



# **INVESTOR QUARTERLY** **FIRST QUARTER 2011**

April 21, 2011

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# First Quarter 2011 Highlights

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## Consolidated

- > 51 cents in diluted earnings per share (EPS), compared with EPS of 16 cents and adjusted EPS (non-GAAP) of 48 cents in 1Q 2010.

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## Wireless

- > 6.3 percent year-over-year increase in service revenues in 1Q 2011; data revenues up 22.3 percent; 25.8 percent operating income margin and 43.7 percent Segment EBITDA margin on service revenues (non-GAAP).
- > 1.8 million net additions, excluding acquisitions and adjustments, includes 906,000 retail postpaid net customer additions; continued low retail postpaid churn of 1.01 percent.
- > 104.0 million total connections, includes 88.4 million retail customers.

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## Wireline

- > 207,000 net FiOS Internet and 192,000 net FiOS TV additions; 4.3 million total FiOS Internet connections and 3.7 million total FiOS TV connections.
- > 10.5 percent year-over-year increase in consumer ARPU; FiOS consumer retail revenues now represent approximately 54 percent of total consumer revenues.
- > 12.8 percent increase in strategic enterprise revenues, which now represent approximately 46 percent of total global enterprise revenues.

**NEW YORK** — Verizon Communications Inc. (NYSE, NASDAQ: VZ) today reported strong first-quarter 2011 earnings, as industry leader Verizon Wireless continued to effectively balance customer growth and profitability, while growth in FiOS and strategic enterprise services contributed to another quarter of improvement in wireline margins.

Verizon reported 51 cents in EPS in first-quarter 2011, compared with first-quarter 2010 earnings of 48 cents per share. There are no adjustments to first-quarter 2011 earnings results. Adjusted first-quarter 2010 earnings, excluding the impact of divestitures and non-operational charges (non-GAAP), were 48 cents per share.

### On Track to Meet Revenue and Earnings Objectives

"In the first quarter, Verizon Wireless solidified its industry leadership with results that once again showed sustainable, profitable growth," said Verizon Chairman and CEO Ivan Seidenberg. "We are executing on our business plans and building momentum, and we are on track to meet both our revenue and earnings objectives for the year."

Seidenberg added, "Wireline EBITDA margins expanded for the fourth consecutive quarter, driven by continued strength in FiOS revenues and disciplined cost management. Our strategic acquisition of Terremark, which closed earlier this month, improves our ability to provide integrated, enterprise-class cloud solutions and accelerate growth."

### Consolidated Revenue Growth Accelerates

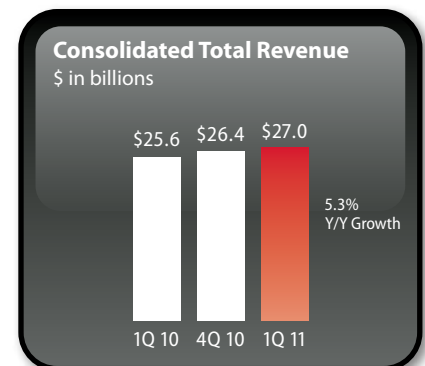
On a consolidated basis, Verizon's total operating revenues were \$27.0 billion in first-quarter 2011, an increase of 0.3 percent compared with first-quarter 2010. Last year's results included revenues from operations that have since been divested.

On a comparable basis (non-GAAP), first-quarter 2011 total operating revenues increased 5.3 percent compared with first-quarter 2010 — up from growth of 2.3 percent on the same basis comparing fourth-quarter 2010 with fourth-quarter 2009. Approximately 77 percent of first-quarter 2011 revenues were generated by higher-growth wireless, FiOS and strategic enterprise services, compared with approximately 72 percent of comparable first-quarter 2010 revenues.

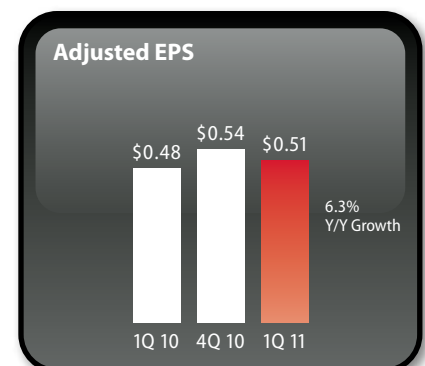
As previously stated, Verizon is targeting comparable top-line revenue growth rates in the range of 4 percent to 8 percent for full-year 2011. The company is also targeting EPS growth of 5 percent to 8 percent in 2011, over a comparable adjusted base of \$2.08 per share in 2010.

Verizon continues to expect 2011 capital spending to be essentially flat, compared with the 2010 investment of \$16.5 billion. In first-quarter 2011, Verizon's capital expenditures totaled \$4.4 billion, compared with \$3.4 billion in first-quarter 2010, as the company aggressively invested in growth opportunities, including the deployment of Verizon's nationwide 4G LTE (fourth-generation, Long-Term Evolution) wireless broadband network. With 4G LTE deployment well under way, Verizon's capitalized interest will be lower in 2011, resulting in higher interest expense of about \$150 million for each quarter this year.

