# **Condensed Consolidated Statements of Income**

	3 Mos. Ended 3 Mos. Ended					4.		ccept per share amounts)		
Unaudited		12/31/19		12/31/18	% Change	1.	2 Mos. Ended 12/31/19	1.	2 Mos. Ended 12/31/18	% Change
onaddied		12/31/19		12/31/10	70 Orlange		12/31/19		12/31/10	70 Orlange
Operating Revenues										
Service revenues and other	\$	28,004	\$	27,460	2.0	\$	110,305	\$	108,605	1.6
Wireless equipment revenues		6,771		6,821	(0.7)		21,563		22,258	(3.1)
Total Operating Revenues		34,775		34,281	1.4		131,868		130,863	0.8
Operating Expenses										
Cost of services		8,376		8,163	2.6		31,772		32,185	(1.3)
Cost of wireless equipment		7,255		7,128	1.8		22,954		23,323	(1.6)
Selling, general and administrative expense		8,214		9,410	(12.7)		29,896		31,083	(3.8)
Depreciation and amortization expense		4,105		4,352	(5.7)		16,682		17,403	(4.1)
Media goodwill impairment		186		4,591	(95.9)		186		4,591	(95.9)
Total Operating Expenses	_	28,136		33,644	(16.4)		101,490		108,585	(6.5)
Operating Income		6,639		637	*		30,378		22,278	36.4
Equity in earnings (losses) of unconsolidated businesses		5		64	(92.2)		(15)		(186)	(91.9)
Other income (expense), net		(1,773)		1,865	*		(2,900)		2,364	*
Interest expense		(1,159)		(1,199)	(3.3)		(4,730)		(4,833)	(2.1)
Income Before (Provision) Benefit For Income Taxes		3,712		1,367	*		22,733		19,623	15.8
(Provision) benefit for income taxes		1,505		698	*		(2,945)		(3,584)	(17.8)
Net Income	\$	5,217	\$	2,065	*	\$	19,788	\$	16,039	23.4
Net income attributable to noncontrolling interests	\$	122	\$	126	(3.2)	\$	523	\$	511	2.3
Net income attributable to Verizon		5,095		1,939	*		19,265		15,528	24.1
Net Income	\$	5,217	\$	2,065	*	\$	19,788	\$	16,039	23.4
Basic Earnings Per Common Share										
Net income attributable to Verizon	\$	1.23	\$	0.47	*	\$	4.66	\$	3.76	23.9
Weighted-average shares outstanding (in millions)		4,139		4,137			4,138		4,128	
Diluted Earnings Per Common Share (1)										
Net income attributable to Verizon	\$	1.23	\$	0.47	*	\$	4.65	\$	3.76	23.7
Weighted-average shares outstanding (in millions)		4,141		4,141			4,140		4,132	

## Footnotes:

<sup>(1)</sup> Diluted Earnings per Common Share includes the dilutive effect of shares issuable under our stock-based compensation plans, which represents the only potential dilution.

<sup>\*</sup> Not meaningful

# **Condensed Consolidated Balance Sheets**

Unaudited	12/31/19	12/31/18	(	dollars in millions) \$ Change
Unaddied	12/31/19	12/31/10		ψ Onlinge
Assets				
Current assets				
Cash and cash equivalents	\$ 2,594	\$ 2,745	\$	(151)
Accounts receivable, net	25,429	25,102		327
Inventories	1,422	1,336		86
Prepaid expenses and other	 8,028	 5,453		2,575
Total current assets	 37,473	 34,636		2,837
Property, plant and equipment	265,734	252,835		12,899
Less accumulated depreciation	173,819	163,549		10,270
Property, plant and equipment, net	 91,915	89,286		2,629
Investments in unconsolidated businesses	 558	671		(113)
Wireless licenses	95,059	94,130		929
Goodwill	24,389	24,614		(225)
Other intangible assets, net	9,498	9,775		(277)
Operating lease right-of-use assets	22,694	_		22,694
Other assets	 10,141	 11,717		(1,576)
Total assets	\$ 291,727	\$ 264,829	\$	26,898
Liabilities and Equity				
Current liabilities				
Debt maturing within one year	\$ 10,777	\$ 7,190	\$	3,587
Accounts payable and accrued liabilities	21,806	22,501		(695)
Current operating lease liabilities	3,261	_		3,261
Other current liabilities	 9,024	 8,239		785
Total current liabilities	 44,868	 37,930		6,938
Long-term debt	100,712	105,873		(5,161)
Employee benefit obligations	17,952	18,599		(647)
Deferred income taxes	34,703	33,795		908
Non-current operating lease liabilities	18,393	_		18,393
Other liabilities	 12,264	13,922		(1,658)
Total long-term liabilities	 184,024	 172,189		11,835
Equity				
Common stock	429	429		_
Additional paid in capital	13,419	13,437		(18)
Retained earnings	53,147	43,542		9,605
Accumulated other comprehensive income	998	2,370		(1,372)
Common stock in treasury, at cost	(6,820)	(6,986)		166
Deferred compensation – employee stock ownership plans and other	222	353		(131)
Noncontrolling interests	 1,440	 1,565		(125)
Total liabilities and acuity	 62,835	 54,710	_	8,125
Total liabilities and equity	\$ 291,727	\$ 264,829	\$	26,898

