



1st Quarter 2008 Earnings Conference Call

April 28, 2008

“Safe Harbor” Statement



NOTE: This news release contains statements about expected future events and financial results that are forward-looking and subject to risks and uncertainties. For those statements, we claim the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. The following important factors could affect future results and could cause those results to differ materially from those expressed in the forward-looking statements: materially adverse changes in economic and industry conditions and labor matters, including workforce levels and labor negotiations, and any resulting financial and/or operational impact, in the markets served by us or by companies in which we have substantial investments; material changes in available technology, including disruption of our suppliers' provisioning of critical products or services; the impact of natural or man-made disasters or litigation and any resulting financial impact not covered by insurance; technology substitution; an adverse change in the ratings afforded our debt securities by nationally accredited ratings organizations; the final results of federal and state regulatory proceedings concerning our provision of retail and wholesale services and judicial review of those results; the effects of competition in our markets; the timing, scope and financial impacts of our deployment of fiber-to-the-premises broadband technology; the ability of Verizon Wireless to continue to obtain sufficient spectrum resources; changes in our accounting assumptions that regulatory agencies, including the SEC, may require or that result from changes in the accounting rules or their application, which could result in an impact on earnings; and the ability to complete acquisitions and dispositions.

Throughout this presentation, results shown are adjusted for special items. 1Q 2007 growth rates are pro forma (VZ acquired MCI on 1/6/06).

Reconciliations to generally accepted accounting principles (GAAP) for non-GAAP financial measures included in this presentation can be found on our website at www.verizon.com/investor.

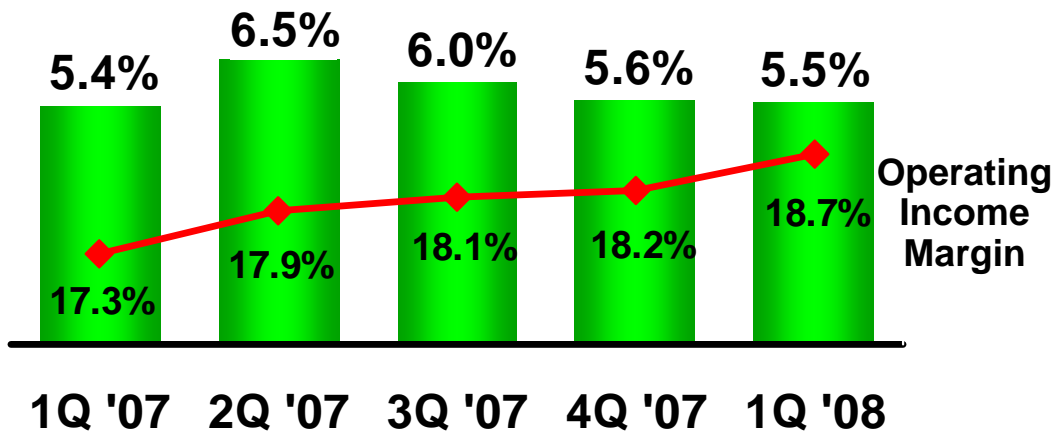
1Q '08 Headlines



- **Consolidated revenues grow 5.5%**
- **Wireless adds 1.5M customers & revenues up 13.2%**
- **FiOS TV adds 263K customers & triples base to 1.2M**
- **Broadband & video revenues exceed \$1B in quarter**
- **Enterprise strategic services revenues grow 23.5%**
- **Operating income margins increase 140 bps**
- **5 consecutive quarters of double-digit earnings growth**

Strong Results – Weathering Current Economic Uncertainty

Revenue Growth



- Continued mid-single digit revenue growth
 - ✓ 1Q Revenues up \$1.2B
- Expanding margins
 - ✓ 1Q Op. income up 14.2%
- Earnings growth
 - ✓ \$.61 diluted EPS from continuing ops., up 13%