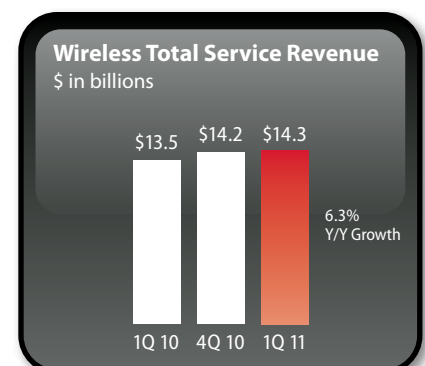
Cash flow from operations totaled \$5.0 billion in first-quarter 2011, down from \$7.1 billion in first-quarter 2010. Operating cash flow from higher net income in first-quarter



Note: Results above are adjusted for non-operational items



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2011 was offset by the launch of the iPhone and satisfaction of Verizon's full-year 2011 pension funding obligation of \$392 million. In addition, the first half of last year included cash flows from since-divested properties.

Verizon said its cash flow outlook for 2011 remains strong, and there is no change regarding the anticipated 2012 timing of a Verizon Wireless dividend to its parent companies.

The effective income tax rate attributable to Verizon for the first quarter was 30 percent. For full-year 2011, Verizon anticipates an effective tax rate to be in a range consistent with the past three quarters, post the Frontier and Alltel divestitures.

### Verizon Wireless Delivers Strong Operational and Financial Results

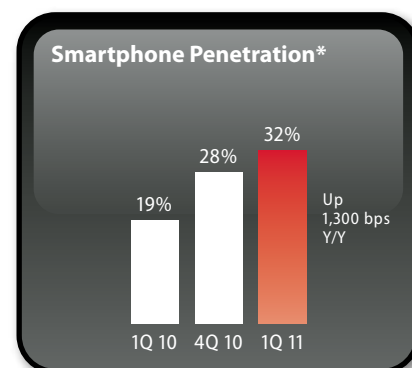
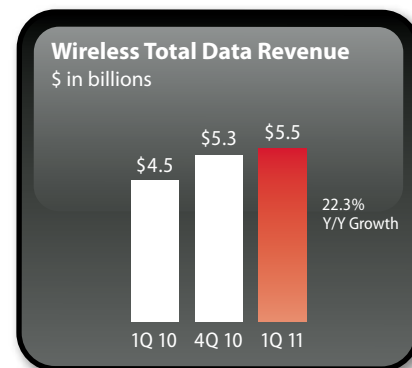
Verizon Wireless delivered strong growth in revenues, retail customers and other connections; increased retail postpaid ARPU (average monthly service revenue per user) and smartphone penetration; and delivered a strong EBITDA margin. In the first quarter of 2011:

#### Wireless Financial Highlights

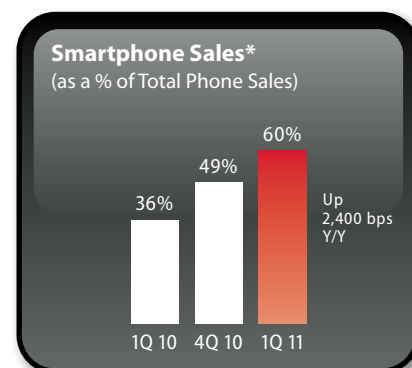
- > Service revenues in the quarter totaled \$14.3 billion, up 6.3 percent year over year. Data revenues were \$5.5 billion, up \$1.0 billion or 22.3 percent year over year, and represent 38.1 percent of all service revenues. Total revenues were \$16.9 billion, up 10.2 percent year over year.
- > Retail postpaid ARPU grew 2.2 percent over first-quarter 2010, to \$53.52. Retail postpaid data ARPU increased to \$20.51, up 17.3 percent year over year. Retail service ARPU also grew 2.2 percent, to \$51.88.
- > Wireless operating income margin was 25.8 percent. Segment EBITDA margin on service revenues (non-GAAP) was 43.7 percent.

#### Wireless Operational Highlights

- > Verizon Wireless added 1.8 million total connections, including 906,000 retail postpaid customers, and 897,000 wholesale and other connections. These additions exclude acquisitions and adjustments.
- > At the end of the first quarter, the company had 104.0 million total connections, an increase of 6.1 percent year over year, including 88.4 million retail customers and 15.6 million wholesale and other connections.
- > At the end of the first quarter, 32 percent of Verizon Wireless' retail postpaid customer phone base were smartphones, up from 28 percent at the end of fourth-quarter 2010.
- > Retail postpaid churn remained low at 1.01 percent, and total retail churn was 1.33 percent. Both improved year over year.
- > Following the launch of its 4G LTE mobile broadband network in 38 markets in December 2010, the company so far has named more than 100 additional markets where 4G LTE is being rolled out. By year-end, Verizon Wireless' 4G LTE network, the fastest and most advanced 4G LTE network in the U.S., is expected to be available in more than 175 markets, covering a population of more than 185 million people throughout the country.
- > The company introduced three 4G LTE devices: the ThunderBolt by HTC, the first 4G LTE smartphone; the Verizon USB551L, a modem made by Novatel Wireless; and a Samsung 4G LTE Mobile Hotspot.



\* Results reflect percentage of retail postpaid base.



\* Results reflect percentage of retail postpaid base.

- > Demand was strong for new LTE devices — as well as for Apple’s iPhone 4, which produced the most successful first-day sales in Verizon Wireless history when it was introduced in February to existing customers.
- > Verizon Wireless continued to invest in its 3G network, the nation’s largest and most reliable 3G network.
- > The company announced plans to open the Verizon Wireless Application Innovation Center in San Francisco later this year, where developers, engineers and others can work together on innovative applications that will run on the company’s 3G and 4G networks.