# Consolidated - Selected Financial and Operating Statistics

(dollars in millions, except per share amounts)

Unaudited	12/31/19	12/31/18	
Total debt	\$ 111,489	\$ 113,063	
Net debt	\$ 108,895	\$ 110,318	
Net unsecured debt	\$ 96,526	\$ 100,242	
Net debt / Consolidated Adjusted EBITDA <sup>(1)</sup>	2.3x	2.3x	
Net unsecured debt / Consolidated Adjusted EBITDA <sup>(1)</sup>	2.0x	2.1x	
Common shares outstanding end of period (in millions)	4,136	4,132	
Total employees ('000)	135.0	144.5	
Quarterly cash dividends declared per common share	\$ 0.6150	\$ 0.6025	

## Footnotes:

<sup>(1)</sup> Consolidated adjusted EBITDA excludes the effects of non-operational items and special items.

Cash, cash equivalents and restricted cash, end of period

## **Condensed Consolidated Statements of Cash Flows**

(dollars in millions) 12 Mos. Ended 12 Mos. Ended \$ Change 12/31/19 12/31/18 Unaudited **Cash Flows from Operating Activities** Net Income 19,788 16,039 3,749 \$ \$ Adjustments to reconcile net income to net cash provided by operating activities: Depreciation and amortization expense 16,682 17,403 (721) Employee retirement benefits (284) (2,657)2,373 Deferred income taxes 1,232 389 843 Provision for uncollectible accounts 1,588 980 608 Equity in losses of unconsolidated businesses, net of dividends received 74 231 (157) Net loss on sale of divested businesses 94 94 Media goodwill impairment 186 4,591 (4,405)Changes in current assets and liabilities, net of effects from acquisition/disposition of businesses (6,713)(1.177)(5,536)Discretionary employee benefits contributions (300)(1,679)1,379 3,399 219 3,180 Net cash provided by operating activities 35,746 34,339 1,407 **Cash Flows from Investing Activities** Capital expenditures (including capitalized software) (17,939)(16.658)(1,281)Acquisitions of businesses, net of cash acquired (29)(230)201 Acquisitions of wireless licenses (898) (1,429) 531 Proceeds from dispositions of businesses 28 28 Other, net 383 874 1,257 Net cash used in investing activities (17,581) (17,934)353 **Cash Flows from Financing Activities** Proceeds from long-term borrowings 10,079 5,967 4,112 Proceeds from asset-backed long-term borrowings 8,576 4,810 3,766 Repayments of long-term borrowings and finance lease obligations (17,584) (10,923)(6,661) Repayments of asset-backed long-term borrowings (6,302)(3,635)(2,667)Dividends paid (10,016)(9,772)(244)Other, net (1,093)(2,917)(1,824)Net cash used in financing activities (18, 164)(15,377) (2,787)Increase in cash, cash equivalents and restricted cash 1,028 (1,027)Cash, cash equivalents and restricted cash, beginning of period 3,916 2,888 1,028

3,917 \$

3,916 \$

1

# **Consumer - Selected Financial Results**

(dollars in millions)

Unaudited	3	Mos. Ended 12/31/19	3	Mos. Ended 12/31/18	% Change	12	Mos. Ended 12/31/19	12	Mos. Ended 12/31/18	% Change
Operating Revenues										
Service	\$	16,341	\$	16,157	1.1	\$	65,383	\$	64,223	1.8
Wireless equipment		5,722		5,846	(2.1)		18,048		18,875	(4.4)
Other		2,144		1,730	23.9		7,625		6,664	14.4
Total Operating Revenues		24,207		23,733	2.0		91,056		89,762	1.4
Operating Expenses										
Cost of services		4,123		3,870	6.5		15,884		15,335	3.6
Cost of wireless equipment		5,877		5,815	1.1		18,219		18,763	(2.9)
Selling, general and administrative expense		4,549		4,275	6.4		16,639		15,701	6.0
Depreciation and amortization expense		2,772		2,970	(6.7)		11,353		11,952	(5.0)
Total Operating Expenses		17,321		16,930	2.3		62,095		61,751	0.6
Operating Income	\$	6,886	\$	6,803	1.2	\$	28,961	\$	28,011	3.4
Operating Income Margin		28.4 %		28.7 %			31.8 %		31.2 %	
Segment EBITDA	\$	9,658	\$	9,773	(1.2)	\$	40,314	\$	39,963	0.9
Segment EBITDA Margin		39.9 %		41.2 %			44.3 %		44.5 %	