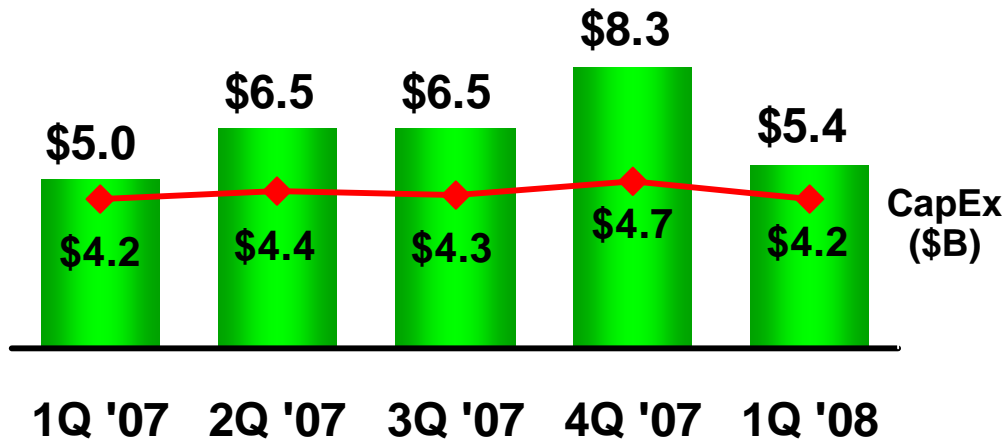
Continued Revenue Growth and Margin Expansion

Consolidated

Cash Flow & Balance Sheet



**Cash Flow From
Continuing Operations (\$B)**



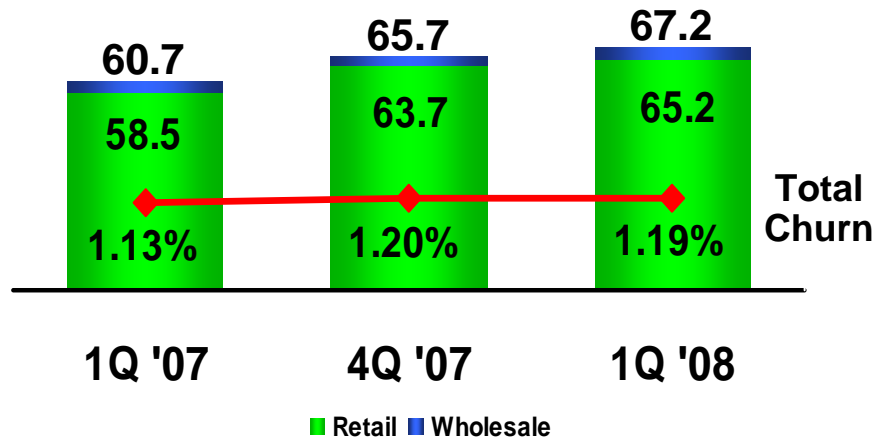
- Continued strong cash generation
 - ✓ 1Q CFFO up 6.9%
- Investing for growth
 - ✓ Spectrum & FiOS
- Returning value to shareowners
 - ✓ \$1B Share repurchases

Strong Balance Sheet & Cash Flows

Customer Growth

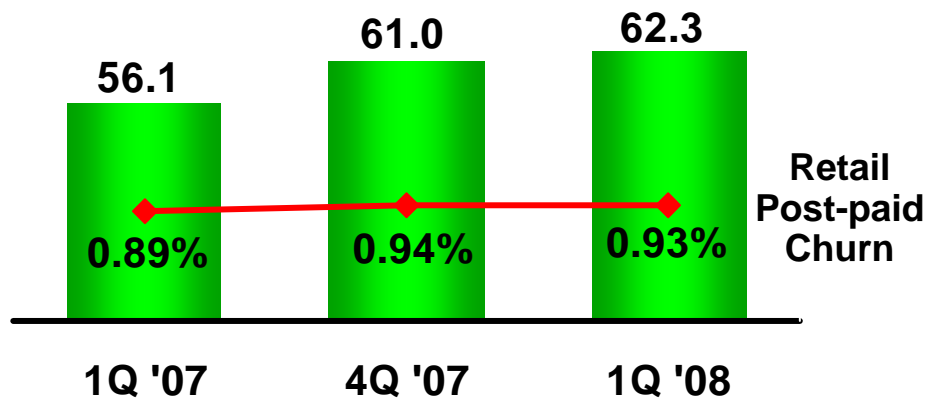


Total Customers (M)