**Continued Wireline Margin Expansion and FiOS Growth**

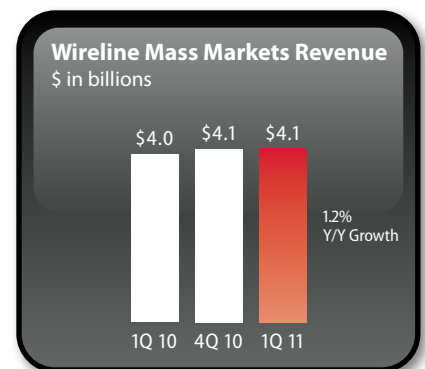
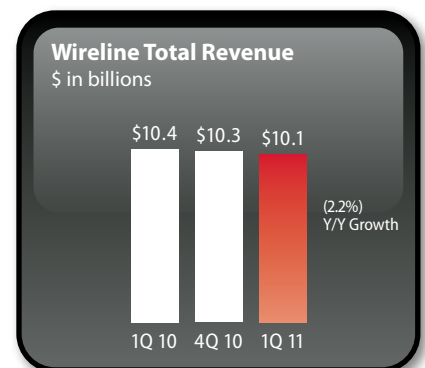
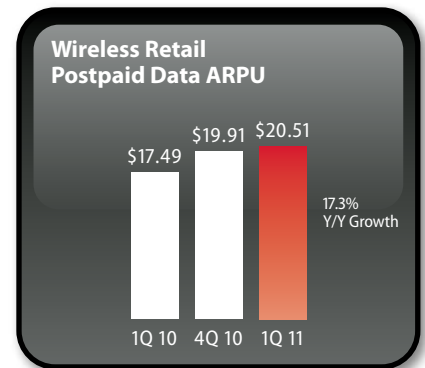
Verizon’s Wireline segment delivered continued margin expansion and growth in FiOS customers and revenues, as well as accelerated growth in revenues for strategic enterprise services. In the first quarter of 2011:

**Wireline Financial Highlights**

- > Segment EBITDA margin (non-GAAP) was 23.6 percent, compared with 21.1 percent in first-quarter 2010. This was Wireline’s fourth consecutive quarter of sequential margin expansion.
- > First-quarter 2011 operating revenues were \$10.1 billion, a decline of 2.2 percent compared with first-quarter 2010. This is an improvement from a decline of 2.8 percent comparing fourth-quarter 2010 to fourth-quarter 2009. First-quarter 2011 total operating expenses were \$9.9 billion, a decline of 3.9 percent compared with first-quarter 2010.
- > Revenues for Verizon’s FiOS fiber-optic services to consumer retail customers generated approximately 54 percent of consumer wireline revenues in first-quarter 2011, compared with approximately 45 percent in first-quarter 2010.
- > Consumer revenues grew 1.9 percent compared with first-quarter 2010. Consumer ARPU for wireline services was \$90.55 in first-quarter 2011, up 10.5 percent compared with first-quarter 2010. ARPU for FiOS customers continues to be more than \$146.
- > Global enterprise revenues totaled \$3.8 billion in the quarter, up 1.0 percent compared with first-quarter 2010. Sales of strategic enterprise services — such as security and IT solutions, as well as strategic networking — increased 12.8 percent compared with first-quarter 2010, and accelerated from a growth rate of 8.0 percent comparing fourth-quarter 2010 with fourth-quarter 2009. Strategic services now represent approximately 46 percent of global enterprise revenues.

**Wireline Operational Highlights**

- > Verizon added 207,000 net new FiOS Internet connections and 192,000 net new FiOS TV connections in first-quarter 2011. Verizon had 4.3 million FiOS Internet and 3.7 million FiOS TV connections at the end of the quarter.
- > FiOS Internet penetration (subscribers as a percentage of potential subscribers) was 33.1 percent by the end of the first quarter, with the product available for sale to 13.0 million premises. This compares with 29.0 percent and 12.0 million, respectively, at the end of first-quarter 2010. FiOS TV penetration was 29.1 percent by the end of first-quarter 2011, with the product available for sale to 12.6 million premises. This compares with 25.4 percent and 11.5 million, respectively, at the end of first-quarter 2010.



> Broadband connections totaled 8.5 million at the end of first-quarter 2011, a 3.0 percent year-over-year increase. FiOS Internet connections more than offset a decrease in DSL-based HSI connections, leading to a net increase of 98,000 broadband connections from fourth-quarter 2010. These are the most broadband net additions since second-quarter 2009. Total voice connections, which measures FiOS Digital Voice connections in addition to traditional switched access lines, declined 8.2 percent to 25.5 million — the smallest year-over-year decline since first-quarter 2008.

> During the quarter, Verizon moved decisively to accelerate its “everything-as-a-service” enterprise cloud strategy by announcing its acquisition of cloud and managed IT infrastructure leader Terremark Worldwide, which closed in April.