### Footnotes

The segment financial results and metrics above are adjusted to exclude the effects of special items, as the Company's chief operating decision maker excludes these items in assessing segment performance.

## **Consumer - Selected Operating Statistics**

Unaudited							12/31/19	12/31/18	% Change
Connections (1990)									
Connections ('000):  Wireless retail postpaid connections							00 484	89,861	0.7
Wireless retail prospaid connections  Wireless retail prepaid connections							90,481 4,063	4,646	(12.5)
Total wireless retail connections						_	94,544	94,507	(12.5)
Total Wildess Ictal conficcions							34,344	94,307	_
Fios video connections							4,152	4,377	(5.1)
Fios Internet connections							5,902	5,760	2.5
Fios digital voice residence connections							3,620	3,803	(4.8)
Fios digital connections							13,674	13,940	(1.9)
Broadband connections							6,467	6,460	0.1
Voice connections							5,754	6,332	(9.1)
	3	Mos. Ended	3	3 Mos. Ended		12	! Mos. Ended	12 Mos. Ended	
Unaudited		12/31/19		12/31/18	% Change		12/31/19	12/31/18	% Change
Gross Additions ('000):									
Wireless retail postpaid		3,794		3,643	4.1		12,253	11,744	4.3
Not Additions Detail (1990).									
Net Additions Detail ('000):  Wireless retail postpaid (1)		852		886	(0.0)		970	1.129	(4.4.4)
Wireless retail prospaid (1)		(121)		(90)	(3.8)		(591)	(757)	(14.1) 21.9
Total wireless retail (1)		731		796	` '	-	379	372	1.9
Total Wileless Tetali		731		796	(8.2)		3/9	372	1.9
Wireless retail postpaid phones (1)		588		522	12.6		737	498	48.0
Fios video		(51)		(46)	(10.9)		(225)	(171)	(31.6)
Fios Internet		35		49	(28.6)		141	195	(27.7)
Fios digital voice residence		(52)		(30)	(73.3)		(182)	(102)	(78.4)
Fios digital		(68)		(27)	*		(266)	(78)	*
Broadband		(2)		8	*		7	19	(63.2)
Voice		(150)		(148)	(1.4)		(578)	(596)	3.0
Churn Rate:									
Wireless retail postpaid		1.09 %		1.03 %			1.05 %	1.00 %	
Wireless retail postpaid phones		0.83 %		0.77 %			0.79 %	0.76 %	
Wireless retail		1.30 %		1.24 %			1.28 %	1.25 %	
Revenue Statistics (in millions):									
Wireless service revenue	\$	13,445	\$	13,199	1.9	\$	53,791	\$ 52,459	2.5
Fios revenues	\$	2,828	\$	2,820	0.3	\$	11,175	\$ 11,056	1.1
Other Wireless Statistics:									
Wireless retail postpaid ARPA (2)	\$	118.03	\$	115.87	1.9	\$	118.13	\$ 115.48	2.3
Wireless retail postpaid upgrade rate		6.3 %		6.6 %					
Wireless retail postpaid accounts ('000) (3)							33,875	34,086	(0.6)
Wireless retail postpaid connections per account (3)							2.67	2.64	1.1
Total wireless Internet postpaid base (3)							16.2 %	16.1 %	

### Footnotes

- (1) Connection net additions include certain adjustments.
- (2) Wireless retail postpaid ARPA average service revenue per account from retail postpaid accounts.
- (3) Statistics presented as of end of period.

Certain intersegment transactions with corporate entities have not been eliminated.