- Strong subscriber growth
 - ✓ 1.5M total net adds
 - ✓ 6.5% growth in retail gross adds

Retail Post-paid Customers (M)



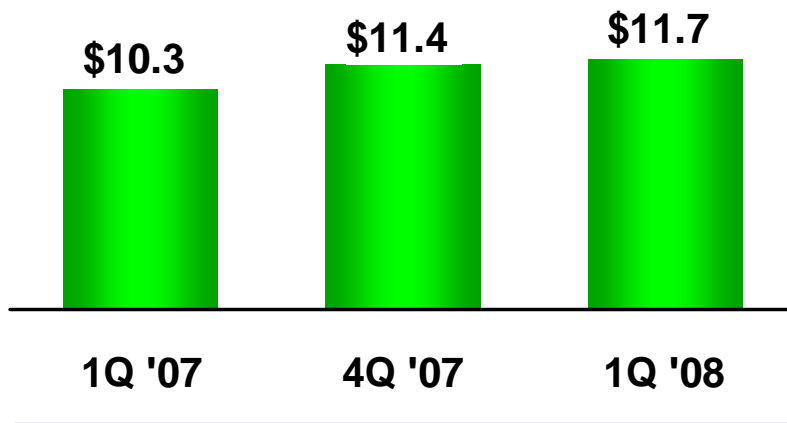
- High quality net adds
 - ✓ 1.5M retail net adds
 - ✓ 1.3M retail post-paid net adds
- Industry-leading churn

Continued Growth in Retail Customer Base

Revenue Growth

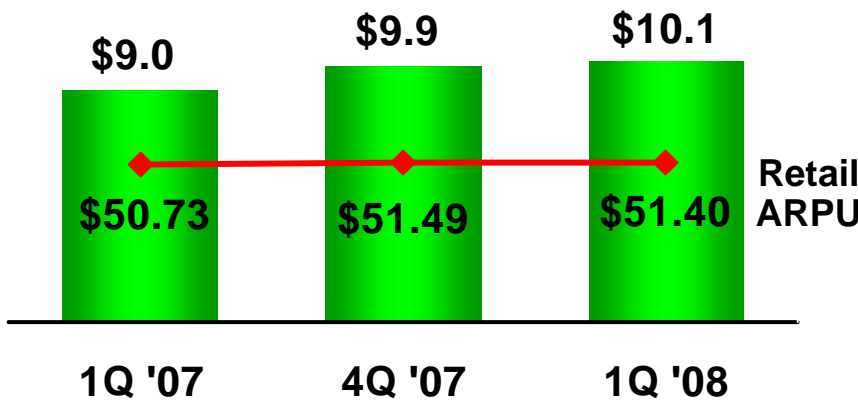


Total Revenue (\$B)



- Continued double-digit revenue growth
 - ✓ Total revenue up 13.2%
 - ✓ Service revenue up 12.8%

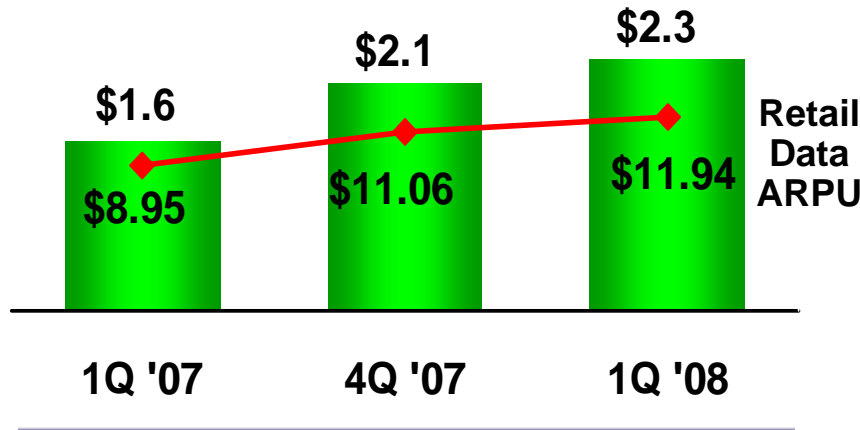
Total Service Revenue (\$B)



