



# **1<sup>st</sup> QUARTER 2015 EARNINGS RESULTS**

**Fran Shammo**  
**Chief Financial Officer**

April 21, 2015



## “Safe Harbor” Statement

NOTE: In this presentation we have made forward-looking statements. These statements are based on our estimates and assumptions and are subject to risks and uncertainties. Forward-looking statements include the information concerning our possible or assumed future results of operations. Forward-looking statements also include those preceded or followed by the words “anticipates,” “believes,” “estimates,” “hopes” or similar expressions. 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, along with those discussed in our filings with the Securities and Exchange Commission (the “SEC”), could affect future results and could cause those results to differ materially from those expressed in the forward-looking statements: adverse conditions in the U.S. and international economies; the effects of competition in the markets in which we operate; material changes in technology or technology substitution; disruption of our key suppliers’ provisioning of products or services; changes in the regulatory environment in which we operate, including any increase in restrictions on our ability to operate our networks; breaches of network or information technology security, natural disasters, terrorist attacks or acts of war or significant litigation and any resulting financial impact not covered by insurance; our high level of indebtedness; an adverse change in the ratings afforded our debt securities by nationally accredited ratings organizations or adverse conditions in the credit markets affecting the cost, including interest rates, and/or availability of further financing; material adverse changes in labor matters, including labor negotiations, and any resulting financial and/or operational impact; significant increases in benefit plan costs or lower investment returns on plan assets; changes in tax laws or treaties, or in their interpretation; changes in 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 inability to implement our business strategies.

As required by SEC rules, we have provided a reconciliation of the non-GAAP financial measures included in this presentation to the most directly comparable GAAP measures in materials on our website at [www.verizon.com/about/investors](http://www.verizon.com/about/investors).



*CONSOLIDATED*  
**1Q '15 Overview**

---

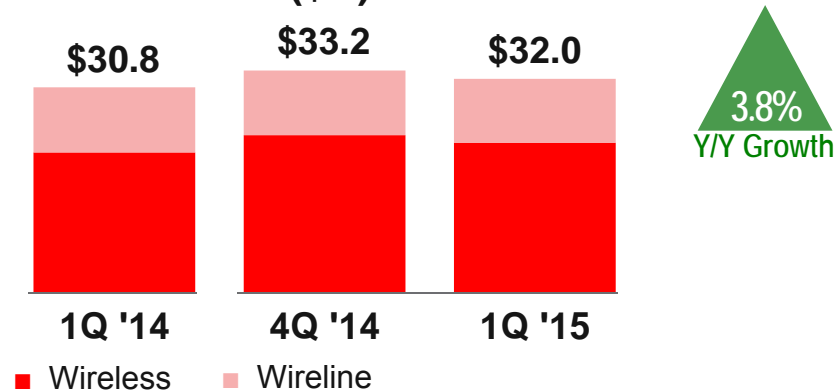
- **Strong operating and financial performance**
- **High-quality customer and earnings growth**
- **Consistent investment in networks and platforms**
- **Strong free cash flow generation**
- **Transactions create and return value to shareholders**
- **Positioning business for future growth**

**Strong quarter of execution; solid start to 2015**

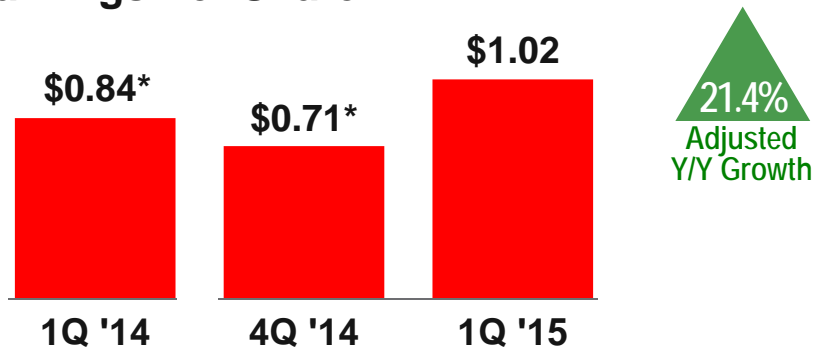


# CONSOLIDATED Financial Summary

## Total Revenue (\$B)



## Earnings Per Share



\* 1Q '14 and 4Q '14 are adjusted for non-operational items

\*\* Assumes 100% ownership of Verizon Wireless from 1/1/14 to 3/31/14

- Total revenue growth excluding divested public sector business of 4.2% Y/Y in 1Q '15
- 1Q '15 IoT and telematics revenue of approximately \$150M, up 25% Y/Y
- 1Q '15 EBITDA of \$11.9B, up 5.8% Y/Y\*
- 1Q '15 EBITDA margin of 37.4%, up 60 bps Y/Y\*
- EPS growth of 12.1% on a comparable basis Y/Y\*\*