\* Not meaningful

# **Business - Selected Financial Results**

(dollars in millions)

	3	Mos. Ended	3	Mos. Ended		12	Mos. Ended	12	Mos. Ended	
Unaudited		12/31/19		12/31/18	% Change		12/31/19		12/31/18	% Change
Operating Revenues										
Global Enterprise	\$	2,740	\$	2,785	(1.6)	\$	10,818	\$	11,201	(3.4)
Small and Medium Business		3,072		2,847	7.9		11,464		10,752	6.6
Public Sector and Other		1,487		1,511	(1.6)		5,922		5,833	1.5
Wholesale		772		864	(10.6)		3,239		3,748	(13.6)
Total Operating Revenues		8,071		8,007	0.8		31,443		31,534	(0.3)
Operating Expenses										
Cost of services		2,817		2,832	(0.5)		10,655		10,859	(1.9)
Cost of wireless equipment		1,377		1,313	4.9		4,733		4,560	3.8
Selling, general and administrative expense		2,204		1,995	10.5		8,188		7,689	6.5
Depreciation and amortization expense		1,007		1,068	(5.7)		4,105		4,258	(3.6)
Total Operating Expenses		7,405		7,208	2.7		27,681		27,366	1.2
Operating Income	\$	666	\$	799	(16.6)	\$	3,762	\$	4,168	(9.7)
Operating Income Margin		8.3 %		10.0 %			12.0 %		13.2 %	
Segment EBITDA	\$	1,673	\$	1,867	(10.4)	\$	7,867	\$	8,426	(6.6)
Segment EBITDA Margin		20.7 %		23.3 %			25.0 %		26.7 %	

### Footnotes

The segment financial results and metrics above are adjusted to exclude the effects of special items, as the Company's chief operating decision maker excludes these items in assessing segment performance.