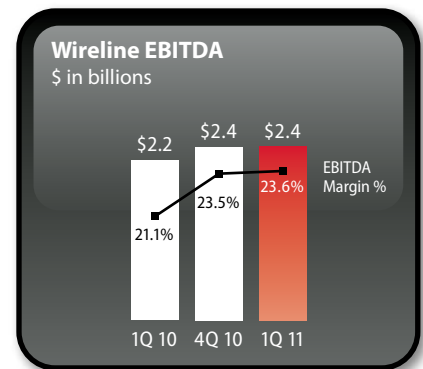
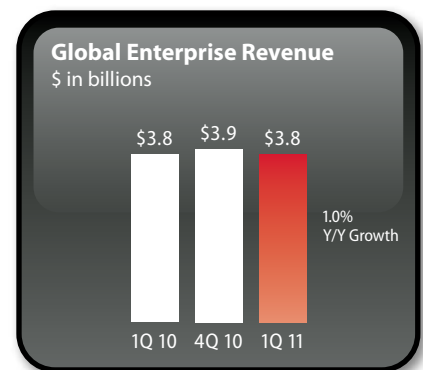
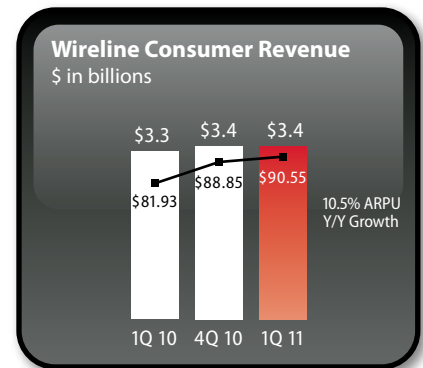
> Verizon continued to deploy secure IT and communications solutions that enable better business outcomes for multinational enterprise, medium-sized and government customers. These included a new cloud-based unified communications service, an enhanced set of Enterprise Identity Management offerings, and delivery of SAP’s Customer Relationship Management service through Verizon’s flagship cloud offering, Computing as a Service. In addition, Verizon completed new agreements during the quarter with a range of multinational corporations, including Delphi Automotive.

> Verizon expanded its global network infrastructure, continuing to broaden its global scope and capabilities. The company installed 38 additional Private IP edge routers for a total of 852 edge routers in 238 sites throughout 63 countries; activated the first 100GE (gigabit Ethernet) transmission trunk between routers on Verizon’s backbone network; implemented Internet Protocol Version 6 (IPv6) on its public IP backbone in Europe and the Asia-Pacific regions; and activated 7,021 miles of the Europe India Gateway submarine cable system, which connects the United Kingdom, the Middle East, Africa and Asia.

> The Wireline workforce totaled 92,000 at the end of first-quarter 2011, a year-over-year decline of 16,000 (adjusted for divested operations), primarily as a result of incentive offers that led to voluntary separations.

*NOTE: Reclassifications of prior period amounts have been made, where appropriate, to reflect comparable operating results for the divestiture of overlapping wireless properties in 105 operating markets in 24 states during the first half of 2010; the wireless deferred revenue adjustment that was disclosed in Verizon’s Form 10-Q for the period ended June 30, 2010; and the spinoff to Frontier of local exchange and related landline assets in 14 states, effective on July 1, 2010. See the accompanying schedules and [www.verizon.com/investor](http://www.verizon.com/investor) for reconciliations to generally accepted accounting principles (GAAP) for non-GAAP financial measures cited in this document.*

*NOTE: This presentation 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: the effects of adverse conditions in the U.S. and international economies; the effects of competition in our markets; materially adverse changes in labor matters, including labor negotiations, and any resulting financial and/or operational impact; the effect of material changes in available technology; any disruption of our key suppliers’ provisioning of products or services; significant increases in benefit plan costs or lower investment returns on plan assets; the impact of natural disasters, terrorist attacks, breaches of network or information technology security or existing or future 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 or adverse conditions in the credit markets impacting the cost, including interest rates, and/or availability of financing; any changes in the regulatory environments in which we operate, including any increase in restrictions on our ability to operate our networks; the timing, scope and financial impact of our deployment of broadband technology; 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; our ability to complete acquisitions and dispositions; and the inability to implement our business strategies.*



## Condensed Consolidated Statements of Income

(dollars in millions, except per share amounts)

Unaudited	3 Mos. Ended 3/31/11	3 Mos. Ended 3/31/10	% Change
<b>Operating Revenues</b>	<b>\$ 26,990</b>	\$ 26,913	0.3
<b>Operating Expenses</b>			
Cost of services and sales	11,229	10,652	5.4
Selling, general & administrative expense	7,284	7,698	(5.4)
Depreciation and amortization expense	4,024	4,122	(2.4)
<b>Total Operating Expenses</b>	<b>22,537</b>	22,472	0.3
<b>Operating Income</b>	<b>4,453</b>	4,441	0.3
Equity in earnings of unconsolidated businesses	101	133	(24.1)
Other income and (expense), net	36	46	(21.7)
Interest expense	(709)	(680)	4.3
<b>Income Before Provision for Income Taxes</b>	<b>3,881</b>	3,940	(1.5)
Provision for income taxes	(617)	(1,622)	(62.0)
<b>Net Income</b>	<b>\$ 3,264</b>	\$ 2,318	40.8
Net income attributable to noncontrolling interest	\$ 1,825	\$ 1,875	(2.7)
Net income attributable to Verizon	1,439	443	*
<b>Net Income</b>	<b>\$ 3,264</b>	\$ 2,318	40.8
<b>Basic Earnings per Common Share</b>			
Net income attributable to Verizon	\$ .51	\$ .16	*
<i>Weighted average number of common shares (in millions)</i>	<b>2,830</b>	2,836	
<b>Diluted Earnings per Common Share<sup>(1)</sup></b>			
Net income attributable to Verizon	\$ .51	\$ .16	*
<i>Weighted average number of common shares-assuming dilution (in millions)</i>	<b>2,834</b>	2,837	

### Footnotes:

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

Certain reclassifications have been made, where appropriate, to reflect comparable operating results.