**Strong top and bottom-line growth**



## CONSOLIDATED Cash Flow Summary

<i>(\$ in billions)</i>	1Q '14	1Q '15
Cash flow from operations	\$7.1	<b>\$10.2</b>
Capital expenditures	\$4.2	<b>\$3.7</b>
Free cash flow	\$3.0	<b>\$6.5</b>
Dividends paid	\$1.5	<b>\$2.2</b>
Total debt	\$109.8	<b>\$113.4</b>
Net debt to adjusted EBITDA	2.5x	<b>2.5x</b>

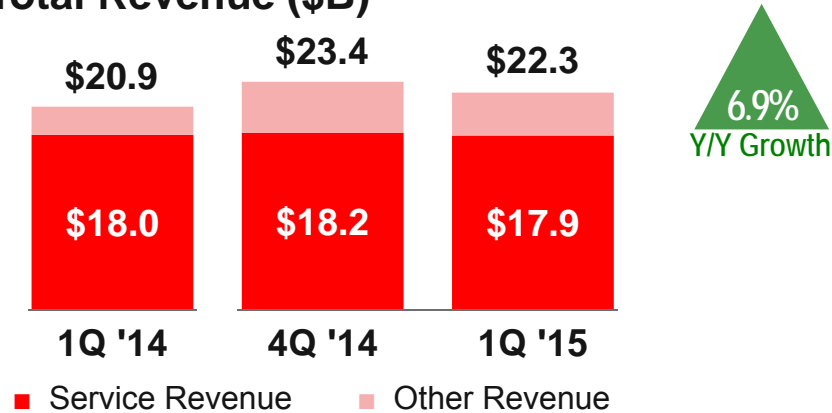
*Note: Amounts may not add due to rounding.*

**Strong cash generation and balance sheet enable shareowner returns**



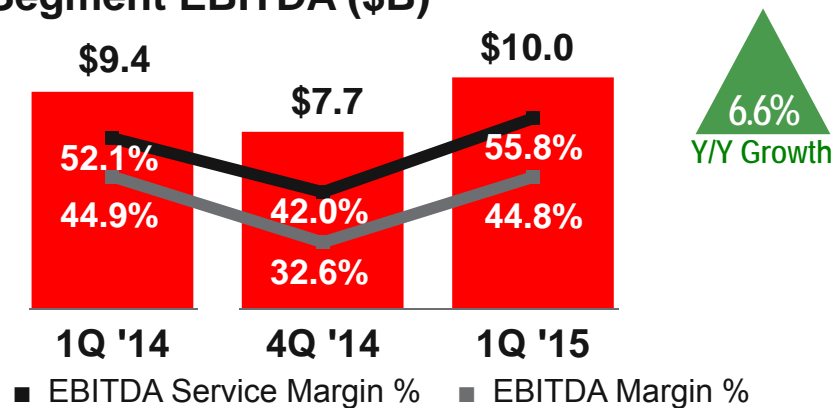
# WIRELESS Revenue & Profitability

## Total Revenue (\$B)



- Service revenue plus Edge installment billings up 3.1% Y/Y in 1Q '15
- Retail postpaid ARPA plus Edge installment billings up 1.5% Y/Y in 1Q '15
- 1Q '15 phone activations on Edge were about 39%
- Edge phone base of 10M at end of 1Q '15

