(31)	\$	(114)	\$	23	\$	(248)	\$	(370)	\$	(97)
Noncontrolling interest impact on above items (2)		-		-		-		-		-		-		-		-		11		11		-
Impact of adjustments on net earnings from continuing operations attributable to Viacom	\$	21	s	_	\$	(13)	\$	21	\$	29	s	17	s	196	\$	(209)	\$	(364)	\$	(360)	\$	(122)
Impact of adjustments on diluted EPS from continuing operations	\$	0.05	ş	-	\$	(0.04)	\$	0.06	\$	0.07	\$	0.04	ş	0.49	\$	(0.52)	Ş	(0.90)	Ş	(0.90)	\$	(0.30)
Weighted average number of diluted shares outstanding		398.4		397.4		398.0		398.3		398.0		397.9		399.5		402.6		402.4		400.6		402.6

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 case 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.

2) 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.

3) 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.

4) 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.

5) During the quarter ended June 30, 2017, we recognized an impairment loss of \$10 million 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.

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

# VIJCOM

					12 Months					12 Mont	ns	Quar	rter
		Quarter	Ended		Ended		Quarter	Ended		Ended		End	ed
	12/31/15	3/31/16	6/30/16	9/30/16	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	9/30/1	7	12/31	./17
Net cash provided by/(used in) operating activities	\$ (126)	\$ 410	\$ 116	\$ 971	<b>\$ 1,3</b> 71	\$ 159	\$ 246	\$ 249	\$ 1,018	\$ 1,6	2	\$	12
Capital expenditures	(26)	(28)	(26)	(92)	(172)	(52)	(43)	(44)	(56)	(19	5)		(28)
Free cash flow	(152)	382	90	879	1,199	107	203	205	962	1,47	7		(16)
Debt retirement premium <sup>(1)</sup>			_		-	6	27				3		-
Operating free cash flow	\$ (152)	\$ 382	<b>\$</b> 90	\$ 879	\$ 1,199	\$ 113	\$ 230	\$ 205	\$ 962	\$ 1,5	0	\$	(16)
Debt	\$ 12,567	\$ 12,529	\$ 12,365	\$ 11,913	\$ 11,913	<b>\$ 12,3</b> 00	\$ 12,189	\$ 11,173	\$ 11,119	\$ 11,12	.9	\$ 10	,189
Cash and cash equivalents	327	480	192	379	379	443	671	425	1,389	1,38	39		394
Net debt	\$ 12,240	\$ 12,049	\$ 12,173	\$ 11,534	\$ 11,534	\$ 11,857	\$ 11,518	\$ 10,748	\$ 9,730	\$ 9,73	60	\$9	,795

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.