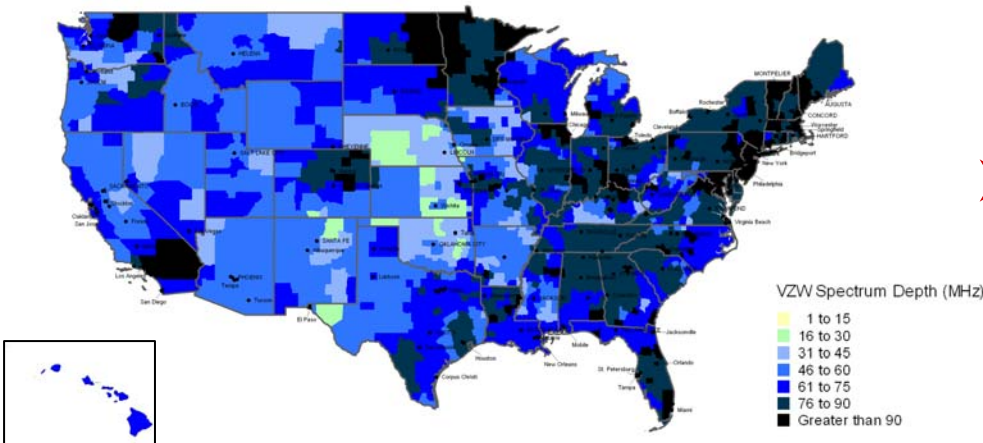
- Solid ARPU growth
 - ✓ Retail ARPU up 1.3%
 - ✓ Data ARPU up 34.2%

Sustaining Strong Revenue Growth

Total Data Revenue (\$B)



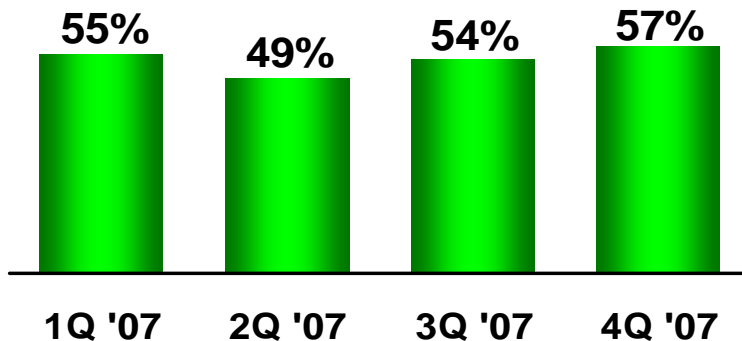
Spectrum Depth



- **Increasing demand for data**
 - ✓ Data is 23% of service revenue
 - ✓ Data revenue up 48.9%
- **Improved spectrum position**
 - ✓ 60% increase in spectrum inventory
 - ✓ Nationwide 700 MHz footprint
- **Enhanced Future Growth**
 - ✓ Open Development Initiative
 - ✓ LTE platform

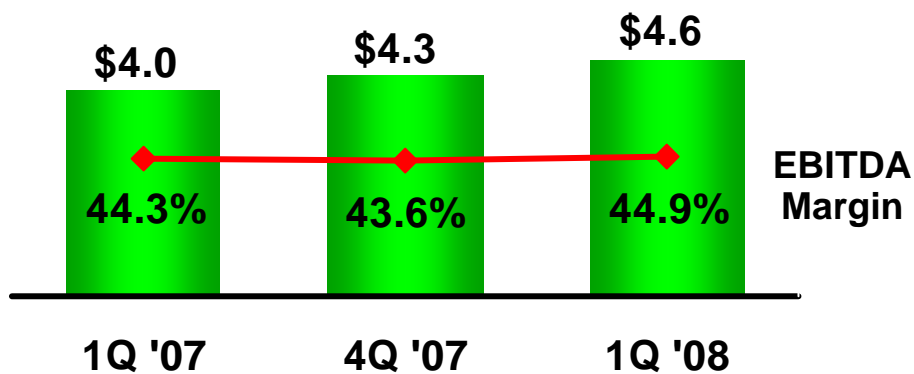
Continued Strong Growth in Wireless Data

