



# 2<sup>nd</sup> Quarter 2020 Results

JULY 30, 2020

# Important Information

## Caution Concerning Forward-looking Statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. In some cases, you can identify these so-called “forward-looking statements” by words such as “may,” “will,” “should,” “expects,” “plans,” “anticipates,” “believes,” “estimates,” “predicts,” “potential,” or “continue,” or the negative of these and other comparable words. We wish to take advantage of the “safe harbor” provided for by this Act, and we caution you that actual events or results may differ materially from the expectations we express in our forward-looking statements as a result of various risks and uncertainties, many of which are beyond our control. Factors that could cause our actual results to differ materially from these forward-looking statements include: (1) impacts from the COVID-19 pandemic, (2) changes in the competitive environment, (3) changes in business and economic conditions, (4) changes in our programming costs, (5) changes in laws and regulations, (6) changes in technology, (7) loss of key vendors, (8) adverse decisions in litigation matters, (9) risks associated with strategic initiatives, including the development of Peacock, and acquisitions such as Sky, (10) changes in assumptions underlying our critical accounting judgments and estimates, and (11) other risks described from time to time in reports and other documents we file with the Securities and Exchange Commission. We undertake no obligation to update any forward-looking statements. The amount and timing of share repurchases and dividends is subject to business, economic and other relevant factors.

## Non-GAAP Financial Measures

This presentation also includes certain non-GAAP financial measures, including Adjusted EBITDA, Adjusted EPS and Free Cash Flow. Refer to the Notes following this presentation for a description of our non-GAAP measures and we also provide reconciliations to the most directly comparable GAAP financial measures in our Form 8-K (Quarterly Earnings Release) announcing our quarterly earnings and in our trending schedules, which can be found on the SEC’s website at [www.sec.gov](http://www.sec.gov) and on our website at [www.cmcsa.com](http://www.cmcsa.com).

# 2<sup>nd</sup> Quarter 2020 Highlights



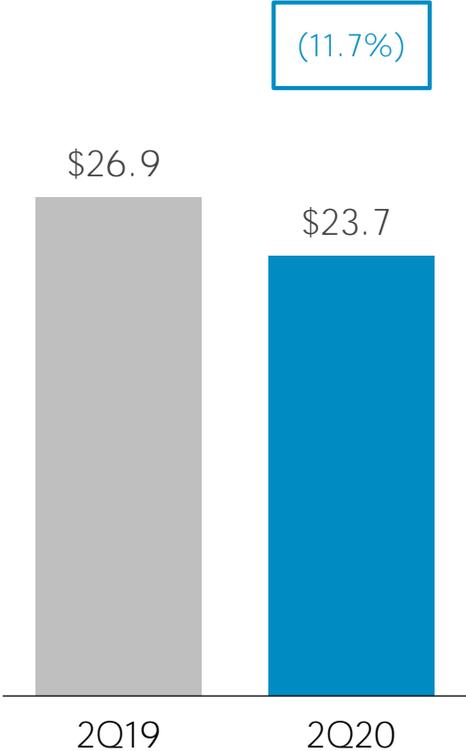
- ✓ \$23.7B in Revenue
- ✓ \$7.9B in Adjusted EBITDA
- ✓ \$6.0B in Free Cash Flow

	Revenue (\$B)	Adj. EBITDA (\$B)
<b>xfinity</b> COMCAST BUSINESS	\$14.4	\$6.2
<ul style="list-style-type: none"><li>• Added +217K customer relationships, best second quarter on record</li><li>• Adjusted EBITDA +5.5% driven by strength in high-speed internet</li></ul>		
<b>NBCUniversal</b>	\$6.1	\$1.6
<ul style="list-style-type: none"><li>• Launched Peacock free to Xfinity X1 and Flex customers on April 15, ahead of national debut on July 15, with 10M sign-ups to date</li><li>• Re-opened parks in Orlando and Japan after temporary closures due to COVID-19</li></ul>		
<b>sky</b>	\$4.1	\$0.7
<ul style="list-style-type: none"><li>• Key sports have returned including Premier League, Bundesliga and Serie A</li><li>• Successfully retained 99% of total customers and 95% of sports subscribers since the crisis began</li></ul>		