\* Not meaningful



## Condensed Consolidated Balance Sheets

Unaudited	3/31/11	12/31/10	(dollars in millions) \$ Change
<b>Assets</b>			
Current assets			
Cash and cash equivalents	\$ 14,007	\$ 6,668	\$ 7,339
Short-term investments	723	545	178
Accounts receivable, net	11,028	11,781	(753)
Inventories	1,245	1,131	114
Prepaid expenses and other	2,920	2,223	697
Total current assets	29,923	22,348	7,575
Plant, property and equipment	211,704	211,655	49
Less accumulated depreciation	123,459	123,944	(485)
	88,245	87,711	534
Investments in unconsolidated businesses	3,732	3,497	235
Wireless licenses	73,049	72,996	53
Goodwill	21,993	21,988	5
Other intangible assets, net	5,655	5,830	(175)
Other assets	5,511	5,635	(124)
<b>Total Assets</b>	<b>\$ 228,108</b>	<b>\$ 220,005</b>	<b>\$ 8,103</b>
<b>Liabilities and Equity</b>			
Current liabilities			
Debt maturing within one year	\$ 11,823	\$ 7,542	\$ 4,281
Accounts payable and accrued liabilities	13,810	15,702	(1,892)
Other	7,114	7,353	(239)
Total current liabilities	32,747	30,597	2,150
Long-term debt	49,374	45,252	4,122
Employee benefit obligations	27,543	28,164	(621)
Deferred income taxes	23,578	22,818	760
Other liabilities	6,002	6,262	(260)
Equity			
Common stock	297	297	—
Contributed capital	37,914	37,922	(8)
Reinvested earnings	4,427	4,368	59
Accumulated other comprehensive income	1,293	1,049	244
Common stock in treasury, at cost	(5,189)	(5,267)	78
Deferred compensation — employee stock ownership plans and other	246	200	46
Noncontrolling interest	49,876	48,343	1,533
Total equity	88,864	86,912	1,952
<b>Total Liabilities and Equity</b>	<b>\$ 228,108</b>	<b>\$ 220,005</b>	<b>\$ 8,103</b>

## Verizon — Selected Financial and Operating Statistics

Unaudited	3/31/11	12/31/10
Total debt (in millions)	\$ 61,197	\$ 52,794
Net debt (in millions)	\$ 47,190	\$ 46,126
Net debt / Adjusted EBITDA <sup>(1)</sup>	1.4x	1.3x
Common shares outstanding end of period (in millions)	2,829	2,827
Total employees	196,200	194,400
Cash dividends declared per common share	\$ 0.4875	\$ 0.4875

## Footnotes:

(1) The adjusted EBITDA excludes the effects of non-recurring or non-operational items.

The unaudited condensed consolidated balance sheets are based on preliminary information.

## Condensed Consolidated Statements of Cash Flows

(dollars in millions)

Unaudited	3 Mos. Ended 3/31/11	3 Mos. Ended 3/31/10	\$ Change
<b>Cash Flows From Operating Activities</b>			
Net Income	\$ 3,264	\$ 2,318	\$ 946
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization expense	4,024	4,122	(98)
Employee retirement benefits	373	543	(170)
Deferred income taxes	790	2,445	(1,655)
Provision for uncollectible accounts	270	371	(101)
Equity in earnings of unconsolidated businesses, net of dividends received	(86)	(120)	34
Changes in current assets and liabilities, net of effects from acquisition/disposition of businesses	(2,070)	(1,043)	(1,027)
Other, net	(1,530)	(1,552)	22
Net cash provided by operating activities	5,035	7,084	(2,049)
<b>Cash Flows From Investing Activities</b>			
Capital expenditures (including capitalized software)	(4,363)	(3,423)	(940)
Acquisitions of licenses, investments and businesses, net of cash acquired	(104)	(274)	170
Net change in short-term investments	24	(40)	64
Other, net	68	114	(46)
Net cash used in investing activities	(4,375)	(3,623)	(752)
<b>Cash Flows From Financing Activities</b>			
Proceeds from long-term borrowings	6,440	—	6,440
Repayments of long-term borrowings and capital lease obligations	(552)	(519)	(33)
Increase (decrease) in short-term obligations, excluding current maturities	2,384	(97)	2,481
Dividends paid	(1,379)	(1,347)	(32)
Proceeds from sale of common stock	70	—	70
Other, net	(284)	(470)	186
Net cash provided by (used in) financing activities	6,679	(2,433)	9,112
<b>Increase in cash and cash equivalents</b>	<b>7,339</b>	<b>1,028</b>	<b>6,311</b>
<b>Cash and cash equivalents, beginning of period</b>	<b>6,668</b>	<b>2,009</b>	<b>4,659</b>
<b>Cash and cash equivalents, end of period</b>	<b>\$ 14,007</b>	<b>\$ 3,037</b>	<b>\$ 10,970</b>

## Verizon Wireless — Selected Financial Results

(dollars in millions)