Share of Post-paid Net Adds*



* VZW's share of top 4 carriers

EBITDA (\$B)



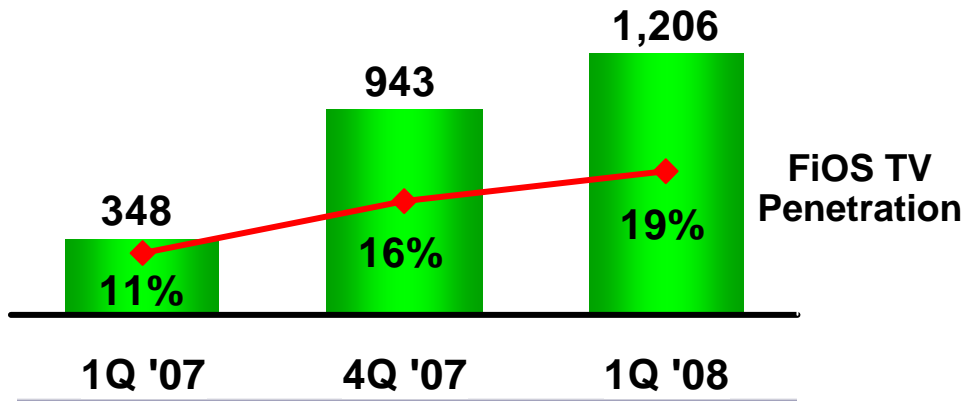
- Double-digit revenue growth
- Continue to dominate retail post-paid market
- Industry-leading customer loyalty
- Industry-leading profitability
- Well positioned for wireless data opportunity
- Investing for growth

Industry Leader in Innovation

Customer Growth



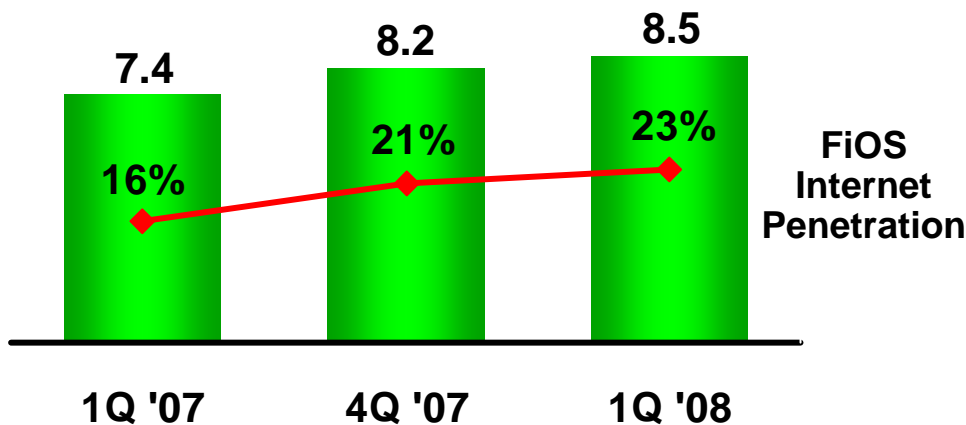
FiOS TV Customers (000)



➤ **Accelerating FiOS TV growth**

- ✓ 263K net adds, up 16% sequentially
- ✓ 247% growth in customer base

Broadband Subscribers (M)