# Consolidated 2<sup>nd</sup> Quarter 2020 Financial Results

(\$ in billions, except per share data)

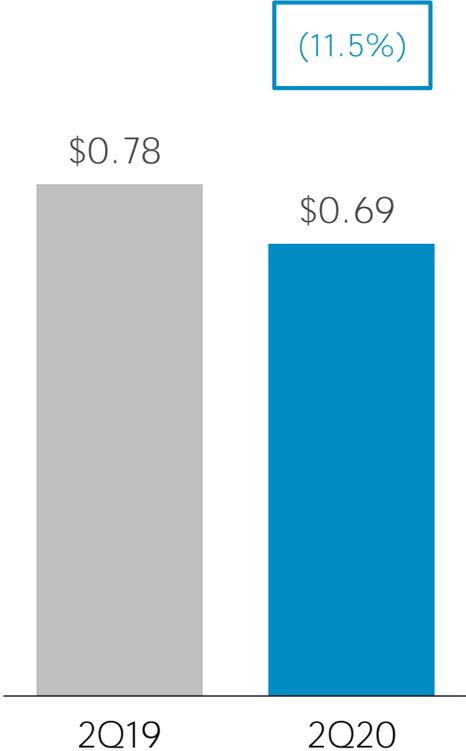
Revenue



Adjusted EBITDA



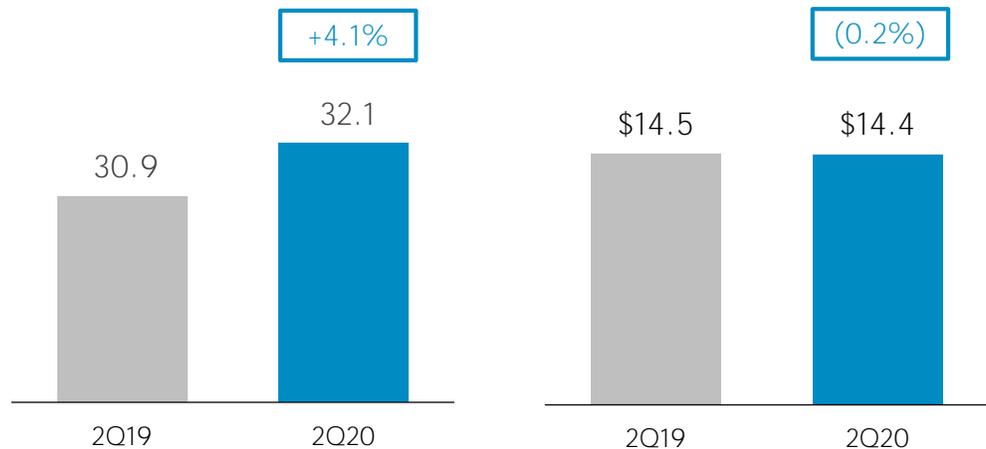
Adjusted EPS



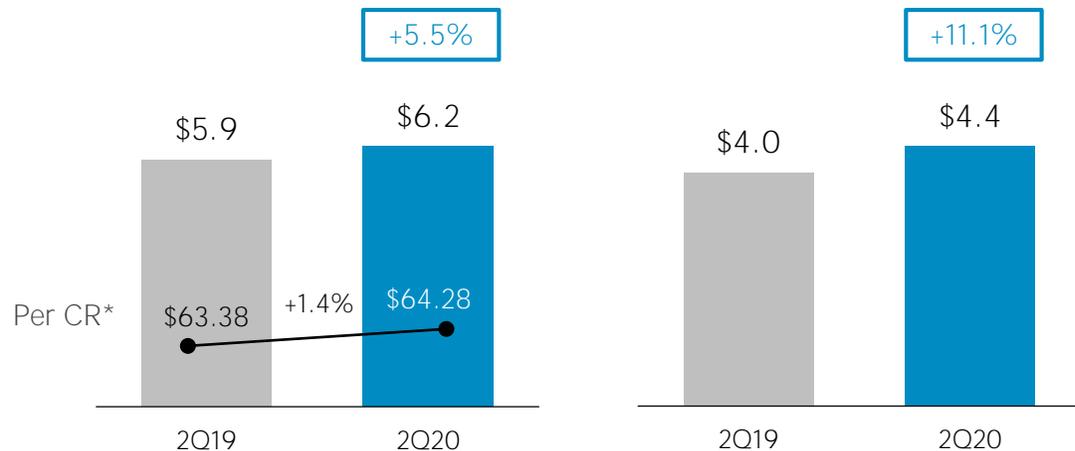
Free Cash Flow Generation: \$6.0 Billion in 2Q20; \$9.3 Billion YTD

# Cable Communications 2<sup>nd</sup> Quarter 2020 Overview

## Customer Relationships (M) Revenue (\$B)



## Adjusted EBITDA (\$B) Net Cash Flow (\$B)



## Commentary

- Customer relationships: +4.1% to 32.1M
  - Total customer relationship net adds of 217K, best 2Q result on record
  - Added 323K HSI customers (not including over 600K additional high-risk or free Internet Essentials customers that still receive our service), best 2Q result in 13 years
  - Added 126K wireless lines, ending the quarter with 2.4M total lines
- Revenue: -0.2% to \$14.4B; +1.4% excl. accrued customer RSN fee adjustments\*\*
  - Reported results were negatively impacted by COVID-19, including accrued customer RSN fee adjustments, reduced advertising revenue, impact of the FCC's Keep Americans Connected Pledge and our efforts to assist customers during the crisis
  - HSI: +7.2% to \$5.0B; +8.9% excl. accrued customer RSN fee adjustments\*\*
  - Wireless: +33.9% to \$326M
  - Business Services: +3.6% to \$2.0B
- Adjusted EBITDA: +5.5% to \$6.2B; +1.4% per customer relationship
  - Adj. EBITDA was not impacted by accrued RSN fee adjustments
  - Programming expense -5.0%, +1.5% excl. accrued RSN fee adjustments\*\*
  - Non-programming expense -3.4%
  - Adj. EBITDA margin improved 230bps y/y to 42.8%; +170bps excl. the impact of accrued RSN fee adjustments\*\*
- Net Cash Flow: +11.1% to \$4.4B
  - Capital Expenditures -8.9% to \$1.5B; represents 10.1% of Cable revenue, an improvement of 90bps y/y

# NBCUniversal 2<sup>nd</sup> Quarter 2020 Overview

Revenue (\$M)



Adjusted EBITDA (\$M)