# **Business - Selected Operating Statistics**

Connections (1900):   Wireless retail postpaid connections   25,217   23,492     Flos video connections   77   74     Flos video connections   26,217   23,492     Flos digital connections   26,207     Flos digital connections   24,003   381     Broadband connections   4,899   5,000     Voice connections   4,899   5,000     Voice connections   123/1/19   123/1/18   12,117   11,7   4,997   4,616     Voice serial postpaid   1,353   1,211   11,7   4,997   4,616     Vireless retail postpaid   1,397   1,397     Flos video	Unaudited							12/31/19		12/31/18	% Change
Properties retail postpaid connections   25,217   23,492	Connections (1000)										
Fios video connections	, ,							25 217		23 492	7.3
Fios Internet connections	,							20,217		20, 102	7.0
Flos digital connections   403   381   189   501   199   1	Fios video connections							77		74	4.1
Broadband connections	Fios Internet connections							326		307	6.2
Voice connections	Fios digital connections							403		381	5.8
Unaudited   3 Mos. Ended   3 Mos. Ended   12	Broadband connections							489		501	(2.4)
Unaudited         12/31/19         12/31/18         % Change         12/31/19         12/31/18         %           Gross Additions ('000):           Wireless retail postpaid         1,353         1,211         11.7         4,997         4,616           Net Add Detail ('000):           Wireless retail postpaid ('1)         396         334         18.6         1,391         1,397           Wireless retail postpaid phones ('1)         202         131         54.2         698         625           Fios video         —         —         —         *         3         3           Fios video         —         —         —         *         3         3           Fios digital         4         5         (20.0)         23         25           Broadband         (3)         (5)         40.0         (12)         (17)           Voice         (99)         (129)         23.3         (440)         (493)           Churn Rate:           Wireless retail postpaid         1.28 %         1.26 %         1.24 %         1.19 %           Wireless retail postpaid phones         1.00 %         1.07 %         0.99 %	Voice connections							4,959		5,400	(8.2)
Unaudited         12/31/19         12/31/18         % Change         12/31/19         12/31/18         %           Gross Additions ('000):           Wireless retail postpaid         1,353         1,211         11.7         4,997         4,616           Net Add Detail ('000):           Wireless retail postpaid (')         396         334         18.6         1,391         1,397           Wireless retail postpaid phones (')         202         131         54.2         698         625           Fios video         —         —         —         3         3         3         5         625         22         22         698         625         22         698         625         22         698         625         22         698         625         22         698         625         22         22         698         625         22         22         22         22         22         22         22         22         22         22         22         22         22         22         22         22         23         25         25         20         23         25         25         23         25         24											
Gross Additions ('000):  Wireless retail postpaid 1,353 1,211 11.7 4,997 4,616  Net Add Detail ('000):  Wireless retail postpaid (') 396 334 18.6 1,391 1,397  Wireless retail postpaid phones (') 202 131 54.2 698 625  Fios video — — * 3 3 3  Fios Internet 4 5 (20.0) 20 22  Fios digital 4 5 (20.0) 23 25  Broadband (3) (5) 40.0 (12) (17)  Voice (99) (129) 23.3 (440) (493)  Churn Rate:  Wireless retail postpaid 1.28 % 1.26 % 1.24 % 1.19 % Wireless retail postpaid phones 1.00 % 1.07 % 0.99 % 0.98 %  Revenue Statistics (in millions):  Wireless service revenue \$ 2,869 \$ 2,681 7.0 \$ 11,188 \$ 10,484 Fios revenues \$ 242 \$ 226 7.1 \$ 967 \$ 883		31	Mos. Ended	3	Mos. Ended		12	Mos. Ended	1	2 Mos. Ended	
Wireless retail postpaid       1,353       1,211       11.7       4,997       4,616         Net Add Detail ('000):       Wireless retail postpaid (')       396       334       18.6       1,391       1,397         Wireless retail postpaid phones (')       202       131       54.2       698       625         Fios video       —       —       -       *       3       3         Fios Internet       4       5       (20.0)       20       22         Fios digital       4       5       (20.0)       23       25         Broadband       (3)       (5)       40.0       (12)       (17)         Voice       (99)       (129)       23.3       (440)       (493)         Churn Rate:         Wireless retail postpaid       1.28 %       1.26 %       1.24 %       1.19 %         Wireless retail postpaid phones       1.00 %       1.07 %       0.99 %       0.98 %         Revenue Statistics (in millions):         Wireless service revenue       \$ 2,869       \$ 2,681       7.0       \$ 11,188       \$ 10,484         Fios revenues       \$ 242       \$ 226       7.1       \$ 967       \$ 883 <td>Jnaudited</td> <td></td> <td>12/31/19</td> <td></td> <td>12/31/18</td> <td>% Change</td> <td></td> <td>12/31/19</td> <td></td> <td>12/31/18</td> <td>% Change</td>	Jnaudited		12/31/19		12/31/18	% Change		12/31/19		12/31/18	% Change
Wireless retail postpaid       1,353       1,211       11.7       4,997       4,616         Net Add Detail ('000):       Wireless retail postpaid (')       396       334       18.6       1,391       1,397         Wireless retail postpaid phones (')       202       131       54.2       698       625         Fios video       —       —       -       *       3       3         Fios Internet       4       5       (20.0)       20       22         Fios digital       4       5       (20.0)       23       25         Broadband       (3)       (5)       40.0       (12)       (17)         Voice       (99)       (129)       23.3       (440)       (493)         Churn Rate:         Wireless retail postpaid       1.28 %       1.26 %       1.24 %       1.19 %         Wireless retail postpaid phones       1.00 %       1.07 %       0.99 %       0.98 %         Revenue Statistics (in millions):         Wireless service revenue       \$ 2,869       \$ 2,681       7.0       \$ 11,188       \$ 10,484         Fios revenues       \$ 242       \$ 226       7.1       \$ 967       \$ 883 <td></td>											
Net Add Detail ('000):  Wireless retail postpaid (1) 396 334 18.6 1,391 1,397 Wireless retail postpaid phones (1) 202 131 54.2 698 625  Fios video — — — * 3 3 3  Fios Internet 4 5 (20.0) 20 22  Fios digital 4 5 (20.0) 23 25  Broadband (3) (5) 40.0 (12) (17) Voice (99) (129) 23.3 (440) (493)  Churn Rate:  Wireless retail postpaid 1.28 % 1.26 % 1.24 % 1.19 % Wireless retail postpaid phones 1.00 % 1.07 % 0.99 % 0.98 %  Revenue Statistics (in millions):  Wireless service revenue \$ 2,869 \$ 2,681 7.0 \$ 11,188 \$ 10,484 Fios revenues \$ 242 \$ 226 7.1 \$ 967 \$ 883	Gross Additions ('000):										