Unaudited	3 Mos. Ended 3/31/11	3 Mos. Ended 3/31/10	% Change
<b>Revenues</b>			
Retail service	\$ 13,674	\$ 13,034	4.9
Other service	637	432	47.5
Service	14,311	13,466	6.3
Equipment	1,689	992	70.3
Other	881	854	3.2
<b>Total Revenues</b>	<b>16,881</b>	15,312	10.2
<b>Operating Expenses</b>			
Cost of services and sales	5,880	4,675	25.8
Selling, general & administrative expense	4,751	4,492	5.8
Depreciation and amortization expense	1,899	1,812	4.8
<b>Total Operating Expenses</b>	<b>12,530</b>	10,979	14.1
<b>Operating Income</b>	<b>\$ 4,351</b>	\$ 4,333	0.4
<b>Operating Income Margin</b>	<b>25.8%</b>	28.3%	
<b>Segment EBITDA</b>	<b>\$ 6,250</b>	\$ 6,145	1.7
<b>Segment EBITDA Service Margin</b>	<b>43.7%</b>	45.6%	

**Footnotes:**

The segment financial results and metrics above are adjusted to exclude the effects of non-recurring or non-operational items, as the Company's chief operating decision maker excludes these items in assessing business unit performance.

Intersegment transactions have not been eliminated.

Certain reclassifications have been made, where appropriate, to reflect comparable operating results.

## Verizon Wireless — Selected Operating Statistics

Unaudited	3/31/11	3/31/10	% Change
<b>Connections (000)</b>			
Retail postpaid	84,031	80,912	3.9
Retail prepaid	4,383	4,803	(8.7)
Retail	88,414	85,715	3.1
Wholesale & other connections	15,608	12,304	26.9
<b>Total connections</b>	<b>104,022</b>	<b>98,019</b>	<b>6.1</b>

Unaudited	3 Mos. Ended 3/31/11	3 Mos. Ended 3/31/10	% Change
<b>Net Add Detail<sup>(1)</sup> (000)</b>			
Retail postpaid	906	412	*
Retail prepaid	(27)	(146)	(81.5)
Retail	879	266	*
Wholesale & other connections	897	1,240	(27.7)
<b>Total connections</b>	<b>1,776</b>	<b>1,506</b>	<b>17.9</b>

**Churn Detail**

Retail postpaid	1.01%	1.05%	
Retail	1.33%	1.42%	

**Revenue & ARPU Statistics**

Total data revenues (in millions)	\$ 5,458	\$ 4,464	22.3
Retail postpaid data ARPU	\$ 20.51	\$ 17.49	17.3
Total data as a % of service revenues	38.1%	33.2%	
Retail service ARPU	\$ 51.88	\$ 50.78	2.2
Retail postpaid ARPU	\$ 53.52	\$ 52.36	2.2

**Retail Postpaid Connection Statistics**

Smartphone sales as a % of total phones	60.0%	35.6%	
% smartphone phone base	32.2%	18.6%	
% Internet base	7.3%	6.3%	

**Other Operating Statistics**

Capital expenditures (in millions)	\$ 2,735	\$ 1,770	54.5
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**Footnotes:**

(1) Connection net additions exclude acquisitions and adjustments.

The segment financial results and metrics above are adjusted to exclude the effects of non-recurring or non-operational items, as the Company's chief operating decision maker excludes these items in assessing business unit performance.

Intersegment transactions have not been eliminated.

Certain reclassifications have been made, where appropriate, to reflect comparable operating results.

\* Not meaningful

## Wireline — Selected Financial Results

(dollars in millions)

Unaudited	3 Mos. Ended 3/31/11	3 Mos. Ended 3/31/10	% Change
<b>Operating Revenues</b>			
Consumer retail	\$ 3,383	\$ 3,320	1.9
Small business	695	708	(1.8)
Mass Markets	4,078	4,028	1.2
Strategic services	1,774	1,573	12.8
Other	2,042	2,206	(7.4)
Global Enterprise	3,816	3,779	1.0
Global Wholesale	2,042	2,299	(11.2)
Other	211	269	(21.6)
<b>Total Operating Revenues</b>	<b>10,147</b>	10,375	(2.2)
<b>Operating Expenses</b>			
Cost of services and sales	5,462	5,741	(4.9)
Selling, general & administrative expense	2,290	2,450	(6.5)
Depreciation and amortization expense	2,107	2,063	2.1
<b>Total Operating Expenses</b>	<b>9,859</b>	10,254	(3.9)
<b>Operating Income</b>	<b>\$ 288</b>	\$ 121	*
<b>Operating Income Margin</b>	<b>2.8%</b>	1.2%	
<b>Segment EBITDA</b>	<b>\$ 2,395</b>	\$ 2,184	9.7
<b>Segment EBITDA Margin</b>	<b>23.6%</b>	21.1%	

**Footnotes:**

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

Intersegment transactions have not been eliminated.

Certain reclassifications have been made, where appropriate, to reflect comparable operating results.