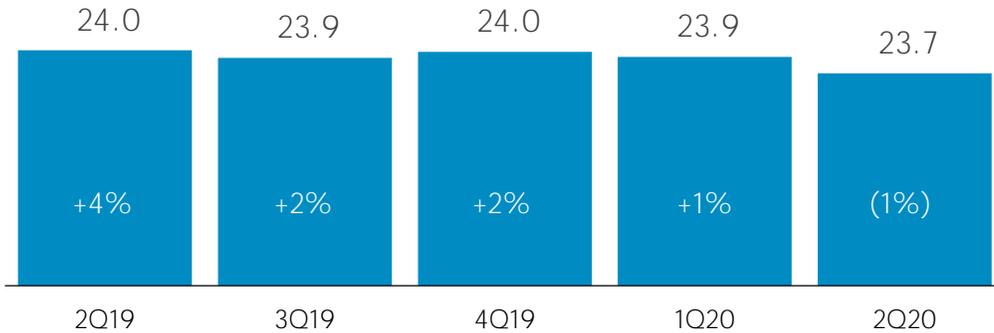


	Revenue (\$M) y/y %	Adj. EBITDA (\$M) y/y %	Commentary
Cable Networks	\$2,515 (14.7%)	\$1,243 +3.5%	<ul style="list-style-type: none"> <li>Lower distribution and advertising, partially offset by higher content licensing &amp; other, which includes transactions with Peacock</li> <li>Distribution impacted by credits accrued at RSNs resulting from a reduced number of games planned by leagues due to COVID-19</li> <li>Lower programming &amp; production costs reflect the postponement or cancellation of sporting events resulting from COVID-19</li> </ul>
Broadcast TV	\$2,364 (1.6%)	\$641 +20.0%	<ul style="list-style-type: none"> <li>Lower advertising reflecting reduced advertiser spend due to COVID-19; higher content licensing, which includes transactions with Peacock, and higher retrans</li> <li>Adjusted EBITDA reflects lower revenue, more than offset by reduced operating costs</li> </ul>
Filmed Entertainment	\$1,194 (18.1%)	\$228 +24.8%	<ul style="list-style-type: none"> <li>Revenue reflects the impact of theater closures due to COVID-19 and a comparison to the strong performances of last year's releases, which more than offset higher content licensing from PVD releases</li> <li>Adjusted EBITDA reflects lower revenue, more than offset by reduced operating costs driven by lower advertising, marketing &amp; promotion expenses</li> </ul>
Theme Parks	\$87 (94.1%)	(\$399) (167.7%)	<ul style="list-style-type: none"> <li>Results reflect temporary park closures in Japan (late February) and in Orlando and Hollywood (mid-March) due to COVID-19</li> <li>Parks in Orlando and Japan reopened with limited capacity in June, while Hollywood remains closed</li> </ul>

# Sky 2<sup>nd</sup> Quarter 2020 Overview

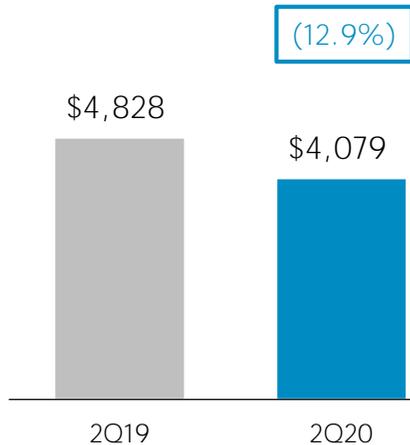
## Customer Relationships

(M)



## Revenue

(\$M)



## Adjusted EBITDA

(\$M)



## Commentary

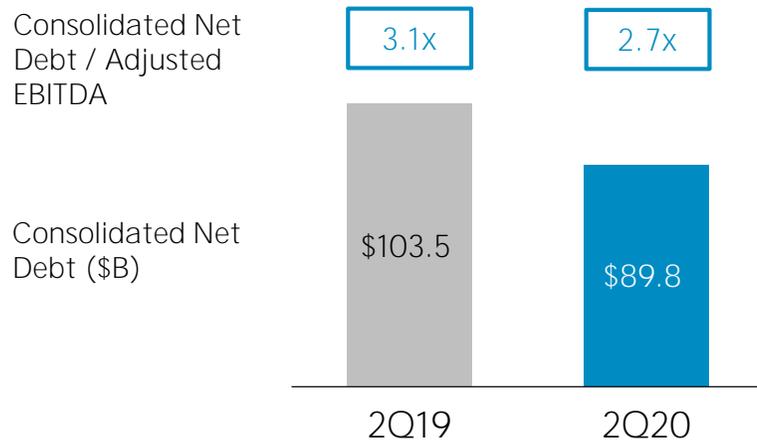
- Customer relationships: -1.3% to 23.7M
  - Net losses of -214K reflects the postponement of sporting events and the suspension of certain sales channels due to COVID-19
- Revenue: -12.9% to \$4.1B
  - Direct-to-Consumer -6.7% to \$3.5B: lower ARPU due to COVID-19, which resulted in lower sports subscription revenues, as well as a decrease in customers y/y
  - Advertising -41.2% to \$321M: primarily reflects overall market weakness, which was worsened by COVID-19, as well as the continued unfavorable impact of a legislation change related to gambling advertising
  - Content -35.7% to \$234M: reflects lower revenue from sports programming as a result of the postponement of sporting events due to COVID-19
- Adjusted EBITDA: +0.2% to \$749M
  - Lower revenue offset by lower operating costs; reflects the postponement of sporting events due to COVID-19