Wireless retail postpaid (1)         396         334         18.6         1,391         1,397           Wireless retail postpaid phones (1)         202         131         54.2         698         625           Fios video         —         —         -         *         3         3           Fios Internet         4         5         (20.0)         20         22           Fios digital         4         5         (20.0)         23         25           Broadband         (3)         (5)         40.0         (12)         (17)           Voice         (99)         (129)         23.3         (440)         (493)           Churn Rate:           Wireless retail postpaid         1.28 %         1.26 %         1.24 %         1.19 %           Wireless retail postpaid phones         1.00 %         1.07 %         0.99 %         0.99 %           Revenue Statistics (in millions):           Wireless service revenue         \$ 2,869         \$ 2,681         7.0         \$ 11,188         \$ 10,484           Fios revenues         \$ 242         \$ 226         7.1         \$ 967         \$ 883	Wireless retail postpaid		1,353		1,211	11.7		4,997		4,616	8.3
Wireless retail postpaid (1)         396         334         18.6         1,391         1,397           Wireless retail postpaid phones (1)         202         131         54.2         698         625           Fios video         —         —         -         *         3         3           Fios Internet         4         5         (20.0)         20         22           Fios digital         4         5         (20.0)         23         25           Broadband         (3)         (5)         40.0         (12)         (17)           Voice         (99)         (129)         23.3         (440)         (493)           Churn Rate:           Wireless retail postpaid         1.28 %         1.26 %         1.24 %         1.19 %           Wireless retail postpaid phones         1.00 %         1.07 %         0.99 %         0.99 %           Revenue Statistics (in millions):           Wireless service revenue         \$ 2,869         \$ 2,681         7.0         \$ 11,188         \$ 10,484           Fios revenues         \$ 242         \$ 226         7.1         \$ 967         \$ 883	Net Add Detail ('000):										
Wireless retail postpaid phones (1)         202         131         54.2         698         625           Fios video         —         —         -         *         3         3           Fios Internet         4         5         (20.0)         20         22           Fios digital         4         5         (20.0)         23         25           Broadband         (3)         (5)         40.0         (12)         (17)           Voice         (99)         (129)         23.3         (440)         (493)           Churn Rate:           Wireless retail postpaid         1.28 %         1.26 %         1.24 %         1.19 %           Wireless retail postpaid phones         1.00 %         1.07 %         0.99 %         0.98 %           Revenue Statistics (in millions):           Wireless service revenue         \$ 2,869         \$ 2,681         7.0         \$ 11,188         \$ 10,484           Fios revenues         \$ 242         \$ 226         7.1         \$ 967         \$ 883	Wireless retail postpaid (1)		396		334	18.6		1,391		1,397	(0.4)
Fios Internet  4 5 (20.0) 20 22  Fios digital  4 5 (20.0) 23 25  Broadband (3) (5) 40.0 (12) (17)  Voice (99) (129) 23.3 (440) (493)   Churn Rate:  Wireless retail postpaid 1.28 % 1.26 % 1.24 % 1.19 %  Wireless retail postpaid phones 1.00 % 1.07 % 0.99 % 0.98 %  Revenue Statistics (in millions):  Wireless service revenue \$ 2,869 \$ 2,681 7.0 \$ 11,188 \$ 10,484  Fios revenues \$ 242 \$ 226 7.1 \$ 967 \$ 883			202		131	54.2		698		625	11.7
Fios Internet	Fios video		_		_	*		3		3	_
Fios digital 4 5 (20.0) 23 25 Broadband (3) (5) 40.0 (12) (17) Voice (99) (129) 23.3 (440) (493)  Churn Rate:  Wireless retail postpaid 1.28 % 1.26 % 1.24 % 1.19 % Wireless retail postpaid phones 1.00 % 1.07 % 0.99 % 0.98 %  Revenue Statistics (in millions):  Wireless service revenue \$ 2,869 \$ 2,681 7.0 \$ 11,188 \$ 10,484 Fios revenues \$ 242 \$ 226 7.1 \$ 967 \$ 883  Other Operating Statistics:	Fios Internet		4		5	(20.0)					(9.1)
Broadband (3) (5) 40.0 (12) (17) Voice (99) (129) 23.3 (440) (493)  Churn Rate:  Wireless retail postpaid 1.28 % 1.26 % 1.24 % 1.19 % Wireless retail postpaid phones 1.00 % 1.07 % 0.99 % 0.98 %  Revenue Statistics (in millions):  Wireless service revenue \$ 2,869 \$ 2,681 7.0 \$ 11,188 \$ 10,484 Fios revenues \$ 242 \$ 226 7.1 \$ 967 \$ 883  Other Operating Statistics:	Fios digital							23			(8.0)
Churn Rate:  Wireless retail postpaid 1.28 % 1.26 % 1.24 % 1.19 % Wireless retail postpaid phones 1.00 % 1.07 % 0.99 % 0.98 %  Revenue Statistics (in millions):  Wireless service revenue \$ 2,869 \$ 2,681 7.0 \$ 11,188 \$ 10,484 Fios revenues \$ 242 \$ 226 7.1 \$ 967 \$ 883  Other Operating Statistics:	Broadband		(3)		(5)			(12)		(17)	29.4
Wireless retail postpaid       1.28 %       1.26 %       1.24 %       1.19 %         Wireless retail postpaid phones       1.00 %       1.07 %       0.99 %       0.98 %    Revenue Statistics (in millions): Wireless service revenue       \$ 2,869 \$ 2,681 7.0 \$ 11,188 \$ 10,484 Fios revenues       \$ 242 \$ 226 7.1 \$ 967 \$ 883 Other Operating Statistics:	Voice		` '		. ,	23.3		` '		` '	10.8
Wireless retail postpaid phones       1.00 %       1.07 %       0.99 %       0.98 %         Revenue Statistics (in millions):         Wireless service revenue       \$ 2,869 \$ 2,681 7.0 \$ 11,188 \$ 10,484         Fios revenues       \$ 242 \$ 226 7.1 \$ 967 \$ 883    Other Operating Statistics:	Churn Rate:										
Revenue Statistics (in millions):         Wireless service revenue       \$ 2,869       \$ 2,681       7.0       \$ 11,188       \$ 10,484         Fios revenues       \$ 242       \$ 226       7.1       \$ 967       \$ 883    Other Operating Statistics:	Wireless retail postpaid		1.28 %		1.26 %			1.24 %		1.19 %	
Wireless service revenue       \$ 2,869 \$ 2,681 7.0 \$ 11,188 \$ 10,484         Fios revenues       \$ 242 \$ 226 7.1 \$ 967 \$ 883         Other Operating Statistics:	Wireless retail postpaid phones		1.00 %		1.07 %			0.99 %		0.98 %	
Wireless service revenue       \$ 2,869 \$ 2,681 7.0 \$ 11,188 \$ 10,484         Fios revenues       \$ 242 \$ 226 7.1 \$ 967 \$ 883         Other Operating Statistics:	Revenue Statistics (in millions):										
Fios revenues \$ 242 \$ 226 7.1 \$ 967 \$ 883  Other Operating Statistics:	, ,	\$	2.869	\$	2,681	7.0	\$	11,188	\$	10.484	6.7
			,					•			9.5
	Other Operating Statistics:										
			5.0 %		5.3 %						
Total wireless Internet postpaid base (2) 33.6 % 33.4 %			2.2 /0		,0			33.6 %		33.4 %	