\* Not meaningful

## Wireline — Selected Operating Statistics

Unaudited	3/31/11	3/31/10	% Change
<b>Connections (000)</b>			
FiOS TV Subscribers	3,664	2,914	25.7
FiOS Internet Subscribers	4,289	3,466	23.7
FiOS Digital Voice residence connections	977	93	*
FiOS Digital connections	8,930	6,473	38.0
HSI and other	4,201	4,775	(12.0)
Total Broadband connections	8,490	8,241	3.0
Primary residence switched access connections	11,359	13,258	(14.3)
Primary residence connections	12,336	13,351	(7.6)
Total retail residence voice connections	13,327	14,587	(8.6)
Total voice connections	25,454	27,719	(8.2)

Unaudited	3 Mos. Ended 3/31/11	3 Mos. Ended 3/31/10	% Change
<b>Net Add Detail (000)</b>			
FiOS TV Subscribers	192	164	17.1
FiOS Internet Subscribers	207	180	15.0
FiOS Digital Voice residence connections	160	74	*
FiOS Digital connections	559	418	33.7
HSI and other	(109)	(99)	10.1
Total Broadband connections	98	81	21.0
Primary residence switched access connections	(398)	(385)	3.4
Primary residence connections	(238)	(311)	(23.5)
Total retail residence voice connections	(289)	(378)	(23.5)
Total voice connections	(547)	(604)	(9.4)

**Revenue & ARPU Statistics**

Consumer ARPU	\$ 90.55	\$ 81.93	10.5
FiOS revenues (in millions)	\$ 1,941	\$ 1,569	23.7
Strategic services as a % of total Enterprise revenues	46.5%	41.6%	

**Other Operating Statistics**

Capital expenditures (in millions)	\$ 1,465	\$ 1,566	(6.4)
Wireline employees (000)	92.0	108.0	
FiOS Internet Open for Sale (000)	12,962	11,968	
FiOS Internet penetration	33.1%	29.0%	
FiOS Video Open for Sale (000)	12,585	11,479	
FiOS Video penetration	29.1%	25.4%	

**Footnotes:**

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

Intersegment transactions have not been eliminated.

Certain reclassifications have been made, where appropriate, to reflect comparable operating results.

\* Not meaningful



# News Items

## Verizon Sees Revenue and EPS Growth

**Jan 25, 2011** Verizon Communications Inc. (NYSE, NASDAQ: VZ) has positioned itself to “kick into a higher gear as we go forward,” Lowell McAdam, Verizon president and chief operating officer, told investors and analysts at a conference. The conference included a discussion of the company’s 2010 results and a strategic and financial overview of 2011 and beyond.

McAdam said, “Verizon’s superior asset base gives us a solid foothold in growth markets for broadband, wireless data, video and cloud services — businesses that are gaining scale and momentum, as we saw in the second half of 2010. Verizon has an unmatched strategic position in the growth markets of the future. Our focus is on leveraging these superior assets to deliver superior value to customers and investors.”

## Verizon First to Deploy Standards-Based 100G Ethernet on Long-Haul IP Backbone Network

**Mar 02, 2011** Verizon has deployed the first standards-based, multivendor 100 gigabit Ethernet link for an IP backbone on a portion of the company’s European long-haul network, increasing capacity and performance for customers. The deployment marks Verizon’s latest step in advancing 100G technology by implementing 100G Ethernet connections between routers on its IP network.

Using Juniper Networks routers and Ciena’s commercially-available 100G Ethernet coherent optical transport solution, Verizon implemented 100G Ethernet connections between routers on its European backbone network between Paris and Frankfurt, a distance of 893 kilometers (555 miles).

## Lowell McAdam, Verizon President and COO, Joins Verizon Board of Directors

**Mar 04, 2011** Verizon Communications Inc. announced the election of Lowell C. McAdam, Verizon president and chief operating officer, to the Verizon Board of Directors, effective immediately.

“This is another important step in the succession process at Verizon,” said Ivan Seidenberg, Verizon chairman and CEO, who has previously announced that he will retire later this year. “Following the board’s appointment of Lowell as president and COO last fall, we have been working to prepare Verizon’s leadership transition, and Lowell has provided outstanding leadership in running the day-to-day operations of the business.”

## Verizon Communications Declares Quarterly Dividend

**Mar 04, 2011** The Board of Directors of Verizon Communications Inc. (NYSE, NASDAQ:VZ) declared a quarterly dividend of 48.75 cents per outstanding share, unchanged from the previous quarter. The dividend is payable on May 2, 2011, to Verizon Communications shareowners of record at the close of business on April 8, 2011.

## iPad 2 On The Verizon Wireless 3G Network In Stores Nationwide On March 11

**Mar 10, 2011** Verizon Wireless announced that iPad 2 will be available at select Verizon Wireless stores nationwide beginning Friday, March 11 at 5 p.m. local time. Verizon Wireless will offer three iPad 2 models that run on the nation’s most reliable 3G network: \$629.99 for the 16 GB model, \$729.99 for the 32 GB model and \$829.99 for the 64 GB model, available in black or white.

## The ThunderBolt™ By HTC, The First 4G LTE Smartphone For Verizon Wireless Arrives March 17

**Mar 15, 2011** Verizon Wireless and HTC today announced that the ThunderBolt by HTC, exclusively from Verizon Wireless, is available on March 17 in Verizon Wireless Communications Stores and online at [www.verizonwireless.com](http://www.verizonwireless.com) for \$249.99 with a new two-year customer agreement. Powered by Android™ 2.2, the ThunderBolt by HTC is the first smartphone to take advantage of Verizon Wireless’ 4G LTE network.

## Verizon Wireless Brings 4G LTE To More Than 145 Markets By The End Of 2011

**Mar 22, 2011** Verizon Wireless unveiled an additional 59 markets that will benefit from the world’s first large-scale 4G LTE network by the end of this year. These newly named areas, added to the 39 initial markets launched in December 2010 and 49 markets announced at the Consumer Electronics Show in January, mean that consumers and businesses in at least 147 U.S. cities will have access to the fastest, most advanced 4G mobile network in America.