## Segment EBITDA (\$B)

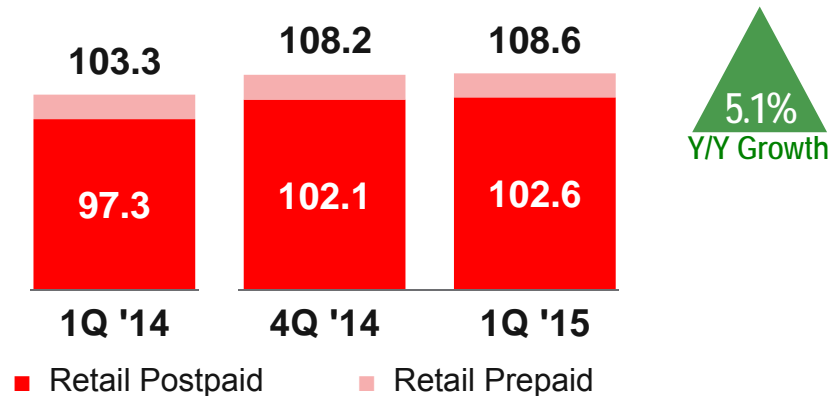


Revenue growth and profitability driven by high-quality connections



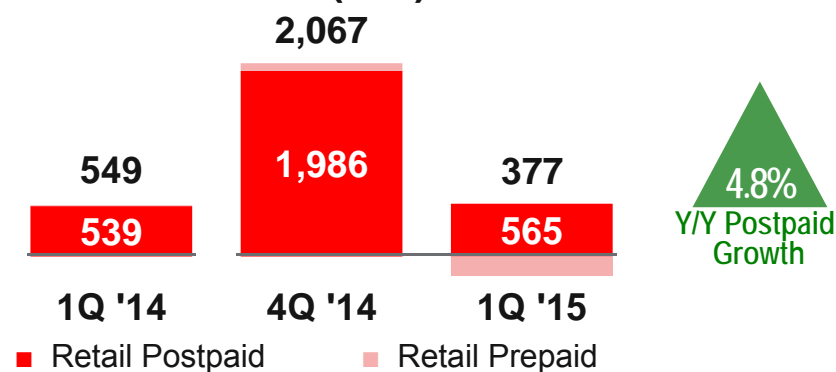
# WIRELESS Connections / Net Adds / Churn

## Retail Connections (M)



- Retail postpaid connections growth of 5.5% Y/Y in 1Q '15
- 565K retail postpaid net adds in 1Q '15\*
- Retail postpaid churn of 1.03% in 1Q '15
- 6.5% of retail postpaid base upgraded in 1Q '15
  - 90% were smartphones

## Retail Net Adds\* (000)



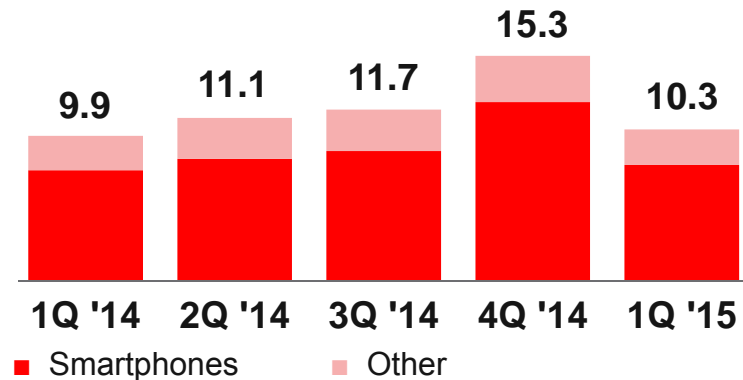
\* Excludes acquisitions and adjustments

High-quality retail postpaid connections base

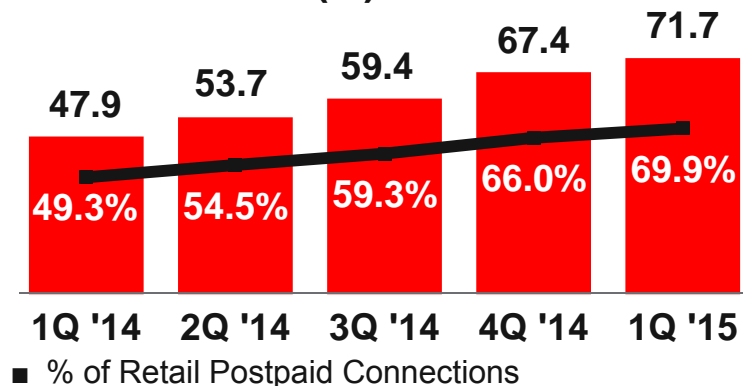


## WIRELESS Devices / 4G LTE

### Retail Postpaid Device Activations (M)



### 4G LTE Devices (M)



- 1Q '15 retail postpaid device activations up 4.4% Y/Y
- Smartphone penetration of 80%, up from 72% a year ago
- Industry leading in 4G LTE connections
  - Added 4.3M 4G LTE devices in 1Q '15
  - About 85% of smartphones are 4G LTE
- About 86% of total data traffic currently on 4G LTE network