## Footnotes:

Certain intersegment transactions with corporate entities have not been eliminated.

\* Not meaningful

<sup>(1)</sup> Connection net additions include certain adjustments.

<sup>(2)</sup> Statistics presented as of end of period.

# **Supplemental Information - Wireless Historical Financial Results**

The following supplemental schedule contains historical Wireless segment results and is provided to help investors understand trends in our new segment results.

(dollars in millions)

Unaudited	18	Mos. Ended 12/31/19	3	Mos. Ended 12/31/18	% Change	12	Mos. Ended 12/31/19	12	Mos. Ended 12/31/18	% Change
Operating Revenues										
Service	\$	16,330	\$	15,898	2.7	\$	65,044	\$	63,020	3.2
Equipment		6,771		6,821	(0.7)		21,563		22,258	(3.1)
Other		2,171		1,693	28.2		7,616		6,456	18.0
Total Operating Revenues		25,272		24,412	3.5		94,223		91,734	2.7
Operating Expenses										
Cost of services		2,668		2,351	13.5		10,129		9,251	9.5
Cost of equipment		7,255		7,128	1.8		22,954		23,323	(1.6)
Selling, general and administrative expense		4,984		4,552	9.5		18,045		16,604	8.7
Depreciation and amortization expense		2,226		2,395	(7.1)		9,066		9,736	(6.9)
Total Operating Expenses		17,133		16,426	4.3		60,194		58,914	2.2
Operating Income Operating Income Margin	\$	8,139 32.2 %	\$	7,986 32.7 %	1.9	\$	34,029 36.1 %	\$	32,820 35.8 %	3.7
Segment EBITDA	\$	10,365	\$	10,381	(0.2)	\$	43,095	\$	42,556	1.3
Segment EBITDA Margin		41.0 %		42.5 %			45.7 %		46.4 %	

### Footnotes:

The segment financial results and metrics above are adjusted to exclude the effects of special items.

# **Supplemental Information - Wireless Historical Operating Statistics**

The following supplemental schedule contains historical Wireless segment results and is provided to help investors understand trends in our new segment results.