# Free Cash Flow and Capital Allocation

## Capital Allocation Priorities

- Maintaining a Strong Balance Sheet
- Investing Organically for Profitable Growth
- Returning Capital to Shareholders

## Balance Sheet Statistics



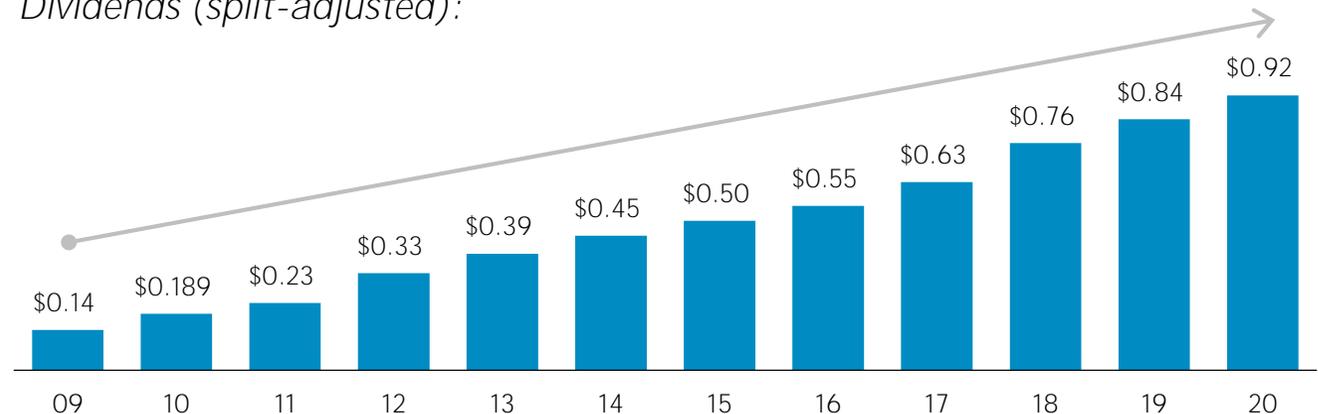
## Consolidated Capital\*

- Consolidated capital: -4.2% to \$2.7B

## Return of Capital

- 2Q20: Paid \$1.1B in dividends
- 2020: Raised dividend by \$0.08 to \$0.92 per share on an annualized basis, +10% y/y
  - 12<sup>th</sup> consecutive annual increase

## Dividends (split-adjusted):



Free Cash Flow Generation: \$6.0 Billion in 2Q20; \$9.3 Billion YTD

# Appendix



# Our Response to COVID-19



## SUPPORTING OUR PEOPLE

We have committed \$500 million to support our employees where operations have been closed or impacted, made work from home options as broadly available as possible, and enhanced safety measures for customer-facing employees.



## KEEPING CUSTOMERS CONNECTED

Keeping the internet accessible and reliable is more important than ever. Our technology and engineering teams are working tirelessly to support our network operations 24/7 to ensure network performance and reliability.



## OFFERING INTERNET ESSENTIALS FREE TO NEW CUSTOMERS

Eligible new customers will receive 60 days of Internet Essentials service, the nation's largest, most comprehensive internet adoption program for low-income households, without charge. And we've increased the speed of this internet service for all customers.



## INCREASING ACCESS TO NEWS & INFORMATION

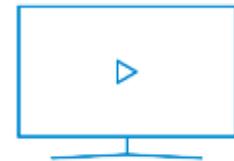
Our NBC and Sky news teams are working around the clock to keep the world informed and we're bringing that news and information to more people than ever.



