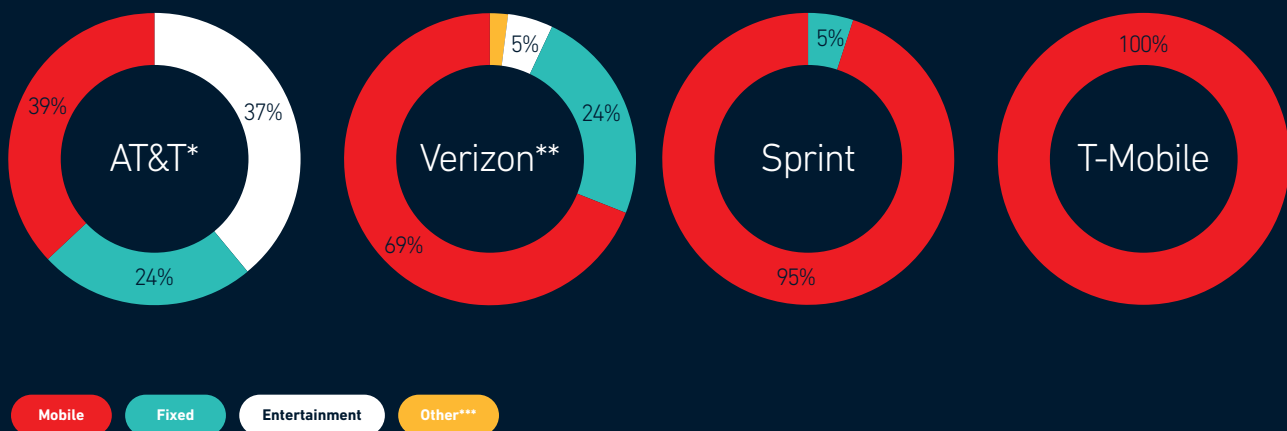


The changing face of a telco

The US is at the coalface for the wider convergence of telco and media. AT&T and Verizon have reshaped their businesses with entertainment and media assets to complement traditional communications.

On a pro forma basis, AT&T will have roughly equal contributions from entertainment as it does from mobile – justifying its claim to be a modern entertainment company.

Revenue distribution



Mobile and fixed figures are full year 2016. Sprint and T-Mobile figures are therefore pre merger including Time Warner (aggregate). **Including Oath. ***Corporate, Other & Eliminations. For Verizon: most IoT revenue (e.g telematics) is included within Corporate and Other.