➤ **Strong FiOS Internet growth**

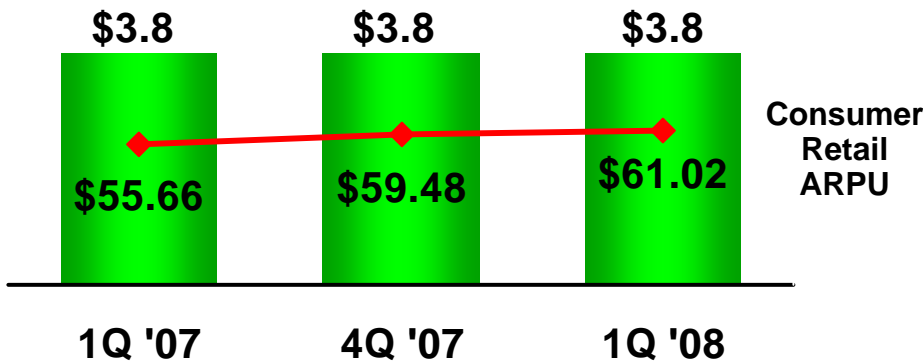
- ✓ 262K net adds, up 7% sequentially
- ✓ 1.8M customers, up 109%

Continued Broadband and Video Growth

Consumer Revenue



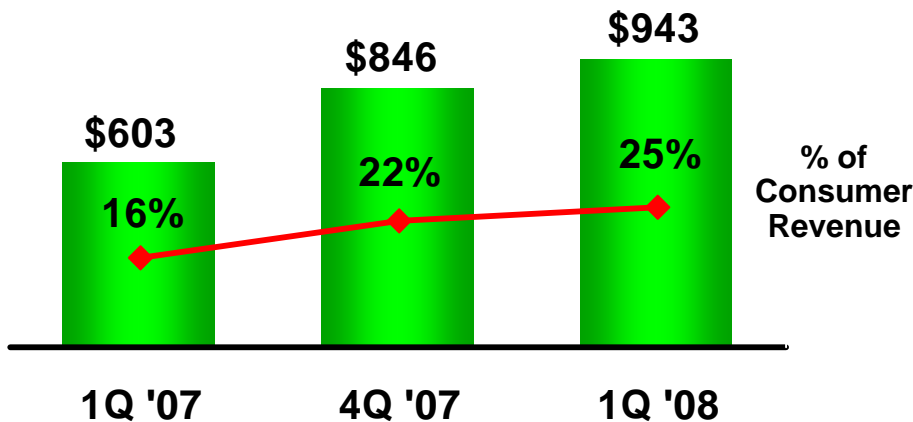
Consumer Revenue* (\$B)



➤ **Growth in revenue and ARPU**

- ✓ 0.9% growth in consumer revenue
- ✓ 9.6% increase in consumer ARPU

Broadband/Video Revenue (\$M)