## "Education"

## PROVIDING FREE EDUCATIONAL RESOURCES

In partnership with Common Sense Media, we've curated thousands of hours of free educational programming into an education destination for Xfinity video customers to support remote learning for kids K-12.



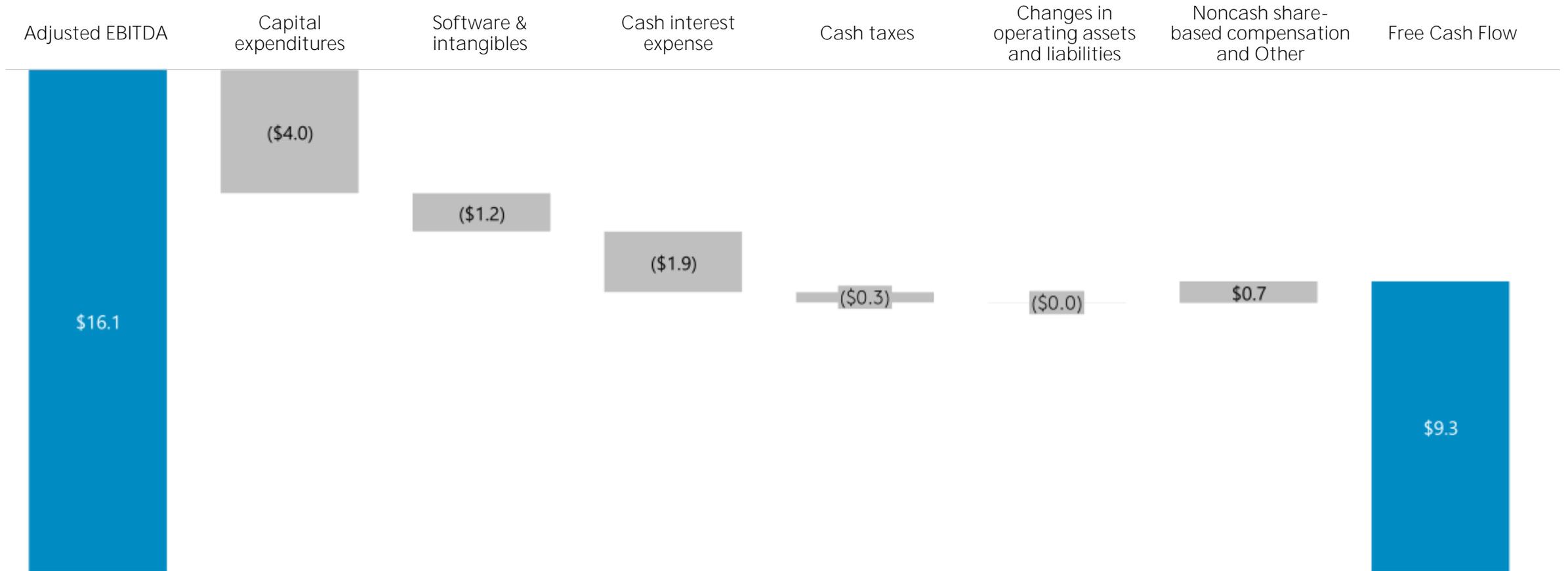
## DELIVERING MORE ENTERTAINMENT

We are bringing great entertainment home to consumers in new ways – offering movies on demand on the same day as their theatrical releases and making more free content available to X1 video customers.

# Free Cash Flow Generation

## Adjusted EBITDA to Free Cash Flow Walk

YTD 2020 (\$B)



# Notes

We define Adjusted EBITDA as net income attributable to Comcast Corporation before net income (loss) attributable to noncontrolling interests and redeemable subsidiary preferred stock, income tax expense, investment and other income (loss), net, interest expense, depreciation and amortization expense, and other operating gains and losses (such as impairment charges related to fixed and intangible assets and gains or losses on the sale of long-lived assets), if any. From time to time, we may exclude from Adjusted EBITDA the impact of certain events, gains, losses or other charges (such as significant legal settlements) that affect the period-to-period comparability of our operating performance. Refer to our Form 8-K (Quarterly Earnings Release) for a reconciliation and further details.