## Verizon Completes Terremark Acquisition

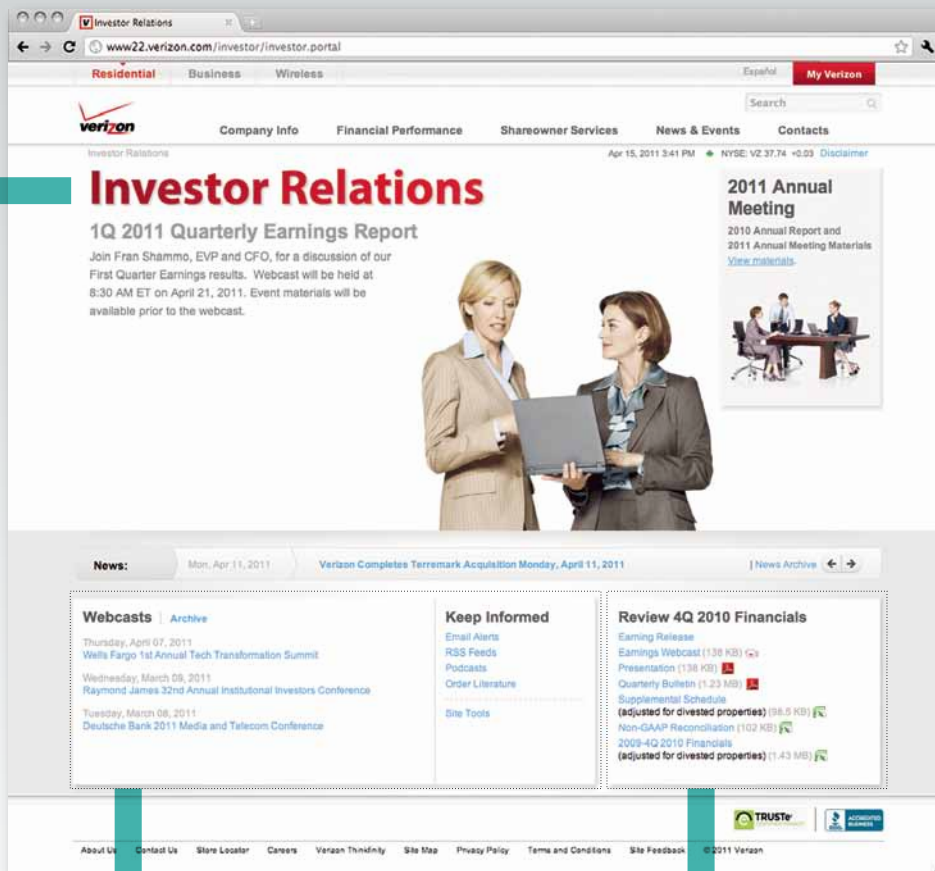
**Apr 11, 2011** Verizon Communications Inc. (NYSE, NASDAQ: VZ) closed its previously announced acquisition of Terremark Worldwide, Inc., clearing the way for Verizon to lead the rapidly evolving global managed IT infrastructure and cloud services market. The acquisition was completed via a short-form merger under Delaware law; therefore, no Terremark shareholder vote was required. Terremark will operate as a wholly-owned subsidiary of Verizon.



## Investor Relations

### 1Q 2011 Quarterly Earnings Report

Join Fran Shammo, EVP and CFO, for a discussion of our First Quarter Earnings results. Webcast will be held at 8:30 AM ET on April 21, 2011. Event materials will be available prior to the webcast.



### Webcasts | [Archive](#)

Thursday, April 07, 2011

[Wells Fargo 1st Annual Tech Transformation Summit](#)

Wednesday, March 09, 2011

[Raymond James 32nd Annual Institutional Investors Conference](#)

Tuesday, March 08, 2011

[Deutsche Bank 2011 Media and Telecom Conference](#)

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### Review 4Q 2010 Financials

[Earning Release](#)

[Earnings Webcast \(138 KB\)](#)

[Presentation \(138 KB\)](#)

[Quarterly Bulletin \(1.23 MB\)](#)

[Supplemental Schedule](#)

[\(adjusted for divested properties\) \(98.5 KB\)](#)

[Non-GAAP Reconciliation \(102 KB\)](#)

[2009-4Q 2010 Financials](#)

[\(adjusted for divested properties\) \(1.43 MB\)](#)

### Investor Quarterly is a publication of the Investor Relations staff.

John Doherty, Senior Vice President  
908.559.1720

[john.n.doherty@verizon.com](mailto:john.n.doherty@verizon.com)

Nancy Gudino, Executive Director  
908.559.6455

[nancy.gudino@verizon.com](mailto:nancy.gudino@verizon.com)

Kevin Tarrant, Executive Director  
908.559.6029

[kevin.r.tarrant@verizon.com](mailto:kevin.r.tarrant@verizon.com)

John Adams, Manager  
908.559.6033

[john.d.adams@verizon.com](mailto:john.d.adams@verizon.com)

### Written correspondence should be directed to:

Verizon Communications  
Investor Relations  
One Verizon Way  
Basking Ridge, NJ 07920

**Voice Mailbox**    **Office Fax**  
212.395.1525    908.630.2651

[verizon.com/investor](http://verizon.com/investor)