Unaudited					12/3	31/19	12/31/18	% Change
Connections ('000)								
Retail postpaid					115,	698	113,353	2.1
Retail prepaid					4,	063	4,646	(12.5)
Total retail					119,	761	117,999	1.5
Unaudited	31	Mos. Ended 12/31/19	3 Mos. Ended 12/31/18		12 Mos. E 12/3	nded 31/19	12 Mos. Ended 12/31/18	% Change
Net Add Detail ('000) (1)				-	1			
Retail postpaid		1,248	1,220	2.3	2.	361	2,526	(6.5)
Retail prepaid		(121)	(90)			591)	(757)	21.9
Total retail		1,127	1,130	(0.3)		770	1,769	0.1
Account Statistics								
Retail postpaid accounts ('000) (2)					35,	401	35,427	(0.1)
Retail postpaid connections per account (2)					3	3.27	3.20	2.2
Retail postpaid ARPA (3)	\$	138.07	\$ 135.11	2.2	\$ 137	'.89	\$ 134.49	2.5
Churn Detail								
Retail postpaid		1.13 %	1.08 %		1.0	9 %	1.03 %	
Retail		1.29 %	1.24 %		1.2	7 %	1.23 %	
Retail Postpaid Connection Statistics (2)								
Total smartphone postpaid phone base					94.	0 %	92.2 %	
Total Internet postpaid base					20.	0 %	19.7 %	

### Footnotes:

- (1) Connection net additions include certain adjustments.
- (2) Statistics presented as of end of period.
- (3) Wireless retail postpaid ARPA average service revenue per account from retail postpaid accounts.

# **Supplemental Information - Wireline Historical Financial Results**

The following supplemental schedule contains historical Wireline segment results and is provided to help investors understand trends in our new segment results

results.										(dollars in millions)
Unaudited		3 Mos. Ended 12/31/19		Mos. Ended 12/31/18	% Change	12	12 Mos. Ended 12/31/19		Mos. Ended 12/31/18	% Change
Operating Revenues										
Consumer Markets	\$	3,121	\$	3,169	(1.5)	\$	12,518	\$	12,589	(0.6)
Enterprise Solutions		2,102		2,217	(5.2)		8,411		8,840	(4.9)
Partner Solutions		1,015		1,098	(7.6)		4,177		4,692	(11.0)
Business Markets		784		836	(6.2)		3,227		3,397	(5.0)
Other		51		53	(3.8)		224		242	(7.4)
Total Operating Revenues		7,073		7,373	(4.1)		28,557		29,760	(4.0)
Operating Expenses										
Cost of services		4,493		4,478	0.3		17,194		17,701	(2.9)
Selling, general and administrative expense		1,736		1,597	8.7		6,437		6,151	4.6
Depreciation and amortization expense		1,469		1,571	(6.5)		6,075		6,181	(1.7)
Total Operating Expenses		7,698		7,646	0.7		29,706		30,033	(1.1)
Operating Loss	\$	(625)	\$	(273)	*	\$	(1,149)	\$	(273)	*
Operating Loss Margin		(8.8)%		(3.7)%			(4.0)%		(0.9)%	
Segment EBITDA	\$	844	\$	1,298	(35.0)	\$	4,926	\$	5,908	(16.6)
Segment EBITDA Margin		11.9 %		17.6 %	. ,		17.2 %		19.9 %	

### Footnotes:

The segment financial results and metrics above are adjusted to exclude the effects of special items.

<sup>\*</sup> Not meaningful

# **Supplemental Information - Wireline Historical Operating Statistics**

The following supplemental schedule contains historical Wireline segment results and is provided to help investors understand trends in our new segment results.

Unaudited				12/31/2019	12/31/2018	% Change
Connections ('000)						
Fios video connections				4,229	4,451	(5.0)
Fios Internet connections				6,228	6,067	2.7
Fios digital voice residence connections				3,620	3,803	(4.8)
Fios digital connections				14,077	14,321	(1.7)
Broadband connections				6,956	6,961	(0.1)
Voice connections				10,713	11,732	(8.7)
Unaudited	3 Mos. Ended 12/31/19	3 Mos. Ended 12/31/18	% Change	12 Mos. Ended 12/31/19	12 Mos. Ended 12/31/18	% Change
Net Add Detail ('000)						
Fios video connections	(51)	(46)	(10.9)	(222)	(168)	(32.1)
Fios Internet connections	39	54	(27.8)	161	217	(25.8)
Fios digital voice residence connections	(52)	(30)	(73.3)	(182)	(102)	(78.4)
Fios digital connections	(64)	(22)	*	(243)	(53)	*
Broadband connections	(5)	3	*	(5)	2	*
Voice connections	(249)	(277)	10.1	(1,019)	(1,089)	6.4
Revenue Statistics						
Fios revenues (in millions)	\$ 3,070	\$ 3,046	0.8	\$ 12,192	\$ 11,939	2.1

### Footnotes:

<sup>\*</sup> Not meaningful