We define Adjusted EPS as our diluted earnings per common share attributable to Comcast Corporation shareholders adjusted to exclude the effects of the amortization of acquisition-related intangible assets, investments that investors may want to evaluate separately (such as based on fair value) and the impact of certain events, gains, losses or other charges that affect period-over-period comparisons. Refer to our Form 8-K (Quarterly Earnings Release) for a reconciliation and further details.

We define Free Cash Flow as net cash provided by operating activities (as stated in our Consolidated Statement of Cash Flows) reduced by capital expenditures and cash paid for intangible assets. From time to time, we may exclude from Free Cash Flow the impact of certain cash receipts or payments (such as significant legal settlements) that affect period-to-period comparability. Cash payments for acquisitions and construction of real estate properties and the construction of Universal Beijing Resort are presented separately in our Statement of Cash Flows and are therefore excluded from capital expenditures for Free Cash Flow. Refer to our Form 8-K (Quarterly Earnings Release) for a reconciliation and further details.

Cable Communications reported results for 2Q20 include the impacts of accrued RSN related adjustments. The table below summarizes the impacts of these adjustments:

<i>Three months ended June 30, 2020</i>	Reported Change	RSN Adjustments	Adjusted Change
Revenue			
High-speed internet	7.2%	(1.7%)	8.9%
Video	(3.2%)	(2.0%)	(1.2%)
Total revenue	(0.2%)	(1.6%)	1.4%
Expenses			
Programming and production	(5.0%)	(6.5%)	1.5%
Adjusted EBITDA	5.5%	-	5.5%
Adjusted EBITDA margin	230 bps	60 bps	170 bps

*(Percentages represent year/year growth rates and Adjusted EBITDA margin is presented as year/year basis point change)*

We define Cable Communications Net Cash Flow as Cable Communications Adjusted EBITDA reduced by capital expenditures and cash paid for capitalized software and other intangible assets. Refer to our trending schedules for a reconciliation and further details.

Sky constant currency and constant currency growth rates are calculated by comparing the comparative period results in the prior year adjusted to reflect the average exchange rates from the current year period rather than the actual exchange rates in effect during the respective prior year periods. Refer to our Form 8-K (Quarterly Earnings Release) for a reconciliation and further details.

As of June 30, 2020 – Consolidated net debt of \$89.8 billion represents long-term debt, including current portion (as stated in our Consolidated Balance Sheet), adjusted to exclude \$1.8 billion of Universal Beijing Resort debt, plus \$725 million of NBCUniversal Enterprise, Inc. preferred stock, less cash and cash equivalents (as stated in our Consolidated Balance Sheet). Amounts owed under a collateralized obligation are presented separately in our Consolidated Balance Sheet and are therefore excluded from consolidated net debt. Consolidated net debt/Adjusted EBITDA is calculated based on trailing twelve month Adjusted EBITDA. Adjusted EBITDA for the twelve months ended June 30, 2020 was \$33.0 billion, as presented in our trending schedules.

As of June 30, 2019 – Consolidated net debt of \$103.5 billion represents long-term debt, including current portion (as stated in our Consolidated Balance Sheet), adjusted to exclude \$931 million of Universal Beijing Resort debt, plus \$725 million of NBCUniversal Enterprise, Inc. preferred stock, less cash and cash equivalents (as stated in our Consolidated Balance Sheet). Consolidated net debt/Adjusted EBITDA is calculated based on trailing twelve month Pro Forma Adjusted EBITDA. Pro Forma Adjusted EBITDA for the twelve months ended June 30, 2019 was \$33.5 billion, as presented in our trending schedules, and is presented as if the acquisition of Sky occurred on January 1, 2017.



COMCAST