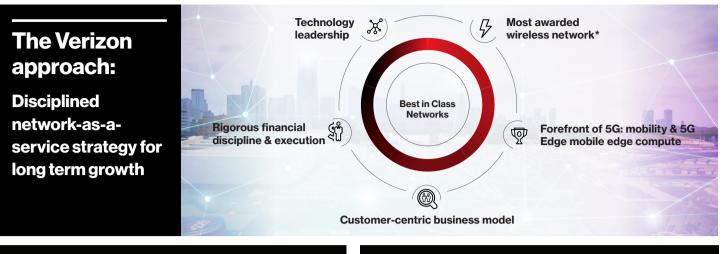
# Q3 2020 Highlights



Executing network strategy and promoting a purpose-driven culture to drive growth



#### Results

- Wireless postpaid net adds up 57% sequentially
- Highest total Fios internet net adds since 4Q '14
- Returned to Y/Y consolidated wireless service revenue growth
- Y/Y Adjusted EBITDA\*\* margin increase
- Adjusted EPS\*\* \$1.25, flat Y/Y, including (\$0.05) of COVID impact

## 🚔 Strengthened Network Leadership

- Continued network leadership: Recognized by J.D. Power, RootMetrics, OpenSignal and IDC MarketScape
- Deepened spectrum assets with acquisition of CBRS
- Launched 5G Nationwide and expanded 5G UWB
- OneFiber deployment on plan in 60+ markets

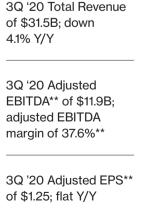
## 💼 Strategic Partnerships

- Announced agreement to acquire TracFone, bringing 20+ million prepaid customers to Verizon
- Collaborating with world class partners to enable future innovation in multiple industries
- Enhanced value with new Mix & Match Unlimited Plans; Disney Bundle (Disney+, Hulu & ESPN+) now included in Play More and Get More Unlimited

## Balance Sheet

- Strong balance sheet with diversified debt portfolio
- Ended quarter with cash balance of \$9B
- Overall net unsecured debt\*\* decreased Y/Y by \$1.3B

#### **Financial Summary**





3Q'20

Y/Y Growth 0.0%

3Q '19

## The 5G<sup>/</sup>America's Been Waiting For

- Verizon's 5G Ultra Wideband service now available in 55 cities, 43 stadiums and arenas, and 7 airports in the U.S.
- Continuing to innovate and advance 5G technology, doubling the download speeds on the fastest 5G in the world\*\*\*\*
- Verizon 5G Nationwide service available to more than 200 million people in 1,800 U.S. cities

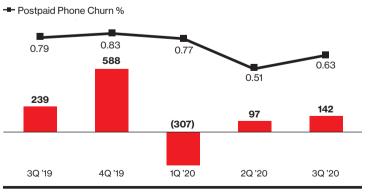


## Citizen Verizon Our plan for economic, environmental and social advancement

- Second \$1B Green Bond with 2 minority-owned firms as lead underwriters
- Committed \$1 million to We Mean Business coalition to help small businesses reduce their carbon emissions
- 2nd Citizen Verizon Assembly facilitated conversations about education inequality and mental health in schools
- Issued 2020 Diversity Representation Report
- Verizon Innovative Learning has reached over 450,000 students

#### **Consumer Trends**

Wireless Retail Postpaid Phone Net Adds (K)\*\*\*



#### **Business Trends**

Wireless Retail Postpaid Phone Net Adds (K)\*\*\*

--- Postpaid Phone Churn % 1.02 1.00 0.97 0.96 0.90 239 206 203 141 76 3Q '19 4Q '19 1Q '20 2Q '20 3Q '20

\*Rankings based on the RootMetrics' US State of the Mobile Union 1H 2020 Report \*\*Non-GAAP measure \*\*\*Includes certain adjustments \*\*\*\*Global claim from May 2020, based on Opensignal independent analysis of mobile measurements recorded during the period January 31 – April 30, 2020 © 2020 Opensignal Limited