4G device adoption driving increased usage on LTE network





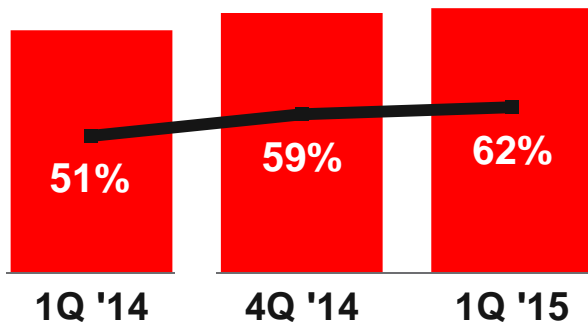
## WIRELINE Mass Markets

### Consumer Revenue (\$B)



- 11<sup>th</sup> consecutive quarter of 4% or higher consumer revenue growth Y/Y
- FiOS now 78% of consumer revenue
  - FiOS consumer revenue growth of 9.8% Y/Y in 1Q '15
- FiOS Internet subscribers
  - 6.7M subscribers, 133K net adds
  - 41.5% penetration
- FiOS Video subscribers
  - 5.7M subscribers, 90K net adds
  - 36.0% penetration

### Consumer FiOS Internet Subscribers



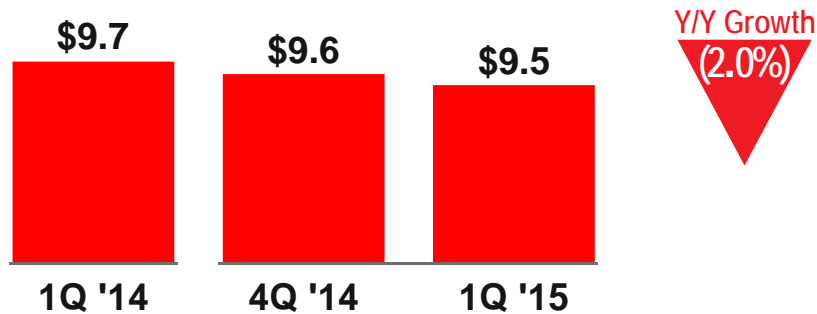
■ Quantum subscribers % of consumer FiOS Internet subscribers

FiOS continues to drive consumer growth



# WIRELINE Revenue & Profitability

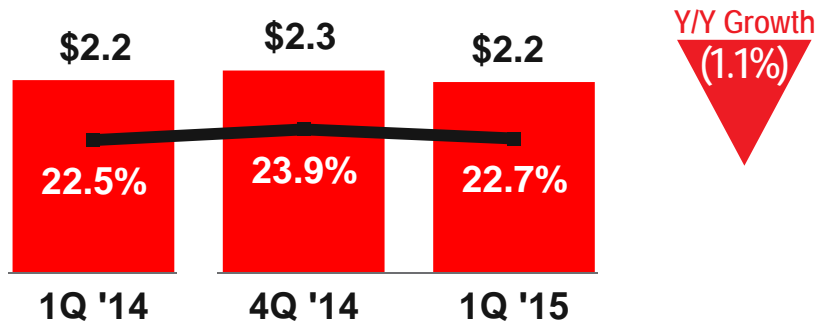
## Total Revenue (\$B)



- Total FiOS revenue grew 10.2% Y/Y in 1Q '15

- Global Enterprise revenue down 6.0% Y/Y in 1Q '15

## Segment EBITDA (\$B)



- Global Wholesale revenue down 3.7% Y/Y in 1Q '15

■ EBITDA Margin %

Relative stability excluding F/X impacts



*CONSOLIDATED*  
**Summary**

---

- **Strong financial performance in 1Q '15**
- **Consistent investment in networks and platforms**
- **Strong cash generation**
- **Focus on new products and services in video delivery and IoT**
- **Returning value to shareowners**

**Confident in ability to execute, grow profitably, and invest for the future**



# **1<sup>st</sup> QUARTER 2015 EARNINGS RESULTS**

**Fran Shammo**  
**Chief Financial Officer**

April 21, 2015