➤ **Broadband & video driving growth**

- ✓ Revenue up 56%
- ✓ FiOS ARPU of \$129

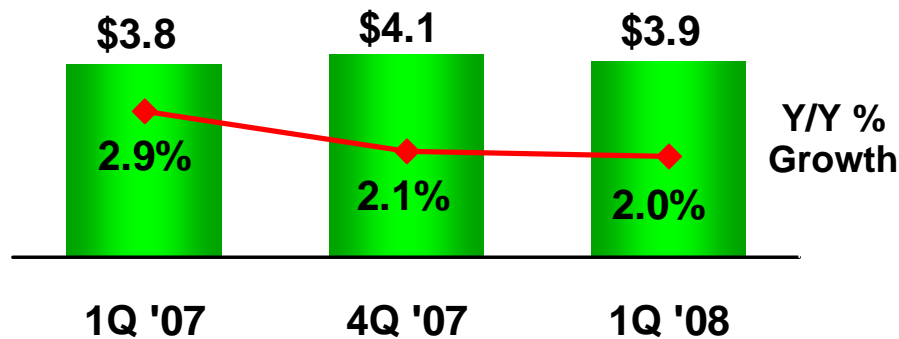
* Legacy Verizon

Broadband and Video Driving ARPU Growth

VZ Business Revenue

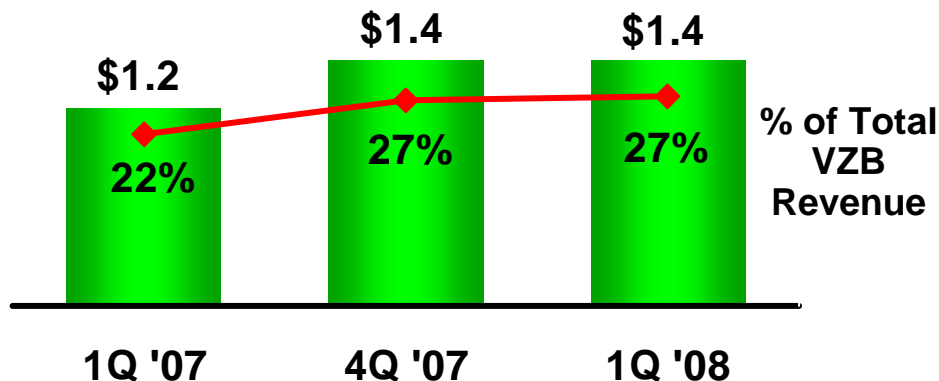


Global Enterprise Revenue* (\$B)



- Demand continues to be solid
 - ✓ 0.4% growth in total VZB revenue
 - ✓ 2.0% growth in global enterprise revenue

Strategic Services Revenue (\$B)



- Gains in strategic services
 - ✓ Revenues up 23.5%
 - ✓ 27% of total revenues

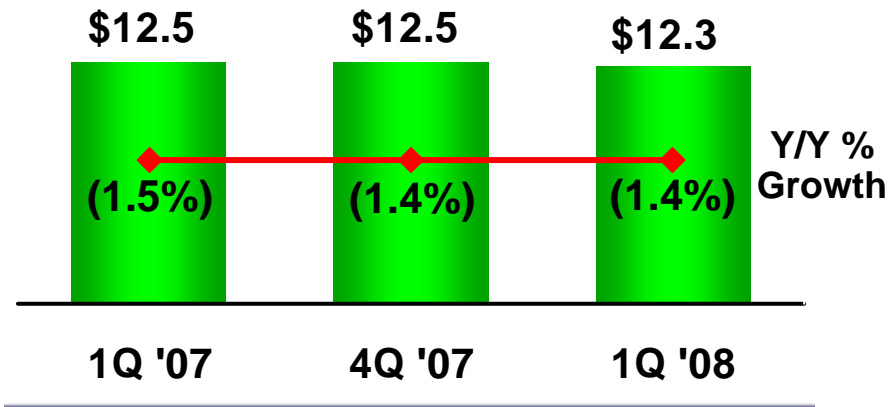
* Retail domestic & retail int'l

Well Positioned with Global Growth Opportunities

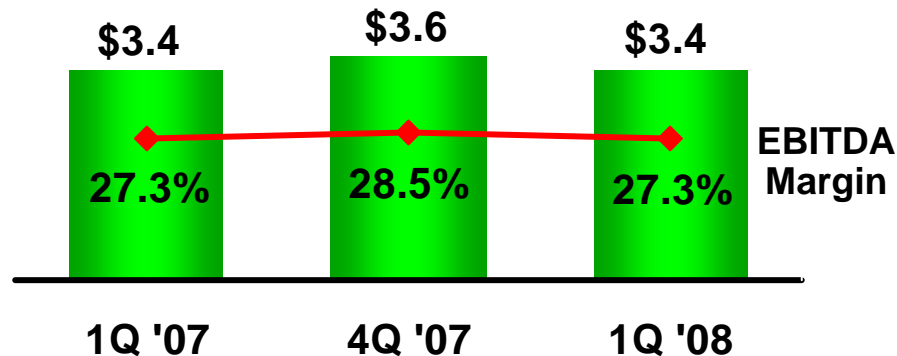
Summary



Total Revenue (\$B)



EBITDA (\$B)



- Continued shift to data
- Growing demand for key strategic products
- Targeting revenue growth improvement
- Significant opportunities to reduce costs
- Committed to margin expansion
- Investing for growth

Focused on Continued Improvements in Growth & Profitability

Summary



- **Strong results in quarter**
- **Growth strategy creating positive momentum**
- **Key growth areas performing well**
- **Operational initiatives in place to reduce costs**
- **Targeting margin expansion**
- **Investing for growth and improved productivity**
- **Returning value to shareholders**

Capable of Delivering Strong Results for the Long-Term